

MSC Industrial Supply Co.

Raymond James 36th Annual Institutional Investor Conference
Orlando, FL
March 3, 2015



Safe Harbor Statement

CAUTIONARY STATEMENT UNDER THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995.

This presentation contains forward-looking statements within the meaning of U.S. securities laws, including guidance about expected future results, expectations regarding our ability to gain market share, expected benefits from our investment and strategic plans, and expected future margins. These forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those anticipated by these statements; are based on our current expectations; and we assume no obligation to update them. These risks include problems with successfully integrating acquired operations; current economic, political, and social conditions; general economic conditions in the markets in which the Company operates; changing customer and product mixes; competition; industry consolidation and other changes in the industrial distribution sector; volatility in commodity and energy prices; the outcome of potential government or regulatory proceedings or future litigation; credit risk of our customers; risk of cancellation or rescheduling of customer orders; work stoppages or other business interruptions (including those due to extreme weather conditions) at transportation centers or shipping ports; risk of loss of key suppliers, key brands or supply chain disruptions; dependence on our information systems and the risk of business disruptions arising from changes to our information systems, disruptions due to computer system or network failures, computer viruses, physical or electronics break-ins and cyber-attacks, dependence on key personnel; risk of delays in opening or expanding our customer fulfillment centers; goodwill and intangible assets recorded as a result of our acquisitions could be impaired; and disclosing our use of “conflict minerals” in certain of the products we distribute could raise certain reputational and other risks.

Information about these risks is noted in the earnings press release and in the Risk Factors and MD&A sections of our latest annual and quarterly reports filed with the SEC, as well as in our other SEC filings. Investors are cautioned not to place undue reliance on these forward-looking statements.

Throughout this presentation we will reference both GAAP and adjusted financial results, which are non-GAAP financial measures. Please refer to the reconciliation tables at the end of this presentation for a reconciliation of the adjusted financial measures to the most directly comparable GAAP measures.

Company Overview

MSC is a value added distributor of services, solutions & products that helps customers reduce their MRO supply chain costs

Founded in 1941 by Sid Jacobson

> 6,000 associates

> 100 branches and 5 major distribution centers

> 3,000 suppliers

> 850,000 SKUs majority with 99% fill rates

\$2.8 Billion
Revenue

11%
3-Year Sales CAGR

14.4%
Adjusted Operating
Margin*

3%
3-Year EPS CAGR

* Unaudited data for fiscal year ended August 30, 2014.

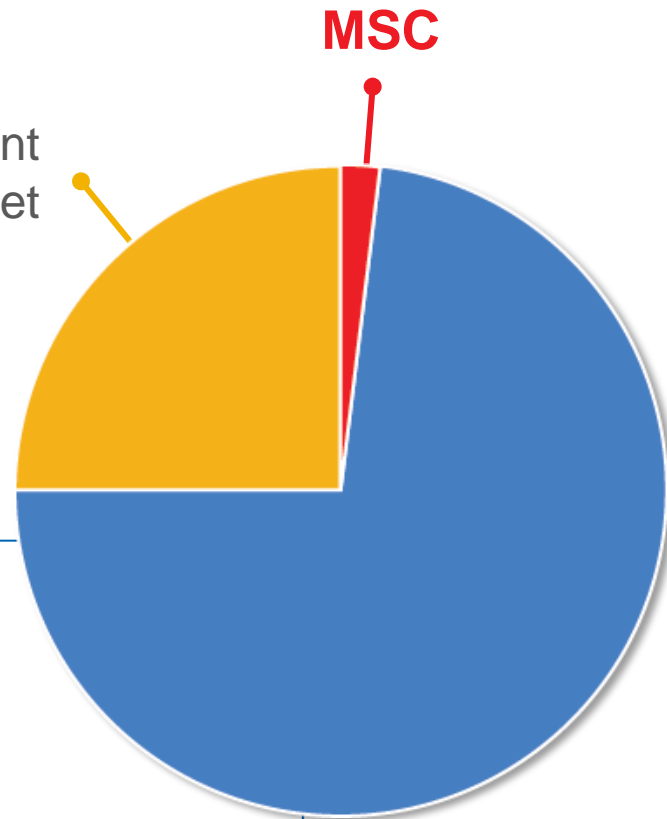


Key Investment Highlights

1. Uniquely positioned to gain share in a large, fragmented market
2. Highly profitable and scalable business model with repeatable growth formula
3. Track record of capitalizing on growth opportunities
 - Product category expansion yields deeper wallet share
 - Scalable infrastructure supports organic growth
 - Industry fragmentation presents significant consolidation opportunity
4. High free cash flow generation (+\$600 million in past 3 fiscal years)

Industry Overview

The top 50 companies represent less than 30% of the market



- \$140B MRO Market in the US
- Highly Fragmented
- 150,000 Distributors in the US

Competitive Position

	MSC	Industry Average
Products	880,000	15,000
Fill Rate	99%*	58%
# of Orders/Yr.	6 million	N/A
Customers	365,000	2,000
Unique Buyers	550,000	N/A
Gross Margin	45%	23%

* Fill rate pertains to majority of products (amounts are approximate)

Fulfillment Center Network



Broad Product Offering



>850,000

Items in Stock



99%

Fill Rate*

Significant competitive advantage



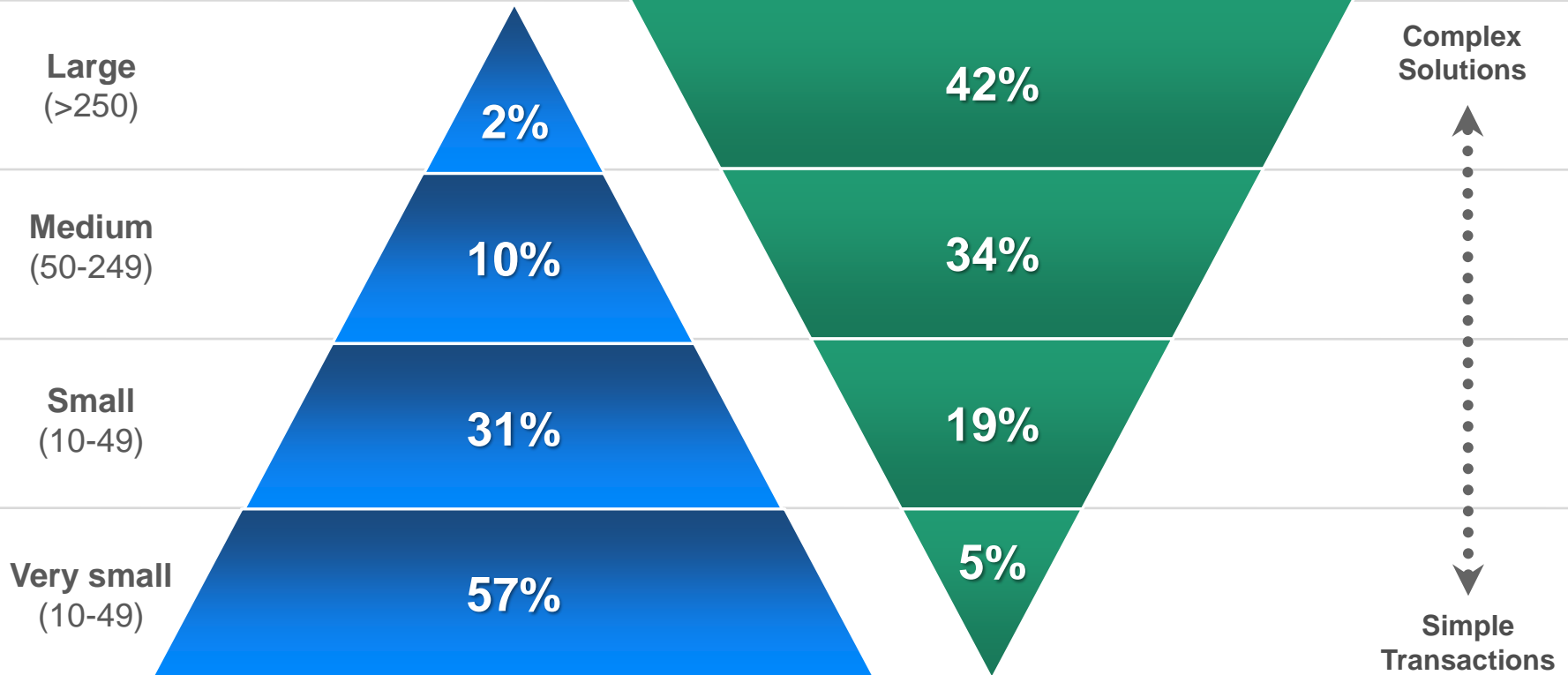
* Fill rate pertains to majority of products

Industry Customer Landscape

Company Size
(# employees)

Customer Count

Revenue Potential



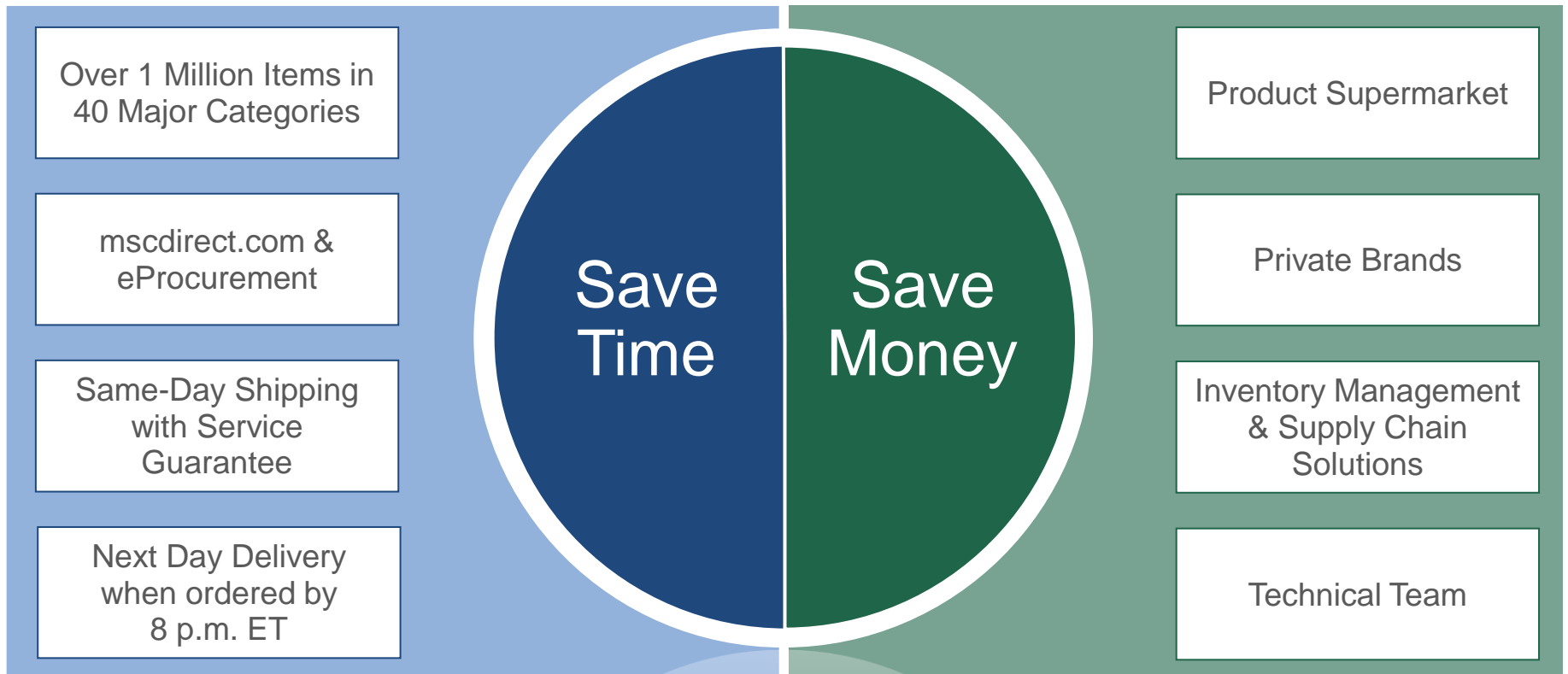
Top Customers Demand Value-added Services
Smaller Customers Require Efficient Cost-to-Serve Model

Source: D&B; Infogroup

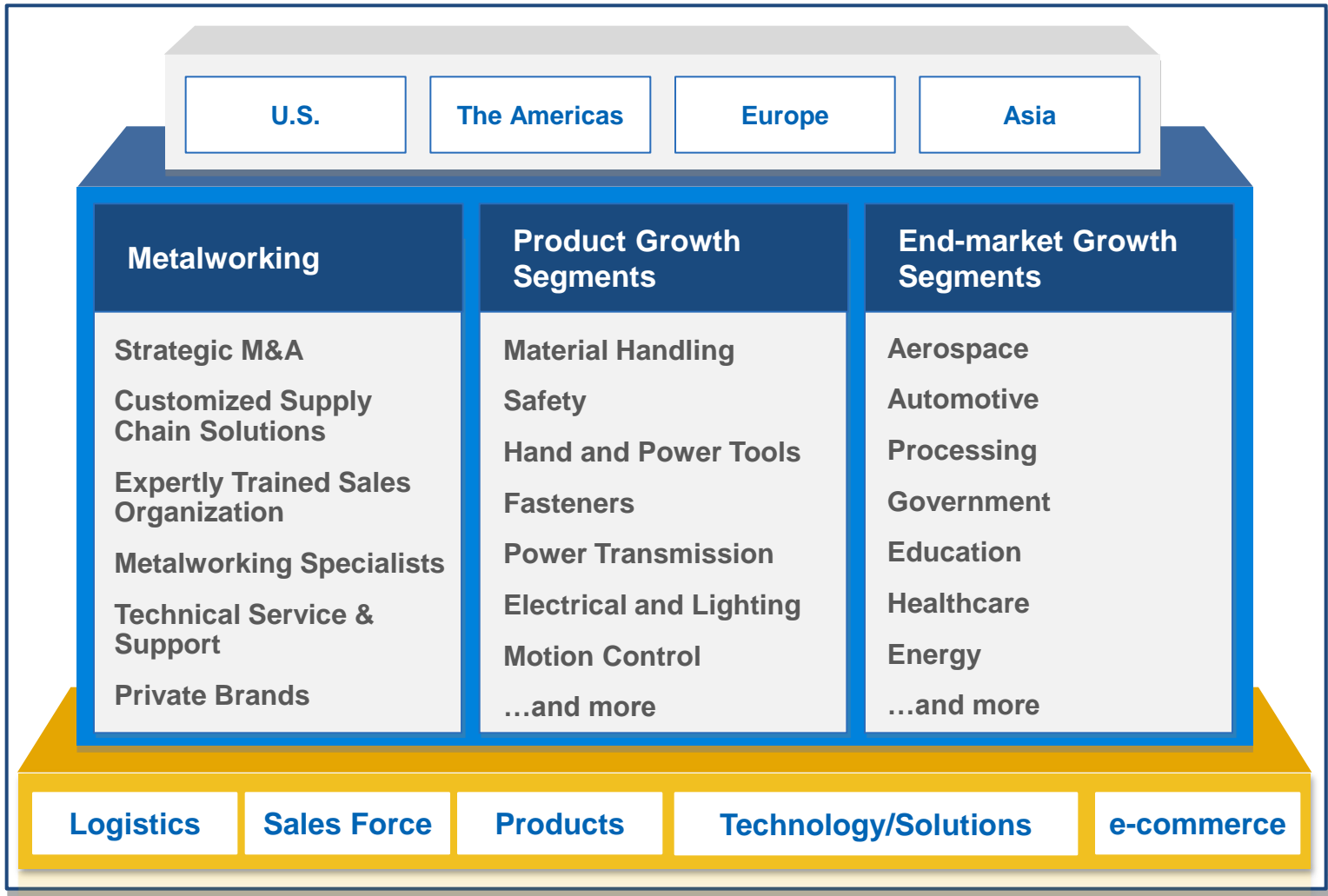
Customer Challenges



MSC Value Proposition



Repeatable Growth Formula



Geographically Scalable Opportunities

Strategic Investment and Focus on Adjacent Growth Segments

Scalable Foundation

Growth Drivers

National Accounts

Salesforce Expansion

Vending

SKU Expansion

e-Commerce

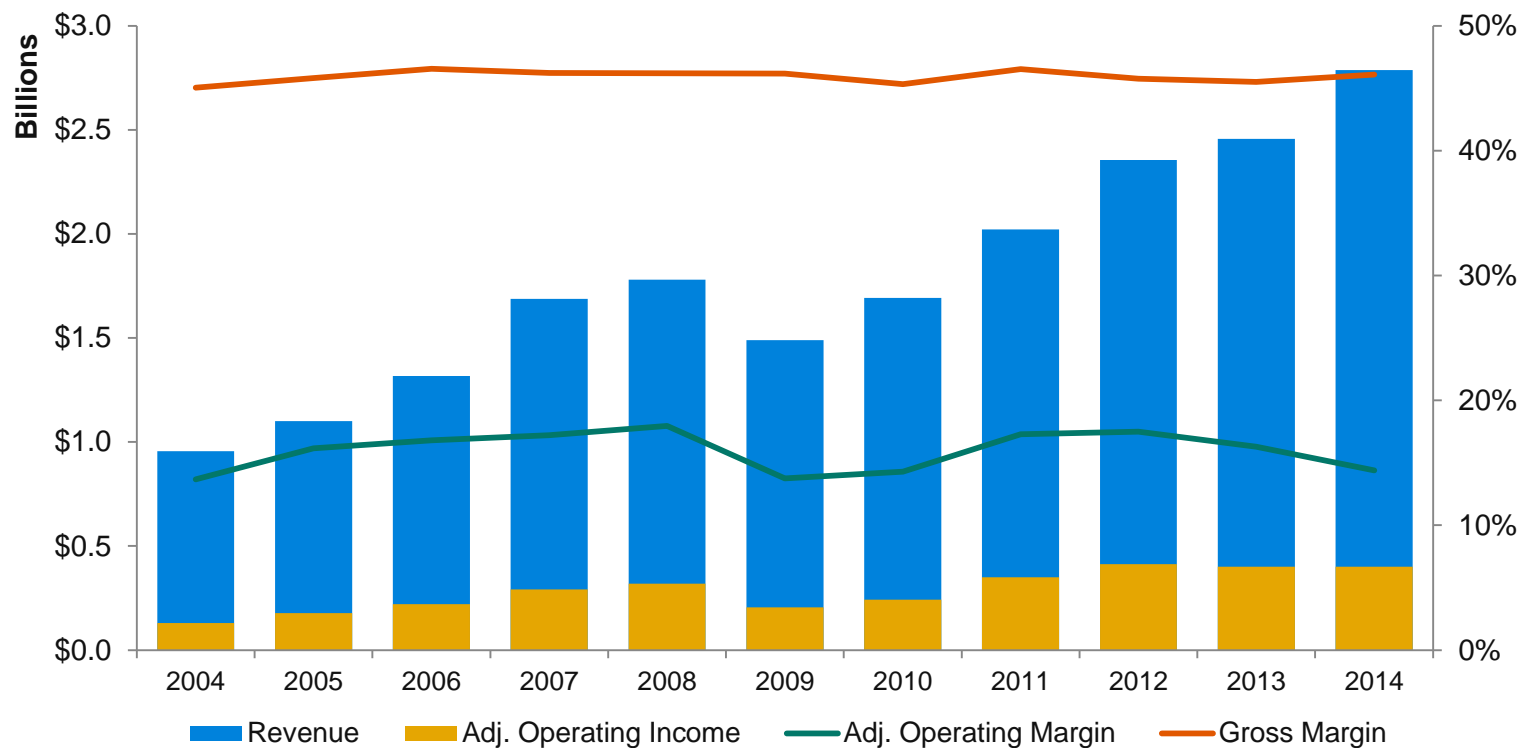
M&A

Organic Growth Strategies
(11% historical)



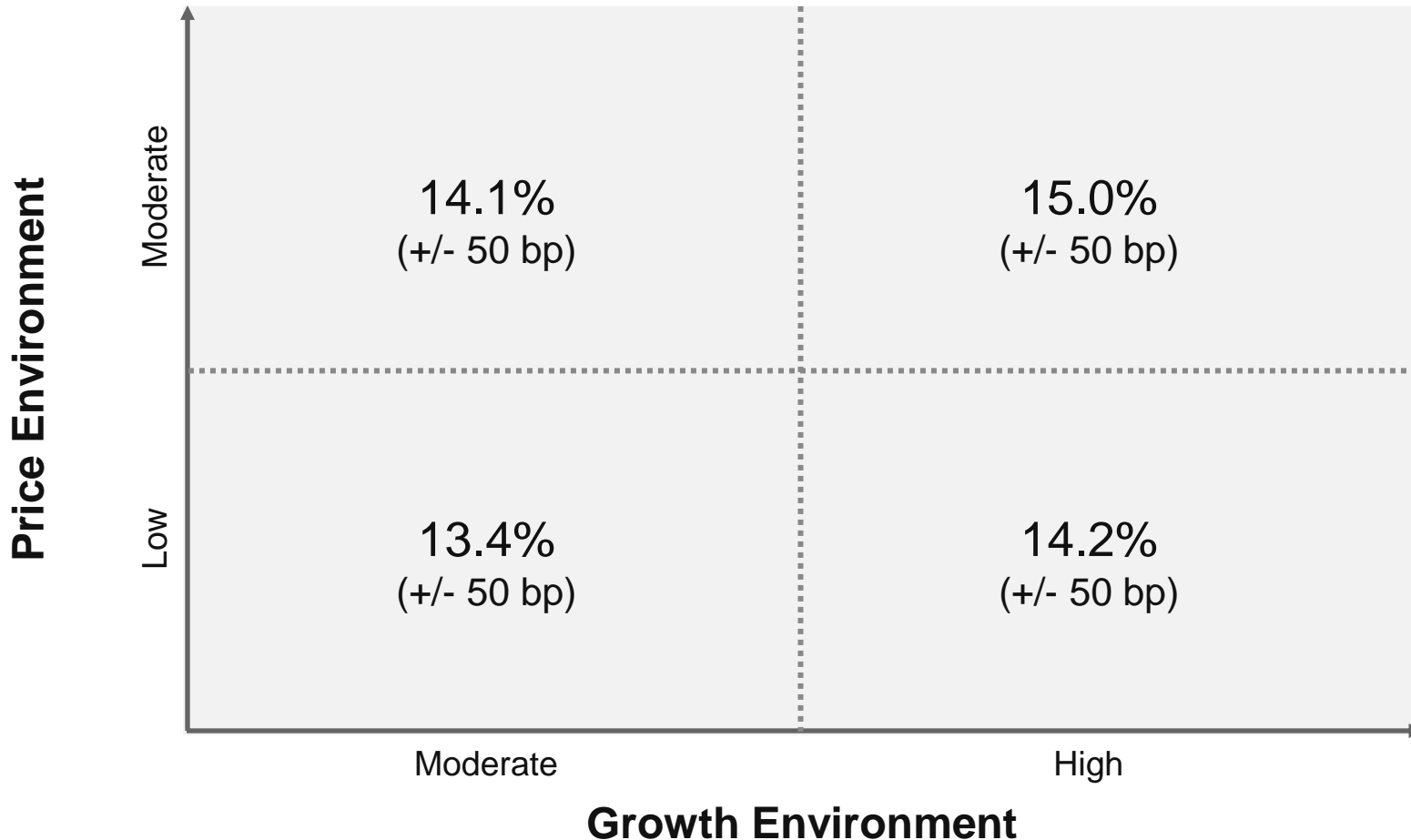
M&A
(2% historical)

Track Record of Growth*



Note: An explanation and reconciliation of the non-GAAP financial measures contained in this presentation to the most directly comparable GAAP financial measures can be found in the Appendix.

FY 2015 Operating Margin Scenarios

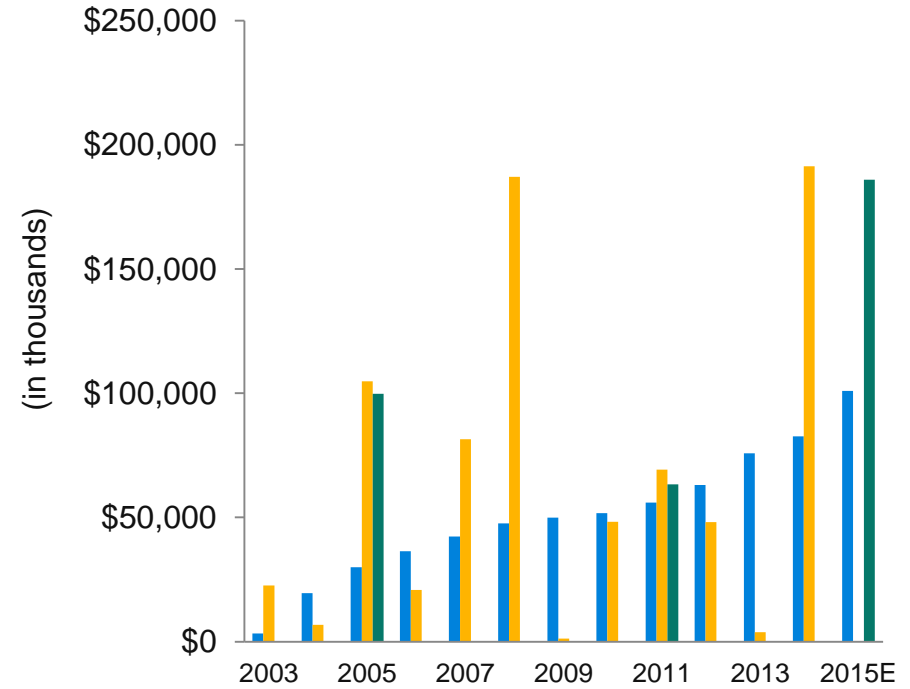
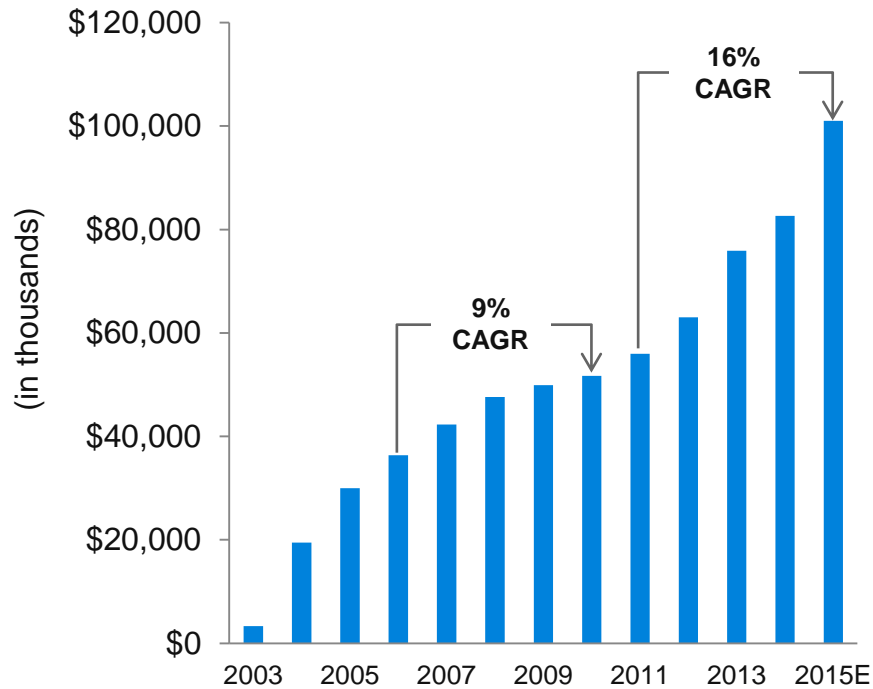


Financial Strengths

- Strong balance sheet supports growth
 - Cash of \$47M
 - Debt of \$496M
 - Shareholders equity = \$1.3B
- Total free cash flow of \$600M* over last 3 years
- Re-purchased approx. \$245M* of MSC stock and paid over \$220M* in dividends over last 3 years

* As of August 30, 2014.

Capital Returned to Shareholders



■ Ordinary Dividends*

■ Share Repurchases

■ Special Dividends**

* Expected annualized ordinary dividends for FY 2015.

** \$3 per share special dividend in FY 2015 as announced on October 27, 2014.

APPENDIX

Definitions

Adjusted Debt/Adjusted EBITDA ratio is calculated as (Debt - Capital Lease Obligation for Columbus CFC) / (EBITDA + Stock-based Compensation Expense). This ratio is also referred to by MSC as its leverage ratio.

Adjusted Operating Income is a Non-GAAP measure and is adjusted to exclude the impact of certain significant events from our GAAP results such as the impact of non-recurring relocation, integration and executive separation costs

EBITDA is a Non-GAAP measure and is defined as Earnings Before Interest, Taxes, Depreciation, and Amortization

Free Cash Flows (FCF) is a Non-GAAP measure and is defined by MSC as cash flows from operating activities less capital expenditures.

MSC Industrial Supply Co.
Reconciliation of Non-GAAP to GAAP Measures
Adjusted Operating Income and Operating Income Reconciliation
(in \$ millions)

	FY2012	FY2013	FY2014
Adjusted Operating Income (Non-GAAP)	\$413	\$401	\$401
Non-recurring Relocation Costs	(1)	(4)	(3)
Non-recurring Integration Costs	-	(12)	(12)
Non-recurring Executive Separation Costs	-	-	(3)
Operating Income (GAAP)	\$412	\$386	\$383
Adjusted Operating Margins (Non-GAAP)	17.5%	16.3%	14.4%

Notes: Totals may not add up due to rounding