

MSC Industrial Direct Co., Inc.

Operational Statistics - updated quarterly on earnings release date

The following represents historical unaudited financial and statistical information regarding MSC's operations. MSC does not undertake any obligation to update any of the information presented below to reflect future events or circumstances.

This information should not be relied on as necessarily indicative of future trends or results.

During FY13, MSC acquired Class C Solutions Group ("CCSG") (formerly Barnes Distribution North America) and the results are included in all reporting periods below, unless otherwise noted.

Quarterly Sales (in millions)

	FY 16	FY 15	FY 14
Q1	\$706.8	\$731.1	\$678.5
Q2	684.1	706.4	661.5
Q3	727.5	745.5	720.5
Q4	745.1	727.4	726.6

Sales Growth by Month (Avg Daily Sales Basis) *

	Sept '16	Oct '16****	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	June '17	July '17	Aug '17
FY2017 Net Sales (In Millions)	\$ 266.9	\$ 219.6	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
# Sales Days	24	20	18	23	20	20	25	20	19	24	20	20
Growth in ADS	-4.5%	-2.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

	Sept '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	June '16	July '16	Aug '16
FY2016 Net Sales (In Millions)	\$ 279.3	\$ 225.0	\$ 202.5	\$ 227.9	\$ 224.3	\$ 231.9	\$ 280.7	\$ 225.6	\$ 221.2	\$ 265.2	\$ 200.3	\$ 279.6
# Sales Days	24	20	18	23	20	20	25	20	20	24	19	25
Growth in ADS	-1.2%	-3.4%	-5.9%	-1.6%	-5.5%	-2.3%	-4.9%	-2.3%	-4.2%	-4.6%	-4.8%	-1.8%

	Sept '14	Oct '14	Nov '14 **	Dec '14	Jan '15	Feb '15	Mar '15****	Apr '15	May '15	June '15	July '15	Aug '15
FY2015 Net Sales (In Millions)	\$ 283.0	\$ 232.8	\$ 215.3	\$ 231.6	\$ 237.3	\$ 237.5	\$ 295.4	\$ 230.6	\$ 219.5	\$ 278.2	\$ 221.2	\$ 228.0
# Sales Days	24	20	18	23	20	20	25	20	19	24	20	20
Growth in ADS	7.1%	8.6%	7.6%	7.7%	8.0%	4.9%	2.0%	5.7%	3.1%	2.1%	-0.6%	-1.6%

	Sept '13	Oct '13	Nov '13 **	Dec '13	Jan '14	Feb '14	Mar '14 ***	Apr '14	May '14	June '14	July '14	Aug '14
FY2014 Net Sales (In Millions)	\$ 259.5	\$ 217.7	\$ 201.3	\$ 212.9	\$ 222.1	\$ 226.5	\$ 285.1	\$ 220.1	\$ 215.3	\$ 269.0	\$ 225.0	\$ 232.7
# Sales Days	24	20	18	23	20	20	25	20	19	24	20	20
Growth in ADS	13.1%	19.6%	21.2%	14.0%	15.5%	18.9%	21.1%	11.6%	6.0%	7.6%	7.6%	8.2%

* Compared to same month, prior fiscal year.

** Excluding the sales adjustment resulting from refining our estimated accrual for direct ship sales, November '14 sales growth was 9.7% and November '13 sales growth was 18.9%.

*** March '14 is slightly inflated due to the holiday falling in April in FY 14.

**** March '15 is slightly deflated due to the holiday falling in March in FY 15, compared to April in FY 14.

***** October '16 is an estimate.

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**Sales Growth by
Regions (Avg Daily
Sales Basis)**

	Fiscal 2016				Fiscal 2015			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Midwest	-3.1%	-4.7%	-6.3%	-6.0%	5.7%	5.0%	2.1%	-0.4%
Northeast	-0.3%	1.5%	-0.8%	-1.1%	3.8%	3.1%	3.0%	3.2%
Southeast	-3.7%	-2.8%	-2.6%	-3.6%	11.3%	9.5%	3.6%	-0.1%
West	-2.2%	-3.6%	-4.3%	-0.4%	10.7%	10.2%	9.1%	2.2%
International & Other	-18.4%	-15.6%	-13.0%	-11.1%	-0.1%	-0.4%	-7.2%	-16.6%

**Sales Growth by
Customer Type
(Avg Daily Sales
Basis) ***

	Fiscal 2016				Fiscal 2015			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing	-4.9%	-5.6%	-6.8%	-6.1%	4.8%	4.1%	1.2%	-1.8%
Non-Manufacturing	1.3%	2.6%	2.6%	3.3%	15.6%	14.0%	10.1%	5.4%

* Excludes UK operations

**Sales by Customer
Type (Avg Daily
Sales Basis) ***

	Fiscal 2016				Fiscal 2015			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing	69%	68%	68%	67%	70%	70%	70%	69%
Non-Manufacturing	31%	32%	32%	33%	30%	30%	30%	31%

* Excludes UK operations

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**Growth
Decomposition
(In Thousands)**

	<u>Q4 FY16</u>	<u>YTD FY16</u>
	<u>Growth</u>	<u>Growth</u>
Large Accounts	\$ 13,300	\$ 25,300
Remaining Business	4,400	(72,200)
Total Growth	<u>\$ 17,700 *</u>	<u>\$ (46,900) **</u>

* We estimate that this \$17.7 million increase in net sales is comprised of:
(i) approximately \$45.0 million in sales attributable to an extra week in fiscal 2016; partially offset by (ii) approximately \$16.8 million of lower sales volume;
(iii) approximately \$8.4 million from pricing, which includes changes in customer and product mix, discounting and other items; and (iv) approximately \$2.1 million from unfavorable foreign currency fluctuations.

** We estimate that this \$46.9 million decrease in net sales is comprised of:
(i) approximately \$82.0 million of lower sales volume; (ii) approximately \$13.6 million from pricing, which includes changes in customer and product mix, discounting and other items; (iii) approximately \$7.3 million from unfavorable foreign currency fluctuations; partially offset by (iv) approximately \$56.0 million in sales attributable to an extra week in fiscal 2016.

**Gross Margin
Percentage**

	<u>FY 16</u>	<u>FY 15</u>	<u>FY 14</u>
Q1	45.1%	45.2%	46.4%
Q2	45.1%	45.4%	46.4%
Q3	45.0%	45.4%	46.3%
Q4	44.8%	45.0%	45.6%

**Operating Income
(in millions)**

	<u>FY 16</u>	<u>FY 15</u>	<u>FY 14</u>
Q1	\$90.4	\$94.0	\$96.8
Q2	80.5	85.9	81.7
Q3	105.8	104.2	104.9
Q4	99.2	95.4	99.8

**Operating Income
Percentage**

	<u>FY 16</u>	<u>FY 15</u>	<u>FY 14</u>
Q1	12.8%	12.9%	14.3%
Q2	11.8%	12.2%	12.4%
Q3	14.5%	14.0%	14.6%
Q4	13.3%	13.1%	13.7%

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**Total eCOMM Sales
(in millions) *,****

	<u>FY 16</u>	<u>FY 15</u>	<u>FY 14</u>
Q1	\$403.2	\$398.7	\$279.0
Q2	\$395.5	391.1	281.8
Q3	\$426.6	417.2	315.1
Q4	\$440.4	412.0	322.2

**Total eCOMM Sales
Annual Run Rate (in
millions) ******

	<u>FY 16</u>	<u>FY 15</u>	<u>FY 14</u>
Q1	1,677.8	1,627.0	1,138.5
Q2	1,619.7	1,570.6	1,131.7
Q3	1,693.3	1,649.2	1,245.8
Q4	1,670.9	1,628.7	1,273.7

* CCSG is included beginning FY15 Q1

**** **Run Rate** equals the average daily sales for the quarter multiplied by the number of business days in the fiscal year; 258 days for FY16 and 253 days for FY15 and FY14

** This represents sales made through all eCommerce platforms, including sales made through Electronic Data Interchange systems, VMI systems, Extensible Markup Language ordering based systems, vending machine systems, hosted systems and other electronic portals.

**Active Customer
Count (in 000's) *,**

**** , *****

	<u>FY 16</u>	<u>FY 15</u>	<u>FY 14</u>
Q1	365	365	325
Q2	364	365	331
Q3	362	367	335
Q4	366	366	364

* An active customer is one who has made a purchase in the last 12 months

** Excludes UK Operations

*** CCSG is included beginning FY14 Q4 (Excluding CCSG, active customer count is 337 for FY14 Q4)

**Average
Transaction Size *,**

	<u>FY 16</u>	<u>FY 15</u>	<u>FY 14</u>
Q1	\$414	\$415	\$405
Q2	409	407	406
Q3	406	410	403
Q4	412	414	409

* Excludes UK Operations

** CCSG is included beginning FY14 Q4 (Excluding CCSG, average transaction size is 410 for FY14 Q4)

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**Total Associate
Headcount**

	Fiscal 2016			
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>
Full Time	6,474	6,405	6,396	6,346
Part Time	112	119	114	116
Total	<u>6,586</u>	<u>6,524</u>	<u>6,510</u>	<u>6,462</u>

	Fiscal 2015			
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>
Full Time	6,580	6,617	6,590	6,533
Part Time	108	113	104	109
Total	<u>6,688</u>	<u>6,730</u>	<u>6,694</u>	<u>6,642</u>

**Number of Field
Sales Associates ***

	<u>FY 16</u>	<u>FY 15</u>	<u>FY 14</u>
Q1	2,370	2,343	2,180
Q2	2,340	2,353	2,207
Q3	2,356	2,334	2,264
Q4	2,370	2,377	2,301

* Adjusted metric to include field sales and service personnel. Prior quarter information conforms to the current presentation.