

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 Q2 FY23, MSC acquired Buckeye Industrial Supply Co. ("Buckeye") and Tru-Edge Grinding, Inc. ("Tru-Edge"). During Q4 FY22, MSC acquired Engman-Taylor Company, Inc. ("Engman-Taylor") and Tower Fasteners, LLC. ("Tower Fasteners"). During Q4 FY21, MSC acquired Wm. F. Hurst Co., LLC ("Hurst") and MSC Mexico acquired the outsourcing and logistics businesses of TAC. The results from these acquisitions are included in the data below unless otherwise noted.

Quarterly Sales (in millions)	FY 23	FY 22	FY 21
Q1	\$ 957.7	\$ 848.5	\$ 771.9
Q2	961.6	862.5	774.0
Q3	1,054.5	958.6	866.3
Q4	1,035.4	1,022.2	831.0

Sales Growth by Month (Avg Daily Sales Basis) *

FY2024	Sept '23 ⁷	****Oct '23 ⁷	Nov '23	Dec '23	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24
Net Sales (In Millions)	\$ 374.7	\$313.0 - \$316.2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
# Sales Days	24	20	18	23	20	20	25	20	19	23	20	20
Growth in ADS	1.3%	1.0% - 2.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

FY2023	Sept '22 ⁴	Oct '22 ⁴	Nov '22 ⁴	Dec '22 ⁴	Jan '23 ⁵	Feb '23 ⁵	Mar '23 ⁵	Apr '23 ⁵	May '23 ⁵	June '23 ⁶	July '23 ⁶	Aug '23 ⁷
Net Sales (In Millions)	\$ 370.0	\$ 309.9	\$ 277.8	\$ 317.1	\$ 321.3	\$ 323.2	\$ 396.7	\$ 320.3	\$ 337.5	\$ 375.9	\$ 321.6	\$ 337.9
# Sales Days	24	20	18	23	20	20	25	20	19	23	20	20
Growth in ADS	13.4%	13.9%	11.1%	9.6%	19.3%	6.4%	7.7%	11.1%	17.7%	9.8%	10.2%	8.9%

FY2022	Sept '21 ²	Oct '21 ²	Nov '21 ²	**Dec '21 ²	Jan '22 ²	Feb '22 ²	Mar '22 ²	Apr '22 ²	May '22 ²	June '22 ³	July '22 ³	***Aug '22 ⁴
Net Sales (In Millions)	\$ 326.2	\$ 272.2	\$ 250.1	\$ 289.3	\$ 269.4	\$ 303.8	\$ 368.5	\$ 288.2	\$ 301.9	\$ 357.2	\$ 277.3	\$ 387.7
# Sales Days	24	20	18	23	20	20	25	20	20	24	19	25
Growth in ADS	11.1%	6.9%	11.9%	1.8%	5.0%	17.8%	12.5%	5.5%	13.7%	13.1%	12.5%	15.4%

FY2021	Sept '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	June '21 ¹	July '21 ¹	Aug '21 ²
Net Sales (In Millions)	\$ 293.7	\$ 254.7	\$ 223.5	\$ 259.4	\$ 256.6	\$ 258.0	\$ 327.6	\$ 273.1	\$ 265.6	\$ 315.8	\$ 246.5	\$ 268.7
# Sales Days	24	20	18	21	20	20	25	20	20	24	19	20
Growth in ADS	-8.5%	-3.9%	-5.9%	3.1%	-4.0%	-3.4%	-0.7%	16.0%	-6.4%	15.2%	11.2%	11.8%

* Average Daily Sales is calculated using number of business days in the United States for the periods indicated.

** December '21 had two more selling days than December '20 due to the timing of the Christmas and New Year's Day holidays.

*** August '22 includes a fifth week due to fiscal year 2022 having 53 weeks.

**** October 2023 range is an estimate based on data through the close of business on Tuesday, October 24; the fiscal month of October ends on November 4, 2023.

¹ Includes acquisitive growth from Hurst, which was acquired on June 1, 2021.

² Includes acquisitive growth from Hurst and MSC Mexico's acquisition of additional businesses in Mexico on July 26, 2021.

³ Includes acquisitive growth from MSC Mexico's acquisition of additional businesses in Mexico on July 26, 2021 and MSC's acquisition of Engman-Taylor Company, Inc. on June 1, 2022.

⁴ Includes acquisitive growth from MSC's acquisition of Engman-Taylor on June 1, 2022 and Tower Fasteners on August 1, 2022.

⁵ Includes acquisitive growth from MSC's acquisitions of Engman-Taylor on June 1, 2022, Tower Fasteners on August 1, 2022 and Buckeye and Tru-Edge on January 9, 2023.

⁶ Includes acquisitive growth from MSC's acquisitions of Tower Fasteners on August 1, 2022 and Buckeye and Tru-Edge on January 9, 2023.

⁷ Includes acquisitive growth from MSC's acquisition of Buckeye and Tru-Edge on January 9, 2023.

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Sales Growth by Regions
(Avg Daily Sales Basis)*

	Fiscal 2023				Fiscal 2022			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Midwest	19.5%	17.9%	13.0%	5.4%	9.3%	8.4%	11.7%	20.3%
Northeast	8.9%	8.7%	28.6%	27.7%	6.0%	4.1%	9.1%	7.9%
Southeast	10.0%	8.7%	5.4%	4.6%	11.9%	9.4%	11.8%	13.5%
West	16.5%	10.7%	6.2%	9.4%	11.9%	13.2%	17.5%	17.4%
International & Other	-2.4%	1.2%	6.4%	6.4%	9.9%	-3.9%	-10.4%	-4.9%

* International & Other ADS calculation reflects local selling days which may differ from US selling days.

Sales Growth by End-Market
(Avg Daily Sales Basis)

	Fiscal 2023*				Fiscal 2022*			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing	11.1%	10.0%	5.8%	4.1%	14.5%	8.7%	11.6%	11.6%
Non-Manufacturing	17.2%	15.1%	25.3%	21.3%	0.5%	6.0%	8.7%	19.7%

* Includes the effect of a prior year period reclassification of end-markets in fiscal year 2022.

Percent of Sales by Customer
Type*

	Fiscal 2023				Fiscal 2022			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
National Account Customers	38%	38%	37%	37%	37%	37%	38%	38%
Public Sector Customers	8%	8%	11%	13%	7%	7%	7%	8%
Core and Other Customers	54%	54%	52%	50%	56%	56%	55%	54%

Sales by Customer End-
Market

	Fiscal 2023				Fiscal 2022*			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing Heavy	48%	49%	46%	46%	49%	49%	49%	49%
Manufacturing Light	21%	20%	20%	20%	21%	21%	21%	21%
Public Sector	8%	8%	11%	13%	7%	7%	7%	8%
Retail/Wholesale	7%	7%	7%	8%	8%	8%	7%	7%
Commercial Services	4%	4%	4%	4%	4%	4%	4%	4%
Other ⁽¹⁾	12%	12%	12%	9%	11%	11%	12%	11%

⁽¹⁾ The other category includes individual customer and small business net sales not assigned to a specific industry classification.

* Includes the effect of a prior year period reclassification of end-markets in fiscal year 2022.

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Average Daily Sales (in millions)*

		FY 23		FY 22		FY 21
Q1	\$	15.4	\$	13.7	\$	12.5
Q2		15.3		13.7		12.7
Q3		16.5		14.7		13.3
Q4		16.4		15.0		13.2

* Average Daily Sales is calculated using number of business days in the United States for the periods indicated.

Sales Growth

Decomposition (In Millions)

	Q4 FY23
	Growth
Public Sector Customers	\$ 44.2
National Account Customers	(3.9)
Core and Other Customers	(27.1)
Total Growth	\$ 13.2 *

* We estimate that this \$13.2 million increase in net sales is comprised of:

- (i) \$44.0 million of higher sales volume;
- (ii) \$28.9 million from improved pricing, inclusive of changes in customer and product mix, discounting and other items;
- (iii) \$14.8 million from fiscal year 2022 and 2023 acquisitions; and
- (iv) \$3.1 million favorable foreign exchange impact;
- (v) partially offset by \$77.6 million of fewer sales attributable to five less selling days during the fourth quarter of fiscal year 2023;

Sales Growth

Decomposition (In Millions)

	YTD FY23
	Growth
National Account Customers	\$ 123.0
Public Sector Customers	122.1
Core and Other Customers	72.3
Total Growth	\$ 317.4 *

* We estimate that this \$317.4 million increase in net sales is comprised of:

- (i) \$160.5 million from improved pricing, inclusive of changes in customer and product mix, discounting and other items;
- (ii) \$136.0 million of higher sales volume; and
- (iii) \$113.5 million from fiscal year 2022 and 2023 acquisitions;
- (iv) partially offset by \$92.6 million of fewer sales attributable to six less selling days during fiscal year 2023

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Total eCOMM Sales (in millions)	FY 23			FY 22			FY 21					
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
	\$ 592.9	\$ 595.8	\$ 634.0	\$ 627.1	\$ 512.9	\$ 523.2	\$ 593.9	\$ 646.3	\$ 468.7	\$ 458.1	\$ 521.8	\$ 498.3

Total eCOMM Sales Annual Run Rate (in millions) *	FY 23			FY 22			FY 21					
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
	\$ 2,409.9	\$ 2,383.2	\$ 2,496.4	\$ 2,508.4	\$ 2,134.3	\$ 2,142.6	\$ 2,357.3	\$ 2,452.1	\$ 1,897.5	\$ 1,885.0	\$ 2,015.0	\$ 1,985.3

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

* Equals the average daily sales for the quarter multiplied by the number of business days in the fiscal year; 252 days for FY23, 258 days for FY22 and 251 days for FY21.

Gross Margin	FY 23	FY 22	FY 21
Q1	41.5%	41.6%	41.9%
Q2	41.3%	42.5%	38.1%**
Q3	40.7%*	42.9%	42.3%
Q4	40.5%*	41.9%	42.0%

* Gross margin in Q3 and Q4 FY23 includes outsized customer mix headwinds due to a significant contract win in the Public Sector business.

** Gross margin in Q2 FY21 includes PPE-related inventory write-downs of \$30.1 million.

Operating Income (in millions)	FY 23*	FY 22**	FY 21***
Q1	\$ 116.0	\$ 90.7	\$ 53.9
Q2	114.3	97.2	28.0
Q3	135.4	136.8	128.6
Q4	118.1	144.0	91.2

Operating Margin	FY 23*	FY 22**	FY 21***
Q1	12.1%	10.7%	7.0%
Q2	11.9%	11.3%	3.6%
Q3	12.8%	14.3%	14.8%
Q4	11.4%	14.1%	11.0%

* Operating Income during FY23 includes restructuring and other costs of \$2.1 million and \$0.2 million of acquisition-related costs in Q1; \$1.8 million of restructuring and other costs, \$0.9 million of share reclassification proposal costs and \$0.2 million of acquisition-related costs in Q2; \$1.8 million of restructuring and other costs and \$1.4 million of share reclassification proposal costs in Q3; and \$2.2 million of restructuring and other costs and \$10.1 million of share reclassification proposal costs in Q4.

** Operating Income during FY22 includes restructuring and other costs of \$5.3 million in Q1, \$3.1 million in Q2, \$3.3 million in Q3, and \$4.1 million in Q4; a gain on sale of property of \$10.1 million in Q4; and acquisition-related costs of \$0.2 and \$0.7 million in Q3 and Q4, respectively.

*** Operating Income during FY21 includes restructuring and other costs of \$4.0 million and an impairment loss and related legal fees of \$26.7 and \$0.3 million, respectively, in Q1; restructuring and other costs of \$21.6 million, PPE-related inventory write-downs of \$30.1 million, and impairment related legal fees of \$0.7 million in Q2; restructuring and other costs of \$1.3 million and a loss recovery and related legal fees of \$20.8 and \$0.4 million, respectively, in Q3; and restructuring and other costs of \$4.5 million and impairment and acquisition related legal fees of \$1.2 million in Q4.

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Total Associate Headcount

	Fiscal 2023				Fiscal 2022			
	Q1	Q2*	Q3	Q4	Q1	Q2	Q3	Q4*
Full Time	6,849	6,999	7,085	7,131	6,433	6,478	6,508	6,765
Part Time	240	253	258	246	188	188	208	229
Total	7,089	7,252	7,343	7,377	6,621	6,666	6,716	6,994

* Recent headcount increases reflect 90 associates from the Buckeye and Tru-Edge acquisitions in Q2 FY23 and 189 associates from the Engman-Taylor and Tower Fasteners acquisitions in Q4 FY22.

Number of Field Sales Associates *

	FY 23	FY 22	FY 21
Q1	2,545	2445**	2,313
Q2	2,574	2,448	2,301
Q3	2,580	2,448	2,320
Q4	2,572	2,536	2,398

* Field Sales and Service Personnel includes all customer-facing associates in an external sales or service role. Recent headcount increases include 14 associates from the Buckeye and Tru-Edge acquisition in Q2 FY23, 39 associates from the Engman-Taylor and Tower Fasteners acquisitions in Q4 FY22 and 50 associates from the Hurst and MSC Mexico acquisitions in Q4 FY21.

** 24 of the 47 sequential headcount increase from Q4 FY21 is due to aligning the definition of Field Sales & Service between MSC and its subsidiaries.