

# FISCAL FIRST QUARTER 2024 EARNINGS

JANUARY 9, 2024

**MSC**



## CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

Statements in this presentation may constitute "forward-looking statements" under the Private Securities Litigation Reform Act of 1995. All statements, other than statements of present or historical fact, that address activities, events or developments that we expect, believe or anticipate will or may occur in the future, including statements about results of operations and financial condition, expected future results, expected benefits from our investment and strategic plans and other initiatives, and expected future growth, profitability and return on invested capital, are forward-looking statements. The words "will," "may," "believes," "anticipates," "thinks," "expects," "estimates," "plans," "intends" and similar expressions are intended to identify forward-looking statements. Forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those anticipated by these forward-looking statements. In addition, statements which refer to expectations, projections or other characterizations of future events or circumstances, statements involving a discussion of strategy, plans or intentions, statements about management's assumptions, projections or predictions of future events or market outlook and any other statement other than a statement of present or historical fact are forward-looking statements. The inclusion of any statement in this presentation does not constitute an admission by MSC or any other person that the events or circumstances described in such statement are material. In addition, new risks may emerge from time to time and it is not possible for management to predict such risks or to assess the impact of such risks on our business or financial results. Accordingly, future results may differ materially from historical results or from those discussed or implied by these forward-looking statements. Given these risks and uncertainties, the reader should not place undue reliance on these forward-looking statements. These risks and uncertainties include, but are not limited to, the following: general economic conditions in the markets in which we operate; changing customer and product mixes; volatility in commodity and energy prices, the impact of prolonged periods of low, high or rapid inflation, and fluctuations in interest rates; competition, including the adoption by competitors of aggressive pricing strategies or sales methods; industry consolidation and other changes in the industrial distribution sector; our ability to realize the expected benefits from our investment and strategic plans; our ability to realize the expected cost savings and benefits from our restructuring activities and structural cost reductions; the retention of key management personnel; the credit risk of our customers; higher inflation and fluctuations in interest rates; the risk of customer cancellation or rescheduling of orders; difficulties in calibrating customer demand for our products, which could cause an inability to sell excess products ordered from manufacturers resulting in inventory write-downs or could conversely cause inventory shortages of such products; work stoppages, labor shortages or other disruptions, including those due to extreme weather conditions, at transportation centers, shipping ports, our headquarters or our customer fulfillment centers; disruptions or breaches of our information technology systems or violations of data privacy laws; our ability to attract, train and retain qualified sales and customer service personnel and metalworking and specialty sales specialists; the risk of loss of key suppliers or contractors or key brands or supply chain disruptions; changes to governmental trade or sanctions policies, including the impact from significant import restrictions or tariffs or moratoriums on economic activity with certain countries or regions; risks related to opening or expanding our customer fulfillment centers; our ability to estimate the cost of healthcare claims incurred under our self-insurance plan; litigation risk due to the nature of our business; risks associated with the integration of acquired businesses or other strategic transactions; financial restrictions on outstanding borrowings; our ability to maintain our credit facilities or incur additional borrowings on terms we deem attractive; the failure to comply with applicable environmental, health and safety laws and regulations and other laws applicable to our business; the outcome of government or regulatory proceedings; goodwill and other indefinite-lived intangible assets recorded as a result of our acquisitions could become impaired; our common stock price may be volatile due to factors outside of our control; the significant influence that our principal shareholders will continue to have over our decisions; and our ability to realize the desired benefits from the share reclassification. Additional information concerning these and other risks is described under "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in our Annual and Quarterly Reports on Forms 10-K and 10-Q, respectively, and in the other reports and documents that we file with the United States Securities and Exchange Commission. We expressly disclaim any obligation to update any of these forward-looking statements, except to the extent required by applicable law.

## FISCAL FIRST QUARTER 2024 HIGHLIGHTS

1

**Average daily sales** down 0.4% compared to the Industrial Production Index of down 0.5%

2

**Operating expenses** as a percentage of sales up 130 bps YoY and 115 bps on an adjusted\* basis due to higher depreciation, investment, and merit related costs

3

**Operating margin** down 150 bps on a reported and 140 bps on an adjusted\* basis, driven by lower sales, higher operating expenses, and a modest decline in gross margin YoY

4

**Cash Flow from Operating Activities** up YoY and supported by working capital improvements; repurchased 1.4M shares during the quarter

5

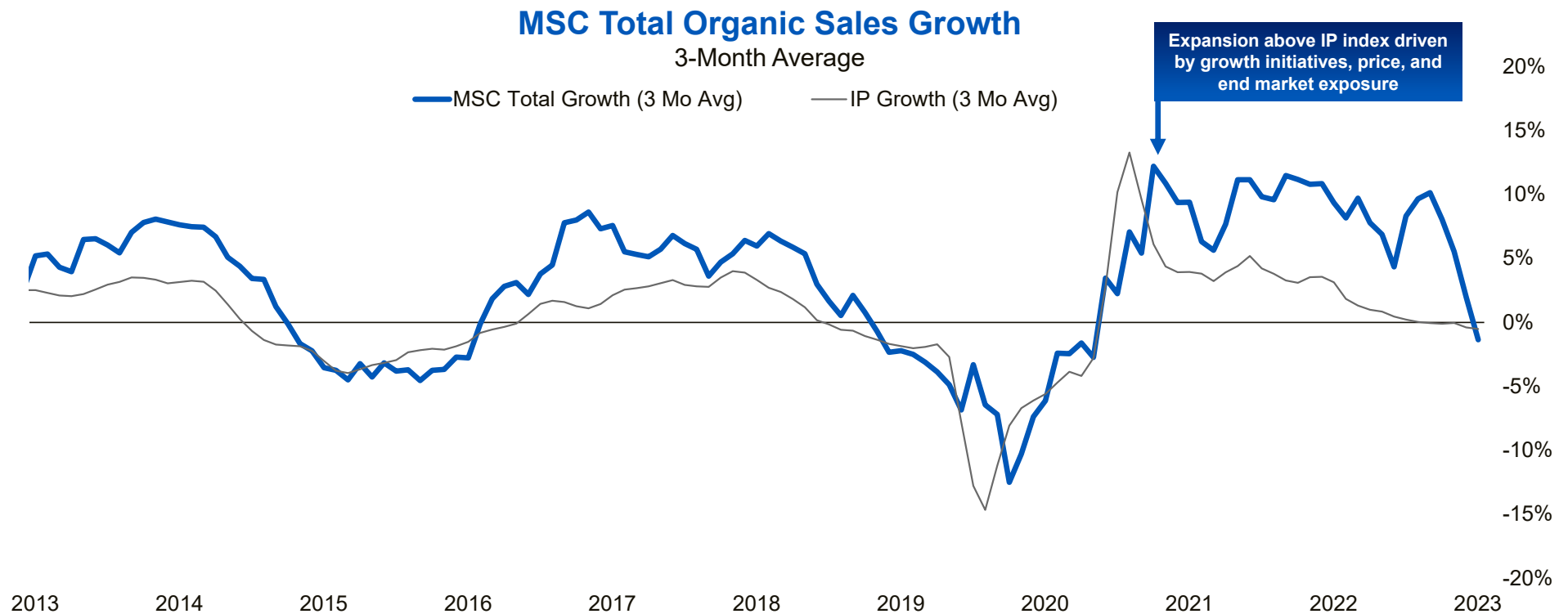
**GAAP and adjusted EPS\*** down YoY in 1Q'24

6

**Return on Invested Capital (ROIC)\*** remained in the high-teens

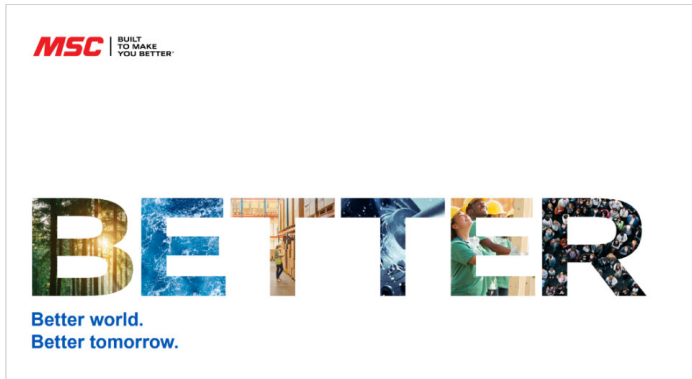
\* Represents a non-GAAP financial measure. See appendix for non-GAAP reconciliations.

# CONSISTENTLY GROWING ABOVE INDUSTRIAL PRODUCTION INDEX (IP) OVER THE CYCLE



\* Data as of December 15, 2023.  
\* Source: Federal Reserve

# FISCAL YEAR 2023 ESG REPORT HIGHLIGHTS



## Awards & Recognition



The Charlotte Observer  
LONG ISLAND PRESS  
Dan's Papers

## ESG Performance & Ratings

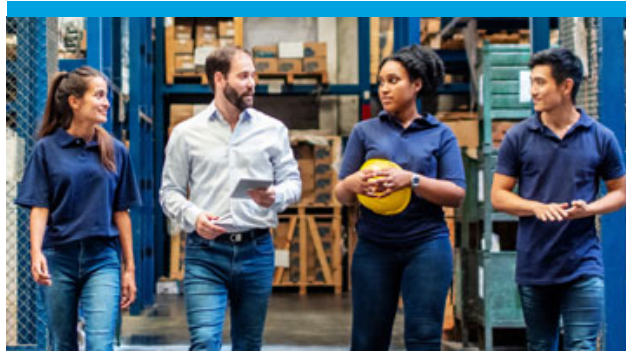


Striving For a BETTER World and BETTER Tomorrow			
<b>Environment</b>	<b>&gt;20K lbs</b> Carbide recycled since 2021 through regrind services	<b>1.5K tons</b> Of corrugate packaging recycled at MSC CFC's in FY'23	<b>80%</b> New recycling target across all major distribution centers
<b>Sustainable Solutions</b>	<b>32M kWh</b> Reduced through sustainable metalworking solutions	<b>20K+</b> Environmentally preferred products across MSC portfolio	<b>\$1M+</b> Achieved in customer safety savings
<b>Social &amp; Governance</b>	<b>430,000</b> Meals donated to food banks nationwide in FY'23	<b>90</b> Score on the 2023 Best Places to Work Disability Equality Index	<b>1,300+</b> Dedicated MSC members across 7 inclusion circles

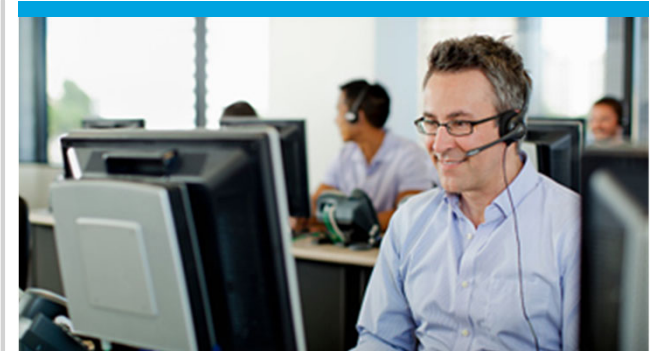
# DISCIPLINED FOCUS ON MAINTAINING MISSION CRITICAL MOMENTUM ENABLING CONTINUED SHARE CAPTURE



**VENDING**



**IN-PLANT**



**PUBLIC SECTOR**

Installed Units  
**Up 10%+ YoY**

Program Count  
**Up 35%+ YoY**

Average Daily Sales  
**Up 9%+ YoY**





# PROGRESSING ON STRATEGIC ACTIONS THAT WILL FURTHER STRENGTHEN MARKET POSITION AND ABILITY TO CAPTURE SHARE



## Web Pricing Realignment

Pilot program with **~30% of SKUs** converted to **new web pricing methodology** producing favorable results and targeting full product suite to be converted by end of Q2

- ✓ Sales of **Piloted SKUs ~250 bps above** Non-Piloted SKUs
- ✓ **Piloted SKUs outpacing** Non-Piloted SKUs in both **conversion and search abandonment rates across digital channels**
- ✓ **Piloted SKUs gross margins** are tracking **inline with margin neutral expectations**



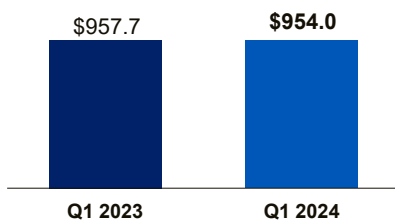
## Website Enhancement

On track to introduce a wide range of **E-commerce enhancements** in 2024

- **Launching newly developed discovery engine that will improve search capabilities** including better part number search, more facets, and personalized typeahead recommendations
- Introducing further content search enhancements **including schematic search, product families, and table view options**
- Additional website upgrades include **customer self-service analytics** and **biometric registration and login**
- Further **enhancing personalization** and **predictability** through **Artificial Intelligence (AI)** driven models and programs

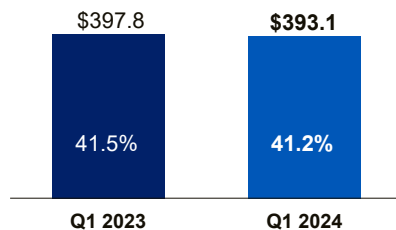
# FISCAL FIRST QUARTER 2024 REPORTED AND ADJUSTED RESULTS

## Net Sales (millions)



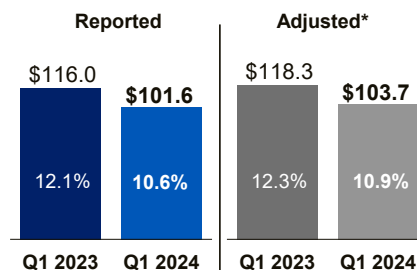
- Sales decline (ADS) of 0.4% driven by volume declines, partially offset by positive price and more modest benefits from acquisitions
- Public Sector up 9%, National Accounts up 4%, and Core and Other Customers down 5%
- In-Plant sales up 10%, representing 15% of total sales
- Sales through vending machines were up mid single digits, representing 17% of total sales

## Gross Profit (millions and % of sales)



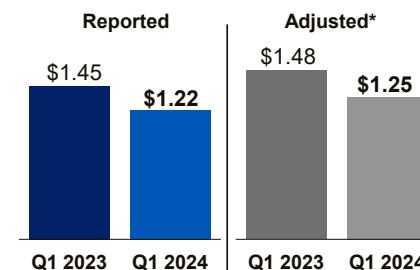
- Gross margin down 30 bps YoY
- Mainly driven by price/cost headwinds as expected with higher product costs continuing to work through the P&L
- Partially offset by supplier rebates and other cost of goods sold adjustments

## Operating Profit (millions and % of sales)



- Reported operating profit in Q1 2024 includes \$0.9 million in restructuring costs and \$1.2 million in share reclassification costs
- Reported operating profit in Q1 2023 includes \$2.2 million in restructuring and acquisition related costs
- Operating margin performance mainly driven by lower gross margins and volumes YoY, as well as higher costs related to investments, payroll and payroll-related, and depreciation only being partially offset by productivity savings

## Earnings (per diluted share)



- Q1 2024 reported EPS includes \$0.01 from restructuring costs and \$0.02 from share reclassification costs
- Q1 2023 reported EPS includes \$0.03 impact from restructuring and acquisition related costs
- Higher interest and other expenses, represent an EPS headwind of \$0.03 YoY



\* Represents a non-GAAP financial measure. See appendix for non-GAAP reconciliations. Individual amounts may not agree to the total due to rounding.

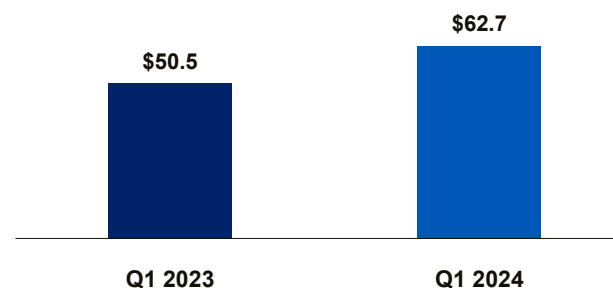


# FISCAL FIRST QUARTER 2024 BALANCE SHEET AND CASH FLOW

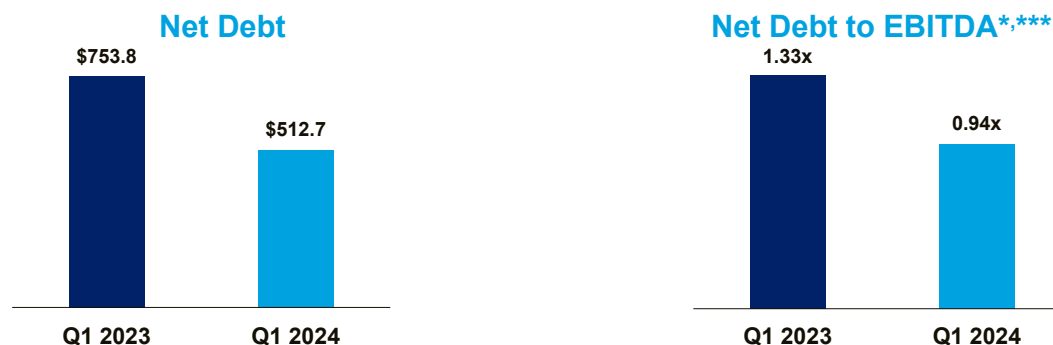
- Strong operating cash flow during the quarter primarily driven by working capital improvement resulting in operating cash flow conversion of 117%\*\*
- Combined with lower capital expenditures YoY which excludes implementation costs for cloud computing arrangements, free cash flow\* improved 24% YoY

- Net debt decreased \$241 million as a result of the paydown of our revolving debt with the proceeds from the accounts receivable securitization in fiscal 23 Q2
- Maintaining a healthy balance sheet with net debt to EBITDA currently at 0.94x\*\*\*
- Target net debt to EBITDA ratio between 1.0x and 2.0x\*\*\*

Free Cash Flow\* (millions)



Net Debt and Financial Leverage (millions, except ratio)



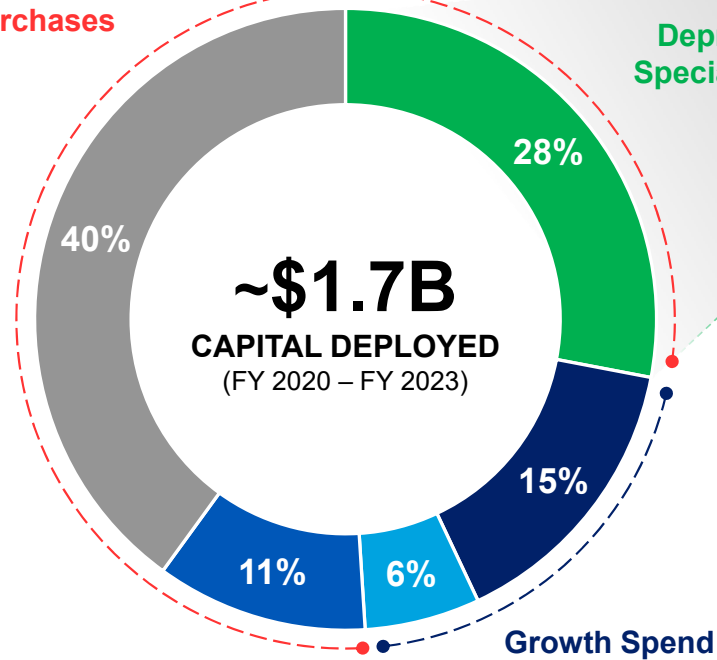
\* Represents a non-GAAP financial measure. See appendix for non-GAAP reconciliations

\*\* The Company defines Operating Cash Flow Conversion as Net cash provided by operating activities as a percentage of Net income. The Company's management uses Operating Cash Flow Conversion to evaluate the Company's operating performance, in particular how efficiently the Company turns its sales and profits into cash, and to assess the efficiency of the Company's use of working capital. The Company believes Operating Cash Flow Conversion is useful to investors for the foregoing reasons and as a measure of the rate at which the Company converts its net income reported in accordance with GAAP to cash inflows, which helps investors assess whether the Company is generating sufficient cash flow to provide an adequate return

\*\*\* The Company defines net debt to EBITDA as Interest-bearing debt less cash and cash equivalents (net debt) divided by net income plus other expense, depreciation and amortization, and income tax expense (EBITDA). The Company's management uses net debt to EBITDA to evaluate the timeframe it would take to pay back its debt if net debt and EBITDA are held constant. The Company believes net debt to EBITDA is useful to investors for the foregoing reasons and as a measure of the rate at which the Company can cover its debts, which helps investors assess whether the Company has ability to grow its debt to support future growth initiatives.

# CLEAR CAPITAL ALLOCATION PRIORITIES

Dividends and Share Repurchases



## Long-Term Priorities

**Strategic Optionality**

Significant capital allocation optionality after deprioritizing special dividends

Potential uses include organic growth investments, strategic M&A, debt paydown, or further deployment to shareholders

**Capex**

Ongoing investment to strengthen operations, digital capabilities, and service offerings

**M&A**

Bolt-on acquisitions expected to continue with a focus on underserved regions, adjacent product categories, technologies, and high-growth end markets

**Share Repurchases**

Targeting to offset annual stock-based comp dilution

**Ordinary Dividend**

Targeting modest annual increases in the ordinary dividend

**Disciplined Focus on ROIC and Value Creation**

## COMPLETED REPURCHASE OF SHARE RECLASSIFICATION DILUTION

- **2.4M\*** shares remain on current share repurchase authorization
- Reclassification agreement resulted in **dilution of ~1.9M shares** and **repurchased all dilutive shares ahead of expectations** following:
  - **~650K** shares repurchased in **4Q'23**
  - **~1.4M** shares repurchased in **1Q'24**
- **Balance sheet strength** and **cash flow generation strongly support repurchasing efforts and capital allocation strategy** as well as **debt reduction associated with repurchasing activity**



# MAINTAINING FISCAL 2024 OUTLOOK AND ASSUMPTIONS

## ADS Growth (YoY)

0% - 5%

- ~160 bps headwind from non-repeating Public Sector small capital purchase sales
- Assumes more **normalized pricing benefits** YoY
- Assumes **industrial activity improves in early calendar 2024**
- Same number of selling days YoY

## Adjusted Operating Margin\*

12.0% - 12.8%

- Anticipate **price/cost** to be **more challenging in the first half**; partially offset by category line review savings
- **Gross margin mix benefit** related to non-repeating Public Sector small capital purchases of ~50 bps

## Additional Guidance

- Depreciation and amortization expense of **\$85M-\$95M**
- Interest and Other expense of **\$40M-\$50M**
- Capex **\$120M-\$130M\*\*\***
- Operating cash flow conversion **> 125%\*\***
- Tax rate **25.0%-25.5%**

\* Represents a non-GAAP financial measure. See appendix for non-GAAP reconciliations.

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\*\*\* Includes implementation costs for cloud computing arrangements

## SUMMARY

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# APPENDIX

***MSC***



# THE NEXT CHAPTER OF MISSION CRITICAL IS EXPECTED TO GENERATE FAVORABLE RESULTS ACROSS THE BUSINESS OVER THE CYCLE

## Extensive Digital Roadmap

### Maintaining Momentum

- Win in Metalworking
- Expand Share of Wallet Across Existing Customer Base
- Maximize Impact of Large Account Programs
- Drive Innovative Solutions
- Further Penetrate Attractive End Markets

### New Elements to Growth

- Reenergize Core Customers Through...
  - Improved E-commerce Experience
  - Enhance Pricing Model
  - Increased Personalization
- Execute on Cross-Selling Opportunities with a Focus on OEM Fasteners

### Optimizing Cost to Serve

- Improve Network Performance and Productivity
- Portfolio Optimization and Product Line Review Execution
- Streamline Order-to-Cash and Procure-to-Pay Value Streams
- Strategic Working Capital Management

### Performance Metrics Over the Cycle



At Least **400 bps** of Market Outgrowth



Incremental Margins\* of **~20%**

### Driving Achievable Long-Term Targets



Adjusted Operating Margin\* in the **Mid-Teens**



Greater Than **20%** ROIC\*

# RECONCILIATIONS

## Non-GAAP Financial Measures

To supplement MSC's unaudited selected financial data presented consistent with accounting principles generally accepted in the United States ("GAAP"), the Company discloses certain non-GAAP financial measures, including non-GAAP gross profit, non-GAAP operating expenses, non-GAAP income from operations, non-GAAP operating margin, non-GAAP provision for income taxes, non-GAAP net income and non-GAAP diluted earnings per share, that exclude acquisition-related costs (prior year), share reclassification costs, and restructuring and other costs and tax effects.

These non-GAAP financial measures are not presented in accordance with GAAP or an alternative for GAAP financial measures and may be different from similar non-GAAP financial measures used by other companies. The presentation of this additional information is not meant to be considered in isolation or as a substitute for the most directly comparable GAAP financial measures and should only be used to evaluate MSC's results of operations in conjunction with the corresponding GAAP financial measures.

Financial data may also include certain forward-looking information that is not presented in accordance with GAAP. The Company believes that a quantitative reconciliation of such forward-looking information to the most directly comparable financial measure calculated and presented in accordance with GAAP cannot be made available without unreasonable efforts because a reconciliation of these non-GAAP financial measures would require the Company to predict the timing and likelihood of potential future events such as restructurings, M&A activity and other infrequent or unusual gains and losses. Neither the timing or likelihood of these events, nor their probable significance, can be quantified with a reasonable degree of accuracy. Accordingly, a reconciliation of such forward-looking information to the most directly comparable GAAP financial measure is not provided.

## Free Cash Flow

FCF is a non-GAAP financial measure. FCF is used in addition to and in conjunction with results presented in accordance with GAAP, and FCF should not be relied upon to the exclusion of GAAP financial measures. Management strongly encourages investors to review our financial statements and publicly-filed reports in their entirety and to not rely on any single financial measure. FCF, which we reconcile to "Net cash provided by operating activities," is cash flow from operations reduced by "Expenditures for property, plant and equipment". We believe that FCF, although similar to cash flow from operations, is a useful additional measure since capital expenditures are a necessary component of ongoing operations. Management also views FCF, as a measure of the Company's ability to reduce debt, add to cash balances, pay dividends, and repurchase stock. FCF has limitations due to the fact that it does not represent the residual cash flow available for discretionary expenditures. For example, FCF does not incorporate payments made on finance lease obligations or required debt service payments. In addition, different companies define FCF differently. Therefore, we believe it is important to view FCF as a complement to our entire consolidated statements of cash flows. A reconciliation of cash provided by operating activities to FCF for the fiscal quarters ended December 2, 2023 and December 3, 2022, respectively, is shown below.

# RECONCILIATIONS

## Non-GAAP Financial Measures

### ***Results Excluding Acquisition-Related Costs (prior year), Share Reclassification Costs, and Restructuring and Other Costs***

In calculating non-GAAP financial measures, we exclude acquisition-related costs (prior year), share reclassification costs, restructuring and other costs, and tax effects. Management makes these adjustments to facilitate a review of the Company's operating performance on a comparable basis between periods, for comparison with forecasts and strategic plans, for identifying and analyzing trends in the Company's underlying business and for benchmarking performance externally against competitors. We believe that investors benefit from seeing results from the perspective of management in addition to seeing results presented in accordance with GAAP for the same reasons and purposes for which management uses such non-GAAP financial measures.

### ***Return on Invested Capital ("ROIC")***

ROIC is calculated using a non-GAAP financial measure. We calculate ROIC by dividing non-GAAP net operating profit after tax ("NOPAT") by average invested capital, a GAAP measure. NOPAT is defined as tax effected income from operations. Average invested capital is defined as net debt plus shareholder's equity using a trailing 13-month average. We believe that ROIC is useful to investors as a measure of performance and of the effectiveness of the use of capital in our operations. We use ROIC as one measure to monitor and evaluate operating performance. This method of determining non-GAAP ROIC may differ from other companies' methods and therefore may not be comparable to those used by other companies. ROIC should be considered in addition to, rather than as a substitute for, other information provided in accordance with GAAP. The financial measure calculated under GAAP which is most directly comparable to ROIC is considered to be the ratio of Net income to Average invested capital. See below for the calculation of ROIC and the reconciliation to the comparable GAAP measure.

### ***Net Debt to Earnings before Interest, Taxes, and Depreciation and Amortization ("EBITDA")***

Net debt to EBITDA is calculated using a non-GAAP financial measure, EBITDA. The Company defines EBITDA as GAAP net income adjusted for taxes, total other expense and depreciation and amortization. Net debt, a GAAP measure, is calculated as total debt less cash and cash equivalents. The Company presents net debt to EBITDA because it more clearly represents the operating profitability of the company and is a more accurate representation of the Company's financial position and its ability to cover its net debt obligations with results from its core operations. This method of determining non-GAAP EBITDA may differ from other companies' methods and therefore may not be comparable to those used by other companies. EBITDA should be considered in addition to, rather than as a substitute for, other information provided in accordance with GAAP.

## RECONCILIATIONS

MSC INDUSTRIAL DIRECT CO., INC.  
 Reconciliation of GAAP and Non-GAAP Financial Information  
 Thirteen Weeks Ended December 2, 2023 and December 3, 2022  
 (In thousands)

GAAP Measure		Items Affecting Comparability		Non-GAAP Measure	
Net cash provided by operating activities Thirteen Weeks Ended		Expenditures for property, plant and equipment Thirteen Weeks Ended		Free cash flow Thirteen Weeks Ended	
December 2, 2023	December 3, 2022	December 2, 2023	December 3, 2022	December 2, 2023	December 3, 2022
\$81,168	\$76,024	\$(18,433)	\$(25,504)	\$62,735	\$50,520

# RECONCILIATIONS

MSC INDUSTRIAL DIRECT CO., INC.  
 Reconciliation of GAAP and Non-GAAP Financial Information  
 Thirteen Weeks Ended December 2, 2023  
 (In thousands, except percentages and per share data)

	GAAP Financial Measure	Items Affecting Comparability		Non-GAAP Financial Measure
	Total MSC Industrial	Restructuring and Other Costs	Share Reclassification Costs	Adjusted Total MSC Industrial
Net Sales	\$ 953,969	\$ —	\$ —	\$ 953,969
Cost of Goods Sold	560,852	—	—	560,852
Gross Profit	393,117	—	—	393,117
Gross Margin	41.2 %	— %	— %	41.2 %
Operating Expenses	290,633	—	1,187	289,446
Operating Exp as % of Sales	30.5 %	— %	(0.1)%	30.3 %
Restructuring and Other Costs	916	916	—	—
Income from Operations	101,568	(916)	(1,187)	103,671
Operating Margin	10.6 %	0.1 %	0.1 %	10.9 %
Total Other Expense	(10,250)	—	—	(10,250)
Income before provision for income taxes	91,318	(916)	(1,187)	93,421
Provision for income taxes	22,190	(223)	(288)	22,701
Net income	69,128	(693)	(899)	70,720
Net loss attributable to noncontrolling interest	(222)	—	—	(222)
Net income attributable to MSC Industrial	\$ 69,350	\$ (693)	\$ (899)	\$ 70,942
Net income per common share:				
Diluted	\$ 1.22	\$ (0.01)	\$ (0.02)	\$ 1.25

\*Individual amounts may not agree to the total due to rounding.

# RECONCILIATIONS

MSC INDUSTRIAL DIRECT CO., INC.  
 Reconciliation of GAAP and Non-GAAP Financial Information  
 Thirteen Weeks Ended December 3, 2022  
 (In thousands, except percentages and per share data)

	GAAP Financial Measure		Items Affecting Comparability		Non-GAAP Financial Measure
	Total MSC Industrial		Restructuring and Other Costs	Acquisition-related Costs	Adjusted Total MSC Industrial
Net Sales	\$ 957,745	\$	—	\$ —	\$ 957,745
Cost of Goods Sold	559,946		—	—	559,946
Gross Profit	397,799		—	—	397,799
Gross Margin	41.5 %		— %	— %	41.5 %
Operating Expenses	279,695		—	154	279,541
Operating Exp as % of Sales	29.2 %		— %	0.0 %	29.2 %
Restructuring and Other Costs	2,094		2,094	—	—
Income from Operations	116,010		(2,094)	(154)	118,258
Operating Margin	12.1 %		-0.2 %	0.0 %	12.3 %
Total Other Expense	(8,159)		—	—	(8,159)
Income before provision for income taxes	107,851		(2,094)	(154)	110,099
Provision for income taxes	26,639		(517)	(38)	27,194
Net income	81,212		(1,577)	(116)	82,905
Net income attributable to noncontrolling interest	(102)		—	—	(102)
Net income attributable to MSC Industrial	\$ 81,314	\$	(1,577)	\$ (116)	\$ 83,007
Net income per common share:					
Diluted	\$ 1.45	\$	(0.03)	\$ 0.00	\$ 1.48

\*Individual amounts may not agree to the total due to rounding.



# RECONCILIATIONS

MSC INDUSTRIAL DIRECT CO., INC.  
 Reconciliation of GAAP and Non-GAAP Financial Information  
 Twelve Months Ended December 2, 2023 and September 2, 2023  
 (In thousands, except percentages)

	Twelve Months Ended December 2, 2023	Twelve Months Ended September 2, 2023
(a) Net income attributable to MSC Industrial (twelve-month trailing)	\$ 331,269	\$ 343,233
<b>NOPAT</b>		
Income from Operations (twelve-month trailing)	469,291	483,733
Effective tax rate	24.7 %	24.8 %
(b) Non-GAAP NOPAT	353,362	363,850
(c) Adjusted Non-GAAP NOPAT	368,925 <sup>1</sup>	379,531 <sup>2</sup>
<b>Invested Capital</b>		
Total MSC Industrial shareholders' equity	\$ 1,385,073	\$ 1,479,164
Current portion of debt including obligations under finance leases	244,048	229,935
Long-term debt including obligations under finance leases	294,430	224,391
Total Debt	538,478	454,326
Cash and cash equivalents	\$ 25,805	\$ 50,052
Net debt	512,673	404,274
Invested capital	1,897,746	1,883,438
(d) Average invested capital (thirteen-month trailing average)	1,900,592	1,951,818
(e) Adjusted average invested capital (thirteen-month trailing average)	1,902,200 <sup>1</sup>	1,953,516 <sup>2</sup>
(a)/(d) Net income to Average invested capital	17.4 %	17.6 %
(b)/(d) Non-GAAP ROIC	18.6 %	18.6 %
(c)/(e) Adjusted Non-GAAP ROIC	19.4 %	19.4 %

<sup>(1)</sup> Adjusted Non-GAAP NOPAT and invested capital excludes \$6.8 million of restructuring and other costs, \$13.6 million of share reclassification costs and \$0.2 million of acquisition-related charges, net of an associated tax benefit of \$5.0 million.

<sup>(2)</sup> Adjusted Non-GAAP NOPAT and invested capital excludes \$7.9 million of restructuring and other costs, \$0.4 million of acquisition-related charges and \$12.4 million of share reclassification costs, net of an associated tax benefit of \$5.3 million.

# RECONCILIATIONS

MSC INDUSTRIAL DIRECT CO., INC.  
 Reconciliation of GAAP and Non-GAAP Financial Information  
 Twelve Months Ended December 2, 2023 and December 3, 2022  
 (In thousands)

	Twelve Months Ended December 2, 2023	Twelve Months Ended December 3, 2022
<b>Net Debt</b>		
Current portion of debt including obligations under finance leases	\$ 244,048	\$ 326,240
Long-term debt including obligations under finance leases	294,430	453,868
Total Debt	538,478	780,108
Cash and cash equivalents	25,805	26,331
<b>(a) Net debt</b>	\$ 512,673	\$ 753,777
<b>Net Income</b>	\$ 331,023	\$ 355,437
Total Other Expense	29,668	21,618
Income tax expense	108,600	116,936
Depreciation and amortization	75,960	71,184
<b>(b) EBITDA</b>	\$ 545,251	\$ 565,175
<b>(a)/(b) Net Debt to EBITDA</b>	0.94	1.33

**THANK YOU**

***MSC***

