

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 Q4 FY24, MSC acquired ApTex, Inc. ("ApTex") and Premier Tool Grinding, Inc. ("Premier"). During Q2 FY24, MSC acquired KAR Industrial, Inc. ("KAR"). During Q2 FY23, MSC acquired Buckeye Industrial Supply Co. ("Buckeye") and Tru-Edge Grinding, Inc. ("Tru-Edge"). The results from these acquisitions are included in the data below unless otherwise noted. Individual monthly or quarterly amounts may not agree to the annual total due to rounding.

Quarterly Net Sales (in millions)

	FY 25	FY 24	FY 23
Q1 \$	928.5	\$ 954.0	\$ 957.7
Q2	891.7	935.3	961.6
Q3	971.1	979.4	1,054.5
Q4	978.2	952.3	1,035.4

Net Sales Growth by Month (Avg Daily Sales Basis) *

FY 26	Sept '25	**Oct '25	Nov '25	Dec '25	Jan '26	Feb '26	Mar '26	Apr '26	May '26	June '26	July '26	Aug '26
Net Sales (In Millions)	\$ 377.1	\$ ~ 305.9										
# Sales Days	24	20	18	23	20	20	25	20	19	24	20	20
Growth in ADS	5.1%	4.0% to 5.0%										
Impact from acquisitions	0.0%	0.0%										

FY 25	Sept '24	Oct '24	Nov '24	Dec '24	Jan '25	Feb '25	Mar '25	Apr '25	May '25	June '25	July '25	Aug '25
Net Sales (In Millions)	\$ 358.9	\$ 292.7	\$ 276.9	\$ 285.0	\$ 294.3	\$ 312.4	\$ 385.8	\$ 295.5	\$ 289.9	\$ 356.1	\$ 305.3	\$ 316.7
# Sales Days	24	20	18	23	20	20	25	20	19	23	20	20
Growth in ADS	-4.2%	-3.9%	0.8%	-8.0%	-4.9%	-1.2%	2.1%	-3.1%	-2.3%	2.5%	2.3%	3.4%
Impact from acquisitions	0.9%	1.0%	1.1%	0.8%	0.6%	0.6%	0.6%	0.6%	0.5%	0.0%	0.0%	0.0%

FY 24	Sept '23	Oct '23	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	\$ 304.7	\$ 274.6	\$ 309.6	\$ 309.6	\$ 316.1	\$ 377.7	\$ 304.9	\$ 296.8	\$ 347.3	\$ 298.5	\$ 306.4
# Sales Days	24	20	18	23	20	20	25	20	19	23	20	20
Growth in ADS	1.3%	-1.7%	-1.2%	-2.4%	-3.7%	-2.2%	-4.8%	-4.8%	-12.1%	-7.6%	-7.2%	-9.3%
Impact from acquisitions	0.8%	0.9%	0.8%	0.9%	0.4%	0.4%	0.4%	0.4%	0.4%	0.9%	1.0%	0.8%

FY 23	Sept '22	Oct '22	Nov '22	Dec '22	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23
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%
Impact from acquisitions	3.4%	3.3%	3.5%	3.3%	4.1%	3.8%	3.8%	4.4%	3.5%	1.9%	1.9%	0.8%

Sequential Sales Growth by Month (Avg Daily Sales Basis) *

FY 26	Sept	**Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug
Sequential ADS Performance	-0.8%	-2.7%										
5 Year Historical Average	-1.5%	0.0%	0.9%	-10.4%	12.2%	4.4%	-1.8%	-0.1%	3.7%	-2.4%	-1.5%	4.3%

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

** October 2025 is an estimate; the fiscal month of October ends on November 1, 2025. Net sales represents the midpoint of the growth in ADS range.

Percent of Net Sales by Geographic Region

	FY 25				FY 24			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
United States	95 %	95 %	95 %	95 %	95 %	95 %	95 %	95 %
Mexico	2 %	2 %	2 %	2 %	2 %	2 %	2 %	2 %
Canada	2 %	2 %	2 %	2 %	2 %	2 %	2 %	2 %
Other Foreign Countries	1 %	1 %	1 %	1 %	1 %	1 %	1 %	1 %

Percent of Net Sales by Customer Type

	FY 25				FY 24 *			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
National Account Customers	37 %	37 %	37 %	36 %	37 %	37 %	37 %	37 %
Public Sector Customers	9 %	9 %	9 %	10 %	8 %	8 %	9 %	10 %
Core and Other Customers	54 %	54 %	54 %	54 %	55 %	55 %	54 %	53 %

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

	FY 25				FY 24 *			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3 **	Q4 **
National Account Customers	-1.6%	-5.4%	-1.7%	-0.7%	5.8%	3.9%	0.3%	-0.6%
Public Sector Customers	9.8%	13.2%	2.4%	8.5%	8.9%	1.6%	-26.3%	-27.9%
Core and Other Customers	-5.3%	-6.8%	-0.8%	4.1%	-5.3%	-7.3%	-7.8%	-8.3%

* Includes reclassifications of certain customers, primarily between national account customers and core and other customers.

** Public sector customer growth percentages reflect non-repeating public sector orders in the third and fourth quarters of fiscal year 2023.

Percent of Net Sales by Customer End-Market

	FY 25				FY 24 **			
	Q1	Q2 **	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing Heavy	57%	59%	58%	58%	59 %	59 %	58 %	57 %
Manufacturing Light	9%	10%	9%	9%	9 %	9 %	9 %	9 %
Public Sector	9%	9%	9%	10%	8 %	8 %	9 %	10 %
Retail/Wholesale	7%	7%	7%	7%	8 %	7 %	7 %	7 %
Commercial Services	4%	5%	5%	4%	4 %	4 %	4 %	4 %
Other *	14%	10%	12%	12%	12 %	13 %	13 %	13 %

* The Other category makes up specific industry classifications that do not individually exceed 3% of net sales.

** Includes changes in customer end-market classifications as a result of the transition from the Standard Industrial Classification (SIC) to the North American Industry Classification System (NAICS) in the first quarter of fiscal year 2025. Further enhancements to NAICS logic were completed during the second quarter of fiscal year 2025 resulting in changes primarily between manufacturing and Other.

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

	FY 25				FY 24 **			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing	-4.9%	-4.6%	0.0%	3.4%	-7.7%	-5.1%	-6.3%	-6.2%
Non-Manufacturing	2.0%	-4.9%	-2.4%	1.4%	16.5%	2.7%	-8.7%	-11.5%

** Includes changes in customer end-market classifications as a result of the transition from the Standard Industrial Classification (SIC) to the North American Industry Classification System (NAICS) in the first quarter of fiscal year 2025.

Average Daily Sales (in millions) *

	<u>FY 25</u>	<u>FY 24</u>	<u>FY 23</u>
Q1	\$15.0	\$15.4	\$15.4
Q2	14.2	14.8	15.3
Q3	15.2	15.3	16.5
Q4	15.5	15.1	16.4

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

**Average Daily Sales Growth
Decomposition**

	<u>Q4 FY25</u>	<u>YTD FY25</u>
Volume	0.9%	-2.2%
Foreign Exchange	0.1%	-0.2%
Pricing *	1.7%	0.6%
Acquisitions	0.0%	0.5%
Total ADS Growth	<u>2.7%</u>	<u>-1.3%</u>

In dollar terms we estimate our sales performance was comprised of:

	<u>Q4 FY25</u>	<u>YTD FY25</u>
Volume	\$8.9	\$(88.1)
Foreign Exchange	0.6	(5.9)
Pricing *	16.4	21.6
Acquisitions	0.0	21.0
Total Sales Growth	<u>\$25.9</u>	<u>\$(51.4)</u>

* Inclusive of changes in customer and product mix, discounting and other items.

Total E-commerce Sales* (in millions)

	<u>FY 25</u>	<u>FY 24</u>	<u>FY 23</u>
Q1	\$591.5	\$603.7	\$592.9
Q2	567.5	591.2	595.8
Q3	618.9	619.5	634.0
Q4	626.8	615.2	627.1

*This represents sales made through our E-Commerce 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.

Gross Profit Margin

	<u>FY 25</u>	<u>FY 24</u>	<u>FY 23</u>
Q1	40.7%	41.2%	41.5%
Q2	41.0%	41.5%	41.3%
Q3	41.0%	40.9%	40.7%
Q4	40.4%	41.0%	40.5%

Operating Income (in millions)

	Reported			Adjusted*			
	FY 25	FY 24	FY 23	FY 25	FY 24	FY 23	
Q1	\$72.3	\$101.6	\$116.0	Q1	\$74.6	\$103.7	\$118.3
Q2	62.2	91.2	114.3	Q2	63.7	97.8	117.2
Q3	82.7	106.8	135.4	Q3	87.2	111.5	138.6
Q4	84.3	90.9	118.1	Q4	90.3	94.2	130.4

* Represents a non-GAAP financial measure. An explanation and a reconciliation of each non-GAAP financial measure to the most directly comparable GAAP financial measure are presented in the schedules within our Non-GAAP Reconciliations document published quarterly.

Operating Income Margin

	Reported			Adjusted*			
	FY 25	FY 24	FY 23	FY 25	FY 24	FY 23	
Q1	7.8%	10.6%	12.1%	Q1	8.0%	10.9%	12.3%
Q2	7.0%	9.7%	11.9%	Q2	7.1%	10.5%	12.2%
Q3	8.5%	10.9%	12.8%	Q3	9.0%	11.4%	13.1%
Q4	8.6%	9.5%	11.4%	Q4	9.2%	9.9%	12.6%

* Represents a non-GAAP financial measure. An explanation and a reconciliation of each non-GAAP financial measure to the most directly comparable GAAP financial measure are presented in the schedules within our Non-GAAP Reconciliations document published quarterly.

Total Associate Headcount

	FY 25				FY 24			
	Q1	Q2	Q3	Q4	Q1	Q2*	Q3	Q4*
Full Time	7,261	7,276	7,252	7,077	7,176	7,175	7,220	7,191
Part Time	233	242	231	207	232	229	235	232
Total	7,494	7,518	7,483	7,284	7,408	7,404	7,455	7,423

* Headcount reflects 30 associates from the ApTex acquisition in Q4 FY24, 27 associates from the Premier acquisition in Q4 FY24 and 43 associates from the KAR acquisition in Q2 FY24.

Number of Field Sales Associates *

	FY 25	FY 24	FY 23
Q1	2,723	2,619	2,545
Q2	2,726	2,640	2,574
Q3	2,721	2,664	2,580
Q4	2,636	2,697	2,572

* Field Sales and Service Personnel includes all customer-facing associates in an external sales or service role, including telesales, application specialists and In-Plant representatives. Recent headcount reduction actions during Q4 FY25 contributed to the decline of 85 Field Sales and Service Personnel.

Number of In-Plant Programs and Installed Vending Units

	Fiscal 2025				Fiscal 2024			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
In-Plant Programs	369	387	399	411	287	312	325	342
Installed Vending Units	27,747	28,085	28,741	29,611	25,320	25,854	26,438	27,003