

**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"). 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 26	FY 25	FY 24
Q1 \$	965.7	\$ 928.5	\$ 954.0
Q2		891.7	935.3
Q3		971.1	979.4
Q4		978.2	952.3

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

FY26	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	\$ 304.1	\$ 284.5	\$ -292.2								
# Sales Days	24	20	18	23	20	20	25	20	19	24	20	20
Growth in ADS	5.1%	3.9%	2.7%	2.5%								
Impact from acquisitions	0.0%	0.0%	0.0%	0.0%								

FY25	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%

FY24	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%

**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%	-3.2%	3.9%	-19.6%								
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.

\*\* December 2025 is an estimate; the fiscal month of December ended on January 3, 2026.

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**Percent of Net Sales by Geographic Region**

	FY 26				FY 25			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
United States	95 %				95 %	95 %	95 %	95 %
Mexico	2 %				2 %	2 %	2 %	2 %
Canada	2 %				2 %	2 %	2 %	2 %
Other Foreign Countries	1 %				1 %	1 %	1 %	1 %

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**Percent of Net Sales by Customer Type**

	FY 26				FY 25			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
National Account Customers	37 %				37 %	37 %	37 %	36 %
Public Sector Customers	9 %				9 %	9 %	9 %	10 %
Core and Other Customers	54 %				54 %	54 %	54 %	54 %

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

	FY 26				FY 25			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
National Account Customers	2.9%				-1.6%	-5.4%	-1.7%	-0.7%
Public Sector Customers	-5.2%				9.8%	13.2%	2.4%	8.5%
Core and Other Customers	6.4%				-5.3%	-6.8%	-0.8%	4.1%

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**Percent of Net Sales by Customer End-Market**

	FY 26				FY 25 **			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing Heavy	58%				57%	59%	58%	58%
Manufacturing Light	9%				9%	10%	9%	9%
Public Sector	9%				9%	9%	9%	10%
Retail/Wholesale	8%				7%	7%	7%	7%
Commercial Services	4%				4%	5%	5%	4%
Other *	12%				14%	10%	12%	12%

\* 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.

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

	FY 26				FY 25			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing	5.4%				-4.9%	-4.6%	0.0%	3.4%
Non-Manufacturing	1.3%				2.0%	-4.9%	-2.4%	1.4%

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**Average Daily Sales (in millions) \***

	<u>FY 26</u>	<u>FY 25</u>	<u>FY 24</u>
Q1	\$15.6	\$15.0	\$15.4
Q2		14.2	14.8
Q3		15.2	15.3
Q4		15.5	15.1

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

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**Average Daily Sales Growth  
Decomposition**

	<u>Q1 FY26</u>
Volume	-0.3%
Foreign Exchange	0.1%
Pricing *	4.2%
Acquisitions	0.0%
Total ADS Growth	<u>4.0%</u>

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

	<u>Q1 FY26</u>
Volume	\$(2.8)
Foreign Exchange	1.0
Pricing *	39.0
Acquisitions	0.0
Total Sales Growth	<u>\$37.2</u>

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

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**Total E-commerce Sales\* (in millions)**

	<u>FY 26</u>	<u>FY 25</u>	<u>FY 24</u>
Q1	\$620.0	\$591.5	\$603.7
Q2		567.5	591.2
Q3		618.9	619.5
Q4		626.8	615.2

\*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.

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**Gross Profit Margin**

	<u>FY 26</u>	<u>FY 25</u>	<u>FY 24</u>
Q1	40.7%	40.7%	41.2%
Q2		41.0%	41.5%
Q3		41.0%	40.9%
Q4		40.4%	41.0%

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**Operating Income (in millions)**

	Reported			Adjusted*			
	FY 26	FY 25	FY 24	FY 26	FY 25	FY 24	
Q1	\$76.2	\$72.3	\$101.6	Q1	\$81.2	\$74.6	\$103.7
Q2		62.2	91.2	Q2		63.7	97.8
Q3		82.7	106.8	Q3		87.2	111.5
Q4		84.3	90.9	Q4		90.3	94.2

\* 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.

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**Operating Income Margin**

	Reported			Adjusted*			
	FY 26	FY 25	FY 24	FY 26	FY 25	FY 24	
Q1	7.9%	7.8%	10.6%	Q1	8.4%	8.0%	10.9%
Q2		7.0%	9.7%	Q2		7.1%	10.5%
Q3		8.5%	10.9%	Q3		9.0%	11.4%
Q4		8.6%	9.5%	Q4		9.2%	9.9%

\* 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.

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**Total Associate Headcount**

	FY 26				FY 25			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Full Time	7,085				7,261	7,276	7,252	7,077
Part Time	204				233	242	231	207
Total	7,289				7,494	7,518	7,483	7,284

**Number of Field Sales Associates \***

	FY 26	FY 25	FY 24
Q1	2,631	2,723	2,619
Q2		2,726	2,640
Q3		2,721	2,664
Q4		2,636	2,697

\* 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.

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**Number of In-Plant Programs and Installed Vending Units**

	Fiscal 2026				Fiscal 2025			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
In-Plant Programs	418				369	387	399	411
Installed Vending Units	30,177				27,747	28,085	28,741	29,611