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	917.8	891.7	935.3
Q3	1,047.1	971.1	979.4
Q4	1,079.1	978.2	952.3

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

FY27	**Sept '26**	****Oct '26**	**Nov '26**	**Dec '26**	**Jan '27**	**Feb '27**	**Mar '27**	**Apr '27**	**May '27**	**June '27**	**July '27**	**Aug '27**
Net Sales (In Millions)	$ 413.0	$ ~339.0										
# Sales Days	24	20	18	22	20	20	25	20	20	24	19	20
Growth in ADS	9.5%	~11.5%										

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	$ 293.1	$ 302.7	$ 322.0	$ 407.4	$ 326.4	$ 313.3	$ 404.6	$ 330.1	$ 344.4
# Sales Days	24	20	18	23	20	20	25	20	19	24	20	20
Growth in ADS	5.1%	3.9%	2.7%	2.8%	2.8%	3.1%	5.6%	10.5%	8.1%	8.9%	8.1%	8.8%

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 27	**Sept**	****Oct**	**Nov**	**Dec**	**Jan**	**Feb**	**Mar**	**Apr**	**May**	**June**	**July**	**Aug**
Sequential ADS Performance	-0.1%	~-1.5%										
5 Year Historical Average	-2.1%	-1.4%	2.2%	-14.1%	15.2%	5.6%	-1.8%	-0.9%	4.5%	-1.8%	-1.6%	4.4%

*** Average Daily Sales is calculated using number of business days in the United States for the periods indicated.**
**** October 2026 estimate is based on data through the close of business on Monday, October 19; the fiscal month of October ends on October 31, 2026.**

Percent of Net Sales by Geographic Region	FY 26				FY 25			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
United States	95 %	95 %	95 %	94 %	95 %	95 %	95 %	95 %
Mexico	2 %	2 %	1 %	2 %	2 %	2 %	2 %	2 %
Canada	2 %	2 %	2 %	2 %	2 %	2 %	2 %	2 %
Other Foreign Countries	1 %	1 %	2 %	2 %	1 %	1 %	1 %	1 %

Percent of Net Sales by Customer Type	FY 26				FY 25			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
National Account Customers	37 %	36 %	36 %	36 %	37 %	37 %	37 %	36 %
Public Sector Customers	9 %	9 %	9 %	9 %	9 %	9 %	9 %	10 %
Core and Other Customers	54 %	55 %	55 %	55 %	54 %	54 %	54 %	54 %

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%	0.2%	7.2%	8.6%	-1.6%	-5.4%	-1.7%	-0.7%
Public Sector Customers	-5.2%	-1.2%	8.4%	-1.2%	9.8%	13.2%	2.4%	8.5%
Core and Other Customers	6.4%	5.5%	8.1%	10.4%	-5.3%	-6.8%	-0.8%	4.1%

Percent of Net Sales by Customer End-Market	FY 26				FY 25 **			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing Heavy	58%	58%	58%	58%	58%	58%	58%	58%
Manufacturing Light	9%	9%	9%	9%	10%	9%	9%	9%
Public Sector	9%	9%	9%	9%	9%	9%	9%	10%
Retail/Wholesale	8%	7%	7%	7%	7%	7%	7%	7%
Commercial Services	4%	4%	4%	4%	4%	5%	5%	4%
Other *	12%	13%	13%	13%	12%	12%	12%	12%

Net Sales Growth by End-Market (Avg Daily Sales Basis)	FY 26 **				FY 25 **			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing	3.5%	2.7%	6.8%	8.6%	-3.5%	-6.3%	0.0%	3.4%
Non-Manufacturing	5.0%	3.5%	9.8%	8.5%	-0.9%	-1.2%	-2.4%	1.4%

* The Other category makes up specific industry classifications that do not individually exceed 3% of net sales.
** Prior year data includes the effect of a reclassification of end-markets, primarily between Manufacturing Heavy/Light and Other.

Average Daily Sales (in millions) *

	FY 26	FY 25	FY 24
Q1	$15.6	$15.0	$15.4
Q2	14.6	14.2	14.8
Q3	16.4	15.2	15.3
Q4	16.9	15.5	15.1

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

Average Daily Sales Growth Decomposition

	Q4 FY26	FY26
Pricing *	6.9%	6.2%
Volume	1.6%	-0.4%
Foreign Exchange	0.1%	0.2%
Total ADS Growth	8.6%	6.0%

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

	Q4 FY26	FY26
Pricing *	$68.4	$236.3
Volume	32.1	(1.8)
Foreign Exchange	0.5	5.7
Total Sales Growth	$101.0	$240.2

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

Total E-commerce Sales* (in millions)

	FY 26	FY 25	FY 24
Q1	$620.0	$591.5	$603.7
Q2	588.2	567.5	591.2
Q3	667.3	618.9	619.5
Q4	677.3	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.

Gross Profit Margin

	FY 26	FY 25	FY 24
Q1	40.7%	40.7%	41.2%
Q2	41.1%	41.0%	41.5%
Q3	41.1%	41.0%	40.9%
Q4	40.6%	40.4%	41.0%

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	$81.2	$74.6	$103.7
Q2	64.8	62.2	91.2	69.1	63.7	97.8
Q3	106.7	82.7	106.8	111.2	87.2	111.5
Q4	72.8	84.3	90.9	117.8	90.3	94.2

Operating Income Margin

	Reported			Adjusted*		
	FY 26	FY 25	FY 24	FY 26	FY 25	FY 24
Q1	7.9%	7.8%	10.6%	8.4%	8.0%	10.9%
Q2	7.1%	7.0%	9.7%	7.5%	7.1%	10.5%
Q3	10.2%	8.5%	10.9%	10.6%	9.0%	11.4%
Q4	6.7%	8.6%	9.5%	10.9%	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.

Total Associate Headcount

	FY 26				FY 25			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Full Time	7,085	6,845	6,864	6,845	7,261	7,276	7,224	7,077
Part Time	204	208	188	183	233	242	231	207
Total	7,289	7,053	7,052	7,028	7,494	7,518	7,455	7,284

Number of Field Sales Associates *

	FY 26	FY 25	FY 24
Q1	2,631	2,723	2,619
Q2	2,473	2,726	2,640
Q3	2,496	2,721	2,664
Q4	2,515	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. Headcount reduction actions that occurred between Q4 FY25 and Q2 FY26 contributed to the recent declines.

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	423	426	431	369	387	399	411
Installed Vending Units	30,177	30,414	30,790	31,078	27,747	28,085	28,741	29,611