



MSC INDUSTRIAL SUPPLY CO. REPORTS FISCAL 2025 SECOND QUARTER RESULTS

FISCAL 2025 Q2 HIGHLIGHTS

- Net sales of \$891.7 million decreased 4.7% YoY
- Operating income of \$62.2 million, or \$63.7 million adjusted to exclude restructuring and other costs¹
- Operating margin of 7.0%, or 7.1% excluding the adjustments described above¹
- Diluted EPS of \$0.70 vs. \$1.10 in the prior fiscal year quarter
- Adjusted diluted EPS of \$0.72 vs. \$1.18 in the prior fiscal year quarter¹

MELVILLE, N.Y. and DAVIDSON, N.C. (APRIL 3, 2025) - MSC INDUSTRIAL SUPPLY CO. (NYSE: MSM) ("MSC," "MSC Industrial," the "Company," "we," "us," or "our"), a leading North American distributor of a broad range of metalworking and maintenance, repair and operations (MRO) products and services, today reported financial results for its fiscal 2025 second quarter ended March 1, 2025.

Financial Highlights ²	FY25 Q2	FY24 Q2	Change	FY25 YTD	FY24 YTD	Change
Net Sales	\$ 891.7	\$ 935.3	(4.7)%	\$1,820.2	\$1,889.3	(3.7)%
Income from Operations	\$ 62.2	\$ 91.2	(31.7)%	\$ 134.5	\$ 192.8	(30.2)%
Operating Margin	7.0 %	9.7 %		7.4 %	10.2 %	
Net Income Attributable to MSC	\$ 39.3	\$ 61.8	(36.4)%	\$ 85.9	\$ 131.2	(34.5)%
Diluted EPS	\$ 0.70	³ \$ 1.10 ⁴	(36.4)%	\$ 1.54	³ \$ 2.32	4 (33.6)%
Adjusted Financial Highlights ²	FY25 Q2	FY24 Q2	Change	FY25 YTD	FY24 YTD	Change
Adjusted Financial Highlights ² Net Sales	FY25 Q2 \$ 891.7	FY24 Q2 \$ 935.3	Change (4.7)%	FY25 YTD \$1,820.2	FY24 YTD \$1,889.3	(3.7)%
Net Sales	\$ 891.7	\$ 935.3	(4.7)%	\$1,820.2	\$1,889.3	(3.7)%
Net Sales Adjusted Income from Operations ¹	\$ 891.7 \$ 63.7	\$ 935.3 \$ 97.8	(4.7)%	\$1,820.2 \$ 138.3	\$1,889.3 \$ 201.5	(3.7)%

¹ 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 accompanying this press release.

Erik Gershwind, Chief Executive Officer, said, "During our fiscal second quarter, we continued expanding our solutions footprint, maintained momentum in the Public Sector, and completed important milestones in reenergizing our core customer growth rate. This included launching our website upgrades and an enhanced marketing campaign. Amid a challenging operating environment with industrial demand at low levels, we generated solid results that landed within our guidance range."

Kristen Actis-Grande, Executive Vice President and Chief Financial Officer, added, "Average daily sales declined 4.7% year-over-year, but we are encouraged by January and February performance which exceeded historical month-overmonth trends. Additionally, our strong gross margin performance, partly aided by favorable supplier rebates, resulted in an operating margin of 7.0% and adjusted operating margin of 7.1%, slightly above the midpoint of our guidance range. We also utilized our healthy balance sheet and strong operating cash flow performance to return approximately \$60 million to shareholders in the form of dividends and share repurchases during the fiscal second quarter."

² In millions except percentages and per share data or as otherwise noted.

³ Based on 55.9 million and 56.0 million weighted-average diluted shares outstanding for FY25 Q2 and FY25 YTD, respectively.

⁴ Based on 56.5 million and 56.6 million weighted-average diluted shares outstanding for FY24 Q2 and FY24 YTD, respectively.

Gershwind concluded, "While we are encouraged by positive early indicators from our growth initiatives and improving sequential growth rate trends, we have more work to do, and the environment remains uncertain. We are focused on executing our Mission Critical productivity and growth initiatives. Looking forward, this will strengthen MSC's position in the marketplace and ability to achieve our long-term objectives of reaching 400 basis points or more of growth above the IP Index and expanding operating margins to the mid-teens."

Third Quarter Fiscal 2025 Financial Outlook							
ADS Growth (YoY)	(2.0)% - 0.0%						
Adjusted Operating Margin ¹	8.7% - 9.3%						

Full-Year Fiscal 2025 Outlook for Certain Financial Metrics Maintained

- Depreciation and amortization expense of ~\$90M-\$95M
- Interest and other expense of ~\$45M
- Capital expenditures of ~\$100M-\$110M
- Free cash flow conversion¹ of ~100%
- Tax rate of ~24.5%-25.0%

Conference Call Information

MSC will host a conference call today at 8:30 a.m. EDT to review the Company's fiscal 2025 second quarter results. The call, accompanying slides, and other operational statistics may be accessed at: https://investor.mscdirect.com. The conference call may also be accessed at 1-877-443-5575 (U.S.), 1-855-669-9657 (Canada) or 1-412-902-6618 (international).

An online archive of the broadcast will be available until April 17, 2025. The Company's reporting date for its fiscal 2025 third quarter is scheduled for July 1, 2025.

Contact Information

Investors: Media:

Ryan Mills, CFA Zivanai Mutize

Head of Investor Relations Head of Corporate Communications

Rmills@mscdirect.com

Zivanai.mutize@mscdirect.com

About MSC Industrial Supply Co.

MSC Industrial Supply Co. (NYSE:MSM) is a leading North American distributor of a broad range of metalworking and maintenance, repair and operations (MRO) products and services. We help our customers drive greater productivity, profitability and growth with approximately 2.4 million products, inventory management and other supply chain solutions, and deep expertise from more than 80 years of working with customers across industries. Our experienced team of more than 7,000 associates works with our customers to help drive results for their businesses - from keeping operations running efficiently today to continuously rethinking, retooling and optimizing for a more productive tomorrow. For more information on MSC Industrial, please visit mscdirect.com.

¹ Guidance provided is a non-GAAP figure presented on an adjusted basis. For further details see the Non-GAAP financial measures information presented in the schedules accompanying this press release.

Cautionary Note Regarding Forward-Looking Statements

Statements in this press release 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 MSC expects, believes or anticipates 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 and profitability, 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 forwardlooking 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 press release 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, energy and labor prices, and the impact of prolonged periods of low, high or rapid inflation; competition, including the adoption by competitors of aggressive pricing strategies or sales methods; industry consolidation and other changes in the industrial distribution sector; the applicability of laws and regulations relating to our status as a supplier to the U.S. government and public sector; the credit risk of our customers; our ability to accurately forecast customer demands; interruptions in our ability to make deliveries to customers; supply chain disruptions; our ability to attract and retain sales and customer service personnel; the risk of loss of key suppliers or contractors or key brands; changes to trade policies or trade relationships, including tariff policies; risks associated with opening or expanding our customer fulfillment centers; our ability to estimate the cost of healthcare claims incurred under our self-insurance plan; interruption of operations at our headquarters or customer fulfillment centers; products liability due to the nature of the products that we sell; impairments of goodwill and other indefinite-lived intangible assets; the impact of climate change; operating and financial restrictions imposed by the terms of our material debt instruments; our ability to access additional liquidity; the significant influence that our principal shareholders will continue to have over our decisions; our ability to execute on our E-commerce strategies and maintain our digital platforms; costs associated with maintaining our information technology ("IT") systems and complying with data privacy laws; disruptions or breaches of our IT systems or violations of data privacy laws, including such disruptions or breaches in connection with our E-commerce channels: risks related to online payment methods and other online transactions; our ability to remediate a material weakness in our internal control over financial reporting and to maintain effective internal control over financial reporting and our disclosure controls and procedures in the future; the retention of key management personnel; litigation risk due to the nature of our business; failure to comply with environmental, health, and safety laws and regulations; and our ability to comply with, and the costs associated with, social and environmental responsibility policies. 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.

MSC INDUSTRIAL DIRECT CO., INC. Condensed Consolidated Balance Sheets

(In thousands)

	March 1, 2025			August 31, 2024
ASSETS		(Unaudited)		
Current Assets:				
Cash and cash equivalents	\$	41,276	\$	29,588
Accounts receivable, net of allowance for credit losses		395,300		412,122
Inventories		644,971		643,904
Prepaid expenses and other current assets		112,808		102,475
Total current assets		1,194,355		1,188,089
Property, plant and equipment, net		372,842		360,255
Goodwill		721,663		723,894
Identifiable intangibles, net		93,144		101,147
Operating lease assets		50,020		58,649
Other assets		30,154		30,279
Total assets	\$	2,462,178	\$	2,462,313
LIABILITIES AND SHAREHOLDERS' EQUITY				
Current Liabilities:				
Current portion of debt including obligations under finance leases	\$	234,056	\$	229,911
Current portion of operating lease liabilities		19,920		21,941
Accounts payable		213,057		205,933
Accrued expenses and other current liabilities		155,600		147,642
Total current liabilities		622,633		605,427
Long-term debt including obligations under finance leases		304,931		278,853
Noncurrent operating lease liabilities		30,740		37,468
Deferred income taxes and tax uncertainties		139,284		139,283
Total liabilities		1,097,588		1,061,031
Commitments and Contingencies				
Shareholders' Equity:				
Preferred Stock		_		_
Class A Common Stock		57		57
Additional paid-in capital		1,079,823		1,070,269
Retained earnings		422,813		456,850
Accumulated other comprehensive loss		(27,515)		(21,144)
Class A treasury stock, at cost		(118,686)		(114,235)
Total MSC Industrial shareholders' equity		1,356,492		1,391,797
Noncontrolling interest		8,098		9,485
Total shareholders' equity		1,364,590		1,401,282
Total liabilities and shareholders' equity	\$	2,462,178	\$	2,462,313

Condensed Consolidated Statements of Income

(In thousands, except per share data)
(Unaudited)

	 Thirteen W	s Ended	Twenty-Six Weeks Ended				
	 March 1, 2025		March 2, 2024		March 1, 2025		March 2, 2024
Net sales	\$ 891,717	\$	935,348	\$	1,820,201	\$	1,889,317
Cost of goods sold	526,487		546,737		1,076,784		1,107,589
Gross profit	365,230		388,611		743,417		781,728
Operating expenses	301,578		291,235		605,141		581,868
Restructuring and other costs	 1,406		6,181		3,750		7,097
Income from operations	62,246		91,195		134,526		192,763
Other income (expense):							
Interest expense	(6,226)		(6,951)		(12,301)		(12,271)
Interest income	233		43		574		168
Other expense, net	(4,540)		(4,332)		(10,484)		(9,387)
Total other expense	(10,533)		(11,240)		(22,211)		(21,490)
Income before provision for income taxes	51,713		79,955		112,315		171,273
Provision for income taxes	12,566		18,390		27,474		40,580
Net income	 39,147		61,565		84,841		130,693
Less: Net loss attributable to noncontrolling interest	(167)		(282)		(1,096)		(504)
Net income attributable to MSC Industrial	\$ 39,314	\$	61,847	\$	85,937	\$	131,197
Per share data attributable to MSC Industrial:							
Net income per common share:							
Basic	\$ 0.70	\$	1.10	\$	1.54	\$	2.33
Diluted	\$ 0.70	\$	1.10	\$	1.54	\$	2.32
Weighted-average shares used in computing net income per common share:							
Basic	55,793		56,325		55,845		56,377
Diluted	55,851		56,467		55,960		56,595

MSC INDUSTRIAL DIRECT CO., INC. Condensed Consolidated Statements of Comprehensive Income

(In thousands) (Unaudited)

	Thirteen Weeks Ended					Twenty-Six Weeks Ended			
	March 1, 2025		March 2, 2024		March 1, 2025]	March 2, 2024	
Net income, as reported	\$	39,147	\$	61,565	\$	84,841	\$	130,693	
Other comprehensive income, net of tax:									
Foreign currency translation adjustments		(2,596)		57		(6,662)		461	
Comprehensive income		36,551		61,622		78,179		131,154	
Comprehensive income attributable to noncontrolling interest:									
Net loss		167		282		1,096		504	
Foreign currency translation adjustments		57		(120)		291		(76)	
Comprehensive income attributable to MSC Industrial	\$	36,775	\$	61,784	\$	79,566	\$	131,582	

MSC INDUSTRIAL DIRECT CO., INC. Condensed Consolidated Statements of Cash Flows

 $(In\ thousands)(Unaudited)$

(In inousulus)(Ondudited)	Twenty-Six Weeks Ended							
	I	March 1, 2025	March 2, 2024					
Cash Flows from Operating Activities:								
Net income	\$	84,841 \$	130,693					
Adjustments to reconcile net income to net cash provided by operating activities:								
Depreciation and amortization		44,671	40,372					
Amortization of cloud computing arrangements		995	703					
Non-cash operating lease cost		12,189	11,020					
Stock-based compensation		7,192	9,889					
Loss on disposal of property, plant and equipment		401	236					
Non-cash changes in fair value of estimated contingent consideration		269	441					
Provision for credit losses		4,316	2,354					
Expenditures for cloud computing arrangements		(1,080)	(6,298)					
Changes in operating assets and liabilities:								
Accounts receivable		10,514	6,468					
Inventories		(3,695)	44,476					
Prepaid expenses and other current assets		(10,827)	(22,714)					
Operating lease liabilities		(12,304)	(11,234)					
Other assets		67	2,813					
Accounts payable and accrued liabilities		18,785	(49,308)					
Total adjustments		71,493	29,218					
Net cash provided by operating activities		156,334	159,911					
Cash Flows from Investing Activities:								
Expenditures for property, plant and equipment		(49,957)	(43,783)					
Cash used in acquisitions, net of cash acquired		(790)	(9,868)					
Net cash used in investing activities		(50,747)	(53,651)					
Cash Flows from Financing Activities:								
Repurchases of Class A Common Stock		(30,541)	(148,677)					
Payments of regular cash dividends		(94,933)	(93,964)					
Proceeds from sale of Class A Common Stock in connection with Associate Stock Purchase Plan		2,237	2,327					
Proceeds from exercise of Class A Common Stock options		120	8,251					
Borrowings under credit facilities		197,000	297,000					
Payments under credit facilities		(166,750)	(202,000)					
Borrowings under financing obligations		699	3,850					
Other, net		(922)	(1,064)					
Net cash used in financing activities		(93,090)	(134,277)					
Effect of foreign exchange rate changes on cash and cash equivalents		(809)	192					
Net increase (decrease) in cash and cash equivalents		11,688	(27,825)					
Cash and cash equivalents—beginning of period		29,588	50,052					
Cash and cash equivalents—end of period	\$	41,276 \$						
		7	, ,					
Supplemental Disclosure of Cash Flow Information:	ф	21.101	55.543					
Cash paid for income taxes	\$	31,101 \$						
Cash paid for interest	\$	12,250 \$	11,996					

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, 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 restructuring and other costs, share reclassification costs (prior year) and acquisition-related costs (prior year), 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 measure and should only be used to evaluate MSC's results of operations in conjunction with the corresponding GAAP financial measure.

This press release also includes 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, capital expenditures 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.

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

In calculating certain non-GAAP financial measures, we exclude restructuring and other costs, share reclassification costs (prior year) and acquisition-related costs (prior year), and tax effects. Management makes these adjustments to facilitate a review of the Company's operating performance on a comparable basis between periods, for comparing 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.

Reconciliation of GAAP and Non-GAAP Financial Information

Thirteen weeks Ended March 1, 2025

	G	AAP Financial Measure		Affecting parability		Non-GAAP ancial Measure
		Total MSC Industrial		cturing and er Costs		djusted Total ISC Industrial
Net Sales	\$	891,717	\$	— \$		891,717
Cost of Goods Sold		526,487		_		526,487
Gross Profit		365,230		_		365,230
Gross Margin		41.0 %		— %		41.0 %
Operating Expenses		301,578				301,578
Operating Expenses as % of Sales		33.8 %		— %		33.8 %
Restructuring and Other Costs		1,406		1,406		
		_				
Income from Operations		62,246		(1,406)		63,652
Operating Margin		7.0 %		0.2 %		7.1 %
Total Other Expense		(10,533)		_		(10,533)
Income before provision for income taxes		51,713		(1,406)		53,119
Provision for income taxes		12,566		(337)		12,903
Net income		39,147		(1,069)		40,216
Net loss attributable to noncontrolling interest		(167)				(167)
Net income attributable to MSC Industrial	\$	39,314	\$ (1,069)		\$	40,383
Net income per common share:						
Diluted	\$	0.70	\$	(0.02)	\$	0.72
	_		-			

^{*}Individual amounts may not agree to the total due to rounding.

Reconciliation of GAAP and Non-GAAP Financial Information Twenty-Six Weeks Ended March 1, 2025

	GAAP Financial	Items Affecting Comparability	Non-GAAP Financial Measure
	Total MSC Industrial	Restructuring and Other Costs	Adjusted Total MSC Industrial
Net Sales	\$ 1,820,201	\$ —	\$ 1,820,201
Cost of Goods Sold	1,076,784		1,076,784
Gross Profit	743,417	_	743,417
Gross Margin	40.8 %	— %	40.8 %
Operating Expenses	605,141	_	605,141
Operating Expenses as % of Sales	33.2 %	— %	33.2 %
Restructuring and Other Costs	3,750	3,750	_
•			
Income from Operations	134,526	(3,750)	138,276
Operating Margin	7.4 %	0.2 %	7.6 %
Total Other Expense	(22,211)	_	(22,211)
•	, , ,		
Income before provision for income taxes	112,315	(3,750)	116,065
	,	(=), = =)	2,72.72
Provision for income taxes	27,474	(892)	28,366
Net income	84,841	(2,858)	87,699
Net loss attributable to noncontrolling interest	(1,096)	_	(1,096)
Net income attributable to MSC Industrial	\$ 85,937	\$ (2,858)	\$ 88,795
	,	() =)	
Net income per common share:			
Diluted	\$ 1.54	\$ (0.05)	\$ 1.59
		, (0.00)	

^{*}Individual amounts may not agree to the total due to rounding.

Reconciliation of GAAP and Non-GAAP Financial Information Thirteen Weeks Ended March 2, 2024

	GAAP Financial Measure Items Affecting Comparability							on-GAAP Financial Measure
	Total MSC Industrial			Restructuring and Other Costs		quisition- ated Costs		justed Total C Industrial
Net Sales	\$	935,348	\$	_	\$	_	\$	935,348
Cost of Goods Sold		546,737						546,737
Gross Profit		388,611		_		_		388,611
Gross Margin		41.5 %		— %		— %		41.5 %
Operating Expenses		291,235		_		465		290,770
Operating Expenses as % of Sales		31.1 %		— %		0.0 %		31.1 %
Restructuring and Other Costs		6,181		6,181				_
Income from Operations		91,195		(6,181)		(465)		97,841
Operating Margin		9.7 %		0.7 %		0.0 %		10.5 %
Total Other Expense		(11,240)		_		_		(11,240)
Income before provision for income taxes		79,955	_	(6,181)		(465)		86,601
Provision for income taxes		18,390		(1,568)		(116)		20,074
Net income		61,565		(4,613)		(349)		66,527
Net loss attributable to noncontrolling interest		(282)		_		_		(282)
Net income attributable to MSC Industrial	\$	61,847	\$	(4,613)	\$	(349)	\$	66,809
Not income nor common charac								
Net income per common share: Diluted	\$	1.10	\$	(0.08)	\$	(0.01)	\$	1.18
			_				_	

^{*}Individual amounts may not agree to the total due to rounding.

Reconciliation of GAAP and Non-GAAP Financial Information Twenty-Six Weeks Ended March 2, 2024

		GAAP Financial Measure		Items Affecting	; Co	omparability				on-GAAP Financial Measure
		Total MSC Industrial		Restructuring d Other Costs		Acquisition- Related Costs	Share Reclassification Costs			justed Total MSC Industrial
Net Sales	\$	1,889,317	\$	_	\$	_	\$	_	\$	1,889,317
Cost of Goods Sold	1	1,107,589								1,107,589
Gross Profit		781,728		_		_		_		781,728
Gross Margin		41.4 %		— %		— %		— %		41.4 %
Operating Expenses		581,868		_		465		1,187		580,216
Operating Expenses as % of Sales		30.8 %		— %		0.0 %		(0.1)%		30.7 %
Restructuring and Other Costs		7,097		7,097						_
Income from Operations		192,763		(7,097)		(465)		(1,187)		201,512
Operating Margin		10.2 %		0.4 %		0.0 %		0.1 %		10.7 %
Total Other Expense		(21,490)		_		_		_		(21,490)
Income before provision for income taxes		171,273		(7,097)		(465)		(1,187)		180,022
Provision for income taxes		40,580		(2,744)		(180)		(288)		43,792
Net income		130,693		(4,353)		(285)		(899)		136,230
Net loss attributable to noncontrolling interest		(504)		_				_		(504)
Net income attributable to MSC Industrial	\$	131,197	\$	(4,353)	\$	(285)	\$	(899)	\$	136,734
Net income per common share:										
Diluted	\$	2.32	\$	(0.08)	\$	(0.01)	\$	(0.02)	\$	2.42
			_		_	<u> </u>			_	

^{*}Individual amounts may not agree to the total due to rounding.