

# COMPANY SNAPSHOT

(AS OF 12/31/15)



W.W. Grainger, Inc. is a business-to-business distributor of products used to maintain, repair and operate facilities. Approximately 3 million businesses and institutions worldwide rely on Grainger for products such as safety gloves, ladders, motors and janitorial supplies, along with services like inventory management and technical support. These customers represent a broad collection of industries including healthcare, manufacturing, government and hospitality. They place orders online, with mobile devices, over the phone and at local branches. More than 4,800 key manufacturers supply Grainger with 1.5 million products stocked in Grainger's distribution centers and branches.

For more information on Grainger, visit [www.grainger.com/investor](http://www.grainger.com/investor).

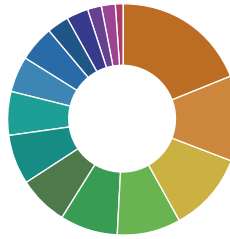
## 2015 SALES

### Customer Category



- 18% Heavy Manufacturing
- 14% Commercial
- 14% Other
- 13% Government
- 11% Light Manufacturing
- 10% Contractor
- 6% Retail/Wholesale
- 6% Transportation
- 4% Natural Resources
- 4% Reseller

### Product Category



- 19% Safety and Security
- 12% Material Handling
- 11% Metalworking
- 9% Cleaning and Maintenance
- 8% Pumps, Plumbing and Test Equipment
- 7% Hand Tools
- 7% Other
- 6% HVAC
- 5% Electrical
- 5% Lighting
- 3% Fluid Power
- 3% Power Tools
- 2% Power Transmission
- 2% Specialty Brands
- 1% Motors

<p><b>\$10 billion</b> in sales in 2015</p>		<p><b>3 million</b> active customers</p>		<p><b>More than 25,000</b> team members</p>
	<p><b>More than 4,800</b> key product suppliers</p>		<p><b>1.5 million</b> products stocked</p>	<p><b>Grainger is the 11th largest</b> e-retailer in North America according to Internet Retailer.</p>
	<p><b>Grainger's common stock is listed on the New York Stock Exchange under the trading symbol GWW.</b></p>		<p><b>44</b> consecutive years of dividend increases</p>	<p><b>2.1 million</b> shares repurchased in 2015</p>

## GRAINGER'S PURPOSE:

We help professionals keep their operations running and their people safe, while creating a company where dedicated, talented people can thrive.

## GEOGRAPHIC OVERVIEW

	MRO MARKET SIZE <sup>1</sup>	MARKET SHARE	BRANCHES	DISTRIBUTION CENTERS	APPROXIMATE NUMBER OF CUSTOMERS SERVED IN 2015
<b>UNITED STATES</b> Includes: Grainger Industrial Supply, E&R Industrial, Imperial Supplies, Techni-Tool, Zoro <sup>2</sup>	> \$127 billion	6 percent	330	19	1,938,000
<b>CANADA</b> Includes: Acklands–Grainger Inc., WFS Enterprises Inc.	> \$11 billion	8 percent	165	5	40,000
<b>LATIN AMERICA</b> Colombia, Dominican Republic, Mexico, Panama, Peru, Puerto Rico <sup>3</sup>	> \$16 billion	1 percent	33	3	50,000
<b>JAPAN</b> MonotaRO Co., Ltd.	> \$37 billion	1 percent	0	3	789,000
<b>ASIA</b> China	> \$90 billion	< 1 percent	0	1	9,000
<b>EUROPE</b> Fabory: Belgium, Czech Republic, France, Hungary, The Netherlands, Poland, Portugal, Romania, Slovakia Cromwell: United Kingdom <sup>4</sup> Zoro Europe: Germany	> \$34 billion > \$18 billion > \$30 billion	< 1 percent 2 percent < 1 percent	73 67 0	2 1 0	83,000 32,000 125,000
<b>TOTAL</b>	<b>&gt; \$363 billion</b>	<b>3 percent</b>	<b>668</b>	<b>34</b>	<b>&gt; 3,000,000</b>

<sup>1</sup> Estimated MRO market size where Grainger has operations. The worldwide MRO market is approximately \$560 billion.

<sup>2</sup> For segment reporting, Zoro is included in Other Businesses.

<sup>3</sup> Although Puerto Rico is a U.S. territory, the company manages this business as a part of Latin America.

<sup>4</sup> Cromwell also operates in Europe, Africa, Asia and Australia, accounting for about 12 percent of revenue.

## CORPORATE SOCIAL RESPONSIBILITY



OPERATING RESPONSIBLY



VALUING OUR PEOPLE



SUSTAINING OUR ENVIRONMENT



SERVING OUR COMMUNITIES

Grainger's Corporate Social Responsibility platform includes the company's commitments to operating responsibly, valuing its people, sustaining the environment and serving its communities. Grainger's program is led by a cross-functional team with oversight by the CEO and executive leadership team. Periodic updates on the company's efforts are also provided to the Board of Directors. For more information, please visit [graingercsr.com](http://graingercsr.com).



### HEADQUARTERS

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