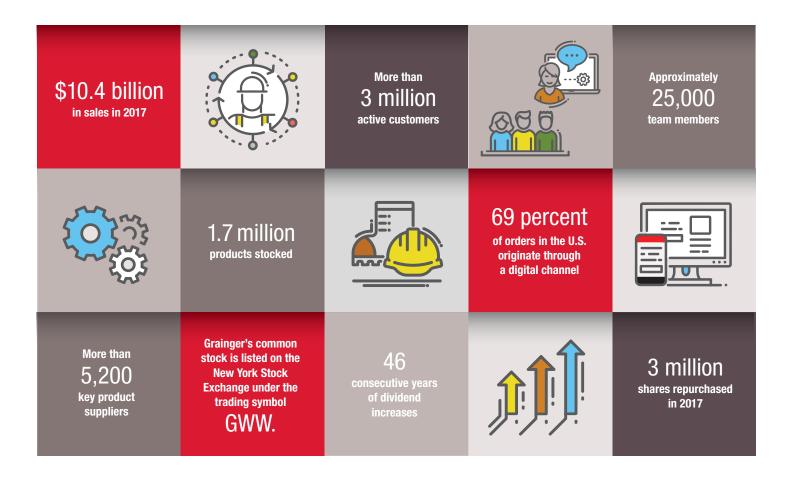


W.W. Grainger, Inc. is a broad line, business-to-business distributor of maintenance, repair and operating (MRO) supplies and other related products and services. **More than 3 million businesses and institutions** worldwide rely on Grainger for products in categories such as safety, material handling and metalworking, along with services like inventory management and technical support. These customers represent a broad collection of **industries including commercial, government, healthcare and manufacturing.** They place orders online, on mobile devices, through sales representatives, over the phone and at local branches. **Approximately 5,200 suppliers** provide Grainger with **1.7 million products stocked** in the company's distribution centers (DCs) and branches worldwide. Grainger employs nearly 25,000 team members across the globe. For more information on Grainger, visit www.grainger.com/investor.

2017 SALES





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 ¹	MARKET SHARE	BRANCHES	DISTRIBUTION CENTERS (DCS)	APPROXIMATE NUMBER OF CUSTOMERS SERVED
UNITED STATES Includes: Grainger Industrial Supply, E&R Industrial, Imperial Supplies, Zoro U.S. ³	~ \$127 billion	6 percent	284²	16	1,870,000
CANADA Includes: Acklands-Grainger Inc., WFS Enterprises Inc.	~ \$11 billion	7 percent	91	6	56,000
LATIN AMERICA Dominican Republic, Mexico, Panama, Peru, Puerto Rico ⁴	~ \$14 billion	< 2 percent	26	2	47,000
ASIA					
MonotaRO: Japan	~ \$42 billion	~ 2 percent	0	3	1,119,000
China	~ \$99 billion	< 1 percent	0	1	9,000
EUROPE					
Cromwell: United Kingdom⁵	~ \$15 billion	2 percent	55	1	134,000
Fabory: Belgium, Czech Republic, France, Hungary, The Netherlands, Poland, Portugal, Romania, Slovakia, Spain	~ \$37 billion	~ 1 percent	44	2	82,000
Zoro Europe: Germany	~ \$32 billion	< 1 percent	0	0	210,000
TOTAL	~ \$377 billion1	3 percent	500	31	> 3,500,000

- 1 Estimated MRO market size where Grainger has operations. The total worldwide MRO market is estimated at approximately \$570 billion.
- ² Comprised of 251 stand-alone branches, 31 onsite branches and 2 will-call express locations.
- ³ For financial reporting purposes, Zoro U.S. is reported in Other Businesses.
- ⁴ Although Puerto Rico is a U.S. territory, the company manages this business as part of Latin America.
- ⁵ Cromwell also has operations in Europe, Africa and Asia, representing approximately 12 percent of its revenue.

CORPORATE SOCIAL RESPONSIBILITY



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.



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