

# COMPANY SNAPSHOT (As of December 31, 2021)

Grainger is a leading broadline distributor with operations primarily in North America, Japan and the United Kingdom. Grainger achieves its purpose, We Keep the World Working®, by serving its 4.5 million customers worldwide with a wide range of product categories that keep customer operations running and their people safe. The Company also delivers services and solutions, such as technical support and inventory management, to provide tangible value and save customers time and money.



## Awards and Recognition

Grainger is honored to be recognized by influential publications and organizations around the world as a responsible company and a top place to work.



100% score for the seventh straight year



A top-scoring company for the fifth straight year



Number 1 Industrial Distribution's Big 50 List 2021



**Company Headquarters**  
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847.535.1000

**Websites**  
[www.grainger.com](http://www.grainger.com)  
Corporate Responsibility [graingerESG.com](http://graingerESG.com)  
Investor Relations [invest.grainger.com](http://invest.grainger.com)  
Media [www.grainger.com/pressroom](http://www.grainger.com/pressroom)

## Business Model Overview

With a best in-class supply chain, deep industry knowledge, solid financial position and strong company culture, Grainger operates two business models – High-Touch Solutions and Endless Assortment – offering a broad product assortment to a diversified customer base.

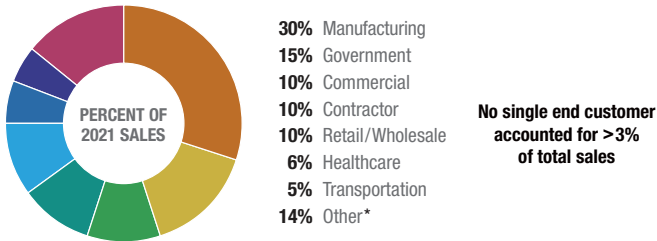
### HIGH-TOUCH SOLUTIONS N.A. | 2021 Revenue – \$10.2B

Value-added MRO solutions rooted in deep product knowledge and customer expertise

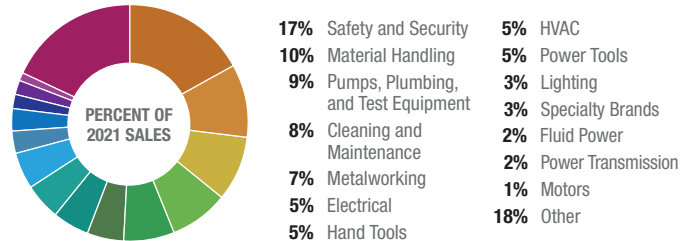
### ENDLESS ASSORTMENT | 2021 Revenue – \$2.6B

Streamlined and transparent online experience with one-stop shopping for millions of products

### Total Company Customer Base



### Total Company Product Assortment



\*Other primarily includes revenue from industries and customers not material individually, including agriculture, mining, natural resources and resellers not aligned to a major industry segment.

## Environmental, Social and Governance

Grainger's corporate responsibility platform supports the needs of its customers, team members, suppliers, investors and communities.

The Company is committed to address the most critical environmental, social and governance issues across these key categories.

### ETHICS & GOVERNANCE

- CEO, D.G. Macpherson, chairs the ESG Leadership Council. His direct involvement in ESG decision-making and governance highlights how important ESG issues are to Grainger.
- Grainger has a 'AAA' ESG risk rating from MSCI and is a Sustainalytics top-rated ESG company, demonstrating its industry-leading risk management.



### SUSTAINABILITY & STEWARDSHIP

- Grainger works to continuously improve the environmental performance of our operations, solutions and products.
- The Company embraces climate change action and plans to reduce its absolute scope 1 and is working to reduce scope 2 emissions by 30% by 2030, using a 2018 baseline.\*

\* North American facilities only



### SUPPLY CHAIN

- Grainger recognizes its duty to ensure its supply chain operates responsibly, while providing the best support and resources to suppliers and customers.
- In 2021, Grainger U.S. spent over \$1.6 billion with more than 6,600 small businesses and \$278 million with over 680 minority-, woman-, veteran-, disabled-person- and LGBT-owned businesses for goods and services.



### PEOPLE & PURPOSE

- An authentic, inclusive culture extends from customers to team members to local communities.
- By signing the Chicago Network Equity Principles pledge, Grainger has committed to strive to achieve 50 percent women in leadership positions by 2030.
- Nine business resource groups organized to celebrate diversity and encourage understanding and inclusion.
- >\$96M cash and product donations to nonprofit groups.



For more information on Grainger's corporate responsibility initiatives, see the annual ESG report available at [www.GraingerESG.com](http://www.GraingerESG.com)