

2020 Corporate Social Responsibility | Key Performance Data¹



	2015	2016	2017	2018	2019
GRAINGER AT A GLANCE					
Net Sales, \$ billion	10	10.1	10.4	11.2	11.5
Suppliers	4,800	5,100	5,200	5,000	5,000
Products Stocked, million	1.4	1.6	1.7	1.7	1.6
Active Customers, million	3	3.2	3.5	3.5	3.8
ETHICS & GOVERNANCE					
Business Ethics					
Team Members Trained on Business Conduct Guidelines, percent	100	100	100	100	100
Board Diversity					
Female Directors, percent ²	11	11	18	18	27
Racially and Ethnically Diverse Directors, percent	22	22	27	27	27
SOLUTIONS & STEWARDSHIP³					
North American Energy Consumption, million kilowatt hours	430	401	371	344	316
North American Facility CO ₂ e Emissions, million metric tons	0.14	0.13	0.11	0.10	0.10
GHG Intensity (MTCO ₂ e/Revenue)	15.1	14.7	12.5	10.9	10.6
North American Water Use, million cubic meters	0.64	0.51	0.47	0.51	0.47
Renewable Energy Produced, thousand kilowatt hours	5.77	5.47	5.87	6.73	6.80
U.S. Distribution Center Network Recycling Rate, percent	84.1	84.7	84.8	86.0	89.7
LEED Certified Space, million square feet	3.6	4.2	5.5	6.7	8.1
Environmentally Preferable Products, percent revenue	6.8	5.4	5.1	5.3	5.9
PEOPLE & PURPOSE					
Safety					
Lost Time Incident Rate ⁴	0.3	0.3	0.4	0.3	0.3
Total Recordable Incident Rate	1.1	1.3	1.4	1.4	1.2
Workforce Demographic					
U.S. Workforce (Total), percent women	—	—	37.4	38.0	38.1
U.S. Workforce (Leaders), percent women	—	—	29.6	31.0	32.7
U.S. Workforce (Total), percent racially and ethnically diverse	—	—	31.8	32.7	34.5
U.S. Workforce (Leaders), percent racially and ethnically diverse	—	—	23.3	20.3	21.6
Community Engagement					
Matching Gifts Contributions, \$ million	2.7	2.2	2.2	2.0	2.0
Volunteer Corps, volunteer hours	—	—	9,000	8,500	8,000

¹ For further information on data boundaries and assurance, please see "Scope." ² This information reflects the April 2020 Grainger board election of its new nominee. ³ Per 100 employees; cases with one or more days away from work per 200,000 hours.

⁴ Carton-to-order reflects multiple factors such as shifts in product mix and average order value; this makes interpretation difficult without additional context and is therefore no longer included.