



**Fastenal Company and Subsidiaries**

(Dollar amounts in thousands)	2026	2025	Change	
<b>Net sales</b>	\$710,560	\$627,119	<b>13.3%</b>	Daily sales - Net sales divided by the number of business days in the US.
Business days	20	20	0.0%	
<b>Daily sales</b>	<b>\$35,528</b>	<b>\$31,356</b>	<b>13.3%</b>	
Impact of currency fluctuations	0.6%	(0.5%)		

**Historical**

Daily sales last month	\$33,194	29,647		Historical figures are an average from 2021 - 2025.
Change in daily sales since last month	7.0%	5.8%	2.2%	

<b>Daily sales growth by geography</b>	<b>Current Month % of Sales</b>			
United States	12.7%	4.5%	82.8%	Calculated using US days and US dollars.
Canada/Mexico	14.4%	7.4%	13.8%	
Rest of World	25.5%	9.2%	3.4%	
<b>Total Company</b>	<b>13.3%</b>	<b>5.0%</b>		

<b>Daily sales growth by end market</b>	<b>Current Month % of Sales</b>		
Heavy Manufacturing	14.9%	4.8%	44.1%
Other Manufacturing	10.2%	10.4%	32.3%
Non-residential Construction	19.9%	(6.7%)	8.1%
Other End Markets	12.2%	2.0%	15.5%

<b>Daily sales growth by customer usage</b>	<b>Current Month % of Sales</b>		
Direct fasteners/hardware	13.5%	3.3%	20.8%
Direct cutting tools and abrasives	13.0%	4.1%	5.2%
Direct non-fasteners/hardware	13.4%	10.2%	13.0%
<b>Total direct materials (production related)</b>	<b>13.4%</b>	<b>5.6%</b>	<b>39.0%</b>
Indirect fasteners/hardware	20.6%	(1.7%)	10.0%
Indirect safety	13.0%	9.1%	20.9%
Indirect non-fasteners/hardware and non-safety	11.9%	4.5%	30.1%
<b>Total indirect materials (MRO related)</b>	<b>13.6%</b>	<b>5.0%</b>	<b>61.0%</b>

**Growth metrics by customer/channel type**

% of Top 100 national accounts growing	67.0%	59.0%		Daily sales growth rates are rounded to whole percentage rates.
% of in-market locations growing	66.2%	52.0%		
Daily sales growth - contract customers	15.0%	9.0%		Contract sales include sales realized under national account, government, and local contracts.
Daily sales growth - non-contract customers	8.0%	(5.0%)		
Daily sales growth - eBusiness	8.0%	13.0%		
Daily sales growth - FMI	17.0%	9.0%		FMI - Fastenal Managed Inventory

<b>Employee headcount at month end</b>	<b>Feb-26</b>	<b>Feb-25</b>	<b>Change</b>	<b>Jan-26</b>	<b>Change</b>
Selling personnel - FTE*	15,452	15,171	1.9%	15,409	0.3%
Distribution/Transportation personnel - FTE	3,095	3,084	0.4%	3,133	(1.2%)
Manufacturing personnel - FTE	985	950	3.7%	982	0.3%
Organizational support personnel - FTE*	2,186	2,040	7.2%	2,197	(0.5%)
<b>Total personnel - FTE</b>	<b>21,718</b>	<b>21,245</b>	<b>2.2%</b>	<b>21,721</b>	<b>0.0%</b>
<b>Total personnel - absolute</b>	<b>24,649</b>	<b>24,013</b>	<b>2.6%</b>	<b>24,525</b>	<b>0.5%</b>

FTE - Full-time equivalent headcount.

\* Of our Selling personnel, 80%-85% are attached to a specific in-market location. Organizational support personnel consists of: (1) Sales Support personnel (37%-42% of category), which includes sourcing, purchasing, supply chain, product development, etc.; (2) Information Technology personnel (34%-39% of category); and (3) Administrative Support personnel (22%-27% of category), which includes human resources, Fastenal School of Business, accounting and finance, senior management, etc.

Next monthly sales release date: **Monday, April 13, 2026 at 6:00 AM (central time)**

Next earnings release date: **Monday, April 13, 2026 at 6:00 AM (central time)**

**Contact Information:**

Fastenal Investor Relations  
[investorrelations@fastenal.com](mailto:investorrelations@fastenal.com)  
 507-453-8775