

**Fastenal Company and Subsidiaries**

(Dollar amounts in thousands)	2026	2025	Change	
<b>Net sales</b>	\$790,483	\$691,674	<b>14.3%</b>	Daily sales - Net sales divided by the number of business days in the US.
Business days	22	22	0.0%	
<b>Daily sales</b>	<b>\$35,931</b>	<b>\$31,440</b>	<b>14.3%</b>	
Impact of currency fluctuations	0.3%	(0.0%)		

**Historical**

Daily sales in January	\$33,194	29,647		Historical figures are an average from 2021 - 2025.
Change in daily sales since January	8.2%	6.0%	3.3%	
Daily sales last month	\$36,093	\$32,384		
Change in daily sales since last month	(0.4%)	(2.9%)	(1.6%)	

<b>Daily sales growth by geography</b>	<b>Current Month % of Sales</b>			
United States	13.2%	7.0%	82.9%	Calculated using US days and US dollars.
Canada/Mexico	18.6%	2.6%	13.7%	
Rest of World	26.6%	10.7%	3.4%	
Total Company	14.3%	6.5%		

<b>Daily sales growth by end market</b>	<b>Current Month % of Sales</b>		
Heavy Manufacturing	17.7%	4.6%	43.8%
Other Manufacturing	10.5%	9.7%	32.0%
Non-residential Construction	20.3%	0.9%	8.7%
Other End Markets	11.4%	8.3%	15.5%

<b>Daily sales growth by customer usage</b>	<b>Current Month % of Sales</b>		
Direct fasteners/hardware	18.4%	3.2%	21.2%
Direct cutting tools and abrasives	14.4%	3.9%	5.1%
Direct non-fasteners/hardware	13.5%	11.1%	12.8%
Total direct materials (production related)	16.2%	5.8%	39.1%
Indirect fasteners/hardware	19.0%	2.1%	10.0%
Indirect safety	13.0%	8.7%	20.5%
Indirect non-fasteners/hardware and non-safety	12.4%	8.6%	30.4%
Total indirect materials (MRO related)	13.7%	7.6%	60.9%

**Growth metrics by customer/channel type**

% of Top 100 national accounts growing	79.0%	49.0%		Daily sales growth rates are rounded to whole percentage rates.
% of in-market locations growing	65.8%	56.5%		
Daily sales growth - contract customers	17.0%	9.0%		Contract sales include sales realized under national account, government, and local contracts.
Daily sales growth - non-contract customers	9.0%	1.0%		
Daily sales growth - eBusiness	10.0%	13.0%		
Daily sales growth - FMI	17.0%	12.0%		FMI - Fastenal Managed Inventory

<b>Employee headcount at month end</b>	<b>Apr-26</b>	<b>Apr-25</b>	<b>Change</b>	<b>Mar-26</b>	<b>Change</b>
Selling personnel - FTE*	15,528	15,220	2.0%	15,450	0.5%
Distribution/Transportation personnel - FTE	3,109	3,053	1.8%	3,125	(0.5%)
Manufacturing personnel - FTE	1,004	962	4.4%	1,001	0.3%
Organizational support personnel - FTE*	2,196	2,036	7.9%	2,187	0.4%
<b>Total personnel - FTE</b>	<b>21,837</b>	<b>21,271</b>	<b>2.7%</b>	<b>21,763</b>	<b>0.3%</b>
<b>Total personnel - absolute</b>	<b>24,741</b>	<b>24,155</b>	<b>2.4%</b>	<b>24,675</b>	<b>0.3%</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: **Thursday, June 4, 2026 at 6:00 AM (central time)**

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

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