



**Fastenal Company and Subsidiaries (Fastenal)**  
(Dollar amounts in thousands)

Release date: 8/6/19

|                                 | 2019       | 2018    | Change |
|---------------------------------|------------|---------|--------|
| Net sales                       | \$ 457,546 | 411,616 | 11.2%  |
| Business days                   | 22         | 21      | 4.8%   |
| Daily sales                     | \$ 20,798  | 19,601  | 6.1%   |
| Impact of currency fluctuations | -0.1%      | -0.2%   |        |

|  |           |        | Historical 5-Year Average <sup>1</sup> | <sup>1</sup> The 'Historical 5-year Average' includes the years 2014 to 2018 and excludes the impact of acquisitions. |
|--|-----------|--------|--|---|
| Daily sales in January                 | \$ 20,314 | 17,926 |  |   |
| Change in daily sales since January    |           |        | 9.3%                                   | 6.0%  |
| Daily sales last month                 | \$ 21,766 | 20,343 |  |   |
| Change in daily sales since last month |           |        | -3.6%                                  | -3.3%   |

**Daily sales growth by geography**

|                     |      |       |
|---------------------|------|-------|
| United States       | 5.3% | 10.8% |
| Total North America | 6.2% | 11.6% |
| Total Company       | 6.1% | 12.0% |

**Daily sales growth by end market**

|                              |      |       |
|------------------------------|------|-------|
| Manufacturing                | 7.9% | 11.5% |
| Non-residential construction | 1.6% | 16.4% |

**Daily sales growth by product line**

|           |      |       |
|-----------|------|-------|
| Fasteners | 1.8% | 10.2% |
| Other     | 8.7% | 13.7% |

**Growth metrics by customer/channel type \***

|  |       |       |
|--|-------|-------|
| Daily sales growth - national accounts     | 10.0% | 16.0% |
| Daily sales growth - non-national accounts | 0.0%  | 7.0%  |
| % of Top 100 national accounts growing     | 62.0% | 75.0% |
| % of public branches growing               | 56.5% | 65.5% |

| Employee headcount at month end    | 2019   | 2018   | Change | Absolute Headcount Change-12M | Absolute Headcount Change-YTD |
|------------------------------------|--------|--------|--------|-------------------------------|-------------------------------|
| Branch and Onsite personnel - FTE  | 12,837 | 12,204 | 5.2%   | 4.7%                          | 311                           |
| Non-branch selling personnel - FTE | 1,794  | 1,701  | 5.5%   | 4.5%                          | 50                            |
| Total selling personnel - FTE      | 14,631 | 13,905 | 5.2%   | 4.7%                          | 361                           |
| Distribution personnel - FTE       | 2,903  | 2,702  | 7.4%   | 10.5%                         | 56                            |
| Manufacturing personnel - FTE      | 697    | 648    | 7.6%   | 8.4%                          | 3                             |
| Administrative personnel - FTE     | 1,320  | 1,186  | 11.3%  | 11.1%                         | 75                            |
| Total non-selling personnel - FTE  | 4,920  | 4,536  | 8.5%   | 10.4%                         | 134                           |
| Total personnel - FTE              | 19,551 | 18,441 | 6.0%   | 6.2%                          | 495                           |
| Total personnel - absolute         | 22,139 | 20,854 | 6.2%   |                               |                               |

**Comments:**

\* Daily sales growth rates are rounded to whole percentage rates.

**Definitions in release:**

Net sales - Net sales for the period indicated.

Daily sales - Net sales divided by the number of business days in the United States.

FTE - Full-time equivalent headcount.

Change 12M - Twelve month change. / Change YTD - Year-to-date change.

Next monthly sales release date: **Friday September 6, 2019 at 6:00 AM (central time)**

Next earnings release date: **Friday, October 11, 2019 at 6:00 AM (central time)**