



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

Release date: 9/6/19

|                                 | 2019       | 2018    | Change |
|---------------------------------|------------|---------|--------|
| Net sales                       | \$ 475,590 | 467,893 | 1.6%   |
| Business days                   | 22         | 23      | -4.3%  |
| Daily sales                     | \$ 21,618  | 20,343  | 6.3%   |
| Impact of currency fluctuations | -0.2%      | -0.4%   |        |

|  |           |        | 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    | 6.4%      | 13.5%  | 9.9%                                   |   |
| Daily sales last month                 | \$ 20,798 | 19,601 |  |   |
| Change in daily sales since last month | 3.9%      | 3.8%   | 3.7%                                   |   |

**Daily sales growth by geography**

|                     |      |       |
|---------------------|------|-------|
| United States       | 5.3% | 12.4% |
| Total North America | 6.3% | 13.3% |
| Total Company       | 6.3% | 13.7% |

**Daily sales growth by end market**

|                              |      |       |
|------------------------------|------|-------|
| Manufacturing                | 8.8% | 13.3% |
| Non-residential construction | 1.4% | 18.5% |

**Daily sales growth by product line**

|           |      |       |
|-----------|------|-------|
| Fasteners | 4.6% | 10.8% |
| Other     | 7.5% | 16.0% |

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

|  |       |       |
|--|-------|-------|
| Daily sales growth - national accounts     | 12.0% | 18.0% |
| Daily sales growth - non-national accounts | 0.0%  | 8.0%  |
| % of Top 100 national accounts growing     | 66.0% | 84.0% |
| % of public branches growing               | 55.6% | 67.5% |

| Employee headcount at month end    | 2019   | 2018   | Change | Absolute Headcount Change-12M | Absolute Headcount Change-YTD |
|------------------------------------|--------|--------|--------|-------------------------------|-------------------------------|
| Branch and Onsite personnel - FTE  | 12,691 | 12,103 | 4.9%   | 3.7%                          | 152                           |
| Non-branch selling personnel - FTE | 1,799  | 1,713  | 5.0%   | 4.2%                          | 54                            |
| Total selling personnel - FTE      | 14,490 | 13,816 | 4.9%   | 3.8%                          | 206                           |
| Distribution personnel - FTE       | 2,888  | 2,721  | 6.1%   | 5.8%                          | 2                             |
| Manufacturing personnel - FTE      | 704    | 687    | 2.5%   | 1.0%                          | -5                            |
| Administrative personnel - FTE     | 1,326  | 1,198  | 10.7%  | 10.1%                         | 83                            |
| Total non-selling personnel - FTE  | 4,918  | 4,606  | 6.8%   | 6.1%                          | 80                            |
| Total personnel - FTE              | 19,408 | 18,422 | 5.4%   | 4.4%                          | 286                           |
| Total personnel - absolute         | 21,930 | 21,004 | 4.4%   |                               |                               |

**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, October 11, 2019 at 6:00 AM (central time)**

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