

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

	2021	2020	Change
Net sales	\$ 497,143	491,488	1.2%
Business days	22	22	0.0%
Daily sales	\$ 22,597	22,340	1.2%
Impact of currency fluctuations	1.1%	(0.5%)	

			Historical*
Daily sales in January	\$ 22,398	21,039	The historical figure represents the average from 2015 to 2019.
Change in daily sales since January	0.9%	6.2%	4.4%
Daily sales last month	\$ 23,103	21,496	
Change in daily sales since last month	(2.2%)	3.9%	0.1%

Daily sales growth by geography

			Calculated using US days and US dollars.
United States	(4.3%)	10.0%	
Canada/Mexico	50.1%	(19.7%)	
Rest of World	26.7%	9.4%	
Total Company	1.2%	6.7%	

Daily sales growth by end market

Manufacturing	30.8%	(15.6%)
Non-residential construction	11.9%	(15.5%)

Daily sales growth by product line

Fasteners	33.3%	(22.5%)
Safety	(40.9%)	119.7%
Other	16.0%	(10.1%)

Growth metrics by customer/channel type

Daily sales growth - national accounts	(5.0%)	16.0%	Daily sales growth rates are rounded to whole percentage rates.
Daily sales growth - non-national accounts	9.0%	(6.0%)	
% of Top 100 national accounts growing	71.0%	22.0%	
% of public branches growing	72.8%	34.1%	

Employee headcount at month end

	Apr-21	Apr-20	Change	Mar-21	Change
In-market locations (branches & Onsites) - FTE	11,260	11,535	(2.4%)	11,323	(0.6%)
Non-in-market selling - FTE	1,972	1,882	4.8%	1,977	(0.3%)
Total selling personnel - FTE	13,232	13,417	(1.4%)	13,300	(0.5%)
Distribution/Transportation personnel - FTE	2,629	2,602	1.0%	2,695	(2.4%)
Manufacturing personnel - FTE	612	660	(7.3%)	613	(0.2%)
Administrative personnel - FTE	1,513	1,385	9.2%	1,486	1.8%
Total non-selling personnel - FTE	4,754	4,647	2.3%	4,794	(0.8%)
Total personnel - FTE	17,986	18,064	(0.4%)	18,094	(0.6%)
Total personnel - absolute	20,401	21,587	(5.5%)	20,532	(0.6%)

* Historical averages exclude the impact of the March 2017 acquisition of Mansco. They also exclude 2020, a year during which many months were significantly impacted by COVID-19 surge activity and so would not be considered representative of normal activity.

Definitions in release:

Net sales - Net sales for the period indicated.

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

FTE - Full-time equivalent headcount.

Next monthly sales release date: **Friday, June 4, 2021 at 6:00 AM (central time)**

Next earnings release date: **Tuesday, July 13, 2021 at 6:00 AM (central time)**