

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

	2021	2020	Change
Net sales	\$ 477,232	493,209	(3.2%)
Business days	20	20	0.0%
Daily sales	\$ 23,862	24,660	(3.2%)
Impact of currency fluctuations	1.5%	(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	6.5%	17.2%	6.2%
Daily sales last month	\$ 22,597	22,340	
Change in daily sales since last month	5.6%	10.4%	1.7%

Daily sales growth by geography

			Calculated using US days and US dollars.
United States	(6.1%)	14.4%	
Canada/Mexico	32.1%	(2.4%)	
Rest of World	(23.1%)	98.3%	
Total Company	(3.2%)	14.8%	

Daily sales growth by end market

Manufacturing	18.9%	(4.2%)
Non-residential construction	4.4%	(9.8%)

Daily sales growth by product line

Fasteners	28.2%	(15.3%)
Safety	(44.1%)	136.3%
Other	12.5%	(6.0%)

Growth metrics by customer/channel type

Daily sales growth - national accounts	(4.0%)	20.0%	Daily sales growth rates are rounded to whole percentage rates.
Daily sales growth - non-national accounts	(2.0%)	7.0%	
% of Top 100 national accounts growing	66.0%	39.0%	
% of public branches growing	68.0%	40.7%	

Employee headcount at month end

	May-21	May-20	Change	Apr-21	Change
In-market locations (branches & Onsites) - FTE	11,320	11,131	1.7%	11,260	0.5%
Non-in-market selling - FTE	1,998	1,873	6.7%	1,972	1.3%
Total selling personnel - FTE	13,318	13,004	2.4%	13,232	0.6%
Distribution/Transportation personnel - FTE	2,652	2,478	7.0%	2,629	0.9%
Manufacturing personnel - FTE	617	625	(1.3%)	612	0.8%
Administrative personnel - FTE	1,499	1,373	9.2%	1,513	(0.9%)
Total non-selling personnel - FTE	4,768	4,476	6.5%	4,754	0.3%
Total personnel - FTE	18,086	17,480	3.5%	17,986	0.6%
Total personnel - absolute	20,261	21,034	(3.7%)	20,401	(0.7%)

* 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: **Tuesday, July 13, 2021 at 6:00 AM (central time)**

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