

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

	2021	2020	Change
Net sales	\$ 491,705	469,506	4.7%
Business days	21	22	(4.5%)
Daily sales	\$ 23,415	21,341	9.7%
Impact of currency fluctuations	0.7%	(0.2%)	

			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	4.5%	1.4%	4.4%
Daily sales last month	\$ 24,244	23,834	
Change in daily sales since last month	(3.4%)	(10.5%)	(3.4%)

Daily sales growth by geography

			Calculated using US days and US dollars.
United States	8.2%	2.2%	
Canada/Mexico	20.5%	(0.4%)	
Rest of World	11.5%	27.3%	
Total Company	9.7%	2.6%	

Daily sales growth by end market

Manufacturing	22.5%	(5.5%)
Non-residential construction	9.5%	(9.6%)

Daily sales growth by product line

Fasteners	22.3%	(7.5%)
Safety	(5.4%)	38.0%
Other	9.0%	(3.6%)

Growth metrics by customer/channel type

Daily sales growth - national accounts	15.0%	2.0%	Daily sales growth rates are rounded to whole percentage rates.
Daily sales growth - non-national accounts	3.0%	3.0%	
% of Top 100 national accounts growing	72.0%	38.0%	
% of public branches growing	67.0%	46.2%	

Employee headcount at month end

	Jul-21	Jul-20	Change	Jun-21	Change
In-market locations (branches & Onsites) - FTE	11,338	11,307	0.3%	11,390	(0.5%)
Non-in-market selling - FTE	2,049	1,871	9.5%	2,021	1.4%
Total selling personnel - FTE	13,387	13,178	1.6%	13,411	(0.2%)
Distribution/Transportation personnel - FTE	2,686	2,585	3.9%	2,691	(0.2%)
Manufacturing personnel - FTE	629	632	(0.5%)	618	1.8%
Administrative personnel - FTE	1,528	1,386	10.2%	1,533	(0.3%)
Total non-selling personnel - FTE	4,843	4,603	5.2%	4,842	0.0%
Total personnel - FTE	18,230	17,781	2.5%	18,253	(0.1%)
Total personnel - absolute	20,320	20,400	(0.4%)	20,317	0.0%

* 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, September 7, 2021 at 6:00 AM (central time)**

Next earnings release date: **Tuesday, October 12, 2021 at 6:00 AM (central time)**