

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

	2022	2021	Change
Net sales	\$ 570,760	497,143	14.8%
Business days	21	22	
Daily sales	\$ 27,179	22,597	20.3%
Impact of currency fluctuations	(0.2%)	1.1%	

			Historical*
Daily sales in January	\$ 25,738	22,398	The historical figure represents the average from 2016 to 2019 and 2021.
Change in daily sales since January	5.6%	0.9%	
Daily sales last month	\$ 27,506	23,103	
Change in daily sales since last month	(1.2%)	(2.2%)	0.1%

Daily sales growth by geography

	2022	2021	Calculated using US days and US dollars.
United States	21.1%	(4.3%)	
Canada/Mexico	19.7%	50.1%	
Rest of World	3.7%	26.7%	
Total Company	20.3%	1.2%	

Daily sales growth by end market

	2022	2021
Manufacturing	25.7%	30.8%
Non-residential construction	13.4%	11.9%

Daily sales growth by product line

	2022	2021
Fasteners	25.5%	33.3%
Safety	16.7%	(40.9%)
Other	17.8%	16.0%

Growth metrics by customer/channel type

	2022	2021	Daily sales growth rates are rounded to whole percentage rates.
Daily sales growth - national accounts	26.0%	(5.0%)	
Daily sales growth - non-national accounts	14.0%	9.0%	
% of Top 100 national accounts growing	90.0%	71.0%	
% of public branches growing	75.9%	72.8%	

Employee headcount at month end

	Apr-22	Apr-21	Change	Mar-22	Change
In-market locations (branches & Onsites) - FTE	11,698	11,260	3.9%	11,644	0.5%
Non-in-market selling - FTE	2,262	1,972	14.7%	2,197	3.0%
Total selling personnel - FTE	13,960	13,232	5.5%	13,841	0.9%
Distribution/Transportation personnel - FTE	2,771	2,629	5.4%	2,856	(3.0%)
Manufacturing personnel - FTE	658	612	7.5%	656	0.3%
Organizational support personnel - FTE**	1,579	1,513	4.4%	1,605	(1.6%)
Total non-selling personnel - FTE	5,008	4,754	5.3%	5,117	(2.1%)
Total personnel - FTE	18,968	17,986	5.5%	18,958	0.1%
Total personnel - absolute	21,306	20,401	4.4%	21,167	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.

** Organizational support personnel consists of: (1) Sales & Growth Driver Support personnel (35%-40% of category), which includes sourcing, purchasing, supply chain, product development, etc.; (2) Information Technology personnel (30%-35% of category); (3) Administrative Support personnel (25%-30% of category), which includes human resources, Fastenal School of Business, accounting and finance, senior management, etc.

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: **Monday, June 6, 2022 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, July 13, 2022 at 6:00 AM (central time)**