FASTENAL®

MAY 2022 INFORMATION WEB RELEASE

Release date: 6/6/22

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

		2022	2021	Change
Net sales	$	589,207	477,232	**23.5%**
Business days		21	20	
Daily sales	$	**28,057**	**23,862**	**17.6%**
Impact of currency fluctuations		(0.7%)	1.5%	

				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		9.0%	6.5%	6.5%	
Daily sales last month	$	27,179	22,597		
Change in daily sales since last month		3.2%	5.6%	2.2%	

Daily sales growth by geography			
United States	19.1%	(6.1%)	Calculated using US days and US dollars.
Canada/Mexico	14.7%	32.1%	
Rest of World	(5.8%)	(23.1%)	
Total Company	17.6%	(3.2%)	

Daily sales growth by end market		
Manufacturing	22.4%	18.9%
Non-residential construction	10.7%	4.4%

Daily sales growth by product line		
Fasteners	20.0%	28.2%
Safety	15.6%	(44.1%)
Other	16.1%	12.5%

Growth metrics by customer/channel type			
Daily sales growth - national accounts	22.0%	(4.0%)	Daily sales growth rates are rounded to whole percentage rates.
Daily sales growth - non-national accounts	12.0%	(2.0%)	
% of Top 100 national accounts growing	87.0%	66.0%	
% of public branches growing	71.9%	68.0%	

Employee headcount at month end	**May-22**	**May-21**	**Change**	**Apr-22**	**Change**
In-market locations (branches & Onsites) - FTE	11,836	11,320	4.6%	11,698	1.2%
Non-in-market selling - FTE	2,279	1,998	14.1%	2,262	0.8%
Total selling personnel - FTE	14,115	13,318	6.0%	13,960	1.1%
Distribution/Transportation personnel - FTE	2,839	2,652	7.1%	2,771	2.5%
Manufacturing personnel - FTE	669	617	8.4%	658	1.7%
Organizational support personnel - FTE**	1,604	1,499	7.0%	1,579	1.6%
Total non-selling personnel - FTE	5,112	4,768	7.2%	5,008	2.1%
Total personnel - FTE	19,227	18,086	6.3%	18,968	1.4%
Total personnel - absolute	21,444	20,261	5.8%	21,306	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.

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