



## OCTOBER 2022 INFORMATION WEB RELEASE

Release date: 11/4/22

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

	2022	2021	Change
<b>Net sales</b>	\$ 603,749	531,689	<b>13.6%</b>
Business days	21	21	
<b>Daily sales</b>	\$ <b>28,750</b>	<b>25,319</b>	<b>13.6%</b>
Impact of currency fluctuations	(1.1%)	0.5%	

			Historical*
Daily sales in January	\$ 25,738	22,398	
Change in daily sales since January	11.7%	13.0%	9.5%
Daily sales last month	\$ 28,781	25,309	
Change in daily sales since last month	(0.1%)	0.0%	(2.1%)

Historical figures represent the averages from 2016 to 2019 and 2021.

### Daily sales growth by geography

			Calculated using US days and US dollars.
United States	14.1%	13.0%	
Canada/Mexico	15.2%	20.0%	
Rest of World	(5.7%)	21.9%	
Total Company	13.6%	14.1%	

### Daily sales growth by end market

Manufacturing	19.0%	22.9%
Non-residential construction	1.2%	14.2%

### Daily sales growth by product line

Fasteners	12.2%	23.2%
Safety	14.7%	2.9%
Other	14.1%	12.3%

### Growth metrics by customer/channel type

Daily sales growth - national accounts	19.0%	18.0%	Daily sales growth rates are rounded to whole percentage rates.
Daily sales growth - non-national accounts	7.0%	8.0%	
% of Top 100 national accounts growing	82.0%	75.0%	
% of public branches growing	66.8%	72.3%	

Employee headcount at month end	Oct-22	Oct-21	Change	Sep-22	Change
In-market locations (branches & Onsites) - FTE	12,002	11,318	6.0%	11,897	0.9%
Non-in-market selling - FTE	2,421	2,071	16.9%	2,387	1.4%
Total selling personnel - FTE	14,423	13,389	7.7%	14,284	1.0%
Distribution/Transportation personnel - FTE	2,946	2,753	7.0%	2,889	2.0%
Manufacturing personnel - FTE	675	626	7.8%	671	0.6%
Organizational support personnel - FTE**	1,695	1,542	9.9%	1,675	1.2%
Total non-selling personnel - FTE	5,316	4,921	8.0%	5,235	1.5%
Total personnel - FTE	19,739	18,310	7.8%	19,519	1.1%
Total personnel - absolute	22,210	20,368	9.0%	22,025	0.8%

\* 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: **Tuesday, December 6, 2022 at 6:00 AM (central time)**

Next earnings release date: **Thursday, January 19, 2023 at 6:00 AM (central time)**