

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

		2021	2020	Change
Net sales	\$	524,168	441,029	18.9%
Business days		21	20	5.0%
Daily sales	\$	24,960	22,051	13.2%
Impact of currency fluctuations		0.2%	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		11.4%	4.8%	
Daily sales last month	\$	25,319	22,189	
Change in daily sales since last month		(1.4%)	(0.6%)	(4.0%)

Daily sales growth by geography

				Calculated using US days and US dollars.
United States		12.8%	5.4%	
Canada/Mexico		14.1%	9.7%	
Rest of World		17.9%	28.7%	
Total Company		13.2%	6.8%	

Daily sales growth by end market

Manufacturing		22.6%	1.4%
Non-residential construction		16.6%	(10.2%)

Daily sales growth by product line

Fasteners		23.7%	(1.7%)
Safety		0.4%	35.9%
Other		11.7%	1.7%

Growth metrics by customer/channel type

Daily sales growth - national accounts		19.0%	8.0%	Daily sales growth rates are rounded to whole percentage rates.
Daily sales growth - non-national accounts		6.0%	6.0%	
% of Top 100 national accounts growing		78.0%	36.0%	
% of public branches growing		71.3%	52.2%	

Employee headcount at month end

	Nov-21	Nov-20	Change	Oct-21	Change
In-market locations (branches & Onsites) - FTE	11,365	11,272	0.8%	11,318	0.4%
Non-in-market selling - FTE	2,072	1,908	8.6%	2,071	0.0%
Total selling personnel - FTE	13,437	13,180	1.9%	13,389	0.4%
Distribution/Transportation personnel - FTE	2,713	2,603	4.2%	2,753	(1.5%)
Manufacturing personnel - FTE	621	613	1.3%	626	(0.8%)
Administrative personnel - FTE	1,561	1,440	8.4%	1,542	1.2%
Total non-selling personnel - FTE	4,895	4,656	5.1%	4,921	(0.5%)
Total personnel - FTE	18,332	17,836	2.8%	18,310	0.1%
Total personnel - absolute	20,523	20,357	0.8%	20,368	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.

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, January 19, 2022 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, January 19, 2022 at 6:00 AM (central time)**