

**Fastenal Company and Subsidiaries**

(Dollar amounts in thousands)	2024	2023	Change	
<b>Net sales</b>	\$633,836	573,498	<b>10.5%</b>	Daily sales - Net sales divided by the number of business days in the US.
Business days	22	20	10.0%	
<b>Daily sales</b>	<b>\$28,811</b>	<b>\$28,675</b>	<b>0.5%</b>	
Impact of currency fluctuations	(0.3%)	(0.0%)		

			Historical	
Daily sales in January	\$29,085	28,630		Historical figures are an average from 2018, 2019, and 2021 to 2023. 2020 is excluded as COVID-related surge activity makes the period unrepresentative of normal trends.
Change in daily sales since January	(0.9%)	0.2%	4.8%	
Daily sales last month	\$30,413	29,450		
Change in daily sales since last month	(5.3%)	(2.6%)	(3.2%)	

			Current Month	
Daily sales growth by geography			% of Sales	
United States	0.1%	3.1%	82.9%	Calculated using US days and US dollars.
Canada/Mexico	2.8%	9.7%	14.0%	
Rest of World	0.3%	(4.5%)	3.1%	
Total Company	0.5%	3.7%		

			Current Month	
Daily sales growth by end market			% of Sales	
Heavy Manufacturing	(1.0%)	9.8%	42.6%	
Other Manufacturing	4.5%	3.1%	32.6%	
Non-residential Construction	(4.6%)	(9.5%)	8.6%	
Reseller	(14.9%)	(6.3%)	5.1%	
Other End Markets	5.4%	4.1%	11.1%	

			Current Month	
Daily sales growth by product line			% of Sales	
Fasteners	(6.3%)	(1.9%)	30.2%	
Safety	7.5%	8.3%	22.9%	
Other	1.6%	6.6%	46.9%	

**Growth metrics by customer/channel type**

% of Top 100 national accounts growing	48.0%	66.0%		Daily sales growth rates are rounded to whole percentage rates.
% of in-market locations growing	46.5%	53.3%		
Daily sales growth - national accounts	4.0%	8.0%		
Daily sales growth - non-national accounts	(6.0%)	(2.0%)		
Daily sales growth - FMI	7.0%	15.0%		FMI - Fastenal Managed Inventory
Daily sales growth - eBusiness*	27.0%	45.0%		

Employee headcount at month end	Jul-24	Jul-23	Change	Jun-24	Change
Selling personnel - FTE**	15,196	14,878	2.1%	15,386	(1.2%)
Distribution/Transportation personnel - FTE	3,057	2,943	3.9%	3,172	(3.6%)
Manufacturing personnel - FTE	708	720	(1.7%)	721	(1.8%)
Organizational support personnel - FTE**	1,978	1,871	5.7%	1,970	0.4%
<b>Total personnel - FTE</b>	<b>20,939</b>	<b>20,412</b>	<b>2.6%</b>	<b>21,249</b>	<b>(1.5%)</b>
<b>Total personnel - absolute</b>	<b>23,625</b>	<b>22,897</b>	<b>3.2%</b>	<b>23,629</b>	<b>0.0%</b>

FTE - Full-time equivalent headcount.

\* Our eBusiness includes eProcurement activities [e.g., integrated transactions, including electronic data interchange (EDI)] and eCommerce (transactional website sales). Growth of our eBusiness reflects both new sales that enhance our growth rate and a shift in existing sales from non-digital to digital processes that improves efficiency.

\*\* Of our Selling Personnel, 80%-85% are attached to a specific in-market location. 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 (35%-40% of category); (3) Administrative Support personnel (20%-25% of category), which includes human resources, Fastenal School of Business, accounting and finance, senior management, etc.

Next monthly sales release date: **Friday, September 6, 2024 at 6:00 AM (central time)**

Next earnings release date: **Friday, October 11, 2024 at 6:00 AM (central time)**