



**AUGUST 2017 INFORMATION WEB RELEASE**

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

Release date: 9/7/17

|                                   | 2017             | 2016          | Change       |
|-----------------------------------|------------------|---------------|--------------|
| <b>Net sales</b>                  | \$ 411,486       | 364,874       | <b>12.8%</b> |
| Business days                     | 23               | 23            | 0.0%         |
| <b>Daily sales</b>                | \$ <b>17,891</b> | <b>15,864</b> | <b>12.8%</b> |
| Impact of acquisitions            | 1.3%             | 0.7%          |              |
| Impact of currency fluctuations   | 0.2%             | 0.0%          |              |
| Impact of Hurricane Harvey (est.) | -0.4% to -0.5%   |               |              |

|  | 2017               | 2016   | Historical 5-Year Average <sup>1</sup> |  |
|--|--------------------|--------|--|--|
| Daily sales in January                 | \$ 16,002          | 15,418 |  | <sup>1</sup> The 'Historical 5-year Average' includes the years 2012 to 2016.  |
| Change in daily sales since January    | 11.8% <sup>2</sup> | 2.9%   | 8.3%                                   | <sup>2</sup> Inclusion of Manufacturers Supply Company ('Mansco'), which we acquired in March 2017, added 1.3pps to the change in daily sales since January. |
| Daily sales last month                 | \$ 17,498          | 15,498 |  |  |
| Change in daily sales since last month | 2.2%               | 2.4%   | 3.8%                                   |  |

| <b>Daily sales growth by geography</b> | 2017  | 2016  |
|--|-------|-------|
| United States                          | 12.2% | -0.7% |
| Total North America                    | 12.6% | 0.2%  |
| Total Company                          | 12.8% | 0.3%  |

| <b>Daily sales growth by end market</b> <sup>3</sup> | 2017  | 2016 * |   |
|--|-------|--------|---|
| Manufacturing  | 14.6% | -0.3%  | <sup>3</sup> Inclusion of Mansco, which we acquired in March 2017, added 2.0pps to the daily sales growth of manufacturing. |
| Non-residential construction                         | 6.4%  | -0.6%  |   |

| <b>Daily sales growth by product line</b> | 2017  | 2016  |   |
|---|-------|-------|---|
| Fasteners <sup>4</sup>                    | 12.2% | -4.1% | <sup>4</sup> Inclusion of Mansco, which we acquired in March 2017, added 3.8pps to the daily sales growth of fasteners. |
| Other                                     | 13.3% | 3.1%  |   |

| <b>Number of public branches opened</b> | 2017  | 2016  |
|---|-------|-------|
| Quarter-to-date                         | 3     | 5     |
| Year-to-date                            | 13    | 32    |
| Number of branch locations              | 2,454 | 2,610 |

| <b>Employee headcount at month end</b> | 2017 **       | 2016          | Change      |
|--|---------------|---------------|-------------|
| Branch and Onsite personnel - FTE      | 11,694        | 11,394        | 2.6%        |
| Non-branch selling personnel - FTE     | 1,638         | 1,563         | 4.8%        |
| Total selling personnel - FTE          | 13,332        | 12,957        | 2.9%        |
| Distribution personnel - FTE           | 2,541         | 2,493         | 1.9%        |
| Manufacturing personnel - FTE          | 604           | 590           | 2.4%        |
| Administrative personnel - FTE         | 1,102         | 1,090         | 1.1%        |
| Total non-selling personnel - FTE      | 4,247         | 4,173         | 1.8%        |
| Total personnel - FTE                  | 17,579        | 17,130        | 2.6%        |
| <b>Total personnel - absolute</b>      | <b>20,111</b> | <b>19,891</b> | <b>1.1%</b> |

| Absolute Headcount Change-12M | Absolute Headcount Change-YTD |
|-------------------------------|-------------------------------|
| 1.0%                          | 319                           |
| 4.1%                          | 92                            |
| 1.3%                          | 411                           |
| 0.1%                          | -25                           |
| 2.1%                          | 33                            |
| 0.4%                          | 68                            |
| 0.4%                          | 76                            |
| 1.1%                          | 487                           |

**Comments:**

\* In July 2017, we reclassified certain end market designations. This resulted in modest changes to the August 2016 end market rates of change.

\*\* The August 2017 headcount includes 115 branch and Onsite FTE (123 absolute headcount) in connection with the acquisition of Mansco.

**Definitions in release:**

Net sales - Net sales for the period indicated.

Daily sales - Net sales divided by the number of business days in the United States.

FTE - Full-time equivalent headcount.

Change 12M - Twelve month change. / Change YTD - Year-to-date change.

Next monthly sales release date: **Wednesday, October 11, 2017 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, October 11, 2017 at 6:00 AM (central time)**