



MARCH 2018 INFORMATION WEB RELEASE

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

Release date: 4/11/18

	2018	2017	Change
Net sales	\$ 418,632	386,898	8.2%
Business days	22	23	-4.3%
Daily sales *	\$ 19,029	16,822	13.1%
Impact of acquisitions	1.2%	0.0%	
Impact of currency fluctuations	0.5%	-0.2%	

			Historical 5-Year Average¹
Daily sales in January	\$ 17,926	16,002	
Change in daily sales since January	6.2%	5.1%	5.1%
Daily sales last month	\$ 18,639	16,238	
Change in daily sales since last month	2.1%	3.6%	3.9%

¹ The 'Historical 5-year Average' includes the years 2013 to 2017.

Daily sales growth by geography

United States	11.7%	7.6%
Total North America	12.7%	8.1%
Total Company	13.1%	8.4%

Daily sales growth by end market **

Manufacturing ²	14.0%	8.4%
Non-residential construction	10.9%	6.6%

² Inclusion of Manufacturers Supply Company ('Mansco'), which we acquired in March 2017, added 1.8pps to the 2018 daily sales growth of manufacturing.

Daily sales growth by product line

Fasteners ³	12.4%	2.6%
Other	14.1%	11.8%

³ Inclusion of Mansco, which we acquired in March 2017, added 3.5pps to the 2018 daily sales growth of fasteners.

Growth metrics by customer/channel type ***

Daily sales growth - national accounts	18.0%	12.0%
Daily sales growth - non-national accounts	7.0%	7.0%
% of Top 100 national accounts growing	79.0%	67.0%
% of public branches growing	66.6%	61.9%

Employee headcount at month end ****	2018	2017	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Branch and Onsite personnel - FTE	11,878	11,197	6.1%	4.4%	321
Non-branch selling personnel - FTE	1,717	1,535	11.9%	11.7%	51
Total selling personnel - FTE	13,595	12,732	6.8%	5.2%	372
Distribution personnel - FTE	2,598	2,407	7.9%	5.8%	-3
Manufacturing personnel - FTE	637	590	8.0%	9.3%	20
Administrative personnel - FTE	1,174	1,027	14.3%	15.3%	48
Total non-selling personnel - FTE	4,409	4,024	9.6%	8.3%	65
Total personnel - FTE	18,004	16,756	7.4%	6.0%	437
Total personnel - absolute	21,002	19,822	6.0%		

Comments:

* The timing of Good Friday shifted into March in 2018 from April in 2017.

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

*** Daily sales growth rates are rounded to whole percentage rates.

**** The March 2018 headcount includes 111 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: **Friday, May 4, 2018 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, July 11, 2018 at 6:00 AM (central time)**