



DECEMBER 2017 INFORMATION WEB RELEASE

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

Release date: 1/17/18

	2017	2016	Change
Net sales	\$ 323,292	295,851	9.3%
Business days	20	21	-4.8%
Daily sales	\$ 16,165	14,088	14.7%
Impact of acquisitions	1.4%	0.0%	
Impact of currency fluctuations	0.5%	-0.1%	

	2017	2016	Historical 5-Year Average ¹	
Daily sales in January	\$ 16,002	15,418		¹ The 'Historical 5-year Average' includes the years 2012 to 2016.
Change in daily sales since January	1.0% ²	-8.6%	-3.5%	² 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	\$ 17,404	15,086		
Change in daily sales since last month	-7.1%	-6.6%	-6.9%	

Daily sales growth by geography	2017	2016
United States	13.4%	1.9%
Total North America	14.5%	2.9%
Total Company	14.7%	3.2%

Daily sales growth by end market ³	2017	2016*	
Manufacturing	16.2%	4.2%	³ Inclusion of Mansco, which we acquired in March 2017, added 2.1pps to the daily sales growth of manufacturing.
Non-residential construction	11.9%	-1.7%	

Daily sales growth by product line	2017	2016	
Fasteners ⁴	14.0%	-2.7%	⁴ Inclusion of Mansco, which we acquired in March 2017, added 4.2pps to the daily sales growth of fasteners.
Other	15.5%	7.1%	

Number of public branches opened	2017	2016
Quarter-to-date	3	5
Year-to-date	18	40
Number of branch locations	2,383	2,503

Employee headcount at month end	2017**	2016	Change
Branch and Onsite personnel - FTE	11,549	10,797	7.0%
Non-branch selling personnel - FTE	1,676	1,528	9.7%
Total selling personnel - FTE	13,225	12,325	7.3%
Distribution personnel - FTE	2,525	2,330	8.4%
Manufacturing personnel - FTE	619	571	8.4%
Administrative personnel - FTE	1,150	1,039	10.7%
Total non-selling personnel - FTE	4,294	3,940	9.0%
Total personnel - FTE	17,519	16,265	7.7%
Total personnel - absolute	20,565	19,624	4.8%

Absolute Headcount Change-12M	Absolute Headcount Change-YTD
3.5%	458
8.6%	136
4.1%	594
5.1%	172
9.8%	58
10.8%	117
6.8%	347
4.8%	941

Comments:

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

** The December 2017 headcount includes 120 branch and Onsite FTE (127 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: **Tuesday, February 6, 2018 at 6:00 AM (central time)**

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