FASTENAL®

OCTOBER 2026 INFORMATION WEB RELEASE

Release date: 11/5/26

Fastenal Company and Subsidiaries (Dollar amounts in thousands)	2026	2025	Change	
Net sales	$863,499	$771,008	**12.0%**	Daily sales - Net sales divided by the number of business days in the US.
Business days	22	23	(4.3%)	
Daily sales	**$39,250**	**$33,522**	**17.1%**	
Impact of currency fluctuations	(0.1%)	0.0%		

			Historical	
Daily sales in January	$33,194	29,647		Historical figures are an average from 2021 - 2025.
Change in daily sales since January	18.2%	13.1%	8.7%	
Daily sales last month	$39,304	$34,364		
Change in daily sales since last month	(0.1%)	(2.5%)	(1.8%)	

Daily sales growth by geography			**Current Month % of Sales**	
United States	16.5%	11.1%	82.9%	Calculated using US days and US dollars.
Canada/Mexico	20.9%	9.9%	13.8%	
All other foreign countries	16.1%	22.7%	3.3%	
Total company	17.1%	11.3%		

Daily sales growth by end market			**Current Month % of Sales**	
Heavy manufacturing	22.8%	11.5%	44.9%	
Other manufacturing	14.8%	13.2%	31.7%	
Non-residential construction	18.3%	10.9%	8.5%	
Other end markets	7.4%	7.3%	14.9%	

Daily sales growth by customer usage			**Current Month % of Sales**	
Direct fasteners/hardware	18.1%	12.0%	21.2%	
Direct cutting tools and abrasives	21.7%	16.1%	5.6%	
Direct non-fasteners/hardware	19.8%	15.2%	13.3%	
Total direct materials (production related)	19.1%	13.6%	40.1%	
Indirect fasteners/hardware	15.8%	13.6%	9.4%	
Indirect safety	14.0%	10.9%	20.5%	
Indirect non-fasteners/hardware and non-safety	17.4%	8.1%	30.0%	
Total indirect materials (MRO related)	16.0%	9.9%	59.9%	

Growth metrics by customer/channel type			
% of top 100 national accounts growing	71.0%	66.0%	Daily sales growth rates are rounded to whole percentage rates.
% of in-market locations growing	67.3%	63.9%	
Daily sales growth - contract customers	20.0%	13.0%	Contract sales include sales realized under national account, government, and local contracts.
Daily sales growth - non-contract customers	10.0%	6.0%	
Daily sales growth - eBusiness	15.0%	6.0%	
Daily sales growth - FMI	16.0%	17.0%	FMI – Fastenal Managed Inventory

Employee headcount at month end	**Oct-26**	**Oct-25**	**Change**	**Sep-26**	**Change**
Selling personnel - FTE*	15,445	15,450	0.0%	15,332	0.7%
Distribution/Transportation personnel - FTE	3,220	3,074	4.7%	3,162	1.8%
Manufacturing personnel - FTE	1,012	980	3.3%	1,016	(0.4%)
Organizational support personnel - FTE*	2,260	2,127	6.3%	2,239	0.9%
Total personnel - FTE	**21,937**	**21,631**	**1.4%**	**21,749**	**0.9%**
Total personnel - absolute	**24,792**	**24,539**	**1.0%**	**24,679**	**0.5%**

FTE - Full-time equivalent headcount.

* Of our Selling personnel, 80%-85% are attached to a specific in-market location. Organizational support personnel consists of: (1) Sales Support personnel (37%-42% of category), which includes sourcing, purchasing, supply chain, product development, etc.; (2) Information Technology personnel (34%-39% of category); and (3) Administrative Support personnel (22%-27% of category), which includes human resources, Fastenal School of Business, accounting and finance, senior management, etc.

Next monthly sales release date: **Friday, December 4, 2026 at 6:00 AM (central time)**
Next earnings release date: **Tuesday, January 19, 2027 at 6:00 AM (central time)**

Contact Information:
Fastenal Investor Relations
investorrelations@fastenal.com
507-453-8775