



Financial Report

2014 Q2 Supplemental Information

Date Released: 7/11/2014

The accompanying supplemental information is unaudited.

Fastener product line sales expressed as a % of net sales:

| Quarter | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|---------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 1st | 55.0% | 55.1% | 52.3% | 50.8% | 50.2% | 50.7% | 49.8% | 47.6% | 45.5% | 43.0% | 40.2% |
| 2nd | 55.8% | 54.3% | 51.6% | 51.5% | 51.0% | 49.7% | 49.7% | 47.9% | 45.2% | 43.1% | 40.6% |
| 3rd | 56.0% | 52.9% | 51.2% | 50.5% | 51.3% | 49.5% | 49.2% | 46.5% | 43.5% | 41.7% | |
| 4th | 55.4% | 52.7% | 51.0% | 50.0% | 51.2% | 49.9% | 48.0% | 45.8% | 42.9% | 40.6% | |

Average daily sales amount (in thousands):

| Month | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|-----------|---------|---------|---------|---------|----------|---------|---------|----------|----------|----------|----------|
| January | \$4,267 | \$5,385 | \$6,670 | \$7,508 | \$8,680 | \$7,945 | \$8,133 | \$9,658 | \$11,713 | \$12,494 | \$13,326 |
| February | \$4,431 | \$5,542 | \$6,722 | \$7,513 | \$8,641 | \$7,736 | \$8,075 | \$9,812 | \$11,774 | \$12,743 | \$13,726 |
| March | \$4,608 | \$5,646 | \$6,835 | \$7,897 | \$9,228 | \$7,626 | \$8,548 | \$10,501 | \$12,530 | \$13,171 | \$14,705 |
| April | \$4,643 | \$5,879 | \$7,004 | \$7,842 | \$9,181 | \$7,249 | \$8,600 | \$10,598 | \$12,433 | \$13,028 | \$14,325 |
| May | \$4,877 | \$5,996 | \$7,149 | \$8,095 | \$9,387 | \$7,444 | \$9,013 | \$11,050 | \$12,493 | \$13,156 | \$14,930 |
| June | \$5,021 | \$6,086 | \$7,339 | \$8,426 | \$9,767 | \$7,570 | \$9,169 | \$11,233 | \$12,808 | \$13,577 | \$15,298 |
| July | \$4,964 | \$6,044 | \$7,236 | \$8,243 | \$9,462 | \$7,297 | \$9,081 | \$11,117 | \$12,466 | \$12,830 | |
| August | \$5,054 | \$6,152 | \$7,425 | \$8,419 | \$9,800 | \$7,700 | \$9,399 | \$11,278 | \$12,628 | \$13,531 | |
| September | \$5,250 | \$6,659 | \$7,730 | \$8,790 | \$10,051 | \$7,957 | \$9,823 | \$11,667 | \$13,176 | \$13,924 | |
| October | \$5,325 | \$6,533 | \$7,571 | \$8,683 | \$9,719 | \$7,905 | \$9,675 | \$11,749 | \$12,545 | \$13,517 | |
| November | \$5,053 | \$6,152 | \$7,157 | \$8,243 | \$8,805 | \$7,745 | \$9,132 | \$11,160 | \$12,071 | \$13,063 | |
| December | \$4,787 | \$5,603 | \$6,594 | \$7,705 | \$7,706 | \$7,045 | \$8,515 | \$10,320 | \$11,326 | \$12,080 | |

Growth rate by age of store (daily basis):

| Quarter | 2004 | | 2005 | | 2006 | | 2007 | | 2008 | | 2009 | | 2010 | | 2011 | | 2012 | | 2013 | | 2014 | |
|---------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--|
| | 10+ years old | 10+ years old | 10+ years old | 10+ years old | 10+ years old | 10+ years old | 10+ years old | 10+ years old | 10+ years old | 10+ years old | 10+ years old | 10+ years old | 10+ years old | 10+ years old | 10+ years old | 10+ years old | 10+ years old | 10+ years old | 10+ years old | 10+ years old | 10+ years old | |
| 1st | | | | | 4.6% | 6.7% | -17.1% | 2.1% | 15.0% | 14.4% | 1.9% | 5.7% | | | | | | | | | | |
| 2nd | | | | | 3.8% | 9.7% | -26.6% | 16.4% | 16.6% | 9.1% | 1.3% | 9.4% | | | | | | | | | | |
| 3rd | | | | | 3.8% | 9.4% | -25.4% | 19.1% | 13.2% | 6.6% | 1.5% | | | | | | | | | | | |
| 4th | | | | | 5.4% | 1.5% | -16.8% | 12.9% | 15.9% | 2.9% | 3.8% | | | | | | | | | | | |
| Quarter | 2004 | | 2005 | | 2006 | | 2007 | | 2008 | | 2009 | | 2010 | | 2011 | | 2012 | | 2013 | | 2014 | |
| | 5+ years old | 5+ years old | 5+ years old | 5+ years old | 5+ years old | 5+ years old | 5+ years old | 5+ years old | 5+ years old | 5+ years old | 5+ years old | 5+ years old | 5+ years old | 5+ years old | 5+ years old | 5+ years old | 5+ years old | 5+ years old | 5+ years old | 5+ years old | 5+ years old | |
| 1st | 11.2% | 13.7% | 12.1% | 5.5% | 9.1% | -16.2% | 1.7% | 17.5% | 16.2% | 3.6% | 6.6% | | | | | | | | | | | |
| 2nd | 17.6% | 12.5% | 9.8% | 5.3% | 10.7% | -25.5% | 16.1% | 18.5% | 10.9% | 2.7% | 10.0% | | | | | | | | | | | |
| 3rd | 16.8% | 12.8% | 9.8% | 5.8% | 9.9% | -25.2% | 19.0% | 15.6% | 8.1% | 2.8% | | | | | | | | | | | | |
| 4th | 15.3% | 11.9% | 8.9% | 8.0% | 1.3% | -17.0% | 15.6% | 17.1% | 4.5% | 5.3% | | | | | | | | | | | | |

Store Count:

New Store Openings:

| Quarter | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|------------|------|------|------|------|------|------|------|------|------|------|------|
| 1st | 49 | 74 | 73 | 73 | 53 | 33 | 29 | 37 | 28 | 11 | 9 |
| 2nd | 78 | 62 | 59 | 50 | 59 | 9 | 16 | 38 | 25 | 22 | 8 |
| 3rd | 62 | 48 | 69 | 24 | 28 | 3 | 45 | 19 | 20 | 11 | |
| 4th | 30 | 38 | 44 | 14 | 21 | 24 | 37 | 28 | 7 | 9 | |
| Cumulative | 219 | 222 | 245 | 161 | 161 | 69 | 127 | 122 | 80 | 53 | 17 |

Closed/Converted Locations:

| Quarter | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|------------------------------------|------|------|------|------|------|------|------|------|------|------|------|
| 1st | 0 | 0 | 0 | 0 | 0 | -1 | -5 | -5 | -4 | -3 | -13 |
| 2nd | 0 | 0 | 0 | -1 | 0 | -1 | -2 | -2 | -1 | -4 | -8 |
| 3rd | 0 | 0 | 0 | 0 | 0 | -1 | 0 | -11 | -6 | -2 | |
| 4th | 0 | 0 | 0 | 0 | -8 | -7 | 0 | -10 | -5 | -7 | |
| Converted (Store to Customer-only) | 0 | 0 | 0 | 0 | -2 | -1 | -1 | 0 | 0 | -2 | 0 |
| Converted (Customer-only to Store) | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 1 | 3 | 0 | 1 |
| Cumulative | 0 | 0 | 0 | -1 | -10 | -11 | -6 | -27 | -13 | -18 | -20 |

Total Store Count:

| Quarter | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|---------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 1st | 1,363 | 1,607 | 1,828 | 2,073 | 2,213 | 2,342 | 2,392 | 2,522 | 2,611 | 2,660 | 2,683 |
| 2nd | 1,441 | 1,669 | 1,887 | 2,122 | 2,272 | 2,350 | 2,407 | 2,558 | 2,635 | 2,677 | 2,684 |
| 3rd | 1,503 | 1,717 | 1,956 | 2,146 | 2,300 | 2,352 | 2,453 | 2,566 | 2,650 | 2,686 | |
| 4th | 1,533 | 1,755 | 2,000 | 2,160 | 2,311 | 2,369 | 2,490 | 2,585 | 2,652 | 2,687 | |

Significant dates:

Fastenal Company anticipates publishing its consolidated net sales figures on the third business day of each month at this website; except for the net sales figures for the third month of a quarter, which is released with the quarterly earnings release.

Fastenal Company anticipates its 2014 Annual Report on Form 10-K will be filed with the Securities and Exchange Commission in February 2015.

Fastenal Company anticipates its Quarterly Reports on Form 10-Q will be filed with the Securities and Exchange Commission within 30 days of the end of the quarter.