

## **Financial Report**

## 2012 Q4 Supplemental Information

Date Released: 1/17/2013

The accompanying supplemental information is unaudited.

Date Neicasca. 1/17/2015											auunteu.
Fastener product line sales e	expressed as a %	of net sales:									
Quarter	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
1st	57.5%*	55.2%	55.0%	55.1%	52.3%	50.8%	50.2%	50.7%	49.8%	47.6%	45.5%
2nd	57.5%*	54.9%	55.8%	54.3%	51.6%	51.5%	51.0%	49.7%	49.7%	47.9%	45.2%
3rd	56.1%*	54.7%	56.0%	52.9%	51.2%	50.5%	51.3%	49.5%	49.2%	46.5%	43.5%
4th	55.6%*	54.6%	55.4%	52.7%	51.0%	50.0%	51.2%	49.9%	48.0%	45.8%	42.9%
* This percentage is calculate											
Average daily sales amount	(in thousands):										
<u>Month</u>	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
January	\$3,333	\$3,674	\$4,267	\$5,385	\$6,670	\$7,508	\$8,680	\$7,945	\$8,133	\$9,658	\$11,713
February	\$3,418	\$3,688	\$4,431	\$5,542	\$6,722	\$7,513	\$8,641	\$7,736	\$8,075	\$9,812	\$11,774
March	\$3,471	\$3,869	\$4,608	\$5,646	\$6,835	\$7,897	\$9,228	\$7,626	\$8,548	\$10,501	\$12,530
April	\$3,546	\$3,802	\$4,643	\$5,879	\$7,004	\$7,842	\$9,181	\$7,249	\$8,600	\$10,598	\$12,433
May	\$3,640	\$3,883	\$4,877	\$5,996	\$7,149	\$8,095	\$9,387	\$7,444	\$9,013	\$11,050	\$12,493
June	\$3,770	\$3,995	\$5,021	\$6,086	\$7,339	\$8,426	\$9,767	\$7,570	\$9,169	\$11,233	\$12,808
July	\$3,614	\$3,910	\$4,964	\$6,044	\$7,236	\$8,243	\$9,462	\$7,297	\$9,081	\$11,117	\$12,466
August	\$3,720	\$4,046	\$5,054	\$6,152	\$7,425	\$8,419	\$9,800	\$7,700	\$9,399	\$11,278	\$12,628
September	\$3,837	\$4,160	\$5,250	\$6,659	\$7,730	\$8,790	\$10,051	\$7,957	\$9,823	\$11,667	\$13,176
October	\$3,671	\$4,173	\$5,325	\$6,533	\$7,571	\$8,683	\$9,719	\$7,905	\$9,675	\$11,749	\$12,545
November	\$3,529	\$4,042	\$5,053	\$6,152	\$7,157	\$8,243	\$8,805	\$7,745	\$9,132	\$11,160	\$12,071
December	\$3,213	\$3,756	\$4,787	\$5,603	\$6,594	\$7,705	\$7,706	\$7,045	\$8,515	\$10,320	\$11,326
Growth rate by age of store	(daily basis):										
<u>Quarter</u>	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
	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 o
1st						4.6%	6.7%	-17.1%	2.1%	15.0%	14.4%
2nd						3.8%	9.7%	-26.6%	16.4%	16.6%	9.1%
3rd						3.8%	9.4%	-25.4%	19.1%	13.2%	6.6%
4th						5.4%	1.5%	-16.8%	12.9%	15.9%	2.9%
Quarter	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
	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	-5.8%	4.1%	11.2%	13.7%	12.1%	5.5%	9.1%	-16.2%	1.7%	17.5%	16.2%
2nd	1.0%	0.5%	17.6%	12.5%	9.8%	5.3%	10.7%	-25.5%	16.1%	18.5%	10.9%
3rd	3.2%	3.1%	16.8%	12.8%	9.8%	5.8%	9.9%	-25.2%	19.0%	15.6%	8.1%
4th	3.9%	7.1%	15.3%	11.9%	8.9%	8.0%	1.3%	-17.0%	15.6%	17.1%	4.5%
itore Count:											
New Store Openings:											
Quarter											
1st	2002	2003	2004	2005	2006	2007	2008	2009	2010	<u>2011</u>	2012
	<u>2002</u> 24	<u>2003</u> 36	<u>2004</u> 49	<u>2005</u> 74	<u>2006</u> 73	<u>2007</u> 73	<u>2008</u> 53	<u>2009</u> 33	<u>2010</u> 29	<u>2011</u> 37	<u>2012</u> 28
2nd											
2nd 3rd	24	36	49	74	73	73	53	33	29	37	28
	24 53	36 35	49 78	74 62	73 59	73 50	53 59	33 9	29 16	37 38	28 25
3rd	24 53 37	36 35 35	49 78 62	74 62 48	73 59 69	73 50 24	53 59 28	33 9 3	29 16 45	37 38 19	28 25 20
3rd 4th	24 53 37 30 144	36 35 35 45	49 78 62 30	74 62 48 38	73 59 69 44	73 50 24 14	53 59 28 21	33 9 3 24	29 16 45 37	37 38 19 28	28 25 20 7
3rd 4th Cumulative	24 53 37 30 144	36 35 35 45	49 78 62 30	74 62 48 38	73 59 69 44	73 50 24 14	53 59 28 21	33 9 3 24	29 16 45 37	37 38 19 28	28 25 20 7
3rd 4th Cumulative Closed/Converted Loca	24 53 37 30 144	36 35 35 45 151	49 78 62 30 219	74 62 48 38 222	73 59 69 44 245	73 50 24 14 161	53 59 28 21 161	33 9 3 24 69	29 16 45 37 127	37 38 19 28 122	28 25 20 7 80
3rd 4th Cumulative Closed/Converted Loca <u>Quarter</u>	24 53 37 30 144	36 35 35 45 151	49 78 62 30 219	74 62 48 38 222	73 59 69 44 245	73 50 24 14 161	53 59 28 21 161	33 9 3 24 69	29 16 45 37 127	37 38 19 28 122	28 25 20 7 80
3rd 4th Cumulative Closed/Converted Loca <u>Quarter</u> 1st	24 53 37 30 144	36 35 35 45 151	49 78 62 30 219	74 62 48 38 222 2005	73 59 69 44 245 2006	73 50 24 14 161	53 59 28 21 161 2008	33 9 3 24 69	29 16 45 37 127	37 38 19 28 122 2011 -5	28 25 20 7 80
3rd 4th Cumulative Closed/Converted Loca Quarter 1st 2nd 3rd 4th	24 53 37 30 144	36 35 35 45 151	49 78 62 30 219 2004 0	74 62 48 38 222 2005 0	73 59 69 44 245 2006 0	73 50 24 14 161 2007 0	53 59 28 21 161 2008 0	33 9 3 24 69 2009 -1 -1	29 16 45 37 127 2010 -5 -2	37 38 19 28 122 2011 -5 -2	28 25 20 7 80 2012 -4 -1
3rd 4th Cumulative Closed/Converted Loca Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only)	24 53 37 30 144 ations: 2002	36 35 35 45 151	49 78 62 30 219 2004 0 0	74 62 48 38 222 2005 0 0	73 59 69 44 245 2006 0	73 50 24 14 161 2007 0 -1 0	53 59 28 21 161 2008 0 0	33 9 3 24 69 2009 -1 -1	29 16 45 37 127 2010 -5 -2 0	37 38 19 28 122 2011 -5 -2 -11	28 25 20 7 80 2012 -4 -1 -6
3rd 4th Cumulative Closed/Converted Loca Quarter 1st 2nd 3rd 4th Converted (Store to	24 53 37 30 144 ations: 2002	36 35 35 45 151	49 78 62 30 219 2004 0 0	74 62 48 38 222 2005 0 0	73 59 69 44 245 2006 0 0	73 50 24 14 161 2007 0 -1 0	53 59 28 21 161 2008 0 0 0	33 9 3 24 69 2009 -1 -1 -1	29 16 45 37 127 2010 -5 -2 0	37 38 19 28 122 2011 -5 -2 -11	28 25 20 7 80 2012 -4 -1 -6
3rd 4th Cumulative Closed/Converted Loca Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-	24 53 37 30 144 ations: 2002	36 35 35 45 151	49 78 62 30 219 2004 0 0 0	74 62 48 38 222 2005 0 0 0	73 59 69 44 245 2006 0 0 0	73 50 24 14 161 2007 0 -1 0 0	53 59 28 21 161 2008 0 0 0 -8	33 9 3 24 69 2009 -1 -1 -1 -7	29 16 45 37 127 2010 -5 -2 0 0	37 38 19 28 122 2011 -5 -2 -11 -10	28 25 20 7 80 2012 -4 -1 -6 -5
3rd 4th Cumulative  Closed/Converted Loca Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store) Cumulative  Total Store Count:	24 53 37 30 144 ations: 2002	36 35 35 45 151 2003	49 78 62 30 219  2004 0 0 0 0 0 0	74 62 48 38 222 2005 0 0 0 0	73 59 69 44 245 2006 0 0 0 0	73 50 24 14 161  2007 0 -1 0 0 -1	53 59 28 21 161 2008 0 0 0 -8 -2 0	33 9 3 24 69 2009 -1 -1 -1 -7 -1	29 16 45 37 127 2010 -5 -2 0 0 -1 2	37 38 19 28 122 2011 -5 -2 -11 -10 0 1 -27	28 25 20 7 80 2012 -4 -1 -6 -5 0
3rd 4th Cumulative  Closed/Converted Loca Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store) Cumulative	24 53 37 30 144 ations: 2002	36 35 35 45 151 2003	49 78 62 30 219  2004 0 0 0 0 0 0 0 0 0	74 62 48 38 222 2005 0 0 0 0	73 59 69 44 245 2006 0 0 0 0	73 50 24 14 161  2007 0 -1 0 0 -1 1 2007	53 59 28 21 161 2008 0 0 0 -8 -2 0 -10	33 9 3 24 69 2009 -1 -1 -1 -7 -1 0 -11	29 16 45 37 127 2010 -5 -2 0 0 -1 2 -6	37 38 19 28 122 2011 -5 -2 -11 -10 0 1 -27	28 25 20 7 80 2012 -4 -1 -6 -5 0 3 -13
3rd 4th Cumulative  Closed/Converted Loca Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store) Cumulative  Total Store Count:	24 53 37 30 144 ations: 2002	36 35 35 45 151 2003	49 78 62 30 219  2004 0 0 0 0 0 0 0 0 2004 1363	74 62 48 38 222 2005 0 0 0 0 0 0	73 59 69 44 245 2006 0 0 0 0 0 0	73 50 24 14 161  2007 0 -1 0 0 -1 2007 2073	53 59 28 21 161 2008 0 0 0 -8 -2 0 -10	33 9 3 24 69 2009 -1 -1 -1 -7 -1 0 -11	29 16 45 37 127 2010 -5 -2 0 0 -1 2 -6	37 38 19 28 122 2011 -5 -2 -11 -10 0 1 -27	28 25 20 7 80 2012 -4 -1 -6 -5 0 3 -13
3rd 4th Cumulative  Closed/Converted Loca Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store) Cumulative  Total Store Count: Quarter	24 53 37 30 144 ations: 2002	36 35 35 45 151 2003	49 78 62 30 219  2004 0 0 0 0 0 0 2004 1363 1441	74 62 48 38 222 2005 0 0 0 0 0 0 0 0	73 59 69 44 245 2006 0 0 0 0 0 0 0	73 50 24 14 161  2007 0 -1 0 0 -1 1 2007	53 59 28 21 161 2008 0 0 0 -8 -2 0 -10	33 9 3 24 69 2009 -1 -1 -1 -7 -1 0 -11 2009 2342 2350	29 16 45 37 127 2010 -5 -2 0 0 -1 2 -6	37 38 19 28 122 2011 -5 -2 -11 -10 0 1 -27	28 25 20 7 80 2012 -4 -1 -6 -5 0 3 -13 2012 2611 2635
3rd 4th Cumulative  Closed/Converted Loca Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store) Cumulative  Total Store Count: Quarter 1st	24 53 37 30 144 ations: 2002	36 35 35 45 151 2003	49 78 62 30 219  2004 0 0 0 0 0 0 0 0 2004 1363	74 62 48 38 222 2005 0 0 0 0 0 0	73 59 69 44 245 2006 0 0 0 0 0 0	73 50 24 14 161  2007 0 -1 0 0 -1 2007 2073	53 59 28 21 161 2008 0 0 0 -8 -2 0 -10	33 9 3 24 69 2009 -1 -1 -1 -7 -1 0 -11	29 16 45 37 127 2010 -5 -2 0 0 -1 2 -6	37 38 19 28 122 2011 -5 -2 -11 -10 0 1 -27	28 25 20 7 80 2012 -4 -1 -6 -5 0 3 -13

## 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 2012 Annual Report on Form 10-K will be filed with the Securities and Exchange Commission in February 2013.

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.