

Financial Report

2014 Q1 Supplemental Information

Date Released: 4/11/2014

The accompanying supplemental information is unaudited.

stener product line sales ex	xpressed as a %	of net sales:									
<u>Quarter</u>	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%	47.0%	45.2%	43.0%	40.270
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%	
verage daily sales amount (in thousands):										
<u>Month</u>	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	\$13,72
March	\$4,608	\$5,646	\$6,835	\$7,897	\$9,228	\$7,626	\$8,548	\$10,501	\$12,530	\$13,171	\$14,70
April	\$4,643	\$5,879	\$7,004	\$7,842	\$9,181	\$7,249	\$8,600	\$10,598	\$12,433	\$13,028	
May	\$4,877	\$5,996	\$7,149	\$8,095	\$9,387	\$7,444	\$9,013	\$11,050	\$12,493	\$13,156	
June	\$5,021	\$6,086	\$7,339	\$8,426	\$9,767	\$7,570	\$9,169	\$11,233	\$12,808	\$13,577	
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	\$3,033 \$4,787	\$5,603	\$6,594	\$7,705	\$7,706	\$7,743 \$7,045	\$8,515	\$10,320	\$12,071	\$12,080	
		\$5,605	\$6,394	\$7,705	\$7,700	\$7,045	\$0,515	\$10,520	\$11,520	\$12,060	
owth rate by age of store (2005	2006	2007	2000	2000	2010	2011	2012	2012	2014
<u>Quarter</u>	2004	2005	<u>2006</u>	2007	2008	2009	2010	<u>2011</u>	<u>2012</u>	2013	2014
	10+ years old	10+ years old	10+ years old	10+ years old				10+ years old		-	10+ years
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%	
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%	
<u>Quarter</u>	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
<u>Quarter</u>			5+ years old	5+ years old	5+ years old			5+ years old			5+ years
1.0+	5+ years old 11.2%	5+ years old 13.7%	12.1%	5.5%	9.1%	5+ years old -16.2%	5+ years old 1.7%	17.5%	5+ years old 16.2%	5+ years old 3.6%	6.6%
1st 2nd	17.6%	12.5%	9.8%	5.3%	10.7%	-25.5%	16.1%	18.5%	10.2%	2.7%	0.076
3rd	16.8%	12.3%	9.8%	5.8%	9.9%	-25.2%	19.0%	15.6%	8.1%	2.7%	
4th	15.3%	11.9%	8.9%	8.0%	1.3%	-25.2%	15.6%	17.1%	4.5%	5.3%	
ore Count:				0.070						3.370	
ore Count: New Store Openings:				5.676						3.370	
	2004	2005	<u>2006</u>	2007	2008	2009	<u>2010</u>	<u>2011</u>	2012	2013	2014
New Store Openings: Quarter	2004	2005	2006	2007		2009			2012	2013	
New Store Openings: Quarter 1st	<u>2004</u> 49	<u>2005</u> 74	<u>2006</u> 73	<u>2007</u> 73	53	<u>2009</u> 33	29	37	2012 28	2013 11	<u>2014</u> 9
New Store Openings: Quarter 1st 2nd	<u>2004</u> 49 78	2005 74 62	<u>2006</u> 73 59	2007 73 50	53 59	2009 33 9	29 16	37 38	2012 28 25	2013 11 22	
New Store Openings: Quarter 1st 2nd 3rd	2004 49 78 62	2005 74 62 48	2006 73 59 69	2007 73 50 24	53 59 28	2009 33 9 3	29 16 45	37 38 19	2012 28 25 20	2013 11 22 11	
New Store Openings: Quarter 1st 2nd 3rd 4th	2004 49 78 62 30	2005 74 62 48 38	2006 73 59 69 44	2007 73 50 24 14	53 59 28 21	2009 33 9 3 24	29 16 45 37	37 38 19 28	2012 28 25 20 7	2013 11 22 11 9	9
New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative	2004 49 78 62 30 219	2005 74 62 48	2006 73 59 69	2007 73 50 24	53 59 28	2009 33 9 3	29 16 45	37 38 19	2012 28 25 20	2013 11 22 11	
New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Loca	2004 49 78 62 30 219	2005 74 62 48 38 222	2006 73 59 69 44 245	2007 73 50 24 14 161	53 59 28 21 161	2009 33 9 3 24 69	29 16 45 37 127	37 38 19 28 122	2012 28 25 20 7 80	2013 11 22 11 9	9
New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Loca Quarter	2004 49 78 62 30 219 tions:	2005 74 62 48 38 222	2006 73 59 69 44 245	2007 73 50 24 14 161	53 59 28 21 161	2009 33 9 3 24 69	29 16 45 37 127	37 38 19 28 122	2012 28 25 20 7 80	2013 11 22 11 9 53	9 9 <u>2014</u>
New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Loca Quarter 1st	2004 49 78 62 30 219 tions: 2004 0	2005 74 62 48 38 222 2005 0	2006 73 59 69 44 245 2006	2007 73 50 24 14 161 2007	53 59 28 21 161 2008	2009 33 9 3 24 69 2009	29 16 45 37 127 2010	37 38 19 28 122 2011 -5	2012 28 25 20 7 80	2013 11 22 11 9 53 2013	9
New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Loca Quarter 1st 2nd	2004 49 78 62 30 219 tions: 2004 0	2005 74 62 48 38 222 2005 0	2006 73 59 69 44 245 2006 0	2007 73 50 24 14 161 2007 0	53 59 28 21 161 2008 0	2009 33 9 3 24 69 2009 -1 -1	29 16 45 37 127 2010 -5 -2	37 38 19 28 122 2011 -5 -2	2012 28 25 20 7 80 2012 -4 -1	2013 11 22 11 9 53 2013 -3 -4	9 9 <u>2014</u>
New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Loca Quarter 1st 2nd 3rd	2004 49 78 62 30 219 tions: 2004 0	2005 74 62 48 38 222 2005 0	2006 73 59 69 44 245 2006 0	2007 73 50 24 14 161 2007 0 -1 0	53 59 28 21 161 2008 0 0	2009 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	2012 28 25 20 7 80 2012 -4 -1 -6	2013 11 22 11 9 53 2013 -3 -4 -2	9 9 <u>2014</u>
New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Loca Quarter 1st 2nd 3rd 4th 2nd 3rd 4th	2004 49 78 62 30 219 tions: 2004 0	2005 74 62 48 38 222 2005 0	2006 73 59 69 44 245 2006 0	2007 73 50 24 14 161 2007 0	53 59 28 21 161 2008 0	2009 33 9 3 24 69 2009 -1 -1	29 16 45 37 127 2010 -5 -2	37 38 19 28 122 2011 -5 -2	2012 28 25 20 7 80 2012 -4 -1	2013 11 22 11 9 53 2013 -3 -4	9 9 <u>2014</u>
New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Loca Quarter 1st 2nd 3rd 4th Converted (Store to	2004 49 78 62 30 219 tions: 2004 0 0	2005 74 62 48 38 222 2005 0 0	2006 73 59 69 44 245 2006 0 0	2007 73 50 24 14 161 2007 0 -1 0	53 59 28 21 161 2008 0 0 0	2009 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	2012 28 25 20 7 80 2012 -4 -1 -6 -5	2013 11 22 11 9 53 2013 -3 -4 -2 -7	9 9 <u>2014</u> -13
New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Loca Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only)	2004 49 78 62 30 219 tions: 2004 0	2005 74 62 48 38 222 2005 0	2006 73 59 69 44 245 2006 0	2007 73 50 24 14 161 2007 0 -1 0	53 59 28 21 161 2008 0 0	2009 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	2012 28 25 20 7 80 2012 -4 -1 -6	2013 11 22 11 9 53 2013 -3 -4 -2	9 9 <u>2014</u>
New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Loca Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-	2004 49 78 62 30 219 tions: 2004 0 0 0	2005 74 62 48 38 222 2005 0 0 0	2006 73 59 69 44 245 2006 0 0	2007 73 50 24 14 161 2007 0 -1 0 0	53 59 28 21 161 2008 0 0 0 -8	2009 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	2012 28 25 20 7 80 2012 -4 -1 -6 -5	2013 11 22 11 9 53 2013 -3 -4 -2 -7	9 9 2014 -13
New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Loca Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store)	2004 49 78 62 30 219 tions: 2004 0 0 0	2005 74 62 48 38 222 2005 0 0 0	2006 73 59 69 44 245 2006 0 0 0	2007 73 50 24 14 161 2007 0 -1 0 0	53 59 28 21 161 2008 0 0 0 -8 -2	2009 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	2012 28 25 20 7 80 2012 -4 -1 -6 -5	2013 11 22 11 9 53 2013 -3 -4 -2 -7	9 9 2014 -13
New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Loca Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store) Cumulative	2004 49 78 62 30 219 tions: 2004 0 0 0	2005 74 62 48 38 222 2005 0 0 0	2006 73 59 69 44 245 2006 0 0	2007 73 50 24 14 161 2007 0 -1 0 0	53 59 28 21 161 2008 0 0 0 -8	2009 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	2012 28 25 20 7 80 2012 -4 -1 -6 -5	2013 11 22 11 9 53 2013 -3 -4 -2 -7	9 9 2014 -13
New Store Openings: Quarter 1st 2nd 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:	2004 49 78 62 30 219 tions: 2004 0 0 0 0	2005 74 62 48 38 222 2005 0 0 0 0	2006 73 59 69 44 245 2006 0 0 0	2007 73 50 24 14 161 2007 0 -1 0 0	53 59 28 21 161 2008 0 0 0 -8 -2 0	2009 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	2012 28 25 20 7 80 2012 -4 -1 -6 -5 0 3 -13	2013 11 22 11 9 53 2013 -3 -4 -2 -7 -2 0 -18	9 2014 -13 0 0 -13
New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Loca Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store) Cumulative	2004 49 78 62 30 219 tions: 2004 0 0 0	2005 74 62 48 38 222 2005 0 0 0	2006 73 59 69 44 245 2006 0 0 0	2007 73 50 24 14 161 2007 0 -1 0 0	53 59 28 21 161 2008 0 0 0 -8 -2	2009 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	2012 28 25 20 7 80 2012 -4 -1 -6 -5	2013 11 22 11 9 53 2013 -3 -4 -2 -7	9 <u>2014</u> -13
New Store Openings: Quarter 1st 2nd 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:	2004 49 78 62 30 219 tions: 2004 0 0 0 0	2005 74 62 48 38 222 2005 0 0 0 0	2006 73 59 69 44 245 2006 0 0 0	2007 73 50 24 14 161 2007 0 -1 0 0	53 59 28 21 161 2008 0 0 0 -8 -2 0	2009 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	2012 28 25 20 7 80 2012 -4 -1 -6 -5 0 3 -13	2013 11 22 11 9 53 2013 -3 -4 -2 -7 -2 0 -18	9 2014 -13 0 0 -13
New Store Openings: Quarter 1st 2nd 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	2004 49 78 62 30 219 tions: 2004 0 0 0 0 0	2005 74 62 48 38 222 2005 0 0 0 0 0	2006 73 59 69 44 245 2006 0 0 0 0 0	2007 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	2009 33 9 3 24 69 2009 -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	2012 28 25 20 7 80 2012 -4 -1 -6 -5 0 3 -13	2013 11 22 11 9 53 2013 -3 -4 -2 -7 -2 0 -18	9 2014 -13 0 0 -13
New Store Openings: Quarter 1st 2nd 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	2004 49 78 62 30 219 tions: 2004 0 0 0 0 0 0 0 0 0 0	2005 74 62 48 38 222 2005 0 0 0 0 0 0 0 0	2006 73 59 69 44 245 2006 0 0 0 0 0 0 0 1,828	2007 73 50 24 14 161 2007 0 -1 0 0 0 -1 2007 2,073	53 59 28 21 161 2008 0 0 0 -8 -2 0 -10	2009 33 9 3 24 69 2009 -1 -1 -7 -1 0 -11 2009 2,342	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	2012 28 25 20 7 80 2012 -4 -1 -6 -5 0 3 -13	2013 11 22 11 9 53 2013 -3 -4 -2 -7 -2 0 -18	9 2014 -13 0 0 -13

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.