

Financial Report

2015 Q2 Supplemental Information

Date Released: 07/14/2015

 $\label{thm:companying} \textit{The accompanying supplemental information is unaudited.}$

Fastener product line sales expressed	d as a % of net sa	ales:								
<u>Quarter</u>	2006	2007	2008	2009	<u>2010</u>	<u>2011</u>	2012	<u>2013</u>	2014	2015
1st	52.3%	50.8%	50.2%	50.7%	49.8%	47.6%	45.5%	43.0%	40.2%	39.0%
2nd	51.6%	51.5%	51.0%	49.7%	49.7%	47.9%	45.2%	43.1%	40.6%	38.7%
3rd	51.2%	50.5%	51.3%	49.5%	49.2%	46.5%	43.5%	41.7%	40.3%	
4th	51.0%	50.0%	51.2%	49.9%	48.0%	45.8%	42.9%	40.6%	39.2%	
Average daily sales amount (in thous	ands):									
<u>Month</u>	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
 January	\$6,670	\$7,508	\$8,680	\$7,945	\$8,133	\$9,658	\$11,713	\$12,494	\$13,326	\$14,927
February	\$6,722	\$7,513	\$8,641	\$7,736	\$8,075	\$9,812	\$11,774	\$12,743	\$13,726	\$14,909
March	\$6,835	\$7,897	\$9,228	\$7,626	\$8,548	\$10,501	\$12,530	\$13,171	\$14,705	\$15,530
April	\$7,004	\$7,842	\$9,181	\$7,249	\$8,600	\$10,598	\$12,433	\$13,028	\$14,325	\$15,203
May	\$7,149	\$8,095	\$9,387	\$7,444	\$9,013	\$11,050	\$12,493	\$13,156	\$14,930	\$15,718
June	\$7,339	\$8,426	\$9,767	\$7,570	\$9,169	\$11,233	\$12,808	\$13,577	\$15,298	\$15,864
July	\$7,236	\$8,243	\$9,462	\$7,297	\$9,081	\$11,117	\$12,466	\$12,830	\$14,713	. ,
August	\$7,425	\$8,419	\$9,800	\$7,700	\$9,399	\$11,278	\$12,628	\$13,531	\$15,567	
September	\$7,730	\$8,790	\$10,051	\$7,957	\$9,823	\$11,667	\$13,176	\$13,924	\$15,725	
October	\$7,571	\$8,683	\$9,719	\$7,905	\$9,675	\$11,749	\$12,545	\$13,517	\$15,491	
November	\$7,157	\$8,243	\$8,805	\$7,745	\$9,132	\$11,160	\$12,071	\$13,063	\$15,068	
December	\$6,594	\$7,705	\$7,706	\$7,045	\$8,515	\$10,320	\$11,326	\$12,080	\$14,183	
Growth rate by age of store (daily bas		71/100	7.,	¥1,7515	7-7	7-0/	7/	7/	7/	
browth rate by age of store (daily bas	•	2007	2008	2009	2010	2011	2012	2013	2014	2015
0 .	<u>2006</u>	· 								
<u>Quarter</u>	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%	7.5%
2nd		3.8%	9.7%	-26.6%	16.4%	16.6%	9.1%	1.3%	9.4%	4.6%
3rd		3.8%	9.4%	-25.4%	19.1%	13.2%	6.6%	1.5%	12.2%	
4th		5.4%	1.5%	-16.8%	12.9%	15.9%	2.9%	3.8%	14.5%	
<u>Quarter</u>	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	12.1%	5.5%	9.1%	-16.2%	1.7%	17.5%	16.2%	3.6%	6.6%	7.6%
2nd	9.8%	5.3%	10.7%	-25.5%	16.1%	18.5%	10.9%	2.7%	10.0%	4.5%
3rd	9.8%	5.8%	9.9%	-25.2%	19.0%	15.6%	8.1%	2.8%	12.7%	
4th	8.9%	8.0%	1.3%	-17.0%	15.6%	17.1%	4.5%	5.3%	14.3%	
Store Count:										
	2006	2007	2000	2000	2040	2044	2042	2042	2011	2045
New Store Openings:	<u>2006</u>	2007	2008	2009	<u>2010</u>	<u>2011</u>	2012	2013	2014	<u>2015</u>
1st	73	73	53	33	29	37	28	11	9	2
1st 2nd	73 59	73 50	53 59	33 9	29 16	37 38	28 25	11 22	9 8	
1st 2nd 3rd	73 59 69	73 50 24	53 59 28	33 9 3	29 16 45	37 38 19	28 25 20	11 22 11	9 8 5	2
1st 2nd 3rd 4th	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	11 22 11 9	9 8 5 2	2 6
1st 2nd 3rd 4th Cumulative	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	11 22 11 9 53	9 8 5 2 24	2 6 8
1st 2nd 3rd 4th Cumulative Closed/Converted Locations:	73 59 69 44	73 50 24 14	53 59 28 21 161 2008	33 9 3 24	29 16 45 37 127 2010	37 38 19 28 122 2011	28 25 20 7	11 22 11 9	9 8 5 2 24 <u>2014</u>	2 6
1st 2nd 3rd 4th Cumulative Closed/Converted Locations: Closed Current Quarter	73 59 69 44 245 2006 0	73 50 24 14 161 2007 -1	53 59 28 21 161 2008	33 9 3 24 69 2009	29 16 45 37 127 2010	37 38 19 28 122 2011	28 25 20 7 80 2012	11 22 11 9 53 2013	9 8 5 2 24 2014 -8	2 6 8 <u>2015</u> -13
1st 2nd 3rd 4th Cumulative Closed/Converted Locations:	73 59 69 44 245 2006	73 50 24 14 161 2007	53 59 28 21 161 2008	33 9 3 24 69 2009	29 16 45 37 127 2010	37 38 19 28 122 2011	28 25 20 7 80 2012	11 22 11 9 53 2013	9 8 5 2 24 <u>2014</u>	2 6 8 <u>2015</u>
1st 2nd 3rd 4th Cumulative Closed/Converted Locations: Closed Current Quarter Closed (Year-to-date) Closed (Annual)	73 59 69 44 245 2006 0	73 50 24 14 161 2007 -1	53 59 28 21 161 2008	33 9 3 24 69 2009	29 16 45 37 127 2010	37 38 19 28 122 2011	28 25 20 7 80 2012	11 22 11 9 53 2013	9 8 5 2 24 2014 -8	2 6 8 <u>2015</u> -13
1st 2nd 3rd 4th Cumulative Closed/Converted Locations: Closed Current Quarter Closed (Year-to-date) Closed (Annual) Converted (Store to Customeronly)	73 59 69 44 245 2006 0	73 50 24 14 161 2007 -1	53 59 28 21 161 2008 0	33 9 3 24 69 2009 -1 -2	29 16 45 37 127 2010 -2 -7	37 38 19 28 122 2011 -2 -7	28 25 20 7 80 <u>2012</u> -1 -5	11 22 11 9 53 2013 -4	9 8 5 2 24 2014 -8 -21	2 6 8 <u>2015</u> -13
1st 2nd 3rd 4th Cumulative Closed/Converted Locations: Closed Current Quarter Closed (Year-to-date) Closed (Annual) Converted (Store to Customeronly) Converted (Customer-only to	73 59 69 44 245 2006 0	73 50 24 14 161 2007 -1 -1	53 59 28 21 161 2008 0 0	33 9 3 24 69 2009 -1 -2 -10	29 16 45 37 127 2010 -2 -7	37 38 19 28 122 2011 -2 -7 -28	28 25 20 7 80 2012 -1 -5 -16	11 22 11 9 53 2013 -4 -7 -16	9 8 5 2 24 2014 -8 -21	2 6 8 <u>2015</u> -13 -26
1st 2nd 3rd 4th Cumulative Closed/Converted Locations: Closed Current Quarter Closed (Year-to-date) Closed (Annual) Converted (Store to Customeronly)	73 59 69 44 245 2006 0 0	73 50 24 14 161 2007 -1 -1 0	53 59 28 21 161 2008 0 0 -8	33 9 3 24 69 2009 -1 -2 -10	29 16 45 37 127 2010 -2 -7 -7	37 38 19 28 122 2011 -2 -7 -28	28 25 20 7 80 2012 -1 -5 -16	11 22 11 9 53 2013 -4 -7 -16	9 8 5 2 24 2014 -8 -21 -73	2 6 8 2015 -13 -26
1st 2nd 3rd 4th Cumulative Closed/Converted Locations: Closed Current Quarter Closed (Year-to-date) Closed (Annual) Converted (Store to Customeronly) Converted (Customeronly to Store) Cumulative	73 59 69 44 245 2006 0 0 0	73 50 24 14 161 2007 -1 -1 0	53 59 28 21 161 2008 0 0 -8 -2	33 9 3 24 69 2009 -1 -2 -10	29 16 45 37 127 2010 -2 -7 -7	37 38 19 28 122 2011 -2 -7 -28	28 25 20 7 80 2012 -1 -5 -16	11 22 11 9 53 2013 -4 -7 -16	9 8 5 2 24 2014 -8 -21 -73	2 6 8 2015 -13 -26
1st 2nd 3rd 4th Cumulative Closed/Converted Locations: Closed Current Quarter Closed (Year-to-date) Closed (Annual) Converted (Store to Customeronly) Converted (Customeronly to Store) Cumulative Current quarter and year-end tot	73 59 69 44 245 2006 0 0 0 0 tal store count:	73 50 24 14 161 2007 -1 -1 0 0 -1	53 59 28 21 161 2008 0 0 -8 -2 0 -10	33 9 3 24 69 2009 -1 -2 -10 -1	29 16 45 37 127 2010 -2 -7 -7 -1 2 -6	37 38 19 28 122 2011 -2 -7 -28 0 1	28 25 20 7 80 2012 -1 -5 -16 0	11 22 11 9 53 2013 -4 -7 -16 -2 0 -18	9 8 5 2 24 2014 -8 -21 -73 -2 1	2 6 8 2015 -13 -26
1st 2nd 3rd 4th Cumulative Closed/Converted Locations: Closed Current Quarter Closed (Year-to-date) Closed (Annual) Converted (Store to Customeronly) Converted (Customeronly to Store) Cumulative	73 59 69 44 245 2006 0 0 0	73 50 24 14 161 2007 -1 -1 0	53 59 28 21 161 2008 0 0 -8 -2	33 9 3 24 69 2009 -1 -2 -10	29 16 45 37 127 2010 -2 -7 -7	37 38 19 28 122 2011 -2 -7 -28	28 25 20 7 80 2012 -1 -5 -16	11 22 11 9 53 2013 -4 -7 -16	9 8 5 2 24 2014 -8 -21 -73	2 6 8 2015 -13 -26

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 2015 Annual Report on Form 10-K will be filed with the Securities and Exchange Commission in February 2016.

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.