



## Financial Report

### 2013 Q4 Supplemental Information

Date Released: 1/15/2014

The accompanying supplemental information is unaudited.

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

Quarter	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
1st	55.2%	55.0%	55.1%	52.3%	50.8%	50.2%	50.7%	49.8%	47.6%	45.5%	43.0%
2nd	54.9%	55.8%	54.3%	51.6%	51.5%	51.0%	49.7%	49.7%	47.9%	45.2%	43.1%
3rd	54.7%	56.0%	52.9%	51.2%	50.5%	51.3%	49.5%	49.2%	46.5%	43.5%	41.7%
4th	54.6%	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	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
January	\$3,674	\$4,267	\$5,385	\$6,670	\$7,508	\$8,680	\$7,945	\$8,133	\$9,658	\$11,713	\$12,494
February	\$3,688	\$4,431	\$5,542	\$6,722	\$7,513	\$8,641	\$7,736	\$8,075	\$9,812	\$11,774	\$12,743
March	\$3,869	\$4,608	\$5,646	\$6,835	\$7,897	\$9,228	\$7,626	\$8,548	\$10,501	\$12,530	\$13,171
April	\$3,802	\$4,643	\$5,879	\$7,004	\$7,842	\$9,181	\$7,249	\$8,600	\$10,598	\$12,433	\$13,028
May	\$3,883	\$4,877	\$5,996	\$7,149	\$8,095	\$9,387	\$7,444	\$9,013	\$11,050	\$12,493	\$13,156
June	\$3,995	\$5,021	\$6,086	\$7,339	\$8,426	\$9,767	\$7,570	\$9,169	\$11,233	\$12,808	\$13,577
July	\$3,910	\$4,964	\$6,044	\$7,236	\$8,243	\$9,462	\$7,297	\$9,081	\$11,117	\$12,466	\$12,830
August	\$4,046	\$5,054	\$6,152	\$7,425	\$8,419	\$9,800	\$7,700	\$9,399	\$11,278	\$12,628	\$13,531
September	\$4,160	\$5,250	\$6,659	\$7,730	\$8,790	\$10,051	\$7,957	\$9,823	\$11,667	\$13,176	\$13,924
October	\$4,173	\$5,325	\$6,533	\$7,571	\$8,683	\$9,719	\$7,905	\$9,675	\$11,749	\$12,545	\$13,517
November	\$4,042	\$5,053	\$6,152	\$7,157	\$8,243	\$8,805	\$7,745	\$9,132	\$11,160	\$12,071	\$13,063
December	\$3,756	\$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	2003		2004		2005		2006		2007		2008		2009		2010		2011		2012		2013	
	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%							
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%							
Quarter	2003		2004		2005		2006		2007		2008		2009		2010		2011		2012		2013	
	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	4.1%	11.2%	13.7%	12.1%	5.5%	9.1%	-16.2%	1.7%	17.5%	16.2%	3.6%											
2nd	0.5%	17.6%	12.5%	9.8%	5.3%	10.7%	-25.5%	16.1%	18.5%	10.9%	2.7%											
3rd	3.1%	16.8%	12.8%	9.8%	5.8%	9.9%	-25.2%	19.0%	15.6%	8.1%	2.8%											
4th	7.1%	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	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
1st	36	49	74	73	73	53	33	29	37	28	11
2nd	35	78	62	59	50	59	9	16	38	25	22
3rd	35	62	48	69	24	28	3	45	19	20	11
4th	45	30	38	44	14	21	24	37	28	7	9
Cumulative	151	219	222	245	161	161	69	127	122	80	53

##### Closed/Converted Locations:

Quarter	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
1st		0	0	0	0	0	-1	-5	-5	-4	-3
2nd		0	0	0	-1	0	-1	-2	-2	-1	-4
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
Converted (Customer-only to Store)		0	0	0	0	0	0	2	1	3	0
Cumulative	-6	0	0	0	-1	-10	-11	-6	-27	-13	-18

##### Total Store Count:

Quarter	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
1st		1363	1607	1828	2073	2213	2342	2392	2522	2611	2660
2nd		1441	1669	1887	2122	2272	2350	2407	2558	2635	2677
3rd		1503	1717	1956	2146	2300	2352	2453	2566	2650	2686
4th	1314	1533	1755	2000	2160	2311	2369	2490	2585	2652	2687

#### 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 2013 Annual Report on Form 10-K will be filed with the Securities and Exchange Commission in February 2014.

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.