



**Fastenal Company and Subsidiaries (Fastenal)**  
(Dollar amounts in thousands)

Release date: 7/12/16

The accompanying supplemental information is unaudited.

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

| Quarter | 2007  | 2008  | 2009  | 2010  | 2011  | 2012  | 2013  | 2014  | 2015  | 2016  |
|---------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 1st     | 50.8% | 50.2% | 50.7% | 49.8% | 47.6% | 45.5% | 43.0% | 40.2% | 39.0% | 37.5% |
| 2nd     | 51.5% | 51.0% | 49.7% | 49.7% | 47.9% | 45.2% | 43.1% | 40.6% | 38.7% | 37.1% |
| 3rd     | 50.5% | 51.3% | 49.5% | 49.2% | 46.5% | 43.5% | 41.7% | 40.3% | 37.9% |       |
| 4th     | 50.0% | 51.2% | 49.9% | 48.0% | 45.8% | 42.9% | 40.6% | 39.2% | 37.4% |       |

**Daily sales:**

| Month     | 2007    | 2008     | 2009    | 2010    | 2011     | 2012     | 2013     | 2014     | 2015     | 2016     |
|-----------|---------|----------|---------|---------|----------|----------|----------|----------|----------|----------|
| January   | \$7,508 | \$8,680  | \$7,945 | \$8,133 | \$9,658  | \$11,713 | \$12,494 | \$13,326 | \$14,927 | \$15,418 |
| February  | \$7,513 | \$8,641  | \$7,736 | \$8,075 | \$9,812  | \$11,774 | \$12,743 | \$13,726 | \$14,909 | \$15,298 |
| March     | \$7,897 | \$9,228  | \$7,626 | \$8,548 | \$10,501 | \$12,530 | \$13,171 | \$14,705 | \$15,530 | \$15,525 |
| April     | \$7,842 | \$9,181  | \$7,249 | \$8,600 | \$10,598 | \$12,433 | \$13,028 | \$14,325 | \$15,203 | \$15,788 |
| May       | \$8,095 | \$9,387  | \$7,444 | \$9,013 | \$11,050 | \$12,493 | \$13,156 | \$14,930 | \$15,718 | \$15,890 |
| June      | \$8,426 | \$9,767  | \$7,570 | \$9,169 | \$11,233 | \$12,808 | \$13,577 | \$15,298 | \$15,864 | \$15,866 |
| July      | \$8,243 | \$9,462  | \$7,297 | \$9,081 | \$11,117 | \$12,466 | \$12,830 | \$14,713 | \$15,184 |          |
| August    | \$8,419 | \$9,800  | \$7,700 | \$9,399 | \$11,278 | \$12,628 | \$13,531 | \$15,567 | \$15,812 |          |
| September | \$8,790 | \$10,051 | \$7,957 | \$9,823 | \$11,667 | \$13,176 | \$13,924 | \$15,725 | \$15,674 |          |
| October   | \$8,683 | \$9,719  | \$7,905 | \$9,675 | \$11,749 | \$12,545 | \$13,517 | \$15,491 | \$15,363 |          |
| November  | \$8,243 | \$8,805  | \$7,745 | \$9,132 | \$11,160 | \$12,071 | \$13,063 | \$15,068 | \$14,909 |          |
| December  | \$7,705 | \$7,706  | \$7,045 | \$8,515 | \$10,320 | \$11,326 | \$12,080 | \$14,183 | \$13,650 |          |

**Daily sales growth by age of store:**

| Quarter | 2007          | 2008          | 2009          | 2010          | 2011          | 2012          | 2013          | 2014          | 2015          | 2016          |
|---------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|         | 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%          | 1.0%          |
| 2nd     | 3.8%          | 9.7%          | -26.6%        | 16.4%         | 16.6%         | 9.1%          | 1.3%          | 9.4%          | 4.6%          | 0.0%          |
| 3rd     | 3.8%          | 9.4%          | -25.4%        | 19.1%         | 13.2%         | 6.6%          | 1.5%          | 12.2%         | 1.4%          |               |
| 4th     | 5.4%          | 1.5%          | -16.8%        | 12.9%         | 15.9%         | 2.9%          | 3.8%          | 14.5%         | -2.4%         |               |
| Quarter | 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     | 5.5%          | 9.1%          | -16.2%        | 1.7%          | 17.5%         | 16.2%         | 3.6%          | 6.6%          | 7.6%          | 0.4%          |
| 2nd     | 5.3%          | 10.7%         | -25.5%        | 16.1%         | 18.5%         | 10.9%         | 2.7%          | 10.0%         | 4.5%          | 0.0%          |
| 3rd     | 5.8%          | 9.9%          | -25.2%        | 19.0%         | 15.6%         | 8.1%          | 2.8%          | 12.7%         | 1.1%          |               |
| 4th     | 8.0%          | 1.3%          | -17.0%        | 15.6%         | 17.1%         | 4.5%          | 5.3%          | 14.3%         | -2.8%         |               |

**Store Count:**

| New Store Openings:                             | 2007  | 2008  | 2009  | 2010  | 2011  | 2012  | 2013  | 2014  | 2015  | 2016  |
|-------------------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 1st                                             | 73    | 53    | 33    | 29    | 37    | 28    | 11    | 9     | 2     | 17    |
| 2nd                                             | 50    | 59    | 9     | 16    | 38    | 25    | 22    | 8     | 6     | 10    |
| 3rd                                             | 24    | 28    | 3     | 45    | 19    | 20    | 11    | 5     | 5     |       |
| 4th                                             | 14    | 21    | 24    | 37    | 28    | 7     | 9     | 2     | 28    |       |
| Cumulative                                      | 161   | 161   | 69    | 127   | 122   | 80    | 53    | 24    | 41    | 27    |
| Closed/Converted Locations:                     | 2007  | 2008  | 2009  | 2010  | 2011  | 2012  | 2013  | 2014  | 2015  | 2016  |
| Closed current quarter                          | -1    | 0     | -1    | -2    | -2    | -1    | -4    | -8    | -13   | -22   |
| Closed (Year-to-date)                           | -1    | 0     | -2    | -7    | -7    | -5    | -7    | -21   | -26   | -34   |
| Closed (Annual)                                 | -1    | -8    | -10   | -7    | -28   | -16   | -16   | -73   | -50   |       |
| Converted (Store to Customer-only)              | 0     | -2    | -1    | -1    | 0     | 0     | -2    | -2    | -6    | -10   |
| Converted (Customer-only to Store)              | 0     | 0     | 0     | 2     | 1     | 3     | 0     | 1     | 0     | 0     |
| Cumulative                                      | -1    | -10   | -11   | -6    | -27   | -13   | -18   | -74   | -56   | -44   |
| Current quarter and year-end total store count: | 2007  | 2008  | 2009  | 2010  | 2011  | 2012  | 2013  | 2014  | 2015  | 2016  |
| 2nd                                             | 2,122 | 2,272 | 2,350 | 2,407 | 2,558 | 2,635 | 2,677 | 2,684 | 2,616 | 2,605 |
| Year-end                                        | 2,160 | 2,311 | 2,369 | 2,490 | 2,585 | 2,652 | 2,687 | 2,637 | 2,622 |       |

**Significant dates:**

Fastenal anticipates publishing its consolidated net sales figures on the fourth 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 anticipates its 2016 Annual Report on **Form 10-K** will be filed with the Securities and Exchange Commission in February 2017.

Fastenal 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.