



## Financial Report

### 2014 Q1 Supplemental Information

Date Released: 4/11/2014

The accompanying supplemental information is unaudited.

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

Quarter	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%	47.9%	45.2%	43.1%	
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%	

#### Average daily sales amount (in thousands):

Month	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	\$13,726
March	\$4,608	\$5,646	\$6,835	\$7,897	\$9,228	\$7,626	\$8,548	\$10,501	\$12,530	\$13,171	\$14,705
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	\$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	2004		2005		2006		2007		2008		2009		2010		2011		2012		2013		2014	
	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%	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%											
Quarter	2004		2005		2006		2007		2008		2009		2010		2011		2012		2013		2014	
	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	11.2%	13.7%	12.1%	5.5%	9.1%	-16.2%	1.7%	17.5%	16.2%	3.6%	6.6%											
2nd	17.6%	12.5%	9.8%	5.3%	10.7%	-25.5%	16.1%	18.5%	10.9%	2.7%												
3rd	16.8%	12.8%	9.8%	5.8%	9.9%	-25.2%	19.0%	15.6%	8.1%	2.8%												
4th	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	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
1st	49	74	73	73	53	33	29	37	28	11	9
2nd	78	62	59	50	59	9	16	38	25	22	
3rd	62	48	69	24	28	3	45	19	20	11	
4th	30	38	44	14	21	24	37	28	7	9	
Cumulative	219	222	245	161	161	69	127	122	80	53	9

##### Closed/Converted Locations:

Quarter	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
1st	0	0	0	0	0	-1	-5	-5	-4	-3	-13
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	0
Converted (Customer-only to Store)	0	0	0	0	0	0	2	1	3	0	0
Cumulative	0	0	0	-1	-10	-11	-6	-27	-13	-18	-13

##### Total Store Count:

Quarter	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
1st	1,363	1,607	1,828	2,073	2,213	2,342	2,392	2,522	2,611	2,660	2,683
2nd	1,441	1,669	1,887	2,122	2,272	2,350	2,407	2,558	2,635	2,677	
3rd	1,503	1,717	1,956	2,146	2,300	2,352	2,453	2,566	2,650	2,686	
4th	1,533	1,755	2,000	2,160	2,311	2,369	2,490	2,585	2,652	2,687	

#### 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 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.