

Financial Report

2014 Q4 Supplemental Information

Date Released: 01/15/2015

The accompanying supplemental information is unaudited.

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Fastener product line sales e	expressed 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%	47.9%	45.2%	43.1%	40.6%
3rd	56.0%	52.9%	51.2%	50.5%	51.3%	49.5%	49.2%	46.5%	43.5%	41.7%	40.3%
4th	55.4%	52.7%	51.0%	50.0%	51.2%	49.9%	48.0%	45.8%	42.9%	40.6%	39.2%
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	\$14,325
May	\$4,877	\$5,996	\$7,149	\$8,095	\$9,387	\$7,444	\$9,013	\$11,050	\$12,493	\$13,156	\$14,930
June	\$5,021	\$6,086	\$7,339	\$8,426	\$9,767	\$7,570	\$9,169	\$11,233	\$12,808	\$13,577	\$15,298
July	\$4,964	\$6,044	\$7,236	\$8,243	\$9,462	\$7,297	\$9,081	\$11,117	\$12,466	\$12,830	\$14,713
August	\$5,054	\$6,152	\$7,425	\$8,419	\$9,800	\$7,700	\$9,399	\$11,278	\$12,628	\$13,531	\$15,567
September	\$5,250	\$6,659	\$7,730	\$8,790	\$10,051	\$7,760	\$9,823	\$11,667	\$13,176	\$13,924	\$15,725
October					\$9,719			\$11,749			
	\$5,325	\$6,533	\$7,571	\$8,683		\$7,905	\$9,675		\$12,545	\$13,517	\$15,491
November	\$5,053	\$6,152	\$7,157	\$8,243	\$8,805	\$7,745	\$9,132	\$11,160	\$12,071	\$13,063	\$15,068
December	\$4,787	\$5,603	\$6,594	\$7,705	\$7,706	\$7,045	\$8,515	\$10,320	\$11,326	\$12,080	\$14,183
Growth rate by age of store Quarter	(daily basis): 2004	2005	2006	2007	2008	2009	2010	<u>2011</u>	2012	2013	2014
Quarter	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 o
1st	101 years old	101 years old	101 years old	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%	9.4%
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%
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
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%	10.0%
3rd	16.8%	12.8%	9.8%	5.8%	9.9%	-25.2%	19.0%	15.6%	8.1%	2.8%	12.7%
4.1			0.00/	8.0%	1.3%	-17.0%	15.6%	17.1%	4.5%	5.3%	14.3%
4th	15.3%	11.9%	8.9%	0.070							
4th Store Count:	15.3%	11.9%	8.9%	0.070							
	15.3%	11.9%	8.9%	5,67							
Store Count:	15.3% 2004	11.9% 2005	2006	2007	<u>2008</u>	2009	<u>2010</u>	2011	<u>2012</u>	<u>2013</u>	<u>2014</u>
Store Count: New Store Openings:					<u>2008</u> 53	<u>2009</u> 33	<u>2010</u> 29	<u>2011</u> 37	2012 28	2013 11	<u>2014</u> 9
Store Count: New Store Openings: Quarter	<u>2004</u>	2005	<u>2006</u>	<u>2007</u>							
New Store Openings: Quarter 1st 2nd	2004 49 78	2005 74 62	2006 73 59	2007 73 50	53 59	33 9	29 16	37 38	28 25	11 22	9 8
Store Count: New Store Openings: Ouarter 1st 2nd 3rd	2004 49 78 62	2005 74 62 48	2006 73 59 69	2007 73 50 24	53 59 28	33 9 3	29 16 45	37 38 19	28 25 20	11 22 11	9 8 5
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	33 9 3 24	29 16 45 37	37 38 19 28	28 25 20 7	11 22 11 9	9 8 5 2
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	33 9 3	29 16 45	37 38 19	28 25 20	11 22 11	9 8 5
New Store Openings: Quarter 1st 2nd 3rd 4th	2004 49 78 62 30 219	2005 74 62 48 38	2006 73 59 69 44	2007 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
New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Loca Quarter	2004 49 78 62 30 219 ations:	2005 74 62 48 38 222	2006 73 59 69 44 245	2007 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
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New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Loca Quarter 1st 2nd	2004 49 78 62 30 219 ations: 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	33 9 3 24 69 2009 -1 -1	29 16 45 37 127 2010 -5 -2	37 38 19 28 122 2011 -5 -2	28 25 20 7 80 2012 -4 -1	11 22 11 9 53 2013 -3 -4	9 8 5 2 24 2014 -13 -8
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New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Loca Quarter 1st 2nd 3rd 4th 4th 4th 4th 4th 4th 4th	2004 49 78 62 30 219 ations: 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	33 9 3 24 69 2009 -1 -1	29 16 45 37 127 2010 -5 -2	37 38 19 28 122 2011 -5 -2	28 25 20 7 80 2012 -4 -1	11 22 11 9 53 2013 -3 -4	9 8 5 2 24 2014 -13 -8
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 ations: 2004 0 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	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	28 25 20 7 80 2012 -4 -1 -6	11 22 11 9 53 2013 -3 -4 -2	9 8 5 2 24 2014 -13 -8 -41
New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Loca 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 ations: 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	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	28 25 20 7 80 2012 -4 -1 -6 -5	11 22 11 9 53 2013 -3 -4 -2 -7	9 8 5 2 24 2014 -13 -8 -41 -11
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 ations: 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	33 9 3 24 69 2009 -1 -1 -1 -7 -1	29 16 45 37 127 2010 -5 -2 0 0	37 38 19 28 122 2011 -5 -2 -11 -10	28 25 20 7 80 2012 -4 -1 -6 -5 0	11 22 11 9 53 2013 -3 -4 -2 -7	9 8 5 2 24 2014 -13 -8 -41 -11
Store Count: 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 ations: 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	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	28 25 20 7 80 2012 -4 -1 -6 -5	11 22 11 9 53 2013 -3 -4 -2 -7	9 8 5 2 24 2014 -13 -8 -41 -11
Store Count: 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 ations: 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 -10	33 9 3 24 69 2009 -1 -1 -1 -7 -1 0	29 16 45 37 127 2010 -5 -2 0 0 -1 2	37 38 19 28 122 2011 -5 -2 -11 -10 0 1	28 25 20 7 80 2012 -4 -1 -6 -5 0 3 -13	11 22 11 9 53 2013 -3 -4 -2 -7 -2 0 -18	9 8 5 2 24 2014 -13 -8 -41 -11 -2 1
Store Count: 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 ations: 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	2007 73 50 24 14 161 2007 0 -1 0 0 -1 2007	53 59 28 21 161 2008 0 0 0 -8 -2 0 -10	33 9 3 24 69 2009 -1 -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	28 25 20 7 80 2012 -4 -1 -6 -5 0 3 -13	11 22 11 9 53 2013 -3 -4 -2 -7 -2 0 -18	9 8 5 2 24 2014 -13 -8 -41 -11 -2 1 -74
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 ations: 2004 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	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	33 9 3 24 69 2009 -1 -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	28 25 20 7 80 2012 -4 -1 -6 -5 0 3 -13	11 22 11 9 53 2013 -3 -4 -2 -7 -2 0 -18	9 8 5 2 24 2014 -13 -8 -41 -11 -2 1 -74
Store Count: 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 2nd	2004 49 78 62 30 219 ations: 2004 0 0 0 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 0 0 0 0 0	2006 73 59 69 44 245 2006 0 0 0 0 0 0 0 0 0 0 0 1,828 1,887	2007 73 50 24 14 161 2007 0 -1 0 0 0 -1 2007 2,073 2,122	53 59 28 21 161 2008 0 0 0 -8 -2 0 -10 2008 2,213 2,272	33 9 3 24 69 2009 -1 -1 -1 -7 -1 0 -11 2009 2,342 2,350	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 2011 2,522 2,558	28 25 20 7 80 2012 -4 -1 -6 -5 0 3 -13 2012 2,611 2,635	11 22 11 9 53 2013 -3 -4 -2 -7 -2 0 -18 2013 2,660 2,677	9 8 5 2 24 2014 -13 -8 -41 -11 -2 1 -74 2014 2,683 2,684
Store Count: 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 ations: 2004 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	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	33 9 3 24 69 2009 -1 -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	28 25 20 7 80 2012 -4 -1 -6 -5 0 3 -13	11 22 11 9 53 2013 -3 -4 -2 -7 -2 0 -18	9 8 5 2 24 2014 -13 -8 -41 -11 -2 1 -74

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.