



Financial Report

2012 Q4 Supplemental Information

Date Released: 1/17/2013

The accompanying supplemental information is unaudited.

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

Quarter	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
1st	57.5%*	55.2%	55.0%	55.1%	52.3%	50.8%	50.2%	50.7%	49.8%	47.6%	45.5%
2nd	57.5%*	54.9%	55.8%	54.3%	51.6%	51.5%	51.0%	49.7%	49.7%	47.9%	45.2%
3rd	56.1%*	54.7%	56.0%	52.9%	51.2%	50.5%	51.3%	49.5%	49.2%	46.5%	43.5%
4th	55.6%*	54.6%	55.4%	52.7%	51.0%	50.0%	51.2%	49.9%	48.0%	45.8%	42.9%

* This percentage is calculated before the impact of the August 2001 acquisition.

Average daily sales amount (in thousands):

Month	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
January	\$3,333	\$3,674	\$4,267	\$5,385	\$6,670	\$7,508	\$8,680	\$7,945	\$8,133	\$9,658	\$11,713
February	\$3,418	\$3,688	\$4,431	\$5,542	\$6,722	\$7,513	\$8,641	\$7,736	\$8,075	\$9,812	\$11,774
March	\$3,471	\$3,869	\$4,608	\$5,646	\$6,835	\$7,897	\$9,228	\$7,626	\$8,548	\$10,501	\$12,530
April	\$3,546	\$3,802	\$4,643	\$5,879	\$7,004	\$7,842	\$9,181	\$7,249	\$8,600	\$10,598	\$12,433
May	\$3,640	\$3,883	\$4,877	\$5,996	\$7,149	\$8,095	\$9,387	\$7,444	\$9,013	\$11,050	\$12,493
June	\$3,770	\$3,995	\$5,021	\$6,086	\$7,339	\$8,426	\$9,767	\$7,570	\$9,169	\$11,233	\$12,808
July	\$3,614	\$3,910	\$4,964	\$6,044	\$7,236	\$8,243	\$9,462	\$7,297	\$9,081	\$11,117	\$12,466
August	\$3,720	\$4,046	\$5,054	\$6,152	\$7,425	\$8,419	\$9,800	\$7,700	\$9,399	\$11,278	\$12,628
September	\$3,837	\$4,160	\$5,250	\$6,659	\$7,730	\$8,790	\$10,051	\$7,957	\$9,823	\$11,667	\$13,176
October	\$3,671	\$4,173	\$5,325	\$6,533	\$7,571	\$8,683	\$9,719	\$7,905	\$9,675	\$11,749	\$12,545
November	\$3,529	\$4,042	\$5,053	\$6,152	\$7,157	\$8,243	\$8,805	\$7,745	\$9,132	\$11,160	\$12,071
December	\$3,213	\$3,756	\$4,787	\$5,603	\$6,594	\$7,705	\$7,706	\$7,045	\$8,515	\$10,320	\$11,326

Growth rate by age of store (daily basis):

Quarter	2002		2003		2004		2005		2006		2007		2008		2009		2010		2011		2012	
	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%						
2nd											3.8%	9.7%	-26.6%	16.4%	16.6%	9.1%						
3rd											3.8%	9.4%	-25.4%	19.1%	13.2%	6.6%						
4th											5.4%	1.5%	-16.8%	12.9%	15.9%	2.9%						
Quarter	2002		2003		2004		2005		2006		2007		2008		2009		2010		2011		2012	
	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	-5.8%	4.1%	11.2%	13.7%	12.1%	5.5%	9.1%	-16.2%	1.7%	17.5%	16.2%											
2nd	1.0%	0.5%	17.6%	12.5%	9.8%	5.3%	10.7%	-25.5%	16.1%	18.5%	10.9%											
3rd	3.2%	3.1%	16.8%	12.8%	9.8%	5.8%	9.9%	-25.2%	19.0%	15.6%	8.1%											
4th	3.9%	7.1%	15.3%	11.9%	8.9%	8.0%	1.3%	-17.0%	15.6%	17.1%	4.5%											

Store Count:

New Store Openings:

Quarter	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
1st	24	36	49	74	73	73	53	33	29	37	28
2nd	53	35	78	62	59	50	59	9	16	38	25
3rd	37	35	62	48	69	24	28	3	45	19	20
4th	30	45	30	38	44	14	21	24	37	28	7
Cumulative	144	151	219	222	245	161	161	69	127	122	80

Closed/Converted Locations:

Quarter	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
1st			0	0	0	0	0	-1	-5	-5	-4
2nd			0	0	0	-1	0	-1	-2	-2	-1
3rd			0	0	0	0	0	-1	0	-11	-6
4th			0	0	0	0	-8	-7	0	-10	-5
Converted (Store to Customer-only)			0	0	0	0	-2	-1	-1	0	0
Converted (Customer-only to Store)			0	0	0	0	0	0	2	1	3
Cumulative	0	-6	0	0	0	-1	-10	-11	-6	-27	-13

Total Store Count:

Quarter	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
1st			1363	1607	1828	2073	2213	2342	2392	2522	2611
2nd			1441	1669	1887	2122	2272	2350	2407	2558	2635
3rd			1503	1717	1956	2146	2300	2352	2453	2566	2650
4th	1169	1314	1533	1755	2000	2160	2311	2369	2490	2585	2652

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 2012 Annual Report on Form 10-K will be filed with the Securities and Exchange Commission in February 2013.

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.