

# Q3 2013 Financial Report of Public Fastener Companies

compiled by Dean Tzeng, Fastener World Inc.

## America

<b>Fastenal</b> (Unit: USD thousands)	Nine-month period ended Sept. 30			Three-month period ended Sept. 30		
	2013	2012	Change	2013	2012	Change
Net Sales	2,512,346	2,376,342	5.7%	858,424	802,577	7.0%
Net Earnings	349,407	321,820	8.6%	119,350	109,320	9.2%
Gross Profit	1,307,996	1,223,703	6.8%	443,395	414,375	7.0%
Operating Income	555,522	515,647	7.7%	188,550	175,719	7.3%

	October			November		
	2013	2012	Change	2013	2012	Change
Net Sales	310,892	288,540	7.7%	261,269	253,493	3.1%
Daily Sales	13,517	12,545	7.7%	13,063	12,071	8.2%

<b>Simpson Strong-Tie</b> (Unit: USD thousands)	Nine-month period ended Sept. 30			Three-month period ended Sept. 30		
	2013	2012	Change	2013	2012	Change
Net Sales	546,008	512,550	6.5%	195,877	172,113	13.8%
Net Income	43,303	36,036	20.1%	20,006	12,976	54.1%
Gross Profit	244,547	228,274	7.1%	90,153	75,723	19.0%
Operating Income	69,575	62,647	11.0%	30,885	21,990	40.4%

<b>Nucor</b> (Unit: USD)	Nine-month period ended Sept. 30			Three-month period ended Sept. 30		
	2013	2012	Change	2013	2012	Change
Net Sales	14,157,296,000	14,977,999,000	-5.4%	4,940,936,000	4,801,206,000	2.9%
Pre-Tax Earning	476,280,000	567,870,000	-16.1%	217,684,000	172,191,000	26.4%
Current Assets	--	--	--	6,468,877,000	6,622,073,000	-2.3%
Total Assets Incl. Plant & Equipment	--	--	--	15,091,776,000	14,997,247,000	0.6%

<b>B/E Aerospace, Inc.</b> (Unit: USD millions)	Nine-month period ended Sept. 30			Three-month period ended Sept. 30		
	2013	2012	Change	2013	2012	Change
Revenues	2,580.6	2,282.1	13%	888.1	766.7	15.8%
Operating Earnings	766.7	401.9	90.7%	160.1	134.3	19.2%
Net Earnings	275.0	158.5	73.5%	92.7	18.5	401%

<b>Alcoa</b> (Unit: USD millions)	Nine-month period ended Sept. 30			Three-month period ended Sept. 30		
	2013	2012	Change	2013	2012	Change
Sales	17,447	17,802	-1.9%	5,765	5,833	-1.1%
Net (Loss) Income	66	(95)	-30.5%	44	(175)	-74.8%
Cash from Operation	658	564	16.6%	--	--	--

## Europe

<b>Trifast</b> (Unit: £ millions)	Six months ended September 30 2013	Six months ended September 30 2012	Change
	Revenue	65,264	
Operating Income	142	216	-34.2%
Gross Profit	18,061	15,898	13.6%
Profit After Tax	3,322	2,434	36.4%
Total Assets	104,176	101,682	2.4%

<b>FinnvedenBulten</b> (Unit: SEK millions)	Nine-month period ended Sept. 30			Three-month period ended Sept. 30		
	2013	2012	Change	2013	2012	Change
Net Sales	2237.9	2286.8	-2.1%	714.2	649.3	9.9%
Gross Earnings	367.2	353.9	3.7%	116.8	92.3	26.5%
Total Assets	--	--	--	1,472.6	1,439.8	2.2%

NITTO SEIKO Jan.-Sep. 2013 Financial Result (Unit : Million Yens)									Financial Status		
	Revenue	Change	Operating Profit	Change	Ordinary Profit	Change	Net Profit	Change	Total Asset	Net Asset	Equity Ratio
Jan.-Sep. 2013	17,934	Δ5.5%	1,694	Δ5.1%	1,830	Δ1.0%	1,047	34.2%	33,276	21,184	59.1
Jan.-Sep. 2012	18,970	11.7%	1,784	83.8%	1,849	83.8%	780	35.6%	32,043	20,001	58.4

2013 Full Year Forecast									
	Revenue	Change	Operating Profit	Change	Ordinary Profit	Change	Net Profit	Change	
2013 Full Year	25,400	0.8%	2,480	10.8%	2,580	10.2%	1,420	36.9%	

POWER FASTENING Jan.-Sep. 2013 Financial Result (Unit : Million Yens)									Financial Status		
	Revenue	Change	Operating Profit	Change	Ordinary Profit	Change	Net Profit	Change	Total Asset	Net Asset	Equity Ratio
Jan.-Sep. 2013	6,312	11.0%	76	51.6%	252	798.9%	173	96.5%	12,423	4,716	38.0
Jan.-Sep. 2012	5,687	Δ6.0%	50	Δ83.3%	28	Δ88.6%	6	Δ93.9%	11,151	4,791	38.5

2013 Full Year Forecast									
	Revenue	Change	Operating Profit	Change	Ordinary Profit	Change	Net Profit	Change	
2013 Full Year	8,300	4.8%	100	Δ15.4%	250	70.7%	175	155.7%	

SANKO TECHNO Apr.-Sep. 2013 Financial Result (Unit : Million Yens)									Financial Status		
	Revenue	Change	Operating Profit	Change	Ordinary Profit	Change	Net Profit	Change	Total Asset	Net Asset	Equity Ratio
Apr.-Sep. 2013	7,779	14.2%	564	59.1%	537	57.9%	311	115.7%	14,115	7,706	53.2
Apr.-Sep. 2012	6,814	4.3%	354	55.1%	340	65.8%	144	44.2%	14,089	7,320	50.8

Apr. 2013 – Mar. 2014 Full Year Forecast									
	Revenue	Change	Operating Profit	Change	Ordinary Profit	Change	Net Profit	Change	
Full Year	16,340	8.1%	1,070	25.1%	1,030	22.6%	610	37.6%	

YAMASHINA Apr.-Sep. 2013 Financial Result (Unit : Million Yens)									Financial Status		
	Revenue	Change	Operating Profit	Change	Ordinary Profit	Change	Net Profit	Change	Total Asset	Net Asset	Equity Ratio
Apr.-Sep. 2013	2,552	Δ5.5%	112	85.2%	129	83.1%	107	98.1%	11,625	8,950	77.0
Apr.-Sep. 2012	2,700	7.5%	60	54.5%	70	66.5%	54	49.4%	11,749	8,985	76.5

Apr. 2013 – Mar. 2014 Full Year Forecast									
	Revenue	Change	Operating Profit	Change	Ordinary Profit	Change	Net Profit	Change	
Full Year	5,100	Δ0.9%	210	32.0%	230	28.6%	200	32.2%	

TECHNO ASSOCIE Apr.-Sep. 2013 Financial Result (Unit : Million Yens)									Financial Status		
	Revenue	Change	Operating Profit	Change	Ordinary Profit	Change	Net Profit	Change	Total Asset	Net Asset	Equity Ratio
Apr.-Sep. 2013	53,605	31.7%	1,801	136.1%	1,889	130.0%	1,428	134.1%	65,252	38,089	57.6
Apr.-Sep. 2012	40,702	7.2%	762	13.2%	821	11.0%	610	19.0%	64,046	36,528	56.0

Apr. 2013 ~ Mar. 2014 Full Year Forecast								
	Revenue	Change	Operating Profit	Change	Ordinary Profit	Change	Net Profit	Change
Full Year	98,000	6.6%	3,000	67.2%	3,000	52.2%	2,100	68.3%

Financial Status			
	Total Asset	Net Asset	Equity Ratio
Apr.~Sep. 2013	186,150	98,027	51.6
Apr.~Sep. 2012	178,775	89,538	49.0

NIFCO Apr.~Sep. 2013 Financial Result (Unit : Million Yens)								
	Revenue	Change	Operating Profit	Change	Ordinary Profit	Change	Net Profit	Change
Apr.~Sep. 2013	86,855	27.5%	7,155	32.5%	7,825	49.4%	3,888	29.3%
Apr.~Sep. 2012	68,145	19.2%	5,401	8.0%	5,239	16.5%	3,008	13.6%

Apr. 2013 ~ Mar. 2014 Full Year Forecast								
	Revenue	Change	Operating Profit	Change	Ordinary Profit	Change	Net Profit	Change
Full Year	165,000	17.9%	12,500	18.5%	12,800	16.9%	7,200	34.6%

## ASEAN

Sterling Tools Limited (Unit: Crores)	Quarter Ended Sep. 30			Chin Well Holdings Berhad (Unit: RM'000)	Quarter ended Sept. 30		
	2013	2012	Change		2013	2012	Change
Export Sales	188.14	168.12	12%	Revenue	106,325	114,907	-7.4%
Domestic Sales	303.18	330.42	-8%	Gross Profit	15,695	13,379	17.3%
Sales And Operating Income	501.68	--	--	Net Profit	7,165	5,106	40.3%
Net Profit After Tax	35.35	24.87	42%	Total Comprehensive Income	11,680	749	1459%

Panchmahal Steel Limited (Rs. In Lacs)	Six-month period ended Sept. 30			Three-month period ended Sept. 30		
	2013	2012	Change	2013	2012	Change
Total Income from Operations	14,471.16	17,705.18	-18.2%	7,721.36	7,886.68	-2.0%
Net Profit	431.43	258.94	66.6%	199.38	91.84	117%

TONG HERR RESOURCES BERHAD (Unit: RM'000)	Cumulative Quarter ended Sept. 30			Individual Quarter ended Sept. 30		
	2013	2012	Change	2013	2012	Change
Revenue	395,702	380,267	4.0%	138,589	112,088	23.6%
Gross Profit	49,677	35,004	41.9%	18,935	10,467	80.9%
Net Profit	22,470	18,354	22.4%	5,627	2,096	168%
Total Comprehensive Income	28,079	15,062	86.4%	10,148	1,701	496%