

# INVESTOR FACT SHEET



## ABOUT SNAP-ON INCORPORATED

Snap-on Incorporated is a leading global innovator, manufacturer, and marketer of tools, equipment, diagnostics, repair information and systems solutions for professional users performing critical tasks including those working in vehicle repair, aerospace, the military, natural resources, and manufacturing. From our founding in 1920, Snap-on has been recognized as the mark of the serious and the outward sign of the pride and dignity working men and women take in their professions. Products and services are sold through our network of widely recognized franchisee vans, as well as through direct and distributor channels, under a variety of notable brands. We also provide financing programs to facilitate the sales of our products and to support our franchise business. Snap-on, an S&P 500 company, generated sales of \$4.7 billion in 2023, and is headquartered in Kenosha, Wisconsin. Shares of Snap-on stock are traded on the New York Stock Exchange under the ticker symbol SNA.

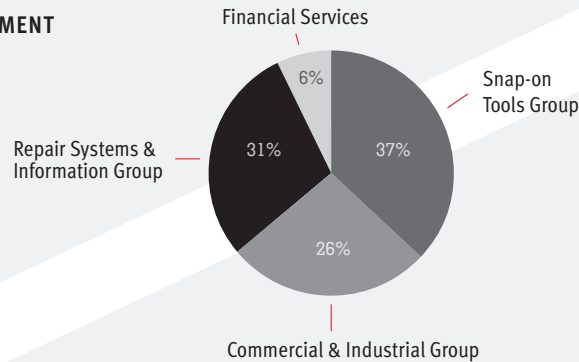
## UNIQUE VALUE PROPOSITION FOR PROFESSIONALS PERFORMING CRITICAL TASKS

Snap-on is rooted in the critical. Since our founding, our principal value-creating mechanism has been to observe work and translate the insight gained into creative solutions that make essential work easier. Developed in 1920, the original Snap-on interchangeable socket set, with its five handles and ten sockets, was the spark for decades of innovation. In those early years, Snap-on pioneered mobile tool distribution, where stocked vans sold to professional vehicle repair technicians at their places of business.

Today, our value proposition spans beyond tools for vehicle repair sold through vans to technicians. We provide a broad array of productivity solutions to serious professionals performing critical tasks, both within and outside of vehicle repair, and we enable the makers and the fixers who, day in and day out, move the world forward.

## OPERATING SEGMENTS

### 2023 REVENUES BY SEGMENT



## DIVIDENDS

Since 1939, Snap-on has paid consecutive quarterly cash dividends, without interruption or reduction. Our dividend is an important component of our approach to capital allocation and our return of capital to shareholders. In November 2023, the Board of Directors approved a 14.8% increase in our dividend, underscoring our commitment to creating long-term value for our shareholders.

## GROWTH STRATEGY

Snap-on is positioned for the future with rising vehicle population trends, increasing vehicle technology and complexity, significant opportunities in industries outside the repair shop, and growing demand in emerging markets. To capitalize on these opportunities, we are investing strategically in these wide runways for growth:

- > Enhance the franchise network
- > Expand with repair shop owners and managers
- > Extend to critical industries
- > Build in emerging markets

## SNAP-ON INCORPORATED

3RD QUARTER 2024

**SNA**  
**LISTED**  
**NYSE**

## SNAP-ON VALUE CREATION

Safety  
Quality  
Customer Connection  
Innovation  
Rapid Continuous Improvement

## AT A GLANCE

Founded on innovation in 1920

Unique brand strength

Serves customers in over 130 countries around the world

NYSE: SNA / S&P 500

13,200 associates worldwide

2023 net sales: \$4.7 billion

### CREDIT RATINGS:

S&P	A-
Moody's	A2
Fitch	A

### AS OF: OCTOBER 17, 2024

\$17.2 billion Market Cap

2.3% Cash Dividend Yield;  
dividends paid consecutively  
since 1939

# INVESTOR FACT SHEET



## DIVIDENDS PER SHARE



Since 1939, paid without interruption or reduction

## EARNINGS PER DILUTED SHARE



## BALANCE SHEET SUMMARY

\$ IN MILLIONS	SEPT 28, 2024	DEC 30, 2023
Cash	\$ 1,313.3	\$ 1,001.5
Total debt	\$ 1,199.6	\$ 1,200.2
Net debt	\$ (113.7)	\$ 198.7
Net debt to capital ratio	(2.1)%	3.8 %

## Q3 2024 SUMMARY RESULTS

\$ IN MILLIONS, EXCEPT EPS	Q3 2024	Q3 2023	CHANGE
Net Sales	\$ 1,147.0	\$ 1,159.3	(1.1)%
Op. Earn. before financial services	\$ 252.4	\$ 245.2	2.9%
Op. Earn. margin before financial services	22.0%	21.2%	
Op. Earn. from financial services	\$ 71.7	\$ 69.4	
Consolidated Operating Earnings	\$ 324.1	\$ 314.6	3.0%
Diluted EPS	\$ 4.70	\$ 4.51	4.2%

## INVESTMENT RATIONALE

Executing on a defined and coherent strategy

Unique brand and value proposition

Steadfast commitment to Snap-on Value Creation Processes; clear runways for improvement

Substantial runways for growth

Attractive dividend yield

Targeting organic sales growth in mid-single digits and further operating income margin expansion

## FOR FURTHER INFORMATION

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**Forward Looking Statements** Statements in this fact sheet that are not historical facts, including statements that (i) are in the future tense; (ii) include the words “expects,” “anticipates,” “intends,” “approximates,” or similar words that reference Snap-on or its management; (iii) are specifically identified as forward-looking; or (iv) describe Snap-on’s or management’s future outlook, plans, estimates, objectives or goals, are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Snap-on cautions the reader that this fact sheet may contain statements, including earnings projections, that are forward-looking in nature and were developed by management in good faith and, accordingly, are subject to risks and uncertainties regarding Snap-on’s expected results that could cause (and in some cases have caused) actual results to differ materially from those described or contemplated in any forward-looking statement. Factors that may cause the company’s actual results to differ materially from those contained in the forward-looking statements include those found in the company’s reports filed with the Securities and Exchange Commission, including the information under the “Safe Harbor” and “Risk Factors” headings in its Annual Report on Form 10-K for the fiscal year ended December 30, 2023, and any Quarterly Reports on Form 10-Q, which are incorporated herein by reference. Snap-on disclaims any responsibility to update any forward-looking statement provided in this fact sheet, except as required by law.