

REFINITIV

DELTA REPORT

10-Q

SNA - SNAP-ON INC

10-Q - MARCH 30, 2024 COMPARED TO 10-Q - SEPTEMBER 30, 2023

The following comparison report has been automatically generated

TOTAL DELTAS	1262
CHANGES	497
DELETIONS	440
ADDITIONS	325

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 10-Q

(Mark one)

☒ **QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the quarterly period ended **September 30, 2023** **March 30, 2024**

OR

☐ **TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the transition period from

to

Commission File Number 1-7724

Snap-on Incorporated

(Exact name of registrant as specified in its charter)

Delaware

(State of incorporation)

39-0622040

(I.R.S. Employer Identification No.)

2801 80th Street, Kenosha, Wisconsin

(Address of principal executive offices)

53143

(Zip code)

(262) 656-5200

(Registrant's telephone number, including area code)

Securities registered pursuant to Section 12(b) of the Act:

Title of each class

Trading Symbol(s)

Name of each exchange on which registered

Common Stock, \$1.00 par value

SNA

New York Stock Exchange

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ☒ No ☐

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes ☒ No ☐

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer ☒

Accelerated filer ☐

Non-accelerated filer ☐

Smaller reporting company ☐

Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes ☐ No ☒

Indicate the number of shares outstanding of each of the registrant's classes of common stock, as of the latest practicable date:

Class	Outstanding at October 13, 2023 April 12, 2024
Common Stock, \$1.00 par value	52,779,959 52,718,549 shares

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PART I. FINANCIAL INFORMATION

Item 1: Financial Statements

SNAP-ON INCORPORATED
CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS
(Amounts in millions, except per share data)
(Unaudited)

Three Months Ended

Nine Months Ended

		September 30, 2023	October 1, 2022	September 30, 2023	October 1, 2022
		Three Months Ended			
		Three Months Ended			
		Three Months Ended			
		March 30, 2024			
		March 30, 2024			
		March 30, 2024			
Net sales					
Net sales					
Net sales	Net sales	\$ 1,159.3	\$ 1,102.5	\$ 3,533.6	\$ 3,336.9
Cost of goods sold	Cost of goods sold	(581.1)	(569.9)	(1,762.1)	(1,716.5)
Cost of goods sold					
Cost of goods sold					
Gross profit					
Gross profit					
Gross profit	Gross profit	578.2	532.6	1,771.5	1,620.4
Operating expenses	Operating expenses	(333.0)	(309.1)	(989.5)	(927.2)
Operating expenses					
Operating expenses					
Operating earnings before financial services					
Operating earnings before financial services					
Operating earnings before financial services	Operating earnings before financial services	245.2	223.5	782.0	693.2
Financial services revenue	Financial services revenue	94.9	87.3	280.9	261.4
Financial services revenue					
Financial services revenue					
Financial services expenses	Financial services expenses	(25.5)	(20.9)	(78.3)	(59.3)
Financial services expenses					
Financial services expenses					
Operating earnings from financial services					
Operating earnings from financial services					
Operating earnings from financial services	Operating earnings from financial services	69.4	66.4	202.6	202.1
Operating earnings	Operating earnings	314.6	289.9	984.6	895.3
Operating earnings					
Operating earnings					
Interest expense					
Interest expense					
Interest expense	Interest expense	(12.4)	(11.8)	(37.4)	(35.1)
Other income (expense) – net	Other income (expense) – net	18.0	13.1	50.0	30.7
Other income (expense) – net					
Other income (expense) – net					
Earnings before income taxes	Earnings before income taxes	320.2	291.2	997.2	890.9
Earnings before income taxes					

Earnings before income taxes					
Income tax expense					
Income tax expense					
Income tax expense	Income tax expense	(71.1)	(61.7)	(223.9)	(201.5)
Net earnings	Net earnings	249.1	229.5	773.3	689.4
Net earnings					
Net earnings					
Net earnings attributable to noncontrolling interests	Net earnings attributable to noncontrolling interests	(6.0)	(5.6)	(17.5)	(16.6)
Net earnings attributable to noncontrolling interests					
Net earnings attributable to noncontrolling interests					
Net earnings attributable to Snap-on Incorporated					
Net earnings attributable to Snap-on Incorporated					
Net earnings attributable to Snap-on Incorporated	Net earnings attributable to Snap-on Incorporated	\$ 243.1	\$ 223.9	\$ 755.8	\$ 672.8
Net earnings per share attributable to Snap-on Incorporated:	Net earnings per share attributable to Snap-on Incorporated:				
Net earnings per share attributable to Snap-on Incorporated:					
Net earnings per share attributable to Snap-on Incorporated:					
Basic	Basic	\$ 4.60	\$ 4.21	\$ 14.29	\$ 12.62
Basic					
Basic					
Diluted					
Diluted					
Diluted	Diluted	4.51	4.14	14.00	12.41
Weighted-average shares outstanding:	Weighted-average shares outstanding:				
Weighted-average shares outstanding:					
Weighted-average shares outstanding:					
Basic					
Basic					
Basic	Basic	52.8	53.2	52.9	53.3
Effect of dilutive securities	Effect of dilutive securities	1.1	0.9	1.1	0.9
Effect of dilutive securities					
Effect of dilutive securities					
Diluted					
Diluted					
Diluted	Diluted	53.9	54.1	54.0	54.2
Dividends declared per common share	Dividends declared per common share	\$ 1.62	\$ 1.42	\$ 4.86	\$ 4.26
Dividends declared per common share					

See Notes to Condensed Consolidated Financial Statements.

SNAP-ON INCORPORATED
CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
(Amounts in millions)
(Unaudited)

	Three Months Ended		Three Months Ended		Three Months Ended	
	March 30, 2024		March 30, 2024		March 30, 2024	
Comprehensive income (loss):						
Comprehensive income (loss):						
Comprehensive income (loss):						
Net earnings						
Net earnings						
Net earnings						
Other comprehensive income (loss):						
Other comprehensive income (loss):						
Other comprehensive income (loss):						
Foreign currency translation						
Foreign currency translation						
Foreign currency translation						
	Three Months Ended		Three Months Ended		Nine Months Ended	
	September 30, 2023	October 1, 2022	September 30, 2023	October 1, 2022	September 30, 2023	October 1, 2022
Comprehensive income (loss):						
Net earnings	\$ 249.1	\$ 229.5	\$ 773.3	\$ 689.4		
Other comprehensive income (loss):						
Foreign currency translation	(52.3)	(127.6)	(34.0)	(247.6)		
Reclassification of cash flow hedges to net earnings, net of tax						
Unrealized cash flow hedges, net of tax:						
Reclassification of cash flow hedges to net earnings	(0.4)	(0.4)	(1.2)	(1.2)		
Reclassification of cash flow hedges to net earnings, net of tax						
Reclassification of cash flow hedges to net earnings, net of tax						
Defined benefit pension and postretirement plans:						
Defined benefit pension and postretirement plans:						
Defined benefit pension and postretirement plans:						
Defined benefit pension and postretirement plans:						

Amortization of net unrecognized losses	Amortization of net unrecognized losses	0.1	4.6	0.2	13.8
Amortization of net unrecognized losses					
Amortization of net unrecognized losses					
Income tax benefit					
Income tax benefit					
Income tax benefit	Income tax benefit	—	(1.2)	—	(3.4)
Net of tax	Net of tax	0.1	3.4	0.2	10.4
Net of tax					
Net of tax					
Total comprehensive income					
Total comprehensive income					
Total comprehensive income	Total comprehensive income	196.5	104.9	738.3	451.0
Comprehensive income attributable to noncontrolling interests	Comprehensive income attributable to noncontrolling interests	(6.0)	(5.6)	(17.5)	(16.6)
Comprehensive income attributable to noncontrolling interests					
Comprehensive income attributable to noncontrolling interests					
Comprehensive income attributable to Snap-on Incorporated	Comprehensive income attributable to Snap-on Incorporated	\$ 190.5	\$ 99.3	\$ 720.8	\$ 434.4
Comprehensive income attributable to Snap-on Incorporated					
Comprehensive income attributable to Snap-on Incorporated					

See Notes to Condensed Consolidated Financial Statements.

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SNAP-ON INCORPORATED
CONDENSED CONSOLIDATED BALANCE SHEETS
(Amounts in millions, except share data)
(Unaudited)

		September 30, 2023	December 31, 2022	
		March 30, 2024	March 30, 2024	December 30, 2023
ASSETS	ASSETS			
Current assets:	Current assets:			
Current assets:				
Current assets:				
Cash and cash equivalents				
Cash and cash equivalents				
Cash and cash equivalents	Cash and cash equivalents	\$ 959.3	\$ 757.2	

Trade and other accounts receivable – net	Trade and other accounts receivable – net	776.8	761.7
Finance receivables – net	Finance receivables – net	597.5	562.2
Contract receivables – net	Contract receivables – net	119.6	109.9
Inventories – net	Inventories – net	1,032.9	1,033.1
Prepaid expenses and other assets		118.9	144.8
Prepaid expenses and other current assets			
Total current assets	Total current assets	3,605.0	3,368.9
Property and equipment:	Property and equipment:		
Property and equipment:			
Land			
Land			
Land	Land	32.6	32.6
Buildings and improvements	Buildings and improvements	436.0	434.7
Machinery, equipment and computer software	Machinery, equipment and computer software	1,100.6	1,069.3
Property and equipment – gross	Property and equipment – gross	1,569.2	1,536.6
Accumulated depreciation and amortization		(1,044.4)	(1,024.0)
Accumulated depreciation			
Property and equipment – net	Property and equipment – net	524.8	512.6
Operating lease right-of-use assets			
Operating lease right-of-use assets			
Operating lease right-of-use assets	Operating lease right-of-use assets	68.7	61.5
Deferred income tax assets	Deferred income tax assets	75.6	70.0
Long-term finance receivables – net	Long-term finance receivables – net	1,245.9	1,170.8

Long-term contract receivables – net	Long-term contract receivables – net	399.9	383.8
Goodwill	Goodwill	1,035.9	1,045.3
Other intangible assets – net	Other intangible assets – net	263.0	275.6
Pension assets	Pension assets	72.7	70.6
Other assets		12.8	13.7
Other long-term assets			
Total assets	Total assets	\$ 7,304.3	\$ 6,972.8

See Notes to Condensed Consolidated Financial Statements.

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SNAP-ON INCORPORATED
CONDENSED CONSOLIDATED BALANCE SHEETS
(Amounts in millions, except share data)
(Unaudited)

		September 30, 2023	December 31, 2022		
	March 30, 2024			March 30, 2024	December 30, 2023
LIABILITIES AND EQUITY	LIABILITIES AND EQUITY				
Current liabilities:	Current liabilities:				
Current liabilities:					
Notes payable					
Notes payable					
Notes payable	Notes payable	\$ 17.3	\$ 17.2		
Accounts payable	Accounts payable	284.3	287.0		
Accrued benefits	Accrued benefits	57.5	58.6		
Accrued compensation	Accrued compensation	96.1	98.6		
Franchisee deposits	Franchisee deposits	76.0	73.8		
Other accrued liabilities	Other accrued liabilities	450.7	436.4		
Total current liabilities	Total current liabilities	981.9	971.6		
Long-term debt	Long-term debt	1,184.4	1,183.8		
Long-term debt					
Long-term debt					
Deferred income tax liabilities	Deferred income tax liabilities	72.8	82.1		
Retiree health care benefits	Retiree health care benefits	21.8	23.4		

Pension liabilities	Pension liabilities	57.7	78.6
Operating lease liabilities	Operating lease liabilities	50.6	44.7
Other long-term liabilities	Other long-term liabilities	82.7	85.1
Total liabilities	Total liabilities	2,451.9	2,469.3
Commitments and contingencies (Note 13)			
Commitments and contingencies (Note 14)			
Commitments and contingencies (Note 14)			
Commitments and contingencies (Note 14)			
Equity	Equity		
Equity			
Equity			
Shareholders' equity attributable to Snap-on Incorporated:			
Shareholders' equity attributable to Snap-on Incorporated:			
Shareholders' equity attributable to Snap-on Incorporated:	Shareholders' equity attributable to Snap-on Incorporated:		
Preferred stock (authorized 15,000,000 shares of \$1 par value; none outstanding)	Preferred stock (authorized 15,000,000 shares of \$1 par value; none outstanding)	—	—
Common stock (authorized 250,000,000 shares of \$1 par value; issued 67,450,946 and 67,444,966 shares, respectively)		67.5	67.4
Preferred stock (authorized 15,000,000 shares of \$1 par value; none outstanding)			
Preferred stock (authorized 15,000,000 shares of \$1 par value; none outstanding)			
Common stock (authorized 250,000,000 shares of \$1 par value; issued 67,456,437 and 67,450,999 shares, respectively)			
Additional paid-in capital	Additional paid-in capital	531.7	499.9
Retained earnings	Retained earnings	6,792.3	6,296.2
Accumulated other comprehensive loss	Accumulated other comprehensive loss	(563.3)	(528.3)
Treasury stock at cost (14,670,996 and 14,442,386 shares, respectively)		(1,998.0)	(1,853.9)

Treasury stock at cost (14,737,944 and 14,756,982 shares, respectively)			
Total shareholders' equity attributable to Snap-on Incorporated	Total shareholders' equity attributable to Snap-on Incorporated	4,830.2	4,481.3
Noncontrolling interests	Noncontrolling interests	22.2	22.2
Total equity	Total equity	4,852.4	4,503.5
Total liabilities and equity	Total liabilities and equity	\$ 7,304.3	\$ 6,972.8

See Notes to Condensed Consolidated Financial Statements.

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SNAP-ON INCORPORATED
CONDENSED CONSOLIDATED STATEMENTS OF EQUITY
(Amounts in millions, except share data)
(Unaudited)

The following summarizes the changes in total equity for the three month period ended **September 30, 2023** **March 30, 2024**:

	Shareholders' Equity Attributable to Snap-on Incorporated							Total Equity
				Accumulated Other		Treasury Stock	Noncontrolling Interests	
	Common Stock	Additional Paid-in Capital	Retained Earnings	Comprehensive Loss				
Balance at July 1, 2023	\$ 67.5	\$ 521.1	\$ 6,635.6	\$ (510.7)	\$ (1,956.4)	\$ 22.2	\$ 4,779.3	
Net earnings for the three months ended September 30, 2023	—	—	243.1	—	—	6.0	249.1	
Other comprehensive loss	—	—	—	(52.6)	—	—	(52.6)	
Cash dividends – \$1.62 per share	—	—	(85.6)	—	—	—	(85.6)	
Stock compensation plans	—	10.6	—	—	10.2	—	20.8	
Share repurchases – 194,000 shares	—	—	—	—	(51.8)	—	(51.8)	
Other	—	—	(0.8)	—	—	(6.0)	(6.8)	
Balance at September 30, 2023	\$ 67.5	\$ 531.7	\$ 6,792.3	\$ (563.3)	\$ (1,998.0)	\$ 22.2	\$ 4,852.4	

	Shareholders' Equity Attributable to Snap-on Incorporated							Total Equity
				Accumulated		Treasury Stock	Noncontrolling Interests	
	Common Stock	Additional Paid-in Capital	Retained Earnings	Other Comprehensive Loss				
Balance at December 30, 2023	\$ 67.5	\$ 545.5	\$ 6,948.5	\$ (449.5)	\$ (2,040.7)	\$ 22.1	\$ 5,093.4	
Net earnings for the three months ended March 30, 2024	—	—	263.5	—	—	6.1	269.6	
Other comprehensive loss	—	—	—	(43.8)	—	—	(43.8)	
Cash dividends – \$1.86 per share	—	—	(98.2)	—	—	—	(98.2)	
Stock compensation plans	—	(18.1)	—	—	37.2	—	19.1	
Share repurchases – 248,000 shares	—	—	—	—	(70.2)	—	(70.2)	
Other	—	—	(0.7)	—	—	(5.9)	(6.6)	
Balance at March 30, 2024	\$ 67.5	\$ 527.4	\$ 7,113.1	\$ (493.3)	\$ (2,073.7)	\$ 22.3	\$ 5,163.3	

The following summarizes the changes in total equity for the nine month period ended September 30, 2023:

	Shareholders' Equity Attributable to Snap-on Incorporated							Total Equity
				Accumulated		Noncontrolling Interests		
	Common Stock	Additional Paid-in Capital	Retained Earnings	Other Comprehensive Loss	Treasury Stock			
Balance at December 31, 2022	\$ 67.4	\$ 499.9	\$ 6,296.2	\$ (528.3)	\$ (1,853.9)	\$ 22.2	\$ 4,503.5	
Net Earnings for the nine months ended September 30, 2023	—	—	755.8	—	—	17.5	773.3	
Other comprehensive loss	—	—	—	(35.0)	—	—	(35.0)	
Cash dividends – \$4.86 per share	—	—	(257.6)	—	—	—	(257.6)	
Stock compensation plans	—	31.8	—	—	89.7	—	121.5	
Share repurchases – 909,000 shares	—	—	—	—	(233.8)	—	(233.8)	
Other	0.1	—	(2.1)	—	—	(17.5)	(19.5)	
Balance at September 30, 2023	\$ 67.5	\$ 531.7	\$ 6,792.3	\$ (563.3)	\$ (1,998.0)	\$ 22.2	\$ 4,852.4	

See Notes to Condensed Consolidated Financial Statements.

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SNAP-ON INCORPORATED
CONDENSED CONSOLIDATED STATEMENTS OF EQUITY
(Amounts in millions, except share data)
(Unaudited)

The following summarizes the changes in total equity for the three month period ended **October 1, 2022** **April 1, 2023**:

	Shareholders' Equity Attributable to Snap-on Incorporated							Total Equity
	Accumulated					Noncontrolling Interests		
	Common Stock	Additional Paid-in Capital	Retained Earnings	Other Comprehensive Loss	Treasury Stock			
Balance at July 2, 2022	\$ 67.4	\$ 488.1	\$ 5,996.2	\$ (457.7)	\$ (1,769.6)	\$ 22.4	\$ 4,346.8	
Net earnings for the three months ended October 1, 2022	—	—	223.9	—	—	5.6	229.5	
Other comprehensive loss	—	—	—	(124.6)	—	—	(124.6)	
Cash dividends – \$1.42 per share	—	—	(75.7)	—	—	—	(75.7)	
Stock compensation plans	—	5.5	—	—	14.3	—	19.8	
Share repurchases – 228,000 shares	—	—	—	—	(50.2)	—	(50.2)	
Other	—	—	(0.4)	—	—	(5.7)	(6.1)	
Balance at October 1, 2022	\$ 67.4	\$ 493.6	\$ 6,144.0	\$ (582.3)	\$ (1,805.5)	\$ 22.3	\$ 4,339.5	

	Shareholders' Equity Attributable to Snap-on Incorporated						
	Common Stock	Additional Paid-in Capital	Retained Earnings	Accumulated Other	Treasury Stock	Noncontrolling Interests	Total Equity
				Comprehensive Loss			
Balance at December 31, 2022	\$ 67.4	\$ 499.9	\$ 6,296.2	\$ (528.3)	\$ (1,853.9)	\$ 22.2	\$ 4,503.5
Net earnings for the three months ended April 1, 2023	—	—	248.7	—	—	5.6	254.3
Other comprehensive income	—	—	—	17.7	—	—	17.7

Cash dividends – \$1.62 per share	—	—	(86.1)	—	—	—	(86.1)
Stock compensation plans	—	0.3	—	—	36.1	—	36.4
Share repurchases – 356,000 shares	—	—	—	—	(87.2)	—	(87.2)
Other	0.1	—	(0.7)	—	—	(5.6)	(6.2)
Balance at April 1, 2023	\$ 67.5	\$ 500.2	\$ 6,458.1	\$ (510.6)	\$ (1,905.0)	\$ 22.2	\$ 4,632.4

The following summarizes the changes in total equity for the nine month period ended October 1, 2022:

	Shareholders' Equity Attributable to Snap-on Incorporated						
	Accumulated						Total Equity
	Common Stock	Additional Paid-in Capital	Retained Earnings	Other Comprehensive Loss	Treasury Stock	Noncontrolling Interests	
Balance at January 1, 2022	\$ 67.4	\$ 472.7	\$ 5,699.9	\$ (343.9)	\$ (1,714.2)	\$ 21.9	\$ 4,203.8
Net Earnings for the nine months ended October 1, 2022	—	—	672.8	—	—	16.6	689.4
Other comprehensive loss	—	—	—	(238.4)	—	—	(238.4)
Cash dividends – \$4.26 per share	—	—	(227.1)	—	—	—	(227.1)
Stock compensation plans	—	20.9	—	—	41.5	—	62.4
Share repurchases – 615,000 shares	—	—	—	—	(132.8)	—	(132.8)
Other	—	—	(1.6)	—	—	(16.2)	(17.8)
Balance at October 1, 2022	\$ 67.4	\$ 493.6	\$ 6,144.0	\$ (582.3)	\$ (1,805.5)	\$ 22.3	\$ 4,339.5

See Notes to Condensed Consolidated Financial Statements.

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SNAP-ON INCORPORATED
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(Amounts in millions)
(Unaudited)

		Nine Months Ended	
		September 30, 2023	October 1, 2022
		Three Months Ended	
		March 30, 2024	April 1, 2023
Operating activities:	Operating activities:		
Net earnings	Net earnings	\$ 773.3	\$ 689.4
Net earnings			
Adjustments to reconcile net earnings to net cash provided (used) by operating activities:	Adjustments to reconcile net earnings to net cash provided (used) by operating activities:		
Depreciation	Depreciation	53.6	53.9

Amortization of other intangible assets	Amortization of other intangible assets	20.7	21.6
Provision for losses on finance receivables	Provision for losses on finance receivables	40.7	24.9
Provision for losses on non-finance receivables	Provision for losses on non-finance receivables	15.0	11.3
Stock-based compensation expense	Stock-based compensation expense	31.4	25.6
Deferred income tax benefit		(16.5)	(14.1)
Deferred income tax provision (benefit)			
Gain on sales of assets	Gain on sales of assets	(0.6)	(3.0)
Changes in operating assets and liabilities, net of effects of acquisitions:	Changes in operating assets and liabilities, net of effects of acquisitions:		
Changes in operating assets and liabilities, net of effects of acquisitions:			
Changes in operating assets and liabilities, net of effects of acquisitions:			
Trade and other accounts receivable			
Trade and other accounts receivable			
Trade and other accounts receivable	Trade and other accounts receivable	(38.3)	(110.3)
Contract receivables	Contract receivables	(27.9)	(11.3)
Inventories	Inventories	(21.0)	(223.8)
Prepaid expenses and other assets		30.3	(27.9)
Prepaid expenses and other current assets			
Accounts payable	Accounts payable	4.3	46.5
Accruals and other liabilities		(7.7)	(18.2)
Accrued and other liabilities			

Net cash provided by operating activities	Net cash provided by operating activities	857.3	464.6
Investing activities:	Investing activities:		
Additions to finance receivables	Additions to finance receivables	(779.8)	(703.7)
Additions to finance receivables			
Additions to finance receivables			
Collections of finance receivables	Collections of finance receivables	626.5	622.1
Capital expenditures	Capital expenditures	(73.9)	(61.5)
Acquisitions of businesses, net of cash acquired		—	0.5
Disposals of property and equipment			
Disposals of property and equipment			
Disposals of property and equipment	Disposals of property and equipment	1.5	4.4
Other	Other	(1.5)	(0.1)
Net cash used by investing activities	Net cash used by investing activities	(227.2)	(138.3)
Financing activities:	Financing activities:		
Net increase in other short-term borrowings		—	2.6
Net increase (decrease) in other short-term borrowings			
Net increase (decrease) in other short-term borrowings			
Net increase (decrease) in other short-term borrowings			
Cash dividends paid	Cash dividends paid	(257.6)	(227.1)
Purchases of treasury stock	Purchases of treasury stock	(233.8)	(132.8)
Proceeds from stock purchase and option plans		94.5	41.4
Proceeds from stock purchase plan and stock option exercises			
Other	Other	(27.0)	(23.3)
Net cash used by financing activities	Net cash used by financing activities	(423.9)	(339.2)
Effect of exchange rate changes on cash and cash equivalents	Effect of exchange rate changes on cash and cash equivalents	(4.1)	(7.8)
Increase (decrease) in cash and cash equivalents		202.1	(20.7)

Effect of exchange rate changes on cash and cash equivalents			
Effect of exchange rate changes on cash and cash equivalents			
Increase in cash and cash equivalents			
Cash and cash equivalents at beginning of year	Cash and cash equivalents at beginning of year	757.2	780.0
Cash and cash equivalents at end of period	Cash and cash equivalents at end of period	\$ 959.3	\$ 759.3
Supplemental cash flow disclosures:			
Cash paid for interest	Cash paid for interest	\$ (36.1)	\$ (36.3)
Cash paid for interest			
Cash paid for interest			
Net cash paid for income taxes	Net cash paid for income taxes	(224.5)	(187.4)

See Notes to Condensed Consolidated Financial Statements.

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SNAP-ON INCORPORATED

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(Unaudited)

Note 1: Summary of Accounting Policies

Principles of consolidation and presentation

The Condensed Consolidated Financial Statements include the accounts of Snap-on Incorporated and its wholly owned and majority-owned subsidiaries (collectively, "Snap-on" or the "company"). These financial statements should be read in conjunction with, and have been prepared in conformity with, the accounting principles reflected in the consolidated financial statements and related notes included in Snap-on's 2022 2023 Annual Report on Form 10-K for the fiscal year ended December 31, 2022 December 30, 2023 ("2022 2023 year end"). The company's 2023 2024 fiscal third first quarter ended on September 30, 2023 March 30, 2024, and its 2022 2023 fiscal third first quarter ended on October 1, 2022 April 1, 2023. The company's 2024 and 2023 and 2022 fiscal third first quarters each contained 13 weeks of operating results. Snap-on's Condensed Consolidated Financial Statements are prepared in conformity with generally accepted accounting principles in the United States of America ("GAAP").

In the opinion of management, all adjustments (consisting of normal recurring adjustments) necessary for the fair presentation of the Condensed Consolidated Financial Statements for the three and nine month periods ended September 30, 2023 March 30, 2024, and October 1, 2022 April 1, 2023, have been made. Interim results of operations are not necessarily indicative of the results to be expected for the full fiscal year.

Use of Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Financial Instruments

The fair value of the company's derivative financial instruments is generally determined using quoted prices in active markets for similar assets and liabilities. The carrying value of the company's non-derivative financial instruments either approximates fair value, due to their short-term nature, or the amount disclosed for fair value is based upon a discounted cash flow analysis or quoted market values. See Note 8 9 for additional information on financial instruments.

New Accounting Standards

On January 1, 2023, In November 2023, the beginning of Snap-on's 2023 fiscal year, the company adopted FASB issued ASU No. 2022-02, 2023-07, Financial Instruments – Credit Losses Segment Reporting (Topic 326) 280: Troubled Debt Restructurings and Vintage Improvements to Reportable Segment Disclosures, which requires enhanced disclosure of

certain loan refinancings and restructurings by creditors when a borrower is experiencing financial difficulty and eliminates certain current recognition and measurement accounting guidance. This ASU also requires the disclosure of current-period gross write-offs by year of origination additional segment information. ASU No. 2023-07 is effective for financing receivables fiscal years beginning after December 15, 2023, and net investments in leases. interim periods within fiscal years beginning after December 15, 2024; this ASU allows for early adoption. The adoption of this ASU did is not expected to have a significant material impact on Snap-on's Condensed Consolidated Financial Statements.

In December 2023, the company's FASB issued ASU No. 2023-09, *Income Taxes (Topic 740): Improvements to Income Tax Disclosures*, which requires disaggregated information about a reporting entity's effective tax rate reconciliation as well as information on income taxes paid. ASU No. 2023-09 is effective for annual periods beginning after December 15, 2024. The guidance is to be applied on a prospective basis with the option to apply the standard retrospectively; this ASU allows for early adoption. The adoption of this ASU is not expected to have a material impact on Snap-on's Condensed Consolidated Financial Statements.

Note 2: Revenue Recognition

Snap-on recognizes revenue from the sale of tools, diagnostics, equipment, and related services based on when control of the product passes to the customer or the service is provided and is recognized at an amount that reflects the consideration expected to be received in exchange for such goods or services.

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

Revenue Disaggregation: The following table shows the consolidated revenues by revenue source:

		Three Months Ended		Nine Months Ended	
		Three Months Ended		Three Months Ended	
		Three Months Ended		Three Months Ended	
		Three Months Ended			
(Amounts in millions)					
(Amounts in millions)					
(Amounts in millions)	(Amounts in millions)	September 30, 2023	October 1, 2022	September 30, 2023	October 1, 2022
Revenue from contracts with customers	Revenue from contracts with customers	\$ 1,152.2	\$ 1,096.3	\$ 3,513.3	\$ 3,318.7
Revenue from contracts with customers					
Revenue from contracts with customers					
Other revenues					
Other revenues					
Other revenues	Other revenues	7.1	6.2	20.3	18.2
Total net sales	Total net sales	1,159.3	1,102.5	3,533.6	3,336.9
Total net sales					
Total net sales					
Financial services revenue					
Financial services revenue					
Financial services revenue	Financial services revenue	94.9	87.3	280.9	261.4
Total revenues	Total revenues	\$ 1,254.2	\$ 1,189.8	\$ 3,814.5	\$ 3,598.3
Total revenues					
Total revenues					

Snap-on evaluates the performance of its operating segments based on segment revenues including and segment operating earnings. The Snap-on Tools Group segment revenues include external net sales, while the Commercial & Industrial Group and the Repair Systems & Information Group segment revenues include both external and intersegment net sales, and segment operating earnings. sales. Snap-on accounts for both intersegment net sales and transfers based primarily on standard costs with reasonable mark-ups established between the segments. Intersegment amounts are eliminated to arrive at Snap-on's consolidated financial results.

The following tables represent external net sales disaggregated by geography, based on the customers' billing addresses:

For the Three Months Ended September 30, 2023			
Repair			
Commercial	Snap-on	Systems	

All other	66.0	27.4	22.4	—	—	115.8
External net sales	278.6	537.0	367.4	—	—	1,183.0
Intersegment net sales	85.2	—	79.2	—	(164.4)	—
Total net sales	363.8	537.0	446.6	—	(164.4)	1,183.0
Financial services revenue	—	—	—	92.6	—	92.6
Total revenue	\$ 363.8	\$ 537.0	\$ 446.6	\$ 92.6	\$ (164.4)	\$ 1,275.6

* North America is comprised of the United States, Canada and Mexico.

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

For the Three Months Ended October 1, 2022						
	Commercial & Industrial Group	Snap-on Tools Group	Repair Systems & Information Group	Financial Services	Eliminations	Snap-on Incorporated
(Amounts in millions)						
Net sales:						
North America*	\$ 128.2	\$ 440.6	\$ 268.8	\$ —	\$ —	\$ 837.6
Europe	62.0	29.8	51.9	—	—	143.7
All other	72.6	26.2	22.4	—	—	121.2
External net sales	262.8	496.6	343.1	—	—	1,102.5
Intersegment net sales	94.0	—	70.9	—	(164.9)	—
Total net sales	356.8	496.6	414.0	—	(164.9)	1,102.5
Financial services revenue	—	—	—	87.3	—	87.3
Total revenue	\$ 356.8	\$ 496.6	\$ 414.0	\$ 87.3	\$ (164.9)	\$ 1,189.8

For the Nine Months Ended October 1, 2022						
	Commercial & Industrial Group	Snap-on Tools Group	Repair Systems & Information Group	Financial Services	Eliminations	Snap-on Incorporated
(Amounts in millions)						
Net sales:						
North America*	\$ 370.6	\$ 1,348.7	\$ 766.3	\$ —	\$ —	\$ 2,485.6
Europe	216.9	106.3	174.2	—	—	497.4
All other	212.6	74.3	67.0	—	—	353.9
External net sales	800.1	1,529.3	1,007.5	—	—	3,336.9
Intersegment net sales	255.9	—	221.5	—	(477.4)	—
Total net sales	1,056.0	1,529.3	1,229.0	—	(477.4)	3,336.9
Financial services revenue	—	—	—	261.4	—	261.4
Total revenue	\$ 1,056.0	\$ 1,529.3	\$ 1,229.0	\$ 261.4	\$ (477.4)	\$ 3,598.3

* North America is comprised of the United States, Canada and Mexico.

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

The following tables represent external net sales disaggregated by customer type:

For the Three Months Ended September 30, 2023

								(Amounts in millions)						
(Amounts in millions)	(Amounts in millions)	Group	Group	Group	Services	Eliminations	Incorporated	(Amounts in millions)	Group		Services		Eliminations	Incorporated
Net sales:	Net sales:													
Vehicle service professionals	Vehicle service professionals													
Vehicle service professionals	Vehicle service professionals													
Vehicle service professionals	Vehicle service professionals													
Vehicle service professionals	Vehicle service professionals	\$ 20.8	\$ 496.6	\$ 343.1	\$ —	\$ —	\$ 860.5							
All other professionals	All other professionals	242.0	—	—	—	—	242.0							
External net sales	External net sales	262.8	496.6	343.1	—	—	1,102.5							
Intersegment net sales	Intersegment net sales	94.0	—	70.9	—	(164.9)	—							
Total net sales	Total net sales	356.8	496.6	414.0	—	(164.9)	1,102.5							
Financial services revenue	Financial services revenue	—	—	—	87.3	—	87.3							
Total revenue	Total revenue	\$ 356.8	\$ 496.6	\$ 414.0	\$ 87.3	\$ (164.9)	\$ 1,189.8							

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

	For the Nine Months Ended October 1, 2022					
	Commercial	Snap-on	Repair Systems			
	& Industrial	Tools	& Information	Financial		Snap-on
(Amounts in millions)	Group	Group	Group	Services	Eliminations	Incorporated
Net sales:						
Vehicle service professionals	\$ 69.9	\$ 1,529.3	\$ 1,007.5	\$ —	\$ —	\$ 2,606.7
All other professionals	730.2	—	—	—	—	730.2
External net sales	800.1	1,529.3	1,007.5	—	—	3,336.9
Intersegment net sales	255.9	—	221.5	—	(477.4)	—
Total net sales	1,056.0	1,529.3	1,229.0	—	(477.4)	3,336.9
Financial services revenue	—	—	—	261.4	—	261.4
Total revenue	\$ 1,056.0	\$ 1,529.3	\$ 1,229.0	\$ 261.4	\$ (477.4)	\$ 3,598.3

Nature of goods and services: Snap-on derives net sales from a broad line of products and complementary services that are grouped into three categories: (i) tools; (ii) diagnostics, information and management systems; and (iii) equipment. The tools product category includes hand tools, power tools, tool storage products and other similar products. The diagnostics, information and management systems product category includes handheld and computer-based diagnostic products, service and repair information products, diagnostic software solutions, electronic parts catalogs, business management systems and services, point-of-sale systems, integrated systems for vehicle service shops, original equipment manufacturer ("OEM") purchasing facilitation services, and warranty management systems and analytics to help OEM dealership service and repair shops ("OEM

dealerships") manage and track performance. The equipment product category includes solutions for the service of vehicles and industrial equipment. Snap-on supports the sale of its diagnostics and vehicle service shop equipment by offering training programs as well as after-sales support to its customers. Through its financial services businesses, Snap-on derives revenue from various financing programs designed to facilitate the sales of its products and support its franchise business.

Approximately 90% of Snap-on's net sales are products sold at a point in time through ship-and-bill performance obligations that also include repair services. The remaining sales revenue is earned over time primarily for software subscriptions, other subscription service agreements and extended warranty programs.

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

Snap-on enters into contracts related to the selling of tools, diagnostics, repair information, equipment and related services. At contract inception, an assessment of the goods and services promised in the contracts with customers is performed and a performance obligation is identified for each distinct promise to transfer to the customer a good or service (or bundle of goods or services). To identify the performance obligations, Snap-on considers all of the goods or services promised in the contract regardless of whether they are explicitly stated or are implied by customary business practices. Contracts with customers are comprised of customer purchase orders, invoices and written contracts.

For certain performance obligations related to software subscriptions, extended warranty and other subscription agreements that are settled over time, Snap-on has elected not to disclose the value of unsatisfied performance obligations for: (i) contracts that have an original expected length of one year or less; (ii) contracts where revenue is recognized as invoiced; and (iii) contracts with variable consideration related to unsatisfied performance obligations. The remaining duration of these unsatisfied performance obligations range from one month up to 60 months. Snap-on had approximately \$185.0 million \$187.0 million of long-term contracts that have fixed consideration that extends beyond one year as of September 30, 2023 March 30, 2024. Snap-on expects to recognize approximately 60% 70% of these contracts as revenue by the end of fiscal 2024, 2025, an additional 35% 25% by the end of fiscal 2026, 2027, and the balance thereafter.

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

Contract liabilities: Contract liabilities are recorded when cash payments are received in advance of Snap-on's performance. The timing of payment is typically on a monthly, quarterly or annual basis. The balance of total contract liabilities was \$65.9 million \$66.3 million and \$63.3 million at September 30, 2023 March 30, 2024, and December 31, 2022 December 30, 2023, respectively. The current portion of contract liabilities is included in "Other accrued liabilities" and the non-current portion of such liabilities is included in "Other long-term liabilities" on the accompanying Condensed Consolidated Balance Sheets. During the three and nine months ended September 30, 2023 March 30, 2024, Snap-on recognized \$7.4 million and \$52.7 million \$35.4 million of revenue respectively, that was included in the \$63.3 million contract liability balance at December 31, 2022 December 30, 2023, which was primarily from the amortization of software subscriptions, extended warranties and other subscription agreements.

Note 3: Acquisitions

On November 20, 2023, Snap-on acquired certain assets of SAVTEQ, Inc. ("SAVTEQ") for a cash purchase price of \$3.0 million. SAVTEQ, based in Lexington, Kentucky, provides precise non-contact measuring capabilities. In fiscal 2023, the company completed the purchase accounting valuations for the acquired net assets of SAVTEQ. The \$1.7 million excess of the purchase price over the fair value of the net assets acquired was recorded in "Goodwill" on the accompanying Condensed Consolidated Balance Sheets.

On November 1, 2023, Snap-on acquired Mountz, Inc. ("Mountz") for a cash purchase price of \$39.6 million. Mountz, based in San Jose, California, is a leading developer, manufacturer and marketer of high-precision torque tools, including measurement, calibration and documentation products. The company completed the purchase accounting valuations for the acquired net assets of Mountz in the first quarter of 2024. The \$19.8 million excess of the purchase price over the fair value of the net assets acquired was recorded in "Goodwill" on the accompanying Condensed Consolidated Balance Sheets.

For segment reporting purposes, the results of operations and assets of SAVTEQ have been included in the Repair Systems & Information Group since the acquisition date, and the results of operations and assets of Mountz have been included in the Commercial & Industrial Group since the acquisition date.

Pro forma financial information has not been presented for these acquisitions as the net effects, individually and collectively, were neither significant nor material to Snap-on's results of operations or financial position. See Note 6 for additional information on goodwill and other intangible assets.

Note 4: Receivables

Trade and other accounts receivable: Snap-on's trade and other accounts receivable primarily arise from the sale of tools, diagnostics, and equipment products to a broad range of industrial and commercial customers and to Snap-on's independent franchise van channel with payment terms generally ranging from 30 to 120 days.

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

The components of Snap-on's trade and other accounts receivable as of September 30, 2023 March 30, 2024, and December 31, 2022 December 30, 2023, are as follows:

		September			
(Amounts in millions)	(Amounts in millions)	30, 2023	December 31, 2022	March 30, 2024	December 30, 2023
Trade and other accounts receivable	Trade and other accounts receivable	\$ 810.6	\$ 792.8		
Allowances for credit losses	Allowances for credit losses	(33.8)	(31.1)		
Total trade and other accounts receivable – net	Total trade and other accounts receivable – net	\$ 776.8	\$ 761.7		

The following is a rollforward of the allowances for credit losses related to trade and other accounts receivable for the three and nine months ended September 30, 2023, March 30, 2024, and October 1, 2022 April 1, 2023:

		Three Months Ended		Nine Months Ended	
		Three Months Ended		Three Months Ended	
		Three Months Ended		Three Months Ended	
		Three Months Ended		Three Months Ended	
(Amounts in millions)	(Amounts in millions)				
(Amounts in millions)	(Amounts in millions)				
(Amounts in millions)	(Amounts in millions)	September 30, 2023	October 1, 2022	September 30, 2023	October 1, 2022
Allowances for credit losses:	Allowances for credit losses:				
Allowances for credit losses:	Allowances for credit losses:				
Beginning of period	Beginning of period				
Beginning of period	Beginning of period				
Beginning of period	Beginning of period	\$ 32.3	\$ 28.1	\$ 31.1	\$ 27.3
Provision for credit losses	Provision for credit losses	5.5	4.6	13.7	11.2
Provision for credit losses	Provision for credit losses				
Charge-offs	Charge-offs				
Charge-offs	Charge-offs				
Charge-offs	Charge-offs	(3.6)	(3.0)	(10.9)	(8.2)
Recoveries	Recoveries	—	—	—	0.1
Recoveries	Recoveries				
Recoveries	Recoveries				
Currency translation	Currency translation				
Currency translation	Currency translation				
Currency translation	Currency translation	(0.4)	(0.9)	(0.1)	(1.6)
End of period	End of period	\$ 33.8	\$ 28.8	\$ 33.8	\$ 28.8
End of period	End of period				
End of period	End of period				

Finance and contract receivables: Snap-on Credit LLC ("SOC"), the company's financial services operation in the United States, originates extended-term finance and contract receivables on sales of Snap-on's products sold through the U.S. franchisee network and to certain other customers of Snap-on; Snap-on's foreign finance subsidiaries provide similar financing internationally. Interest income on finance and contract receivables is included in "Financial services revenue" on the accompanying Condensed Consolidated Statements of Earnings.

Finance receivables are comprised of extended-term payment contracts to both technicians and independent shop owners (i.e., franchisees' customers) to enable them to purchase tools, diagnostics, and equipment products on an extended-term payment plan, with average payment terms of approximately four years.

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

Contract receivables, with payment terms of up to 10 years, are comprised of extended-term payment contracts to a broad base of customers worldwide, including shop owners, both independents and national chains, for their purchase of tools, diagnostics, and equipment products, as well as extended-term contracts to franchisees to meet a number of financing needs, including working capital loans, loans to enable new franchisees to fund the purchase of the franchise and van leases, or the expansion of an existing franchise. Finance and contract receivables are generally secured by the underlying tools, diagnostics and/or equipment products financed and, for contracts to franchisees, other franchisee assets.

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

The components of Snap-on's current finance and contract receivables as of **September 30, 2023** **March 30, 2024**, and **December 31, 2022** **December 30, 2023**, are as follows:

(Amounts in millions)	(Amounts in millions)	September		(Amounts in millions)	March 30, 2024	December 30, 2023
		30, 2023	31, 2022			
Finance installment receivables	Finance installment receivables	\$ 611.4	\$ 578.6			
Finance lease receivables, net of unearned finance charges of \$2.1 million and \$0.5 million, respectively		7.3	3.2			
Finance lease receivables, net of unearned finance charges of \$4.3 million and \$3.4 million, respectively						
Total finance receivables	Total finance receivables	618.7	581.8			
Contract installment receivables	Contract installment receivables	59.4	51.3			
Contract lease receivables, net of unearned finance charges of \$20.3 million and \$19.1 million, respectively		62.0	60.3			
Contract installment receivables						
Contract installment receivables						

Contract lease receivables, net of unearned finance charges of \$21.4 million and \$21.1 million, respectively			
Total contract receivables	Total contract receivables	121.4	111.6
Total	Total	740.1	693.4
Allowances for credit losses:	Allowances for credit losses:		
Allowances for credit losses:			
Allowances for credit losses:			
Finance installment receivables			
Finance installment receivables			
Finance installment receivables	Finance installment receivables	(21.1)	(19.5)
Finance lease receivables	Finance lease receivables	(0.1)	(0.1)
Total finance allowance for credit losses		(21.2)	(19.6)
Total finance allowances for credit losses			
Contract installment receivables	Contract installment receivables	(0.9)	(0.8)
Contract installment receivables			
Contract installment receivables			
Contract lease receivables	Contract lease receivables	(0.9)	(0.9)
Total contract allowance for credit losses		(1.8)	(1.7)
Total allowance for credit losses		(23.0)	(21.3)
Total contract allowances for credit losses			

Total allowances for credit losses			
Total current finance and contract receivables – net	Total current finance and contract receivables – net	\$ 717.1	\$ 672.1
Finance receivables – net	Finance receivables – net	\$ 597.5	\$ 562.2
Finance receivables – net			
Finance receivables – net			
Contract receivables – net	Contract receivables – net	119.6	109.9
Total current finance and contract receivables – net	Total current finance and contract receivables – net	\$ 717.1	\$ 672.1

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

The components of Snap-on's finance and contract receivables with payment terms beyond one year as of September 30, 2023, March 30, 2024, and December 31, 2022, December 30, 2023, are as follows:

(Amounts in millions)	(Amounts in millions)	September 30, 2023	December 31, 2022	(Amounts in millions)	March 30, 2024	December 30, 2023
Finance installment receivables	Finance installment receivables	\$ 1,283.2	\$ 1,210.4			
Finance lease receivables, net of unearned finance charges of \$1.6 million and \$0.2 million, respectively	Finance lease receivables, net of unearned finance charges of \$1.6 million and \$0.2 million, respectively	7.5	1.7			
Finance lease receivables, net of unearned finance charges of \$3.5 million and \$2.8 million, respectively	Finance lease receivables, net of unearned finance charges of \$3.5 million and \$2.8 million, respectively					
Total finance receivables	Total finance receivables	1,290.7	1,212.1			
Contract installment receivables	Contract installment receivables	212.3	202.1			

Contract lease receivables, net of unearned finance charges of \$33.2 million and \$30.7 million, respectively			
		192.3	186.6
Contract installment receivables			
Contract installment receivables			
Contract lease receivables, net of unearned finance charges of \$35.8 million and \$35.1 million, respectively			
Total contract receivables	Total contract receivables	404.6	388.7
Total	Total	1,695.3	1,600.8
Allowances for credit losses:			
Allowances for credit losses:			
Finance installment receivables			
Finance installment receivables			
Finance installment receivables	Finance installment receivables	(44.7)	(41.3)
Finance lease receivables	Finance lease receivables	(0.1)	—
Total finance allowance for credit losses		(44.8)	(41.3)
Total finance allowances for credit losses			
Contract installment receivables	Contract installment receivables	(3.1)	(3.1)
Contract installment receivables			
Contract installment receivables			
Contract lease receivables	Contract lease receivables	(1.6)	(1.8)

Total contract allowance for credit losses		(4.7)	(4.9)
Total allowance for credit losses		(49.5)	(46.2)
Total contract allowances for credit losses			
Total allowances for credit losses			
Total long-term finance and contract receivables – net	Total long-term finance and contract receivables – net	\$ 1,645.8	\$ 1,554.6
Finance receivables – net	Finance receivables – net	\$ 1,245.9	\$ 1,170.8
Finance receivables – net	Finance receivables – net		
Contract receivables – net	Contract receivables – net	399.9	383.8
Total long-term finance and contract receivables – net	Total long-term finance and contract receivables – net	\$ 1,645.8	\$ 1,554.6

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

Credit quality: The company's receivable portfolio is comprised of two portfolio segments, finance and contract receivables, which are the same segments used to estimate expected credit losses reported in the allowance allowances for credit losses. The amortized cost basis for finance and contract receivables is the amount originated adjusted for applicable accrued interest and net of deferred fees or costs, collection of cash, collections, and write-offs. The company monitors and assesses credit risk based on the characteristics of each portfolio segment.

When extending credit, Snap-on evaluates the collectability of the receivables based on a combination of various financial and qualitative factors that may affect a customer's ability to pay. These factors may include the customer's financial condition, past payment experience, and credit bureau and proprietary Snap-on credit model information, as well as the value of the underlying collateral.

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

For finance and contract receivables, Snap-on assesses quantitative and qualitative factors through the use of credit quality indicators consisting primarily of delinquency classification, collection experience and related internal metrics, credit exposure by customer. Delinquency is the primary indicator of credit quality for finance and contract receivables. Snap-on conducts monthly reviews of credit and collection performance for both the finance and contract receivable portfolios focusing on data such as delinquency trends, nonaccrual receivables, and write-off and recovery activity. These reviews allow for the formulation of collection strategies and potential collection policy modifications in response to changing risk profiles in the finance and contract receivable portfolios. The other internal metrics include credit exposure by customer and delinquency classification to further monitor changing risk profiles. The company also maintains a system that aggregates credit exposure and provides delinquency data by days past due aging categories. A receivable 30 days or more past due is considered delinquent. However, customer receivables are monitored prior to becoming 30 days past due.

The amortized cost basis of finance and contract receivables by origination year as of September 30, 2023, March 30, 2024, and charge-offs for recorded in the nine three months ended September 30, 2023, March 30, 2024, by origination year, are as follows:

(Amounts in millions)	(Amounts in millions)	2023	2022	2021	2020	2019	Prior	Total	(Amounts in millions)	2024	2023	2022	2021	2020	Prior	Total
Finance receivables:	Finance receivables:															
Delinquent	Delinquent															
Delinquent	Delinquent															
Delinquent	Delinquent	\$ 11.6	\$ 19.3	\$ 9.3	\$ 5.3	\$ 2.1	\$ 1.1	\$ 48.7								
Non-delinquent	Non-delinquent	1,101.7	484.0	172.0	76.6	21.7	4.7	1,860.7								
Total Finance receivables	Total Finance receivables	\$ 1,113.3	\$ 503.3	\$ 181.3	\$ 81.9	\$ 23.8	\$ 5.8	\$ 1,909.4								
Finance receivables charge-offs	Finance receivables charge-offs	\$ 1.7	\$ 18.8	\$ 11.2	\$ 6.1	\$ 2.6	\$ 1.7	\$ 42.1								
Finance receivables charge-offs	Finance receivables charge-offs															
Finance receivables charge-offs	Finance receivables charge-offs															
Contract receivables:	Contract receivables:															
Contract receivables:	Contract receivables:															
Delinquent	Delinquent															
Delinquent	Delinquent															
Delinquent	Delinquent	\$ 0.1	\$ 0.8	\$ 0.9	\$ 0.6	\$ 0.5	\$ 0.2	\$ 3.1								
Non-delinquent	Non-delinquent	151.8	136.1	94.0	64.2	40.8	36.0	522.9								
Total Contract receivables	Total Contract receivables	\$ 151.9	\$ 136.9	\$ 94.9	\$ 64.8	\$ 41.3	\$ 36.2	\$ 526.0								
Contract receivables charge-offs	Contract receivables charge-offs	\$ —	\$ 0.2	\$ 0.6	\$ 0.4	\$ 0.1	\$ 0.3	\$ 1.6								
Contract receivables charge-offs	Contract receivables charge-offs															
Contract receivables charge-offs	Contract receivables charge-offs															

Allowances for credit losses: The allowances for credit losses are maintained at levels that are considered adequate to cover expected credit losses over the remaining contractual life of the receivables using historical loss experience, asset specific risk characteristics, current conditions, reasonable and supportable forecasts, and an appropriate reversion period, when applicable. Management performs detailed reviews of its receivables on a monthly and/or quarterly basis to assess the adequacy of the allowances and to determine if any impairment has occurred. A receivable generally has credit losses when it is expected that all amounts related to the receivable will not be collected according to the contractual terms of the agreement. Amounts determined to be uncollectable are charged directly against the allowances, while amounts recovered on previously written off accounts increase the allowances.

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

For both finance and contract receivables, write-offs include the uncollectable principal amount of the receivable as well as the uncollectable accrued interest and fees, net of repossessions. For finance receivables only, write-offs are partially offset by recourse from franchisees. Recovered interest and fees previously written off are recorded through the allowances for credit losses and increase the allowances. Absent a repossession, finance receivables are typically written off when an account reaches 120 days past due. Repossessed accounts are typically written off within 60 days of asset repossession. Contract receivables related to equipment leases are generally written off when an account

becomes 150 days past due, while contract receivables related to franchise finance and van leases are generally written off no later than when the receivable becomes 180 days past the asset return date. For finance and contract receivables, customer bankruptcies are generally written off upon notification that the associated debt is not being reaffirmed or, in any event, no later than when the receivable becomes 180 days past due. Changes to the allowances for credit losses are maintained through adjustments to the provisions for credit losses.

For finance receivables, the company uses a vintage loss rate methodology to determine expected losses. Vintage analysis aims to calculate losses based on the timing of the losses relative to the origination of the receivables. The finance receivable portfolio contains a substantial amount of homogeneous contracts which fits well with the vintage analysis.

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

For contract receivables, the company primarily uses a Weighted-Average Remaining Maturity ("WARM") methodology. The WARM methodology calculates the average annual write-off rate and applies it to the remaining term of the receivables. The WARM methodology is used since contract receivables have limited loss experience over generally longer terms and, therefore, the predictive loss patterns are more difficult to estimate.

The company performed a correlation analysis to compare historical losses to many economic factors. The primary economic factors considered were real gross domestic product, civilian unemployment, industrial production index, and repair and maintenance employment rate; the company determined that there is limited correlation between the historical losses and economic factors. As a result, consideration was given to qualitative factors to adjust the reserve balance for asset specific risk characteristics, current conditions and future expectations. Similar qualitative factors are considered for both finance and contract receivables. The qualitative factors used in determining the estimate of expected credit losses are influenced by the changes in the composition of the portfolio, underwriting practices, and other relevant conditions that were different from the historical periods.

The allowances for credit losses are adjusted each period for changes in the credit risk and expected lifetime credit losses.

The following is a rollforward of the allowances for credit losses for finance and contract receivables for the three and nine months ended September 30, 2023, March 30, 2024, and October 1, 2022 April 1, 2023:

		Three Months Ended September 30, 2023		Nine Months Ended September 30, 2023					
		Three Months Ended March 30, 2024				Three Months Ended March 30, 2024		Three Months Ended April 1, 2023	
(Amounts in millions)	(Amounts in millions)	Finance Receivables	Contract Receivables	Finance Receivables	Contract Receivables	(Amounts in millions)	Finance Receivables	Contract Receivables	Finance Receivables
Allowances for credit losses:	Allowances for credit losses:								
Beginning of period	Beginning of period	\$ 65.1	\$ 6.5	\$ 60.9	\$ 6.6				
Beginning of period	Beginning of period								
Provision for credit losses	Provision for credit losses								
Provision for credit losses	Provision for credit losses								
Provision for credit losses	Provision for credit losses	12.8	0.7	40.7	1.3				
Charge- offs	Charge- offs	(13.7)	(0.7)	(42.1)	(1.6)				
Recoveries	Recoveries	1.9	0.1	6.5	0.3				
Currency translation	Currency translation	(0.1)	(0.1)	—	(0.1)				
End of period	End of period	\$ 66.0	\$ 6.5	\$ 66.0	\$ 6.5				

		Three Months Ended October 1, 2022		Nine Months Ended October 1, 2022	
(Amounts in millions)		Finance Receivables	Contract Receivables	Finance Receivables	Contract Receivables

Allowances for credit losses:								
Beginning of period	\$	61.3	\$	7.2	\$	67.3	\$	8.4
Provision for credit losses		9.5		—		24.9		0.1
Charge-offs		(12.3)		(0.4)		(38.5)		(1.8)
Recoveries		2.0		0.1		7.0		0.2
Currency translation		(0.2)		(0.2)		(0.4)		(0.2)
End of period	\$	60.3	\$	6.7	\$	60.3	\$	6.7

Past due: Depending on the contract, payments for finance and contract receivables are due on a monthly or weekly basis. Weekly payments are converted into a monthly equivalent for purposes of calculating delinquency. Delinquencies are assessed at the end of each month following the monthly equivalent contractual payment due date. The entire receivable balance of a contract is considered delinquent when contractual payments become 30 days past due. Removal from delinquent status occurs when the cumulative amount of monthly contractual payments then due have been received by the company.

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

It is the general practice of Snap-on's financial services business not to engage in contract or loan modifications. In limited instances, Snap-on's financial services business may modify certain receivables. The amount and number of finance and contract receivable modifications as of **September 30, 2023**, **March 30, 2024**, and **December 31, 2022** **December 30, 2023**, were immaterial to both the financial services portfolio and the company's results of operations and financial position.

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

The aging of finance and contract receivables as of **September 30, 2023**, **March 30, 2024**, and **December 31, 2022** **December 30, 2023**, is as follows:

(Amounts in millions)	(Amounts in millions)	Greater Than 90 Days Past Due			Total Past Due	Total Not Past Due	Total	Greater Than 90 Days Past Due and Accruing	(Amounts in millions)	Greater Than 90 Days Past Due			Total Past Due	Total Not Past Due	Total	Greater Than 90 Days Past Due and Accruing
		30-59	60-90	Greater Than 90						30-59	60-90	Greater Than 90				
September 30, 2023:																
March 30, 2024:																
Finance receivables	Finance receivables	\$ 17.1	\$ 11.9	\$ 19.7	\$ 48.7	\$ 1,860.7	\$ 1,909.4	\$ 16.8								
Contract receivables	Contract receivables	1.4	0.4	1.3	3.1	522.9	526.0	0.2								
December 31, 2022:																
December 30, 2023:																
December 30, 2023:																
December 30, 2023:																
Finance receivables	Finance receivables	\$ 17.2	\$ 11.2	\$ 19.5	\$ 47.9	\$ 1,746.0	\$ 1,793.9	\$ 16.5								
Contract receivables	Contract receivables	1.2	0.3	2.2	3.7	496.6	500.3	0.3								

Nonaccrual: SOC maintains the accrual of interest income during the progression through the various stages of delinquency prior to processing for write-off. At the time of write-off, the entire balance including the accrued but unpaid interest income amount is recorded as a loss.

Finance receivables are generally placed on nonaccrual status (nonaccrual of interest and other fees): (i) when a customer is placed on repossession status; (ii) upon receipt of notification of bankruptcy; (iii) upon notification of the death of a customer; or (iv) in other instances in which management concludes collectability is not reasonably assured.

Contract receivables are generally placed on nonaccrual status: (i) when a receivable is more than 90 days past due or at the point a customer's account is placed on terminated status regardless of its delinquency status; (ii) upon notification of the death of a customer; or (iii) in other instances in which management concludes collectability is not reasonably assured.

The accrual of interest and other fees is resumed when the finance or contract receivable becomes contractually current and collection of all remaining contractual amounts due is reasonably assured. A receivable may have credit losses when it is expected that all amounts related to the receivable will not be collected according to the contractual terms of the applicable agreement. Such finance and contract receivables are covered by the company's respective allowances for credit losses and are written-off against the allowances when appropriate.

The amount of finance and contract receivables on nonaccrual status as of September 30, 2023, March 30, 2024, and December 31, 2022, December 30, 2023, is as follows:

(Amounts in millions)		September		(Amounts in millions)	March 30, 2024	December 30, 2023
		(Amounts in millions)	30, 2023			
			December 31, 2022			
Finance receivables	Finance receivables	\$ 10.7	\$ 8.7			
Contract receivables	Contract receivables	2.4	3.3			

SNAP-ON INCORPORATED

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(Unaudited)

Note 4: 5: Inventories

Inventories by major classification are as follows:

(Amounts in millions)		September		(Amounts in millions)	March 30, 2024	December 30, 2023
		(Amounts in millions)	30, 2023			
			December 31, 2022			
Finished goods	Finished goods	\$ 889.2	\$ 882.2			
Work in progress	Work in progress	78.8	77.2			
Raw materials	Raw materials	178.8	182.3			
Total FIFO value	Total FIFO value	1,146.8	1,141.7			
Excess of current cost over LIFO cost	Excess of current cost over LIFO cost	(113.9)	(108.6)			
Total inventories – net	Total inventories – net	\$ 1,032.9	\$ 1,033.1			

Inventories accounted for using the first-in, first-out ("FIFO") method approximated 58% and 61% 59% of total inventories as of September 30, 2023, both March 30, 2024, and December 31, 2022, respectively. December 30, 2023. The company accounts for its non-U.S. inventory on the FIFO method. As of September 30, 2023, March 30, 2024, approximately 36% of the company's U.S. inventory was accounted for using the FIFO method and 64% was accounted for using the last-in, first-out ("LIFO") method. There were no LIFO inventory liquidations in the three and nine months ended September 30, 2023, March 30, 2024, or October 1, 2022, April 1, 2023.

Note 5: 6: Goodwill and Other Intangible Assets

The changes in the carrying amount of goodwill by segment for the nine three months ended September 30, 2023, March 30, 2024, are as follows:

(Amounts in millions)		Commercial & Industrial Group		Repair Systems & Information Group	Total	(Amounts in millions)	Commercial & Industrial Group		Repair Systems & Information Group	Total
		(Amounts in millions)	September 30, 2023				(Amounts in millions)	March 30, 2024		

Balance as of						
December 31, 2022	\$	302.9	\$	12.4	\$	730.0 \$1,045.3
Balance as of						
December 30, 2023						
Currency translation	Currency translation	(5.9)	—	(3.5)	(9.4)	
Balance as of						
September 30, 2023	\$	297.0	\$	12.4	\$	726.5 \$1,035.9
Acquisition adjustments						
Balance as of March 30, 2024						

Additional disclosures related to other intangible Goodwill of \$1,071.3 million as of March 30, 2024, includes \$19.8 million from the acquisition of Mountz. In the first quarter of 2024, the purchase accounting valuations for the acquired net assets **are as follows:** of Mountz were completed, resulting in a reduction of goodwill of \$13.2 million from year end 2023. See Note 3 for additional information on acquisitions.

	September 30, 2023			December 31, 2022		
			Accumulated			Accumulated
(Amounts in millions)	Gross Carrying Value	Amortization	Net Carrying Value	Gross Carrying Value	Amortization	Net Carrying Value
Amortized other intangible assets:						
Customer relationships	\$ 211.3	\$ (159.1)	\$ 52.2	\$ 212.1	\$ (150.8)	\$ 61.3
Developed technology	35.9	(28.7)	7.2	35.8	(26.0)	9.8
Internally developed software	187.3	(145.3)	42.0	179.6	(137.2)	42.4
Patents	50.9	(26.1)	24.8	48.4	(25.6)	22.8
Trademarks	3.8	(2.4)	1.4	3.9	(2.4)	1.5
Other	7.4	(4.0)	3.4	7.7	(4.0)	3.7
Total	496.6	(365.6)	131.0	487.5	(346.0)	141.5
Non-amortized trademarks	132.0	—	132.0	134.1	—	134.1
Total other intangible assets	\$ 628.6	\$ (365.6)	\$ 263.0	\$ 621.6	\$ (346.0)	\$ 275.6

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

Snap-on completed its annual impairment testing of goodwill and **Additional disclosures related to other indefinite-lived** intangible assets **in** are as follows:

	March 30, 2024			December 30, 2023		
			Accumulated			Accumulated
(Amounts in millions)	Gross Carrying Value	Amortization	Net Carrying Value	Gross Carrying Value	Amortization	Net Carrying Value
Amortized other intangible assets:						
Customer relationships	\$ 220.8	\$ (164.4)	\$ 56.4	\$ 214.5	\$ (163.6)	\$ 50.9
Developed technology	36.2	(30.5)	5.7	36.2	(29.8)	6.4
Internally developed software	194.5	(150.6)	43.9	191.3	(148.2)	43.1
Patents	47.3	(20.5)	26.8	53.0	(26.8)	26.2
Trademarks	3.9	(2.5)	1.4	4.0	(2.5)	1.5
Other	6.1	(2.8)	3.3	6.2	(2.8)	3.4
Total	508.8	(371.3)	137.5	505.2	(373.7)	131.5
Non-amortized trademarks	140.2	—	140.2	137.4	—	137.4
Total other intangible assets	\$ 649.0	\$ (371.3)	\$ 277.7	\$ 642.6	\$ (373.7)	\$ 268.9

The gross carrying value of customer relationships and non-amortized trademarks includes \$8.7 million and \$5.4 million, respectively, related to the second quarter of 2023, the results of which did not result in any impairment. Mountz acquisition.

Provisions for the impairment of goodwill and/or other intangible assets could arise in a future period due to significant and unanticipated changes in circumstances, such as declines in profitability and cash flow due to long-term deterioration in macroeconomic, industry and market conditions, the loss of key customers, changes in technology or markets, changes in key personnel or litigation, a sustained decrease in share price and/or other events. As of September 30, 2023 March 30, 2024, the company had no accumulated impairment losses.

The weighted-average amortization periods related to other intangible assets are as follows:

	In Years
Customer relationships	14
Developed technology	5
Internally developed software	6
Patents	15
Trademarks	9
Other	39

The weighted-average amortization period for all amortizable intangible assets on a combined basis is 12 years. Intangible asset renewal costs are expensed as incurred.

The aggregate amortization expense was \$6.8 million \$6.3 million and \$20.7 million \$6.9 million for the respective three and nine month periods ended September 30, 2023 March 30, 2024, and \$7.2 million and \$21.6 million for the respective three and nine month periods ended October 1, 2022 April 1, 2023. Based on current levels of amortizable intangible assets and estimated weighted-average useful lives, estimated annual amortization expense is expected to be \$27.2 million in 2023, \$21.9 million \$24.7 million in 2024, \$15.8 million \$18.2 million in 2025, \$11.9 million \$13.5 million in 2026, \$10.4 million \$11.4 million in 2027, \$10.0 million in 2028, and \$9.1 million \$7.4 million in 2028. 2029.

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

Note 6: 7: Income Taxes

Snap-on's effective income tax rate on earnings attributable to Snap-on was 22.9% 22.2% and 23.0% 23.1% in the respective first nine three month periods of 2023 2024 and 2022, 2023.

Snap-on and its subsidiaries file income tax returns in the United States and in various state, local and foreign jurisdictions. It is reasonably possible that certain unrecognized tax benefits may either be settled with taxing authorities or the statutes of limitations for such items may lapse within the next 12 months, causing Snap-on's gross unrecognized tax benefits to decrease by a range of zero to \$0.6 million \$0.9 million. Over the next 12 months, Snap-on anticipates taking certain tax positions on various tax returns for which the related tax benefit does not meet the recognition threshold. Accordingly, Snap-on's gross unrecognized tax benefits may increase by a range of zero to \$0.6 million \$0.9 million over the next 12 months for uncertain tax positions expected to be taken in future tax filings.

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

Note 7: 8: Short-term and Long-term Debt

Short-term and long-term debt as of September 30, 2023 March 30, 2024, and December 31, 2022 December 30, 2023, consisted of the following:

(Amounts in millions)	(Amounts in millions)	September 30, 2023	December 31, 2022	(Amounts in millions)	March 30, 2024	December 30, 2023
3.25% unsecured notes due 2027	3.25% unsecured notes due 2027	\$ 300.0	\$ 300.0			
4.10% unsecured notes due 2048	4.10% unsecured notes due 2048	400.0	400.0			
3.10% unsecured notes due 2050	3.10% unsecured notes due 2050	500.0	500.0			
Other*		1.7	1.0			

		1,201.7	1,201.0
Other debt*			
		1,200.1	
Less: notes payable	Less: notes payable	(17.3)	(17.2)
Less: notes payable			
Less: notes payable			
Total long-term debt	Total long-term debt	\$ 1,184.4	\$ 1,183.8
Total long-term debt			
Total long-term debt			

* Includes unamortized debt issuance costs and issuance discounts.

Notes payable of \$17.3 million \$15.2 million as of September 30, 2023 March 30, 2024, compared to \$17.2 million \$15.6 million as of 2022 2023 year end.

On September 12, 2023, Snap-on entered into has a \$900 million multi-currency multicurrency revolving credit facility that terminates on September 12, 2028 (the "Credit Facility"), which amended and restated in its entirety the company's previous \$800 million multi-currency revolving credit facility that was set to terminate on September 16, 2024. The Credit Facility contains an accordion feature that, subject to certain customary conditions, may allow the maximum commitment to be increased by up to \$450 million with the approval of the lenders providing additional commitments. No amounts were borrowed or outstanding under either the Credit Facility during the nine three months ended and as of September 30, 2023 March 30, 2024. Borrowings under the Credit Facility bear interest at varying rates based on either: (i) Snap-on's then-current, long-term debt ratings; or (ii) Snap-on's then-current ratio of consolidated debt net of certain cash adjustments ("Consolidated Net Debt") to earnings before interest, taxes, depreciation, amortization and certain other adjustments for the preceding four fiscal quarters then ended (the "Consolidated Net Debt to EBITDA Ratio"). The Credit Facility's financial covenant requires that Snap-on maintain, as of each fiscal quarter end, either (i) a ratio not greater than 0.60 to 1.00 of Consolidated Net Debt to the sum of Consolidated Net Debt plus total equity and less accumulated other comprehensive income or loss (the "Leverage Ratio"); or (ii) a Consolidated Net Debt to EBITDA Ratio not greater than 3.50 to 1.00. Snap-on may, up to two times during any five-year period during the term of the Credit Facility (including any extensions thereof), elect to increase the maximum Leverage Ratio to 0.65 to 1.00 and/or increase the maximum Consolidated Net Debt to EBITDA Ratio to 4.00 to 1.00 for four consecutive fiscal quarters in connection with certain material acquisitions (as defined in the related credit agreement). As of September 30, 2023 March 30, 2024, the company's actual ratios of 0.05 0.03 and 0.21 0.10, respectively, were both within the permitted ranges set forth in this financial covenant. Snap-on generally issues commercial paper to fund its financing needs on a short-term basis and uses the Credit Facility as back-up liquidity to support such commercial paper issuances. As of September 30, 2023 March 30, 2024, there were no commercial paper issuances outstanding.

SNAP-ON INCORPORATED **NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)** (Unaudited)

Note 8; 9: Financial Instruments

Derivatives: All derivative instruments are reported in the Condensed Consolidated Financial Statements at fair value. Changes in the fair value of derivatives are recorded each period in earnings or on the accompanying Condensed Consolidated Balance Sheets, depending on whether the derivative is designated and effective as part of a hedged transaction. Gains or losses on derivative instruments recorded in earnings are presented in the same Condensed Consolidated Statement of Earnings line that is used to present the earnings effect of the hedged item. Gains or losses on derivative instruments in accumulated other comprehensive income (loss) ("Accumulated OCI") are reclassified to earnings in the period in which earnings are affected by the underlying hedged item.

The criteria used to determine if hedge accounting treatment is appropriate are: (i) the designation of the hedge to an underlying exposure; (ii) whether or not overall risk is being reduced; and (iii) if there is a correlation between the value of the derivative instrument and the underlying hedged item. Once a derivative contract is entered into, Snap-on designates the derivative as a fair value hedge, a cash flow hedge, a hedge of a net investment in a foreign operation, or a natural hedging instrument whose change in fair value is recognized as an economic hedge against changes in the value of the hedged item. Snap-on does not use derivative instruments for speculative or trading purposes.

SNAP-ON INCORPORATED **NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)** (Unaudited)

Snap-on is exposed to global market risks, including the effects of changes in foreign currency exchange rates, interest rates, and the company's stock price. The company uses derivatives to manage financial exposures that occur in the normal course of business. The primary risks managed by using derivative instruments are foreign currency risk, interest rate risk and stock-based deferred compensation risk.

Foreign currency risk management: Snap-on has significant international operations and is subject to certain risks inherent with foreign operations that include currency fluctuations. Foreign currency exchange risk exists to the extent that Snap-on has payment obligations or receipts denominated in currencies other than the functional currency, including intercompany loans denominated in foreign currencies. To manage these exposures, Snap-on identifies naturally offsetting positions and then purchases hedging instruments to protect the residual net exposures. Snap-on manages most of these exposures on a consolidated basis, which allows for netting of certain exposures to take advantage of natural offsets. Foreign currency forward contracts ("foreign currency forwards") are used to hedge the net exposures. Gains or losses on net foreign currency hedges are intended to offset losses or gains on the underlying net exposures in an effort to reduce the earnings volatility resulting from fluctuating foreign currency exchange rates. Snap-on's foreign currency forwards are typically not designated as hedges. The fair value changes of these contracts are reported in earnings as foreign exchange gain or loss, which is included in "Other income (expense) – net" on the accompanying Condensed Consolidated Statements of Earnings. See Note 15 16 for additional information on Other income (expense) – net.

Interest rate risk management: Snap-on may manage the exposure created by the differing maturities and interest rate structures of Snap-on's borrowings through the use of interest rate swap agreements ("interest rate swaps") and treasury lock agreements ("treasury locks").

Interest rate swaps: Snap-on may enter into interest rate swaps to manage risks associated with changing interest rates related to the company's fixed rate borrowings. Interest rate swaps are accounted for as fair value hedges. The differentials paid or received on interest rate swaps are recognized as adjustments to "Interest expense" on the accompanying Condensed Consolidated Statements of Earnings. The change in the fair value of the derivative is recorded in "Long-term debt" on the accompanying Condensed Consolidated Balance Sheets. There were no outstanding interest rate swaps as of both September 30, 2023 March 30, 2024, and December 31, 2022 30, 2023.

Treasury locks: Snap-on may use treasury locks to manage the potential change in interest rates in anticipation of the issuance of fixed rate debt. Treasury locks are accounted for as cash flow hedges. The differentials to be paid or received on treasury locks related to the anticipated issuance of fixed rate debt are initially recorded in Accumulated OCI for derivative instruments that are designated and qualify as cash flow hedges. Upon the issuance of debt, the related amount in Accumulated OCI is released over the term of the debt and recognized as an adjustment to interest expense on the Condensed Consolidated Statements of Earnings. There were no treasury locks outstanding as of both September 30, 2023 March 30, 2024, and December 31, 2022 December 30, 2023. See Note 16 for additional information on Other income (expense) – net.

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

Stock-based deferred compensation risk management: Snap-on manages market risk associated with the stock-based portion of its deferred compensation plans through the use of prepaid equity forward agreements ("equity forwards"). Equity forwards are used to aid in offsetting the potential mark-to-market effect on stock-based deferred compensation from changes in Snap-on's stock price. Since stock-based deferred compensation liabilities increase as the company's stock price rises and decrease as the company's stock price declines, the equity forwards are intended to mitigate the potential impact on deferred compensation expense that may result from such mark-to-market changes. As of September 30, 2023 March 30, 2024, Snap-on had equity forwards in place intended to manage market risk with respect to 69,400 76,900 shares of Snap-on common stock associated with its deferred compensation plans.

Counterparty risk: Snap-on is exposed to credit losses in the event of non-performance by the counterparties to its various financial agreements, including its foreign currency forward contracts, interest rate swap agreements, treasury lock agreements and prepaid equity forward agreements. Snap-on does not obtain collateral or other security to support financial instruments subject to credit risk, but monitors the credit standing of the counterparties and generally enters into agreements with financial institution counterparties with a credit rating of A- or better. Snap-on does not anticipate non-performance by its counterparties, but cannot provide assurances.

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NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
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Fair value of financial instruments: The fair values of financial instruments that do not approximate the carrying values in the financial statements are as follows:

		September 30, 2023		December 31, 2022					
		March 30, 2024				March 30, 2024		December 30, 2023	
(Amounts in millions)	(Amounts in millions)	Carrying Value	Fair Value	Carrying Value	Fair Value	(Amounts in millions)	Carrying Value	Fair Value	Carrying Value
Finance receivables – net	Finance receivables – net	\$1,843.4	\$2,088.1	\$1,733.0	\$1,983.9				
Contract receivables – net	Contract receivables – net	519.5	545.0	493.7	520.4				
Long-term debt and notes payable	Long-term debt and notes payable	1,201.7	920.8	1,201.0	982.1				

The following methods and assumptions were are used in estimating the fair value of financial instruments:

- Finance and contract receivables include both short-term and long-term receivables. The fair value estimates of finance and contract receivables are derived utilizing discounted cash flow analyses performed on groupings of receivables that are similar in terms of loan type and characteristics. The cash flow analyses consider recent prepayment trends where applicable. The cash flows are discounted over the average life of the receivables using a current market discount rate of a similar term adjusted for credit quality. Significant inputs to the fair value measurements of the receivables are unobservable and, as such, are classified as Level 3.
- Fair value of long-term debt is estimated, using Level 2 fair value measurements, based on quoted market values of Snap-on's publicly traded senior debt. The carrying value of long-term debt includes unamortized debt issuance costs and issuance discounts. The fair value of notes payable approximates such instruments' carrying value due to their short-term nature.
- The fair value of all other financial instruments, including trade and other accounts receivable, accounts payable and other financial instruments, approximates such instruments' carrying value due to their short-term nature.

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NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
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Note 9: 10: Pension Plans

Snap-on's net periodic pension benefit included the following components:

		Three Months Ended	Nine Months Ended
		Three Months Ended	Three Months Ended
		Three Months Ended	Three Months Ended
		Three Months Ended	Three Months Ended
(Amounts in millions)			
(Amounts in millions)			
(Amounts in millions)	(Amounts in millions)	September 30, 2023	October 1, 2022
		September 30, 2023	October 1, 2022
Service cost	Service cost	\$ 4.7	\$ 6.7
Service cost			
Service cost			
Interest cost			
Interest cost			
Interest cost	Interest cost	16.3	11.2
Expected return on plan assets	Expected return on plan assets	(26.1)	(25.0)
Expected return on plan assets			
Expected return on plan assets			
Amortization of unrecognized loss			
Amortization of unrecognized loss			
Amortization of unrecognized loss	Amortization of unrecognized loss	0.4	4.6
Net periodic pension benefit	Net periodic pension benefit	\$ (4.7)	\$ (2.5)
Net periodic pension benefit			
Net periodic pension benefit			

The components of net periodic pension benefit, other than the service cost component, are included in "Other income (expense) – net" on the accompanying Condensed Consolidated Statements of Earnings. See Note 15 16 for additional information on other income (expense) – net.

Snap-on intends to make contributions of \$6.9 million \$6.0 million to its foreign pension plans and \$2.4 million \$3.7 million to its domestic pension plans in 2023, 2024, as required by law. Depending on market and other conditions, Snap-on may make discretionary cash contributions to its pension plans in 2023, 2024.

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

Note 10: 11: Postretirement Health Care Plans

Snap-on's net periodic postretirement health care cost included the following components:

		Three Months Ended		Nine Months Ended	
		Three Months Ended		Three Months Ended	
		Three Months Ended		Three Months Ended	
		Three Months Ended		Three Months Ended	
(Amounts in millions)					
(Amounts in millions)					
(Amounts in millions)	(Amounts in millions)	September 30, 2023	October 1, 2022	September 30, 2023	October 1, 2022
Interest cost	Interest cost	\$ 0.4	\$ 0.3	\$ 1.5	\$ 0.9
Interest cost					
Interest cost					
Expected return on plan assets					
Expected return on plan assets					
Expected return on plan assets	Expected return on plan assets	(0.1)	(0.2)	(0.5)	(0.5)
Amortization of unrecognized gain	Amortization of unrecognized gain	(0.3)	—	(0.9)	—
Amortization of unrecognized gain					
Amortization of unrecognized gain					
Net periodic postretirement health care cost	Net periodic postretirement health care cost	\$ —	\$ 0.1	\$ 0.1	\$ 0.4
Net periodic postretirement health care cost					
Net periodic postretirement health care cost					

The components of net periodic postretirement health care cost, other than the service cost component, are included in "Other income (expense) – net" on the accompanying Condensed Consolidated Statements of Earnings. See Note 15 16 for additional information on other Other income (expense) – net.

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NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
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Note 11: 12: Stock-based Compensation and Other Stock Plans

The 2011 Incentive Stock and Awards Plan (the "2011 Plan") provides for the grant of stock options, performance share units ("PSUs"), stock appreciation rights ("SARs") and restricted stock awards (which may be designated as "restricted stock units" or "RSUs"). As of September 30, 2023 March 30, 2024, the 2011 Plan had 2,633,565 2,047,931 shares available for future grants. The company uses treasury stock to deliver shares under the 2011 Plan.

Net stock-based compensation expense was \$11.0 million \$9.8 million and \$31.4 million \$10.2 million for the respective three and nine month periods ended September 30, 2023 March 30, 2024, and \$8.1 million and \$25.6 million for the respective three and nine month periods ended October 1, 2022 April 1, 2023. Cash received from stock purchase plan and stock option exercises during the respective three and nine month periods ended September 30, 2023 March 30, 2024, and April 1, 2023 totaled \$9.9 million \$28.3 million and \$94.5 million. Cash received from stock purchase plan and stock option exercises during the respective three and nine month periods ended October 1, 2022, totaled \$12.2 million and \$41.4 million \$32.8 million. The tax benefit realized from both the exercise and vesting of share-based payment arrangements was \$2.6 million \$9.7 million and \$13.1 million \$5.1 million for the respective three and nine month periods ended September 30, 2023 March 30, 2024, and \$3.3 million and \$7.2 million for the respective three and nine month periods ended October 1, 2022 April 1, 2023.

Stock options: Stock options are granted with an exercise price equal to the market value of a share of Snap-on's common stock on the date of grant and have a contractual term of 10 years. Stock option grants vest ratably on the first, second and third anniversaries of the date of grant.

The fair value of each stock option award is estimated on the date of grant using the Black-Scholes valuation model. The company uses historical data regarding stock option exercise and forfeiture behaviors for different participating groups to estimate the period of time that stock options granted are expected to be outstanding. Expected volatility is based on the historical volatility of the company's stock for the length of time corresponding to the expected term of the stock option. The expected dividend yield is based on the expected annual dividend as a percentage of the market value of our common stock as of the date of grant. The risk-free interest rate is based on the U.S. treasury yield curve on the grant date for the expected term of the stock option.

The following weighted-average assumptions were used in calculating the fair value of stock options granted during the nine three month periods ended September 30, 2023 March 30, 2024, and October 1, 2022 April 1, 2023, using the Black-Scholes valuation model:

	Nine Months Ended	
	September 30, 2023	October 1, 2022
Expected term of option (in years)	4.89	5.14
Three Months Ended		
Three Months Ended		
Three Months Ended		
March 30, 2024		
Expected term of stock option (in years)		March 30, 2024 April 1, 2023
Expected term of stock option (in years)	4.90	4.90
Expected volatility factor	Expected volatility factor 23.99%	Expected volatility factor 22.61%
Expected dividend yield	Expected dividend yield 2.60%	Expected dividend yield 2.68%
Risk-free interest rate	Risk-free interest rate 3.99%	Risk-free interest rate 2.00%
	Expected volatility factor 23.63%	Expected dividend yield 2.76%
		Risk-free interest rate 4.30%
	23.99%	2.60%
	3.99%	

Below is a summary of stock option activity as of and for the three months ended March 30, 2024:

	Shares (in thousands)	Exercise Price Per Share*	Remaining Contractual Term* (in years)	Aggregate Intrinsic Value (in millions)
Outstanding at December 30, 2023	1,916	\$ 177.79		
Granted	233	269.01		
Exercised	(160)	177.15		
Forfeited or expired	(9)	236.26		
Outstanding at March 30, 2024	1,980	188.30	5.7	\$ 213.7
Exercisable at March 30, 2024	1,510	168.43	4.5	192.9

* Weighted-average

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NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
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Below is a summary of stock option activity as of and for the nine months ended September 30, 2023:

	Shares (in thousands)	Exercise Price Per Share*	Remaining Contractual Term* (in years)	Aggregate Intrinsic Value (in millions)
Outstanding at December 31, 2022	2,349	\$ 163.07		
Granted	241	249.28		

Exercised	(524)	150.06		
Forfeited or expired	(22)	218.12		
Outstanding at September 30, 2023	2,044	175.99	5.4	\$ 161.7
Exercisable at September 30, 2023	1,535	159.80	4.4	146.3

Weighted-average

The weighted-average grant date fair value of stock options granted during the nine three months ended September 30, 2023 March 30, 2024, and October 1, 2022 April 1, 2023, was \$51.09 \$55.07 and \$34.35, \$51.09, respectively. The intrinsic value of stock options exercised was \$9.9 million \$17.1 million and \$57.0 million \$22.6 million during the respective three and nine month periods ended September 30, 2023 March 30, 2024, and \$13.1 million and \$23.3 million during the respective three and nine month periods ended October 1, 2022 April 1, 2023. The fair value of stock options vested was \$9.1 million \$9.5 million and \$10.5 million \$9.1 million during the respective nine three month periods ended September 30, 2023 March 30, 2024, and October 1, 2022 April 1, 2023.

As of September 30, 2023 March 30, 2024, there was \$14.5 million \$22.1 million of unrecognized compensation cost related to non-vested stock options that is expected to be recognized as a charge to earnings over a weighted-average period of 1.6 2.2 years.

Performance share units: PSUs are earned and expensed using the fair value of the award over a contractual term of three years based on the company's performance. Vesting of the PSUs is dependent upon performance relative to pre-defined goals for revenue growth and return on net assets for the applicable performance period. For performance achieved above specified levels, the recipient may earn additional shares of stock, not to exceed 100% of the number of performance awards initially granted. The PSUs have a three-year performance period based on the results of the consolidated financial metrics of the company.

The fair value of PSUs is calculated using the market value of a share of Snap-on's common stock on the date of grant and assumed forfeitures based on recent historical experience; in recent years, forfeitures have not been significant. The weighted-average grant date fair value of PSUs granted during the nine three months ended September 30, 2023 March 30, 2024, and October 1, 2022 April 1, 2023, was \$249.26 \$269.00 and \$204.87, \$249.26, respectively. PSUs related to 60,402 137,096 shares and 46,217 60,402 shares were paid out during the nine three months ended September 30, 2023 March 30, 2024, and October 1, 2022 April 1, 2023, respectively. Earned PSUs vest and are generally paid out following the conclusion of the applicable performance period upon approval by the Organization and Executive Compensation Committee of the company's Board of Directors (the "Board").

Changes to the company's non-vested PSUs during the nine three months ended September 30, 2023 March 30, 2024, are as follows:

		Shares	Fair Value
		(in thousands)	Price per Share*
Non-vested PSUs at December 31, 2022		199	\$ 196.51
Non-vested PSUs at December 30, 2023			
Granted	Granted	58	249.26
Performance assumption change **	Performance assumption change **	30	211.67
Vested	Vested	—	—
Cancellations and other	Cancellations and other	(4)	215.56
Non-vested PSUs at September 30, 2023		283	208.71
Non-vested PSUs at March 30, 2024			

* Weighted-average

** Reflects the number of PSUs above target levels based on performance metrics.

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NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(Unaudited)

As of September 30, 2023 March 30, 2024, there was \$20.6 million \$29.0 million of unrecognized compensation cost related to non-vested PSUs that are expected to be recognized as a charge to earnings over a weighted-average period of 1.0 year 1.5 years.

Restricted stock units: RSUs are earned and expensed using the fair value of the award over the contractual term of three years. Vesting of the RSUs is dependent upon continued employment over the three-year cliff vesting period.

The fair value of RSUs is calculated using the market value of a share of Snap-on's common stock on the date of grant and assumed forfeitures based on recent historical experience; in recent years, forfeitures have not been significant. The weighted-average grant date fair value of RSUs granted during the nine three months ended September 30, 2023 March 30, 2024, and October 1, 2022 April 1, 2023, was \$269.00 and \$249.26, and \$211.67, respectively.

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NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
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Changes to the company's non-vested RSUs during the nine three months ended September 30, 2023 March 30, 2024, are as follows:

		Shares	Fair Value
		(in thousands)	Price per Share*
Non-vested RSUs at December 31, 2022		58	\$ 200.16
Non-vested RSUs at December 30, 2023			
Granted	Granted	26	249.26
Vested	Vested	(1)	196.44
Cancellations and other	Cancellations and other	(2)	215.96
Non-vested RSUs at September 30, 2023		81	215.66
Non-vested RSUs at March 30, 2024			

* Weighted-average

As of September 30, 2023 March 30, 2024, there was \$8.1 million \$11.5 million of unrecognized compensation cost related to non-vested RSUs that are expected to be recognized as a charge to earnings over a weighted-average period of 1.2 1.9 years.

Stock appreciation rights: The company also issues stock-settled and cash-settled SARs to certain key non-U.S. employees. SARs have a contractual term of 10 years and vest ratably on the first, second and third anniversaries of the date of grant. SARs are granted with an exercise price equal to the market value of a share of Snap-on's common stock on the date of grant.

Stock-settled SARs are accounted for as equity instruments and provide for the issuance of Snap-on common stock equal to the amount by which the company's stock has appreciated over the exercise price. Stock-settled SARs have an effect on dilutive shares and shares outstanding as any appreciation of Snap-on's common stock value over the exercise price will be settled in shares of common stock. Cash-settled SARs provide for the cash payment of the excess of the fair market value of Snap-on's common stock price on the date of exercise over the grant price. Cash-settled SARs have no effect on dilutive shares or shares outstanding as any appreciation of Snap-on's common stock over the grant price is paid in cash and not in common stock.

The fair value of stock-settled SARs is estimated on the date of grant using the Black-Scholes valuation model. The fair value of cash-settled SARs is revalued (mark-to-market) each reporting period using the Black-Scholes valuation model based on Snap-on's period-end stock price. The company uses historical data regarding SARs exercise and forfeiture behaviors for different participating groups to estimate the expected term of the SARs granted based on the period of time that similar instruments granted are expected to be outstanding. Expected volatility is based on the historical volatility of the company's stock for the length of time corresponding to the expected term of the SARs. The expected dividend yield is based on the expected annual dividend as a percentage of the market value of our common stock as of the date of grant (for stock-settled SARs) or reporting date (for cash-settled SARs). The risk-free interest rate is based on the U.S. treasury yield curve in effect as of the grant date (for stock-settled SARs) or reporting date (for cash-settled SARs) for the length of time corresponding to the expected term of the SARs.

The following weighted-average assumptions were used in calculating the fair value of stock-settled SARs granted during the three months ended March 30, 2024, and April 1, 2023, using the Black-Scholes valuation model:

	Three Months Ended	
	March 30, 2024	April 1, 2023
Expected term of stock-settled SARs (in years)	4.20	4.08
Expected volatility factor	23.80%	24.68%
Expected dividend yield	2.77%	2.60%
Risk-free interest rate	4.22%	3.87%

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NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
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The following weighted-average assumptions were used in calculating the fair value of stock-settled SARs granted during the nine months ended September 30, 2023, and October 1, 2022, using the Black-Scholes valuation model:

	Nine Months Ended	
	September 30, 2023	October 1, 2022
Expected term of stock-settled SARs (in years)	4.08	4.02
Expected volatility factor	24.68%	23.09%
Expected dividend yield	2.60%	2.68%
Risk-free interest rate	3.87%	1.96%

Below is a summary of stock-settled SARs as of and for the nine three months ended September 30, 2023 March 30, 2024:

	Stock-settled SARs (in thousands)	Exercise Price Per Share*	Remaining Contractual Term* (in years)	Aggregate Intrinsic Value (in millions)
Outstanding at December 31, 2022	385	\$170.11		
Outstanding at December 30, 2023				
Granted				
Granted				
Granted	Granted	62	249.26	
Exercised	Exercised	(47)	152.40	
Exercised				
Exercised				
Forfeited or expired	Forfeited or expired	(73)	161.76	
Outstanding at September 30, 2023	327	189.52	6.7	\$ 21.4
Exercisable at September 30, 2023	195	165.35	5.4	17.5
Forfeited or expired				
Forfeited or expired				
Outstanding at March 30, 2024				
Outstanding at March 30, 2024				

Outstanding at March 30, 2024
Exercisable at March 30, 2024

* Weighted-average

The weighted-average grant date fair value of stock-settled SARs granted during the nine three months ended September 30, 2023 March 30, 2024, and October 1, 2022 April 1, 2023, was \$48.85 \$52.12 and \$32.63, \$48.85, respectively. The intrinsic value of stock-settled SARs exercised was \$0.2 million \$1.3 million and \$5.0 million \$2.2 million during the respective three and nine month periods ended September 30, 2023 March 30, 2024, and \$0.5 million and \$1.2 million during the respective three and nine month periods ended October 1, 2022 April 1, 2023. The fair value of stock-settled SARs vested was \$1.9 million \$2.3 million and \$2.0 million \$1.9 million during the respective nine three month periods ended September 30, 2023 March 30, 2024, and October 1, 2022 April 1, 2023.

As of September 30, 2023 March 30, 2024, there was \$3.6 million \$5.6 million of unrecognized compensation cost related to non-vested stock-settled SARs that is expected to be recognized as a charge to earnings over a weighted-average period of 1.7 2.2 years.

The following weighted-average assumptions were used in calculating the fair value of cash-settled SARs granted during the nine three months ended September 30, 2023 March 30, 2024, and October 1, 2022 April 1, 2023, using the Black-Scholes valuation model:

		Nine Months Ended					
		October					
		September 1,					
		30, 2023		2022			
		Three Months Ended				Three Months Ended	
		March 30,				March 30, 2024	
		2024				April 1, 2023	
Expected term of cash-settled SARs (in years)	Expected term of cash-settled SARs (in years)	3.54	3.37	Expected term of cash-settled SARs (in years)	4.13	3.96	
Expected volatility factor	Expected volatility factor	23.97%	23.78%	Expected volatility factor	23.76%	24.42%	
Expected dividend yield	Expected dividend yield	2.54%	2.82%	Expected dividend yield	2.51%	2.62%	
Risk-free interest rate	Risk-free interest rate	4.80%	4.25%	Risk-free interest rate	4.21%	3.60%	

The intrinsic value of cash-settled SARs exercised was zero and \$0.4 million for the respective three and nine month periods ended September 30, 2023 March 30, 2024, and zero and \$0.6 million for the respective three and nine month periods ended October 1, 2022 April 1, 2023. The fair value of cash-settled SARs vested was \$0.1 million for both the nine three month periods ended September 30, 2023 March 30, 2024, and October 1, 2022 April 1, 2023.

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NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
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Changes to the company's non-vested cash-settled SARs during the nine three months ended September 30, 2023 March 30, 2024, are as follows:

	Cash-settled SARs	Fair Value Price per Share*
	(in thousands)	
Non-vested cash-settled SARs at December 31, 2022	2	\$ 53.24

Cash-settled SARs (in thousands)		Cash-settled SARs (in thousands)		Fair Value Price per Share*
Non-vested cash-settled SARs at December 30, 2023				
Granted	Granted	1	51.86	
Vested	Vested	(1)	79.48	
Non-vested cash-settled SARs at September 30, 2023		2	59.29	
Non-vested cash-settled SARs at March 30, 2024				

* Weighted-average

As of September 30, 2023 March 30, 2024, there was \$0.1 million \$0.2 million of unrecognized compensation cost related to non-vested cash-settled SARs that is expected to be recognized as a charge to earnings over a weighted-average period of 1.7 2.2 years.

SNAP-ON INCORPORATED **NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)** (Unaudited)

Restricted stock awards – non-employee directors: The company awarded 5,760 5,391 shares and 6,525 5,760 shares of restricted stock to non-employee directors for the respective nine three month periods ended September 30, 2023 March 30, 2024, and October 1, 2022 April 1, 2023. The fair value of the restricted stock awards is expensed over a one-year vesting period based on the fair value on the date of grant. All restrictions on the restricted stock awards generally lapse upon the earlier of the first anniversary of the grant date, the recipient's death or disability or in the event of a change in control, as defined in the 2011 Plan. If termination of the recipient's service occurs prior to the first anniversary of the grant date for any reason other than death or disability, the shares of restricted stock would be forfeited, unless otherwise determined by the Board.

Employee stock purchase plan: Substantially all Snap-on employees in the United States and Canada are eligible to participate in an employee stock purchase plan. The purchase price of the company's common stock to participants is the lesser of the mean of the high and low price prices of the stock on the beginning date (May 15) or ending date (the following May 14) of each plan year. The company records compensation expense when Snap-on's period-end stock price is greater than the plan purchase price. There were 27,225 shares and 18,452 no shares issued under this plan for the respective nine three month periods ended September 30, 2023 March 30, 2024, and October 1, 2022 April 1, 2023. As of September 30, 2023 March 30, 2024, 551,598 shares were reserved for issuance under this plan and Snap-on held participant contributions of approximately \$1.9 million \$4.8 million. Participants are able to withdraw from the plan at any time prior to the ending date and receive back all contributions made during the plan year. Compensation expense for plan participants was zero \$0.3 million and \$1.0 million \$0.5 million for the three and nine month periods ended September 30, 2023 March 30, 2024, and April 1, 2023, respectively. The company did not recognize any compensation expense for plan participants for both the three and nine month periods ended October 1, 2022.

Franchisee stock purchase plan: All franchisees in the United States and Canada are eligible to participate in a franchisee stock purchase plan. The purchase price of the company's common stock to participants is the lesser of the mean of the high and low price prices of the stock on the beginning date (May 15) or ending date (the following May 14) of each plan year. The company records mark-to-market expense when Snap-on's period-end stock price is greater than the plan purchase price. There were 46,510 shares and 44,937 no shares issued under this plan for the respective nine three month periods ended September 30, 2023 March 30, 2024, and October 1, 2022 April 1, 2023. As of September 30, 2023 March 30, 2024, 178,715 shares were reserved for issuance under this plan and Snap-on held participant contributions of approximately \$4.3 million \$10.1 million. Participants are able to withdraw from the plan at any time prior to the ending date and generally receive back all contributions made during the plan year. The company recognized market-to-market mark-to-market expense of zero \$0.7 million and \$1.6 million \$0.9 million for the three and nine month periods ended September 30, 2023. The company did not recognize any mark-to-market expense for both the three March 30, 2024, and nine month periods ended October 1, 2022. April 1, 2023, respectively.

SNAP-ON INCORPORATED **NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)** (Unaudited)

Note 12: 13: Earnings Per Share

The shares used in the computation of the company's basic and diluted earnings per common share are as follows:

		Three Months Ended		Nine Months Ended	
		September 30, 2023	October 1, 2022	September 30, 2023	October 1, 2022
		Three Months Ended			
		Three Months Ended			
		Three Months Ended			
		March 30, 2024			
		March 30, 2024			
		March 30, 2024			
Weighted-average common shares outstanding					
Weighted-average common shares outstanding					
Weighted-average common shares outstanding	Weighted-average common shares outstanding	52,822,472	53,212,751	52,932,781	53,307,241
Effect of dilutive securities	Effect of dilutive securities	1,079,707	937,026	1,057,822	926,291
Effect of dilutive securities					
Effect of dilutive securities					
Weighted-average common shares outstanding, assuming dilution	Weighted-average common shares outstanding, assuming dilution	53,902,179	54,149,777	53,990,603	54,233,532
Weighted-average common shares outstanding, assuming dilution					
Weighted-average common shares outstanding, assuming dilution					

The dilutive effect of the potential exercise of outstanding stock options and stock-settled SARs to purchase common shares is calculated using the treasury stock method. As of both September 30, 2023, and October 1, 2022 March 30, 2024, there were no awards outstanding that were anti-dilutive; as of April 1, 2023, there were 302,756 awards outstanding that were anti-dilutive. Performance-based equity awards are included in the diluted earnings per share calculation based on the attainment of the applicable performance metrics to date.

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Note 13: 14: Commitments and Contingencies

Snap-on provides product warranties for specific product lines and accrues for estimated future warranty cost in the period in which the sale is recorded. Snap-on calculates its accrual requirements based on historic warranty loss experience that is periodically adjusted for recent actual experience, including the timing of claims during the warranty period and actual costs incurred.

Snap-on's product warranty accrual activity for the three and nine months ended September 30, 2023 March 30, 2024, and October 1, 2022 April 1, 2023, is as follows:

		Three Months Ended		Nine Months Ended	
		Three Months Ended			
		Three Months Ended			
		Three Months Ended			
(Amounts in millions)					
(Amounts in millions)					
(Amounts in millions)	(Amounts in millions)	September 30, 2023	October 1, 2022	September 30, 2023	October 1, 2022
Warranty reserve:	Warranty reserve:				
Warranty reserve:					

Warranty reserve:						
Beginning of period						
Beginning of period						
Beginning of period	Beginning of period	\$	14.9	\$	16.0	\$ 14.3 \$ 17.3
Additions	Additions		3.6		3.0	11.5 8.4
Additions						
Additions						
Usage						
Usage						
Usage	Usage		(3.9)		(3.7)	(11.2) (10.4)
End of period	End of period	\$	14.6	\$	15.3	\$ 14.6 \$ 15.3
End of period						
End of period						

In the ordinary course of our business, Snap-on is subject to legal disputes that are being litigated and/or settled. The accompanying Condensed Consolidated Statement of Earnings for the three months ended March 30, 2024, includes an \$11.3 million benefit in "Operating expenses" for payments received associated with a legal matter. Although it is not possible to predict the outcome of legal matters, management believes that the results of all legal matters will not have a material impact on Snap-on's consolidated financial position, results of operations or cash flows.

Note 15: Leases

Lessee accounting: Supplemental balance sheet information related to leases as of March 30, 2024, and December 30, 2023, is as follows:

(Amounts in millions)	March 30, 2024	December 30, 2023
Finance leases:		
Property and equipment - gross	\$ 17.7	\$ 19.1
Accumulated depreciation	(15.7)	(16.8)
Property and equipment - net	\$ 2.0	\$ 2.3
Other accrued liabilities		
Other long-term liabilities	0.9	1.1
Total finance lease liabilities	\$ 2.2	\$ 2.7
Operating leases:		
Operating lease right-of-use assets	\$ 74.4	\$ 74.7
Other accrued liabilities		
Operating lease liabilities	54.5	54.6
Total operating lease liabilities	\$ 78.4	\$ 78.4

SNAP-ON INCORPORATED

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(Unaudited)

Note 14: Leases

Lessee accounting: Supplemental balance sheet information related to leases as of September 30, 2023, and December 31, 2022, is as follows:

(Amounts in millions)	September 30, 2023	December 31, 2022
Finance leases:		
Property and equipment - gross	\$ 17.9	\$ 19.4

Accumulated depreciation and amortization	(15.6)	(16.4)
Property and equipment - net	\$ 2.3	\$ 3.0
Other accrued liabilities	\$ 1.6	\$ 2.0
Other long-term liabilities	1.2	1.9
Total finance lease liabilities	\$ 2.8	\$ 3.9
Operating leases:		
Operating lease right-of-use assets	\$ 68.7	\$ 61.5
Other accrued liabilities	\$ 21.4	\$ 19.4
Operating lease liabilities	50.6	44.7
Total operating lease liabilities	\$ 72.0	\$ 64.1

Lessor accounting: Snap-on's Financial Services business offers its customers lease financing for to support the lease sales of tools, diagnostics, and equipment products, and to franchisees who require financing as well as vehicle leases for vehicle leases, franchisees. Sales-type leases are included in both "Finance receivables – net" and "Long-term finance receivables – net" and also in both "Contract receivables – net" and "Long-term contract receivables – net" on the accompanying Condensed Consolidated Balance Sheets.

See Note 34 for additional information on finance and contract receivables.

Note 15: 16: Other Income (Expense) – Net

"Other income (expense) – net" on the accompanying Condensed Consolidated Statements of Earnings consists of the following:

		Three Months Ended		Nine Months Ended	
(Amounts in millions)	(Amounts in millions)	September 30, 2023	October 1, 2022	September 30, 2023	October 1, 2022
(Amounts in millions)					
(Amounts in millions)					
Interest income					
Interest income					
Interest income	Interest income	\$ 10.9	\$ 4.6	\$ 28.8	\$ 6.7
Net foreign exchange loss	Net foreign exchange loss	(2.2)	(0.9)	(7.1)	(3.5)
Net foreign exchange loss					
Net foreign exchange loss					
Net periodic pension and postretirement benefits – non-service					
Net periodic pension and postretirement benefits – non-service					
Net periodic pension and postretirement benefits – non-service	Net periodic pension and postretirement benefits – non-service	9.4	9.1	28.2	27.2
Other	Other	(0.1)	0.3	0.1	0.3
Other					
Other					
Total other income (expense) – net	Total other income (expense) – net	\$ 18.0	\$ 13.1	\$ 50.0	\$ 30.7
Total other income (expense) – net					
Total other income (expense) – net					

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

Note 16: 17: Accumulated Other Comprehensive Income (Loss)

Below is a summary of net changes in Accumulated OCI by component and net of tax for the three months ended **September 30, 2023** **March 30, 2024**:

(Amounts in millions)	(Amounts in millions)	Defined Benefit Pension and Postretirement Plans				(Amounts in millions)	Foreign Currency Translation	Cash Flow Hedges	Defined Benefit Pension and Postretirement Plans	Total
		Foreign Currency Translation	Cash Flow Hedges	Postretirement Plans	Total					
Balance as of July 1, 2023		\$ (254.2)	\$ 6.5	\$ (263.0)	\$(510.7)					
Balance as of December 30, 2023										
Other comprehensive loss before reclassifications	Other comprehensive loss before reclassifications	(52.3)	—	—	(52.3)					
Amounts reclassified from Accumulated OCI	Amounts reclassified from Accumulated OCI	—	(0.4)	0.1	(0.3)					
Net other comprehensive income (loss)	Net other comprehensive income (loss)	(52.3)	(0.4)	0.1	(52.6)					
Balance as of September 30, 2023		\$ (306.5)	\$ 6.1	\$ (262.9)	\$(563.3)					
Balance as of March 30, 2024										

Below is a summary of net changes in Accumulated OCI by component and net of tax for the nine months ended **September 30, 2023**:

(Amounts in millions)	Foreign Currency Translation	Cash Flow Hedges	Defined Benefit Pension and Postretirement Plans	Total
Balance as of December 31, 2022	\$ (272.5)	\$ 7.3	\$ (263.1)	\$(528.3)
Other comprehensive loss before reclassifications	(34.0)	—	—	(34.0)
Amounts reclassified from Accumulated OCI	—	(1.2)	0.2	(1.0)
Net other comprehensive income (loss)	(34.0)	(1.2)	0.2	(35.0)
Balance as of September 30, 2023	\$ (306.5)	\$ 6.1	\$ (262.9)	\$(563.3)

Below is a summary of net changes in Accumulated OCI by component and net of tax for the three months ended **October 1, 2022** **April 1, 2023**:

(Amounts in millions)	(Amounts in millions)	Defined Benefit Pension and Postretirement Plans				(Amounts in millions)	Foreign Currency Translation	Cash Flow Hedges	Defined Benefit Pension and Postretirement Plans	Total
		Foreign Currency Translation	Cash Flow Hedges	Postretirement Plans	Total					
Balance as of July 2, 2022		\$ (265.1)	\$ 8.1	\$ (200.7)	\$(457.7)					
Other comprehensive loss before reclassifications		(127.6)	—	—	(127.6)					
Balance as of December 31, 2022										
Other comprehensive income before reclassifications										

Amounts reclassified from Accumulated OCI	Amounts reclassified from Accumulated OCI	—	(0.4)	3.4	3.0
Net other comprehensive income (loss)	Net other comprehensive income (loss)	(127.6)	(0.4)	3.4	(124.6)
Balance as of October 1, 2022		\$ (392.7)	\$ 7.7	\$ (197.3)	\$(582.3)
Balance as of April 1, 2023					

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

Below is a summary of net changes in Accumulated OCI by component and net of tax for the nine months ended October 1, 2022:

(Amounts in millions)	Foreign Currency Translation	Cash Flow Hedges	Defined Benefit Pension and Postretirement Plans	Total
Balance as of January 1, 2022	\$ (145.1)	\$ 8.9	\$ (207.7)	\$ (343.9)
Other comprehensive loss before reclassifications	(247.6)	—	—	(247.6)
Amounts reclassified from Accumulated OCI	—	(1.2)	10.4	9.2
Net other comprehensive income (loss)	(247.6)	(1.2)	10.4	(238.4)
Balance as of October 1, 2022	\$ (392.7)	\$ 7.7	\$ (197.3)	\$(582.3)

The reclassifications out of Accumulated OCI for the three and nine month periods ended September 30, 2023 March 30, 2024, and October 1, 2022 April 1, 2023, are as follows:

Amount Reclassified from Accumulated OCI	Three Months Ended	Nine Months Ended
Amount Reclassified from Accumulated OCI		
Amount Reclassified from Accumulated OCI		
Amount Reclassified from Accumulated OCI		
Three Months Ended		
Three Months Ended		
Three Months Ended		

(Amounts in millions)

(Amounts in millions)

		September 30, 2023	October 1, 2022	September 30, 2023	October 1, 2022	Statement of Earnings Presentation	March 30, 2024	April 1, 2023	Statement of Earnings Presentation
(Amounts in millions)	(Amounts in millions)								
Gains on cash flow hedges:	Gains on cash flow hedges:								
Gains on cash flow hedges:									
Treasury locks	Treasury locks								
Treasury locks	Treasury locks								
Treasury locks	Treasury locks	\$ 0.4	\$ 0.4	\$ 1.2	\$ 1.2	Interest expense	\$ 0.4	\$ 0.4	Interest expense
Income tax expense	Income tax expense	—	—	—	—	Income tax expense	Income tax expense	—	Income tax expense
Net of tax	Net of tax	0.4	0.4	1.2	1.2				
Amortization of net unrecognized losses	Amortization of net unrecognized losses	\$ (0.1)	\$ (4.6)	\$ (0.2)	\$ (13.8)	See footnote below*			
Amortization of net unrecognized losses									
Amortization of net unrecognized losses							\$ (1.8)	\$ —	See footnote below*
Income tax benefit	Income tax benefit	—	1.2	—	3.4	Income tax expense	Income tax benefit	0.4	Income tax expense
Net of tax	Net of tax	(0.1)	(3.4)	(0.2)	(10.4)				
Total reclassifications for the period, net of tax	Total reclassifications for the period, net of tax	\$ 0.3	\$ (3.0)	\$ 1.0	\$ (9.2)				
Total reclassifications for the period, net of tax									
Total reclassifications for the period, net of tax									

* These Accumulated OCI components are included in the computation of net periodic pension and postretirement health care costs; see Note 9 10 and Note 10 11 for additional information.

Note 17: 18: Segments

Snap-on's business segments are based on the organization structure used by management for making operating and investment decisions and for assessing performance. Snap-on's reportable business segments are: (i) the Commercial & Industrial Group; (ii) the Snap-on Tools Group; (iii) the Repair Systems & Information Group; and (iv) Financial Services. The Commercial & Industrial Group consists of business operations serving a broad range of industrial and commercial customers worldwide, including customers in the aerospace, natural resources, government and military, power generation, transportation, and technical education market segments (collectively, "critical industries"), primarily through direct and distributor channels. The Snap-on Tools Group consists of business operations primarily serving vehicle service and repair technicians through the company's multi-national multinational mobile tool distribution channel. The Repair Systems & Information Group consists of business operations serving other professional vehicle repair customers worldwide, primarily owners and managers of independent repair shops and OEM dealerships, through direct and distributor channels. Financial Services consists of the business operations of Snap-on's finance subsidiaries.

SNAP-ON INCORPORATED

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)

(Unaudited)

Snap-on evaluates the performance of its operating segments based on segment revenues including and segment operating earnings. The Snap-on Tools Group segment revenues include external net sales, while the Commercial & Industrial Group and the Repair Systems & Information Group segment revenues include both external and intersegment net sales, and segment operating earnings, sales. Snap-on accounts for intersegment net sales and transfers based primarily on standard costs with reasonable mark-ups established between the segments. Identifiable assets by segment are those assets used in the respective reportable segment's operations. Corporate assets consist of cash and cash equivalents (excluding cash held at Financial Services), deferred income taxes and certain other assets. Intersegment amounts are eliminated to arrive at Snap-on's consolidated financial results.

SNAP-ON INCORPORATED
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (continued)
(Unaudited)

Financial Data by Segment:

		Three Months Ended		Nine Months Ended	
		Three Months Ended		Three Months Ended	
		Three Months Ended		Three Months Ended	
		Three Months Ended		Three Months Ended	
(Amounts in millions)					
(Amounts in millions)					
(Amounts in millions)	(Amounts in millions)	September 30, 2023	October 1, 2022	September 30, 2023	October 1, 2022
Net sales:	Net sales:				
Net sales:					
Net sales:					
Commercial & Industrial Group					
Commercial & Industrial Group					
Commercial & Industrial Group	Commercial & Industrial Group	\$ 366.4	\$ 356.8	\$ 1,094.4	\$ 1,056.0
Snap-on Tools Group	Snap-on Tools Group	515.4	496.6	1,575.5	1,529.3
Snap-on Tools Group					
Snap-on Tools Group					
Repair Systems & Information Group					
Repair Systems & Information Group					
Repair Systems & Information Group	Repair Systems & Information Group	431.8	414.0	1,330.4	1,229.0
Segment net sales	Segment net sales	1,313.6	1,267.4	4,000.3	3,814.3
Segment net sales					
Segment net sales					
Intersegment eliminations					
Intersegment eliminations					
Intersegment eliminations	Intersegment eliminations	(154.3)	(164.9)	(466.7)	(477.4)
Total net sales	Total net sales	1,159.3	1,102.5	3,533.6	3,336.9
Total net sales					
Total net sales					
Financial Services revenue					
Financial Services revenue					
Financial Services revenue	Financial Services revenue	94.9	87.3	280.9	261.4
Total revenues	Total revenues	\$ 1,254.2	\$ 1,189.8	\$ 3,814.5	\$ 3,598.3
Total revenues					
Total revenues					
Operating earnings:					
Operating earnings:					
Operating earnings:	Operating earnings:				
Commercial & Industrial Group	Commercial & Industrial Group	\$ 58.1	\$ 52.3	\$ 172.0	\$ 149.7
Commercial & Industrial Group					
Commercial & Industrial Group					
Snap-on Tools Group					

Snap-on Tools Group					
Snap-on Tools Group	Snap-on Tools Group	113.4	102.2	382.8	342.6
Repair Systems & Information Group	Repair Systems & Information Group	104.9	95.4	319.9	282.7
Repair Systems & Information Group					
Repair Systems & Information Group					
Financial Services					
Financial Services					
Financial Services	Financial Services	69.4	66.4	202.6	202.1
Segment operating earnings	Segment operating earnings	345.8	316.3	1,077.3	977.1
Segment operating earnings					
Segment operating earnings					
Corporate					
Corporate					
Corporate	Corporate	(31.2)	(26.4)	(92.7)	(81.8)
Operating earnings	Operating earnings	314.6	289.9	984.6	895.3
Operating earnings					
Operating earnings					
Interest expense					
Interest expense					
Interest expense	Interest expense	(12.4)	(11.8)	(37.4)	(35.1)
Other income (expense) – net	Other income (expense) – net	18.0	13.1	50.0	30.7
Other income (expense) – net					
Other income (expense) – net					
Earnings before income taxes	Earnings before income taxes	\$ 320.2	\$ 291.2	\$ 997.2	\$ 890.9
Earnings before income taxes					
Earnings before income taxes					

(Amounts in millions)	(Amounts in millions)	September		(Amounts in millions)	March 30, 2024	December 30, 2023
		30, 2023	December 31, 2022			
Assets:	Assets:					
Commercial & Industrial Group						
Commercial & Industrial Group						
Commercial & Industrial Group	Commercial & Industrial Group	\$ 1,238.6	\$ 1,245.8			
Snap-on Tools Group	Snap-on Tools Group	945.1	912.9			
Repair Systems & Information Group	Repair Systems & Information Group	1,645.4	1,678.1			
Financial Services	Financial Services	2,383.0	2,242.7			

Total assets from reportable segments	Total assets from reportable segments	6,212.1	6,079.5
Corporate	Corporate	1,175.1	972.9
Elimination of intersegment receivables	Elimination of intersegment receivables	(82.9)	(79.6)
Total assets	Total assets	\$ 7,304.3	\$ 6,972.8

SNAP-ON INCORPORATED
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS
OF OPERATIONS

Item 2: Management's Discussion and Analysis of Financial Condition and Results of Operations

Caution Regarding Forward-Looking Statements:

Statements in this document that are not historical facts, including statements that (i) are in the future tense, (ii) include the words "expects," "plans," "targets," "estimates," "believes," "anticipates," or similar words that reference Snap-on Incorporated ("Snap-on" or "the company") 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 any forward-looking statements included in this document that are based upon assumptions and estimates were developed by management in good faith and are subject to risks, uncertainties or other factors that could cause (and in some cases have caused) actual results to differ materially from those described in any such statement. Accordingly, forward-looking statements should not be relied upon as a prediction of actual results or regarded as a representation by the company or its management that the projected results will be achieved. For those forward-looking statements, Snap-on cautions the reader that numerous important factors, such as those listed below, **the as well as those** factors discussed in its Annual Report on Form 10-K for the fiscal year ended **December 31, 2022** **December 30, 2023** ("**2022****2023** year end"), and those discussed in this document, could affect the company's actual results and could cause its actual consolidated results to differ materially from those expressed in any forward-looking statement made by, or on behalf of, Snap-on.

Risks and uncertainties include, without limitation:

- Uncertainties related to estimates, assumptions and projections generally;
- The timing and progress with which Snap-on can attain value through its Snap-on Value Creation Processes, including its ability to (i) realize efficiencies and savings from its rapid continuous improvement and other cost reduction initiatives, (ii) improve workforce productivity, (iii) achieve improvements in the company's manufacturing footprint and greater efficiencies in its supply chain, and (iv) enhance machine maintenance, plant productivity and manufacturing line set-up and change-over practices, any or all of which could result in production inefficiencies, higher costs and/or lost revenues;
- Snap-on's capability to successfully implement future strategies with respect to its existing businesses;
- Snap-on's ability to refine its brand and franchise strategies, retain and attract franchisees, and further enhance service and value to franchisees in order to help improve the sales and profitability of franchisees;
- The company's ability to introduce successful new products;
- Significant changes in the current competitive environment;
- Risks related to pursuing, completing and integrating acquisitions;
- Inflation, interest rate changes and other monetary and market fluctuations;
- Price and supply fluctuations related to raw materials, components and certain purchased finished goods, such as steel, plastics, and electronics;
- The effects of external economic factors, including adverse developments in world financial markets, disruptions related to tariffs and other trade **or sanction** issues, and global supply chain inefficiencies, including as a result of the current war in **Ukraine; Ukraine and other regional conflicts;**
- Snap-on's ability to successfully manage changes in prices and the availability of energy sources, including gasoline;
- Snap-on's ability to withstand disruption arising from natural disasters, including climate-related events or other unusual occurrences;
- Risks associated with data security and technological systems and protections, including the effects of cyber incidents and from new legislation, regulations or government-related developments;
- The impact of labor interruptions or challenges, and Snap-on's ability to effectively manage human capital resources;
- **Snap-on's ability to successfully manage planned facility closures or to withstand disruptions from unexpected closures;**
- Weakness in certain geographic areas, including as a result of localized recessions, and the impact of matters related to the United Kingdom's exit from the European Union;
- Changes in tax rates, laws and regulations as well as uncertainty surrounding potential changes;
- The amount, rate and growth of health care and postretirement costs, including continuing and potentially increasing required contributions to pension and postretirement plans;

SNAP-ON INCORPORATED
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS

OF OPERATIONS
(continued)

- The effects of new requirements, legislation, regulations or government-related developments or issues, as well as third party actions, including those addressing climate change;
- Potential reputational damages and costs related to litigation;
- The impact of outbreaks of infectious diseases as well as the effects of governmental actions related thereto on Snap-on's business, which could have the potential to amplify the impact of the other risks facing the company; and
- Other world or local events outside Snap-on's control, including terrorist disruptions, armed conflicts and civil unrest.

Snap-on disclaims any responsibility to update any forward-looking statement provided in this document, except as required by [law](#).

In [addition](#), investors should be aware that generally accepted accounting principles in the United States of America ("GAAP") prescribe when a company should reserve for particular risks, including litigation exposures. Accordingly, results for a given reporting period could be significantly affected if and when a reserve is established for a major contingency. Reported results, therefore, may appear to be volatile in certain accounting periods.

Non-GAAP Measures

References in [this report](#) [Management's Discussion and Analysis of Financial Condition and Results of Operations](#) to "organic sales" refer to sales from continuing operations calculated in accordance with GAAP, adjusted to exclude acquisition-related sales and the impact of foreign currency translation. Management evaluates the company's sales performance based on organic sales growth, which primarily reflects growth from the company's existing businesses as a result of increased output, expanded customer base, geographic expansion, new product development and pricing changes, and excludes sales contributions from acquired operations the company did not own as of the comparable prior-year reporting period. Organic sales also exclude the effects of foreign currency translation as foreign currency translation is subject to volatility that can obscure underlying business trends. Management believes that the non-GAAP financial measure of organic sales is meaningful to investors as it provides them with useful information to aid in identifying underlying growth trends in the company's businesses and facilitates comparisons of its sales performance with prior periods.

SNAP-ON INCORPORATED
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS
OF OPERATIONS
(continued)

RESULTS OF OPERATIONS

Results of operations for the three months ended [September 30, 2023](#) [March 30, 2024](#), and [October 1, 2022](#) [April 1, 2023](#), are as follows:

		Three Months Ended						Three Months Ended					
(Amounts in millions)	(Amounts in millions)	September 30, 2023		October 1, 2022		Change		(Amounts in millions)	March 30, 2024		April 1, 2023		
Net sales	Net sales	\$1,159.3	100.0 %	\$1,102.5	100.0 %	\$56.8	5.2 %	Net sales	\$1,182.3	100.0	\$1,183.0	100.0	
Cost of goods sold	Cost of goods sold	(581.1)	(50.1)%	(569.9)	(51.7)%	(11.2)	(2.0)%	Cost of goods sold	(585.6)	(49.5)	(593.4)	(50.2)	
Gross profit	Gross profit	578.2	49.9 %	532.6	48.3 %	45.6	8.6 %	Gross profit	596.7	50.5	589.6	49.8	
Operating expenses	Operating expenses	(333.0)	(28.7)%	(309.1)	(28.0)%	(23.9)	(7.7)%	Operating expenses	(325.8)	(27.6)	(329.8)	(27.8)	
Operating earnings before financial services	Operating earnings before financial services	245.2	21.2 %	223.5	20.3 %	21.7	9.7 %	Operating earnings before financial services	270.9	22.9	259.8	22.0	
Financial services revenue	Financial services revenue	94.9	100.0 %	87.3	100.0 %	7.6	8.7 %						
Financial services revenue									99.6	100.0 %	92.6	100.0	
Financial services expenses	Financial services expenses	(25.5)	(26.9)%	(20.9)	(23.9)%	(4.6)	(22.0)%	Financial services expenses	(31.3)	(31.4)	(26.3)	(28.4)	
Operating earnings from financial services	Operating earnings from financial services	69.4	73.1 %	66.4	76.1 %	3.0	4.5 %	Operating earnings from financial services	68.3	68.6	66.3	71.6	
Operating earnings													

Operating earnings																	
Operating earnings	Operating earnings	314.6	25.1 %	289.9	24.4 %	24.7	8.5 %		339.2		26.5		26.5	%	326.1	25.6	
Interest expense	Interest expense	(12.4)	(1.0)%	(11.8)	(1.0)%	(0.6)	(5.1)%	Interest expense		(12.5)		(1.0)		(1.0)%	(12.4)	(1.0)	
Other income (expense) – net	Other income (expense) – net	18.0	1.4 %	13.1	1.1 %	4.9	37.4 %	Other income (expense) – net		18.1		1.4		1.4 %	15.2	1.2	
Earnings before income taxes	Earnings before income taxes	320.2	25.5 %	291.2	24.5 %	29.0	10.0 %	Earnings before income taxes		344.8		26.9		26.9 %	328.9	25.8	
Income tax expense	Income tax expense	(71.1)	(5.6)%	(61.7)	(5.2)%	(9.4)	(15.2)%	Income tax expense		(75.2)		(5.9)		(5.9)%	(74.6)	(5.9)	
Net earnings	Net earnings	249.1	19.9 %	229.5	19.3 %	19.6	8.5 %										
Net earnings																	
Net earnings									269.6			21.0	%		254.3		
Net earnings attributable to noncontrolling interests	Net earnings attributable to noncontrolling interests	(6.0)	(0.5)%	(5.6)	(0.5)%	(0.4)	(7.1)%	Net earnings attributable to noncontrolling interests		(6.1)		(0.4)		(0.4)%	(5.6)	(0.4)	
Net earnings attributable to Snap-on Inc.	Net earnings attributable to Snap-on Inc.	\$ 243.1	19.4 %	\$ 223.9	18.8 %	\$ 19.2	8.6 %	Net earnings attributable to Snap-on Inc.		\$ 263.5		20.6		20.6 %	\$ 248.7	19.5	

Percentage Disclosure: All income statement line item percentages below "Operating earnings from financial services" are calculated as a percentage of the sum of Net sales and Financial services revenue.

Net sales of \$1,159.3 million \$1,182.3 million in the third first quarter of 2023 2024 represented an increase a decrease of \$56.8 million \$0.7 million, or 5.2% 0.1%, from 2022 2023 levels, reflecting a \$52.4 million \$9.9 million, or 4.7% 0.8%, organic gain decline, partially offset by \$6.7 million of acquisition-related sales and \$4.4 million \$2.5 million of favorable foreign currency translation.

Gross profit of \$578.2 million \$596.7 million in the third first quarter of 2023 2024 compared to \$532.6 million \$589.6 million last year, an increase of \$45.6 million \$7.1 million or 8.6% 1.2%. Gross margin (gross profit as a percentage of net sales) in the quarter improved 160 70 basis points (100 basis points ("bps") equals 1.0 percent) from the third first quarter of 2022 2023 primarily due to increased sales volumes and pricing actions, lower material and other costs, and benefits from the company's "Rapid Continuous Improvement" or "RCI" initiatives. These improvements were partially offset by 50 bps of unfavorable foreign currency effects.

Snap-on's RCI initiatives employ a structured set of tools and processes across multiple businesses and geographies intended to eliminate waste and improve operations. Savings from Snap-on's RCI initiatives reflect benefits from a wide variety of ongoing efficiency, productivity and process improvements, including savings generated from product design cost reductions, improved manufacturing line set-up and change-over practices, lower-cost sourcing initiatives, and facility consolidations. Unless individually significant, it is not practicable to disclose each RCI activity that generated savings and/or segregate RCI savings embedded in sales volume increases.

Operating expenses of \$333.0 million \$325.8 million in the third first quarter of 2023 2024, including an \$11.3 million benefit for payments received associated with a legal matter (the "legal payment"), compared to \$309.1 million in 2022, \$329.8 million last year. Operating expenses as a percentage of net sales rose 70 improved 20 bps from last year, primarily reflecting the benefit from the legal payment, partially offset by increased personnel and other costs.

Operating earnings before financial services of \$245.2 million \$270.9 million in the third first quarter of 2023 2024, including an \$11.3 million benefit from the legal payment, compared to \$223.5 million \$259.8 million in 2022, an increase the first quarter of \$21.7 million or 9.7%. 2023. As a percentage of net sales, operating earnings before financial services were 21.2% 22.9% compared to 20.3% 22.0% last year.

Financial services revenue of \$94.9 million in the third quarter of 2023 compared to \$87.3 million last year. Financial services operating earnings of \$69.4 million in the period compared to \$66.4 million in 2022.

SNAP-ON INCORPORATED MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (continued)

Financial services revenue of \$99.6 million in the first quarter of 2024 compared to \$92.6 million last year. Financial services operating earnings of \$68.3 million in the period compared to \$66.3 million in 2023.

Operating earnings of \$314.6 million \$339.2 million in the third first quarter of 2023 2024, including an \$11.3 million benefit from the legal payment, compared to \$289.9 million in 2022, \$326.1 million last year, an increase of \$24.7 million \$13.1 million or 8.5% 4.0%. As a percentage of revenues (net sales plus financial services revenue), operating earnings of 25.1% 26.5% in the quarter compared to 24.4% 25.6% last year.

Interest expense in the **third first** quarter of **2023 2024** increased **\$0.6 million \$0.1 million** compared to last year. See Note **7 8** to the Condensed Consolidated Financial Statements for additional information on debt and credit facilities.

Other income (expense) – net primarily includes **interest income, non-service components of net periodic benefit costs, and** net gains and losses associated with hedging and currency exchange rate **transactions, non-service components of net periodic benefit costs, and interest income. transactions.** See Note **15 16** to the Condensed Consolidated Financial Statements for additional information on Other income (expense) – net.

The effective income tax rate on earnings attributable to Snap-on was **22.6% 22.2%** in the **third first** quarter of **2023 2024** and **21.6% 23.1%** in the **third first** quarter of **2022, 2023.** See Note **6 7** to the Condensed Consolidated Financial Statements for additional information on income taxes.

Net earnings attributable to Snap-on of **\$243.1 million \$263.5 million**, or **\$4.51 per diluted share**, in the third quarter of 2023 compared to \$223.9 million, or \$4.14 per diluted share, in the third quarter of 2022, an increase of \$19.2 million or \$0.37 per diluted share.

Results of operations for the nine months ended September 30, 2023, and October 1, 2022, are as follows:

(Amounts in millions)	Nine Months Ended					
	September 30, 2023		October 1, 2022		Change	
Net sales	\$ 3,533.6	100.0 %	\$ 3,336.9	100.0 %	\$ 196.7	5.9 %
Cost of goods sold	(1,762.1)	(49.9)%	(1,716.5)	(51.4)%	(45.6)	(2.7)%
Gross profit	1,771.5	50.1 %	1,620.4	48.6 %	151.1	9.3 %
Operating expenses	(989.5)	(28.0)%	(927.2)	(27.8)%	(62.3)	(6.7)%
Operating earnings before financial services	782.0	22.1 %	693.2	20.8 %	88.8	12.8 %
Financial services revenue	280.9	100.0 %	261.4	100.0 %	19.5	7.5 %
Financial services expenses	(78.3)	(27.9)%	(59.3)	(22.7)%	(19.0)	(32.0)%
Operating earnings from financial services	202.6	72.1 %	202.1	77.3 %	0.5	0.2 %
Operating earnings	984.6	25.8 %	895.3	24.9 %	89.3	10.0 %
Interest expense	(37.4)	(1.0)%	(35.1)	(1.0)%	(2.3)	(6.6)%
Other income (expense) – net	50.0	1.3 %	30.7	0.9 %	19.3	62.9 %
Earnings before income taxes	997.2	26.1 %	890.9	24.8 %	106.3	11.9 %
Income tax expense	(223.9)	(5.8)%	(201.5)	(5.6)%	(22.4)	(11.1)%
Net earnings	773.3	20.3 %	689.4	19.2 %	83.9	12.2 %
Net earnings attributable to noncontrolling interests	(17.5)	(0.5)%	(16.6)	(0.5)%	(0.9)	(5.4)%
Net earnings attributable to Snap-on Inc.	\$ 755.8	19.8 %	\$ 672.8	18.7 %	\$ 83.0	12.3 %

Percentage Disclosure: All income statement line item percentages below "Operating earnings from financial services" are calculated as a percentage of the sum of Net sales and Financial services revenue.

Net sales of \$3,533.6 million in the first nine months of 2023 represented an increase of \$196.7 million, or 5.9%, from 2022 levels, reflecting a \$224.6 million, or 6.8%, organic gain, partially offset by \$27.9 million of unfavorable foreign currency translation.

Gross profit of \$1,771.5 million in the first nine months of 2023 compared to \$1,620.4 million last year, an increase of \$151.1 million or 9.3%. Gross margin improved 150 bps from 2022 primarily due to increased sales volumes and pricing actions, lower material and other costs, and benefits from the company's RCI initiatives. These improvements were partially offset by 40 bps of unfavorable foreign currency effects.

SNAP-ON INCORPORATED

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

(continued)

Operating expenses of \$989.5 million in the first nine months of 2023 compared to \$927.2 million last year. Operating expenses as a percentage of net sales rose 20 bps from last year primarily reflecting increased personnel and other costs, partially offset by benefits from higher sales volumes.

Operating earnings before financial services of \$782.0 million in the first nine months of 2023 compared to \$693.2 million in 2022, an increase of \$88.8 million or 12.8%. As a percentage of net sales, operating earnings before financial services were 22.1% compared to 20.8% last year.

Financial services revenue of \$280.9 million in the first nine months of 2023 compared to \$261.4 million last year. Financial services operating earnings of \$202.6 million in the period compared to \$202.1 million in 2022.

Operating earnings of \$984.6 million in the first nine months of 2023 compared to \$895.3 million in 2022, an increase of \$89.3 million or 10.0%. As a percentage of revenues, operating earnings of 25.8% compared to 24.9% last year.

Interest expense in the first nine months of 2023 increased \$2.3 million compared to last year. See Note 7 to the Condensed Consolidated Financial Statements for additional information on debt and credit facilities.

Other income (expense) – net primarily includes net gains and losses associated with hedging and currency exchange rate transactions, non-service components of net periodic benefit costs, and interest income. See Note 15 to the Condensed Consolidated Financial Statements for additional information on Other income (expense) – net.

The effective income tax rate on earnings attributable to Snap-on was 22.9% in the first nine months of 2023 and 23.0% in 2022. See Note 6 to the Condensed Consolidated Financial Statements for additional information on income taxes.

Net earnings attributable to Snap-on of \$755.8 million, or \$14.00 \$4.91 per diluted share, in the first nine months quarter of 2023 2024, including an \$8.8 million, or \$0.16 per diluted share, after-tax benefit from the legal payment, compared to \$672.8 million \$248.7 million, or \$12.41 \$4.60 per diluted share, in 2022, an increase the first quarter of \$83.0 million or \$1.59 per diluted share. 2023.

Segment Results

Snap-on's business segments are based on the organization structure used by management for making operating and investment decisions and for assessing performance. Snap-on's reportable business segments are: (i) the Commercial & Industrial Group; (ii) the Snap-on Tools Group; (iii) the Repair Systems & Information Group; and (iv) Financial Services. The Commercial & Industrial Group consists of business operations serving a broad range of industrial and commercial customers worldwide, including customers in the aerospace, natural resources, government and military, power generation, transportation, and technical education market segments (collectively, "critical industries"), primarily through direct and distributor channels. The Snap-on Tools Group consists of business operations primarily serving vehicle service and repair technicians through the company's multi-national multinational mobile tool distribution channel. The Repair Systems & Information Group consists of business operations serving other professional vehicle repair customers worldwide, primarily owners and managers of independent repair shops and OEM dealerships, through direct and distributor channels. Financial Services consists of the business operations of Snap-on's finance subsidiaries.

Snap-on evaluates the performance of its operating segments based on segment revenues including and segment operating earnings. The Snap-on Tools Group segment revenues include external net sales, while the Commercial & Industrial Group and the Repair Systems & Information Group segment revenues include both external and intersegment net sales, and segment operating earnings, sales. Snap-on accounts for intersegment net sales and transfers based primarily on standard costs with reasonable mark-ups established between the segments. Identifiable assets by segment are those assets used in the respective reportable segment's operations. Corporate assets consist of cash and cash equivalents (excluding cash held at Financial Services), deferred income taxes and certain other assets. Intersegment amounts are eliminated to arrive at Snap-on's consolidated financial results.

SNAP-ON INCORPORATED MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (continued)

Commercial & Industrial Group

(Amounts in millions)	Three Months Ended					
	September 30, 2023		October 1, 2022		Change	
External net sales	\$ 280.5	76.6 %	\$ 262.8	73.7 %	\$ 17.7	6.7 %
Intersegment net sales	85.9	23.4 %	94.0	26.3 %	(8.1)	(8.6)%
Segment net sales	366.4	100.0 %	356.8	100.0 %	9.6	2.7 %
Cost of goods sold	(223.4)	(61.0)%	(225.0)	(63.1)%	1.6	0.7 %
Gross profit	143.0	39.0 %	131.8	36.9 %	11.2	8.5 %
Operating expenses	(84.9)	(23.1)%	(79.5)	(22.2)%	(5.4)	(6.8)%
Segment operating earnings	\$ 58.1	15.9 %	\$ 52.3	14.7 %	\$ 5.8	11.1 %

Segment net sales of \$366.4 million in the third quarter of 2023 represented an increase of \$9.6 million, or 2.7%, from 2022 levels, reflecting an \$11.2 million, or 3.2%, organic sales gain, partially offset by \$1.6 million of unfavorable foreign currency translation. The organic increase is primarily due to a double-digit gain in sales to customers in critical industries, partially offset by a double-digit decline in the segment's Asia Pacific operations.

Segment gross margin in the third quarter improved 210 bps from last year, primarily reflecting increased sales volumes in the higher-gross-margin critical industry sector, pricing actions, and benefits from the segment's RCI initiatives. These improvements were partially offset by 60 bps of unfavorable foreign currency effects.

Segment operating expenses as a percentage of sales in the third quarter rose 90 bps as compared to 2022 primarily due to increased sales in higher-expense businesses, as well as increased personnel and other costs.

As a result of these factors, segment operating earnings of \$58.1 million in the third quarter of 2023, including \$2.9 million of unfavorable foreign currency effects, compared to \$52.3 million in 2022, an increase of \$5.8 million or 11.1%. Operating margin (segment operating earnings as a percentage of segment net sales) for the Commercial & Industrial Group of 15.9% in the third quarter of 2023 compared to 14.7% in 2022.

(Amounts in millions)	Nine Months Ended		
	September 30, 2023	October 1, 2022	Change

External net sales	\$ 848.9	77.6 %	\$ 800.1	75.8 %	\$ 48.8	6.1 %
Intersegment net sales	245.5	22.4 %	255.9	24.2 %	(10.4)	(4.1)%
Segment net sales	1,094.4	100.0 %	1,056.0	100.0 %	38.4	3.6 %
Cost of goods sold	(666.2)	(60.9)%	(666.7)	(63.1)%	0.5	0.1 %
Gross profit	428.2	39.1 %	389.3	36.9 %	38.9	10.0 %
Operating expenses	(256.2)	(23.4)%	(239.6)	(22.7)%	(16.6)	(6.9)%
Segment operating earnings	\$ 172.0	15.7 %	\$ 149.7	14.2 %	\$ 22.3	14.9 %

Segment net sales of \$1,094.4 million in the first nine months of 2023 represented an increase of \$38.4 million, or 3.6%, from 2022 levels, reflecting a \$58.1 million, or 5.6%, organic sales gain, partially offset by \$19.7 million of unfavorable foreign currency translation. The organic increase primarily reflects a double-digit gain in sales to customers in critical industries.

Segment gross margin in the first nine months improved 220 bps from last year, primarily due to increased sales volumes in the higher-gross-margin critical industry sector, pricing actions, and benefits from the segment's RCI initiatives. These improvements were partially offset by 30 bps of unfavorable foreign currency effects.

Segment operating expenses as a percentage of sales in the first nine months rose 70 bps as compared to 2022 primarily reflecting increased sales in higher-expense businesses.

(Amounts in millions)	Three Months Ended					
	March 30, 2024		April 1, 2023		Change	
External net sales	\$ 291.0	80.9 %	\$ 278.6	76.6 %	\$ 12.4	4.5 %
Intersegment net sales	68.9	19.1 %	85.2	23.4 %	(16.3)	(19.1)%
Segment net sales	359.9	100.0 %	363.8	100.0 %	(3.9)	(1.1)%
Cost of goods sold	(213.2)	(59.2)%	(222.5)	(61.2)%	9.3	4.2 %
Gross profit	146.7	40.8 %	141.3	38.8 %	5.4	3.8 %
Operating expenses	(91.3)	(25.4)%	(85.5)	(23.5)%	(5.8)	(6.8)%
Segment operating earnings	\$ 55.4	15.4 %	\$ 55.8	15.3 %	\$ (0.4)	(0.7)%

SNAP-ON INCORPORATED
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS
OF OPERATIONS
(continued)

As a result Segment net sales of these factors, segment operating earnings of \$172.0 million \$359.9 million in the first nine months quarter of 2024 represented a decrease of \$3.9 million, or 1.1%, from 2023 including \$7.6 million levels, reflecting a \$9.2 million, or 2.5%, organic sales decline and \$1.4 million of unfavorable foreign currency effects, compared to \$149.7 million in 2022, an increase translation, partially offset by \$6.7 million of \$22.3 million or 14.9%. Operating margin for the Commercial & Industrial Group of 15.7% in the first nine months of 2023 compared to 14.2% in 2022.

Snap-on Tools Group

(Amounts in millions)	Three Months Ended					
	September 30, 2023		October 1, 2022		Change	
Segment net sales	\$ 515.4	100.0 %	\$ 496.6	100.0 %	\$ 18.8	3.8 %
Cost of goods sold	(276.8)	(53.7)%	(273.4)	(55.1)%	(3.4)	(1.2)%
Gross profit	238.6	46.3 %	223.2	44.9 %	15.4	6.9 %
Operating expenses	(125.2)	(24.3)%	(121.0)	(24.3)%	(4.2)	(3.5)%
Segment operating earnings	\$ 113.4	22.0 %	\$ 102.2	20.6 %	\$ 11.2	11.0 %

Segment net sales of \$515.4 million in the third quarter of 2023 represented an increase of \$18.8 million, or 3.8%, from 2022 levels, reflecting an \$18.3 million, or 3.7%, organic sales gain and \$0.5 million of favorable foreign currency translation. acquisition-related sales. The organic increase decrease is primarily due to a double-digit gain reduction in the segment's international operations power tools business and a low high single-digit increase decline in the U.S. operations. segment's Asia-Pacific operations, partially offset by a mid single-digit gain in sales to customers in critical industries.

Segment gross margin in the third first quarter improved 140 200 bps from last year, primarily reflecting increased sales volumes in the higher-gross-margin critical industry sector, lower material and pricing actions, and benefits other costs, savings from the segment's RCI initiatives. These improvements were partially offset by and 50 bps of unfavorable foreign currency effects. benefits from acquisitions.

Segment operating expenses as a percentage of net sales in the third first quarter was unchanged from last year with benefits from higher rose 190 bps as compared to 2023 primarily due to the effects of lower sales volumes, offset by increased personnel and other costs. costs, and a 70 bps impact from acquisitions.

As a result of these factors, segment operating earnings of **\$113.4 million** \$55.4 million in the **third** first quarter of **2023**, including \$2.7 million of unfavorable foreign currency effects, 2024 compared to **\$102.2 million** \$55.8 million in 2022, an increase 2023, a decrease of **\$11.2 million** \$0.4 million or **11.0%** 0.7%. Operating margin (segment operating earnings as a percentage of segment net sales) for the Commercial & Industrial Group of 15.4% in the first quarter of 2024 compared to 15.3% in 2023.

Snap-on Tools Group of 22.0% in the third quarter of 2023 compared to 20.6% last year.

(Amounts in millions)	Three Months Ended					
	March 30, 2024		April 1, 2023		Change	
Segment net sales	\$ 500.1	100.0 %	\$ 537.0	100.0 %	\$ (36.9)	(6.9)%
Cost of goods sold	(259.0)	(51.8)%	(283.1)	(52.7)%	24.1	8.5 %
Gross profit	241.1	48.2 %	253.9	47.3 %	(12.8)	(5.0)%
Operating expenses	(123.8)	(24.7)%	(122.2)	(22.8)%	(1.6)	(1.3)%
Segment operating earnings	\$ 117.3	23.5 %	\$ 131.7	24.5 %	\$ (14.4)	(10.9)%

(Amounts in millions)	Nine Months Ended					
	September 30, 2023		October 1, 2022		Change	
Segment net sales	\$ 1,575.5	100.0 %	\$ 1,529.3	100.0 %	\$ 46.2	3.0 %
Cost of goods sold	(826.5)	(52.5)%	(833.4)	(54.5)%	6.9	0.8 %
Gross profit	749.0	47.5 %	695.9	45.5 %	53.1	7.6 %
Operating expenses	(366.2)	(23.2)%	(353.3)	(23.1)%	(12.9)	(3.7)%
Segment operating earnings	\$ 382.8	24.3 %	\$ 342.6	22.4 %	\$ 40.2	11.7 %

Segment net sales of **\$1,575.5 million** \$500.1 million in the first **nine months** quarter of **2023** 2024 represented an increase a decrease of **\$46.2 million** \$36.9 million, or **3.0%** 6.9%, from **2022** 2023 levels, reflecting a **\$56.0 million** \$37.5 million, or **3.7%** 7.0%, organic sales **gain**, **decline**, partially offset by **\$9.8 million** \$0.6 million of **unfavorable** **favorable** foreign currency translation. The organic **increase** **decrease** is due to a **low** **high** single-digit **gain** **decline** in the U.S. **operations** and **, partially offset by a high mid** single-digit **increase** **gain** in the segment's international operations.

Segment gross margin in the first **nine months** quarter improved **200** 90 bps from last year, primarily reflecting **increased** **decreased** sales volumes and pricing actions, lower material and other costs, and benefits from the segment's RCI initiatives. These improvements were partially offset by 60 bps of unfavorable foreign currency effects. **lower-gross-margin products**.

Segment operating expenses as a percentage of net sales in the first **nine months** quarter rose **10** 190 bps from last year as compared to 2023 primarily due to **increased personnel and other costs, mostly offset by benefits from higher the lower** sales volumes.

As a result of these factors, segment operating earnings of **\$382.8 million** \$117.3 million in the first **nine months** quarter of **2023**, including \$12.4 million of unfavorable foreign currency effects, 2024 compared to **\$342.6 million** \$131.7 million in 2022, an increase 2023, a decrease of **\$40.2 million** \$14.4 million or **11.7%** 10.9%. Operating margin for the Snap-on Tools Group of **24.3%** 23.5% in the first **nine months** quarter of **2023** 2024 compared to **22.4%** 24.5% last year.

Repair Systems & Information Group

(Amounts in millions)	Three Months Ended					
	March 30, 2024		April 1, 2023		Change	
External net sales	\$ 391.2	84.3 %	\$ 367.4	82.3 %	\$ 23.8	6.5 %
Intersegment net sales	72.6	15.7 %	79.2	17.7 %	(6.6)	(8.3)%
Segment net sales	463.8	100.0 %	446.6	100.0 %	17.2	3.9 %
Cost of goods sold	(254.9)	(55.0)%	(252.2)	(56.5)%	(2.7)	(1.1)%
Gross profit	208.9	45.0 %	194.4	43.5 %	14.5	7.5 %
Operating expenses	(96.0)	(20.7)%	(89.8)	(20.1)%	(6.2)	(6.9)%
Segment operating earnings	\$ 112.9	24.3 %	\$ 104.6	23.4 %	\$ 8.3	7.9 %

SNAP-ON INCORPORATED MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (continued)

Repair Systems & Information Group

Three Months Ended					
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(Amounts in millions)	September 30, 2023		October 1, 2022		Change	
External net sales	\$ 363.4	84.2 %	\$ 343.1	82.9 %	\$ 20.3	5.9 %
Intersegment net sales	68.4	15.8 %	70.9	17.1 %	(2.5)	(3.5)%
Segment net sales	431.8	100.0 %	414.0	100.0 %	17.8	4.3 %
Cost of goods sold	(235.2)	(54.5)%	(236.4)	(57.1)%	1.2	0.5 %
Gross profit	196.6	45.5 %	177.6	42.9 %	19.0	10.7 %
Operating expenses	(91.7)	(21.2)%	(82.2)	(19.9)%	(9.5)	(11.6)%
Segment operating earnings	\$ 104.9	24.3 %	\$ 95.4	23.0 %	\$ 9.5	10.0 %

Segment net sales of \$431.8 million \$463.8 million in the third first quarter of 2023 2024 represented an increase of \$17.8 million \$17.2 million, or 4.3% 3.9%, from 2022 2023 levels, reflecting a \$13.0 million \$14.7 million, or 3.1% 3.3%, organic sales gain and \$4.8 million \$2.5 million of favorable foreign currency translation. The organic increase includes a primarily reflects high single-digit gain gains in activity with OEM dealerships and low single-digit increases in sales of undercar equipment and a low single-digit increase in sales of diagnostic and repair information products to independent repair shop owners and managers, partially offset by a low single-digit decline in activity with OEM dealerships. equipment.

Segment gross margin in the third first quarter improved 260 150 bps from last year primarily due to lower material and other costs, increased sales volumes, and savings from RCI initiatives.

Segment operating expenses as a percentage of net sales in the third first quarter rose 130 60 bps from 2022 2023, primarily reflecting increased personnel and other costs.

As a result of these factors, segment operating earnings of \$104.9 million \$112.9 million in the third first quarter of 2023, including \$0.2 million of favorable foreign currency effects, 2024 compared to \$95.4 million \$104.6 million in 2022, 2023, an increase of \$9.5 million \$8.3 million or 10.0% 7.9%. Operating margin for the Repair Systems & Information Group of 24.3% in the third first quarter of 2023 2024 compared to 23.0% 23.4% last year.

(Amounts in millions)	Nine Months Ended					
	September 30, 2023		October 1, 2022		Change	
External net sales	\$ 1,109.2	83.4 %	\$ 1,007.5	82.0 %	\$ 101.7	10.1 %
Intersegment net sales	221.2	16.6 %	221.5	18.0 %	(0.3)	(0.1)%
Segment net sales	1,330.4	100.0 %	1,229.0	100.0 %	101.4	8.3 %
Cost of goods sold	(736.1)	(55.3)%	(693.8)	(56.5)%	(42.3)	(6.1)%
Gross profit	594.3	44.7 %	535.2	43.5 %	59.1	11.0 %
Operating expenses	(274.4)	(20.7)%	(252.5)	(20.5)%	(21.9)	(8.7)%
Segment operating earnings	\$ 319.9	24.0 %	\$ 282.7	23.0 %	\$ 37.2	13.2 %

Segment net sales of \$1,330.4 million in the first nine months of 2023 represented an increase of \$101.4 million, or 8.3%, from 2022 levels, reflecting a \$102.9 million, or 8.4%, organic sales increase, partially offset by \$1.5 million of unfavorable foreign currency translation. The organic gain includes double-digit increases in sales of undercar equipment, high single-digit gains in activity with OEM dealerships, and a low single-digit increase in sales of diagnostic and repair information products to independent repair shop owners and managers. Financial Services

Segment gross margin in the first nine months improved 120 bps from last year primarily due to increased sales volumes and pricing actions, lower material and other costs, and savings from RCI initiatives.

Segment operating expenses as a percentage of net sales in the first nine months rose 20 bps from 2022, primarily reflecting increased personnel and other costs, partially offset by benefits from sales volume leverage.

SNAP-ON INCORPORATED **MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS** **OF OPERATIONS** **(continued)**

As a result of these factors, segment operating earnings of \$319.9 million in the first nine months of 2023, including \$0.9 million of favorable foreign currency effects, compared to \$282.7 million in 2022, an increase of \$37.2 million or 13.2%. Operating margin for the Repair Systems & Information Group of 24.0% in the first nine months of 2023 compared to 23.0% last year.

Financial Services

(Amounts in millions)	Three Months Ended			(Amounts in millions)	Three Months Ended		
	September 30, 2023	October 1, 2022	Change		March 30, 2024	April 1, 2023	Change
(Amounts in millions)							

Financial services revenue	Financial services revenue	\$94.9	100.0 %	\$87.3	100.0 %	\$7.6	8.7 %	Financial services revenue	\$ 99.6	100.0	100.0 %	\$ 92.6	100.0	100.0 %	\$ 7.0	7.6	7.6 %
Financial services expenses	Financial services expenses	(25.5)	(26.9) %	(20.9)	(23.9) %	(4.6)	(22.0) %	Financial services expenses	(31.3)	(31.4)	(31.4) %	(26.3)	(28.4)	(28.4) %	(5.0)	(19.0)	(19.0) %
Segment operating earnings	Segment operating earnings	\$69.4	73.1 %	\$66.4	76.1 %	\$3.0	4.5 %	Segment operating earnings	\$ 68.3	68.6	68.6 %	\$ 66.3	71.6	71.6 %	\$ 2.0	3.0	3.0 %

Financial services revenue is generally dependent on the size of the average financial services portfolio during the period, as well as on the average yield on receivables. Financial services revenue of \$94.9 million \$99.6 million in the third first quarter of 2023 2024 increased \$7.6 million \$7.0 million, or 8.7% 7.6%, from last year. In the third first quarters of both 2023 2024 and 2022, 2023, the average yield on finance receivables was 17.7%. In the third first quarters of 2023 2024 and 2022, 2023, the average yields on contract receivables were 8.8% 9.0% and 8.6% 8.7%, respectively. Originations of \$305.2 million \$301.7 million in the third first quarter of 2023 2024 represented an increase of \$5.0 million \$0.8 million, or 1.7% 0.3%, from 2022 2023 levels.

Financial services expenses primarily include personnel-related and other general and administrative costs, as well as provisions for credit losses. These expenses are generally more dependent on changes in the size of the financial services portfolio than they are on the revenue of the segment. Financial services expenses in the third first quarter of 2023 2024 increased primarily due to higher provisions for credit losses as compared to those recorded in the third first quarter of 2022, 2023. As a percentage of the average financial services portfolio, expenses were 1.3% in the first quarter of 2024 and 1.1% in the third quarter of 2023 and 0.9% in 2022, 2023.

Segment operating earnings in the third first quarter of 2023 2024 increased \$3.0 million, \$2.0 million, or 4.5% 3.0%, from 2022 2023 levels.

(Amounts in millions)	Nine Months Ended					
	September 30, 2023		October 1, 2022		Change	
Financial services revenue	\$ 280.9	100.0 %	\$ 261.4	100.0 %	\$ 19.5	7.5 %
Financial services expenses	(78.3)	(27.9) %	(59.3)	(22.7) %	(19.0)	(32.0) %
Segment operating earnings	\$ 202.6	72.1 %	\$ 202.1	77.3 %	\$ 0.5	0.2 %

Financial services revenue of \$280.9 million in the first nine months of 2023 increased \$19.5 million, or 7.5%, from 2022. In the first nine months of 2023 and 2022, the respective average yields on finance receivables were 17.7% and 17.6%. In the first nine months of 2023 and 2022, the average yields on contract receivables were 8.7% and 8.5%, respectively. Originations of \$932.4 million in the first nine months of 2023 represented an increase of \$79.0 million, or 9.3%, from 2022 levels.

Financial services expenses in the first nine months of 2023 increased primarily due to higher provisions for credit losses as compared to those recorded in 2022. As a percentage of the average financial services portfolio, expenses were 3.3% in the first nine months of 2023 and 2.7% in the same period in 2022.

Segment operating earnings in the first nine months of 2023, including \$0.8 million of unfavorable foreign currency effects, increased \$0.5 million, or 0.2%, from 2022 levels.

Corporate

Snap-on's third first quarter 2023 2024 general corporate expenses of \$31.2 million \$14.7 million compared to \$26.4 million \$32.3 million last year. For the first nine months of 2023, expenses of \$92.7 million compared to \$81.8 million recorded in 2022. The year-over-year increases decrease in corporate expenses in 2023 for both periods primarily reflect higher stock-based reflects a benefit from the legal payment and lower performance-based compensation, compensation and other costs.

SNAP-ON INCORPORATED MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (continued)

Non-GAAP Supplemental Data

The following non-GAAP supplemental data is presented for informational purposes to provide readers with insight into the information used by management for assessing the operating performance of Snap-on's non-financial services ("Operations") and Financial Services businesses.

The supplemental Operations data reflects the results of operations and financial position of Snap-on's tools, diagnostics, equipment products, software, and other non-financial services operations with Financial Services presented on the equity method. The supplemental Financial Services data reflects the results of operations and financial position of Snap-on's U.S. and international financial services operations. The financing needs of Financial Services are met through intersegment borrowings and cash generated from Operations; Financial Services is charged interest expense on intersegment borrowings at market rates. Income taxes are charged to Financial Services on the basis of the specific tax attributes generated by the U.S. and international financial services businesses. Transactions between the Operations and Financial Services businesses were are eliminated to arrive at the Condensed Consolidated Financial Statements.

Non-GAAP Supplemental Consolidating Data – Supplemental Condensed Statements of Earnings information for the three months ended September 30, 2023, March 30, 2024, and October 1, 2022, April 1, 2023, is as follows:

		Operations*		Financial Services		Operations*		Financial Services		
(Amounts in millions)	(Amounts in millions)	September 30, 2023	October 1, 2022	September 30, 2023	October 1, 2022	(Amounts in millions)	March 30, 2024	April 1, 2023	March 30, 2024	April 1, 2023
Net sales	Net sales	\$ 1,159.3	\$1,102.5	\$ —	\$ —					
Cost of goods sold	Cost of goods sold	(581.1)	(569.9)	—	—					
Gross profit	Gross profit	578.2	532.6	—	—					
Operating expenses	Operating expenses	(333.0)	(309.1)	—	—					
Operating earnings before financial services	Operating earnings before financial services	245.2	223.5	—	—					
Financial services revenue	Financial services revenue	—	—	94.9	87.3					
Financial services revenue										
Financial services revenue										
Financial services expenses	Financial services expenses	—	—	(25.5)	(20.9)					
Operating earnings from financial services	Operating earnings from financial services	—	—	69.4	66.4					
Operating earnings										
Operating earnings										
Operating earnings	Operating earnings	245.2	223.5	69.4	66.4					
Interest expense	Interest expense	(12.4)	(11.7)	—	(0.1)					
Intersegment interest income (expense) – net	Intersegment interest income (expense) – net	16.1	14.7	(16.1)	(14.7)					
Other income (expense) – net	Other income (expense) – net	17.9	13.0	0.1	0.1					
Earnings before income taxes and equity earnings	Earnings before income taxes and equity earnings	266.8	239.5	53.4	51.7					
Income tax expense	Income tax expense	(57.3)	(48.4)	(13.8)	(13.3)					
Earnings before equity earnings	Earnings before equity earnings	209.5	191.1	39.6	38.4					

Financial services – net earnings attributable to Snap-on	Financial services – net earnings attributable to Snap-on	39.6	38.4	—	—
Net earnings	Net earnings	249.1	229.5	39.6	38.4
Net earnings					
Net earnings					
Net earnings attributable to noncontrolling interests	Net earnings attributable to noncontrolling interests	(6.0)	(5.6)	—	—
Net earnings attributable to Snap-on	Net earnings attributable to Snap-on	\$ 243.1	\$ 223.9	\$ 39.6	\$ 38.4

* Snap-on with Financial Services presented on the equity method.

SNAP-ON INCORPORATED
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS
OF OPERATIONS
(continued)

Non-GAAP Supplemental Consolidating Data – Supplemental Condensed Statements of Earnings information for the nine months ended September 30, 2023, and October 1, 2022, is as follows:

(Amounts in millions)	Operations*		Financial Services	
	September 30, 2023	October 1, 2022	September 30, 2023	October 1, 2022
Net sales	\$ 3,533.6	\$ 3,336.9	\$ —	\$ —
Cost of goods sold	(1,762.1)	(1,716.5)	—	—
Gross profit	1,771.5	1,620.4	—	—
Operating expenses	(989.5)	(927.2)	—	—
Operating earnings before financial services	782.0	693.2	—	—
Financial services revenue	—	—	280.9	261.4
Financial services expenses	—	—	(78.3)	(59.3)
Operating earnings from financial services	—	—	202.6	202.1
Operating earnings	782.0	693.2	202.6	202.1
Interest expense	(37.4)	(35.0)	—	(0.1)
Intersegment interest income (expense) – net	47.9	44.5	(47.9)	(44.5)
Other income (expense) – net	49.8	30.5	0.2	0.2
Earnings before income taxes and equity earnings	842.3	733.2	154.9	157.7
Income tax expense	(183.8)	(160.9)	(40.1)	(40.6)
Earnings before equity earnings	658.5	572.3	114.8	117.1
Financial services – net earnings attributable to Snap-on	114.8	117.1	—	—
Net earnings	773.3	689.4	114.8	117.1
Net earnings attributable to noncontrolling interests	(17.5)	(16.6)	—	—
Net earnings attributable to Snap-on	\$ 755.8	\$ 672.8	\$ 114.8	\$ 117.1

* Snap-on with Financial Services presented on the equity method.

SNAP-ON INCORPORATED
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS
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(continued)

Non-GAAP Supplemental Consolidating Data – Supplemental Condensed Balance Sheet information as of September 30, 2023, March 30, 2024, and December 31, 2022. December 30, 2023, is as follows:

		Operations*		Financial Services		Operations*		Financial Services	
		September 30, 2023	December 31, 2022	September 30, 2023	December 31, 2022	March 30, 2024	December 30, 2023	March 30, 2024	December 30, 2023
(Amounts in millions)	(Amounts in millions)					(Amounts in millions)			
ASSETS	ASSETS								
Current assets:	Current assets:								
Current assets:	Current assets:								
Cash and cash equivalents	Cash and cash equivalents								
Cash and cash equivalents	Cash and cash equivalents								
Cash and cash equivalents	Cash and cash equivalents	\$ 959.1	\$ 757.1	\$ 0.2	\$ 0.1				
Intersegment receivables	Intersegment receivables	17.7	13.4	—	—				
Trade and other accounts receivable – net	Trade and other accounts receivable – net	776.0	761.1	0.8	0.6				
Finance receivables – net	Finance receivables – net	—	—	597.5	562.2				
Contract receivables – net	Contract receivables – net	5.7	5.9	113.9	104.0				
Inventories – net	Inventories – net	1,032.9	1,033.1	—	—				
Prepaid expenses and other assets	Prepaid expenses and other assets	124.8	149.2	5.7	5.8				
Prepaid expenses and other current assets	Prepaid expenses and other current assets								
Total current assets	Total current assets	2,916.2	2,719.8	718.1	672.7				
Property and equipment – net	Property and equipment – net								
Property and equipment – net	Property and equipment – net								
Property and equipment – net	Property and equipment – net	521.9	510.7	2.9	1.9				
Operating lease right-of-use assets	Operating lease right-of-use assets	67.6	60.1	1.1	1.4				
Investment in Financial Services	Investment in Financial Services	386.0	363.9	—	—				

Deferred income tax assets	Deferred income tax assets	51.8	48.4	23.8	21.6
Intersegment long-term notes receivable	Intersegment long-term notes receivable	745.8	635.9	—	—
Long-term finance receivables – net	Long-term finance receivables – net	—	—	1,245.9	1,170.8
Long-term contract receivables – net	Long-term contract receivables – net	8.9	9.6	391.0	374.2
Goodwill	Goodwill	1,035.9	1,045.3	—	—
Other intangible assets – net	Other intangible assets – net	263.0	275.6	—	—
Pension assets	Pension assets	72.7	70.6	—	—
Other assets		28.1	27.1	0.2	0.1
Other long-term assets					
Total assets	Total assets	\$ 6,097.9	\$ 5,767.0	\$ 2,383.0	\$ 2,242.7

* Snap-on with Financial Services presented on the equity method.

SNAP-ON INCORPORATED
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS
(continued)

Non-GAAP Supplemental Consolidating Data – Supplemental Condensed Balance Sheets Information (continued):

		Operations*		Financial Services		Operations*		Financial Services	
		September		September		March 30,		March 30,	
		30, 2023	December 31, 2022	30, 2023	December 31, 2022	(Amounts in millions) March 30, 2024	December 30, 2023	March 30, 2024	December 30, 2023
LIABILITIES AND EQUITY	LIABILITIES AND EQUITY								
Current liabilities:	Current liabilities:								
Current liabilities:									
Notes payable	Notes payable								
Notes payable									
Notes payable	Notes payable	\$ 17.3	\$ 17.2	\$ —	\$ —				
Accounts payable	Accounts payable	283.3	285.8	1.0	1.2				
Intersegment payables	Intersegment payables	—	—	17.7	13.4				
Accrued benefits	Accrued benefits	57.5	58.6	—	—				
Accrued compensation	Accrued compensation	93.2	95.6	2.9	3.0				
Franchisee deposits	Franchisee deposits	76.0	73.8	—	—				

Other accrued liabilities	Other accrued liabilities	434.4	420.8	27.9	25.8
Total current liabilities	Total current liabilities	961.7	951.8	49.5	43.4
Long-term debt and intersegment long-term debt					
Long-term debt and intersegment long-term debt					
Long-term debt and intersegment long-term debt	Long-term debt and intersegment long-term debt	—	—	1,930.2	1,819.7
Deferred income tax liabilities	Deferred income tax liabilities	72.8	82.1	—	—
Retiree health care benefits	Retiree health care benefits	21.8	23.4	—	—
Pension liabilities	Pension liabilities	57.7	78.6	—	—
Operating lease liabilities	Operating lease liabilities	49.8	43.6	0.8	1.1
Other long-term liabilities	Other long-term liabilities	81.7	84.0	16.5	14.6
Total liabilities	Total liabilities	1,245.5	1,263.5	1,997.0	1,878.8
Total shareholders' equity attributable to Snap-on	Total shareholders' equity attributable to Snap-on	4,830.2	4,481.3	386.0	363.9
Noncontrolling interests	Noncontrolling interests	22.2	22.2	—	—
Total equity	Total equity	4,852.4	4,503.5	386.0	363.9
Total liabilities and equity	Total liabilities and equity	\$ 6,097.9	\$ 5,767.0	\$ 2,383.0	\$ 2,242.7

* Snap-on with Financial Services presented on the equity method.

SNAP-ON INCORPORATED
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS
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(continued)

Liquidity and Capital Resources

Snap-on's growth has historically been funded by a combination of cash provided by operating activities and debt financing. Snap-on believes that its cash from operations and collections of finance receivables, coupled with its sources of borrowings and available cash on hand, are sufficient to fund its currently anticipated requirements for scheduled debt repayments, payments of interest and dividends, new receivables originated by our financial services businesses, capital expenditures, working capital, the funding of pension plans, and funding for share repurchases and acquisitions, if and as they arise.

Due to Snap-on's credit rating over the years, external funds have been available at an acceptable cost. As of **October 13, 2023** **April 12, 2024**, Snap-on's long-term debt and commercial paper were rated, respectively, A2 and P-1 by Moody's Investors Service; A- and A-2 by Standard & Poor's; and A and F1 by Fitch Ratings. Snap-on believes that its current credit arrangements are sound and that the strength of its balance sheet affords the company the financial flexibility, including through access to financial markets for potential new financing, to respond to both internal growth opportunities and those available through acquisitions. However, Snap-on cannot provide any assurance that financing will be available in the future on acceptable terms, or that its debt ratings will not decrease.

The following discussion focuses on information included in the accompanying Condensed Consolidated Balance Sheets.

Working capital (current assets less current liabilities) of \$2,623.1 million \$2,786.4 million as of September 30, 2023 March 30, 2024, represented an increase of \$225.8 million \$76.0 million from \$2,397.3 million \$2,710.4 million as of December 31, 2022 December 30, 2023 (fiscal 2022 2023 year end), primarily as a result of the net changes discussed below.

The following represents the company's working capital position as of September 30, 2023 March 30, 2024, and December 31, 2022 December 30, 2023:

(Amounts in millions)	(Amounts in millions)	September 30, 2023	December 31, 2022	(Amounts in millions)	March 30, 2024	December 30, 2023
Cash and cash equivalents	Cash and cash equivalents	\$ 959.3	\$ 757.2			
Trade and other accounts receivable – net	Trade and other accounts receivable – net	776.8	761.7			
Finance receivables – net	Finance receivables – net	597.5	562.2			
Contract receivables – net	Contract receivables – net	119.6	109.9			
Inventories – net	Inventories – net	1,032.9	1,033.1			
Prepaid expenses and other assets	Prepaid expenses and other assets	118.9	144.8			
Prepaid expenses and other current assets	Prepaid expenses and other current assets					
Total current assets	Total current assets	3,605.0	3,368.9			
Notes payable	Notes payable					
Notes payable	Notes payable	(17.3)	(17.2)			
Accounts payable	Accounts payable	(284.3)	(287.0)			
Other current liabilities	Other current liabilities	(680.3)	(667.4)			
Total current liabilities	Total current liabilities	(981.9)	(971.6)			
Working capital	Working capital	\$ 2,623.1	\$ 2,397.3			

Cash and cash equivalents of \$959.3 million \$1,121.0 million as of September 30, 2023 March 30, 2024, represented an increase of \$202.1 million \$119.5 million from 2022 2023 year-end levels primarily due to: (i) \$857.3 million \$348.7 million of cash generated from operations; (ii) \$626.5 million \$207.8 million of cash from collections of finance receivables; and (iii) \$94.5 million \$28.3 million of cash proceeds from stock purchase plan and stock option exercises. These increases in cash and cash equivalents were partially offset by: (i) the funding of \$779.8 million \$248.0 million of new finance receivables; (ii) dividend payments to shareholders of \$257.6 million; \$98.2 million; (iii) the repurchase of 909,000 248,000 shares of the company's common stock for \$233.8 million; \$70.2 million; and (iv) the funding of \$73.9 million \$21.8 million of capital expenditures.

Of the \$959.3 million \$1,121.0 million of cash and cash equivalents as of September 30, 2023 March 30, 2024, \$359.3 million \$406.9 million was held outside of the United States. Snap-on maintains non-U.S. funds in its foreign operations to: (i) provide adequate working capital; (ii) satisfy various regulatory requirements; and/or (iii) take advantage of business expansion opportunities as they arise. Although the Tax Cuts and Jobs Act ("Tax Act") generally eliminated U.S. federal taxation of dividends from foreign subsidiaries, such dividends may still be subject to state income taxation and foreign withholding taxes. Snap-on periodically evaluates its cash held outside the United States and may pursue opportunities to repatriate certain foreign cash amounts to the extent that it can be accomplished in a tax efficient manner.

SNAP-ON INCORPORATED
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS
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(continued)

Trade and other accounts receivable – net of \$776.8 million \$827.5 million as of September 30, 2023 March 30, 2024, compared to \$761.7 million last year, \$791.3 million as of December 30, 2023, an increase of \$15.1 million \$36.2 million primarily due to higher an increase in days sales outstanding, partially offset by \$3.2 million \$6.9 million of foreign currency translation. Days sales outstanding (trade and other accounts receivable – net as of the respective period end, divided by the respective trailing 12 months sales, times 360 days) was 63 days and 60 days and 61 days for September 30, 2023 as of March 30, 2024, and December 31, 2022 December 30, 2023, respectively.

The current portions of net finance and contract receivables of \$717.1 million \$721.5 million as of September 30, 2023 March 30, 2024, compared to \$672.1 million \$714.9 million at 2022 2023 year end. The long-term portions of net finance and contract receivables of \$1,645.8 million \$1,704.2 million as of September 30, 2023 March 30, 2024, compared to \$1,554.6 million \$1,692.1 million at 2022 2023 year end. The combined \$136.2 million \$18.7 million increase in net current and long-term finance and contract receivables over 2022 2023 year-end levels is primarily due to an increase in net receivable originations, partially offset by \$2.6 million \$6.7 million of foreign currency translation.

Inventories – net of \$1,032.9 million \$970.5 million as of September 30, 2023 March 30, 2024, decreased \$35.4 million compared to \$1,033.1 million last year, a decrease \$1,005.9 million as of \$0.2 million December 30, 2023, primarily due to easing supply chain disruptions and \$9.7 12.5 million of foreign currency translation, partially offset by increases resulting from higher demand. translation. Inventory turns (trailing 12 months of cost of goods sold, divided by the average of the beginning and ending inventory balance for the trailing 12 months) were 2.4 turns and 2.5 2.3 turns as of September 30, 2023 March 30, 2024, and December 31, 2022 December 30, 2023, respectively. Inventories accounted for using the first-in, first-out ("FIFO") method approximated 58% and 61% 59% of total inventories as of September 30, 2023 both March 30, 2024, and December 31, 2022, respectively. December 30, 2023. All other inventories are accounted for using the last-in, first-out ("LIFO") method. The company's LIFO reserve was \$113.9 million \$120.6 million and \$108.6 million \$115.9 million as of September 30, 2023 March 30, 2024, and December 31, 2022 December 30, 2023, respectively.

Notes payable of \$17.3 million \$15.2 million as of September 30, 2023 March 30, 2024, compared to \$17.2 million \$15.6 million as of 2022 2023 year end.

Accounts payable of \$284.3 million \$257.4 million as of September 30, 2023 March 30, 2024, compared to \$287.0 million last year, a decrease \$238.0 million as of \$2.7 million December 30, 2023, an increase of \$19.4 million primarily due to the timing of payments, partially offset by \$2.1 million \$1.9 million of foreign currency translation.

Other accrued liabilities of \$450.7 million \$505.0 million as of September 30, 2023 March 30, 2024, compared to \$436.4 million last \$447.4 million as of 2023 year end, an increase of \$14.3 million \$57.6 million primarily due to higher tax accruals, partially offset by \$3.1 million \$3.7 million of foreign currency translation.

Long-term debt of \$1,184.4 million \$1,184.9 million as of September 30, 2023 March 30, 2024, consisted of: (i) \$300 million \$300 million of unsecured 3.25% notes that mature on March 1, 2027 (the "2027 Notes"); (ii) \$400 million of unsecured 4.10% notes that mature on March 1, 2048 (the "2048 Notes"); and (iii) \$500 million \$500 million of 3.10% notes that mature on May 1, 2050 (the "2050 Notes"), partially offset by \$15.6 million \$15.1 million of unamortized debt issuance costs and issuance discounts.

On September 12, 2023, Snap-on entered into has a \$900 million multi-currency \$900 million multicurrency revolving credit facility that terminates on September 12, 2028 (the "Credit Facility"), which amended and restated in its entirety the company's previous \$800 million multi-currency revolving credit facility that was set to terminate on September 16, 2024. The Credit Facility contains an accordion feature that, subject to certain customary conditions, may allow the maximum commitment to be increased by up to \$450 million with the approval of the lenders providing additional commitments. No amounts were borrowed or outstanding under either the Credit Facility during the nine three months ended and as of September 30, 2023 March 30, 2024. Borrowings under the Credit Facility bear interest at varying rates based on either: (i) Snap-on's then-current, long-term debt ratings; or (ii) Snap-on's then-current ratio of consolidated debt net of certain cash adjustments ("Consolidated Net Debt") to earnings before interest, taxes, depreciation, amortization and certain other adjustments for the preceding four fiscal quarters then ended (the "Consolidated Net Debt to EBITDA Ratio"). The Credit Facility's financial covenant requires that Snap-on maintain, as of each fiscal quarter end, either (i) a ratio not greater than 0.60 to 1.00 of Consolidated Net Debt to the sum of Consolidated Net Debt plus total equity and less accumulated other comprehensive income or loss (the "Leverage Ratio"); or (ii) a Consolidated Net Debt to EBITDA Ratio not greater than 3.50 to 1.00. Snap-on may, up to two times during any five-year period during the term of the Credit Facility (including any extensions thereof), elect to increase the maximum Leverage Ratio to 0.65 to 1.00 and/or increase the maximum Consolidated Net Debt to EBITDA Ratio to 4.00 to 1.00 for four consecutive fiscal quarters in connection with certain material acquisitions (as defined in the related credit agreement). As of September 30, 2023 March 30, 2024, the company's actual ratios of 0.05 0.03 and 0.21 0.10, respectively, were both within the permitted ranges set forth in this financial covenant. Snap-on generally issues commercial paper to fund its financing needs on a short-term basis and uses the Credit Facility as back-up liquidity to support such commercial paper issuances. As of September 30, 2023 March 30, 2024, there were no commercial paper issuances outstanding.

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(continued)

Snap-on believes it has sufficient available cash and access to both committed and uncommitted credit facilities to cover its expected funding needs on both a short-term and long-term basis. Snap-on manages its aggregate short-term borrowings so as not to exceed its availability under the Credit Facility. Snap-on believes that it can access short-term debt markets, predominantly through commercial paper issuances and existing lines of credit, to fund its short-term requirements and to ensure near-term liquidity. Snap-on regularly monitors the credit and financial markets and, if it believes conditions are favorable, it may take advantage of such conditions to issue long-term debt to further improve its liquidity and capital resources. Near-term liquidity requirements for Snap-on include payments of interest and dividends, funding to support new receivables originated by our financial services businesses, capital expenditures, working capital, the funding of pension plans, and funding for share repurchases and acquisitions, if and as they arise. Snap-on intends to make contributions of \$6.9 million \$6.0 million to its foreign pension plans and \$2.4 \$3.7 million to its domestic pension plans in 2023, 2024, as required by law. Depending on market and other conditions, Snap-on may make discretionary cash contributions to its pension plans in 2023, 2024.

Snap-on's long-term financing strategy is to maintain continuous access to the debt markets to accommodate its liquidity needs, including the potential use of commercial paper, additional fixed-term debt and/or securitizations.

The following discussion focuses on information included in the accompanying Condensed Consolidated Statements of Cash Flows.

Operating Activities

Net cash provided by operating activities was \$857.3 million \$348.7 million and \$464.6 million \$301.6 million in the first nine three months of 2023 2024 and 2022, 2023, respectively. The \$392.7 million \$47.1 million year-over-year increase in net cash provided by operating activities primarily reflects a \$284.7 million \$26.9 million change in net operating assets and liabilities and an \$83.9 million \$15.3 million increase in net earnings.

Investing Activities

Net cash used by investing activities of \$227.2 million \$63.2 million in the first nine three months of 2024 included additions to finance receivables of \$248.0 million, partially offset by collections of \$207.8 million. Net cash used by investing activities of \$72.9 million in the first three months of 2023 included additions to finance receivables of \$779.8 million, \$257.1 million, partially offset by collections of \$626.5 million. Net cash used by investing activities of \$138.3 million in the first nine months of 2022 included additions to finance receivables of \$703.7 million, partially offset by collections of \$622.1 million. \$207.5 million. Finance receivables are comprised of extended-term installment payment contracts to both technicians and independent shop owners (i.e., franchisees' customers) to enable them to purchase tools, diagnostics, and equipment products on an extended-term payment plan, with average payment terms of approximately four years.

Capital expenditures were \$73.9 million \$21.8 million and \$61.5 million \$23.0 million in the first nine three months of 2023 2024 and 2022, 2023, respectively. Capital expenditures in both years included continued investments related to the company's execution of its strategic Value Creation Processes around safety, quality, customer connection, innovation and RCI.

Financing Activities

Net cash used by financing activities was \$423.9 million \$164.2 million in the first nine three months of 2023, 2024, including a reduction in net short-term borrowings of \$0.4 million. Net cash used by financing activities of \$339.2 million \$152.1 million in the first nine three months of 2022 2023 included net proceeds from other short-term borrowings of \$2.6 \$0.8 million.

Proceeds from stock purchase plan and stock option exercises totaled \$94.5 million \$28.3 million and \$41.4 million \$32.8 million in the first nine three months of 2023 2024 and 2022, 2023, respectively. In the first nine three months of 2023, 2024, Snap-on repurchased 909,000 248,000 shares of its common stock for \$233.8 million \$70.2 million under its previously announced share repurchase programs. In the first nine three months of 2022, 2023, Snap-on repurchased 615,000 356,000 shares of its common stock for \$132.8 million \$87.2 million under its previously announced share repurchase programs. As of September 30, 2023 March 30, 2024, Snap-on had remaining availability to repurchase up to an additional \$304.5 million \$290.6 million in common stock pursuant to its Board's authorizations. The repurchase of Snap-on common stock to offset dilution related to equity plan issuances or for other corporate purposes is at the company's discretion, subject to prevailing financial and market conditions. Snap-on believes that its cash generated from operations, available cash on hand, and funds available from its credit facilities, will be sufficient to fund the company's additional share repurchases, if any.

Snap-on has paid consecutive quarterly cash dividends, without interruption or reduction, since 1939. Cash dividends totaled \$257.6 million \$98.2 million and \$227.1 million \$86.1 million in the first nine three months of 2023 2024 and 2022, 2023, respectively. On November 4, 2022 November 2, 2023, the Board increased the quarterly cash dividend by 14.1% 14.8% to \$1.62 \$1.86 per share (\$6.48 7.44 per share annualized). Snap-on believes that its cash generated from operations, available cash on hand, and funds available from its credit facilities, will be sufficient to pay dividends.

SNAP-ON INCORPORATED MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS (continued)

Critical Accounting Policies and Estimates

Snap-on's discussion of its critical accounting policies and estimates, contained which are discussed in its Annual Report on Form 10-K for the fiscal year ended December 31, 2022 December 30, 2023, have not materially changed since the report was filed.

Outlook

We believe that our markets and our operations possess and have demonstrated continuing and considerable resilience against the uncertainties of the current environment. For the remainder of 2023, In 2024, Snap-on expects to make ongoing progress along its defined runways for coherent growth, leveraging capabilities already demonstrated in the automotive repair arena and developing and expanding its professional customer base, not only in automotive repair, but in adjacent markets, additional geographies and other areas, including extending in critical industries, where the cost and penalties for failure can be high. In pursuit of these initiatives, we project that capital expenditures in 2023 2024 will approximate be in the range of \$100 million to \$110 million, of which \$73.9 million \$21.8 million was incurred in the first nine three months of the year.

Snap-on currently anticipates that its full-year 2023 2024 effective income tax rate will approximate be in the range of 22% to 23%.

Item 3: Quantitative and Qualitative Disclosures About Market Risk

There has been no significant change in the company's exposure to market risk during the **third first** quarter of **2023, 2024**. Refer to Part II, Item **7A, 7A**: Quantitative and Qualitative Disclosures About Market Risk in the company's Annual Report on Form 10-K for the year ended **December 31, 2022 December 30, 2023** for further discussion.

Interest Rate Risk Management

Snap-on may manage the exposure created by the differing maturities and interest rate structures of Snap-on's borrowings through the use of interest rate swap agreements. Treasury lock agreements may be used to manage the potential change in interest rates in anticipation of the issuance of fixed rate debt. See Note **8 9** to the Condensed Consolidated Financial Statements for **additional** information on interest rate risk management.

Snap-on utilizes a Value-at-Risk ("VAR") model to determine the potential one-day loss in the fair value of its interest rate and foreign exchange-sensitive financial instruments from adverse changes in market factors. The VAR model estimates were made assuming normal market conditions and a 95% confidence level. Snap-on's computations are based on the inter-relationships among movements in various currencies and interest rates (variance/co-variance technique). These inter-relationships were determined by observing interest rate and foreign currency market changes over the preceding quarter.

The estimated maximum potential net one-day loss in fair value, calculated using the VAR model, as of **September 30, 2023 March 30, 2024**, was **\$11.9 million \$9.6 million**, consisting of a **\$12.3 million \$9.7 million** loss on interest rate-sensitive financial instruments and a **\$0.4 million \$0.1 million** gain on foreign currency-sensitive financial instruments. The VAR model is a risk management tool and does not purport to represent actual losses in fair value that will be incurred by Snap-on, nor does it consider the potential effect of favorable changes in market factors.

Item 4: Controls and Procedures

Evaluation of Disclosure Controls and Procedures

Snap-on maintains a system of disclosure controls and procedures that is designed to provide reasonable assurance that material information relating to the company and its consolidated subsidiaries is timely communicated to the officers who certify Snap-on's financial reports and to other members of senior management and the Board, as appropriate.

In accordance with Rule 13a-15(b) of the Securities Exchange Act of 1934 (the "Exchange Act"), the company's management evaluated, with the participation of the Chief Executive Officer and Chief Financial Officer, the effectiveness of the design and operation of the company's disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Exchange Act) as of **September 30, 2023 March 30, 2024**. Based upon their evaluation of these disclosure controls and procedures, the Chief Executive Officer and Chief Financial Officer concluded that the disclosure controls and procedures were effective as of **September 30, 2023 March 30, 2024**, to ensure that information required to be disclosed by the company in the reports it files or submits under the Exchange Act is recorded, processed, summarized and reported, within the time period specified in the Securities and Exchange Commission rules and forms, and to ensure that information required to be disclosed by the company in the reports it files or submits under the Exchange Act is accumulated and communicated to the company's management, including its principal executive and principal financial officers, or persons performing similar functions, as appropriate, to allow timely decisions regarding required disclosure.

Changes in Internal Control

There has been no change in the company's internal control over financial reporting during the quarter ended **September 30, 2023 March 30, 2024**, that has materially affected, or is reasonably likely to materially affect, the company's internal control over financial reporting (as such term is defined in Exchange Act Rules 13a-15(f) and 15d-15(f)).

PART II. OTHER INFORMATION

Item 2: Unregistered Sales of Equity Securities and Use of Proceeds

Issuer Purchases of Equity Securities

The following chart discloses information regarding the shares of Snap-on's common stock repurchased by the company during the **third first** quarter of fiscal **2023, 2024**, all of which were purchased pursuant to the Board's authorizations that the company has publicly announced. Snap-on has undertaken stock repurchases from time to time to offset dilution related to equity plan issuances **or and** for other corporate purposes, as well as when the company believes market conditions are favorable. The repurchase of Snap-on common stock is at the company's discretion, subject to prevailing financial and market conditions, and pursuant to the Board's authorizations that the company has publicly announced.

Period	Period				Approximate value of shares that may yet be purchased under publicly announced plans or programs	Period	Period				Approximate value of shares that may yet be purchased under publicly announced plans or programs
	Period	Shares purchased	Average price per share	Shares purchased as part of publicly announced plans or programs			Period	Shares purchased	Average price per share	Shares purchased as part of publicly announced plans or programs	
07/02/2023 to 07/29/2023		40,000	\$272.34	40,000	\$331.5 million						
07/30/2023 to 08/26/2023		70,000	\$268.33	70,000	\$314.7 million						
08/27/2023 to 09/30/2023		84,000	\$261.75	84,000	\$304.5 million						

12/31/2023 to 01/27/2024						12/31/2023 to 01/27/2024					\$287.5 million
01/28/2024 to 02/24/2024						01/28/2024 to 02/24/2024	36,000	\$269.35	36,000		\$311.2 million
02/25/2024 to 03/30/2024						02/25/2024 to 03/30/2024	212,000	\$285.62	212,000		\$290.6 million
Total/Average	Total/Average	194,000	\$266.84	194,000	N/A	Total/Average	248,000	\$283.26	248,000		N/A
N/A: Not applicable	N/A: Not applicable										
N/A: Not applicable											
N/A: Not applicable											

* Subject to further adjustment pursuant to the 1996 Authorization described below, as of **September 30, 2023** March 30, 2024, the approximate value of shares that may yet be purchased pursuant to the outstanding Board authorizations discussed below is **\$304.5 million** \$290.6 million.

- In 1996, the Board authorized the company to repurchase shares of the company's common stock periodically in the open market or in privately negotiated transactions (the "1996 Authorization"). The 1996 Authorization allows the repurchase of up to the number of shares issued or delivered from treasury under the various plans the company has in place that call for the issuance of the company's common stock. Because the number of shares that are purchased pursuant to the 1996 Authorization will change as (i) the company issues shares under its various plans; and (ii) shares are repurchased pursuant to this authorization, the number of shares authorized to be repurchased will vary from time to time. The 1996 Authorization will expire when terminated by the Board.
- On November 4, 2021, the Board authorized the repurchase of up to \$500 million of the company's common stock (the "2021 Authorization"). The 2021 Authorization will expire when the aggregate repurchase price limit is met, unless terminated earlier by the Board.

Other Purchases or Sales of Equity Securities

The following chart discloses information regarding transactions **by a counterparty** in shares of Snap-on's common stock **by Citibank, N.A. ("Citibank")** during the **third first** quarter of **2023 2024** pursuant to a prepaid equity forward agreement (the "Agreement") **with Citibank** that is intended to reduce the impact of market risk associated with the stock-based portion of the company's deferred compensation plans. The company's stock-based deferred compensation liabilities increase as the company's stock price rises and decrease as the company's stock price declines. Pursuant to the Agreement, **Citibank the counterparty** may purchase or sell shares of the company's common stock **(for Citibank's account) for its account** in the market or in privately negotiated transactions. **The At termination, the Agreement has no stated expiration date settles in cash** and does not provide for Snap-on to purchase or repurchase its shares.

Citibank Purchases of Snap-on Stock		
Period	Shares purchased	Average price per share
07/02/2023 to 07/29/2023	—	—
07/30/2023 to 08/26/2023	—	—
08/27/2023 to 09/30/2023	600	\$260.05
Total/Average	600	\$260.05

Period	Shares purchased (sold)	Average price per share
12/31/2023 to 01/27/2024	(1,000)	\$284.32
01/28/2024 to 02/24/2024	8,200	\$268.24
02/25/2024 to 03/30/2024	800	\$295.10
Total/Average	8,000	\$271.99

Item 5: Other Information

Historically, the company's executive officers and directors have entered into Rule 10b5-1 trading arrangements periodically. In accordance with the **new** disclosure requirement set forth in Item 408(a) of Regulation S-K, **during the quarterly period ended September 30, 2023, no following table discloses any** officer (as defined in Rule 16a-1(f) under the Securities Exchange Act of 1934, as amended) **or director who adopted a contract, instruction or written plan for the sale of securities of the company intended to satisfy the affirmative defense conditions of Rule 10b5-1(c) during the quarterly period ended March 30, 2024.**

Name and Title	Type of Plan	Adoption Date	Duration or End Date	Aggregate Number of Securities to be Sold	Description of Trading Arrangement
Iain Boyd Vice President – Operations Development	Rule 10b5-1 trading arrangement	February 29, 2024	February 15, 2025	10,239	Exercises of vested stock options and sales of shares

Other than as disclosed above, no other officer or director adopted, modified or terminated a contract, instruction or written plan for the purchase or sale of securities of the company intended to satisfy the affirmative defense conditions of Rule 10b5-1(c) or a non-Rule 10b5-1 trading arrangement.

Item 6: Exhibits

Exhibit 31.1	Certification of Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
Exhibit 31.2	Certification of Principal Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
Exhibit 32.1	Certification of Chief Executive Officer Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002
Exhibit 32.2	Certification of Principal Financial Officer Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002
Exhibit 101.INS	Inline XBRL Instance Document - the instance document does not appear in the Interactive Data File because its XBRL tags are embedded within the Inline XBRL document
Exhibit 101.SCH	Inline XBRL Taxonomy Extension Schema Document
Exhibit 101.CAL	Inline XBRL Taxonomy Extension Calculation Linkbase Document
Exhibit 101.DEF	Inline XBRL Taxonomy Extension Definition Linkbase Document
Exhibit 101.LAB	Inline XBRL Taxonomy Extension Label Linkbase Document
Exhibit 101.PRE	Inline XBRL Taxonomy Extension Presentation Linkbase Document
Exhibit 104	Cover page Inline XBRL data (contained in Exhibit 101)

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, Snap-on Incorporated has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

SNAP-ON INCORPORATED

Date: ~~October 19, 2023~~ April 18, 2024

/s/ Aldo J. Pagliari

Aldo J. Pagliari, Principal Financial Officer,
Senior Vice President – Finance and
Chief Financial Officer

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**Certification of the Chief Executive Officer Pursuant to
Section 302 of the Sarbanes-Oxley Act of 2002**

I, Nicholas T. Pinchuk, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Snap-on Incorporated;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
 - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: **October 19, 2023** **April 18, 2024**

/s/ Nicholas T. Pinchuk

Nicholas T. Pinchuk
Chief Executive Officer

**Certification of the Principal Financial Officer Pursuant to
Section 302 of the Sarbanes-Oxley Act of 2002**

I, Aldo J. Pagliari, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Snap-on Incorporated;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:

- a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
- b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
- c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
- a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: **October 19, 2023** **April 18, 2024**

/s/ Aldo J. Pagliari

Aldo J. Pagliari

Principal Financial Officer

EXHIBIT 32.1

**Certification of Chief Executive Officer
Pursuant to 18 U.S.C. Section 1350,
As Adopted Pursuant to
Section 906 of the Sarbanes-Oxley Act of 2002**

In connection with the Quarterly Report of Snap-on Incorporated (the "Company") on Form 10-Q for the period ended **September 30, 2023** **March 30, 2024**, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), Nicholas T. Pinchuk as Chief Executive Officer of the Company, hereby certifies, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, to the best of his knowledge, that:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ Nicholas T. Pinchuk

Nicholas T. Pinchuk

Chief Executive Officer

October 19, 2023 **April 18, 2024**

EXHIBIT 32.2

**Certification of Principal Financial Officer
Pursuant to 18 U.S.C. Section 1350,
As Adopted Pursuant to
Section 906 of the Sarbanes-Oxley Act of 2002**

In connection with the Quarterly Report of Snap-on Incorporated (the "Company") on Form 10-Q for the period ended **September 30, 2023** **March 30, 2024**, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), Aldo J. Pagliari as Principal Financial Officer of the Company, hereby certifies, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, to the best of his knowledge, that:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ Aldo J. Pagliari

Aldo J. Pagliari

Principal Financial Officer

October 19, 2023 April 18, 2024

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