



Jefferies 2013 Global Industrial and A&D Conference

August 2013



Cautionary Statement

Information included in this presentation may contain statements, including earnings projections, that are forward-looking in nature and, accordingly, are subject to risks and uncertainties regarding Snap-on's expected results. Statements made that (i) are in the future tense; (ii) include the words "expects," "anticipates," "intends," "approximates," "plans," "targets," "estimates," "believes," or similar words that reference Snap-on or its management; (iii) are specifically identified as forward-looking; or (iv) describe Snap-on's or management's future outlook, plans, estimates, objectives or goals, are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The company's actual results may differ materially from those described or contemplated in the forward-looking statements. Factors that may cause the company's actual results to differ materially from those contained in the forward-looking statements include those found in the company's reports filed with the Securities and Exchange Commission, including the information under the "Safe Harbor" and "Risk Factors" headings in its Annual Report on Form 10-K for the fiscal year ended December 29, 2012, and under "Management's Discussion and Analysis of Financial Condition and Results of Operations – Caution Regarding Forward-Looking Statements" in its fiscal 2012 Quarterly Reports on Form 10-Q, which are incorporated herein by reference. Snap-on disclaims any responsibility to update any forward-looking statement provided during this presentation, except as required by law.

This presentation contains certain non-GAAP financial measures; management believes that these non-GAAP financial measures provide a more meaningful comparison of Snap-on's year-over-year operating performance. A reconciliation of these non-GAAP financial measures to the most comparable GAAP financial measures is included as part of this presentation and can be found at www.snapon.com.

Snap-on Overview

- Founded on innovation in 1920
- Unique brand strength
- 11,300 associates worldwide
- 2012 revenues: \$3.1 billion
- NYSE: SNA / S&P 500
- \$5.5B Market Cap
- 1.6% Cash Dividend Yield
 - » Dividends paid without interruption or reduction since 1939



***“Five
Do the
Work
of
Fifty”***



Professionals: Serving the Serious Around the Globe

- Snap-on supports a wide range of professionals in critical industries, providing unique productivity solutions
- Snap-on makes work easier for serious professionals in 130 countries around the world
- The legendary Snap-on brand conveys a badge of professionalism, delivering confidence to those performing critical tasks where second best is not an option

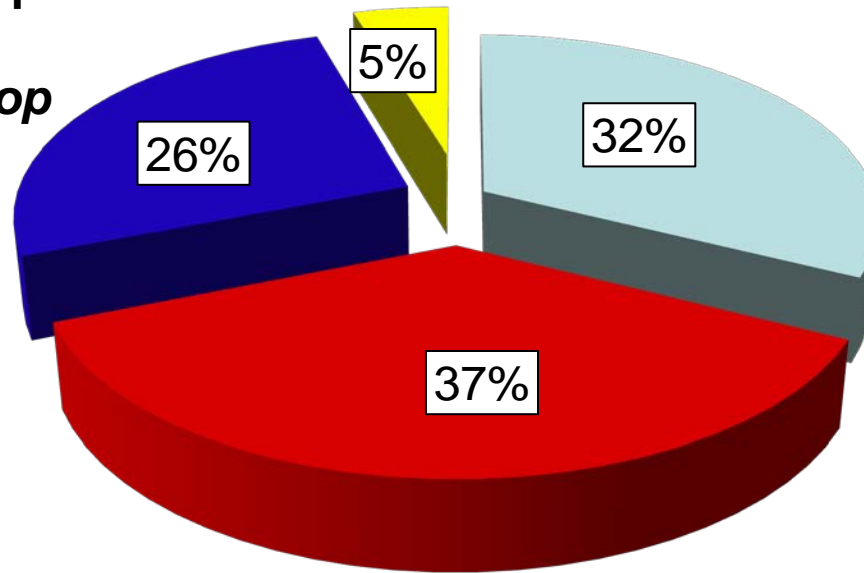


Organized to Reach Our Primary Customers: Operating Segments

Repair Systems & Information Group (RS&I):
Vehicle repair shop owners and managers

Financial Services

Commercial & Industrial Group (C&I):
Professionals in a broad range of critical industries



Snap-on Tools Group (Franchised Van Business):
Vehicle repair technicians

2012 revenues by segment

Unique Brand Strength

Snap-on[®]

Blue-Point[®]
TM

JohnBeanTM



HOFMANN[®] 

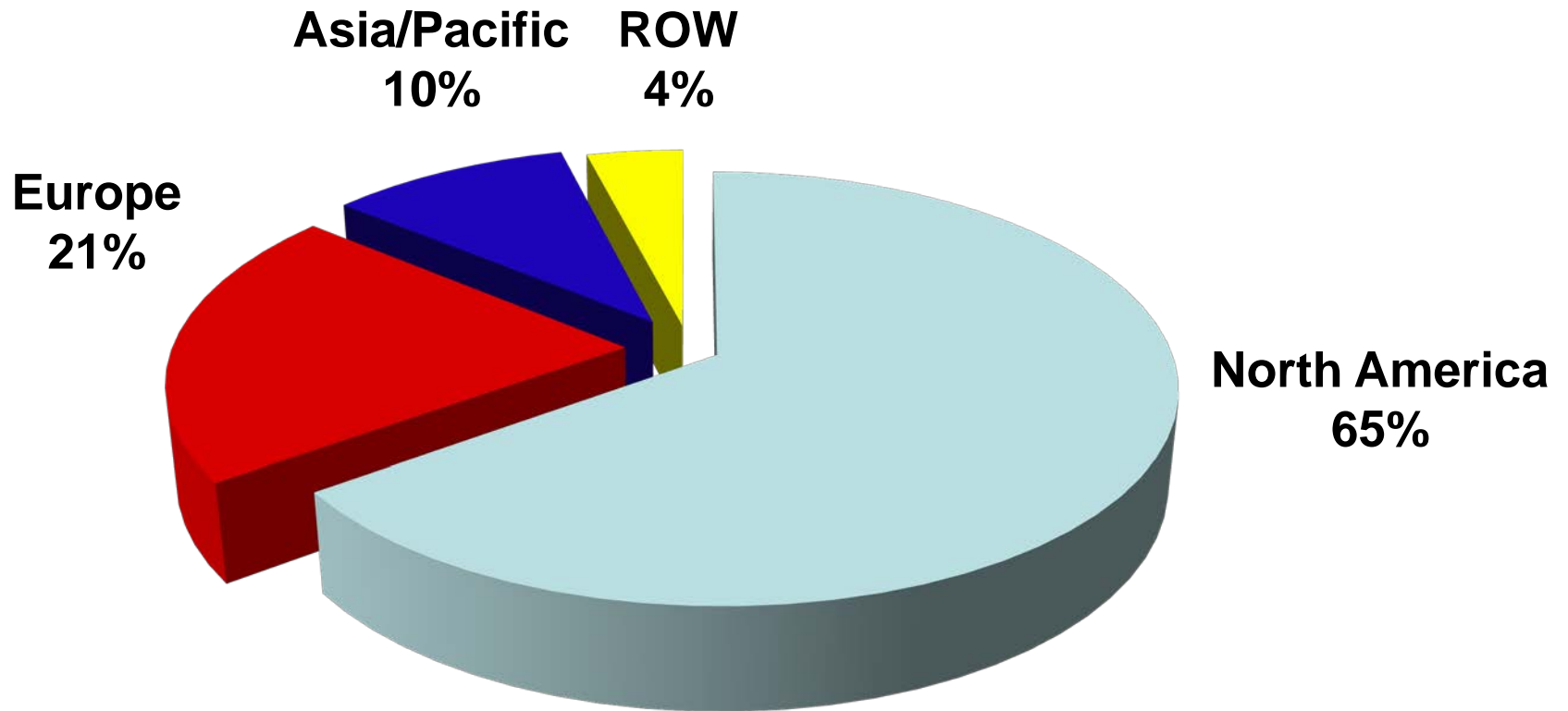
Mitchell1[®]

Broad, Deep and Specialized Portfolio of Unique Productivity Solutions

- Professional Hand Tools
- Diagnostic Hardware & Software
- Power Tools
- Electronic Parts Catalogs
- Tool Storage
- Customer Financing
- Tool Control Systems
- Business Management Software & Services
- Repair Information Software
- Custom Tool Kitting
- Facilitation Services
- Undercar Equipment



Broad Geographic Reach: Sales by Geography



2012 external sales by region



Snap-on[®]

RUNWAYS



IMPROVEMENT

GROWTH



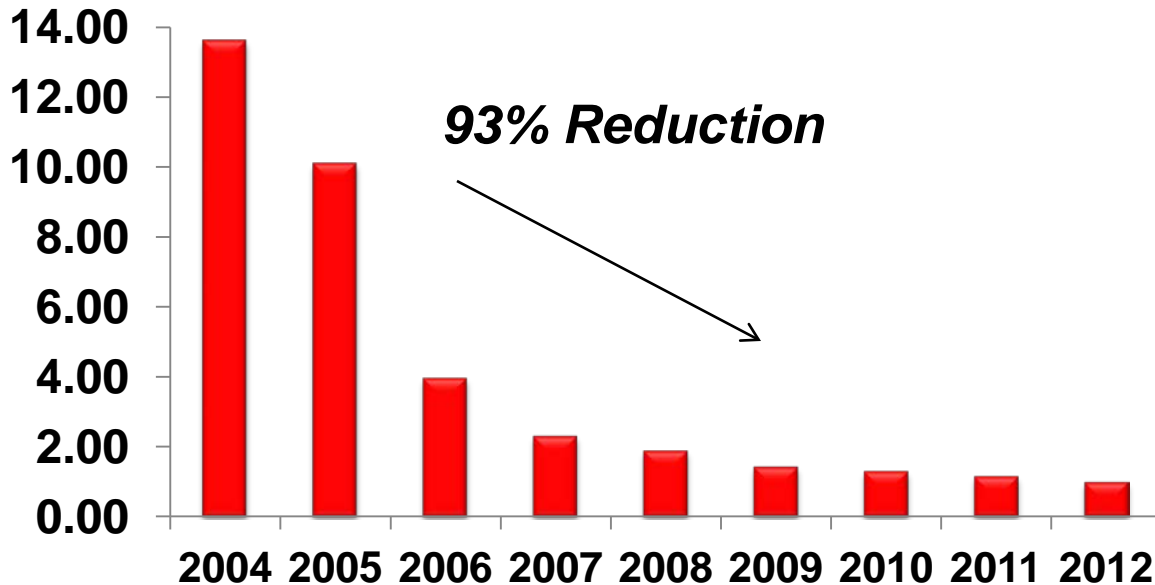
Runways for Improvement: Snap-on Value Creation



Snap-on Value Creation: Safety

- Associates are 93% less likely to experience a safety incident today than in 2004

Safety Incident Rate



2012
67 Locations
with
0 Recordable
Incidents

Snap-on Value Creation: Quality

Snap-on rated most preferred brand by U.S. auto technicians in multiple product categories of the latest Frost & Sullivan survey, including:



Hand Tools



Diagnostics



Tool Storage

80% *Snap-on*

6% Next Brand

59% *Snap-on*

17% Next Brand

65% *Snap-on*

13% Next Brand

Snap-on Value Creation: Customer Connection

- ~4,800 mobile stores
- Multiple direct sales forces
- ~600,000 N. American and European repair shops; repair networks in emerging markets growing rapidly
- ~2,500 technical schools
- Innovation Works: ~16,000 visitors



Snap-on Advantage: Directly Touch Customers & Workplaces

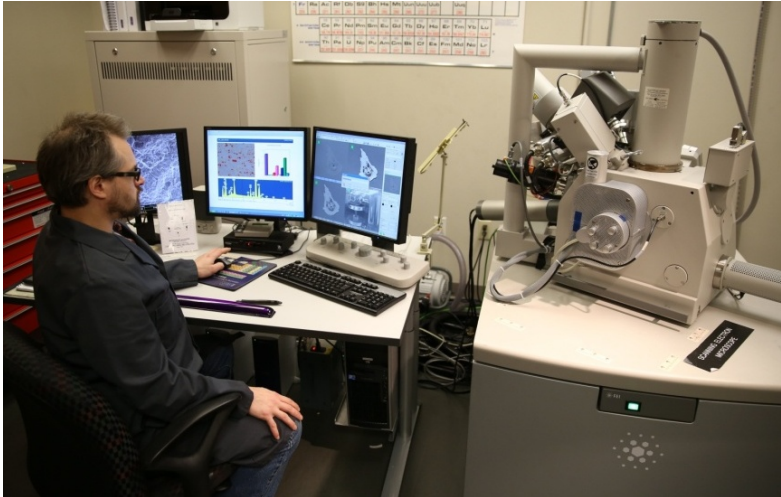
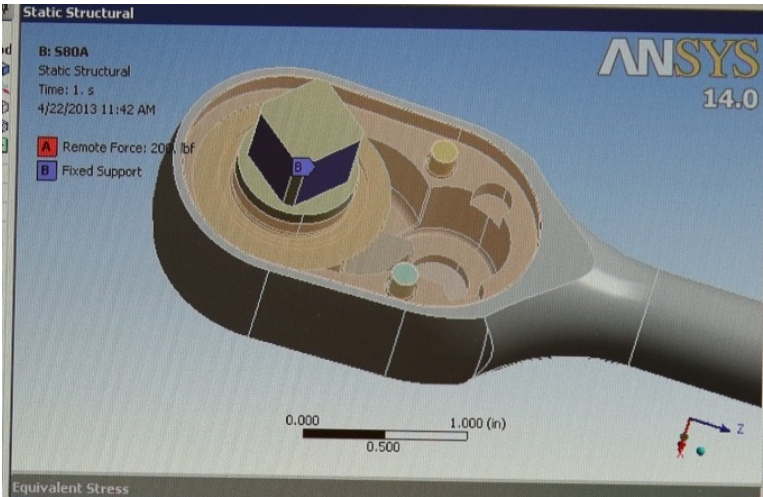
Snap-on: Clear Feel for the Practical



A Deep Understanding of Work



Snap-on: Clear View of the Possible



A Broad Command of Relevant Technologies

Snap-on Value Creation: Innovation - New Product Awards & Successes

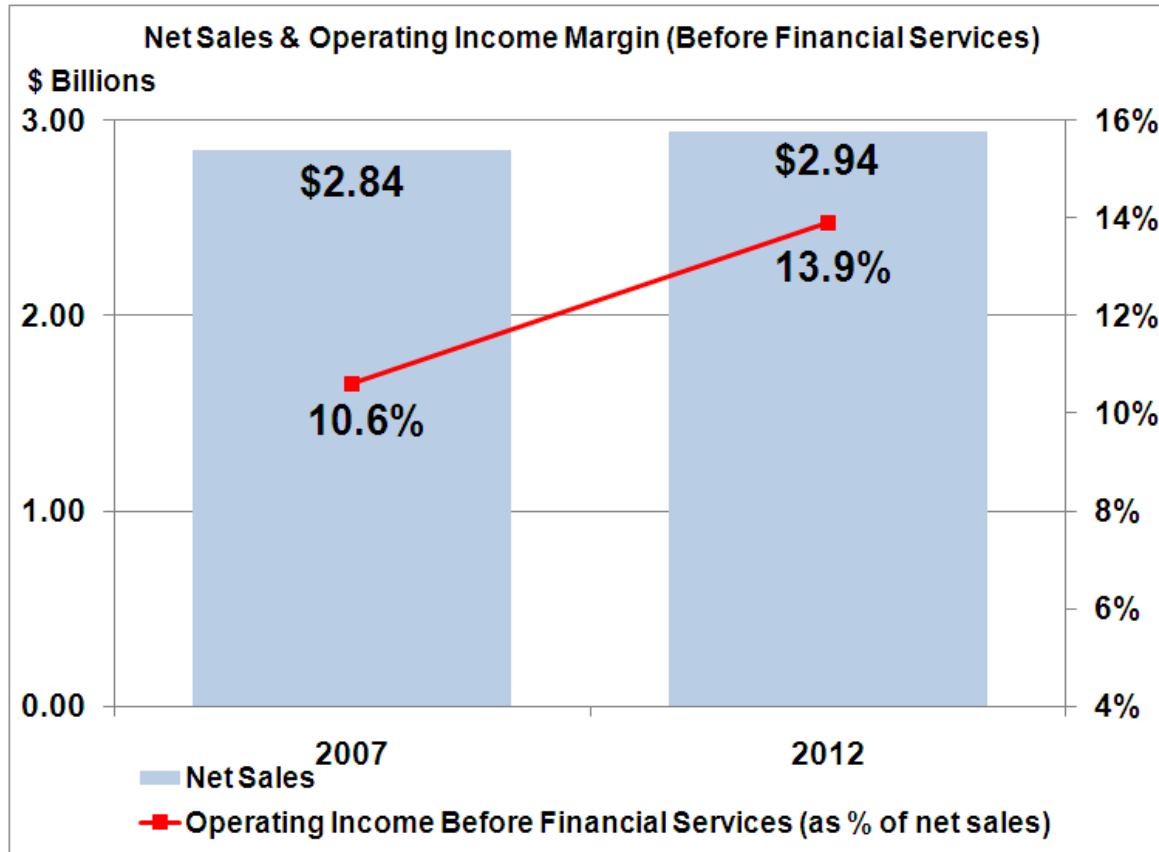


reddot design award

Possible + Practical = Innovation



Snap-on Value Creation: Rapid Continuous Improvement (RCI)



More profitable at similar volume

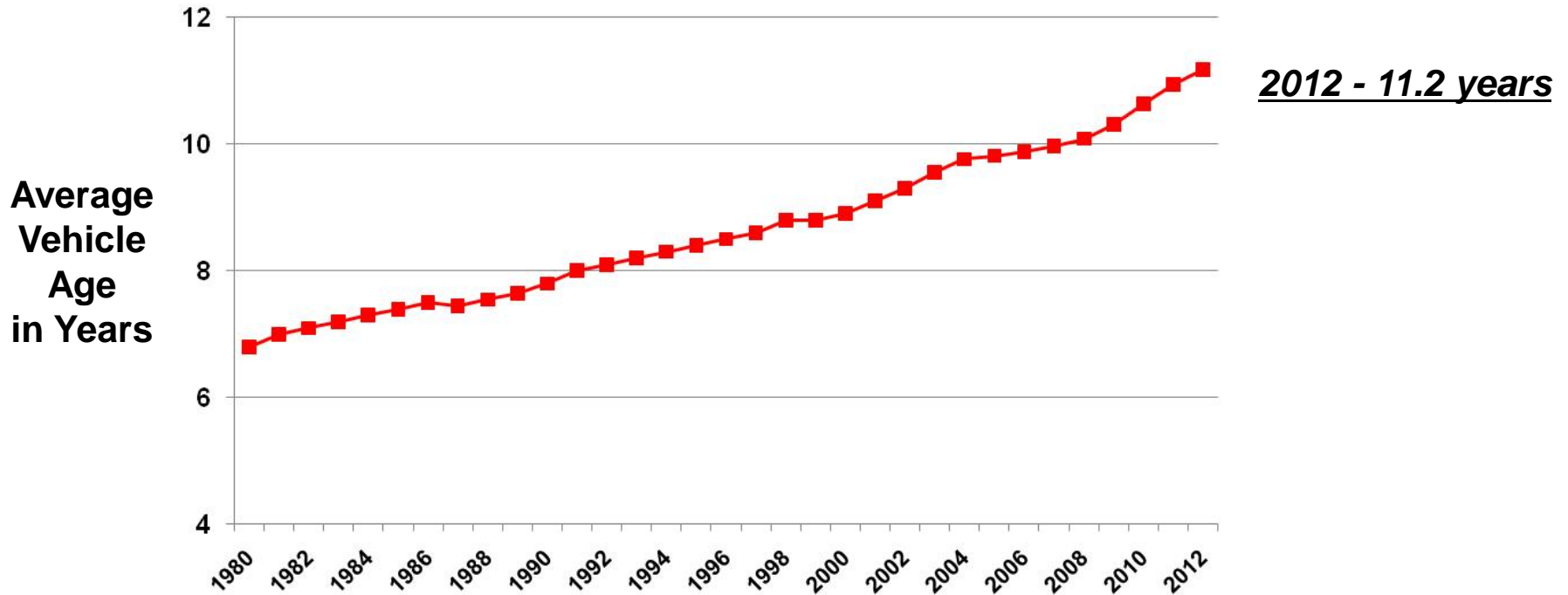
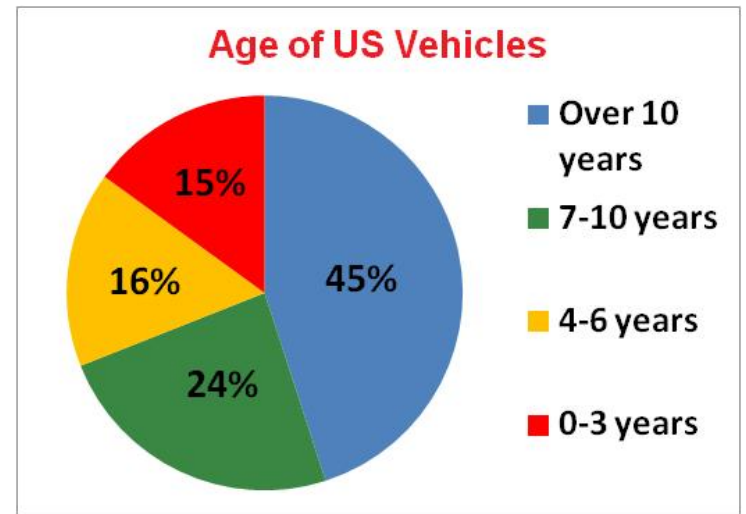
Runways for Growth

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



Investment in these strategically decisive areas

U.S. Vehicle Aging Drives Service Growth



Vehicle Technology & Complexity Provides Opportunity

- Increasing vehicle complexity
- Testing and re-programming requirements expanding
- Repair information growing
- Productive shop management rising in importance
- Emerging vehicle technologies create new solution needs

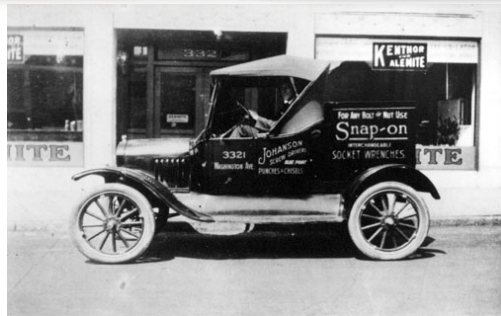


Enhance the Franchise Network- Reach More Technicians

- Maintain strong franchisee health metrics
- Increase franchisee productivity
- Enhance coverage by filling routes more quickly
- Innovate the selling process
- Leverage mobile van model (service, product and credit)



Snap-on Tradition



Selling Tools through Vans to Vehicle Technicians

Snap-on More Broadly Defined



Make Work Easier



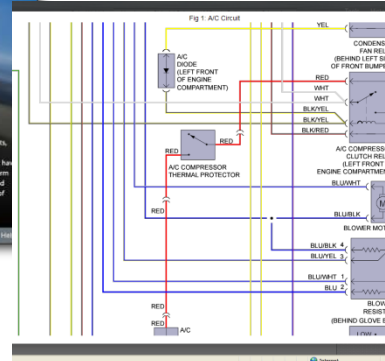
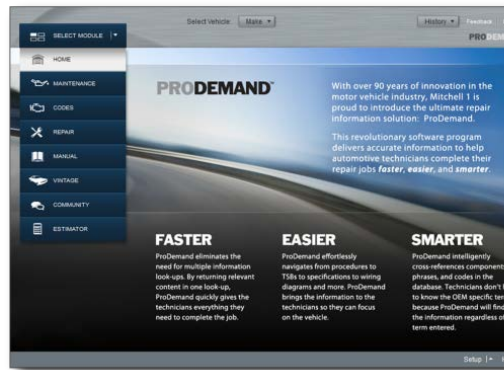
For Serious Professionals

Performing Critical Tasks



Expand with Shop Owners & Managers

- Leverage deep understanding of customers in parts and service operations
- Drive technology leadership
- Grow & integrate broad capabilities



Extend to Critical Industries

- Tasks with high consequences for failure require repeatability and reliability
- We provide specialized productivity solutions for these critical tasks
- Natural extension of Snap-on's value proposition

AEROSPACE AND AVIATION



MILITARY & DEFENSE



TECHNICAL TRAINING/EDU



OIL & GAS/ PETROCHEM



MINING



POWER GENERATION



MAJOR CRITICAL MANUFACTURING

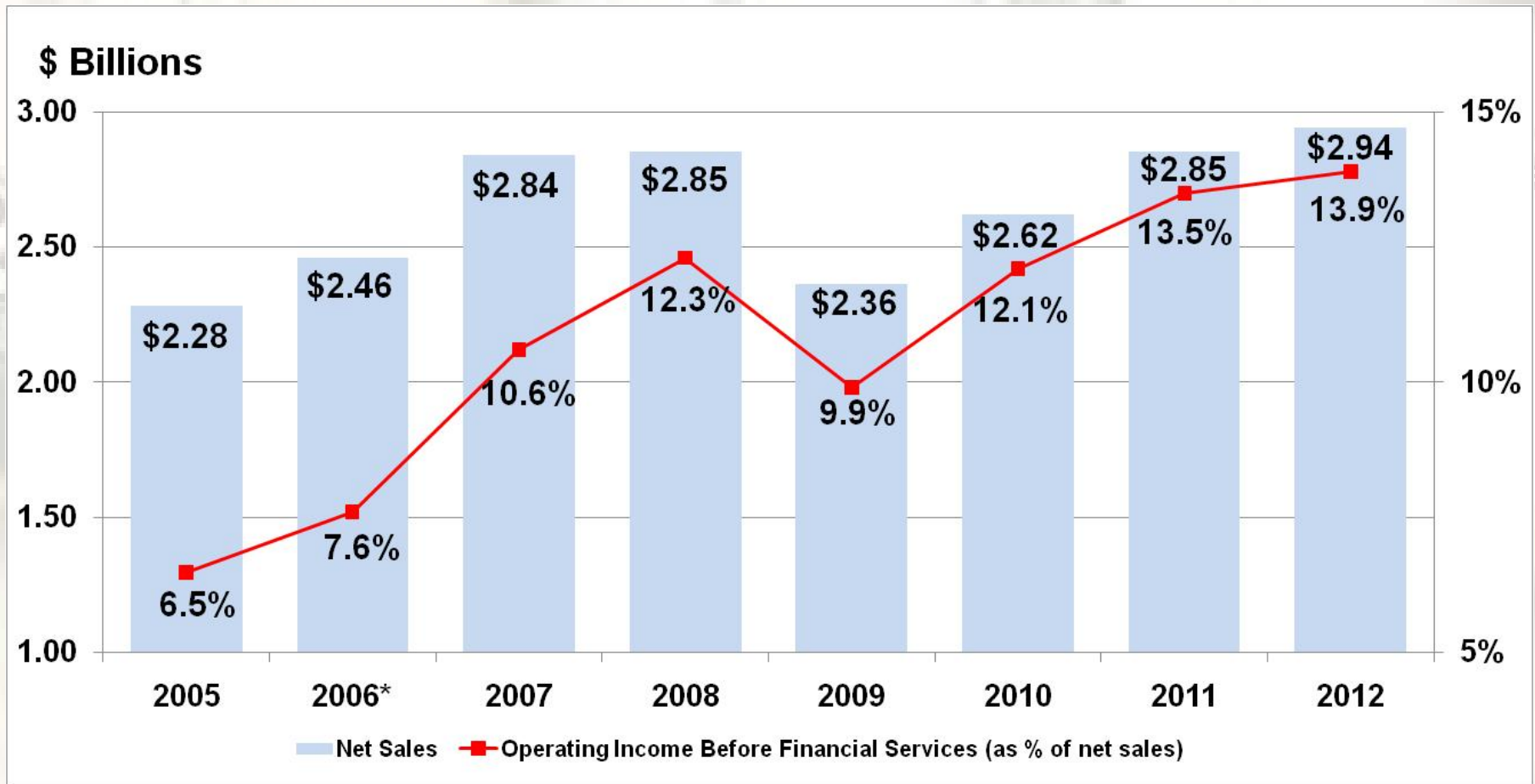


Build in Emerging Markets

- Distribution reach
- Manufacturing capacity
- New product lines

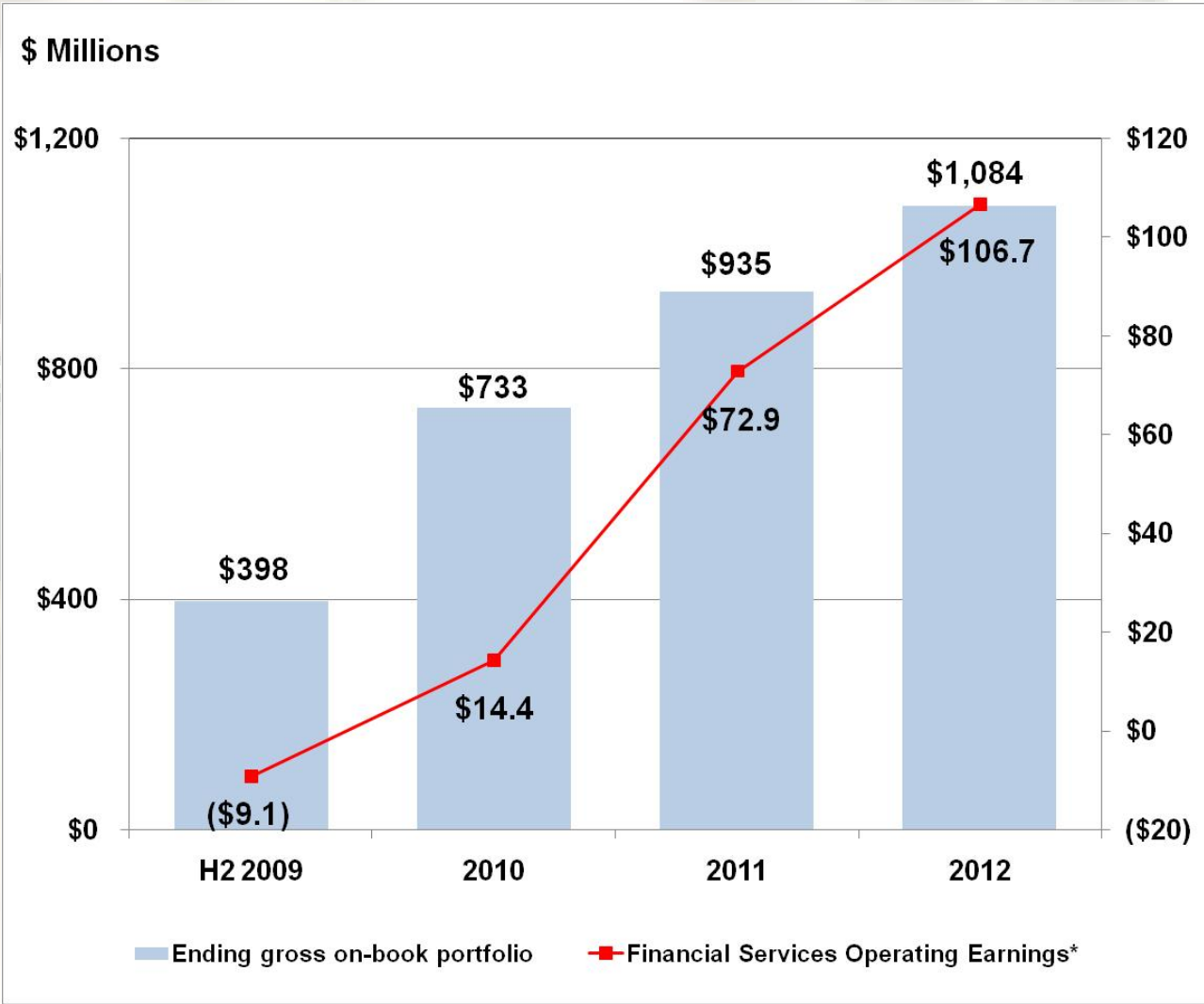


Net Sales and OI Margin Trend



*2006 excludes impact of \$38.0 million legal settlement; including settlement, OI Margin was 6.1%

Financial Services

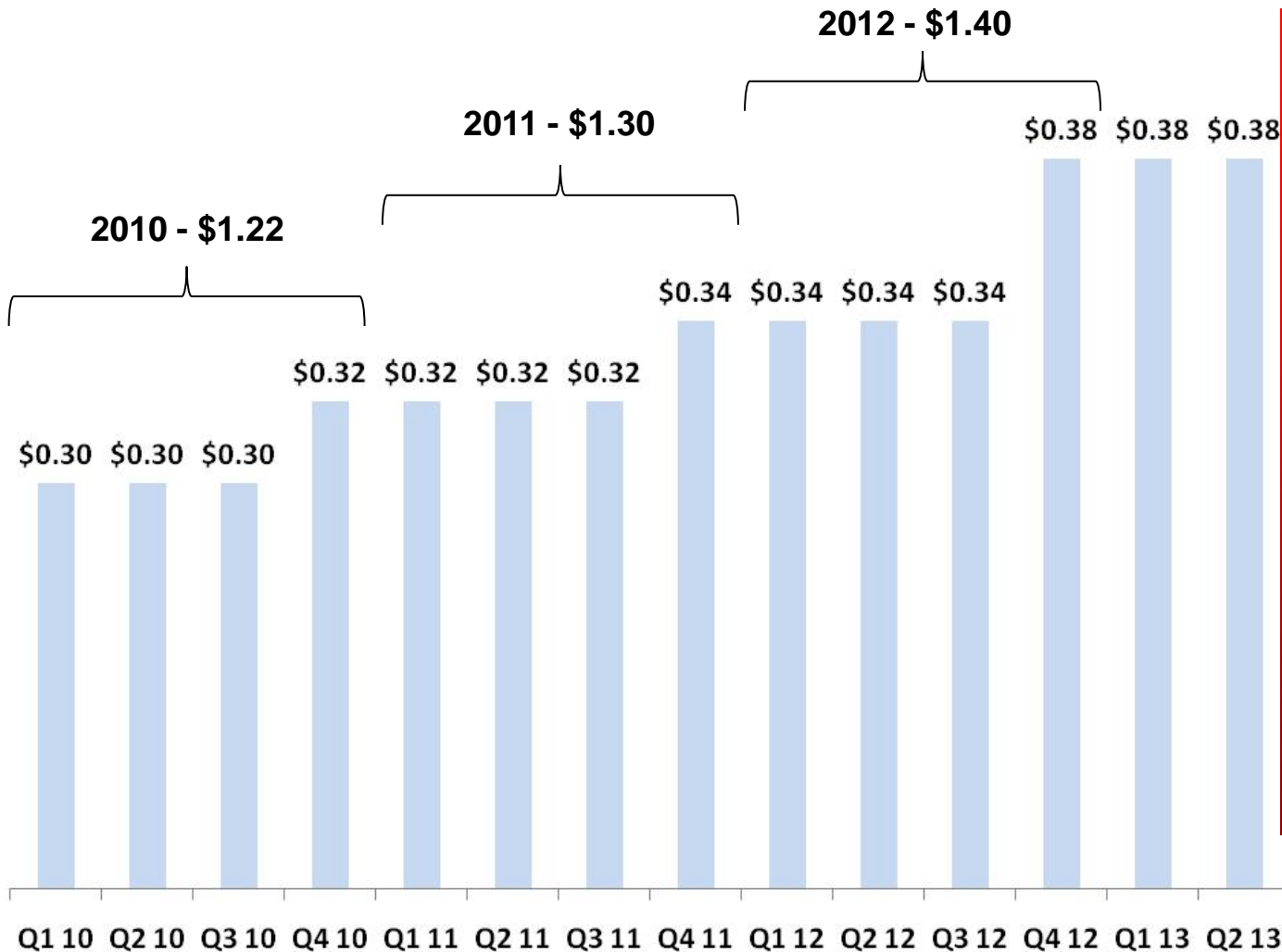


On-book transition essentially complete; gross portfolio expected to increase ~\$100 million in 2013

* 2011 excludes \$18 million arbitration settlement gain; including settlement gain, financial services operating earnings in 2011 was \$90.9 million



Recent Dividend History



**12% increase in
quarterly
dividend
November 2012;
Dividends paid
without
interruption or
reduction since
1939**

Q2 2013 Summary Results

(\$ in millions except EPS)	Q2 2013	Q2 2012	Change
Net Sales	\$ 764.1	\$ 737.9	3.6%
OI before financial services	\$ 117.8	\$ 104.6	12.6%
OI margin before financial services	15.4%	14.2%	+120 bps
OI from financial services	\$ 30.6	\$ 25.6	
OI margin consolidated	18.4%	16.7%	+170 bps
Diluted EPS	\$ 1.50	\$ 1.30	15.4%

Organic Sales up 3.1%

Investment Rationale

- Executing on defined and coherent strategy
- Unique brand and value proposition
- Clear runways for improvement – Snap-on Value Creation
- Substantial runways for growth
 - » Enhance the franchise network
 - » Expand with shop owners & managers
 - » Extend in critical industries
 - » Build in emerging markets
- Commitment to dividend
- Organic sales growth in mid-single digits; mid-teens operating margin target for operating company



Snap-on[®]

**SOLVING
THE CRITICAL**