Snap-on Incorporated



Release: IMMEDIATE

Snap-on Announces Third Quarter 2015 Results

Organic sales up 7.3%; Operating earnings before financial services of 17.5% of sales improves 130 basis points; Diluted EPS of \$1.98 increases 12.5%

KENOSHA, Wis. — October 22, 2015 — Snap-on Incorporated (NYSE: SNA), a leading global innovator, manufacturer and marketer of tools, equipment, diagnostics, repair information and systems solutions for professional users performing critical tasks, today announced operating results for the third quarter of 2015.

- Sales of \$821.5 million increased \$15.2 million, or 1.9%, from 2014 levels; excluding \$42.6 million of unfavorable foreign currency translation and \$2.1 million of acquisition-related sales, organic sales increased \$55.7 million or 7.3%.
- Operating earnings before financial services of \$143.6 million improved 130 basis points to 17.5% of sales as compared to \$130.6 million, or 16.2% of sales, last year.
- Financial services operating earnings of \$43.5 million increased \$5.8 million, or 15.4%, from 2014 levels; financial services revenue of \$61.1 million increased 14.0% from 2014 levels.
- Consolidated operating earnings of \$187.1 million improved to 21.2% of revenues (net sales plus financial services revenue) as compared to \$168.3 million, or 19.6% of revenues, last year.
- The third quarter effective income tax rate was 31.6% in 2015 and 31.8% in 2014.
- Net earnings of \$116.8 million, or \$1.98 per diluted share, compared to net earnings of \$103.7 million, or \$1.76 per diluted share, a year ago.

"We believe our third quarter results continue to confirm Snap-on's capabilities in serving serious professionals performing critical tasks in workplaces of consequence around the world," said Nick Pinchuk, Snap-on chairman and chief executive officer. "These results, which include 7.3% organic sales growth and a 12.5% increase in diluted earnings per share, demonstrate continued progress along our defined runways for coherent growth while overcoming headwinds in certain end markets and geographies. The 130 basis point improvement in operating margin before financial services also reflects contributions from our Snap-on Value Creation Processes, which drive ongoing improvements in safety, quality, customer connection, innovation and rapid continuous improvement. As further evidence of our success in connecting with customers and translating that insight into winning innovation, new products again aided our growth in the quarter and we were honored to have several of them recognized by both *MOTOR Magazine* and *Professional Tool & Equipment News* with multiple awards. Finally, these results and achievements reflect significant effort and dedication across the organization and I thank our franchisees and associates worldwide for their extraordinary contributions and commitment."

Segment Results

Commercial & Industrial Group segment sales of \$288.5 million in the quarter decreased \$10.3 million, or 3.4%, from 2014 levels. Excluding \$19.8 million of unfavorable foreign currency translation, organic sales increased \$9.5 million, or 3.4%, as sales gains in the segment's European-based hand tools business and its Asia/Pacific and power tools operations, were partially offset by lower sales to the military and to customers in the oil and gas sector.

Operating earnings of \$41.3 million in the period, including \$2.9 million of unfavorable foreign currency effects, increased \$0.5 million from 2014 levels, and the operating margin (operating earnings as a percentage of segment sales) of 14.3% improved 60 basis points from 13.7% a year ago.

Snap-on Tools Group segment sales of \$380.6 million in the quarter rose \$25.6 million, or 7.2%, from 2014 levels. Excluding \$12.1 million of unfavorable foreign currency translation, organic sales increased \$37.7 million, or 11.0%, reflecting similar sales increases in both the company's U.S. and international franchise operations.

Operating earnings of \$56.3 million in the period, including \$6.8 million of unfavorable foreign currency effects, increased \$6.8 million from 2014 levels, and the operating margin of 14.8% improved 90 basis points from 13.9% a year ago.

Repair Systems & Information Group segment sales of \$282.9 million in the quarter increased \$11.7 million, or 4.3%, from 2014 levels. Excluding \$11.7 million of unfavorable foreign currency translation and \$2.1 million of acquisition-related sales, organic sales increased \$21.3 million, or 8.2%, reflecting increased sales to OEM dealerships, higher sales of undercar equipment, and gains in sales of diagnostic and repair information products to independent repair shop owners and managers.

Operating earnings of \$69.7 million in the period, including \$2.2 million of unfavorable foreign currency effects, increased \$6.4 million from 2014 levels, and the operating margin of 24.6% improved 130 basis points from 23.3% a year ago.

Financial Services operating earnings of \$43.5 million on revenue of \$61.1 million in the quarter compared to operating earnings of \$37.7 million on revenue of \$53.6 million a year ago.

Corporate expenses of \$23.7 million in the quarter increased \$0.7 million from \$23.0 million last year.

<u>Outlook</u>

Snap-on expects to make continued progress along its defined runways for coherent growth, including enhancing the franchise network, expanding in the vehicle repair garage, extending to critical industries and building in emerging markets. In pursuit of these initiatives, Snap-on anticipates that capital expenditures in 2015 will be in a range of \$80 million to \$85 million, of which \$64.3 million was incurred through the end of the third quarter. Snap-on continues to expect that its full year 2015 effective income tax rate will be at or below its 2014 full year rate.

Conference Call and Webcast on October 22, 2015, at 9:00 a.m. Central Time

A discussion of this release will be webcast on Thursday, October 22, 2015, at 9:00 a.m. Central Time, and a replay will be available for at least 10 days following the call. To access the webcast, visit <u>http://www.snapon.com/sna</u> and click on the link to the webcast. The slide presentation accompanying the call can be accessed under the Downloads tab in the webcast viewer, as well as on the Snap-on website under the tabs <u>Investor Information / Investor Events / Company Presentations</u>.

About Snap-on

Snap-on Incorporated is a leading global innovator, manufacturer and marketer of tools, equipment, diagnostics, repair information and systems solutions for professional users performing critical tasks. Products and services include hand and power tools, tool storage, diagnostics software, information and management systems, shop equipment and other solutions for vehicle dealerships and repair centers, as well as for customers in industries, including aviation and aerospace, agriculture, construction, government and military, mining, natural resources, power generation and technical education. Snap-on also derives income from various financing programs to facilitate the sales of its products. Products and services are sold through the company's franchisee, company-direct, distributor and internet channels. Founded in 1920, Snap-on is a \$3.3 billion, S&P 500 company headquartered in Kenosha, Wisconsin.

Forward-looking Statements

Statements in this news release that are not historical facts, including statements that (i) are in the future tense; (ii) include the words "expects," "anticipates," "intends," "approximates," or similar words that reference Snap-on or its management; (iii) are specifically identified as forward-looking; or (iv) describe Snap-on's or management's future outlook, plans, estimates, objectives or goals, are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Snap-on cautions the reader that this news release may contain statements, including earnings projections, that are forward-looking in nature and were developed by management in good faith and, accordingly, are subject to risks and uncertainties regarding Snap-on's expected results that could cause (and in some cases have caused) actual results to differ materially from those described or contemplated in any forward-looking statement. Factors that may cause the company's actual results to differ materially from those 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 January 3, 2015, which are incorporated herein by reference. Snap-on disclaims any responsibility to update any forward-looking statement provided in this news release, except as required by law.

###

For additional information, please visit <u>www.snapon.com</u> or contact:

Investors: Leslie Kratcoski 262/656-6121 Media: Richard Secor 262/656-5561

Condensed Consolidated Statements of Earnings (Amounts in millions, except per share data) (unaudited)

October 3, 2015 September 27, 2014 October 3, 2015 September 27, 2014 Net sales \$ 821.5 \$ 806.3 \$ 2,501.1 \$ 2,420.3 Cost of goods sold (414.6) (412.4) (1,265.1) (1,247.3) Gross profit 406.9 393.9 1,236.0 1,173.0 Operating expenses (263.3) (263.3) (803.7) (782.6) Operating earnings before financial services 143.6 130.6 432.3 390.4 Financial services expenses (17.6) (15.9) (52.0) (44.6) Operating earnings from financial services 43.5 37.7 125.2 106.9 Operating earnings 187.1 168.3 557.5 497.3 Interest expense (13.0) (12.7) (38.9) (38.1) Cotta earnings 119.7 106.3 354.8 312.9 Income tax expense (53.9) (48.4) (161.9) (144.6) Earnings before equity earnings 119.7 106.3 354.8 312.9 Net			Three Months Ended				Nine Months Ended			
Net sales \$ 821.5 \$ 806.3 \$ 2,501.1 \$ 2,420.3 Cost of goods sold (414.6) (412.4) (1,265.1) (1,247.3) (1,247.3) Operating expenses (263.3) (263.3) (263.3) (803.7) (782.6) Operating expenses (17.6) (15.9) (52.0) (48.6) 390.4 Financial services revenue 61.1 53.6 177.2 155.5 166.9 Operating earnings from financial services 43.5 37.7 125.2 106.9 Operating earnings 187.1 168.3 557.5 497.3 Interest expense (13.0) (12.7) (38.9) (39.1) Other income (expense) – net (0.5) (0.9) (1.9) (0.7) Earnings before nome taxes and equity earnings 119.7 106.3 354.8 312.9 Equity earnings 119.7 106.3 354.8 312.9 313.4 Equity earnings attributable to noncontrolling interests 0.2 0.1 1.3		Oc	tober 3,	-				September 27,		
Cost of goods sold (414.6) (412.4) $(1,265.1)$ $(1,247.3)$ Gross profit 0perating expenses (263.3) (263.3) (803.7) (782.6) Operating earnings before financial services 143.6 130.6 432.3 390.4 Financial services revenue 61.1 53.6 177.2 155.5 Financial services expenses (17.6) (15.9) (52.0) (48.6) Operating earnings from financial services 43.5 37.7 125.2 106.9 Operating earnings from financial services (13.0) (12.7) (38.9) (39.1) Other income (expense) – net (0.5) (0.9) (1.9) (0.7) Earnings before income taxes and equity earnings 173.6 154.7 516.7 457.5 Income tax expense (53.9) (48.4) (161.9) (144.6) Earnings before equity earnings 119.7 106.3 354.8 312.9 Equity earnings, net of tax 0.2 0.1 1.3 0.5 Net earnings attributable to Snap-on Inc.: \$ 2.01 \$ 1.78 <td< th=""><th></th><th></th><th>2015</th><th></th><th>2014</th></td<>			2015						2014	
Cost of goods sold (414.6) (412.4) $(1,265.1)$ $(1,247.3)$ Gross profit 0perating expenses (263.3) (263.3) (803.7) (782.6) Operating earnings before financial services 143.6 130.6 432.3 390.4 Financial services revenue 61.1 53.6 177.2 155.5 Financial services expenses (17.6) (15.9) (52.0) (48.6) Operating earnings from financial services 43.5 37.7 125.2 106.9 Operating earnings from financial services (13.0) (12.7) (38.9) (39.1) Other income (expense) – net (0.5) (0.9) (19.9) (0.7) Earnings before income taxes and equity earnings 173.6 154.7 516.7 457.5 Income tax expense (53.9) (48.4) (161.9) (144.6) Earnings before equity earnings 119.7 106.3 354.8 312.9 Equity earnings, net of tax 0.2 0.1 1.3 0.5 Net earnings attributable to Snap-on Inc.: \$ 2.01 \$ 1.78 <t< th=""><th>Net sales</th><th>\$</th><th>821.5</th><th>\$</th><th>806.3</th><th>\$</th><th>2.501.1</th><th>\$</th><th>2.420.3</th></t<>	Net sales	\$	821.5	\$	806.3	\$	2.501.1	\$	2.420.3	
Gross profit Operating expenses 406.9 (263.3) 393.9 (263.3) 1,236.0 (803.7) 1,173.0 (782.6) Operating earnings before financial services 143.6 130.6 432.3 390.4 Financial services revenue 61.1 53.6 177.2 155.5 Financial services expenses (17.6) (15.9) (52.0) (48.6) Operating earnings from financial services 43.5 37.7 125.2 106.9 Operating earnings from financial services (13.0) (12.7) (38.9) (39.1) Other income (expense) – net (0.5) (0.9) (1.9) (0.7) Earnings before income taxes and equity earnings (17.6) (15.4) (161.9) (144.6) Earnings before equity earnings 119.7 106.3 354.8 312.9 Equity earnings, net of tax 0.2 0.1 1.3 0.5 Net earnings attributable to Snap-on Inc. \$ 116.8 103.7 \$ 347.3 \$ 305.7 Net earnings attributable to Snap-on Inc. \$ 116.8 103.7 \$ 347.3 \$ 305.7 <	Cost of goods sold	•	(414.6)	+	(412.4)	Ŧ	,	Ŧ	,	
Operating expenses (263.3) (263.3) (803.7) (782.6) Operating earnings before financial services 143.6 130.6 432.3 390.4 Financial services revenue 61.1 53.6 177.2 155.5 Financial services expenses (17.6) (15.9) (52.0) (48.6) Operating earnings from financial services 43.5 37.7 125.2 106.9 Operating earnings from financial services (13.0) (12.7) (38.9) (39.1) Other income (expense) – net (0.5) (0.9) (1.9) (0.7) Earnings before income taxes and equity earnings 173.6 154.7 516.7 457.5 Income tax expense (53.9) (48.4) (161.9) (144.6) Equity earnings before equity earnings 119.7 106.3 354.8 312.9 Equity earnings net of tax 0.2 0.1 1.3 0.5 Net earnings attributable to Snap-on Inc. \$ 119.9 106.4 356.1 313.4 Net earnings per share attributable to Snap-on Inc.	5		<u> </u>							
Operating earnings before financial services 143.6 130.6 432.3 390.4 Financial services revenue 61.1 53.6 177.2 155.5 Financial services expenses (17.6) (15.9) (52.0) (48.6) Operating earnings from financial services 43.5 37.7 125.2 106.9 Operating earnings from financial services (13.0) (12.7) (38.9) (39.1) Other income (expense) – net (0.5) (0.9) (1.9) (0.7) Earnings before income taxes and equity earnings 173.6 154.7 516.7 457.5 Income tax expense (53.9) (48.4) (161.9) (144.6) Earnings before equity earnings 119.7 106.3 354.8 312.9 Equity earnings, net of tax 0.2 0.1 1.3 0.5 Net earnings attributable to Snap-on Inc. \$ 119.7 106.4 356.1 313.4 Net earnings per share attributable to Snap-on Inc. \$ 2.01 \$ 1.76 5.88 5.18 Diluted 1.98 <td< th=""><th>•</th><th></th><th>(263.3)</th><th></th><th>(263.3)</th><th></th><th>,</th><th></th><th>,</th></td<>	•		(263.3)		(263.3)		,		,	
Financial services expenses (17.6) (15.9) (52.0) (48.6) Operating earnings from financial services 43.5 37.7 125.2 106.9 Operating earnings from financial services 43.5 37.7 125.2 106.9 Operating earnings from financial services 43.5 37.7 125.2 106.9 Operating earnings 187.1 168.3 557.5 497.3 Interest expense (13.0) (12.7) (38.9) (39.1) Other income (expense) – net (0.5) (0.9) (1.9) (0.7) Earnings before income taxes and equity earnings 173.6 154.7 516.7 457.5 Income tax expense (52.9) (48.4) (161.9) (144.6) Earnings before equity earnings 119.7 106.3 354.8 312.9 Equity earnings 119.7 106.4 356.1 313.4 Net earnings attributable to noncontrolling interests (3.1) (2.7) (8.8) (7.7) Net earnings per share attributable to Snap-on Inc.: S 2.01					· /		<u> </u>			
Operating earnings from financial services 43.5 37.7 125.2 106.9 Operating earnings Interest expense 187.1 168.3 557.5 497.3 Interest expense (13.0) (12.7) (38.9) (39.1) Other income (expense) – net (0.5) (0.9) (1.9) (0.7) Earnings before income taxes and equity earnings 173.6 154.7 516.7 457.5 Income tax expense (53.9) (48.4) (161.9) (144.6) Equity earnings, net of tax 0.2 0.1 1.3 0.5 Net earnings 119.9 106.4 356.1 313.4 Net earnings attributable to Snap-on Inc. \$ 116.8 103.7 \$ 347.3 \$ 305.7 Net earnings per share attributable to Snap-on Inc. \$ 1.08 1.76 5.88 5.18 Weighted-average shares outstanding: 58.1 58.1 58.1 58.1 58.1 58.1 Basic 58.1 58.1 58.1 58.1 58.1 58.1 58.1 Effect of	Financial services revenue		61.1		53.6		177.2		155.5	
Operating earnings from financial services 43.5 37.7 125.2 106.9 Operating earnings Interest expense 187.1 168.3 557.5 497.3 Interest expense (13.0) (12.7) (38.9) (39.1) Other income (expense) – net (0.5) (0.9) (1.9) (0.7) Earnings before income taxes and equity earnings 173.6 154.7 516.7 457.5 Income tax expense (53.9) (48.4) (161.9) (144.6) Equity earnings, net of tax 0.2 0.1 1.3 0.5 Net earnings 119.9 106.4 356.1 313.4 Net earnings attributable to Snap-on Inc. \$ 116.8 103.7 \$ 347.3 \$ 305.7 Net earnings per share attributable to Snap-on Inc. \$ 1.08 1.76 5.88 5.18 Weighted-average shares outstanding: 58.1 58.1 58.1 58.1 58.1 58.1 Basic 58.1 58.1 58.1 58.1 58.1 58.1 58.1 Effect of	Financial services expenses		(17.6)		(15.9)		(52.0)		(48.6)	
Interest expense (13.0) (12.7) (38.9) (39.1) Other income (expense) – net (0.5) (0.9) (1.9) (0.7) Earnings before income taxes and equity earnings 173.6 154.7 516.7 457.5 Income tax expense (53.9) (48.4) (161.9) (144.6) Equity earnings 119.7 106.3 354.8 312.9 Equity earnings net of tax 0.2 0.1 1.3 0.5 Net earnings attributable to noncontrolling interests (3.1) (2.7) (8.8) (7.7) Net earnings attributable to Snap-on Inc. \$ 116.8 \$ 103.7 \$ 347.3 \$ 305.7 Net earnings per share attributable to Snap-on Inc. \$ 116.8 \$ 103.7 \$ 347.3 \$ 305.7 Net earnings per share attributable to Snap-on Inc. \$ 116.8 \$ 103.7 \$ 347.3 \$ 305.7 Net earnings per share attributable to Snap-on Inc. \$ 1.98 1.76 5.88 5.18 Weighted-average shares outstanding: \$ 2.01 \$ 1.78 \$ 5.81 58.1 58.1 Basic 58.1 58.1 58.1 58.1 58.1 </td <td></td> <td></td> <td>43.5</td> <td></td> <td>37.7</td> <td></td> <td>125.2</td> <td></td> <td>106.9</td>			43.5		37.7		125.2		106.9	
Interest expense (13.0) (12.7) (38.9) (39.1) Other income (expense) – net (0.5) (0.9) (1.9) (0.7) Earnings before income taxes and equity earnings 173.6 154.7 516.7 457.5 Income tax expense (53.9) (48.4) (161.9) (144.6) Earnings before equity earnings 119.7 106.3 354.8 312.9 Equity earnings, net of tax 0.2 0.1 1.3 0.5 Net earnings attributable to noncontrolling interests (3.1) (2.7) (8.8) (7.7) Net earnings per share attributable to Snap-on Inc. \$ 116.8 103.7 \$ 347.3 \$ 305.7 Net earnings per share attributable to Snap-on Inc. \$ 116.8 1.76 5.88 5.18 Weighted-average shares outstanding: \$ 2.01 \$ 1.78 \$ 5.98 \$ 5.26 Diluted 1.98 1.76 58.1 58.1 58.1 Weighted-average shares outstanding: \$ 1.0 0.9 1.0 0.9	Operating earnings		187.1		168.3		557.5		497.3	
Earnings before income taxes and equity earnings 173.6 154.7 516.7 457.5 Income tax expense (53.9) (48.4) (161.9) (144.6) Earnings before equity earnings 119.7 106.3 354.8 312.9 Equity earnings, net of tax 0.2 0.1 1.3 0.5 Net earnings 119.9 106.4 356.1 313.4 Net earnings attributable to noncontrolling interests (3.1) (2.7) (8.8) (7.7) Net earnings per share attributable to Snap-on Inc. \$ 116.8 103.7 \$ 347.3 \$ 305.7 Net earnings per share attributable to Snap-on Inc. \$ 116.8 \$ 103.7 \$ 347.3 \$ 5.26 Diluted 1.98 1.76 5.88 5.18 Weighted-average shares outstanding: \$ 2.01 \$ 1.78 \$ 5.88 5.18 Basic 58.1 58.1 58.1 58.1 58.1 58.1 Effect of dilutive securities 1.0 0.9 1.0 0.9			(13.0)		(12.7)		(38.9)		(39.1)	
Income tax expense (53.9) (48.4) (161.9) (144.6) Earnings before equity earnings 119.7 106.3 354.8 312.9 Equity earnings, net of tax 0.2 0.1 1.3 0.5 Net earnings 119.9 106.4 356.1 313.4 Net earnings attributable to noncontrolling interests (3.1) (2.7) (8.8) (7.7) Net earnings per share attributable to Snap-on Inc. \$ 116.8 \$ 103.7 \$ 347.3 \$ 305.7 Net earnings per share attributable to Snap-on Inc. \$ 116.8 \$ 103.7 \$ 347.3 \$ 5.98 \$ 5.26 Diluted 1.98 1.76 5.88 5.18 Weighted-average shares outstanding: 58.1 <td>Other income (expense) – net</td> <td></td> <td>(0.5)</td> <td></td> <td>(0.9)</td> <td></td> <td>(1.9)</td> <td></td> <td>(0.7)</td>	Other income (expense) – net		(0.5)		(0.9)		(1.9)		(0.7)	
Earnings before equity earnings 119.7 106.3 354.8 312.9 Equity earnings, net of tax 0.2 0.1 1.3 0.5 Net earnings 119.9 106.4 356.1 313.4 Net earnings attributable to noncontrolling interests (3.1) (2.7) (8.8) (7.7) Net earnings attributable to Snap-on Inc. \$ 116.8 \$ 103.7 \$ 347.3 \$ 305.7 Net earnings per share attributable to Snap-on Inc. \$ 2.01 \$ 1.78 \$ 5.98 \$ 5.26 Diluted 1.98 1.76 5.88 5.18 Weighted-average shares outstanding: 58.1 58.1 58.1 58.1 Effect of dilutive securities 1.0 0.9 1.0 0.9	Earnings before income taxes and equity earnings		173.6		154.7		516.7		457.5	
Equity earnings, net of tax 0.2 0.1 1.3 0.5 Net earnings119.9106.4356.1313.4Net earnings attributable to noncontrolling interests (3.1) (2.7) (8.8) (7.7) Net earnings attributable to Snap-on Inc.\$ 116.8\$ 103.7\$ 347.3\$ 305.7Net earnings per share attributable to Snap-on Inc.\$ 2.01\$ 1.78\$ 5.98\$ 5.26Diluted1.981.765.885.18Weighted-average shares outstanding: BasicBasic58.158.158.158.1Effect of dilutive securities1.00.91.00.9	Income tax expense		(53.9)		(48.4)		(161.9)		(144.6)	
Net earnings119.9106.4356.1313.4Net earnings attributable to noncontrolling interests (3.1) (2.7) (8.8) (7.7) Net earnings attributable to Snap-on Inc.\$ 116.8\$ 103.7\$ 347.3\$ 305.7Net earnings per share attributable to Snap-on Inc.\$ 2.01\$ 1.78\$ 5.98\$ 5.26Diluted1.981.765.885.18Weighted-average shares outstanding: Effect of dilutive securitiesBasic Effect of dilutive securities58.158.158.158.11.00.91.00.9	Earnings before equity earnings		119.7		106.3		354.8		312.9	
Net earnings attributable to noncontrolling interests (3.1) (2.7) (8.8) (7.7) Net earnings attributable to Snap-on Inc. $$116.8$ $$103.7$ $$347.3$ $$$305.7$ Net earnings per share attributable to Snap-on Inc.: $$$2.01$ $$1.78$ $$5.98$ $$5.26$ Basic $$1.76$ $$5.88$ $$5.18$ Weighted-average shares outstanding: $$$311$ $$58.1$ $$58.1$ $$58.1$ Effect of dilutive securities $$1.0$ 0.9 $$1.0$ $$0.9$	Equity earnings, net of tax									
Net earnings attributable to Snap-on Inc. \$ 116.8 \$ 103.7 \$ 347.3 \$ 305.7 Net earnings per share attributable to Snap-on Inc.: Basic \$ 2.01 \$ 1.78 \$ 5.98 \$ 5.26 Diluted 1.98 1.76 5.88 5.18 Weighted-average shares outstanding: 58.1 58.1 58.1 58.1 58.1 Effect of dilutive securities 1.0 0.9 1.0 0.9			119.9		106.4		356.1		313.4	
Net earnings per share attributable to Snap-on Inc.: Basic \$ 2.01 \$ 1.78 \$ 5.98 \$ 5.26 Diluted 1.98 1.76 5.88 5.18 Weighted-average shares outstanding: Basic 58.1 58.1 58.1 58.1 58.1 Effect of dilutive securities 1.0 0.9 1.0 0.9									()	
Basic \$ 2.01 \$ 1.78 \$ 5.98 \$ 5.26 Diluted 1.98 1.76 5.88 5.18 Weighted-average shares outstanding: Basic 58.1	Net earnings attributable to Snap-on Inc.	\$	116.8	\$	103.7	\$	347.3	\$	305.7	
Basic \$ 2.01 \$ 1.78 \$ 5.98 \$ 5.26 Diluted 1.98 1.76 5.88 5.18 Weighted-average shares outstanding: Basic 58.1	Net earnings per share attributable to Snan-on Inc.									
Diluted 1.98 1.76 5.88 5.18 Weighted-average shares outstanding: 58.1 58.1 58.1 58.1 Basic 58.1 58.1 58.1 58.1 58.1 Effect of dilutive securities 1.0 0.9 1.0 0.9		\$	2 01	\$	1 78	\$	5 98	\$	5 26	
Basic 58.1 58.1 58.1 58.1 Effect of dilutive securities 1.0 0.9 1.0 0.9		Ŷ	-	Ψ	-	Ŷ		Ψ		
Basic 58.1 58.1 58.1 58.1 Effect of dilutive securities 1.0 0.9 1.0 0.9	Weighted-average shares outstanding:									
			58.1		58.1		58.1		58.1	
Diluted 59.1 59.0 59.1 59.0	Effect of dilutive securities		1.0		0.9		1.0		0.9	
	Diluted		59.1		59.0		59.1		59.0	

Supplemental Segment Information (Amounts in millions) (unaudited)

		Three Mon	ths En	ded		Nine Months Ended			
	Oc	tober 3,	September 27,		October 3,		September 27, 2014		
		2015		2014		2015			
Net sales:									
Commercial & Industrial Group	\$	288.5	\$	298.8	\$	881.8	\$	876.6	
Snap-on Tools Group	Ť	380.6	•	355.0	•	1,157.5	•	1,067.7	
Repair Systems & Information Group		282.9		271.2		832.6		812.4	
Segment net sales		952.0		925.0		2,871.9		2,756.7	
Intersegment eliminations		(130.5)		(118.7)		(370.8)		(336.4)	
Total net sales	\$	821.5	\$	806.3	\$	2,501.1	\$	2,420.3	
Financial Services revenue	Ť	61.1	•	53.6	•	177.2	•	155.5	
Total revenues	\$	882.6	\$	859.9	\$	2,678.3	\$	2,575.8	
Operating earnings:									
Commercial & Industrial Group	\$	41.3	\$	40.8	\$	127.5	\$	118.1	
Snap-on Tools Group	Ť	56.3	•	49.5	•	184.1	•	159.2	
Repair Systems & Information Group		69.7		63.3		201.3		186.0	
Financial Services		43.5		37.7		125.2		106.9	
Segment operating earnings		210.8		191.3		638.1		570.2	
Corporate		(23.7)		(23.0)		(80.6)		(72.9)	
Operating earnings	\$	187.1	\$	168.3	\$	557.5	\$	497.3	
Interest expense		(13.0)		(12.7)		(38.9)	-	(39.1)	
Other income (expense) – net		(0.5)		(0.9)		(1.9)		(0.7)	
Earnings before income taxes		, <u>,</u>		· · · · ·		, - <u>/</u>		, /_	
and equity earnings	\$	173.6	\$	154.7	\$	516.7	\$	457.5	

Condensed Consolidated Balance Sheets

(Amounts in millions) (unaudited)

	October 3, 2015	January 3, 2015
Assets		
Cash and cash equivalents Trade and other accounts receivable – net Finance receivables – net Contract receivables – net Inventories – net	\$ 119.2 571.2 430.4 86.1 527.7	\$ 132.9 550.8 402.4 74.5 475.5
Deferred income tax assets Prepaid expenses and other assets Total current assets	102.2 <u>116.1</u> 1,952.9	101.0 <u>121.5</u> 1,858.6
Property and equipment – net Deferred income tax assets Long-term finance receivables – net Long-term contract receivables – net Goodwill Other intangibles – net Other assets Total assets	413.2 88.8 734.2 261.0 798.7 195.4 47.2 \$ 4,491.4	404.5 93.2 650.5 242.0 810.7 203.3 47.3 \$ 4,310.1
Liabilities and Equity		
Notes payable Accounts payable Accrued benefits Accrued compensation Franchisee deposits Other accrued liabilities Total current liabilities Long-term debt Deferred income tax liabilities Retiree health care benefits Pension liabilities Other long-term liabilities Total liabilities	\$ 73.6 178.1 48.7 87.2 72.1 325.8 785.5 864.1 161.0 39.2 175.9 86.9 2,112.6	\$ 56.6 145.0 53.8 99.2 65.8 298.3 718.7 862.7 159.2 42.5 217.9 83.8 2,084.8
Equity Shareholders' equity attributable to Snap-on Inc. Common stock Additional paid-in capital Retained earnings Accumulated other comprehensive loss Treasury stock at cost Total shareholders' equity attributable to Snap-on Inc. Noncontrolling interests Total equity Total liabilities and equity	67.4 293.7 2,891.2 (322.2) (569.1) 2,361.0 17.8 2,378.8 \$ 4,491.4	67.4 254.7 2,637.2 (248.2) (503.3) 2,207.8 17.5 2,225.3 \$ 4,310.1

Condensed Consolidated Statements of Cash Flows

(Amounts in millions) (unaudited)

Three Months Ended October 3, September 27, 2015 2014 **Operating activities:** \$ Net earnings \$ 119.9 106.4 Adjustments to reconcile net earnings to net cash provided (used) by operating activities: 13.6 Depreciation 14.5 Amortization of other intangibles 6.0 6.1 Provision for losses on finance receivables 8.0 6.4 Provision for losses on non-finance receivables 2.9 4.1 Stock-based compensation expense 6.7 8.6 Excess tax benefits from stock-based compensation (0.9)(0.7)Deferred income tax benefit (9.3)(0.3)Changes in operating assets and liabilities, net of effects of acquisitions: Increase in trade and other accounts receivable (18.0)(25.7)Increase in contract receivables (21.8)(17.8) (29.1)Increase in inventories (31.3)Decrease in prepaid and other assets 10.4 3.1 (1.8) Increase (decrease) in accounts payable 7.8 Increase in accruals and other liabilities 18.8 15.1 Net cash provided by operating activities 113.7 88.0 Investing activities: Additions to finance receivables (213.2)(178.6)142.8 Collections of finance receivables 157.3 Capital expenditures (18.5)(22.3)Acquisitions of businesses (13.1)0.3 Disposal of property and equipment 0.1 0.1 Other 0.5 1.1 Net cash used by investing activities (86.9)(56.6) Financing activities: Proceeds from short-term borrowings 5.5 4.9 Repayments of short-term borrowings (3.2)(1.6)Net increase in other short-term borrowings 11.6 9.4 Purchases of treasury stock (14.7)(5.0)Cash dividends paid (30.8)(25.6) Proceeds from stock purchase and option plans 3.2 1.8 Excess tax benefits from stock-based compensation 0.9 0.7 Other (3.4)(6.1)Net cash used by financing activities (30.9)(21.5)Effect of exchange rate changes on cash and cash equivalents (1.3)(1.0) Increase (decrease) in cash and cash equivalents (5.4)8.9 Cash and cash equivalents at beginning of period 124.6 115.8 \$ Cash and cash equivalents at end of period 119.2 \$ 124.7 Supplemental cash flow disclosures: Cash paid for interest \$ (23.8)\$ (23.3)Net cash paid for income taxes (57.8)(48.0)

Condensed Consolidated Statements of Cash Flows

(Amounts in millions) (unaudited)

	Nine Months Ended			
	Oc	tober 3,		ember 27,
		2015		2014
Operating activities:	•		•	
Net earnings	\$	356.1	\$	313.4
Adjustments to reconcile net earnings to net cash provided (used) by				
operating activities:		40.7		40.6
Depreciation		42.7 18.4		40.6 18.4
Amortization of other intangibles Provision for losses on finance receivables		22.4		10.4
Provision for losses on non-finance receivables		10.8		19.8
Stock-based compensation expense		29.8		27.3
Excess tax benefits from stock-based compensation		(14.9)		(10.3)
Deferred income tax benefit		(14.9) (6.2)		(10.3)
Loss on sale of assets		0.2		0.2
Changes in operating assets and liabilities, net of effects of acquisitions:		0.0		0.2
Increase in trade and other accounts receivable		(44.8)		(61.7)
Increase in contract receivables		(31.5)		(31.7)
Increase in inventories		(67.1)		(57.5)
Increase in prepaid and other assets		(28.0)		(32.2)
Increase in accounts payable		35.6		16.6
Increase in accruals and other liabilities		28.5		50.2
Net cash provided by operating activities		352.1		300.7
		002.1		000.7
Investing activities:				
Additions to finance receivables		(629.2)		(549.2)
Collections of finance receivables		476.6		425.1
Capital expenditures		(64.3)		(63.3)
Acquisitions of businesses		(13.1)		(41.3)
Disposal of property and equipment		0.5		0.6
Other		(2.3)		0.9
Net cash used by investing activities		(231.8)		(227.2)
Financing activities:				
Repayment of long-term debt		-		(100.0)
Proceeds from short-term borrowings		7.1		4.9
Repayments of short-term borrowings		(4.8)		(1.6)
Net increase in other short-term borrowings		16.8		43.2
Purchases of treasury stock		(101.6)		(67.5)
Cash dividends paid		(92.5)		(76.8)
Proceeds from stock purchase and option plans		39.7		30.8
Excess tax benefits from stock-based compensation		14.9		10.3
Other		(10.7)		(9.0)
Net cash used by financing activities		(131.1)		(165.7)
Effect of exchange rate changes on cash and cash equivalents		(2.9)		(0.7)
Decrease in cash and cash equivalents		(13.7)		(92.9)
Cash and cash equivalents at beginning of year		132.9		217.6
Cash and cash equivalents at end of period	\$	119.2	\$	124.7
Supplemental cash flow disclosures:				
Cash paid for interest	\$	(49.2)	\$	(51.1)
Net cash paid for income taxes	Ψ	(124.2)	Ψ	(135.9)
Not oush paid for income taxes		(124.2)		(155.5)

Supplemental Consolidating Data - Condensed Statements of Earnings (Amounts in millions) (unaudited)

	Operations* Three Months Ended					Financial Services Three Months Ended			
		October 3, 2015		September 27, 2014		ober 3, 2015		ember 27, 2014	
Net sales	\$	821.5	\$	806.3	\$	-	\$	-	
Cost of goods sold		(414.6)		(412.4)		-		-	
Gross profit		406.9		393.9		-		-	
Operating expenses		(263.3)		(263.3)		-		-	
Operating earnings before financial services		143.6		130.6		-		-	
Financial services revenue		-		-		61.1		53.6	
Financial services expenses		-		-		(17.6)		(15.9)	
Operating earnings from financial services		-		-		43.5		37.7	
Operating earnings		143.6		130.6		43.5		37.7	
Interest expense		(12.9)		(12.6)		(0.1)		(0.1)	
Intersegment interest income (expense) – net		15.8		14.1		(15.8)		(14.1)	
Other income (expense) – net		(0.5)		(0.8)		-		(0.1)	
Earnings before income taxes and equity earnings		146.0		131.3		27.6		23.4	
Income tax expense		(43.8)		(39.7)		(10.1)		(8.7)	
Earnings before equity earnings		102.2		91.6		17.5		14.7	
Financial services – net earnings									
attributable to Snap-on Inc.		17.5		14.7		-		-	
Equity earnings, net of tax		0.2		0.1		-		-	
Net earnings		119.9		106.4		17.5		14.7	
Net earnings attributable to noncontrolling interests		(3.1)		(2.7)		-		-	
Net earnings attributable to Snap-on Inc.	\$	116.8	\$	103.7	\$	17.5	\$	14.7	

* Snap-on Inc. with Financial Services on the equity method. Transactions between the Operations and Financial Services businesses were eliminated to arrive at the consolidated financial statements.

Supplemental Consolidating Data - Condensed Statements of Earnings (Amounts in millions) (unaudited)

		Operations* Months Ended		Financial Services Nine Months Ended			
	October 2015	3, September 2 2014	27, October 3, 2015	September 27, 2014			
Net sales	\$ 2,50	01.1 \$ 2,420	.3 \$ -	\$-			
Cost of goods sold	(1,26	65.1) (1,247		-			
Gross profit	1,23	6.0 1,173	- 0.0	-			
Operating expenses	(80	(782	6) -				
Operating earnings before financial services	43	32.3 390		-			
Financial services revenue			177.:	2 155.5			
Financial services expenses			(52.0	0) (48.6)			
Operating earnings from financial services			125.3	2 106.9			
Operating earnings	43	32.3 390	.4 125.2	2 106.9			
Interest expense	(3	38.6) (38	6.6) (0.3	3) (0.5)			
Intersegment interest income (expense) – net	4	6.5 41	.4 (46.	5) (41.4)			
Other income (expense) – net		(1.9) (0	.6) -	(0.1)			
Earnings before income taxes and equity earnings	43	38.3 392	2.6 78.4	4 64.9			
Income tax expense	(13	3.1) (120	.7) (28.3	3) (23.9)			
Earnings before equity earnings	30	5.2 271	.9 49.0	6 41.0			
Financial services – net earnings							
attributable to Snap-on Inc.	4	9.6 41	.0 -	-			
Equity earnings, net of tax			.5 -	-			
Net earnings	35	6.1 313	.4 49.0	6 41.0			
Net earnings attributable to noncontrolling interests							
Net earnings attributable to Snap-on Inc.	\$ 34	7.3 \$ 305	<u>5.7</u> \$ 49.0	6 \$ 41.0			

* Snap-on Inc. with Financial Services on the equity method. Transactions between the Operations and Financial Services businesses were eliminated to arrive at the consolidated financial statements.

Supplemental Consolidating Data - Condensed Balance Sheets (Amounts in millions)

(unaudited)

	Operations*			Financial Services				
	Oc	2015	Ja	nuary 3, 2015	00	tober 3, 2015	Ja	nuary 3, 2015
Assets								
Cash and cash equivalents	\$	118.7	\$	132.8	\$	0.5	\$	0.1
Intersegment receivables		19.7		16.0		-		-
Trade and other accounts receivable – net		571.0		550.5		0.2		0.3
Finance receivables – net		-		-		430.4		402.4
Contract receivables – net		7.9		7.6		78.2		66.9
Inventories – net		527.7		475.5		-		-
Deferred income tax assets		84.3		85.4		17.9		15.6
Prepaid expenses and other assets		120.9		125.5		1.3		0.9
Total current assets		1,450.2		1,393.3		528.5		486.2
Property and equipment – net		412.3		403.4		0.9		1.1
Investment in Financial Services		235.7		218.9		-		-
Deferred income tax assets		88.5		92.9		0.3		0.3
Intersegment long-term notes receivable		314.7		232.1		-		-
Long-term finance receivables – net		-		-		734.2		650.5
Long-term contract receivables – net		12.7		12.8		248.3		229.2
Goodwill		798.7		810.7		-		-
Other intangibles – net		195.4		203.3		-		-
Other assets		52.5		50.9		1.1		1.0
Total assets	\$	3,560.7	\$	3,418.3	\$	1,513.3	\$	1,368.3
Liabilities and Equity								
Notes payable	\$	73.6	\$	56.6	\$	-	\$	-
Accounts payable		177.5		144.7		0.6		0.3
Intersegment payables		-		-		19.7		16.0
Accrued benefits		48.6		53.8		0.1		-
Accrued compensation		84.2		95.2		3.0		4.0
Franchisee deposits		72.1		65.8		-		-
Other accrued liabilities		271.6		285.0		60.3		18.2
Total current liabilities		727.6		701.1		83.7		38.5
Long-term debt and intersegment long-term debt		-		-		1,178.8		1,094.8
Deferred income tax liabilities		161.0		158.6		-		0.6
Retiree health care benefits		39.2		42.5		-		-
Pension liabilities		175.9		217.9		-		-
Other long-term liabilities		78.2		72.9		15.1		15.5
Total liabilities		1,181.9		1,193.0	. <u> </u>	1,277.6		1,149.4
Total shareholders' equity attributable to Snap-on Inc.		2,361.0		2,207.8		235.7		218.9
Noncontrolling interests	_	17.8	_	17.5	_	-	_	-
Total equity		2,378.8		2,225.3		235.7		218.9
Total liabilities and equity	\$	3,560.7	\$	3,418.3	\$	1,513.3	\$	1,368.3

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

Transactions between the Operations and Financial Services businesses were eliminated to arrive at the consolidated financial statements.