



Snap-On Inc. (SNA)

Updated October 29th, 2022, by Josh Arnold

Key Metrics

Current Price:	\$220	5 Year CAGR Estimate:	6.7%	Market Cap:	\$11.4 B
Fair Value Price:	\$232	5 Year Growth Estimate:	3.0%	Ex-Dividend Date:	11/19/22 ¹
% Fair Value:	95%	5 Year Valuation Multiple Estimate:	1.0%	Dividend Payment Date:	12/10/22
Dividend Yield:	2.6%	5 Year Price Target	\$269	Years Of Dividend Growth:	12
Dividend Risk Score:	B	Retirement Suitability Score:	B	Rating:	Hold

Overview & Current Events

Snap-On Inc. was founded in the early 1920's and since that time, has grown from a fledgling direct sales distributor of sockets to a full-service, global distributor of a wide array of common and specialty tools, diagnostics equipment, repair information and system solutions instruments. Snap-On also operates a financial services business that finances its customers' purchases in-house. The company's market capitalization is \$11.4 billion, and it should generate around \$4.5 billion in revenue this year.

Snap-On reported third quarter earnings on October 20th, 2022, and results were better than expected on both the top and bottom lines. Earnings-per-share were \$4.14, which was an impressive 25 cents ahead of expectations. Revenue was up almost 6% year-over-year to \$1.1 billion, and was \$30 million better than estimates.

The company posted organic sales growth of \$104 million, or more than 10%, year-over-year, which was somewhat offset by a \$39 million unfavorable forex translation headwind.

Commercial & Industrial revenue was \$357 million on organic growth of 7.9%. Snap-On Tools revenue was \$497 million on organic growth of 7.4%. Repair Systems & Information revenue was \$414 million on 17.2% organic revenue growth. Intersegment revenue eliminations were \$165 million on a consolidated basis. Financial services revenue was \$87.3 million, equal year-over-year.

Operating margin was 20.3% excluding financial services, an improvement of 90 basis points. We now see \$16.55 in earnings-per-share for this year following Q3 results.

Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
EPS	\$5.20	\$5.93	\$7.14	\$8.10	\$9.20	\$10.12	\$11.81	\$12.41	\$11.63	\$14.92	\$16.55	\$19.19
DPS	\$1.36	\$1.58	\$1.85	\$2.20	\$2.54	\$2.95	\$3.41	\$3.93	\$4.47	\$5.11	\$5.68	\$8.35
Shares²	58	58	58	58	58	57	57	55	54	54	53	50

Except for 2020, Snap-On has produced materially higher earnings every year in the past decade. The company's constant focus on acquisitions, as well as its own organic revenue growth in concert with a rapidly growing financial services business, has created a growth profile that is tough to rival. The company continues to buy back its stock as well, albeit in small amounts, providing another tailwind for earnings-per-share. Indeed, it has managed to compound earnings at an average rate of 10% annually in the past decade.

However, we are forecasting a 3% annual growth rate going forward as Snap-On grapples with its already-sizable scale, making further revenue and margin growth more difficult. We note that the company returned to growth from the pandemic slowdown more quickly than anticipated, however, and it appears Snap-On may be back on its prior trajectory from before the pandemic.

¹ Estimated date

² Share count in millions

Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in the next 72 hours.



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The dividend should keep increasing at high rates as the payout ratio is still low. Snap-On produces more cash than it can use to profitably invest in the business, so shareholders should see the benefit. Indeed, the company raised its dividend by 15% for the December 2021 payout, similar to 2019 and 2020.

Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
Avg. P/E	12.7	15.6	16.8	19.1	17.1	16.3	13.7	12.9	12.7	14.6	13.3	14.0
Avg. Yld.	2.1%	1.7%	1.5%	1.4%	1.6%	1.8%	2.1%	2.5%	3.0%	2.3%	2.6%	3.1%

Snap-On's price-to-earnings multiple spent several years in the mid-teens, but in recent years, has been more like 13. Today, shares trade for 13.3 times 2022 earnings, and we reiterate our estimate of fair value at 14 times earnings. This implies a small tailwind to total returns in the coming years.

We see the yield rising to the 3.1% area given Snap-On's impressive dividend growth. When coupled with its decent current yield, Snap-On is a nice choice for dividend growth investors.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	27%	26%	26%	27%	27%	28%	29%	32%	38%	34%	34%	44%

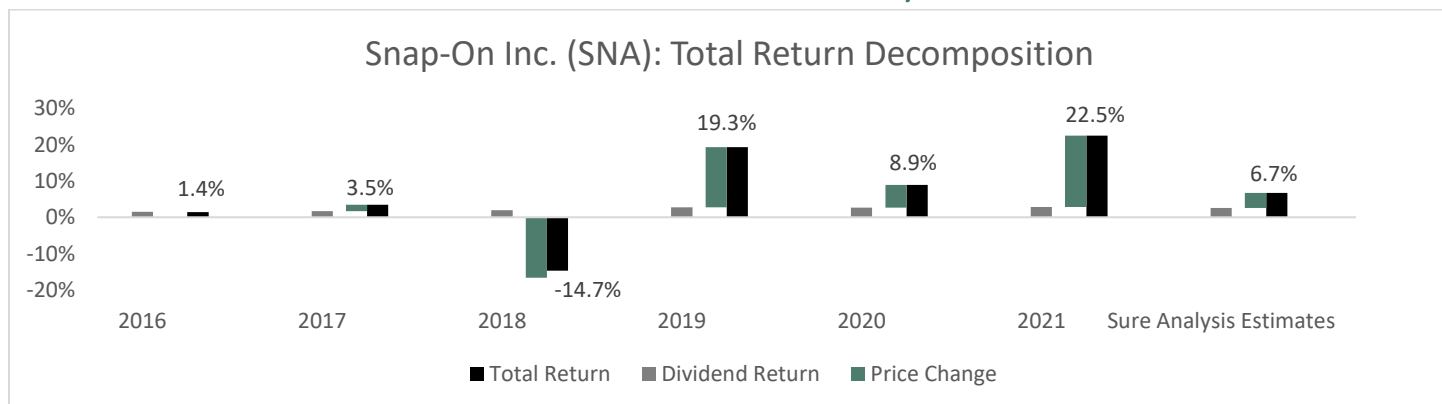
The payout ratio is still relatively low and should remain that way unless management decides to ramp up its dividend growth strategy, which we view as unlikely at this point given already-strong growth rates. We see the recent pace of dividend increases continuing, and therefore driving the payout ratio higher than it is today over time. However, we see no risk of Snap-On being able to afford its dividend at any time, even with high rates of dividend increases.

Snap-On's main competitive advantage is in its very broad and deep assortment of all kinds of specialty tools. In addition, its global reach and in-house financing is a unique combination not found elsewhere. The financing business could pose a problem during a recession as customers may become past due on their accounts, so this would be the principal risk for Snap-On during the next economic downturn. Earnings suffered during the Great Recession.

Final Thoughts & Recommendation

Snap-On's sizable increase in earnings has the stock slightly undervalued. We now forecast total annual return potential of 6.7% going forward, consisting of the 2.6% current yield, 3% earnings growth, and a 1% tailwind from the valuation. The rebound from COVID-related weakness is progressing nicely, and shares are relatively cheap. We continue to like Snap-On's fundamentals, and with the improved total return outlook, we're reiterating the stock at a hold rating.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Revenue	3099	3238	3493	3593	3712	4000	4070	4068	3,942	4,602
Gross Profit	1497	1599	1733	1819	1908	2042	2100	2090	1,997	2,383
Gross Margin	48.3%	49.4%	49.6%	50.6%	51.4%	51.1%	51.6%	51.4%	50.7%	51.8%
D&A Exp.	77	77	80	83	86	93	94	92	97	105
Operating Profit	516	586	685	765	854	882	956	962	881	1,124
Operating Margin	16.7%	18.1%	19.6%	21.3%	23.0%	22.0%	23.5%	23.7%	22.3%	24.4%
Net Profit	306	350	422	479	546	558	680	694	627	821
Net Margin	9.9%	10.8%	12.1%	13.3%	14.7%	13.9%	16.7%	17.0%	15.9%	17.8%
Free Cash Flow	250	322	323	427	502	527	674	575	943	897
Income Tax	148	167	200	221	244	251	214	212	189	247

Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Total Assets	3902	4110	4310	4331	4723	5249	5373	5694	6,557	6,760
Cash & Equivalents	215	218	133	93	78	92	141	185	923	780
Accounts Receivable	821	906	953	1010	1071	1181	1211	1325	1,283	682
Inventories	404	434	476	498	531	639	674	760	747	804
Goodwill & Int. Ass.	995	1029	1014	985	1080	1178	1135	1158	1,243	1,418
Total Liabilities	2083	1980	2085	1900	2088	2277	2255	2263	2,711	2,556
Accounts Payable	143	156	145	148	171	178	201	199	223	278
Long-Term Debt	976	972	919	880	1010	1187	1132	1150	1,451	1,200
Shareholder's Equity	1802	2113	2208	2413	2617	2954	3099	3409	3,825	4,182
LTD/E Ratio	0.54	0.46	0.42	0.36	0.39	0.40	0.37	0.34	0.38	0.29

Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Return on Assets	8.1%	8.7%	10.0%	11.1%	12.1%	11.2%	12.8%	12.5%	10.2%	12.3%
Return on Equity	18.4%	17.9%	19.5%	20.7%	21.7%	20.0%	22.5%	21.3%	17.3%	20.5%
ROIC	11.5%	11.9%	13.5%	14.8%	15.7%	14.3%	16.2%	15.7%	12.7%	15.3%
Shares Out.	58	58	58	58	58	57	57	55	54	54
Revenue/Share	52.62	54.78	59.10	60.80	62.49	68.26	71.04	72.77	71.94	83.67
FCF/Share	4.24	5.45	5.46	7.22	8.45	8.98	11.76	10.29	17.21	16.30

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

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