



# Snap-On Inc. (SNA)

Updated February 6<sup>th</sup>, 2023, by Josh Arnold

## Key Metrics

<b>Current Price:</b>	\$260	<b>5 Year CAGR Estimate:</b>	3.9%	<b>Market Cap:</b>	\$13.8 B
<b>Fair Value Price:</b>	\$237	<b>5 Year Growth Estimate:</b>	3.0%	<b>Ex-Dividend Date:</b>	02/19/23 <sup>1</sup>
<b>% Fair Value:</b>	110%	<b>5 Year Valuation Multiple Estimate:</b>	-1.9%	<b>Dividend Payment Date:</b>	03/10/23
<b>Dividend Yield:</b>	2.5%	<b>5 Year Price Target</b>	\$274	<b>Years Of Dividend Growth:</b>	13
<b>Dividend Risk Score:</b>	B	<b>Retirement Suitability Score:</b>	B	<b>Rating:</b>	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 \$13.8 billion, and it should generate around \$4.6 billion in revenue this year.

Snap-On reported fourth quarter and full-year earnings on February 2<sup>nd</sup>, 2023, and results were better than expected on both the top and bottom lines. Earnings-per-share for the fourth quarter was \$4.42, 18 cents better than expected. Revenue was \$1.16 billion, up 4.5% year-over-year, and fractionally better than estimates. Organic sales were 8% higher year-over-year, partially offset by unfavorable forex translation.

Operating earnings before financial services were \$248 million, up from \$232 million a year ago. As a percentage of sales, operating earnings were 21.5%, up 50bps year-over-year.

Financial services revenue was \$88 million, up fractionally year-over-year.

Consolidated operating earnings were \$312 million, up from just \$87 million a year-ago.

We see \$16.90 in earnings-per-share for this year, which would be roughly flat should it be achieved.

## Growth on a Per-Share Basis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
<b>EPS</b>	\$5.93	\$7.14	\$8.10	\$9.20	\$10.12	\$11.81	\$12.41	\$11.63	\$14.92	\$16.82	<b>\$16.90</b>	<b>\$19.59</b>
<b>DPS</b>	\$1.58	\$1.85	\$2.20	\$2.54	\$2.95	\$3.41	\$3.93	\$4.47	\$5.11	\$5.88	<b>\$6.48</b>	<b>\$9.52</b>
<b>Shares<sup>2</sup></b>	58	58	58	58	57	57	55	54	54	53	<b>53</b>	<b>50</b>

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.

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 14% for the December 2022 payout, similar to 2019, 2020 and 2021.

<sup>1</sup> Estimated date

<sup>2</sup> 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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## Valuation Analysis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Now	2028
Avg. P/E	15.6	16.8	19.1	17.1	16.3	13.7	12.9	12.7	14.6	13.6	15.4	14.0
Avg. Yld.	1.7%	1.5%	1.4%	1.6%	1.8%	2.1%	2.5%	3.0%	2.3%	2.6%	2.5%	3.5%

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 15.4 times 2023 earnings, and we reiterate our estimate of fair value at 14 times earnings. This implies a small headwind to total returns in the coming years.

We see the yield rising to the 3.5% 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	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
Payout	26%	26%	27%	27%	28%	29%	32%	38%	34%	35%	38%	49%

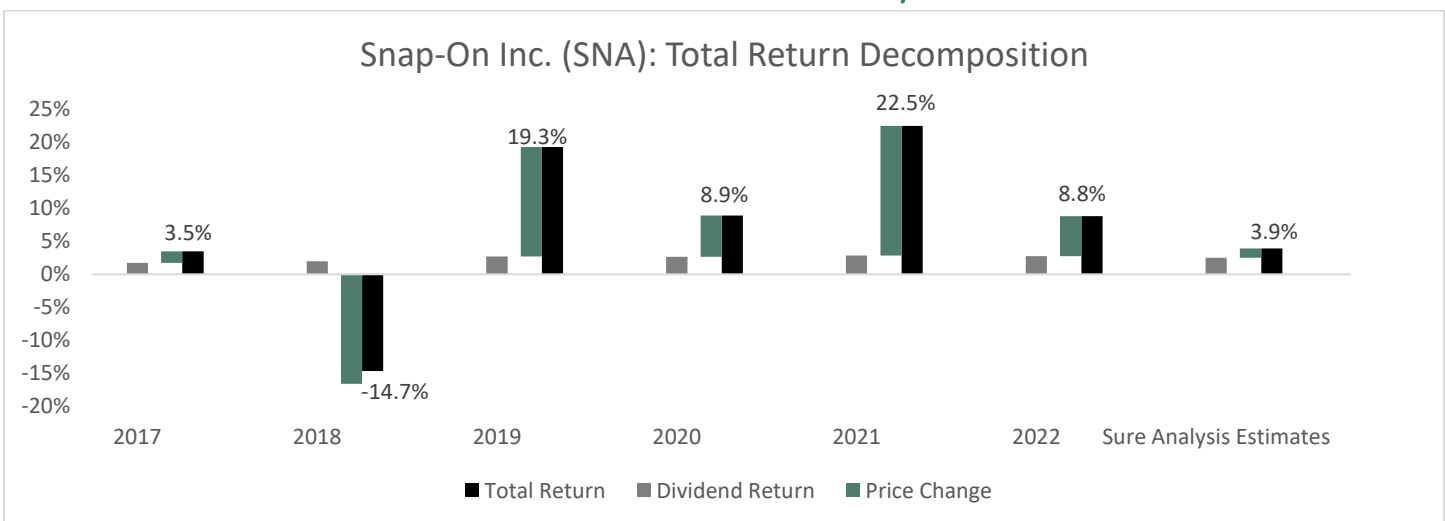
The payout ratio is still relatively low and should remain that way unless management decides to ramp up its dividend growth strategy, which we view as unlikely at this point given already-strong growth rates. We see the recent pace of dividend increases continuing, and therefore driving the payout ratio 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 recent price action has it slightly overvalued to start 2023. We now forecast total annual return potential of 3.9% going forward, consisting of the 2.5% current yield, 3% earnings growth, and a 1.9% headwind from the valuation. We continue to like Snap-On's fundamentals, and despite the fall in projected total earnings, we reiterate the stock at a hold rating.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Revenue	3238	3493	3593	3712	4000	4070	4068	3,942	4,602	4,493
Gross Profit	1599	1733	1819	1908	2042	2100	2090	1,997	2,383	2,181
Gross Margin	49.4%	49.6%	50.6%	51.4%	51.1%	51.6%	51.4%	50.7%	51.8%	48.5%
D&A Exp.	77	80	83	86	93	94	92	97	105	100
Operating Profit	586	685	765	854	882	956	962	881	1,124	1,207
Operating Margin	18.1%	19.6%	21.3%	23.0%	22.0%	23.5%	23.7%	22.3%	24.4%	26.9%
Net Profit	350	422	479	546	558	680	694	627	821	912
Net Margin	10.8%	12.1%	13.3%	14.7%	13.9%	16.7%	17.0%	15.9%	17.8%	20.3%
Free Cash Flow	322	323	427	502	527	674	575	943	897	591
Income Tax	167	200	221	244	251	214	212	189	247	269

## Balance Sheet Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Total Assets	4110	4310	4331	4723	5249	5373	5694	6,557	6,760	6,973
Cash & Equivalents	218	133	93	78	92	141	185	923	780	757
Accounts Receivable	906	953	1010	1071	1181	1211	1325	1,283	682	762
Inventories	434	476	498	531	639	674	760	747	804	1,033
Goodwill & Int. Ass.	1029	1014	985	1080	1178	1135	1158	1,243	1,418	1,321
Total Liabilities	1980	2085	1900	2088	2277	2255	2263	2,711	2,556	2,469
Accounts Payable	156	145	148	171	178	201	199	223	278	287
Long-Term Debt	972	919	880	1010	1187	1132	1150	1,451	1,200	1,201
Shareholder's Equity	2113	2208	2413	2617	2954	3099	3409	3,825	4,182	4,481
LTD/E Ratio	0.46	0.42	0.36	0.39	0.40	0.37	0.34	0.38	0.29	0.27

## Profitability & Per Share Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Return on Assets	8.7%	10.0%	11.1%	12.1%	11.2%	12.8%	12.5%	10.2%	12.3%	13.3%
Return on Equity	17.9%	19.5%	20.7%	21.7%	20.0%	22.5%	21.3%	17.3%	20.5%	21.0%
ROIC	11.9%	13.5%	14.8%	15.7%	14.3%	16.2%	15.7%	12.7%	15.3%	16.4%
Shares Out.	58	58	58	58	57	57	55	54	54	54
Revenue/Share	54.78	59.10	60.80	62.49	68.26	71.04	72.77	71.94	83.67	82.89
FCF/Share	5.45	5.46	7.22	8.45	8.98	11.76	10.29	17.21	16.30	10.90

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

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