Quarterly Financial Review

First Quarter 2012

April 19, 2012

Cautionary Statement

- These slides should be read in conjunction with comments from a conference call held on April 19, 2012. The financial statement information included herein is unaudited.

- Statements made during the April 19, 2012 conference call and/or 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; actual results may differ materially from those described or contemplated in these forward-looking statements. Factors that may cause actual results to differ materially from those contained in the forward-looking statements are detailed in the corresponding press release and Form 8-K and in Snap-on's recent 1934 Act SEC filings, which are incorporated herein by reference. Snap-on disclaims any responsibility to update any forward-looking statement provided during the April 19, 2012 conference call and/or included in this presentation, except as required by law.

Snap-on Incorporated

Who We Are

OUR MISSION

The most valued productivity solutions in the world

BELIEFS

We deeply believe in:

- Non-negotiable Product and Workplace Safety
- Uncompromising Quality
- Passionate Customer Care
- Fearless Innovation
- Rapid Continuous Improvement

VALUES

Our behaviors define our success:

- We demonstrate Integrity.
- We tell the Truth.
- We respect the Individual.
- We promote Teamwork.
- We Listen.

VISION

To be acknowledged as the:

- Brands of Choice
- Employer of Choice
- Franchisor of Choice
- Business Partner of Choice
- Investment of Choice

Nick Pinchuk

Chairman and Chief Executive Officer

Aldo Pagliari

Senior Vice President and Chief Financial Officer

April 19, 2012

Consolidated Results – 1st Quarter

($ in millions, except per share data - unaudited)	2012		2011		Change
	$	%	$	%	
Net sales	$ 735.2		$ 693.7		6.0 %
Gross profit	$ 347.7	47.3 %	$ 330.6	47.7 %	
Operating expenses	250.2	34.0 %	243.3	35.1 %	
Operating earnings before financial services	$ 97.5	13.3 %	$ 87.3	12.6 %	11.7 %
Financial services revenue	$ 38.0		$ 25.8		
Financial services operating earnings	23.9		12.5		
Operating earnings	$ 121.4	15.7 %	$ 99.8	13.9 %	21.6 %
Net earnings	$ 71.0		$ 56.2		26.3 %
Diluted EPS	$ 1.21		$ 0.96		26.0 %

- Sales up 6.0%; organic sales (excluding $6.7 million of unfavorable currency) up 7.0%
- Gross profit increased $17.1 million; as a percentage of sales gross margin declined 40 basis points (bps) primarily due to continued margin pressure in our European-based hand tool business, partially offset by contributions from Rapid Continuous Improvement (“RCI”) and lower restructuring costs
- Operating expenses, as a percentage of sales, improved 110 bps to 34.0%
    - Benefits from sales volume leverage and savings from RCI initiatives
    - Improvements partially offset by higher stock-based (mark-to-market) and performance-based compensation expense and $3.1 million of higher restructuring costs
- Financial services operating earnings up $11.4 million due to continued growth of the on-book finance portfolio
- Operating earnings increased $21.6 million; operating margin improved 180 bps to 15.7%

Commercial & Industrial – 1st Quarter

($ in millions - unaudited)	**2012**	**2011**	**Change**
Segment sales	$ 286.5	$ 272.4	5.2 %
➢ Organic sales	17.2		6.4 %
➢ Currency translation	(3.1)		(1.2)%
Gross profit	$ 102.0	$ 103.6	
% of sales	35.6 %	38.0 %	
Operating expenses	$ 72.8	$ 72.0	
% of sales	25.4 %	26.4 %	
Operating earnings	$ 29.2	$ 31.6	(7.6)%
% of sales	10.2 %	11.6 %	

- Organic sales up $17.2 million, or 6.4%
  - Increased sales to customers in emerging markets and critical industries, partially offset by a decline in the segment's European-based hand tools business, particularly in southern Europe
- Gross profit of $102.0 million decreased $1.6 million
  - Continued margin pressure in our European-based hand tools business
  - Partially offset by savings from ongoing RCI initiatives
- Operating expenses up $0.8 million; improved 100 bps to 25.4%, primarily due to benefits from sales volume leverage partially offset by $3.4 million of higher restructuring costs
- Operating earnings of $29.2 million, includes $3.3 million of higher year-over-year restructuring costs

Snap-on Tools – 1st Quarter

($ in millions - unaudited)	**2012**	**2011**	**Change**
Segment sales	$ 316.6	$ 282.0	12.3 %
➢ Organic sales	35.0		12.4 %
➢ Currency translation	(0.4)		(0.1)%
Gross profit	$ 139.0	$ 124.9	
% of sales	43.9 %	44.3 %	
Operating expenses	$ 92.9	$ 87.8	
% of sales	29.3 %	31.1 %	
Operating earnings	$ 46.1	$ 37.1	24.3 %
% of sales	14.6 %	13.2 %	

- Organic sales up $35.0 million, or 12.4%, primarily due to continued higher sales in the United States
- Gross profit of $139.0 million up $14.1 million from 2011; as a percentage of sales, gross margin of 43.9% compared to 44.3% last year
- Operating expenses as a percentage of sales improved 180 bps to 29.3%, primarily due to benefits from sales volume leverage and contributions from ongoing RCI initiatives
- Operating earnings of $46.1 million up $9.0 million, or 24.3%; operating margin of 14.6% improved 140 bps
- Restructuring costs in the quarter were $2.6 million lower than prior-year levels

Repair Systems & Information – 1st Quarter

($ in millions - unaudited)	**2012**	**2011**	**Change**
Segment sales	$ 226.1	$ 227.0	(0.4)%
➢ Organic sales	2.2		1.0 %
➢ Currency translation	(3.1)		(1.4)%
Gross profit	$ 106.7	$ 102.1	
% of sales	47.2 %	45.0 %	
Operating expenses	$ 58.1	$ 59.3	
% of sales	25.7 %	26.1 %	
Operating earnings	$ 48.6	$ 42.8	13.6 %
% of sales	21.5 %	18.9 %	

- Organic sales up $2.2 million, or 1.0%
  - Increased sales of diagnostics and repair information products, primarily to independent repair shop owners and managers, and higher sales to OEM dealerships
  - Partially offset by lower sales of undercar equipment in Europe

- Gross profit increased $4.6 million; gross margin of 47.2% improved 220 bps primarily due to a more favorable sales mix that included higher sales of diagnostics and repair information products, and savings from ongoing RCI initiatives

- Operating expenses as a percentage of sales improved 40 bps primarily due to savings from RCI initiatives

- Operating earnings of $48.6 million increased $5.8 million, or 13.6%
  - Operating margin of 21.5% improved 260 basis points

Financial Services – 1st Quarter

($ in millions - unaudited)	**2012**	**2011**
Segment revenue	$ 38.0	$ 25.8
Operating earnings	$ 23.9	$ 12.5
Originations	$ 156.3	$ 145.6

- Operating earnings up $11.4 million primarily due to continued growth of the on-book finance portfolio
- Originations increased 7.3% year over year

Financial Services Portfolio Data

($ in millions - unaudited)	Snap-on Credit (United States)		International Finance Subsidiaries	
	Extended Credit	**Total**	**Extended Credit**	**Total**
Gross on-book finance portfolio	$ 659.9	$ 812.9	$ 101.4	$ 155.1
CIT receivables managed by SOC:				
March 2012	$ 30.7	$ 97.8		
December 2011	$ 43.5	$ 119.5		
Anticipated portfolio increase:				
Full year 2012	$ 95.0	$ 125.0		
On-book & managed portfolio net losses (TTM)	$ 14.7	$ 15.6	$ 1.1	$ 1.5
60+ Delinquency:				
As of 3/31/12	1.2 %	1.0 %	0.8 %	0.8 %
As of 12/31/11	1.4 %	1.2 %	0.7 %	0.7 %
As of 9/30/11	1.4 %	1.1 %	0.7 %	0.8 %
As of 6/30/11	1.3 %	1.0 %	0.7 %	0.6 %

• TTM – Trailing twelve months

Cash Flow

($ in millions - unaudited)	1st Quarter 2012	1st Quarter 2011
Net cash provided (used) by operating activities	**$ 65.0**	**$ 27.9**
Net cash due to:		
➢ Net earnings	73.0	58.0
➢ Depreciation and amortization	19.0	18.3
➢ Changes in deferred income taxes	13.4	3.6
➢ Changes in working investment	13.9	(45.1)
➢ Changes in all other operating activities	(54.3)	(6.9)
Net increase in finance receivables	$ (29.4)	$ (41.4)
Capital expenditures	$ (21.8)	$ (18.6)
Free cash flow	$ 13.8	$ (32.1)
Free cash flow from Operations	**$ 48.9**	**$ 2.9**
Free cash flow from Financial Services	**$ (35.1)**	**$ (35.0)**
Decrease in cash	$ (24.0)	$ (54.9)

- Changes in working investment – Net changes in trade and other accounts receivable, inventory and accounts payable
- Free cash flow – Net cash provided by operating activities less net change in finance receivables and capital expenditures
- Free cash flow from operations – Net cash provided by operating activities, exclusive of financial services, less capital expenditures
- Free cash flow from financial services – Net cash provided by financial services operating activities less net change in finance receivables and less capital expenditures

Balance Sheet

($ in millions - unaudited)	**March 31, 2012**	**December 31, 2011**
Trade & Other Accounts Receivable - net	$ 463.1	$ 463.5
Days Sales Outstanding	58	58
Finance Receivables - net	$ 736.9	$ 709.0
Contract Receivables - net	$ 219.7	$ 214.8
Inventory - net	$ 395.8	$ 386.4
Inventory turns - TTM	4.0	4.2
Cash	$ 161.6	$ 185.6
Debt - Operations	$ 222.9	$ 273.8
Debt - Financial Services	$ 756.6	$ 710.3
Total debt	$ 979.5	$ 984.1
Net debt	$ 817.9	$ 798.5
Net debt to capital ratio	33.8 %	34.3 %

- Increased levels of finance and contract receivables reflect the continued growth of the company's on-book finance portfolio