SAMSONE THOMAS A Form 4 April 11, 2003 4 1 NYSE Jabil Circuit, Inc. 0000898293

# ="0" CELLPADDING="0" WIDTH="100%" BORDER="0" STYLE="BORDER-COLLAPSE:COLLAPSE" ALIGN="center"> Operations\* Financial Services (*Amounts in millions*) 2014 2013 2012 2014 2013 2012

Net sales

\$ 3,277.7 \$3,056.5 \$2,937.9 \$ \$

Cost of goods sold

(1,693.4) (1,583.6) (1,547.9)

#### Gross profit

1,584.3 1,472.9 1,390.0

#### Operating expenses

(1,048.7) (1,012.4) (980.3)

Operating earnings before financial services

Financial services revenue

214.9 181.0 161.3

Financial services expenses

(65.8) (55.3) (54.6)

Operating earnings from financial services

149.1 125.7 106.7

Operating	g earnings	5			
535.6	460.5	409.7	149.	1 125.	7 106.7
Interest e	expense				
(52.2)	(54.6)	(54.0)	(0.7)	(1.5)	(1.8)
Intersegn	nent intere	est incom	e (expens	e) net	
56.7	47.7	42.4	(56.7)	(47.7)	(42.4)
Other inc	come (exp	ense) n	et		
(0.8)	(4.0)	(0.4)	(0.1)	0.1	

Earnings before income taxes and equity earnings

539.3	449.6	397.7	91.6	76.6	62.5
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Income tax expense

(165.8) $(138.6)$ $(125.3)$ $(33.7)$ $(28.1)$	(165.8)	(138.6)	(125.3)	(33.7)	(28.1)	(22.9)
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Earnings before equity earnings

373.5 311.0 272.4 57.9 48.5 39.6

Financial services net earnings attributable to Snap-on

57.9 48.5 39.6

Equity earnings, net of tax

0.7 0.2 2.6

Net earnings

432.1 359.7 314.6 57.9 48.5 39.6

Net earnings attributable to noncontrolling interests

(10.2) (9.4) (8.5)

Net earnings attributable to Snap-on

\$421.9	\$350.3	\$306.1	\$57.9	\$48.5	\$39.6

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

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Supplemental Consolidating Data Supplemental Balance Sheet Information as of 2014 and 2013 year end is as follows:

	Ope	rations*		Financial Services		
(Amounts in millions)	2014		2013	2014		2013
ASSETS						
Current assets:						
Cash and cash equivalents	\$ 132.8	\$	214.4	\$ 0.1	\$	3.2
Intersegment receivables	16.0		15.3			
Trade and other accounts receivable net	550.5		531.1	0.3		0.5
Finance receivables net				402.4		374.6
Contract receivables net	7.6		7.0	66.9		61.4
Inventories net	475.5		434.4			
Deferred income tax assets	85.4		71.1	15.6		14.3
Prepaid expenses and other assets	125.5		88.1	0.9		1.3
Total current assets	1,393.3		1,361.4	486.2		455.3
Property and equipment net	403.4		390.9	1.1		1.6
Investment in Financial Services	218.9		193.7			
Deferred income tax assets	92.9		56.8	0.3		0.3
Intersegment long-term notes receivable	232.1		9.6			
Long-term finance receivables net				650.5		560.6
Long-term contract receivables net	12.8		12.0	229.2		205.1
Goodwill	810.7		838.8			
Other intangibles net	203.3		190.5			
Other assets	50.9		58.9	1.0		1.1
Total assets	\$ 3,418.3	\$	3,112.6	\$ 1,368.3	\$	1,224.0

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

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Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

Supplemental Consolidating Data Supplemental Balance Sheet Information (continued):

	Opera	tions*	Financial Services			
(Amounts in millions)	2014	2013	2014	2013		
LIABILITIES AND EQUITY						
Current liabilities:						
Notes payable and current maturities of						
long-term debt	\$ 56.6	\$ 13.1	\$	\$ 100.0		
Accounts payable	144.7	150.7	0.3	4.9		
Intersegment payables			16.0	15.3		
Accrued benefits	53.8	48.1				
Accrued compensation	95.2	91.9	4.0	3.6		
Franchisee deposits	65.8	59.4				
Other accrued liabilities	285.0	229.5	18.2	22.2		
Total current liabilities	701.1	592.7	38.5	146.0		
Long-term debt and intersegment long-term						
debt	150 6		1,094.8	868.5		
Deferred income tax liabilities	158.6	142.7	0.6	1.1		
Retiree health care benefits	42.5	41.7				
Pension liabilities	217.9	135.8	1.5.5	145		
Other long-term liabilities	72.9	69.3	15.5	14.7		
Total liabilities	1,193.0	982.2	1,149.4	1,030.3		
Total shareholders equity attributable to						
Snap-on Inc.	2,207.8	2,113.2	218.9	193.7		
Noncontrolling interests	17.5	17.2				
Total equity	2,225.3	2,130.4	218.9	193.7		
	_,	_,				
Total liabilities and equity	\$ 3,418.3	\$ 3,112.6	\$ 1,368.3	\$ 1,224.0		

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

#### Liquidity and Capital Resources

Snap-on s growth has historically been funded by a combination of cash provided by operating activities and debt financing. Snap-on believes that its cash from operations and collections of finance receivables, coupled with its sources of borrowings and available cash on hand, are sufficient to fund its currently anticipated requirements for payments of interest and dividends, new receivables originated by our financial services businesses, capital expenditures, working capital, restructuring activities, the funding of pension plans, and funding for share repurchases and acquisitions, as they arise. Due to Snap-on s credit rating over the years, external funds have been available at an acceptable cost. As of the close of business on February 6, 2015, Snap-on s long-term debt and commercial paper were rated, respectively, A3 and P-2 by Moody s Investors Service; A- and A-2 by Standard & Poor s; and A- and F2 by Fitch Ratings. Snap-on believes that its current credit arrangements are sound and that the strength of its balance sheet affords the company the financial flexibility to respond to both internal growth opportunities and those available through acquisitions. However, Snap-on cannot provide any assurances of the availability of future financing or the terms on which it might be available, or that its debt ratings may not decrease.

The following discussion focuses on information included in the accompanying Consolidated Balance Sheets.

As of 2014 year end, working capital (current assets less current liabilities) of \$1,139.9 million increased \$59.1 million from \$1,080.8 million as of 2013 year end.

The following represents the company s working capital position as of 2014 and 2013 year end:

(Amounts in millions)	2014	2013
Cash and cash equivalents	\$ 132.9	\$ 217.6
Trade and other accounts receivable net	550.8	531.6
Finance receivables net	402.4	374.6
Contract receivables net	74.5	68.4
Inventories net	475.5	434.4
Other current assets	222.5	169.6
Total current assets	1,858.6	1,796.2
Notes payable and current maturities of long-term debt	(56.6)	(113.1)
Accounts payable	(145.0)	(155.6)
Other current liabilities	(517.1)	(446.7)
Total current liabilities	(718.7)	(715.4)
Working capital	\$ 1,139.9	\$ 1,080.8

Cash and cash equivalents of \$132.9 million as of 2014 year end decreased \$84.7 million from 2013 year-end levels primarily as a result of the March 2014 repayment of \$100.0 million of 5.85% unsecured notes (the 2014 Notes ) at maturity. In addition to the repayment of the 2014 Notes, the net decrease in cash and cash equivalents also includes the impacts of (i) funding \$746.2 million of new finance receivables; (ii) dividend payments to shareholders of \$107.6 million; (iii) funding \$80.6 million of capital expenditures; (iv) repurchasing 680,000 shares of the company s common stock for \$79.3 million; and (v) the acquisition of Pro-Cut for a cash purchase price of \$41.3 million. These decreases in cash and cash equivalents were partially offset by (i) \$591.4 million of cash from collections of finance receivables; (ii) \$397.9 million of cash generated from operations; (iii) \$43.5 million of cash from a net increase in notes payable, primarily due to \$37.0 million of commercial paper borrowings; and (iv) \$33.0 million of cash proceeds from stock purchase and option plan exercises.

Of the \$132.9 million of cash and cash equivalents as of 2014 year end, \$121.9 million was held outside of the United States. Snap-on maintains non-U.S. funds in its foreign operations to (i) provide adequate working capital; (ii) satisfy various regulatory requirements; and/or (iii) take advantage of business expansion opportunities as they arise. The repatriation of cash from certain foreign subsidiaries could have adverse net tax consequences on the company should Snap-on be required to pay and record U.S. income taxes and foreign withholding taxes on such funds. Alternatively, the repatriation of cash from certain other foreign subsidiaries could result in favorable net tax consequences for the company. Snap-on periodically evaluates its cash held outside the United States and may pursue opportunities to repatriate certain foreign cash amounts to the extent that it does not incur unfavorable net tax consequences.

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Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

Trade and other accounts receivable net of \$550.8 million as of 2014 year end increased \$19.2 million from 2013 year-end levels; excluding \$24.4 million of currency translation impacts, trade and other accounts receivable net increased \$43.6 million, largely due to higher sales, including higher sales and receivables related to Pro-Cut. Days sales outstanding (trade and other accounts receivable net as of the respective period end, divided by the respective trailing 12 months sales, times 360 days) was 61 days at 2014 year end and 62 days at 2013 year end.

The current portions of net finance and contract receivables of \$476.9 million as of 2014 year end compared to \$443.0 million at 2013 year end. The long-term portions of net finance and contract receivables of \$892.5 million as of 2014 year end compared to \$777.7 million at 2013 year end. The combined \$148.7 million increase in net current and long-term finance and contract receivables over 2013 year-end levels is primarily due to continued growth of the company s financial services portfolio; excluding \$12.9 million of currency translation impacts, the combined increase for these receivables over 2013 year-end levels was \$161.6 million.

Inventories of \$475.5 million as of 2014 year end increased \$41.1 million from 2013 year-end levels; excluding \$23.9 million of currency translation impacts, inventories increased \$65.0 million primarily to support continued higher customer demand and new product introductions, as well as inventories related to Pro-Cut. As of 2014 and 2013 year end, inventory turns (trailing 12 months of cost of goods sold, divided by the average of the beginning and ending inventory balance for the trailing 12 months) were 3.7 turns and 3.8 turns, respectively. Inventories accounted for using the first-in, first-out (FIFO) method as of 2014 and 2013 year end approximated 58% and 60%, respectively, of total inventories. All other inventories are accounted for using the last-in, first-out (LIFO) method. The company s LIFO reserve as of both 2014 and 2013 year end was \$72.6 million.

Notes payable of \$56.6 million as of 2014 year end included \$37.0 million of commercial paper borrowings and \$19.6 million of other notes; there were no current maturities of long-term debt as of 2014 year end. Notes payable and current maturities of long-term debt of \$113.1 million as of 2013 year end included \$100.0 million of 2014 Notes and \$13.1 million of other notes; no commercial paper was outstanding as of 2013 year end. Snap-on repaid the 2014 Notes at maturity with available cash and commercial paper borrowings.

Average notes payable outstanding were \$45.4 million in 2014 and \$13.4 million in 2013. The weighted-average interest rate on notes payable was 5.42% in 2014 and 10.85% in 2013. As of 2014 and 2013 year end, the weighted-average interest rate on outstanding notes payable was 4.86% and 12.73%, respectively. The lower weighted-average interest rates in 2014 primarily reflect the impact of lower interest rates on commercial paper borrowings; no commercial paper was outstanding during 2013. The weighted-average interest rates in both years reflect local borrowings in emerging growth markets where interest rates are generally higher.

Accounts payable of \$145.0 million as of 2014 year end decreased \$10.6 million from 2013 year-end levels; excluding \$5.7 million of currency translation impacts, accounts payable decreased \$4.9 million primarily due to the timing of payments.

Other accrued liabilities of \$298.3 million as of 2014 year end increased \$54.6 million from prior-year levels primarily due to (i) an \$18.0 million increase in income and other tax accruals, including as a result of the timing of estimated income tax payments; (ii) \$12.7 million of higher accruals for in-transit inventories; (iii) a \$9.1 million increase in accruals for foreign currency forward contracts; (iv) a \$7.5 million increase in deferred subscription revenue; and (v) a \$2.5 million increase in accruals for exit and disposal activities. Excluding \$10.0 million of currency translation impacts, other accrued liabilities increased \$64.6 million from 2013 year-end levels.

Pension liabilities of \$217.9 million as of 2014 year end increased \$82.1 million from prior-year levels; excluding \$6.8 million of currency translation impacts, pension liabilities increased \$88.9 million primarily due to changes in actuarial assumptions, including a 100 bps decline in the company s worldwide weighted-average discount rate assumption (4.1% in 2014 compared to 5.1% in 2013) and increases in life expectancy assumptions. These pension liability increases were partially offset by higher-than-anticipated investment returns in 2014 on pension plan assets. See Note 11 to the Consolidated Financial Statements for further information on pension plans.

Long-term debt of \$862.7 million as of 2014 year end consisted of (i) \$150 million of unsecured 5.50% notes that mature in 2017; (ii) \$250 million of unsecured 4.25% notes that mature in 2018; (iii) \$200 million of unsecured 6.70% notes that mature in 2019; (iv) \$250 million of unsecured 6.125% notes that mature in 2021; and (v) \$12.7 million of other long-term debt, including fair value adjustments related to interest rate swaps.

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Snap-on has a five-year, \$700 million multi-currency revolving credit facility that terminates on September 27, 2018 (the Credit Facility ); no amounts were outstanding under the Credit Facility as of 2014 year end. Borrowings under the Credit Facility bear interest at varying rates based on Snap-on s then-current, long-term debt ratings. The Credit Facility s financial covenant requires that Snap-on maintain, as of each fiscal quarter end, either (i) a ratio not greater than 0.60 to 1.00 of consolidated net debt (consolidated debt net of certain cash adjustments) to the sum of such consolidated net debt plus total equity and less accumulated other comprehensive income or loss; or (ii) a ratio not greater than 3.50 to 1.00 of such consolidated net debt to earnings before interest, taxes, depreciation, amortization and certain other adjustments for the preceding four fiscal quarters then ended. As of 2014 year end, the company s actual ratios of 0.27 and 1.15, respectively, were both within the permitted ranges set forth in this financial covenant.

Snap-on s Credit Facility and other debt agreements also contain certain usual and customary borrowing, affirmative, negative and maintenance covenants. As of 2014 year end, Snap-on was in compliance with all covenants of its Credit Facility and other debt agreements.

Snap-on believes it has sufficient available cash and access to both committed and uncommitted credit facilities to cover its expected funding needs on both a short-term and long-term basis. Snap-on manages its aggregate short-term borrowings so as not to exceed its availability under the revolving Credit Facility. If the need were to arise, Snap-on believes that it could access short-term debt markets, predominantly through commercial paper issuances and existing lines of credit, to fund its short-term requirements and to ensure near-term liquidity. Snap-on regularly monitors the credit and financial markets and, in the future, may take advantage of what it believes are favorable market conditions to issue long-term debt to further improve its liquidity and capital resources. Near term liquidity requirements for Snap-on include payments of interest and dividends, funding to support new receivables originated by our financial services businesses, capital expenditures, working capital, restructuring activities, the funding of pension plans, and funding for share repurchases and acquisitions, as they arise. Snap-on intends to make contributions of \$7.1 million to its foreign pension plans and \$2.0 million to its domestic pension plans in 2015, as required by law. Depending on market and other conditions, Snap-on may make discretionary cash contributions to its pension plans in 2015.

Snap-on s long-term financing strategy is to maintain continuous access to the debt markets to accommodate its liquidity needs, including the potential use of commercial paper, additional fixed-term debt and/or securitizations.

The following discussion focuses on information included in the accompanying Consolidated Statements of Cash Flows.

#### **Operating Activities**

Net cash provided by operating activities of \$397.9 million in 2014 compared to \$392.6 million in 2013. The \$5.3 million increase in net cash provided by operating activities primarily reflects higher 2014 net earnings, partially offset by net changes in operating assets and liabilities, which included \$9.5 million of higher cash contributions to the company s pension plans. Snap-on made cash contributions to its pensions plans totaling \$44.8 million, \$35.3 million and \$87.5 million in 2014, 2013 and 2012, respectively.

Depreciation expense was \$54.8 million in 2014, \$51.2 million in 2013 and \$50.2 million in 2012. Amortization expense was \$24.7 million in 2014, \$25.5 million in 2013 and \$26.5 million in 2012. See Note 6 to the Consolidated Financial Statements for information on goodwill and other intangible assets.

#### Investing Activities

Net cash used by investing activities of \$273.2 million in 2014 included additions to, and collections of, finance receivables of \$746.2 million and \$591.4 million, respectively. Net cash used by investing activities of \$250.4 million in 2013 included additions to, and collections of, finance receivables of \$651.3 million and \$508.8 million, respectively. Net cash used by investing activities of \$173.1 million in 2012 included additions to, and collections of, finance receivables of \$651.3 million and \$508.8 million, respectively. Net cash used by investing activities of \$173.1 million in 2012 included additions to, and collections of, finance receivables of \$569.6 million and \$445.5 million, respectively, as well as \$27.0 million of proceeds from the sale of a non-strategic equity investment at book value. Finance receivables are comprised of extended-term installment payment contracts to both technicians and independent shop owners (i.e., franchisees customers) to enable them to purchase tools and diagnostic and equipment products on an extended-term payment plan, generally with expected average payment terms of three years.

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Capital expenditures in 2014, 2013 and 2012 totaled \$80.6 million, \$70.6 million and \$79.4 million, respectively. Capital expenditures in all three years included investments to support the company s execution of its Value Creation Processes and strategic growth initiatives. The company also invested in (i) new product, efficiency, safety and cost reduction initiatives to expand and improve its manufacturing capabilities worldwide; (ii) new production and machine tooling to enhance manufacturing operations, as well as ongoing replacements of manufacturing and distribution equipment, particularly in the United States; (iii) the ongoing replacement and enhancement of the company s global enterprise resource planning (ERP) management information systems; and (iv) improvements in the company s corporate headquarters and research and development facilities in Kenosha, Wisconsin. In 2012, the company also completed the construction of a fourth factory in Kunshan, China. Snap-on believes that its cash generated from operations, as well as its available cash on hand and funds available from its credit facilities will be sufficient to fund the company s capital expenditure requirements in 2015.

Net cash used by investing activities in 2014 also included \$41.3 million for the May 2014 acquisition of Pro-Cut. Net cash used by investing activities in 2013 included \$38.2 million for the May 2013 acquisition of Challenger. See Note 2 to the Consolidated Financial Statements for information on acquisitions.

#### Financing Activities

Net cash used by financing activities was \$206.9 million in 2014, \$137.8 million in 2013 and \$127.0 million in 2012. Net cash used by financing activities of \$206.9 million in 2014 included the \$100.0 million repayment of the 2014 Notes at maturity, partially offset by \$45.0 million of proceeds from a net increase in short-term borrowings.

Proceeds from stock purchase and option plan exercises totaled \$33.0 million in 2014, \$29.2 million in 2013 and \$46.8 million in 2012. Snap-on has undertaken stock repurchases from time to time to offset dilution created by shares issued for employee and franchisee stock purchase plans, stock options and other corporate purposes. In 2014, Snap-on repurchased 680,000 shares of its common stock for \$79.3 million under its previously announced share repurchase programs. As of 2014 year end, Snap-on had remaining availability to repurchase up to an additional \$210.9 million in common stock pursuant to its Board of Directors (the Board) authorizations. The purchase of Snap-on common stock is at the company s discretion, subject to prevailing financial and market conditions. Snap-on repurchased 926,000 shares of its common stock for \$82.6 million in 2013, and Snap-on repurchased 1,180,000 shares of its common stock for \$78.1 million in 2012. Snap-on believes that its cash generated from operations, available cash on hand, and funds available from its credit facilities, will be sufficient to fund the company s share repurchases, if any, in 2015.

Snap-on has paid consecutive quarterly cash dividends, without interruption or reduction, since 1939. Cash dividends paid in 2014, 2013 and 2012 totaled \$107.6 million, \$92.0 million and \$81.5 million, respectively. On November 6, 2014, the company announced that its Board increased the quarterly cash dividend by 20.5% to \$0.53 per share (\$2.12 per share per year). Quarterly dividends declared in 2014 were \$0.53 per share in the fourth quarter and \$0.44 per share in the first three quarters (\$1.85 per share for the year). Quarterly dividends declared in 2013 were \$0.44 per share in the fourth quarter and \$0.38 per share in the first three quarters (\$1.58 per share for the year). Quarterly dividends declared in 2012 were \$0.38 per share in the fourth quarter and \$0.34 per share in the first three quarters (\$1.40 per share for the year).

	2014	2013	2012
Cash dividends paid per common share	\$ 1.85	\$ 1.58	\$ 1.40
Cash dividends paid as a percent of prior-year retained earnings	4.6%	4.5%	4.4%

Snap-on believes that its cash generated from operations, available cash on hand and funds available from its credit facilities will be sufficient to pay dividends in 2015.

#### **Off-Balance-Sheet Arrangements**

Except as included below in the section labeled Contractual Obligations and Commitments and Note 15 to the Consolidated Financial Statements, the company had no off-balance-sheet arrangements as of 2014 year end.

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#### **Contractual Obligations and Commitments**

A summary of Snap-on s future contractual obligations and commitments as of 2014 year end are as follows:

(Amounts in millions) Contractual obligations:	Tota	al	2	015	2016	2017	2018	2019	20 and reafter
Notes payable	\$	56.6	\$	56.6	\$		\$		\$
Long-term debt	8	362.7				150.0		450.0	262.7
Interest on fixed rate debt	2	207.1		47.6		87.2		46.6	25.7
Operating leases		76.5		22.3		28.0		15.1	11.1
Capital leases		28.3		6.3		8.6		4.7	8.7
Purchase obligations		42.7		35.7		6.4		0.6	
Total	\$ 1,2	273.9	\$	168.5	\$	280.2	\$	517.0	\$ 308.2

Snap-on intends to make contributions of \$7.1 million to its foreign pension plans and \$2.0 million to its domestic pension plans in 2015, as required by law. Depending on market and other conditions, Snap-on may elect to make discretionary cash contributions to its pension plans in 2015. Snap-on has not presented estimated pension and postretirement funding contributions in the table above as the funding can vary from year to year based upon changes in the fair value of the plan assets and actuarial assumptions; see Notes 11 and 12 to the Consolidated Financial Statements for information on the company s benefit plans and payments.

Due to the uncertainty of the timing of settlements with taxing authorities, Snap-on is unable to make reasonably reliable estimates of the period of cash settlement of unrecognized tax benefits for its remaining uncertain tax liabilities. As a result, \$6.4 million of unrecognized tax benefits have been excluded from the table above; see Note 8 to the Consolidated Financial Statements for information on income taxes.

#### **Environmental Matters**

Snap-on is subject to various federal, state and local government requirements regulating the discharge of materials into the environment or otherwise relating to the protection of the environment. Snap-on s policy is to comply with these requirements and the company believes that, as a general matter, its policies, practices and procedures are properly designed to prevent unreasonable risk of environmental damage, and of resulting financial liability, in connection with its business. Some risk of environmental damage is, however, inherent in some of Snap-on s operations and products, as it is with other companies engaged in similar businesses.

Snap-on is and has been engaged in the handling, manufacture, use and disposal of many substances classified as hazardous or toxic by one or more regulatory agencies. Snap-on believes that, as a general matter, its handling, manufacture, use and disposal of these substances are in accordance with environmental laws and regulations. It is possible, however, that future knowledge or other developments, such as improved capability to detect substances in the environment or increasingly strict environmental laws and enforcement policies, could bring into question the company shandling, manufacture, use or disposal of these substances.

#### Affordable Care Act

The Affordable Care Act (the ACA ), which was adopted in 2010 and is being phased in over several years, significantly affects the provision of both health care services and benefits in the United States; the ACA may impact our cost of providing our employees and retirees with health insurance and/or benefits, and may also impact various other aspects of our business. The ACA did not have a material impact on our fiscal 2014, 2013 or 2012 financial results.

#### New Accounting Standards

See Note 1 to the Consolidated Financial Statements for information on new accounting standards.

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Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

#### **Critical Accounting Policies and Estimates**

The Consolidated Financial Statements and related notes contain information that is pertinent to management s discussion and analysis. The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP) requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. These estimates are generally based on historical experience, current conditions and on various other assumptions that are believed to be reasonable under the circumstances, the results of which form the basis for making judgments about the carrying values of assets and liabilities that are not readily available from other sources, as well as identifying and assessing our accounting treatment with respect to commitments and contingencies. Actual results could differ from those estimates.

In addition to the company s significant accounting policies described in Note 1 to the Consolidated Financial Statements, Snap-on considers the following policies and estimates to be the most critical in understanding the judgments that are involved in the preparation of the company s consolidated financial statements and the uncertainties that could impact the company s financial position, results of operations and cash flows.

Impairment of Goodwill and Other Indefinite-lived Intangible Assets: Goodwill and other indefinite-lived intangible assets are tested for impairment annually or more frequently if events or changes in circumstances indicate that the assets might be impaired. Annual impairment tests are performed by the company in the second quarter of each year.

Snap-on evaluates the recoverability of goodwill by estimating the future discounted cash flows of the businesses to which the goodwill relates. Estimated cash flows and related goodwill are grouped at the reporting unit level. The company has determined that its reporting units for testing goodwill impairment are its operating segments or components of an operating segment that constitute a business for which discrete financial information is available and for which segment management regularly reviews the operating results. Within its four reportable operating segments, the company has identified 11 reporting units.

Snap-on evaluates the recoverability of goodwill by utilizing an income approach that estimates the fair value of the future discounted cash flows of the reporting units to which the goodwill relates. The future projections, which are based on both past performance and the projections and assumptions used in the company s operating plans, are subject to change as a result of changing economic and competitive conditions. This approach reflects management s internal outlook at the reporting units, which management believes provides the best determination of value due to management s insight and experience with the reporting unit. Significant estimates used by management in the discounted cash flows methodology include estimates of future cash flows based on expected growth rates, price increases, working capital levels, expected benefits from RCI initiatives, and a weighted-average cost of capital that reflects the specific risk profile of the reporting unit being tested. The company s methodologies for valuing goodwill are applied consistently on a year-over-year basis; the assumptions used in performing the second quarter 2014 impairment calculations were evaluated in light of then-current market and business conditions. Snap-on continues to believe that the future discounted cash flows and replicates how market participants would value the company s reporting units in an orderly transaction.

In the event the fair value of a reporting unit is less than the carrying value, including goodwill, the company would then perform an additional assessment that would compare the implied fair value of goodwill with the carrying amount of goodwill. The determination of implied fair value of goodwill would require management to compare the estimated fair value of the reporting unit to the estimated fair value of the assets and liabilities of the reporting unit; if necessary, the company may consult with valuation specialists to assist with the assessment of the estimated fair value of the assets and liabilities of the reporting unit. If the implied fair value of the goodwill is less than the carrying value, an impairment loss would be recorded.

Snap-on also evaluates the recoverability of its indefinite-lived trademarks by utilizing an income approach that estimates the fair value of the future discounted cash flows of each of its trademarks. The future projections, which are based on both past performance and the projections and assumptions used in the company s operating plans, are subject to change as a result of changing economic and competitive conditions. Significant estimates used by management in the discounted cash flows methodology include estimates of future cash flows based on expected growth and royalty rates, expected synergies, and a weighted-average cost of capital that reflects the specific risk profile of the trademark being tested. The company s methodologies for valuing trademarks are applied consistently on a year-over-year basis; the

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assumptions used in performing the second quarter 2014 impairment calculations were evaluated in light of then-current market and business conditions. Snap-on continues to believe that the future discounted cash flow valuation model provides the most reasonable and meaningful fair value estimate based upon the trademarks projected future cash flows and replicates how market participants would value the company s trademarks in an orderly transaction.

Inherent in fair value determinations are significant judgments and estimates, including material assumptions about future revenue, profitability and cash flows, the company s operational plans and its interpretation of current economic indicators. Should the operations of the businesses with which goodwill or other indefinite-lived intangible assets are associated incur significant declines in profitability and cash flow due to significant and long-term deterioration in macroeconomic, industry and market conditions, the loss of key customers, changes in technology or markets, significant changes in key personnel or litigation, a significant and sustained decrease in share price and/or other events, including effects from the sale or disposal of a reporting unit, some or all of the recorded goodwill or other indefinite-lived intangible assets could be subject to impairment and could result in a material adverse effect on Snap-on s financial position or results of operations.

Snap-on completed its annual impairment testing of goodwill and other indefinite-lived intangible assets in the second quarter of 2014, the results of which did not result in any impairment. As of 2014 year end, the company has no accumulated impairment losses. Although the company consistently uses the same methods in developing the assumptions and estimates underlying the fair value calculations, such estimates are uncertain by nature and can vary from actual results. In performing its annual impairment testing the company performed a sensitivity analysis on the material assumptions used in the discounted cash flow valuation models for each of its 11 reporting units. Based on the company s second quarter 2014 impairment testing and assuming a hypothetical 10% decrease in the estimated fair values of each of its 11 reporting units, the hypothetical fair value of each of the company s 11 reporting units would have been greater than its carrying value. See Note 6 to the Consolidated Financial Statements for further information about goodwill and other intangible assets.

*Impairment of Long-lived and Amortized Intangible Assets:* Snap-on performs impairment evaluations of its long-lived assets, including property, plant and equipment and intangible assets with finite lives, whenever business conditions or events indicate that those assets may be impaired. When the estimated future undiscounted cash flows to be generated by the assets are less than the carrying value of the long-lived assets, the assets are written down to fair market value and a charge is recorded to current operations.

Significant and unanticipated changes in circumstances, such as significant declines in profitability and cash flow due to significant and long-term deterioration in macroeconomic, industry and market conditions, the loss of key customers, changes in technology or markets and/or other events, including effects from the sale or disposal of a reporting unit, could require a provision for impairment in a future period.

*Excess and Obsolete Inventory:* Snap-on records allowances for excess and obsolete inventory based on historical and estimated future demand and market conditions. Allowances for raw materials are largely based on an analysis of raw material age and actual physical inspection of raw material for fitness for use. As part of evaluating the adequacy of allowances for work-in-progress and finished goods, management reviews individual product stock-keeping units (SKUs) by product category and product life cycle. Cost adjustments for each product category/product life-cycle state are generally established and maintained based on a combination of historical experience, forecasted sales and promotions, technological obsolescence, inventory age and other actual known conditions and circumstances. Should actual product marketability and raw material fitness for use be affected by conditions that are different from management estimates, further adjustments to inventory allowances may be required.

*Pension Benefits:* The pension benefit obligation and related pension expense are calculated in accordance with U.S. GAAP and are impacted by certain actuarial assumptions. Changes in these assumptions are primarily influenced by factors outside of Snap-on s control and can have a significant effect on the amounts reported in the financial statements. Snap-on believes that the two most critical assumptions are (i) the expected return on plan assets; and (ii) the assumed discount rate.

Pension expense increases as the expected rate of return on plan assets decreases. Lowering the expected rate of return assumption for Snap-on s domestic pension plan assets by 50 bps would have increased Snap-on s 2014 domestic pension expense by approximately \$4.2 million. Snap-on uses a three-year, market-related value asset method of amortizing the difference between actual and expected returns on its domestic plans assets.

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Management s Discussion and Analysis of Financial Condition and Results of Operations (continued)

The objective of Snap-on s discount rate assumption is to reflect the rate at which the pension benefits could be effectively settled. In making this determination, the company takes into account the timing and amount of benefits that would be available under the plans. The domestic discount rate as of 2014 and 2013 year end was selected based on a cash flow matching methodology developed by the company s outside actuaries and which incorporates a review of current economic conditions. This methodology matches the plans yearly projected benefit cash flows to those of hypothetical bond portfolios using high-quality, AA rated or better, corporate bonds from either Moody s Investors Service or Standard & Poor s credit rating agencies available at the measurement date. This technique calculates bond portfolios that produce adequate cash flows to pay the plans projected yearly benefits and then selects the portfolio with the highest yield and uses that yield as the recommended discount rate.

The selection of the 4.2% weighted-average discount rate for Snap-on s domestic pension plans as of 2014 year end represents the single rate that produces the same present value of cash flows as the estimated benefit plan payments. Lowering Snap-on s domestic discount rate assumption by 50 bps would have increased Snap-on s 2014 domestic pension expense and projected benefit obligation by approximately \$6.0 million and \$63.4 million, respectively. As of 2014 year end, Snap-on s domestic projected benefit obligation comprised approximately 82% of Snap-on s worldwide projected benefit obligation. The weighted-average discount rate for Snap-on s foreign pension plans of 3.3% represents the single rate that produces the same present value of cash flows as the estimated benefit plan payments. Lowering Snap-on s foreign discount rate assumption by 50 bps would have increased Snap-on s 2014 foreign pension expense and projected benefit obligation by approximately \$1.9 million and \$22.7 million, respectively.

Actuarial gains and losses in excess of 10 percent of the greater of the projected benefit obligation or market-related value of assets are amortized on a straight-line basis over the average remaining service period of active participants or over the average remaining life expectancy for plans with primarily inactive participants. Prior service costs and credits resulting from plan amendments are amortized in equal annual amounts over the average remaining service period of active participants or over the average remaining life expectancy for plans with primarily inactive period of active participants or over the average remaining life expectancy for plans with primarily inactive participants. See Note 11 to the Consolidated Financial Statements for further information on pension plans.

*Income Taxes:* Snap-on records deferred income tax assets and liabilities for differences between the book basis and tax basis of the related net assets. Snap-on records a valuation allowance, when appropriate, to reduce its deferred tax assets if it is more-likely-than-not that some portion or all of the deferred tax assets will not be realized. While the company has considered future taxable income and ongoing prudent and feasible tax strategies in assessing the need for the valuation allowance, if these estimates and assumptions change in the future, the company may be required to adjust its valuation allowance. This could result in a charge to, or an increase in, income in the period such determination is made.

In addition, the company operates within multiple taxing jurisdictions and is subject to audit in these jurisdictions. The company records accruals for the estimated outcomes of these audits and the accruals may change in the future due to new developments in each matter. See Note 8 to the Consolidated Financial Statements for further information on income taxes.

#### <u>Outlook</u>

In 2015, Snap-on expects to make continued progress along its defined runways for coherent growth, leveraging capabilities already demonstrated in the automotive repair arena and developing and expanding its professional customer base, not only in automotive repair, but in adjacent markets, additional geographies and other areas, including in critical industries, where the cost and penalties for failure can be high. Through continued deployment of its Snap-on Value Creation Processes, Snap-on also anticipates making further progress in 2015 in the areas of safety, quality, customer connection, innovation and rapid continuous improvement. In pursuit of these initiatives, Snap-on expects that capital expenditures in 2015 will be in a range of \$80 million to \$90 million. Snap-on also anticipates that its full year 2015 effective income tax rate will be at or below its 2014 full year rate.

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#### Item 7A: Quantitative and Qualitative Disclosures About Market Risk

#### Market, Credit and Economic Risks

Market risk is the potential economic loss that may result from adverse changes in the fair value of financial instruments. Snap-on is exposed to market risk from changes in foreign currency exchange rates and interest rates. Snap-on is also exposed to market risk associated with the stock-based portion of its deferred compensation plans. Snap-on monitors its exposure to these risks and attempts to manage the underlying economic exposures through the use of financial instruments such as foreign currency forward contracts, interest rate swap agreements, treasury lock agreements and prepaid equity forward agreements ( equity forwards ). Snap-on does not use derivative instruments for speculative or trading purposes. Snap-on s broad-based business activities help to reduce the impact that volatility in any particular area or related areas may have on its operating earnings as a whole. Snap-on s management takes an active role in the risk management process and has developed policies and procedures that require specific administrative and business functions to assist in the identification, assessment and control of various risks.

#### **Foreign Currency Risk Management**

Snap-on has significant international operations and is subject to certain risks inherent with foreign operations that include currency fluctuations. Foreign exchange risk exists to the extent that Snap-on has payment obligations or receipts denominated in currencies other than the functional currency, including intercompany loans denominated in foreign currencies. To manage these exposures, Snap-on identifies naturally offsetting positions and then purchases hedging instruments to protect the residual net exposures. See Note 10 to the Consolidated Financial Statements for information on foreign currency risk management.

#### **Interest Rate Risk Management**

Snap-on aims to control funding costs by managing the exposure created by the differing maturities and interest rate structures of Snap-on s borrowings through the use of interest rate swap agreements. Treasury lock agreements are used from time to time to manage potential changes in interest rates in anticipation of the issuance or sale of certain financial instruments. See Note 10 to the Consolidated Financial Statements for information on interest rate risk management.

Snap-on utilizes a Value-at-Risk (VAR) model to determine the potential one-day loss in the fair value of its interest rate and foreign exchange-sensitive financial instruments from adverse changes in market factors. The VAR model estimates were made assuming normal market conditions and a 95% confidence level. Snap-on s computations are based on the inter-relationships among movements in various currencies and interest rates (variance/co-variance technique). These inter-relationships were determined by observing interest rate and foreign currency market changes over the preceding quarter.

The estimated maximum potential one-day loss in fair value, calculated using the VAR model, as of 2014 and 2013 year end was \$1.2 million and \$1.0 million, respectively, on interest rate-sensitive financial instruments, and \$0.4 million and \$0.5 million, respectively, on foreign currency-sensitive financial instruments. The VAR model is a risk management tool and does not purport to represent actual losses in fair value that will be incurred by Snap-on, nor does it consider the potential effect of favorable changes in market factors.

#### Stock-based Deferred Compensation Risk Management

Snap-on aims to manage market risk associated with the stock-based portion of its deferred compensation plans through the use of equity forwards. Equity forwards are used to aid in offsetting the potential mark-to-market effect on stock-based deferred compensation from changes in Snap-on s stock price. Since stock-based deferred compensation liabilities increase as the company s stock price rises and decrease as the company s stock price declines, the equity forwards are intended to mitigate the potential impact on compensation expense that may result from such mark-to-market changes. See Note 10 to the Consolidated Financial Statements for additional information on stock-based deferred compensation risk management.

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#### **Credit Risk**

Credit risk is the possibility of loss from a customer s failure to make payments according to contract terms. Prior to extending credit, each customer is evaluated, taking into consideration the customer s financial condition, collateral, debt-servicing ability, past payment experience, credit bureau information, and other financial and qualitative factors that may affect the customer s ability to repay. Credit risk is also monitored regularly through the use of internal proprietary, custom scoring models used to evaluate each transaction at the time of the application for credit and by periodically updating those credit scores for ongoing monitoring purposes. Snap-on evaluates credit quality through the use of an internal proprietary measuring system that provides a framework to analyze finance and contract receivables on the basis of risk factors of the individual obligor as well as transaction specific risk. The finance and contract receivables are typically monitored through an asset quality review process that closely monitors past due accounts and initiates a progressive collection action process when appropriate.

#### **Counterparty Risk**

Snap-on is exposed to credit losses in the event of non-performance by the counterparties to its various financial agreements, including its foreign currency forward contracts, interest rate swap agreements and prepaid equity forward agreements. Snap-on does not obtain collateral or other security to support financial instruments subject to credit risk, but monitors the credit standing of the counterparties and generally enters into agreements with financial institution counterparties with a credit rating of A- or better. Snap-on does not anticipate non-performance by its counterparties, but cannot provide assurances.

#### **Economic Risk**

Economic risk is the possibility of loss resulting from economic instability in certain areas of the world. Snap-on continually monitors its exposure in these markets. Inflation has not had a significant impact on the company.

As a result of the above market, credit and economic risks, net earnings and revenues in any particular period may not be representative of full-year results and may vary significantly from year to year.

#### **Commodity Risk**

Snap-on is a purchaser of certain commodities such as steel, natural gas and electricity. The company is also a purchaser of components and parts that are integrated into the company s end products, as well as the purchaser of certain finished goods, all of which may contain various commodities including steel, aluminum and others. Snap-on s supply of raw materials and purchased components are generally and readily available from numerous suppliers.

The principal raw material used in the manufacture of the company s products is steel, which the company purchases in competitive, price-sensitive markets. To meet Snap-on s high quality standards, the company s steel needs range from specialized alloys, which are available only from a limited group of approved suppliers, to commodity types of alloys. These raw materials have historically exhibited price and demand cyclicality. Some of these materials have been, and in the future may be, in short supply, particularly in the event of a general economic recovery, mill shutdowns or production cut backs. As some steel alloys require specialized manufacturing procedures, Snap-on could experience inventory shortages if it were required to use an alternative manufacturer on short notice. Additionally, unexpected price increases for raw materials could result in higher prices to Snap-on s customers or an erosion of the margins on its products.

Snap-on believes its ability to sell product is also dependent on the number of vehicles on the road, the number of miles driven and the general aging of vehicles. These factors affect the frequency, type and amount of service and repair performed on vehicles by technicians, and therefore affect the demand for the number of technicians, the prosperity of the technicians and, subsequently, the demand technicians have for the company s tools, other products and services, and the value technicians place on those products and services. To the extent that the prices of gasoline and other petroleum-based fuels increase, as they have at times in recent years, consumers may turn to other methods of transportation, including more frequent use of public transportation, which could result in a decrease in the use of privately operated vehicles. A decrease in the use of privately operated vehicles may lead to fewer repairs and less demand for the company s products.

To the extent that commodity prices increase and the company does not have firm pricing agreements with its suppliers, the company may experience margin declines to the extent that it is not able to increase the selling prices of its products.

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#### **Item 8: Financial Statements and Supplementary Data**

The financial statements and schedules are listed on page 59 and are incorporated by reference into this Item 8.

#### Item 9: Changes in and Disagreements With Accountants on Accounting and Financial Disclosure

None.

#### Item 9A: Controls and Procedures

#### **Evaluation of Disclosure Controls and Procedures**

Snap-on maintains a system of disclosure controls and procedures that is designed to provide reasonable assurance that material information relating to the company and its consolidated subsidiaries is timely communicated to the officers who certify Snap-on s financial reports and to other members of senior management and the Board, as appropriate.

In accordance with Rule 13a-15(b) of the Securities Exchange Act of 1934 (the Exchange Act ), the company s management evaluated, with the participation of the Chief Executive Officer and Chief Financial Officer, the effectiveness of the design and operation of the company s disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) under the Exchange Act) as of January 3, 2015. Based upon their evaluation of these disclosure controls and procedures, the Chief Executive Officer and Chief Financial Officer concluded that the disclosure controls and procedures were effective as of January 3, 2015, to ensure that information required to be disclosed by the company in the reports it files or submits under the Exchange Act is recorded, processed, summarized and reported, within the time period specified in the Securities and Exchange Commission rules and forms, and to ensure that information required to be disclosed by the company in the reports it files or submits under the Exchange Act is accumulated and communicated to the company s management, including its principal executive and principal financial officers, or persons performing similar functions, as appropriate, to allow timely decisions regarding required disclosure.

#### **Changes in Internal Control**

There has not been any change in the company s internal control over financial reporting during the quarter ended January 3, 2015, that has materially affected, or is reasonably likely to materially affect, the company s internal control over financial reporting (as such term is defined in Exchange Act Rules 13a-15(f) and 15d-15(f)).

#### Management s Report on Internal Control over Financial Reporting

Our management is responsible for establishing and maintaining adequate internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f) under the Securities Exchange Act of 1934, as amended). Under the supervision and with the participation of our management, including our Chief Executive Officer and Chief Financial Officer, we evaluated the effectiveness of our internal control over financial reporting based on the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission in *Internal Control Integrated Framework (2013)*. Based on this assessment, the company s management believes that, as of January 3, 2015, our internal control over financial reporting was effective at a reasonable assurance level. The company s internal control over financial reporting as of January 3, 2015, has been audited by Deloitte & Touche LLP, an independent registered public accounting firm, as stated in their attestation report, which is included herein.

Our management, including the Chief Executive Officer and Chief Financial Officer, does not expect that our internal control over financial reporting will prevent all error or fraud. Because of inherent limitations, a system of internal control over financial reporting can provide only reasonable assurance and may not prevent or detect misstatements. Further, because of changes in conditions, the effectiveness of internal control over financial reporting may vary over time.

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#### REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Shareholders of

Snap-on Incorporated:

We have audited the internal control over financial reporting of Snap-on Incorporated and subsidiaries (the Company ) as of January 3, 2015, based on criteria established in *Internal Control Integrated Framework (2013)* issued by the Committee of Sponsoring Organizations of the Treadway Commission. The Company s management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting, included in the accompanying Management s Report on Internal Control over Financial Reporting. Our responsibility is to express an opinion on the Company s internal control over financial reporting based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audit included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, testing and evaluating the design and operating effectiveness of internal control based on the assessed risk, and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

A company s internal control over financial reporting is a process designed by, or under the supervision of, the company s principal executive and principal financial officers, or persons performing similar functions, and effected by the company s board of directors, management, and other personnel to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company s internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company s assets that could have a material effect on the financial statements.

Because of the inherent limitations of internal control over financial reporting, including the possibility of collusion or improper management override of controls, material misstatements due to error or fraud may not be prevented or detected on a timely basis. Also, projections of any evaluation of the effectiveness of the internal control over financial reporting to future periods are subject to the risk that the controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

In our opinion, the Company maintained, in all material respects, effective internal control over financial reporting as of January 3, 2015, based on the criteria established in *Internal Control* Integrated Framework (2013) issued by the Committee of Sponsoring Organizations of the Treadway Commission.

We have also audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated financial statements of the Company as of and for the year ended January 3, 2015, and our report dated February 12, 2015, expressed an unqualified opinion on those financial statements.

/s/ Deloitte & Touche LLP DELOITTE & TOUCHE LLP Milwaukee, Wisconsin February 12, 2015

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#### **Item 9B: Other Information**

None.

## PART III

### Item 10: Directors, Executive Officers and Corporate Governance

Incorporated by reference to sections entitled Item 1: Election of Directors, Corporate Governance Practices and Board Information and Other Information in Snap-on s 2015 Annual Meeting Proxy Statement, which is expected to be mailed to shareholders on or about March 12, 2015 (the 2015 Proxy Statement ).

The Section 16(a) filing compliance disclosure pursuant to Item 405 of Regulation S-K is contained in Snap-on s 2015 Proxy Statement in the section entitled Other Information Section 16(a) Beneficial Ownership Reporting Compliance, and is incorporated herein by reference.

Information regarding Snap-on s executive officers, including their ages, business experience (for at least the last five years) and titles as of January 3, 2015, is presented below:

*Nicholas T. Pinchuk* (68) Chairman of the Board of Directors since 2009, President and Chief Executive Officer since December 2007 and President and Chief Operating Officer from April to December 2007. Senior Vice President and President Worldwide Commercial & Industrial Group from 2002 to 2007. Prior to joining Snap-on, Mr. Pinchuk held various positions, including President of Global Refrigeration Operations and President of Asia Pacific Operations, at Carrier Corporation, a producer of air conditioning, heating and refrigeration systems, and a subsidiary of United Technologies Corporation. Mr. Pinchuk serves on the board of directors of Columbus McKinnon Corporation.

*Aldo J. Pagliari* (60) Senior Vice President Finance and Chief Financial Officer since 2010. President Snap-on Equipment from 2007 to 2010, and Group Controller / Director of Finance Commercial & Industrial Group from 2002 to 2007.

Iain Boyd (52) Vice President Human Resources since 2007.

Constance R. Johnsen (57) Vice President and Controller since 2003.

*Thomas L. Kassouf* (62) Senior Vice President and President Snap-on Tools Group since 2010. Senior Vice President and President Commercial Division from 2007 to 2010.

Jeanne M. Moreno (60) Vice President and Chief Information Officer since 2005.

Irwin M. Shur (56) Vice President, General Counsel and Secretary since 2008.

*Thomas J. Ward* (62) Senior Vice President and President Repair Systems & Information Group since 2010. Senior Vice President and President Snap-on Tools Group from 2007 to 2010.

There is no family relationship among the executive officers and there has been no involvement in legal proceedings during the past ten years that would be material to the evaluation of the ability or integrity of any of the executive officers. Executive officers may be elected by the Board or appointed by the Chief Executive Officer at the regular meeting of the Board that follows the Annual Shareholders Meeting, which is ordinarily held in April each year, and at such other times as new positions are created or vacancies must be filled.

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#### Code of Ethics and Website Disclosure

Snap-on has adopted a written code of ethics that applies to its Chief Executive Officer, Chief Financial Officer, Vice President and Controller, and all other financial officers and executives performing similar functions. Snap-on has posted a copy of the code of ethics in the Investors/Corporate Governance section on the company s website a<u>t www.snapon.com</u>. Snap-on will also post any amendments to these documents, or information about any waivers granted to directors or executive officers with respect to the Code of Business Conduct and Ethics, on the company s website a<u>t www.snapon.com</u>.

Snap-on intends to satisfy the disclosure requirements under Item 10 of Form 8-K regarding amendments to, or waivers from, the code of ethics by posting such information in the Investors section of its corporate website <u>at www.snapon.c</u>om.

#### **Item 11: Executive Compensation**

The information required by Item 11 is contained in Snap-on s 2015 Proxy Statement in the sections entitled Executive Compensation, Board Compensation, Compensation Committee Report, and Other Information and is incorporated herein by reference.

#### Item 12: Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters

The information required by Item 12 is contained in Snap-on s 2015 Proxy Statement in the sections entitled Executive Compensation, Security Ownership of Certain Beneficial Owners and Management, Other Information and Item 3: Approval of the Amendment to, and Restatement of, the Snap-on Incorporated 2011 Incentive Stock and Awards Plan, and is incorporated herein by reference.

#### Item 13: Certain Relationships and Related Transactions, and Director Independence

Incorporated by reference to the sections entitled Corporate Governance Practices and Board Information Board Information and Other Information Transactions with the Company in Snap-on s 2015 Proxy Statement.

### **Item 14: Principal Accounting Fees and Services**

Incorporated by reference to the section entitled Deloitte & Touche LLP Fee Disclosure in Snap-on s 2015 Proxy Statement.

#### PART IV

Item 15: Exhibits, Financial Statement Schedules

Item 15(a): Documents Filed as Part of This Report:

#### 1. List of Financial Statements

Unless otherwise indicated, references to fiscal 2014 or 2014 refer to the fiscal year ended January 3, 2015; references to fiscal 2013 or 2013 refer to the fiscal year ended December 28, 2013; and references to fiscal 2012 or 2012 refer to the fiscal year ended December 29, 2012. References to 2014, 2013 and 2012 year end refer to January 3, 2015, December 28, 2013, and December 29, 2012, respectively.

The following consolidated financial statements of Snap-on and the Report of Independent Registered Public Accounting Firm thereon, are filed as part of this report:

Report of Independent Registered Public Accounting Firm.

Consolidated Statements of Earnings for the 2014, 2013 and 2012 fiscal years.

Consolidated Statements of Comprehensive Income for the 2014, 2013 and 2012 fiscal years.

Consolidated Balance Sheets as of 2014 and 2013 year end.

Consolidated Statements of Equity for the 2014, 2013 and 2012 fiscal years.

Consolidated Statements of Cash Flows for the 2014, 2013 and 2012 fiscal years.

Notes to Consolidated Financial Statements. 2. Financial Statement Schedules

All schedules are omitted because they are not applicable, or the required information is included in the consolidated financial statements or notes thereto.

## 3. List of Exhibits

The exhibits filed with or incorporated by reference in this report are as specified in the exhibit index included herein.

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### REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Shareholders of

Snap-on Incorporated:

We have audited the accompanying consolidated balance sheets of Snap-on Incorporated and subsidiaries (the Company ) as of January 3, 2015, and December 28, 2013, and the related consolidated statements of earnings, comprehensive income, equity, and cash flows for each of the three years in the period ended January 3, 2015. These financial statements are the responsibility of the Company s management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, such consolidated financial statements present fairly, in all material respects, the financial position of Snap-on Incorporated and subsidiaries as of January 3, 2015, and December 28, 2013, and the results of their operations and their cash flows for each of the three years in the period ended January 3, 2015, in conformity with accounting principles generally accepted in the United States of America.

We have also audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the Company s internal control over financial reporting as of January 3, 2015, based on the criteria established in *Internal Control Integrated Framework* (2013) issued by the Committee of Sponsoring Organizations of the Treadway Commission and our report dated February 12, 2015 expressed an unqualified opinion on the Company s internal control over financial reporting.

/s/ Deloitte & Touche LLP DELOITTE & TOUCHE LLP

Milwaukee, Wisconsin

February 12, 2015

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**Consolidated Statements of Earnings** 

(Amounts in millions, except per share data)	2014	2013	2012
Net sales	\$ 3,277.7	\$ 3,056.5	\$ 2,937.9
Cost of goods sold	(1,693.4)	(1,583.6)	(1,547.9)
Gross profit	1,584.3	1,472.9	1,390.0
Operating expenses	(1,048.7)	(1,012.4)	(980.3)
Operating earnings before financial services	535.6	460.5	409.7
Financial services revenue	214.9	181.0	161.3
Financial services expenses	(65.8)	(55.3)	(54.6)
Operating earnings from financial services	149.1	125.7	106.7
Operating earnings	684.7	586.2	516.4
Interest expense	(52.9)	(56.1)	(55.8)
Other income (expense) net	(0.9)	(3.9)	(0.4)
Earnings before income taxes and equity earnings	630.9	526.2	460.2
Income tax expense	(199.5)	(166.7)	(148.2)
Earnings before equity earnings	431.4	359.5	312.0
Equity earnings, net of tax	0.7	0.2	2.6
Net earnings	432.1	359.7	314.6
Net earnings attributable to noncontrolling interests	(10.2)	(9.4)	(8.5)
Net earnings attributable to Snap-on Incorporated	\$ 421.9	\$ 350.3	\$ 306.1
Net earnings per share attributable to Snap-on Incorporated:			
Basic	\$ 7.26	\$ 6.02	\$ 5.26
Diluted	7.14	5.93	5.20
Weighted-average shares outstanding:			
Basic	58.1	58.2	58.2
Effect of dilutive securities	1.0	0.9	0.7
Diluted	59.1	59.1	58.9

See Notes to Consolidated Financial Statements.

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**Consolidated Statements of Comprehensive Income** 

(Amounts in millions)	2014	2013	2012
Comprehensive income (loss):			
Net earnings	\$ 432.1	\$ 359.7	\$ 314.6
Other comprehensive income (loss):			
Foreign currency translation*	(128.8)	(8.6)	35.0
Unrealized cash flow hedges, net of tax:			
Reclassification of cash flow hedges to net earnings	(0.3)	(0.4)	(0.4)
Defined benefit pension and postretirement plans:			
Net prior service costs and credits and unrecognized gain (loss)	(136.1)	100.2	(19.9)
Income tax benefit (expense)	47.9	(37.3)	7.9
Net of tax	(88.2)	62.9	(12.0)
Realized settlement loss			6.8
Income tax benefit			(1.7)
Net of tax			5.1
Amortization of net prior service costs and credits and unrecognized loss included in net periodic benefit cost	22.0	40.7	42.6
Included in het periodic benefit cost Income tax benefit	(8.1)	(15.2)	(19.9)
income tax benefit	(0.1)	(13.2)	(19.9)
Net of tax	13.9	25.5	22.7
Total comprehensive income	228.7	439.1	365.0
Comprehensive income attributable to noncontrolling interests	(10.2)	(9.4)	(8.5)
Comprehensive income attributable to Snap-on Incorporated	\$ 218.5	\$ 429.7	\$ 356.5

\* There was no sale or liquidation of any foreign entity; therefore, there is no reclassification adjustment for any period presented. See Notes to Consolidated Financial Statements.

# **Consolidated Balance Sheets**

	Fiscal Ye	Year End		
(Amounts in millions, except share data)	2014	2013		
ASSETS				
Current assets:				
Cash and cash equivalents	\$ 132.9	\$ 217.6		
Trade and other accounts receivable net	550.8	531.6		
Finance receivables net	402.4	374.6		
Contract receivables net	74.5	68.4		
Inventories net	475.5	434.4		
Deferred income tax assets	101.0	85.4		
Prepaid expenses and other assets	121.5	84.2		
Total current assets	1,858.6	1,796.2		
Property and equipment net	404.5	392.5		
Deferred income tax assets	93.2	57.1		
Long-term finance receivables net	650.5	560.6		
Long-term contract receivables net	242.0	217.1		
Goodwill	810.7	838.8		
Other intangibles net	203.3	190.5		
Other assets	47.3	57.2		
Total assets	\$ 4,310.1	\$ 4,110.0		
LIABILITIES AND EQUITY				
Current liabilities:				
Notes payable and current maturities of long-term debt	\$ 56.6	\$ 113.1		
Accounts payable	145.0	155.6		
Accrued benefits	53.8	48.1		
Accrued compensation	99.2	95.5		
Franchisee deposits	65.8	59.4		
Other accrued liabilities	298.3	243.7		
Total current liabilities	718.7	715.4		
Long-term debt	862.7	858.9		
Deferred income tax liabilities	159.2	143.8		
Retiree health care benefits	42.5	41.7		
Pension liabilities	217.9	135.8		
Other long-term liabilities	83.8	84.0		
Total liabilities	2,084.8	1,979.6		

Commitments and contingencies (Note 15)

Equity

Shareholders equity attributable to Snap-on Incorporated:		
Preferred stock (authorized 15,000,000 shares of \$1 par value; none outstanding)		
Common stock (authorized 250,000,000 shares of \$1 par value; issued 67,383,127 and 67,371,679	<i>c</i> <b>-</b> <i>i</i>	
shares, respectively)	67.4	67.4
Additional paid-in capital	254.7	225.1
Retained earnings	2,637.2	2,324.1
Accumulated other comprehensive loss	(248.2)	(44.8)
Treasury stock at cost (9,269,680 and 9,255,903 shares, respectively)	(503.3)	(458.6)
Total shareholders equity attributable to Snap-on Incorporated	2,207.8	2,113.2
Noncontrolling interests	17.5	17.2
Total equity	2,225.3	2,130.4
Total liabilities and equity	\$ 4,310.1	\$ 4,110.0

See Notes to Consolidated Financial Statements.

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# **Consolidated Statements of Equity**

	Co	mmon	:	Paid-in		cumulated Other	Т	reasury	Nonco	ontrolling	
					Retained	prehensive					
(Amounts in millions, except share data)	S	tock		Capital	Earnings	ome (Loss)		Stock	Int	erests	Total Equity
· · · · · · · · · · · · · · · · · · ·				1	ç						1 2
Balance at December 31, 2011	\$	67.3	\$	181.4	\$ 1,843.7	\$ (174.6)	\$	(386.9)	\$	16.4	\$ 1,547.3
Net earnings for 2012					306.1					8.5	314.6
Other comprehensive income						50.4					50.4
Cash dividends \$1.40 per share					(81.5)						(81.5)
Dividend reinvestment plan and other		0.1		1.3	(1.3)					(8.0)	(7.9)
Stock compensation plans				13.7				52.3			66.0
Share repurchases 1,180,000 shares								(78.1)			(78.1)
Tax benefit from certain stock options				8.2							8.2
Balance at December 29, 2012		67.4		204.6	2,067.0	(124.2)		(412.7)		16.9	1,819.0
Net earnings for 2013					350.3	()		()		9.4	359.7
Other comprehensive income						79.4					79.4
Cash dividends \$1.58 per share					(92.0)						(92.0)
Dividend reinvestment plan and other					(1.2)					(9.1)	(10.3)
Stock compensation plans				10.7	()			36.7		(,)	47.4
Share repurchases 926,000 shares								(82.6)			(82.6)
Tax benefit from certain stock options				9.8				(0210)			9.8
Balance at December 28, 2013		67.4		225.1	2,324.1	(44.8)		(458.6)		17.2	2,130.4
Net earnings for 2014					421.9	(110)		(12010)		10.2	432.1
Other comprehensive loss					1211/	(203.4)				10.2	(203.4)
Cash dividends \$1.85 per share					(107.6)	()					(107.6)
Dividend reinvestment plan and other					(1.2)					(9.9)	(11.1)
Stock compensation plans				15.7	()			34.6		(,,,,)	50.3
Share repurchases 680,000 shares				10.7				(79.3)			(79.3)
Tax benefit from certain stock options				13.9				(1210)			13.9
options				10.7							,
Balance at January 3, 2015	\$	67.4	\$	254.7	\$ 2,637.2	\$ (248.2)	\$	(503.3)	\$	17.5	\$ 2,225.3

Shareholders Equity Attributable to Snap-on Incorporated Additional

See Notes to Consolidated Financial Statements.

**SNAP-ON INCORPORATED** 

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**Consolidated Statements of Cash Flows** 

	2014	2012	2012
(Amounts in millions)	2014	2013	2012
Operating activities:	\$ 432.1	\$ 359.7	\$ 314.6
Net earnings	\$ 452.1	\$ 539.1	<b></b> 514.0
Adjustments to reconcile net earnings to net cash provided (used) by operating activities:			
	54.0	51.0	50.2
Depreciation	54.8 24.7	51.2 25.5	50.2 26.5
Amortization of other intangibles	=,		
Provision for losses on finance receivables	27.4	20.4	18.7
Provision for losses on non-finance receivables	14.3	10.4	12.6
Stock-based compensation expense	38.1	38.5	32.1
Excess tax benefits from stock-based compensation	(13.9)	(9.8)	(8.2)
Deferred income tax provision	3.2	9.5	29.3
Loss (gain) on sale of assets	0.4		(0.9)
Changes in operating assets and liabilities, net of effects of acquisitions:			
Increase in trade and other accounts receivable	(57.4)	(42.0)	(43.4)
Increase in contract receivables	(37.5)	(33.7)	(41.1)
Increase in inventories	(61.1)	(32.0)	(13.4)
Increase in prepaid and other assets	(50.9)	(10.3)	(24.8)
Increase (decrease) in accounts payable	(7.0)	8.4	16.6
Increase (decrease) in accruals and other liabilities	30.7	(3.2)	(39.5)
Net cash provided by operating activities	397.9	392.6	329.3
Investing activities:			
Additions to finance receivables	(746.2)	(651.3)	(569.6)
Collections of finance receivables	591.4	508.8	445.5
Capital expenditures	(80.6)	(70.6)	(79.4)
Acquisitions of businesses	(41.3)	(38.2)	
Proceeds from sale of equity investment			27.0
Disposal of property and equipment	0.8	8.4	2.6
Other	2.7	(7.5)	0.8
Net cash used by investing activities	(273.2)	(250.4)	(173.1)
Financing activities:			
Repayment of long-term debt	(100.0)		
Proceeds from short-term borrowings	4.9	3.3	16.0
Repayments of short-term borrowings	(1.6)	(2.4)	(30.3)
Net increase in other short-term borrowings	41.7	8.1	3.1
Cash dividends paid	(107.6)	(92.0)	(81.5)
Purchases of treasury stock	(107.0)	(82.6)	(78.1)
Proceeds from stock purchase and option plans	33.0	29.2	46.8
Excess tax benefits from stock-based compensation	13.9	9.8	8.2
Other	(11.9)	(11.2)	(11.2)
	(11.9)	(11.2)	(11.2)

Net cash used by financing activities	(206.9)	(137.8)	(127.0)
	(2000)	(10/10)	(12/10)
	(2.5)	(1.2)	
Effect of exchange rate changes on cash and cash equivalents	(2.5)	(1.3)	(0.3)
Increase (decrease) in cash and cash equivalents	(84.7)	3.1	28.9
Cash and cash equivalents at beginning of year	217.6	214.5	185.6
Cush and cush equivalents at beginning of year	217.0	211.0	105.0
Cash and cash equivalents at end of year	\$ 132.9	\$ 217.6	\$ 214.5
Supplemental cash flow disclosures:			
Cash paid for interest	\$ (52.8)	\$ (55.5)	\$ (55.6)
Net cash paid for income taxes	(191.2)	(162.9)	(93.6)
See Notes to Consolidate	d Financial Statements		

See Notes to Consolidated Financial Statements.

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Notes to Consolidated Financial Statements

#### Note 1: Summary of Accounting Policies

**Principles of consolidation and presentation:** The Consolidated Financial Statements include the accounts of Snap-on Incorporated and its wholly-owned and majority-owned subsidiaries (collectively, Snap-on or the company ).

Snap-on accounts for investments in unconsolidated affiliates where Snap-on has a greater than 20% but less than 50% ownership interest under the equity method of accounting. Investments in unconsolidated affiliates of \$13.3 million and \$14.2 million as of year-end 2014 and 2013, respectively, are included in Other assets on the accompanying Consolidated Balance Sheets. In 2012, Snap-on sold its equity investment in a non-strategic, unconsolidated affiliate for \$32.0 million, including \$27.0 million of cash and a five year, \$5.0 million note; there was no gain or loss on the sale. No equity investment dividends were received in any period presented. In the normal course of business, the company may purchase products or services from unconsolidated affiliates; purchases from unconsolidated affiliates were \$15.6 million, \$16.0 million and \$15.2 million in 2014, 2013 and 2012, respectively. The Consolidated Financial Statements do not include the accounts of the company s independent franchisees. Snap-on s Consolidated Financial Statements are prepared in conformity with generally accepted accounting principles in the United States of America (U.S. GAAP). All intercompany accounts and transactions have been eliminated.

**Fiscal year accounting period:** Snap-on s fiscal year ends on the Saturday that is on or nearest to December 31. The 2014 fiscal year ended on January 3, 2015 (2014) and contained 53 weeks of operating results, with the extra week occurring in the fourth quarter. The impact of the additional week of operations was not material to Snap-on s 2014 net sales or net earnings. The 2013 and 2012 fiscal years each contained 52 weeks of operating results and ended on December 28, 2013 (2013), and December 29, 2012 (2012), respectively.

**Use of estimates:** The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**Financial instruments:** The fair value of the company s derivative financial instruments is generally determined using quoted prices in active markets for similar assets and liabilities. The carrying value of the company s non-derivative financial instruments either approximates fair value, due to their short-term nature, or the amount disclosed for fair value is based upon a discounted cash flow analysis or quoted market values. See Note 10 for further information on financial instruments.

**Revenue recognition:** Snap-on recognizes revenue from the sale of tools and diagnostic and equipment products when contract terms are met, the price is fixed or determinable, collectability is reasonably assured and a product is shipped or risk of ownership has been transferred to and accepted by the customer. For sales contingent upon customer acceptance, revenue recognition is deferred until such obligations are fulfilled. Estimated product returns are recorded as a reduction in reported revenues at the time of sale based upon historical product return experience and gross profit margin adjusted for known trends. Provisions for customer volume rebates, discounts and allowances are also recorded as a reduction of reported revenues at the time of sale based on historical experience and known trends. Revenue related to maintenance, extended warranty and subscription agreements is recognized over the terms of the respective agreements.

Snap-on also recognizes revenue related to multiple element arrangements, including sales of hardware, software and software-related services. When a sales arrangement contains multiple elements, such as hardware and software products and/or services, Snap-on uses the relative selling price method to allocate revenues between hardware and software elements. For software elements that are not essential to the hardware s functionality and related software post-contract customer support, vendor specific objective evidence (VSOE) of fair value is used to further allocate revenue to each element based on its relative fair value and, when necessary, the residual method is used to assign value to the delivered elements when VSOE only exists for the undelivered elements. The amount assigned to the products or services is recognized when the product is delivered and/or when the services are performed. In instances where the product and/or services are performed over an extended period, as is the case with subscription agreements or the providing of ongoing support, revenue is generally recognized on a straight-line basis over the term of the agreement, which generally ranges from 12 to 60 months.

Franchise fee revenue, including nominal, non-refundable initial fees, is recognized upon the granting of a franchise, which is when the company has performed substantially all initial services required by the franchise agreement. Franchise fee revenue also includes ongoing monthly fees (primarily for sales and business training as well as marketing and product promotion programs) that are recognized as the fees are earned. Franchise fee revenue totaled \$12.1 million, \$11.9 million and \$9.9 million in 2014, 2013 and 2012, respectively.

**Financial services revenue:** Snap-on also generates revenue from various financing programs that include (i) installment sales and lease contracts arising from franchisees customers and Snap-on s industrial and other customers for the purchase or lease of tools and diagnostic and equipment products on an extended-term payment plan; and (ii) business loans and vehicle leases to franchisees. These financing programs are offered through Snap-on s wholly owned finance subsidiaries. Financial services revenue consists primarily of interest income on finance and contract receivables and is recognized over the life of the contracts, with interest computed on the average daily balances of the underlying contracts.

The decision to finance through Snap-on or another financing entity is solely at the election of the customer. When assessing customers for potential financing, Snap-on considers various factors regarding ability to pay including customers financial condition, collateral, debt-servicing ability, past payment experience and credit bureau information. For finance and contract receivables, Snap-on assesses these factors through the use of credit quality indicators consisting primarily of customer credit risk scores combined with internal credit risk grades, collection experience and other internal metrics.

**Financial services lease arrangements:** Snap-on accounts for its financial services leases as direct financing or sales-type leases. The company determines the gross investment in the lease as the present value of the minimum lease payments using the interest rate implicit in the lease, net of amounts, if any, included therein for executor costs to be paid by Snap-on, together with any profit thereon. The difference between the gross investment in the lease and the related undiscounted minimum lease payments for the leased property is reported as uncarned finance charges. Uncarned finance charges are amortized to income over the life of the contract. The default covenants included in the lease arrangements are usual and customary, consistent with industry practice, and do not impact the lease classification. Except in circumstances where the company has concluded that a lessee s financial condition has deteriorated, the other default covenants under Snap-on s lease arrangements are objectively determinable.

**Research and engineering:** Snap-on incurred research and engineering costs of \$52.4 million, \$48.4 million and \$44.8 million in 2014, 2013 and 2012, respectively. Research and engineering costs are included in Operating expenses on the accompanying Consolidated Statements of Earnings.

**Internally developed software:** Costs incurred in the development of software that will ultimately be sold are capitalized from the time technological feasibility has been attained and capitalization ceases when the related product is ready for general release. During 2014, 2013 and 2012, Snap-on capitalized \$19.0 million, \$19.0 million and \$23.0 million, respectively, of such costs. Amortization of capitalized software development costs, which is included in Cost of goods sold on the accompanying Consolidated Statements of Earnings, was \$13.6 million in 2014, \$14.9 million in 2013 and \$14.3 million in 2012. Unamortized capitalized software development costs of \$50.2 million as of 2014 year end and \$45.1 million as of 2013 year end are included in Other intangibles net on the accompanying Consolidated Balance Sheets.

Internal-use software: Costs that are incurred in creating software solutions and enhancements to those solutions are capitalized only during the application development stage of the project.

**Shipping and handling:** Amounts billed to customers for shipping and handling are included as a component of sales. Costs incurred by Snap-on for shipping and handling are included as a component of cost of goods sold when the costs relate to manufacturing activities. In 2014, 2013 and 2012, Snap-on incurred shipping and handling charges of \$40.3 million, \$37.9 million and \$37.1 million, respectively, that were recorded in Cost of goods sold on the accompanying Consolidated Statements of Earnings. Shipping and handling costs incurred in conjunction with selling or distribution activities are included as a component of operating expenses. In 2014, 2013 and 2012, Snap-on incurred shipping and handling charges of \$78.5 million, \$72.7 million and \$65.4 million, respectively; these charges were recorded in Operating expenses on the accompanying Consolidated Statements of Earnings.

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Notes to Consolidated Financial Statements (continued)

Advertising and promotion: Production costs of future media advertising are deferred until the advertising occurs. All other advertising and promotion costs are expensed when incurred. For 2014, 2013 and 2012, advertising and promotion expenses totaled \$51.4 million, \$49.9 million and \$50.1 million, respectively. Advertising and promotion costs are included in Operating expenses on the accompanying Consolidated Statements of Earnings.

**Warranties:** Snap-on provides product warranties for specific product lines and accrues for estimated future warranty costs in the period in which the sale is recorded. See Note 15 for information on warranties.

**Foreign currency:** The financial statements of Snap-on s foreign subsidiaries are translated into U.S. dollars. Assets and liabilities of foreign subsidiaries are translated at current rates of exchange, and income and expense items are translated at the average exchange rate for the period. The resulting translation adjustments are recorded directly into Accumulated other comprehensive loss on the accompanying Consolidated Balance Sheets. Foreign exchange transactions, net of foreign currency hedges, resulted in pretax losses of \$1.5 million, \$4.4 million and \$0.7 million in 2014, 2013 and 2012, respectively. Foreign exchange transaction gains and losses are reported in Other income (expense) net on the accompanying Consolidated Statements of Earnings.

**Income taxes:** Current tax assets and liabilities are based upon an estimate of taxes refundable or payable for each of the jurisdictions in which the company is subject to tax. In the ordinary course of business, there is inherent uncertainty in quantifying income tax positions. Snap-on assesses income tax positions and records tax benefits for all years subject to examination based upon management s evaluation of the facts, circumstances and information available at the reporting dates. For those tax positions where it is more-likely-than-not that a tax benefit will be sustained, Snap-on records the largest amount of tax benefit with a greater than 50% likelihood of being realized upon ultimate settlement with a taxing authority that has full knowledge of all relevant information. For those income tax positions where it is not more-likely-than-not that a tax benefit will be sustained, no tax benefit is recognized in the financial statements. When applicable, associated interest and penalties are recognized as a component of income tax expense. Accrued interest and penalties are included within the related tax asset or liability on the accompanying Consolidated Balance Sheets.

Deferred income taxes are provided for temporary differences arising from differences in bases of assets and liabilities for tax and financial reporting purposes. Deferred income taxes are recorded on temporary differences using enacted tax rates in effect for the year in which the temporary differences are expected to reverse. The effect of a change in tax rates on deferred tax assets and liabilities is recognized in income in the period that includes the enactment date. Deferred tax assets are reduced by a valuation allowance when, in the opinion of management, it is more-likely-than-not that some portion or all of the deferred tax assets will not be realized. See Note 8 for further information on income taxes.

**Per share data:** Basic earnings per share calculations were computed by dividing net earnings attributable to Snap-on Incorporated by the corresponding weighted-average number of common shares outstanding for the period. The dilutive effect of the potential exercise of outstanding options and stock-settled stock appreciation rights (SARs) to purchase common shares is calculated using the treasury stock method. As of January 3, 2015 and December 28, 2013, there were no options or SARs outstanding that were anti-dilutive. Options to purchase 296,643 shares of Snap-on common stock as of 2012 year end were not included in the computation of diluted earnings per share as the exercise prices of the options were greater than the average market price of the common stock and, as a result, the effect on earnings per share would have been anti-dilutive. Performance-based equity awards do not affect the diluted earnings per share calculation until it is determined that the applicable performance metrics have been met. Snap-on had dilutive securities totaling 921,050 shares, 881,381 shares and 669,503 shares, as of the end of 2014, 2013 and 2012, respectively. See Note 13 for further information on equity awards.

**Stock-based compensation:** Snap-on recognizes the cost of employee services in exchange for awards of equity instruments based on the grant date fair value of those awards. That cost, based on the estimated number of awards that are expected to vest, is recognized on a straight-line basis over the period during which the employee is required to provide the service in exchange for the award. No compensation cost is recognized for awards for which employees do not render the requisite service. The grant date fair value of employee stock options and similar instruments is estimated using the Black-Scholes valuation model.

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The Black-Scholes valuation model requires the input of subjective assumptions, including the expected life of the stock-based award and stock price volatility. The assumptions used are management s best estimates, but the estimates involve inherent uncertainties and the application of management judgment. As a result, if other assumptions had been used, the recorded stock-based compensation expense could have been materially different from that depicted in the financial statements. See Note 13 for further information on stock-based compensation.

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**Derivatives:** Snap-on utilizes derivative financial instruments, including foreign currency forward contracts, interest rate swap agreements, treasury lock agreements and prepaid equity forward agreements to manage its exposures to foreign currency exchange rate risks, interest rate risks, and market risk associated with the stock-based portion of its deferred compensation plans. Snap-on accounts for its derivative instruments at fair value. Snap-on does not hold or issue financial instruments for speculative or trading purposes. See Note 10 for further information on derivatives.

**Cash equivalents:** Snap-on considers all highly liquid investments with an original maturity of three months or less to be cash equivalents. As of 2014 and 2013 year end, cash equivalents primarily consisted of money market funds of \$2.5 million and \$91.6 million, respectively. Cash equivalents are stated at cost, which approximates market value, and are considered to be Level 1 in the fair value hierarchy.

**Receivables and allowances for doubtful accounts:** All trade, finance and contract receivables are reported on the Consolidated Balance Sheets at their outstanding principal balance adjusted for any charge-offs and net of allowances for doubtful accounts. Finance and contract receivables also include accrued interest and contract acquisition costs, net of contract acquisition fees.

Snap-on maintains allowances for doubtful accounts to absorb probable losses inherent in its portfolio of receivables. The allowances for doubtful accounts represent management s estimate of the losses inherent in the company s receivables portfolio based on ongoing assessments and evaluations of collectability and historical loss experience. In estimating losses inherent in each of its receivable portfolios (trade, finance and contract receivables), Snap-on uses historical loss experience rates by portfolio and applies them to a related aging analysis. Determination of the proper level of allowances by portfolio requires management to exercise significant judgment about the timing, frequency and severity of credit losses that could materially affect the provision for credit losses and, therefore, net earnings. The allowances for doubtful accounts takes into consideration numerous quantitative and qualitative factors, by receivable type, including historical loss experience, collection experience, delinquency trends, economic conditions and credit risk quality as follows:

Snap-on evaluates the collectability of receivables based on a combination of various financial and qualitative factors that may affect the customers ability to pay. These factors may include customers financial condition, collateral, debt-servicing ability, past payment experience and credit bureau information.

For finance and contract receivables, Snap-on assesses quantitative and qualitative factors through the use of credit quality indicators consisting primarily of collection experience and other internal metrics as follows:

Collection experience Snap-on conducts monthly reviews of credit and collection performance for each of its finance and contract receivable portfolios focusing on data such as delinquency trends, non-performing assets, and charge-off and recovery activity. These reviews allow for the formulation of collection strategies and potential collection policy modifications in response to changing risk profiles in the finance and contract receivable portfolios.

Other internal metrics Snap-on maintains a system that aggregates credit exposure by customer, risk classification and geographical area, among other factors, to further monitor changing risk profiles.

Management performs detailed reviews of its receivables on a monthly and/or quarterly basis to assess the adequacy of the allowances based on historical and current trends and other factors affecting credit losses and to determine if any impairment has occurred. A receivable is impaired when it is probable that all amounts related to the receivable will not be collected according to the contractual terms of the agreement. Additions to the allowances for doubtful accounts are maintained through adjustments to the provision for credit losses, which are charged to current period earnings; amounts determined to be uncollectable are charged directly against the allowances, while amounts recovered on previously charged-off accounts increase the allowances. Net charge-offs include the principal amount of losses charged-off as well as charged-off interest and fees. Recovered interest and fees previously charged-off are recorded through the allowances for doubtful accounts and increase the

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allowances. Finance receivables are assessed for charge-off when an account becomes 120 days past due and are charged-off typically within 60 days of asset repossession. Contract receivables related to equipment leases are generally charged-off when an account becomes 150 days past due, while contract receivables related to franchise finance and van leases are generally charged-off up to 180 days past the asset return date. For finance and contract receivables, customer bankruptcies are generally charged-off upon notification that the associated debt is not being reaffirmed or, in any event, no later than 180 days past due.

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Notes to Consolidated Financial Statements (continued)

Snap-on does not believe that its trade accounts, finance or contract receivables represent significant concentrations of credit risk because of the diversified portfolio of individual customers and geographical areas. See Note 3 for further information on receivables and allowances for doubtful accounts.

**Other accrued liabilities:** Supplemental balance sheet information for Other accrued liabilities as of 2014 and 2013 year end is as follows:

(Amounts in millions)	2014	2013
Income taxes	\$ 15.2	\$ 7.7
Accrued restructuring	6.5	4.0
Accrued warranty	17.3	17.0
Deferred subscription revenue	34.1	26.6
Accrued property, payroll and other taxes	41.8	31.3
Accrued selling and promotion expense	24.5	24.5
Other	158.9	132.6
Total other accrued liabilities	\$ 298.3	\$ 243.7

**Inventories:** Snap-on values its inventory at the lower of cost or market and adjusts for the value of inventory that is estimated to be excess, obsolete or otherwise unmarketable. Snap-on records allowances for excess and obsolete inventory based on historical and estimated future demand and market conditions. Allowances for raw materials are largely based on an analysis of raw material age and actual physical inspection of raw material for fitness for use. As part of evaluating the adequacy of allowances for work-in-progress and finished goods, management reviews individual product stock-keeping units (SKUs) by product category and product life cycle. Cost adjustments for each product category/product life-cycle state are generally established and maintained based on a combination of historical experience, forecasted sales and promotions, technological obsolescence, inventory age and other actual known conditions and circumstances. Should actual product marketability and raw material fitness for use be affected by conditions that are different from management estimates, further adjustments to inventory allowances may be required.

Snap-on adopted the last-in, first-out (LIFO) inventory valuation method in 1973 for its U.S. locations. Snap-on s U.S. inventories accounted for on a LIFO basis consist of purchased product and inventory manufactured at the company s heritage U.S. manufacturing facilities (primarily hand tools and tool storage). As Snap-on began acquiring businesses in the 1990 s, the company retained the first-in, first-out (FIFO) inventory valuation methodology used by the predecessor businesses prior to their acquisition by Snap-on; the company does not adopt the LIFO inventory valuation methodology for new acquisitions. See Note 4 for further information on inventories.

**Property and equipment:** Property and equipment is stated at cost less accumulated depreciation and amortization. Depreciation and amortization are provided on a straight-line basis over estimated useful lives. Major repairs that extend the useful life of an asset are capitalized, while routine maintenance and repairs are expensed as incurred. Capitalized software included in property and equipment reflects costs related to internally developed or purchased software for internal use and is amortized on a straight-line basis over their estimated useful lives. Long-lived assets are evaluated for impairment when events or circumstances indicate that the carrying amount of the long-lived asset may not be recoverable. See Note 5 for further information on property and equipment.

**Goodwill and other intangible assets:** Goodwill and other indefinite-lived assets are tested for impairment annually or more frequently if events or changes in circumstances indicate that the assets might be impaired. Annual impairment tests are performed by the company in the second quarter of each year. Snap-on evaluates the existence of goodwill and indefinite-lived intangible asset impairment on the basis of whether

the assets are fully recoverable from projected, discounted cash flows of the related reportable unit or asset. Intangible assets with finite lives are amortized over their estimated useful lives using straight-line and accelerated methods depending on the nature of the particular asset. See Note 6 for further information on goodwill and other intangible assets.

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#### New accounting standards

#### Revenue from Contracts with Customers

In May 2014, the Financial Accounting Standards Board issued Accounting Standards Update ( ASU ) No. 2014-09, *Revenue from Contracts with Customers*, which outlines a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers and supersedes most current revenue recognition guidance, including industry-specific guidance. The ASU is based on the principle that an entity should recognize revenue to depict the transfer of goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The ASU also requires additional disclosure about the nature, amount, timing and uncertainty of revenue and cash flows arising from customer contracts, including significant judgments and changes in judgments and assets recognized from costs incurred to fulfill a contract. Entities have the option of using either a full retrospective or a modified retrospective approach for the adoption of this standard. The ASU becomes effective for Snap-on at the beginning of its 2017 fiscal year; early adoption is not permitted. The company is currently assessing the impact that this standard will have on its consolidated financial statements.

#### Note 2: Acquisitions

On May 28, 2014, Snap-on acquired substantially all of the assets of Pro-Cut International, Inc. (Pro-Cut) for a cash purchase price of \$41.3 million. Pro-Cut designs, manufactures and distributes on-car brake lathes, related equipment and accessories used in brake servicing by automotive repair facilities. The acquisition of the Pro-Cut product line complemented and increased Snap-on's existing undercar equipment product offering, broadened its established capabilities in serving vehicle repair facilities and expanded the company's presence with repair shop owners and managers. For segment reporting purposes, the results of operations and assets of Pro-Cut have been included in the Repair Systems & Information Group since the date of acquisition. Pro forma financial information has not been presented as the net effects of the Pro-Cut acquisition were neither significant nor material to Snap-on's results of operations or financial position.

On May 13, 2013, Snap-on acquired Challenger Lifts, Inc. ( Challenger ) for a cash purchase price of \$38.2 million. Challenger designs, manufactures and distributes a comprehensive line of vehicle lifts and accessories to a diverse customer base in the automotive repair sector. The acquisition of the Challenger vehicle lift product line complemented and increased Snap-on s existing undercar equipment product offering, broadened its established capabilities in serving vehicle repair facilities and expanded the company s presence with repair shop owners and managers. For segment reporting purposes, the results of operations and assets of Challenger have been included in the Repair Systems & Information Group since the date of acquisition. Pro forma financial information has not been presented as the net effects of the Challenger acquisition were neither significant nor material to Snap-on s results of operations or financial position.

#### Note 3: Receivables

#### Trade and Other Accounts Receivable

Snap-on s trade and other accounts receivable primarily arise from the sale of tools and diagnostic and equipment products to a broad range of industrial and commercial customers and to Snap-on s independent franchise van channel on a non-extended-term basis with payment terms generally ranging from 30 to 120 days.

The components of Snap-on s trade and other accounts receivable as of 2014 and 2013 year end are as follows:

(Amounts in millions)	2014	2013
Trade and other accounts receivable	\$ 567.0	\$ 546.5
Allowances for doubtful accounts	(16.2)	(14.9)

Total trade and other accounts receivable net\$ 550.8\$ 531.6

Finance and Contract Receivables

Snap-on Credit LLC (SOC), the company s financial services operation in the United States, originates extended-term finance and contract receivables on sales of Snap-on s products through the U.S. franchisee and customer network and to Snap-on s industrial and other customers; Snap-on s foreign finance subsidiaries provide similar financing internationally. Interest income on finance and contract receivables is included in Financial services revenue on the accompanying Consolidated Statements of Earnings.

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Notes to Consolidated Financial Statements (continued)

Snap-on s finance receivables are comprised of extended-term installment payment contracts to both technicians and independent shop owners (i.e., franchisees customers) to enable them to purchase tools and diagnostic and equipment products on an extended-term payment plan, generally with expected average payment terms of approximately three years. Contract receivables, with payment terms of up to 10 years, are comprised of extended-term installment payment contracts to a broad base of industrial and other customers worldwide, including shop owners, both independents and national chains, for their purchase of tools and diagnostic and equipment products. Contract receivables also include extended-term installment loans to franchisees to meet a number of financing needs including working capital loans, loans to enable new franchisees to fund the purchase of the franchise and van leases. Finance and contract receivables are generally secured by the underlying tools and/or diagnostic or equipment products financed and, for installment loans to franchisees, other franchisee assets.

The components of Snap-on s current finance and contract receivables as of 2014 and 2013 year end are as follows:

(Amounts in millions)		2014		2013		
Finance receivables, net of unearned finance charges of \$15.6 million and \$14.1 million,						
respectively		\$ 41	4.6 \$	385.3		
Contract receivables, net of unearned finance charges of \$13.9 million and \$13.0 million,						
respectively		7	5.5	69.6		
Total		49	0.1	454.9		
Allowances for doubtful accounts:						
Finance receivables		(1	2.2)	(10.7)		
Contract receivables		(	1.0)	(1.2)		
Total		(1	3.2)	(11.9)		
Total current finance and contract receivables	net	\$ 47	6.9 \$	443.0		
Finance receivables net		\$ 40	2.4 \$	374.6		
Contract receivables net		7	4.5	68.4		
Total current finance and contract receivables	net	\$ 47	6.9 \$	443.0		

The components of Snap-on s finance and contract receivables with payment terms beyond one year as of 2014 and 2013 year end are as follows:

(Amounts in millions)	2014	2013
Finance receivables, net of unearned finance	\$ 671.0	\$ 577.7
charges of \$9.9 million and \$8.9 million,		

respectively				
Contract receivables, net of unearned finance				
charges of \$19.4 million and \$17.3 million,				
respectively		244.5		219.2
Total		915.5		796.9
Allowances for doubtful accounts:				
Finance receivables		(20.5)		(17.1)
Contract receivables		(2.5)		(2.1)
Total		(23.0)		(19.2)
Total long-term finance and contract receivables				
net	\$	892.5	\$	777.7
Finance receivables net	\$	650.5	\$	560.6
	Ф		Ф	
Contract receivables net		242.0		217.1
Total long-term finance and contract receivables	¢	202 5	¢	777 7
net	\$	892.5	\$	777.7

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Long-term finance and contract receivables installments, net of unearned finance charges, as of 2014 and 2013 year end are scheduled as follows:

(Amounts in millions)	20	14	2013			
Due in Months:	Finance Receivables	Contract Receivables	Finance Receivables	Contract Receivables		
13 24	\$ 320.2	\$ 58.7	\$ 287.2	\$ 53.3		
25 36	212.0	50.1	179.6	45.6		
37 48	106.2	41.7	84.0	36.9		
49 60	32.6	31.6	26.7	28.9		
Thereafter		62.4	0.2	54.5		
Total	\$ 671.0	\$ 244.5	\$ 577.7	\$ 219.2		

Delinquency is the primary indicator of credit quality for finance and contract receivables. Receivable balances are considered delinquent when contractual payments become 30 days past due.

Finance receivables are generally placed on nonaccrual status (nonaccrual of interest and other fees) (i) when a customer is placed on repossession status; (ii) upon receipt of notification of bankruptcy; (iii) upon notification of the death of a customer; or (iv) in other instances in which management concludes collectability is not reasonably assured. Finance receivables that are considered nonperforming include receivables that are on nonaccrual status and receivables that are generally more than 90 days past due.

Contract receivables are generally placed on nonaccrual status (i) when a receivable is more than 90 days past due or at the point a customer s account is placed on terminated status regardless of its delinquency status; (ii) upon notification of the death of a customer; or (iii) in other instances in which management concludes collectability is not reasonably assured. Contract receivables that are considered nonperforming include receivables that are on nonaccrual status.

The accrual of interest and other fees is resumed when the finance or contract receivable becomes contractually current and collection of all remaining contractual amounts due is reasonably assured. Finance and contract receivables are evaluated for impairment on a collective basis. A receivable is impaired when it is probable that all amounts related to the receivable will not be collected according to the contractual terms of the applicable agreement. Impaired receivables are covered by the company s finance and contract allowances for doubtful accounts reserves and are charged-off against the reserves when appropriate. As of 2014 and 2013 year end, there were \$15.5 million and \$15.2 million, respectively, of impaired finance receivables, and there were \$1.5 million and \$1.0 million, respectively, of impaired contract receivables.

It is the general practice of Snap-on s financial services business to not engage in contract or loan modifications. In limited instances, Snap-on s financial services business may modify certain impaired receivables in troubled debt restructurings. The amount and number of restructured finance and contract receivables as of 2014 and 2013 year end were immaterial to both the financial services portfolio and the company s results of operations and financial position.

The aging of finance and contract receivables as of 2014 and 2013 year end is as follows:

(Amounts in millions)	30-59	60-90	Greater	Total Past	Total Not Past	Total	Greater
	Days Past	Days Past	Than 90	Due	Due		Than 90
	Due	Due	Days Past				Days Past

			Due				ue and cruing
2014 year end:							-
Finance receivables	\$ 9.8	\$ 6.7	\$ 10.4	\$ 26.9	\$ 1,058.7	\$ 1,085.6	\$ 7.7
Contract receivables	0.9	0.7	1.1	2.7	317.3	320.0	0.1
2013 year end:							
Finance receivables	\$ 9.3	\$ 5.7	\$ 9.6	\$ 24.6	\$ 938.4	\$ 963.0	\$ 7.0
Contract receivables	1.2	0.8	0.7	2.7	286.1	288.8	0.1

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Notes to Consolidated Financial Statements (continued)

The amount of performing and nonperforming finance and contract receivables based on payment activity as of 2014 and 2013 year end is as follows:

	2014	2013			
	Finance	Contract	Finance	Contract	
(Amounts in millions)	Receivables	Receivables	Receivables	Receivables	
Performing	\$ 1,070.1	\$ 318.5	\$ 947.8	\$ 287.8	
Nonperforming	15.5	1.5	15.2	1.0	
Total	\$ 1,085.6	\$ 320.0	\$ 963.0	\$ 288.8	

The amount of finance and contract receivables on nonaccrual status as of 2014 and 2013 year end is as follows:

(Amounts in millions)	2	014	20	013
Finance receivables	\$	7.9	\$	8.3
Contract receivables		1.5		1.0

The following is a rollforward of the allowances for credit losses for finance and contract receivables for 2014 and 2013:

		2014				2013			
	Fi	Finance		Contract		Finance		ntract	
(Amounts in millions)	Rece	eivables	Rece	Receivables		Receivables		ivables	
Allowances for doubtful accounts:									
Beginning of year	\$	27.8	\$	3.3	\$	26.5	\$	3.2	
Provision for bad debt expense		27.4		1.9		20.4		2.2	
Charge-offs		(27.5)		(2.0)		(23.5)		(2.2)	
Recoveries		5.1		0.4		4.5		0.2	
Currency translation		(0.1)		(0.1)		(0.1)		(0.1)	
End of year	\$	32.7	\$	3.5	\$	27.8	\$	3.3	
· · · ·									

The following is a rollforward of the combined allowances for doubtful accounts related to trade and other accounts receivable, as well as finance and contract receivables, for 2014, 2013 and 2012:

	Balance at			Balance at
	Beginning			End of
(Amounts in millions)	of Year	Expenses	Deductions (1)	Year
Allowances for doubtful accounts.				

2014	\$ 46.0	\$ 41.7	\$ (35.3)	\$ 52.4
2013	48.7	30.7	(33.4)	46.0
2012	50.3	31.3	(32.9)	48.7

<sup>(1)</sup> Represents write-offs of bad debts, net of recoveries, and the net impact of currency translation.

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#### **Note 4: Inventories**

Inventories by major classification as of 2014 and 2013 year end are as follows:

(Amounts in millions)	2014	2013
Finished goods	\$ 415.3	\$ 374.7
Work in progress	45.3	45.0
Raw materials	87.5	87.3
Total FIFO value	548.1	507.0
Excess of current cost over LIFO cost	(72.6)	(72.6)
Total inventories net	\$ 475.5	\$ 434.4

Inventories accounted for using the FIFO method as of 2014 and 2013 year end approximated 58% and 60%, respectively, of total inventories. The company accounts for its non-U.S. inventory on the FIFO method. As of 2014 year end, approximately 31% of the company s U.S. inventory was accounted for using the FIFO method and 69% was accounted for using the LIFO method. There were no LIFO inventory liquidations in 2014, 2013 or 2012.

### **Note 5: Property and Equipment**

Snap-on s property and equipment values (which are carried at cost) as of 2014 and 2013 year end are as follows:

(Amounts in millions)	2014	2013
Land	\$ 18.3	\$ 19.6
Buildings and improvements	294.0	292.0
Machinery, equipment and computer software	750.8	725.4
Property and equipment gross	1,063.1	1,037.0
Property and equipment gross Accumulated depreciation and amortization	1,063.1 (658.6)	1,037.0 (644.5)
	,	,

The estimated service lives of property and equipment are principally as follows:

Buildings and improvements	3 to 50 years
Machinery, equipment and computer software	2 to 15 years
The cost and accumulated depreciation of property and equipment u	nder capital leases as of 2014 and 2013 year end are as follows:

(Amounts in millions)	2014	2013
Buildings and improvements	\$ 20.2	\$ 23.5

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Accumulated depreciation	(9.7)	(10.1)
Net book value	\$ 10.5	\$ 13.4

Depreciation expense was \$54.8 million, \$51.2 million and \$50.2 million in 2014, 2013 and 2012, respectively.

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Notes to Consolidated Financial Statements (continued)

# Note 6: Goodwill and Other Intangible Assets

The changes in the carrying amount of goodwill by segment for 2014 and 2013 are as follows:

(Amounts in millions)	 Commercial & Snap-on Industrial Group Tools Group		1	Repair Systems & Information Group		Total	
Balance as of 2012 year end	\$ 306.9	\$	12.5	\$	488.0	\$	807.4
Currency translation	5.6				1.0		6.6
Acquisition					24.8		24.8
Balance as of 2013 year end	\$ 312.5	\$	12.5	\$	513.8	\$	838.8
Currency translation	(36.6)				(4.7)		(41.3)
Acquisition					13.2		13.2
-							
Balance as of 2014 year end	\$ 275.9	\$	12.5	\$	522.3	\$	810.7

Goodwill of \$810.7 million as of 2014 year end includes \$13.2 million of tax-deductible goodwill from the purchase accounting related to the Pro-Cut acquisition and \$24.8 million of non-tax-deductible goodwill from the purchase accounting related to the Challenger acquisition. See Note 2 for additional information on acquisitions.

Additional disclosures related to other intangible assets as of 2014 and 2013 year end are as follows:

	2014			2013				
	Gross Carrying		Accumulated		Gross Carrying		Accumulated	
(Amounts in millions)	Value		Amortization		Value		Amortization	
Amortized other intangible assets:								
Customer relationships	\$	147.1	\$	(71.2)	\$	140.8	\$	(62.8)
Developed technology		19.2		(19.2)		19.5		(19.2)
Internally developed software		142.2		(92.0)		125.3		(80.2)
Patents		29.3		(20.6)		28.8		(20.4)
Trademarks		2.5		(1.6)		2.8		(1.6)
Other		7.6		(1.6)		7.3		(1.4)
Total		347.9		(206.2)		324.5		(185.6)
Non-amortized trademarks		61.6				51.6		
Total other intangible assets	\$	409.5	\$	(206.2)	\$	376.1	\$	(185.6)

The gross carrying values of customer relationships and non-amortized trademarks as of 2014 year end include \$7.4 million and \$13.8 million, respectively, related to the Pro-Cut acquisition. The gross carrying values of customer relationships and non-amortized trademarks as of both 2014 and 2013 year end include \$5.2 million and \$3.2 million, respectively, related to the Challenger acquisition.

Significant and unanticipated changes in circumstances, such as declines in profitability and cash flow due to significant and long-term deterioration in macroeconomic, industry and market conditions, the loss of key customers, changes in technology or markets, significant changes in key personnel or litigation, a significant and sustained decrease in share price and/or other events, including effects from the sale or disposal of a reporting unit, could require a provision for impairment of goodwill and/or other intangible assets in a future period. As of 2014 year end, the company has no accumulated impairment losses.

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The weighted-average amortization periods related to other intangible assets are as follows:

	In Years
Customer relationships	15
Developed technology	5
Internally developed software	3
Patents	10
Trademarks	6
Other	39

Snap-on is amortizing its customer relationships on both an accelerated and straight-line basis over a 15 year weighted-average life; the remaining intangibles are amortized on a straight-line basis. The weighted-average amortization period for all amortizable intangibles on a combined basis is 12 years.

The company s customer relationships generally have contractual terms of three to five years and are typically renewed without significant cost to the company. The weighted-average 15 year life for customer relationships is based on the company s historical renewal experience. Intangible asset renewal costs are expensed as incurred.

The aggregate amortization expense for 2014, 2013 and 2012 was \$24.7 million, \$25.5 million and \$26.5 million, respectively. Based on current levels of amortizable intangible assets and estimated weighted-average useful lives, estimated annual amortization expense is expected to be \$24.3 million in 2015, \$19.5 million in 2016, \$16.1 million in 2017, \$13.4 million in 2018, and \$12.8 million in 2019.

#### Note 7: Exit and Disposal Activities

Snap-on recorded costs associated with exit and disposal activities of \$6.5 million and \$6.4 million during 2014 and 2013, respectively. The 2014 and 2013 costs associated with exit and disposal activities by operating segment are as follows:

(Amounts in millions)	2014	2013
Exit and disposal costs:		
Cost of goods sold:		
Commercial & Industrial Group	\$ 1.0	\$ 2.5
Snap-on Tools Group		0.2
Repair Systems & Information Group	4.7	1.7
Total cost of goods sold	5.7	4.4
Operating expenses:		
Commercial & Industrial Group	0.4	0.4
Snap-on Tools Group		0.3
Repair Systems & Information Group	0.4	1.2
Total operating expenses	0.8	1.9
Financial Services		0.1
Total exit and disposal costs:		
Commercial & Industrial Group	1.4	2.9

Snap-on Tools Group		0.5
Repair Systems & Information Group	5.1	2.9
Financial Services		0.1
Total exit and disposal costs	\$ 6.5	\$ 6.4

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Notes to Consolidated Financial Statements (continued)

Costs associated with exit and disposal activities in 2014 primarily related to headcount reduction and facility consolidation initiatives. Costs associated with exit and disposal activities in 2013 primarily related to headcount reductions from the ongoing optimization of the company s cost structure in Europe and various other management and realignment actions. All \$6.5 million of exit and disposal costs incurred in 2014 qualified for accrual treatment. Of the \$6.4 million of exit and disposal costs incurred in 2013, \$6.0 million qualified for accrual treatment.

Snap-on s exit and disposal accrual activity related to 2014 and 2013 actions is as follows:

	Bal	ance at						Bala	ance at					Bal	ance at
(Amounts in	2	2012	F	Prov	ision in	Us	age in	2	013	Prov	ision in	Us	sage in	2	014
millions)	Ye	ar End		2	013	2	2013	Year End		2	014	2014		Year	
Severance costs:															
Commercial &															
Industrial Group	\$	6.2		\$	2.8	\$	(7.5)	\$	1.5	\$	1.4	\$	(2.1)	\$	0.8
Snap-on Tools															
Group		0.1			0.2		(0.1)		0.2				(0.2)		
Repair Systems &															
Information Group		0.7			2.9		(1.3)		2.3		5.1		(1.7)		5.7
Financial Services					0.1		(0.1)								
<b>F</b> 112 <b>1 1 1</b>															
Facility-related costs:															
Commercial &															
Industrial Group		0.2					(0.2)								
•															
Total	\$	7.2		\$	6.0	\$	(9.2)	\$	4.0	\$	6.5	\$	(4.0)	\$	6.5

Snap-on reduced headcount by approximately 80 employees in 2014 as part of its restructuring actions. The exit and disposal accrual of \$6.5 million as of 2014 year end is expected to be fully utilized in 2015.

Snap-on expects to fund the remaining cash requirements of its exit and disposal activities with available cash on hand, cash flows from operations and borrowings under the company s existing credit facilities. The estimated costs for the exit and disposal activities were based on management s best business judgment under prevailing circumstances.

#### Note 8: Income Taxes

The source of earnings before income taxes and equity earnings consisted of the following:

(Amounts in millions)	2014	2013	2012
United States	\$ 481.1	\$ 406.7	\$ 365.2
Foreign	149.8	119.5	95.0
Total	\$ 630.9	\$ 526.2	\$ 460.2
Total	\$ 630.9	\$ 526.2	\$ 460.2

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The provision (benefit) for income taxes consisted of the following:

(Amounts in millions)	2014	2013	2012
Current:			
Federal	\$ 137.6	\$ 115.5	\$ 80.3
Foreign	41.2	27.6	26.1
State	17.5	14.1	12.5
Total current	196.3	157.2	118.9
Deferred:			
Federal	10.0	6.9	32.7
Foreign	(8.2)	2.0	(8.2)
State	1.4	0.6	4.8
Total deferred	3.2	9.5	29.3
Total income tax provision	\$ 199.5	\$ 166.7	\$ 148.2

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The following is a reconciliation of the statutory federal income tax rate to Snap-on s effective tax rate:

	2014	2013	2012
Statutory federal income tax rate	35.0%	35.0%	35.0%
Increase (decrease) in tax rate resulting from:			
State income taxes, net of federal benefit	2.2	2.1	2.5
Noncontrolling interests	(0.5)	(0.6)	(0.6)
Repatriation of foreign earnings	(0.4)		(1.3)
Change in valuation allowance for deferred tax assets	(0.9)	0.7	1.0
Adjustments to tax accruals and reserves	0.5	(1.3)	(1.7)
Foreign rate differences	(2.2)	(1.7)	(1.5)
Domestic production activities deduction	(2.0)	(2.7)	(1.6)
Other	(0.1)	0.2	0.4
Effective tax rate	31.6%	31.7%	32.2%

Snap-on s effective income tax rate on earnings attributable to Snap-on Incorporated was 32.1% in 2014, 32.3% in 2013, and 32.8% in 2012.

Temporary differences that give rise to the net deferred income tax asset (liability) as of 2014, 2013 and 2012 year end are as follows:

(Amounts in millions)	2014	2013	2012
Current deferred income tax assets (liabilities):			
Inventories	\$ 29.2	\$ 24.4	\$ 25.0
Accruals not currently deductible	72.7	63.2	60.4
Valuation allowance	(1.1)	(2.4)	(3.7)
Total current (included in deferred income tax assets and other			
accrued liabilities)	100.8	85.2	81.7
Long-term deferred income tax assets (liabilities):			
Employee benefits	91.5	62.5	108.1
Net operating losses	53.5	59.9	59.2
Depreciation and amortization	(191.2)	(180.8)	(161.4)
Valuation allowance	(33.7)	(43.0)	(40.2)
Equity-based compensation	19.6	17.6	17.1
Other	(5.7)	(2.9)	0.4
Total long term	(66.0)	(86.7)	(16.8)
Net deferred income tax asset (liability)	\$ 34.8	\$ (1.5)	\$ 64.9

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Notes to Consolidated Financial Statements (continued)

As of 2014 year end, Snap-on had tax net operating loss carryforwards totaling \$305.3 million as follows:

(Amounts in millions)	State	United States	Foreign	Total
Year of expiration:				
2015 2019	\$	\$	\$ 32.6	\$ 32.6
2020 2024	0.3		13.7	14.0
2025 2029			21.1	21.1
2030 2034	142.8		14.3	157.1
Indefinite			80.5	80.5
Total net operating loss carryforwards	\$ 143.1	\$	\$ 162.2	\$ 305.3

A valuation allowance totaling \$34.8 million, \$45.4 million and \$43.9 million as of 2014, 2013 and 2012 year end, respectively, has been established for deferred income tax assets primarily related to certain subsidiary loss carryforwards that may not be realized. Realization of the net deferred income tax assets is dependent on generating sufficient taxable income prior to their expiration. Although realization is not assured, management believes it is more-likely-than-not that the net deferred income tax assets will be realized. The amount of the net deferred income tax assets considered realizable, however, could change in the near term if estimates of future taxable income during the carryforward period fluctuate.

The following is a reconciliation of the beginning and ending amounts of unrecognized tax benefits for 2014, 2013 and 2012:

(Amounts in millions)	2014	2013	2012
Unrecognized tax benefits at beginning of year	\$ 4.6	\$ 6.8	\$ 11.0
Gross increases tax positions in prior periods	2.1	1.5	0.7
Gross decreases tax positions in prior periods		(1.6)	(4.9)
Gross increases tax positions in the current period	1.8	0.5	1.2
Settlements with taxing authorities	(1.6)	(2.1)	
Lapsing of statutes of limitations	(0.5)	(0.5)	(1.2)
Unrecognized tax benefits at end of year	\$ 6.4	\$ 4.6	\$ 6.8

Of the \$6.4 million, \$4.6 million and \$6.8 million of unrecognized tax benefits as of 2014, 2013 and 2012 year end, respectively, approximately \$6.4 million, \$4.6 million and \$4.1 million, respectively, would impact the effective income tax rate if recognized.

Interest and penalties related to unrecognized tax benefits are recorded in income tax expense. During 2014 and 2013, the company reversed a net \$0.4 million and \$0.6 million, respectively, of interest and penalties to income associated with unrecognized tax benefits. As of 2014, 2013 and 2012 year end, the company has provided for \$0.5 million, \$0.9 million and \$1.6 million, respectively, of accrued interest and penalties related to unrecognized tax benefits. The unrecognized tax benefits and related accrued interest and penalties are included in Other long-term liabilities on the accompanying Consolidated Balance Sheets.

Snap-on and its subsidiaries file income tax returns in the United States and in various state, local and foreign jurisdictions. It is reasonably possible that certain unrecognized tax benefits may either be settled with taxing authorities or the statutes of limitations for such items may lapse within the next 12 months, causing Snap-on s gross unrecognized tax benefits to decrease by a range of zero to \$0.9 million. Over the next 12 months, Snap-on anticipates taking certain tax positions on various tax returns for which the related tax benefit does not meet the recognizing threshold. Accordingly, Snap-on s gross unrecognized tax benefits may increase by a range of zero to \$0.7 million over the next 12 months for uncertain tax positions expected to be taken in future tax filings.

With few exceptions, Snap-on is no longer subject to U.S. federal and state/local income tax examinations by tax authorities for years prior to 2009, and Snap-on is no longer subject to non-U.S. income tax examinations by tax authorities for years prior to 2007.

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The undistributed earnings of all non-U.S. subsidiaries totaled \$619.1 million, \$556.0 million and \$492.2 million as of 2014, 2013 and 2012 year end, respectively. Snap-on has not provided any deferred taxes on these undistributed earnings as it considers the undistributed earnings to be permanently invested. Determination of the amount of unrecognized deferred income tax liability related to these earnings is not practicable.

#### Note 9: Short-term and Long-term Debt

Short-term and long-term debt as of 2014 and 2013 year end consisted of the following:

(Amounts in millions)	2014	2013
5.85% unsecured notes due March 2014	\$	\$ 100.0
5.50% unsecured notes due 2017	150.0	150.0
4.25% unsecured notes due 2018	250.0	250.0
6.70% unsecured notes due 2019	200.0	200.0
6.125% unsecured notes due 2021	250.0	250.0
Other debt*	69.3	22.0
	919.3	972.0
Less: notes payable and current maturities of		
long-term debt	(56.6)	(113.1)
Total long-term debt	\$ 862.7	\$ 858.9

\* Includes fair value adjustments related to interest rate swaps.

Notes payable of \$56.6 million as of 2014 year end included \$37.0 million of commercial paper borrowings and \$19.6 million of other notes; there were no current maturities of long-term debt as of 2014 year end. Notes payable and current maturities of long-term debt of \$113.1 million as of 2013 year end included \$100.0 million of 5.85% unsecured notes due March 2014 (the 2014 Notes ) and \$13.1 million of other notes; no commercial paper was outstanding as of 2013 year end. Snap-on repaid the 2014 Notes at maturity with available cash and commercial paper borrowings.

The annual maturities of Snap-on s long-term debt and notes payable over the next five years are \$56.6 million in 2015, no maturities in 2016, \$150.0 million in 2017, \$250.0 million in 2018 and \$200.0 million in 2019.

Average notes payable outstanding were \$45.4 million in 2014 and \$13.4 million in 2013. The weighted-average interest rate on notes payable was 5.42% in 2014 and 10.85% in 2013. As of 2014 and 2013 year end, the weighted-average interest rate on outstanding notes payable was 4.86% and 12.73%, respectively. The lower weighted-average interest rates in 2014 primarily reflect the impact of lower interest rates on commercial paper borrowings; no commercial paper was outstanding during 2013. The weighted-average interest rates in both years reflect local borrowings in emerging growth markets where interest rates are generally higher.

Snap-on has a five-year, \$700 million multi-currency revolving credit facility that terminates on September 27, 2018 (the Credit Facility ); no amounts were outstanding under the Credit Facility as of 2014 year end. Borrowings under the Credit Facility bear interest at varying rates based on Snap-on s then-current, long-term debt ratings. The Credit Facility s financial covenant requires that Snap-on maintain, as of each fiscal quarter end, either (i) a ratio not greater than 0.60 to 1.00 of consolidated net debt (consolidated debt net of certain cash adjustments) to the sum of such consolidated net debt plus total equity and less accumulated other comprehensive income or loss; or (ii) a ratio not greater than 3.50 to 1.00 of such consolidated net debt to earnings before interest, taxes, depreciation, amortization and certain other adjustments for the preceding four fiscal quarters then ended. As of 2014 year end, the company s actual ratios of 0.27 and 1.15, respectively, were both within the permitted

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ranges set forth in this financial covenant.

Snap-on s Credit Facility and other debt agreements also contain certain usual and customary borrowing, affirmative, negative and maintenance covenants. As of 2014 year end, Snap-on was in compliance with all covenants of its Credit Facility and other debt agreements.

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Notes to Consolidated Financial Statements (continued)

#### **Note 10: Financial Instruments**

**Derivatives:** All derivative instruments are reported in the Consolidated Financial Statements at fair value. Changes in the fair value of derivatives are recorded each period in earnings or on the accompanying Consolidated Balance Sheets, depending on whether the derivative is designated and effective as part of a hedged transaction. Gains or losses on derivative instruments recorded in Accumulated other comprehensive income (loss) ( Accumulated OCI ) must be reclassified to earnings in the period in which earnings are affected by the underlying hedged item and the ineffective portion of all hedges must be recognized in earnings in the period that such portion is determined to be ineffective.

The criteria used to determine if hedge accounting treatment is appropriate are (i) the designation of the hedge to an underlying exposure; (ii) whether or not overall risk is being reduced; and (iii) if there is a correlation between the value of the derivative instrument and the underlying hedged item. On the date a derivative contract is entered into, Snap-on designates the derivative as a fair value hedge, a cash flow hedge, a hedge of a net investment in a foreign operation, or a natural hedging instrument whose change in fair value is recognized as an economic hedge against changes in the value of the hedged item. Snap-on does not use derivative instruments for speculative or trading purposes.

The company is exposed to global market risks, including the effects of changes in foreign currency exchange rates, interest rates, and the company s stock price, and therefore uses derivatives to manage financial exposures that occur in the normal course of business. The primary risks managed by using derivative instruments are foreign currency risk, interest rate risk and stock-based deferred compensation risk.

**Foreign currency risk management:** Snap-on has significant international operations and is subject to certain risks inherent with foreign operations that include currency fluctuations. Foreign currency exchange risk exists to the extent that Snap-on has payment obligations or receipts denominated in currencies other than the functional currency, including intercompany loans denominated in foreign currencies. To manage these exposures, Snap-on identifies naturally offsetting positions and then purchases hedging instruments to protect the residual net exposures. Snap-on manages most of these exposures on a consolidated basis, which allows for netting of certain exposures to take advantage of natural offsets. Foreign currency forward contracts ( foreign currency forwards ) are used to hedge the net exposures. Gains or losses on net foreign currency hedges are intended to offset losses or gains on the underlying net exposures in an effort to reduce the earnings volatility resulting from fluctuating foreign currency exchange rates. Snap-on s foreign currency forwards are typically not designated as hedges. The fair value changes of these contracts are reported in earnings as foreign exchange gain or loss, which is included in Other income (expense) net on the accompanying Consolidated Statements of Earnings.

As of 2014 year end, Snap-on had \$140.4 million of net foreign currency forward buy contracts outstanding comprised of buy contracts including \$81.5 million in euros, \$34.8 million in Australian dollars, \$22.1 million in Swedish kronor, \$16.3 million in British pounds, \$10.1 million in Singapore dollars, \$5.7 million in South Korean won, \$4.5 million in Mexican pesos, \$3.6 million in Hong Kong dollars, and \$0.5 million in other currencies, and sell contracts comprised of \$16.8 million in Canadian dollars, \$10.9 million in Japanese yen, \$3.3 million in Danish kroner, and \$7.7 million in other currencies. As of 2013 year end, Snap-on had \$197.1 million of net foreign currency forward buy contracts outstanding comprised of buy contracts including \$89.1 million in euros, \$64.3 million in Swedish kronor, \$33.8 million in Australian dollars, \$26.2 million in British pounds, \$12.7 million in Singapore dollars, \$7.8 million in Hong Kong dollars, \$5.5 million in South Korean won, and \$4.7 million in Mexican pesos, and sell contracts comprised of \$25.6 million in Canadian dollars, \$12.2 million in Japanese yen, \$4.8 million in Danish kroner, and \$4.4 million in other currencies.

**Interest rate risk management:** Snap-on aims to control funding costs by managing the exposure created by the differing maturities and interest rate structures of Snap-on s borrowings through the use of interest rate swap agreements.

Snap-on enters into interest rate swap agreements ( interest rate swaps ) to manage risks associated with changing interest rates related to the company s fixed rate borrowings. Interest rate swaps are accounted for as fair value hedges. The differentials paid or received on interest rate

swaps are recognized as adjustments to Interest expense on the accompanying Consolidated Statements of Earnings. The effective portion of the change in fair value of the derivative is recorded in Long-term debt on the accompanying Consolidated Balance Sheets, while any ineffective portion is recorded as an adjustment to Interest expense on the accompanying Consolidated Statements of Earnings. The notional amount of interest rate swaps outstanding and designated as fair value hedges was \$100.0 million as of both 2014 and 2013 year end.

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Snap-on enters into treasury lock agreements ( treasury locks ) from time to time to manage the potential change in interest rates in anticipation of issuing fixed rate debt. Treasury locks are accounted for as cash flow hedges. The effective differentials paid or received on treasury locks related to the anticipated issuance of fixed rate debt are recognized as adjustments to Interest expense on the accompanying Consolidated Statements of Earnings. There were no treasury locks outstanding as of 2014 or 2013 year end, and no treasury locks were settled in 2014 or 2013.

**Stock-based deferred compensation risk management:** Snap-on aims to manage market risk associated with the stock-based portion of its deferred compensation plans through the use of prepaid equity forward agreements (equity forwards). Equity forwards are used to aid in offsetting the potential mark-to-market effect on stock-based deferred compensation from changes in Snap-on's stock price. Since stock-based deferred compensation liabilities increase as the company's stock price rises and decrease as the company's stock price declines, the equity forwards are intended to mitigate the potential impact on deferred compensation expense that may result from such mark-to-market changes. As of 2014 and 2013 year end, Snap-on had equity forwards in place intended to manage market risk with respect to 112,800 shares and 105,800 shares, respectively, of Snap-on common stock associated with its deferred compensation plans.

**Fair value measurements:** Snap-on has derivative assets and liabilities related to interest rate swaps, foreign currency forwards and equity forwards that are measured at Level 2 fair value on a recurring basis. The fair value of derivative instruments included within the Consolidated Balance Sheets as of 2014 and 2013 year end are as follows:

		2014				20	13		
		A	Asset	Li	iability	А	sset	Lia	ability
	Balance Sheet	Deri	vatives	Der	rivatives	Deri	vatives	Deri	vatives
(Amounts in millions)	Presentation	Fair	Value	Fai	ir Value	Fair	Value	Fair	Value
Derivatives designated									
as hedging instruments:									
Interest rate swaps	Other assets	\$	14.0	\$		\$	10.1	\$	
Derivatives not									
designated as hedging									
instruments:									
Foreign currency forwards	Prepaid expenses and other assets	\$	6.6	\$		\$	4.1	\$	
Foreign currency forwards	Other accrued liabilities				14.7				5.6
Equity forwards	Prepaid expenses and other assets		15.4				11.5		
Total			22.0		14.7		15.6		5.6
Total derivative									
instruments		\$	36.0	\$	14.7	\$	25.7	\$	5.6

As of 2014 and 2013 year end, the fair value adjustment to long-term debt related to the interest rate swaps was \$14.0 million and \$10.1 million, respectively.

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between participants at the measurement date. Level 2 fair value measurements for derivative assets and liabilities are measured using quoted prices in active markets for similar assets and liabilities. Interest rate swaps are valued based on the six-month LIBOR swap rate for similar instruments. Foreign currency forwards are valued based on exchange rates quoted by domestic and foreign banks for similar instruments. Equity forwards are valued using a market approach based primarily on the company s stock price at the reporting date. The company did not have any derivative

assets or liabilities measured at Level 1 or Level 3, nor did it implement any changes in its valuation techniques as of and for its 2014 and 2013 years ended.

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Notes to Consolidated Financial Statements (continued)

The effect of derivative instruments designated as fair value hedges as included in the Consolidated Statements of Earnings is as follows:

	Statement of Earnings	Effective Portion of Gain Recognized in Income						
(Amounts in millions)	Presentation	2	014	20	013	20	012	
Derivatives designated as fair value								
hedges:								
Interest rate swaps	Interest expense	\$	4.0	\$	4.0	\$	3.4	
The effect of derivative instruments d	lesignated as cash flow hedges as	s included	in Accur	mulated OCI	on the Con	solidated F	3alance S	Sheets and
the Consolidated Statements of Earnin	gs is as follows:							

		ortion of Gain Accumulated	U	Statement of Earnings		Portion of Gain Round and Portion of Gain Round and Portugated OCI int	
(Amounts in millions)	2014	2013	2012	Presentation	2014	2013	2012
Derivatives designated as							
cash flow hedges:							
Treasury locks	\$	\$	\$	Interest expense	\$ 0.3	\$ 0.4	\$ 0.4
The effects of derivative ins	truments not	designated as	hedging instru	ments as included in	the Consolidat	ed Statements of	Earnings are as
follows:							

		Gain (Loss) Recognized in			
	Statement of Earnings		Income		
(Amounts in millions)	Presentation	2014	2013	2012	
Derivatives not designated as hed	ging				
instruments:					
Foreign currency forwards	Other income (expense) r	net \$ (19.3)	\$ 1.9	\$ 11.0	
Equity forwards	Operating expenses	3.6	3.3		

Snap-on s foreign currency forwards are typically not designated as hedges for financial reporting purposes. The fair value changes of foreign currency forwards not designated as hedging instruments are reported in earnings as foreign exchange gain or loss in Other income (expense) net on the accompanying Consolidated Statements of Earnings. The \$19.3 million derivative loss recognized in 2014 was partially offset by transaction gains on net exposures of \$17.8 million, resulting in a net foreign exchange loss of \$1.5 million. The \$1.9 million derivative gain recognized in 2013 was more than offset by transaction losses on net exposures of \$6.3 million, resulting in a net foreign exchange loss of \$11.7 million, resulting in a net foreign exchange loss of \$11.7 million, resulting in a net foreign exchange loss of \$0.7 million. The resulting net foreign exchange losses are included in Other income (expense) net on the accompanying Consolidated Statements of Earnings. See Note 16 for additional information on Other income (expense) net.

Snap-on s equity forwards are not designated as hedges for financial reporting purposes. Fair value changes of both the equity forwards and related stock-based (mark-to-market) deferred compensation liabilities are reported in Operating expenses on the accompanying Consolidated Statements of Earnings. The \$3.6 million derivative gain recognized in 2014 was offset by \$3.6 million of mark-to-market deferred compensation expense. The \$3.3 million derivative gain recognized in 2013 was more than offset by \$3.7 million of mark-to-market deferred compensation expense. The company did not utilize equity forwards to manage risk associated with the stock-based portion of its deferred compensation plans prior to 2013.

As of 2014 year end, the maximum maturity date of any fair value hedge was seven years. During the next 12 months, Snap-on expects to reclassify into earnings net gains from Accumulated OCI of approximately \$0.2 million after tax at the time the underlying hedge transactions are realized.

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See the accompanying Consolidated Statements of Comprehensive Income for additional information on changes in comprehensive income.

**Counterparty risk:** Snap-on is exposed to credit losses in the event of non-performance by the counterparties to its various financial agreements, including its foreign currency forward contracts, interest rate swap agreements and prepaid equity forward agreements. Snap-on does not obtain collateral or other security to support financial instruments subject to credit risk, but monitors the credit standing of the counterparties and generally enters into agreements with financial institution counterparties with a credit rating of A- or better. Snap-on does not anticipate non-performance by its counterparties, but cannot provide assurances.

Fair value of financial instruments: The fair values of financial instruments that do not approximate the carrying values in the financial statements as of 2014 and 2013 year end are as follows:

	2014		2	.013
	Carrying	Fair	Carrying	Fair
(Amounts in millions)	Value	Value	Value	Value
Finance receivables net	\$ 1,052.9	\$ 1,198.4	\$ 935.2	\$ 1,084.1
Contract receivables net	316.5	348.2	285.5	326.7
Long-term debt, notes payable and current maturities of long-term debt	919.3	1,031.3	972.0	1,078.9

The following methods and assumptions were used in estimating the fair value of financial instruments:

Finance and contract receivables include both short-term and long-term receivables. The fair value estimates of finance and contract receivables are derived utilizing discounted cash flow analyses performed on groupings of receivables that are similar in terms of loan type and characteristics. The cash flow analysis considers recent pre-payment trends where applicable. The cash flows are discounted over the average life of the receivables using a current market discount rate of a similar term adjusted for credit quality. Significant inputs to the fair value measurements of the receivables are unobservable and, as such, are classified as Level 3.

Fair value of long-term debt and current maturities of long-term debt was estimated, using Level 2 fair value measurements, based on quoted market values of Snap-on s publicly traded senior debt. The carrying value of long-term debt and current maturities of long-term debt includes adjustments related to fair value hedges. The fair value of notes payable approximates such instruments carrying value due to their short-term nature.

The fair value of all other financial instruments, including cash equivalents, trade and other accounts receivable, accounts payable and other financial instruments, approximates such instruments carrying value due to their short-term nature. **Note 11: Pension Plans** 

Note 11: Fension Flans

Snap-on has several non-contributory defined benefit pension plans covering most U.S. employees and certain employees in foreign countries. Snap-on also has foreign contributory defined benefit pension plans covering certain foreign employees. Retirement benefits are generally provided based on employees years of service and average earnings or stated amounts for years of service. Normal retirement age is 65, with provisions for earlier retirement. In 2012, the company settled a Canadian pension plan following the 2011 closure of its Newmarket, Canada, facility. 2014 ANNUAL REPORT

Notes to Consolidated Financial Statements (continued)

The status of Snap-on s pension plans as of 2014 and 2013 year end is as follows:

(Amounts in millions)	2014	2013
Change in projected benefit obligation:		
Benefit obligation at beginning of year	\$ 1,152.3	\$ 1,229.3
Service cost	18.0	20.3
Interest cost	57.3	51.4
Plan participants contributions	1.2	1.2
Plan curtailments		(0.1)
Benefits paid	(59.2)	(59.5)
Plan amendments		(0.5)
Actuarial loss (gain)	177.9	(88.9)
Foreign currency impact	(21.6)	(0.9)
Benefit obligation at end of year	\$ 1,325.9	\$ 1,152.3

Change in plan assets:		
Fair value of plan assets at beginning of year	\$ 1,015.4	\$ 964.0
Actual return on plan assets	112.9	75.1
Plan participants contributions	1.2	1.2
Employer contributions	44.8	35.3
Benefits paid	(59.2)	(59.5)
Foreign currency impact	(11.7)	(0.7)
Fair value of plan assets at end of year	\$ 1,103.4	\$ 1,015.4
Unfunded status at end of year	\$ (222.5)	\$ (136.9)

Amounts recognized in the Consolidated Balance Sheets as of 2014 and 2013 year end are as follows:

(Amounts in millions)	2014	2013
Other assets	\$	\$ 3.7
Accrued benefits	(4.6)	(4.8)
Pension liabilities	(217.9)	(135.8)
Net liability	\$ (222.5)	\$ (136.9)

Amounts included in Accumulated OCI on the accompanying Consolidated Balance Sheets as of 2014 and 2013 year end are as follows:

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(Amounts in millions)	2014	2013
Net loss, net of tax of \$134.9 million and \$96.5 million, respectively	\$ (247.4)	\$ (175.4)
Prior service credit, net of tax of \$2.0 million and \$2.3 million, respectively	3.5	4.0
	\$ (243.9)	\$ (171.4)

The accumulated benefit obligation for Snap-on s pension plans as of 2014 and 2013 year end was \$1,274.3 million and \$1,101.4 million, respectively.

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The projected benefit obligation, accumulated benefit obligation and fair value of plan assets for Snap-on s pension plans in which the accumulated benefit obligation exceeds the fair value of plan assets as of 2014 and 2013 year end are as follows:

(Amounts in millions)	2014	2013
Projected benefit obligation	\$ 1,167.3	\$ 1,010.7
Accumulated benefit obligation		
	1,134.3	979.5
Fair value of plan assets	956.2	875.5
The components of net periodic benefit cost and changes recognized in	Other comprehensive income (loss)	( OCI ) are

(Amounts in millions)	2014	2013	2012
Net periodic benefit cost:			
Service cost	\$ 18.0	\$ 20.3	\$ 21.1
Interest cost	57.3	51.4	52.0
Expected return on plan assets	(73.3)	(70.5)	(66.6)
Amortization of unrecognized loss			
	22.8	41.4	41.4
Amortization of prior service (credit) cost	(0.8)	(0.7)	1.2
Settlement loss recognized			6.8
Net periodic benefit cost	\$ 24.0	\$ 41.9	\$ 55.9
Changes in benefit obligations recognized in OCI, net of tax:			
Net loss (gain)	\$ 72.0	\$ (85.0)	\$ (7.6)
Prior service cost (credit)	0.5		(7.0)
Total recognized in OCI	\$ 72.5	\$ (85.0)	\$ (14.6)

Amounts in Accumulated OCI that are expected to be amortized as net expense into net periodic benefit cost during 2015 are as follows:

(Amounts in millions)	An	nount
Amortization of unrecognized loss	\$	35.7
Amortization of prior service credit		(0.9)
Total to be recognized in net periodic benefit cost	\$	34.8

The worldwide weighted-average assumptions used to determine Snap-on s full-year pension costs are as follows:

2014	2013	2012
5.1%	4.3%	4.5%

Discount rate			
Expected long-term rate of return on plan assets	7.4%	7.6%	7.7%
Rate of compensation increase	3.6%	3.6%	3.6%
The worldwide weighted average assumptions used to determine Snan-on	s projected benefit of	ligation as of 2014 and	2013 year end are as

The worldwide weighted-average assumptions used to determine Snap-on s projected benefit obligation as of 2014 and 2013 year end are as follows:

	2014	2013
Discount rate		
	4.1%	5.1%
Rate of compensation increase	3.6%	3.6%

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Notes to Consolidated Financial Statements (continued)

The objective of Snap-on s discount rate assumption is to reflect the rate at which the pension benefits could be effectively settled. In making this determination, the company takes into account the timing and amount of benefits that would be available under the plans. The domestic discount rate as of 2014 and 2013 year end was selected based on a cash flow matching methodology developed by the company s outside actuaries and which incorporates a review of current economic conditions. This methodology matches the plans yearly projected benefit cash flows to those of hypothetical bond portfolios using high-quality, AA rated or better, corporate bonds from either Moody s Investors Service or Standard & Poor s credit rating agencies available at the measurement date. This technique calculates bond portfolios that produce adequate cash flows to pay the plans projected yearly benefits and then selects the portfolio with the highest yield and uses that yield as the recommended discount rate.

The weighted-average discount rate for Snap-on s domestic pension plans of 4.2% represents the single rate that produces the same present value of cash flows as the estimated benefit plan payments. Lowering Snap-on s domestic discount rate assumption by 50 basis points (100 basis points ( bps ) equals 1.0 percent) would have increased Snap-on s 2014 domestic pension expense and projected benefit obligation by approximately \$6.0 million and \$63.4 million, respectively. As of 2014 year end, Snap-on s domestic projected benefit obligation comprised approximately 82% of Snap-on s worldwide projected benefit obligation. The weighted-average discount rate for Snap-on s foreign pension plans of 3.3% represents the single rate that produces the same present value of cash flows as the estimated benefit plan payments. Lowering Snap-on s foreign discount rate assumption by 50 bps would have increased Snap-on s 2014 foreign pension expense and projected benefit obligation by approximately \$1.9 million and \$22.7 million, respectively.

Actuarial gains and losses in excess of 10 percent of the greater of the projected benefit obligation or market-related value of assets are amortized on a straight-line basis over the average remaining service period of active participants or over the average remaining life expectancy for plans with primarily inactive participants. Prior service costs and credits resulting from plan amendments are amortized in equal annual amounts over the average remaining service period of active participants or over the average remaining life expectancy for plans with primarily inactive period of active participants or over the average remaining life expectancy for plans with primarily inactive period of active participants or over the average remaining life expectancy for plans with primarily inactive participants.

Snap-on uses the last day of its fiscal year end as the measurement date for its plans. Snap-on funds its pension plans as required by governmental regulation and may consider discretionary contributions as conditions warrant. Snap-on intends to make contributions of \$7.1 million to its foreign pension plans and \$2.0 million to its domestic pension plans in 2015, as required by law. Depending on market and other conditions, Snap-on may elect to make discretionary cash contributions to its pension plans in 2015.

The following benefit payments, which reflect expected future service, are expected to be paid as follows:

(Amounts in millions)	Amount
Year:	
2015	\$ 67.1
2016	69.5
2017	72.4
2018	74.1
2019	76.4
2020 2024	406.9

Snap-on s domestic pension plans have a long-term investment horizon and a total return strategy that emphasizes a capital growth objective. The long-term investment performance objective for Snap-on s domestic plans assets is to achieve net of expense returns that meet or exceed the 7.6% domestic long-term, rate-of-return-on-assets assumption used for reporting purposes. Snap-on uses a three-year, market-related value asset method of amortizing the difference between actual and expected returns on its domestic plans assets.

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The basis for determining the overall expected long-term, rate-of-return-on-assets assumption is a nominal returns forecasting method. For each asset class, future returns are estimated by identifying the premium of riskier asset classes over lower risk alternatives. The methodology constructs expected returns using a building block approach to the individual components of total return. These forecasts are stated in both nominal and real (after inflation) terms. This process first considers the long-term historical return premium based on the longest set of data available for each asset class. These premiums are then adjusted based on current relative valuation levels and macro-economic conditions.

For risk and correlation assumptions, the actual experience for each asset class is reviewed for the longest time period available. Expected relationships for a 10 to 20 year time horizon are determined based upon historical results, with adjustments made for material changes.

Investments are diversified to attempt to minimize the risk of large losses. Since asset allocation is a key determinant of expected investment returns, assets are periodically rebalanced to the targeted allocation to correct significant deviations from the asset allocation policy that are caused by market fluctuations and cash flow. Asset/liability studies are conducted periodically to determine if any revisions to the strategic asset allocation policy are necessary.

Snap-on s domestic pension plans target allocation and actual weighted-average asset allocation by asset category and fair value of plan assets as of 2014 and 2013 year end are as follows:

	Target	2014	2013
Asset category:			
Equity securities	50%	48%	51%
Debt securities and cash	35%	39%	34%
Real estate and other real assets	5%	3%	4%
Hedge funds	10%	10%	11%
Total	100%	100%	100%
Fair value of plan assets (Amounts in millions)		\$ 939.4	\$ 863.4

The fair value measurement hierarchy prioritizes the inputs used to measure fair value. The hierarchy gives the highest priority (Level 1) to unadjusted quoted prices in active markets for identical assets and liabilities and the lowest priority (Level 3) to unobservable inputs. Fair value measurements primarily based on observable market information are given a Level 2 priority.

Shares of certain equity and debt securities valued at quoted market prices for which an official close or last trade pricing on an active exchange is available are categorized as Level 1 in the fair value hierarchy. Shares of commingled equity securities, corporate bonds, commingled multi-strategy funds and insurance contracts are valued at the net asset value (NAV), as reported by the fund managers, based on the value of the underlying assets less liabilities, with each NAV divided by the respective number of units outstanding. The resulting unit price is quoted on a private market and is based on the value of the underlying investment, which is primarily based on observable inputs; such investments are categorized as Level 2 in the fair value hierarchy. Private equity partnership funds, hedge funds, and real estate and other real assets, all of which have redemption restrictions, are stated at estimated fair value (based on the estimated fair market value of the underlying investments) as reported by the fund manager and are classified as Level 3 in the fair value hierarchy. The company regularly reviews fund performance directly with its investment advisor and the fund managers, and performs qualitative analysis to corroborate the reasonableness of the reported net asset values. For Level 3 funds for which the company did not receive a year-end net asset value, the company recorded an estimate of the change in fair value for the latest period based on return estimates and other fund activity obtained from the fund managers.

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Notes to Consolidated Financial Statements (continued)

The following is a summary, by asset category, of the fair value and the level within the fair value hierarchy of Snap-on s domestic pension plans assets as of 2014 year end:

	Q	Juoted	Sig	nificant				
	Pri	ices for	C	Other	Sig	nificant		
	Id	entical	Obs	ervable	Unol	bservable		
	A	Assets	Ir	iputs	Ι	nputs		
(Amounts in millions)	(L	evel 1)	(Le	evel 2)	(L	evel 3)	1	Fotal
Asset category:								
Cash and cash equivalents	\$	26.9	\$		\$		\$	26.9
Equity securities:								
Domestic		57.5						57.5
Foreign		67.5						67.5
Commingled funds domestic				171.1				171.1
Commingled funds foreign				111.5				111.5
Private equity partnerships						47.4		47.4
Debt securities:								
Government		138.2						138.2
Corporate bonds				197.0				197.0
Real estate and other real assets						30.8		30.8
Hedge funds						91.5		91.5
						1.5		71.5
Total	\$	290.1	\$	479.6	\$	169.7	\$	939.4

The following is a summary of the 2014 changes in fair value of the domestic plans assets with Level 3 inputs:

			P	rivate	Rea	l Estate	
	I	Hedge	E	quity	and	l Other	
(Amounts in millions)	]	Funds	Part	nerships	Real	l Assets	Total
Balance as of 2013 year end	\$	90.3	\$	49.4	\$	35.4	\$ 175.1
Realized gains on assets sold		0.6		6.0		1.6	8.2
Unrealized gains attributable to assets held		3.4		1.1		3.2	7.7
Net purchases and settlements		(2.8)		(9.1)		(9.4)	(21.3)
Balance as of 2014 year end	\$	91.5	\$	47.4	\$	30.8	\$ 169.7

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The following is a summary, by asset category, of the fair value and the level within the fair value hierarchy of Snap-on s domestic pension plans assets as of 2013 year end:

(Amounts in millions)	Quoted Prices for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Total
Asset category:				
Cash and cash equivalents	\$ 18.0	\$	\$	\$ 18.0
Equity securities:				
Domestic	59.9			59.9
Foreign	65.4			65.4
Commingled funds domestic		162.6		162.6
Commingled funds foreign		105.5		105.5
Private equity partnerships			49.4	49.4
Debt securities:				
Government	110.8			110.8
Corporate bonds		166.1		166.1
Real estate and other real assets			35.4	35.4
Hedge funds			90.3	90.3
Total	\$ 254.1	\$ 434.2	\$ 175.1	\$ 863.4

The following is a summary of the 2013 changes in fair value of the domestic plans assets with Level 3 inputs:

(Amounts in millions)	Hedge Funds	Private Equity Partnerships	Real Estate and Other Real Assets	Total
Balance as of 2012 year end	\$ 75.0	\$ 49.6	\$ 39.0	\$ 163.6
Realized gains (losses) on assets sold	(1.5)	5.4	0.1	4.0
Unrealized gains attributable to assets held	13.4	1.6	0.6	15.6
Net purchases and settlements	3.4	(7.2)	(4.3)	(8.1)
Balance as of 2013 year end	\$ 90.3	\$ 49.4	\$ 35.4	\$ 175.1

Snap-on s primary investment objective for its foreign pension plans assets is to meet the projected obligations to the beneficiaries over a long period of time, and to do so in a manner that is consistent with the company s risk tolerance. The foreign asset allocation policies consider the company s financial strength and long-term asset class risk/return expectations, since the obligations are long term in nature. The company believes the foreign pension plans assets, which are managed locally by professional investment firms, are well diversified.

The expected long-term rate of return on foreign plans assets reflects management s expectations of long-term average rates of return on funds invested to provide benefits included in the projected benefit obligation. The expected return is based on the outlook for inflation, fixed income returns and equity returns, asset allocation and investment strategy. Differences between actual and expected returns on foreign pension plans assets are recorded as an actuarial gain or loss and amortized accordingly.

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Notes to Consolidated Financial Statements (continued)

Snap-on s foreign pension plans target allocation and actual weighted-average asset allocation by asset category and fair value of plan assets as of 2014 and 2013 year end are as follows:

	Target	2014	2013
Asset category:			
Equity securities*	38%	39%	37%
Debt securities and cash*	36%	36%	44%
Insurance contracts and hedge funds	26%	25%	19%
Total	100%	100%	100%
Fair value of plan assets (Amounts in millions)		\$ 164.0	\$ 152.0

\* Includes commingled funds multi-strategy

The following is a summary, by asset category, of the fair value and the level within the fair value hierarchy of Snap-on s foreign pension plans assets as of 2014 year end:

	Quoted Prices for Identical Assets	Significant Other Observable Inputs	Significant Unobservable Inputs	
(Amounts in millions)	(Level 1)	(Level 2)	(Level 3)	Total
Asset category:				
Cash and cash equivalents	\$ 0.8	\$	\$	\$ 0.8
Commingled funds multi-strategy		121.7		121.7
Insurance contracts		23.4		23.4
Hedge funds			18.1	18.1
Total	\$ 0.8	\$ 145.1	\$ 18.1	\$ 164.0

The following is a summary of the 2014 changes in fair value of the foreign plans assets with Level 3 inputs:

(Amounts in millions)

Hedge Funds

Balance as of 2013 year end	\$ 24.8
Unrealized gains attributable to assets held	0.1
Net purchases and settlements	(6.8)
Balance as of 2014 year end	\$ 18.1

The following is a summary, by asset category, of the fair value and the level within the fair value hierarchy of Snap-on s foreign pension plans assets as of 2013 year end:

	Quoted Prices for Identical Assets	Significant Other Observable Inputs	Significant Unobservable Inputs	
(Amounts in millions)	(Level 1)	(Level 2)	(Level 3)	Total
Asset category:				
Cash and cash equivalents	\$ 0.8	\$	\$	\$ 0.8
Commingled funds multi-strategy		122.4		122.4
Insurance contracts		4.0		4.0
Hedge funds			24.8	24.8
Total	\$ 0.8	\$ 126.4	\$ 24.8	\$ 152.0

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The following is a summary of the 2013 changes in fair value of the foreign plans assets with Level 3 inputs:

	Hedge
(Amounts in millions)	Funds
Balance as of 2012 year end	\$ 20.0
Unrealized gains attributable to assets held	1.5
Net purchases and settlements	3.3
Balance as of 2013 year end	\$ 24.8

Snap-on has several 401(k) plans covering certain U.S. employees. Snap-on s employer match to the 401(k) plans is made with cash contributions. For 2014, 2013 and 2012, Snap-on recognized \$6.5 million, \$5.9 million and \$5.7 million, respectively, of expense related to its 401(k) plans.

#### **Note 12: Postretirement Plans**

Snap-on provides health care benefits for certain retired U.S. employees. Employees retiring prior to 1989 were eligible for retiree medical coverage upon reaching early retirement age, with no retiree contributions required. Benefits are paid based on deductibles and percentages of covered expenses and take into consideration payments made by Medicare and other insurance coverage.

Since 1989, U.S. retirees have been eligible for comprehensive major medical plans. Benefits are paid based on deductibles and percentages of covered expenses, and plan provisions allow for benefit and coverage changes. Most retirees are required to pay the entire cost of the coverage, but Snap-on may elect to subsidize the cost of coverage under certain circumstances.

Snap-on has a Voluntary Employees Beneficiary Association (VEBA) trust for the funding of existing postretirement health care benefits for certain non-salaried retirees in the United States; all other retiree health care plans are unfunded.

The status of Snap-on s U.S. postretirement health care plans as of 2014 and 2013 year end is as follows:

(Amounts in millions)	2014	2013
Change in accumulated postretirement benefit obligation:		
Benefit obligation at beginning of year	\$ 61.5	\$ 69.0
Service cost	0.1	0.1
Interest cost	2.5	2.2
Plan participants contributions	1.2	1.2
Benefits paid	(6.0)	(6.8)
Actuarial loss (gain)	2.7	(4.2)
Benefit obligation at end of year	\$ 62.0	\$ 61.5
Change in plan assets:		
Fair value of plan assets at beginning of year	\$ 15.0	\$ 15.1
Plan participants contributions	1.2	1.2

Employer contributions	3.6	3.0
Actual return on VEBA plan assets	0.9	2.5
Benefits paid	(6.0)	(6.8)
Fair value of plan assets at end of year	\$ 14.7	\$ 15.0
Unfunded status at end of year	\$ (47.3)	\$ (46.5)

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Notes to Consolidated Financial Statements (continued)

Amounts recognized in the Consolidated Balance Sheets as of 2014 and 2013 year end are as follows:

(Amounts in millions)	2014	2013	
Accrued benefits	\$ (4.	8) \$ (4.8)	
Retiree health care benefits	(42.	5) (41.7)	
Net liability	\$ (47.	3) \$ (46.5)	

Amounts included in Accumulated OCI on the accompanying Consolidated Balance Sheets as of 2014 and 2013 year end are as follows:

(Amounts in millions)	20	14	20	013
Net gain, net of tax of \$1.5 million and \$2.6 million, respectively	\$	2.4	\$	4.2

The components of net periodic benefit cost and changes recognized in OCI are as follows:

(Amounts in millions)	20	014	2	013	2	2012
Net periodic benefit cost:						
Service cost	\$	0.1	\$	0.1	\$	0.2
Interest cost		2.5		2.2		2.6
Expected return on plan assets		(1.1)		(1.1)		(1.0)
Net periodic benefit cost	\$	1.5	\$	1.2	\$	1.8
Changes in benefit obligations recognized in OCI, net of tax:						
Net loss (gain)	\$	1.8	\$	(3.4)	\$	(1.2)

Snap-on expects to recognize \$0.3 million of prior unrecognized losses, included in Accumulated OCI on the accompanying 2014 Consolidated Balance Sheet, in net periodic benefit cost during 2015.

The weighted-average discount rate used to determine Snap-on s postretirement health care expense is as follows:

	2014	2013	2012
Discount rate	4.2%	3.2%	3.8%

The weighted-average discount rate used to determine Snap-on s accumulated benefit obligation is as follows:

	2014	2013
Discount rate	3.6%	4.2%
The methodology for selecting the year-end 2014 and 2013 weighted average disc	ount rate for the company	s domestic postretirement plans was

The methodology for selecting the year-end 2014 and 2013 weighted-average discount rate for the company s domestic postretirement plans was to match the plans yearly projected cash flows to those of hypothetical bond portfolios using high-quality, AA rated or better, corporate bonds from either Moody s Investors Service or Standard & Poor s credit rating agencies available at the measurement date.

The actuarial calculation assumes a health care cost trend rate of 7.2% in 2015, decreasing gradually to 4.5% in 2028 and thereafter. As of 2014 year end, a one-percentage-point increase in the health care cost trend rate for future years would increase the accumulated postretirement benefit obligation by approximately \$0.9 million and the aggregate of the service cost and interest cost components by less than \$0.1 million. Conversely, a one-percentage-point decrease in the health care cost trend rate for future years would decrease the accumulated postretirement benefit obligation by \$0.8 million and the aggregate of the service cost and interest rate components by less than \$0.1 million.

The following benefit payments, which reflect expected future service, are expected to be paid as follows:

(Amounts in millions)	Amount
Year:	
2015	\$ 5.6
2016	5.9
2017	6.1
2018	6.4
2019	6.4
2020 2024	27.6

The objective of the VEBA trust is to achieve net of expense returns that meet or exceed the 6.8% long-term, rate-of-return-on-assets assumption used for reporting purposes. Investments are diversified to attempt to minimize the risk of large losses. Since asset allocation is a key determinant of expected investment returns, assets are periodically rebalanced to the targeted allocation to correct significant deviations from the asset allocation policy that are caused by market fluctuations and cash flow.

The basis for determining the overall expected long-term, rate-of-return-on-assets assumption is a nominal returns forecasting method. For each asset class, future returns are estimated by identifying the premium of riskier asset classes over lower risk alternatives. The methodology constructs expected returns using a building block approach to the individual components of total return. These forecasts are stated in both nominal and real (after inflation) terms. This process first considers the long-term historical return premium based on the longest set of data available for each asset class. These premiums are then adjusted based on current relative valuation levels and macro-economic conditions.

Snap-on s VEBA plan target allocation and actual weighted-average asset allocation by asset category and fair value of plan assets as of 2014 and 2013 year end are as follows:

	Target	2014	2013
Asset category:			
Debt securities and cash	46%	45%	13%
Equity securities	29%	29%	57%
Hedge funds	25%	26%	24%
Real estate and other real assets			6%
Total	100%	100%	100%
Fair value of plan assets (Amounts in millions)		\$ 14.7	\$ 15.0

The fair value measurement hierarchy prioritizes the inputs used to measure fair value. The hierarchy gives the highest priority (Level 1) to unadjusted quoted prices in active markets for identical assets and liabilities and the lowest priority (Level 3) to unobservable inputs. Fair value measurements primarily based on observable market information are given a Level 2 priority.

Shares of debt securities, certain equity securities and real estate and other real assets valued at quoted market prices for which an official close or last trade pricing on an active exchange is available are categorized as Level 1 in the fair value hierarchy. Certain other equity securities are valued at the net asset value ( NAV ), as reported by the fund manager, based on the value of the underlying assets less liabilities, with this NAV divided by the number of units outstanding. The resulting unit price is quoted on a private market and is based on the value of the underlying investment, which is primarily based on observable inputs; such investments are categorized as Level 2 in the fair value hierarchy. Hedge funds,

which have redemption restrictions, are stated at estimated fair value (based on the estimated fair market value of the underlying investments) as reported by the fund manager and are classified as Level 3 in the fair value hierarchy. The company regularly reviews fund performance directly with its investment advisor and the fund managers, and performs qualitative analysis to corroborate the reasonableness of the reported net asset values. For Level 3 funds for which the company did not receive a year-end net asset value, the company recorded an estimate of the change in fair value for the latest period based on return estimates and other fund activity obtained from the fund managers.

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Notes to Consolidated Financial Statements (continued)

The following is a summary, by asset category, of the fair value and the level within the fair value hierarchy of the VEBA assets as of 2014 year end:

		Significant		
	Quoted	Other	Significant	
	Prices for			
	Identical	Observable	Unobservable	
	Assets	Inputs	Inputs	
(Amounts in millions)	(Level 1)	(Level 2)	(Level 3)	Total
Asset category:				
Cash and cash equivalents	\$ 0.1	\$	\$	\$ 0.1
Debt securities	6.5			6.5
Equity securities		4.2		4.2
Hedge funds			3.9	3.9
Total	\$ 6.6	\$ 4.2	\$ 3.9	\$ 14.7

The following is a summary of the 2014 changes in fair value of the VEBA plan assets with Level 3 inputs:

	Hedge
(Amounts in millions)	Funds
Balance as of 2013 year end	\$ 3.6
Unrealized gains attributable to assets held	0.3
Balance as of 2014 year end	\$ 3.9

The following is a summary, by asset category, of the fair value and the level within the fair value hierarchy of the VEBA assets as of 2013 year end:

	Significant			
	Quoted	Other	Significant	
	Prices for			
	Identical	Observable	Unobservable	
	Assets	Inputs	Inputs	
(Amounts in millions)	(Level 1)	(Level 2)	(Level 3)	Total

Asset category:			
Cash and cash equivalents	\$ 0.1	\$ \$	\$ 0.1
Debt securities	1.9		1.9
Equity securities	8.6		8.6
Hedge funds		3.6	3.6
Real estate and other real assets	0.8		0.8
Total	\$ 11.4	\$ \$ 3.6	\$ 15.0
		1	

The following is a summary of the 2013 changes in fair value of the VEBA plan assets with Level 3 inputs:

	He	edge
(Amounts in millions)	Fι	unds
Balance as of 2012 year end	\$	3.2
Unrealized gains attributable to assets held		0.4
Balance as of 2013 year end	\$	3.6

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#### Note 13: Stock-based Compensation and Other Stock Plans

The 2011 Incentive Stock and Awards Plan (the 2011 Plan ) provides for the grant of stock options, performance awards, stock appreciation rights (SARs) and restricted stock awards (which may be designated as restricted stock units or RSUs). No further grants are being made under its predecessor, the 2001 Incentive Stock and Awards Plan (the 2001 Plan ), although outstanding awards under the 2001 Plan will continue until exercised, forfeited or expired. As of 2014 year end, the 2011 Plan had 1,884,063 shares available for future grants. The company uses treasury stock to deliver shares under both the 2001 and 2011 Plans.

Net stock-based compensation expense was \$38.1 million in 2014, \$38.5 million in 2013 and \$32.1 million in 2012. Cash received from stock purchase and option plan exercises was \$33.0 million in 2014, \$29.2 million in 2013 and \$46.8 million in 2012. The tax benefit realized from both the exercise and vesting of share-based payment arrangements was \$22.3 million in 2014, \$18.3 million in 2013 and \$15.4 million in 2012.

#### Stock Options

Stock options are granted with an exercise price equal to the market value of a share of Snap-on s common stock on the date of grant and have a contractual term of ten years. Stock option grants vest ratably on the first, second and third anniversaries of the date of grant.

The fair value of each stock option award is estimated on the date of grant using the Black-Scholes valuation model. The company uses historical data regarding stock option exercise behaviors for different participating groups to estimate the period of time that options granted are expected to be outstanding. Expected volatility is based on the historical volatility of the company s stock for the length of time corresponding to the expected term of the option. The expected dividend yield is based on the company s historical dividend payments. The risk-free interest rate is based on the U.S. treasury yield curve on the grant date for the expected term of the option. The following weighted-average assumptions were used in calculating the fair value of stock options granted during 2014, 2013 and 2012, using the Black-Scholes valuation model:

	2014	2013	2012
Expected term of option (in years)	4.52	4.29	5.36
Expected volatility factor	26.76%	33.79%	36.93%
Expected dividend yield	2.40%	2.67%	2.72%
Risk-free interest rate	1.30%	0.79%	0.82%

A summary of stock option activity during 2014 is presented below:

	Shares (in thousands)	Exercise Price per Share*	Remaining Contractual Term* (in years)	Aggregate Intrinsic Value (in millions)
Outstanding at beginning of year	2,429	\$ 58.35		
Granted	644	109.44		
Exercised	(397)	52.89		
Forfeited or expired	(46)	90.03		
Outstanding at end of year	2,630	71.13	6.8	\$ 171.4
Exercisable at end of year	1,407	53.42	5.4	116.6

\* Weighted-average

The weighted-average grant date fair value of options granted was \$20.19 in 2014, \$17.36 in 2013 and \$15.46 in 2012. The intrinsic value of options exercised was \$24.6 million in 2014, \$14.1 million in 2013 and \$23.0 million in 2012. The fair value of stock options vested was \$9.6 million in 2014, \$7.9 million in 2013 and \$5.8 million in 2012.

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Notes to Consolidated Financial Statements (continued)

As of 2014 year end there was \$13.2 million of unrecognized compensation cost related to non-vested stock options that is expected to be recognized as a charge to earnings over a weighted-average period of 1.5 years.

#### Performance Awards

Performance awards, which are granted as performance share units and performance-based RSUs, are earned and expensed using the fair value of the award over a contractual term of three years based on the company s performance. Vesting of the performance awards is dependent upon performance relative to pre-defined goals for revenue growth and return on net assets for the applicable performance period. For performance awards initially granted.

The performance share units have a three-year performance period based on the results of the consolidated financial metrics of the company. The performance-based RSUs have a one-year performance period based on the results of the consolidated financial metrics of the company followed by a two-year cliff vesting schedule, assuming continued employment.

The fair value of performance awards is calculated using the market value of a share of Snap-on s common stock on the date of grant. The weighted-average grant date fair value of performance awards granted during 2014, 2013 and 2012 was \$102.11, \$77.33 and \$60.00, respectively. Vested performance share units approximated 131,000 shares as of 2014 year end, 148,000 shares as of 2013 year end and 213,000 shares as of 2012 year end. Performance share units of 146,313 shares, 213,459 shares and 53,990 shares were paid out in 2014, 2013 and 2012, respectively. Earned performance share units are generally paid out following the conclusion of the applicable performance period upon approval by the Organization and Executive Compensation Committee of the company s Board of Directors (the Board ).

Based on the company s 2014 performance, 78,585 RSUs granted in 2014 were earned; assuming continued employment, these RSUs will vest at the end of fiscal 2016. Based on the company s 2013 performance, 84,413 RSUs granted in 2013 were earned; assuming continued employment, these RSUs will vest at the end of fiscal 2015. Based on the company s 2012 performance, 95,047 RSUs granted in 2012 were earned; these RSUs vested as of fiscal 2014 year end and were paid out shortly thereafter.

The changes to the company s non-vested performance awards in 2014 are as follows:

	Shares (in thousands)	Fair Value Price per Share*
Non-vested performance awards at beginning of year	381	\$ 68.13
Granted	177	102.11
Vested	(225)	60.04
Cancellations and other	(6)	78.65
Non-vested performance awards at end of year	327	91.92

\*Weighted-average

As of 2014 year end there was approximately \$15.1 million of unrecognized compensation cost related to non-vested performance awards that is expected to be recognized as a charge to earnings over a weighted-average period of 1.6 years.

## Stock Appreciation Rights ( SARs )

The company also issues cash-settled and stock-settled SARs to certain key non-U.S. employees. SARs have a contractual term of ten years and vest ratably on the first, second and third anniversaries of the date of grant. SARs are granted with an exercise price equal to the market value of a share of Snap-on s common stock on the date of grant.

Cash-settled SARs provide for the cash payment of the excess of the fair market value of Snap-on s common stock price on the date of exercise over the grant price. Cash-settled SARs have no effect on dilutive shares or shares outstanding as any appreciation of Snap-on s common stock value over the grant price is paid in cash and not in common stock.

The company began issuing stock-settled SARs in 2013. Stock-settled SARs are accounted for as equity instruments and provide for the issuance of Snap-on common stock equal to the amount by which the company s stock has appreciated over the exercise price. Stock-settled SARs have an effect on dilutive shares and shares outstanding as any appreciation of Snap-on s common stock value over the exercise price will be settled in shares of common stock.

The fair value of cash-settled SARs is revalued (mark-to-market) each reporting period using the Black-Scholes valuation model based on Snap-on s period-end stock price. The fair value of stock-settled SARs is estimated on the date of grant using the Black-Scholes valuation model. The company uses historical data regarding SARs exercise behaviors for different participating groups to estimate the expected term of the SARs granted based on the period of time that similar instruments granted are expected to be outstanding. Expected volatility is based on the historical volatility of the company s stock for the length of time corresponding to the expected term of the SARs. The expected dividend yield is based on the company s historical dividend payments. The risk-free interest rate is based on the U.S. treasury yield curve in effect as of the reporting date (for cash-settled SARs) or grant date (for stock-settled SARs) for the length of time corresponding to the expected term of the SARs.

The following weighted-average assumptions were used in calculating the fair value of cash-settled SARs granted during 2014, 2013 and 2012 using the Black-Scholes valuation model:

	2014	2013	2012
Expected term of cash-settled SARs (in years)	3.53	3.28	4.49
Expected volatility factor	23.92%	24.54%	36.44%
Expected dividend yield	2.11%	2.57%	2.69%
Risk-free interest rate	1.07%	0.79%	0.72%

The intrinsic value of cash-settled SARs exercised was \$5.5 million in 2014, \$4.4 million in 2013 and \$5.4 million in 2012. The fair value of cash-settled SARs vested during 2014, 2013 and 2012 was \$5.9 million, \$5.7 million and \$3.5 million, respectively.

Changes to the company s non-vested cash-settled SARs in 2014 are as follows:

	Cash-settled	Fair Value
	SARs	Price per
	(in thousands)	Share*
Non-vested cash-settled SARs at beginning of year	126	\$ 43.72
Granted	4	32.86
Vested	(81)	73.25
Cancellations	(2)	
Non-vested cash-settled SARs at end of year	47	68.35

\* Weighted-average

As of 2014 year end there was \$3.2 million of unrecognized compensation cost related to non-vested cash-settled SARs that is expected to be recognized as a charge to earnings over a weighted-average period of 0.3 years.

The following weighted-average assumptions were used in calculating the fair value of stock-settled SARs granted during 2014 and 2013 using the Black-Scholes valuation model:

	2014	2013
Expected term of stock-settled SARs (in years)	4.49	4.24
Expected volatility factor	25.64%	33.92%
Expected dividend yield	2.40%	2.67%
Risk-free interest rate	1.50%	0.91%

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Notes to Consolidated Financial Statements (continued)

A summary of stock-settled SARs activity in 2014 is presented below:

	Stock-settled SARs (in thousands)	Exercise Price per Share*	Remaining Contractual Term* (in years)	Aggregate Intrinsic Value (in millions)
Outstanding at beginning of year	122	\$ 79.29	(In years)	(in millions)
Granted	116	109.98		
Exercised	(3)	79.04		
Forfeited or expired	(12)	80.97		
Outstanding at end of year	223	94.90	8.6	\$ 9.2
Exercisable at end of year	29	79.40	8.1	1.6

#### \*Weighted-average

The weighted-average grant date fair value of stock-settled SARs granted during 2014 and 2013 was \$19.55 and \$17.47, respectively. The intrinsic value of stock-settled SARs exercised during 2014 and 2013 was \$0.1 million and zero, respectively. The fair value of stock-settled SARs vested during 2014 and 2013 was \$0.6 million and zero, respectively.

As of 2014 year end there was \$2.4 million of unrecognized compensation cost related to non-vested stock-settled SARs that is expected to be recognized as a charge to earnings over a weighted-average period of 1.7 years.

# Restricted Stock Awards Non-employee Directors

The company awarded non-employee directors 10,398 shares and 13,437 shares of restricted stock in 2014 and 2013, respectively. The company awarded non-employee directors 17,811 shares of non-performance-based RSUs in 2012. The fair value of the restricted stock awards is expensed over the one year vesting period based on the fair value on the date of grant. All restrictions for the restricted stock generally lapse upon the earlier of the first anniversary of the grant date, the recipient s death or disability or in the event of a change in control, as defined in the 2011 Plan. If termination of the recipient s service occurs prior to the first anniversary of the grant date for any reason other than death or disability, the shares of restricted stock would be forfeited, unless otherwise determined by the Board. The fair value of the non-performance-based RSUs granted in 2012 was expensed in full on the date of grant at the grant date fair value. All restrictions on the non-performance-based RSUs will lapse upon the recipient s termination of service as a director or in the event of a change in control. At the time of grant, directors had the opportunity to elect to defer receipt of all or part of the non-performance-based RSUs upon the lapsing of restriction provisions.

#### Directors Fee Plan

Under the Directors 1993 Fee Plan, as amended, non-employee directors may elect to receive up to 100% of their fees and retainer in shares of Snap-on s common stock. Directors may elect to defer receipt of all or part of these shares. In addition, directors may elect to defer receipt of all or part of their non-performance-based RSUs into the Directors Fee Plan upon the lapsing of restriction provisions. For 2014, 2013 and 2012,

issuances under the Directors Fee Plan totaled 21,533 shares, 2,313 shares and 11,025 shares, respectively, of which 20,483 shares, 1,021 shares and 9,278 shares, respectively, were deferred. As of 2014 year end, shares reserved for issuance to directors under this plan totaled 146,944 shares.

#### Employee Stock Purchase Plan

Substantially all Snap-on employees in the United States and Canada are eligible to participate in an employee stock purchase plan. The purchase price of the company s common stock to participants is the lesser of the mean of the high and low price of the stock on the beginning date (May 15) or ending date (the following May 14) of each plan year. For 2014, 2013 and 2012, issuances under this plan totaled 56,582 shares, 93,442 shares and 33,596 shares, respectively. As of 2014 year end, shares reserved for issuance under this plan totaled 865,043 shares and Snap-on held approximately \$2.5 million of participants contributions. Participants are able to withdraw from the plan at any time prior to the ending date and receive back all contributions made during the plan year. Compensation expense for plan participants was \$1.5 million in 2014, \$2.6 million in 2013 and \$0.5 million in 2012.

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#### Franchisee Stock Purchase Plan

All franchisees in the United States and Canada are eligible to participate in a franchisee stock purchase plan. The purchase price of the company s common stock to participants is the lesser of the mean of the high and low price of the stock on the beginning date (May 15) or ending date (the following May 14) of each plan year. For 2014, 2013 and 2012, issuances under this plan totaled 74,502 shares, 105,406 shares and 48,819 shares, respectively. As of 2014 year end, shares reserved for issuance under this plan totaled 230,337 shares and Snap-on held approximately \$3.2 million of participants contributions. Participants are able to withdraw from the plan at any time prior to the ending date and receive back all contributions made during the plan year. Expense for plan participants was \$1.7 million in 2014, \$3.3 million in 2013 and \$0.7 million in 2012.

#### Note 14: Capital Stock

Snap-on has undertaken repurchases of Snap-on common stock from time to time to offset dilution created by shares issued for employee and franchisee stock purchase plans, stock awards and other corporate purposes. Snap-on repurchased 680,000 shares, 926,000 shares and 1,180,000 shares in 2014, 2013 and 2012, respectively. As of 2014 year end, Snap-on has remaining availability to repurchase up to an additional \$210.9 million in common stock pursuant to Board authorizations. The purchase of Snap-on common stock is at the company s discretion, subject to prevailing financial and market conditions.

Cash dividends paid in 2014, 2013 and 2012 totaled \$107.6 million, \$92.0 million and \$81.5 million, respectively. Cash dividends per share in 2014, 2013 and 2012 were \$1.85, \$1.58 and \$1.40, respectively. On February 12, 2015, the company s Board declared a quarterly dividend of \$0.53 per share, payable on March 10, 2015, to shareholders of record on February 24, 2015.

#### Note 15: Commitments and Contingencies

Snap-on leases facilities, office equipment and vehicles under non-cancelable operating and capital leases that extend for varying amounts of time. Snap-on s future minimum lease commitments under these leases, net of sub-lease rental income, are as follows:

	Operating	Capital
(Amounts in millions)	Leases	Leases
Year:		
2015	\$ 22.3	\$ 6.3
2016	16.0	4.9
2017	12.0	3.7
2018	8.6	2.6
2019	6.5	2.1
2020 and thereafter	11.1	8.7
Total minimum lease payments	\$ 76.5	\$ 28.3
Less: amount representing interest		(2.5)
Total present value of minimum capital lease payments		\$ 25.8

Amounts included in the accompanying Consolidated Balance Sheets for the present value of minimum capital lease payments as of 2014 year end are as follows:

(Amounts in millions)	2	2014
Other accrued liabilities	\$	5.7
Other long-term liabilities		20.1
Total present value of minimum capital lease payments	\$	25.8

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Notes to Consolidated Financial Statements (continued)

Rent expense for worldwide facilities, office equipment and vehicles, net of sub-lease rental income, was \$30.6 million, \$31.2 million and \$29.7 million in 2014, 2013 and 2012, respectively.

Snap-on provides product warranties for specific product lines and accrues for estimated future warranty cost in the period in which the sale is recorded. Snap-on calculates its accrual requirements based on historic warranty loss experience that is periodically adjusted for recent actual experience, including the timing of claims during the warranty period and actual costs incurred. Snap-on s product warranty accrual activity for 2014, 2013 and 2012 is as follows:

(Amounts in millions)	2014	2013	2012
Warranty accrual:			
Beginning of year	\$ 17.0	\$ 18.9	\$ 18.6
Additions	14.6	9.3	10.4
Usage	(14.3)	(11.2)	(10.1)
End of year	\$ 17.3	\$ 17.0	\$ 18.9

Approximately 2,600 employees, or 23% of Snap-on s worldwide workforce, are represented by unions and/or covered under collective bargaining agreements. The number of covered union employees whose contracts expire over the next five years approximates 1,250 employees in 2015; 400 employees in 2016; and 600 employees in 2017; there are no contracts currently scheduled to expire in 2018 or 2019. In recent years, Snap-on has not experienced any significant work slowdowns, stoppages or other labor disruptions.

Snap-on is involved in various legal matters that are being litigated and/or settled in the ordinary course of business. Although it is not possible to predict the outcome of these legal matters, management believes that the results of these legal matters will not have a material impact on Snap-on s consolidated financial position, results of operations or cash flows.

#### Note 16: Other Income (Expense) Net

Other income (expense) net on the accompanying Consolidated Statements of Earnings consists of the following:

(Amounts in millions)	2014	2013	2012
Interest income	\$ 0.5	\$ 0.5	\$ 0.6
Net foreign exchange loss	(1.5)	(4.4)	(0.7)
Other	0.1		(0.3)
Total other income (expense) net	\$ (0.9)	\$ (3.9)	\$ (0.4)

### Note 17: Accumulated Other Comprehensive Income (Loss)

The following is a summary of changes in Accumulated OCI by component and net of tax for 2014 and 2013:

(Amounts in millions) Balance as of 2012 year end	Foreign Currency Translation \$ 129.7	Cash Flow Hedges \$ 1.7	Defined Benefit Pension and Postretirement Plans \$ (255.6)	Total \$ (124.2)
Other comprehensive income (loss) before				
reclassifications	(8.6)		62.9	54.3
Amounts reclassified from Accumulated OCI		(0.4)	25.5	25.1
Net other comprehensive income (loss)	(8.6)	(0.4)	88.4	79.4
Balance as of 2013 year end	\$ 121.1	\$ 1.3	\$ (167.2)	\$ (44.8)
Other comprehensive income (loss) before reclassifications	(128.8)	(0,2)	(88.2)	(217.0)
Amounts reclassified from Accumulated OCI		(0.3)	13.9	13.6
Net other comprehensive income (loss)	(128.8)	(0.3)	(74.3)	(203.4)
Balance as of 2014 year end	\$ (7.7)	\$ 1.0	\$ (241.5)	\$ (248.2)

The reclassifications out of Accumulated OCI in 2014 and 2013 are as follows:

Details about Accumulated OCI Components (Amounts in millions)	Amounts Reclassified from Accumulated OCI 2014 2013		Statement of Earnings Presentation
Gains on cash flow hedges:	2011	2015	
Treasury locks	\$ 0.3	\$ 0.4	Interest expense
Income tax expense			Income tax expense
Net of tax	0.3	0.4	
Amortization of net unrecognized losses and prior service credits included			
in net periodic pension cost	(22.0)	(40.7)	See footnote below*
Income tax benefit	8.1	15.2	Income tax expense
Net of tax	(13.9)	(25.5)	
Total reclassifications for the period, net of tax	\$ (13.6)	\$ (25.1)	

\* These Accumulated OCI components are included in the computation of net periodic pension cost; see Note 11 for further information. Note 18: Segments

Snap-on s business segments are based on the organization structure used by management for making operating and investment decisions and for assessing performance. Snap-on s reportable business segments are: (i) the Commercial & Industrial Group; (ii) the Snap-on Tools Group; (iii) the Repair Systems & Information Group; and (iv) Financial Services. The Commercial & Industrial Group consists of business operations serving a broad range of industrial and commercial customers worldwide, primarily through direct and distributor channels. The Snap-on Tools Group consists of business operations primarily serving vehicle service and repair technicians through the company s worldwide mobile tool distribution channel. The Repair Systems & Information Group consists of business operations serving other professional vehicle repair customers worldwide, primarily shops and original equipment manufacturer (OEM) dealership service and repair shops (OEM dealerships ), through direct and distributor channels. Financial Services consists of the business operations of Snap-on s finance subsidiaries.

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Notes to Consolidated Financial Statements (continued)

Snap-on evaluates the performance of its operating segments based on segment revenues, including both external and intersegment net sales, and segment operating earnings. Snap-on accounts for intersegment sales and transfers based primarily on standard costs with reasonable mark-ups established between the segments. Identifiable assets by segment are those assets used in the respective reportable segment s operations. Corporate assets consist of cash and cash equivalents (excluding cash held at Financial Services), deferred income taxes and certain other assets. All significant intersegment amounts are eliminated to arrive at Snap-on s consolidated financial results.

Neither Snap-on nor any of its segments depend on any single customer, small group of customers or government for more than 10% of its revenues.

#### Financial Data by Segment:

(Amounts in millions)	2014	2013	2012
Net sales:			
Commercial & Industrial Group	\$ 1,174.8	\$ 1,091.0	\$ 1,125.9
Snap-on Tools Group	1,455.2	1,358.4	1,272.0
Repair Systems & Information Group	1,095.2	1,009.6	917.1
Segment net sales	3,725.2	3,459.0	3,315.0
Intersegment eliminations	(447.5)	(402.5)	(377.1)
Total net sales	\$ 3,277.7	\$ 3,056.5	\$ 2,937.9
Financial Services revenue	214.9	181.0	161.3
Total revenues	\$ 3,492.6	\$ 3,237.5	\$ 3,099.2
Operating earnings:			
Commercial & Industrial Group	\$ 158.6	\$ 137.3	\$ 127.3
Snap-on Tools Group	223.1	194.6	176.4
Repair Systems & Information Group	251.2	231.9	205.7
Financial Services	149.1	125.7	106.7
Segment operating earnings	782.0	689.5	616.1
Corporate	(97.3)	(103.3)	(99.7)
Operating earnings	684.7	586.2	516.4
Interest expense	(52.9)	(56.1)	(55.8)
Other income (expense) net	(0.9)	(3.9)	(0.4)
Earnings before income taxes and equity earnings	\$ 630.9	\$ 526.2	\$ 460.2

(Amounts in millions)	2014	2013	
Assets:			
Commercial & Industrial Group	\$ 939.7	\$ 971.0	
Snap-on Tools Group	600.1	557.3	
Repair Systems & Information Group	1,036.8	979.6	
Financial Services	1,368.3	1,224.0	
Total assets from reportable segments	3,944.9	3,731.9	
Corporate	401.7	431.8	
Elimination of intersegment receivables	(36.5)	(53.7)	
Total assets	\$ 4,310.1	\$ 4,110.0	

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## **Financial Data by Segment (continued):**

(Amounts in millions)	2014	2013	2012
Capital expenditures:			
Commercial & Industrial Group	\$ 28.5	\$ 25.3	\$ 31.0
Snap-on Tools Group	36.9	26.6	29.9
Repair Systems & Information Group	10.6	13.0	9.8
Financial Services	0.4	0.5	1.6
	0.1	0.0	110
Total from reportable segments	76.4	65.4	72.3
Corporate	4.2	5.2	7.1
Total capital expenditures	\$ 80.6	\$ 70.6	\$ 79.4
Depreciation and amortization:			
Commercial & Industrial Group	\$ 20.8	\$ 20.3	\$ 21.2
Snap-on Tools Group	21.4	19.5	17.9
Repair Systems & Information Group	33.7	33.8	35.1
Financial Services	0.9	0.8	0.6
Total from reportable segments	76.8	74.4	74.8
Corporate	2.7	2.3	1.9
Total depreciation and amortization	\$ 79.5	\$ 76.7	\$ 76.7
(Amounts in millions)	2014	2013	2012
Revenues by geographic region:*	2014	2015	2012
United States	\$ 2,288.9	\$ 2,060.2	\$ 1,930.4
Europe	701.9	658.3	649.0
All other	501.8	519.0	519.8
	501.0	517.0	517.0
Total revenues	\$ 3,492.6	\$ 3,237.5	\$ 3,099.2
	2014	2013	
(Amounts in millions) Long-lived assets:**	2014	2015	
	\$ 10422	\$ 10046	
United States Sweden	\$ 1,042.3 121.4	\$ 1,004.6 144.3	
		272.9	
All other	254.8	212.9	
Total long-lived assets	\$ 1,418.5	\$ 1,421.8	

\* Revenues are attributed to countries based on the origin of the sale.

\*\* Long-lived assets consist of Property and equipment net, Goodwill, and Other intangibles net.

**Products and Services:** Snap-on derives net sales from a broad line of products and complementary services that are grouped into three categories: (i) tools; (ii) diagnostics and repair information; and (iii) equipment. The tools category includes Snap-on s hand tools, power tools, tool storage, saws, and cutting and pruning tools product offerings. The diagnostics and repair information category includes handheld and PC-based diagnostic products, service and repair information products, diagnostic software solutions, electronic parts catalogs, and business management systems and services to help owners and managers of independent repair shops and OEM dealerships manage and track performance. The equipment category includes solutions for the diagnosis and service of vehicles and industrial equipment. Through its financial services businesses, Snap-on also derives revenue from various financing programs designed to facilitate the sales of its products. Further product line information is not presented as it is not practicable to do so.

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Notes to Consolidated Financial Statements (continued)

The following table shows the consolidated net sales and revenues of these product groups in the last three years:

(Amounts in millions) Net sales:	2014	2013	2012
Tools	\$ 1,868.5	\$ 1,743.3	\$ 1,729.4
Diagnostics and repair information Equipment	689.5 719.7	652.0 661.2	619.8 588.7
Total net sales	\$ 3,277.7	\$ 3,056.5	\$ 2,937.9
Financial services revenue	214.9	181.0	161.3
Total revenues	\$ 3,492.6	\$ 3,237.5	\$ 3,099.2

Note 19: Quarterly Data (unaudited)

(Amounts in millions, except per share data) <b>2014</b>	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Total
Net sales	\$ 787.5	\$ 826.5	\$ 806.3	\$ 857.4	\$ 3,277.7
Gross profit	378.7	400.4	393.9	411.3	1,584.3
Financial services revenue	50.2	51.7	53.6	59.4	214.9
Financial services expenses	(15.8)	(16.9)	(15.9)	(17.2)	(65.8)
Net earnings	98.2	108.8	106.4	118.7	432.1
Net earnings attributable to Snap-on Incorporated	95.9	106.1	103.7	116.2	421.9
Earnings per share basic	1.65	1.83	1.78	2.00	7.26
Earnings per share diluted	1.62	1.80	1.76	1.97	7.14
Cash dividends paid per share	0.44	0.44	0.44	0.53	1.85

	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Total
2013					
Net sales	\$ 741.7	\$ 764.1	\$ 753.2	\$ 797.5	\$ 3,056.5
Gross profit	356.9	373.2	364.3	378.5	1,472.9
Financial services revenue	44.0	44.5	45.1	47.4	181.0
Financial services expenses	(13.5)	(13.9)	(13.5)	(14.4)	(55.3)
Net earnings	85.1	90.7	87.0	96.9	359.7
Net earnings attributable to Snap-on Incorporated	82.8	88.4	84.6	94.5	350.3
Earnings per share basic	1.42	1.52	1.45	1.63	6.02
Earnings per share diluted	1.40	1.50	1.43	1.60	5.93

Cash dividends paid per share	0.38	0.38	0.38	0.44	1.58
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# SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, Snap-on has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

SNAP-ON INCORPORATED

**Table of Contents** 

By: /s/ Nicholas T. Pinchuk Nicholas T. Pinchuk, Chairman, President

and Chief Executive Officer

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of Snap-on and in the capacities and on the date indicated.

/s/ Nicholas T. Pinchuk Nicholas T. Pinchuk, Chairman, President

and Chief Executive Officer

/s/ Aldo J. Pagliari Aldo J. Pagliari, Principal Financial Officer, Senior Vice President Finance and Chief Financial Officer

/s/ Constance R. Johnsen Constance R. Johnsen, Principal Accounting Officer, Vice President and Controller

Date: February 12, 2015

Date: February 12, 2015

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Date: February 12, 2015

Date: February 12, 2015

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of Snap-on and in the capacities and on the date indicated.

By:	/s/ Karen L. Daniel Karen L. Daniel, Director	Date: February 12, 2015
By:	/s/ John F. Fiedler John F. Fiedler, Director	Date: February 12, 2015
By:	/s/ Ruth Ann M. Gillis Ruth Ann M. Gillis, Director	Date: February 12, 2015
By:	/s/ James P. Holden James P. Holden, Director	Date: February 12, 2015
By:	/s/ Nathan J. Jones Nathan J. Jones, Director	Date: February 12, 2015
By:	/s/ Henry W. Knueppel Henry W. Knueppel, Director	Date: February 12, 2015
By:	/s/ W. Dudley Lehman W. Dudley Lehman, Director	Date: February 12, 2015
By:	/s/ Nicholas T. Pinchuk Nicholas T. Pinchuk, Director	Date: February 12, 2015
By:	/s/ Gregg M. Sherrill Gregg M. Sherrill, Director	Date: February 12, 2015
By:	/s/ Donald J. Stebbins Donald J. Stebbins, Director	Date: February 12, 2015

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#### Item 15(b): Exhibit Index (\*)

- (3) (a) Restated Certificate of Incorporation of Snap-on Incorporated, as amended through April 25, 2013 (incorporated by reference to Exhibit 3.1 to Snap-on s Quarterly Report on Form 10-Q for the quarterly period ended September 28, 2013 (Commission File No. 1-7724))
  - (b) Bylaws of Snap-on Incorporated, as amended and restated as of April 25, 2013 (incorporated by reference to Exhibit 3.2 to Snap-on s Current Report on Form 8-K dated April 25, 2013 (Commission File No. 1-7724))
- (4) (a) Indenture, dated as of January 8, 2007, between Snap-on Incorporated and U.S. Bank National Association as trustee (incorporated by reference to Exhibit (4)(b) to Form S-3 Registration Statement (Registration No. 333-139863))
  - (b) Officer s Certificate, dated January 12, 2007, creating the \$150,000,000 5.50% Notes due 2017 (incorporated by reference to Exhibit 4.2 to Snap-on s Current Report on Form 8-K/A dated January 9, 2007 (Commission File No. 1-7724))
  - (c) Officer s Certificate, dated as of February 24, 2009, providing for the \$200,000,000 6.70% Notes due 2019 (incorporated by reference to Exhibit 4.2 to Snap-on s Current Report on Form 8-K dated February 19, 2009 (Commission File No. 1-7724))
  - (d) Officer s Certificate, dated as of August 14, 2009, providing for the \$250,000,000 6.125% Notes due 2021 (incorporated by reference to Exhibit 4.1 to Snap-on s Current Report on Form 8-K dated August 11, 2009 (Commission File No. 1-7724))
  - (e) Officer s Certificate, dated as of December 14, 2010, providing for the \$250,000,000 4.25% Notes due 2018 (incorporated by reference to Exhibit 4.1 to Snap-on s Current Report on Form 8-K dated December 9, 2010 (Commission File No. 1-7724))

Except for the foregoing, Snap-on and its subsidiaries have no unregistered long-term debt agreement for which the related outstanding debt exceeds 10% of consolidated total assets as of January 3, 2015. Copies of debt instruments for which the related debt is less than 10% of consolidated total assets will be furnished to the Commission upon request.

#### (10) Material Contracts

- (a) Amended and Restated Snap-on Incorporated 2001 Incentive Stock and Awards Plan (Amended and Restated as of April 27, 2006, as further amended on August 6, 2009) (incorporated by reference to Exhibit 10.1 to Snap-on s Quarterly Report on Form 10-Q for the quarterly period ended October 3, 2009 (Commission File No. 1-7724))\*\* (superseded except as to outstanding awards)
- (b) Snap-on Incorporated 2011 Incentive Stock and Awards Plan (incorporated by reference to Appendix A to Snap-on s Definitive Proxy Statement for its 2011 Annual Meeting of Shareholders, filed with the Securities and Exchange Commission on March 9, 2011 (Commission File No. 1-7724))\*\*
- (c) Form of Restated Executive Agreement between Snap-on Incorporated and each of Nicholas T. Pinchuk, Iain Boyd, Constance R. Johnsen, Thomas L. Kassouf, Jeanne M. Moreno, Aldo J. Pagliari, Irwin M. Shur and Thomas J. Ward (incorporated by reference to Exhibit 10.1 to Snap-on s Current Report on Form 8-K dated January 31, 2008 (Commission File No. 1-7724))\*\*
- (d)(1) Form of Indemnification Agreement between Snap-on Incorporated and certain executive officers (incorporated by reference to Exhibit 10.1 to Snap-on s Annual Report on Form 10-K for the fiscal year ended January 1, 2011 (Commission File No. 1-7724))\*\*
- (d)(2) Form of Indemnification Agreement between Snap-on Incorporated and directors (incorporated by reference to Exhibit 10.1 to Snap-on s Annual Report on Form 10-K for the fiscal year ended January 1, 2011 (Commission File No. 1-7724))\*\*

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- (e)(1) Amended and Restated Snap-on Incorporated Directors 1993 Fee Plan (as amended through August 5, 2010) (incorporated by reference to Exhibit 10.1 to Snap-on s Quarterly Report on Form 10-Q for the quarterly period ended October 2, 2010 (Commission File No. 1-7724))\*\*
- (e)(2) Amendment to Amended and Restated Snap-on Incorporated Directors 1993 Fee Plan (incorporated by reference to Exhibit 10(e)(2) to Snap-on s Annual Report on Form 10-K for the fiscal year ended December 28, 2013 (Commission File No. 1-7724))\*\*
- (f)(1) Snap-on Incorporated Deferred Compensation Plan (as amended and restated as of September 1, 2011) (incorporated by reference to Exhibit 10(g) to Snap-on s Annual Report on Form 10-K for the fiscal year ended December 31, 2011 (Commission File No. 1-7724))\*\*
- (f)(2) Amendment to Snap-on Incorporated Deferred Compensation Plan (incorporated by reference to Exhibit 10(f)(2) to Snap-on s Annual Report on Form 10-K for the fiscal year ended December 28, 2013 (Commission File No. 1-7724))\*\*
- (g) Snap-on Incorporated Supplemental Retirement Plan for Officers (as amended through June 11, 2010) (incorporated by reference to Exhibit 10.2 to Snap-on s Quarterly Report on Form 10-Q for the quarterly period ended July 3, 2010 (Commission File No. 1-7724))\*\*
- (h) Form of Non-Qualified Stock Option Agreement under the 2001 Incentive Stock and Awards Plan (and accompanying Non-Qualified Stock Option Grant Offer Letter) (incorporated by reference to Exhibit 10.1 to Snap-on s Quarterly Report on Form 10-Q for the quarterly period ended March 31, 2007 (Commission File No. 1-7724))\*\*
- (i) Form of Restricted Stock Unit Agreement for Directors under the 2001 Incentive Stock and Awards Plan (and accompanying Restricted Stock Unit Offer Letter) (incorporated by reference to Exhibit 10.2 to Snap-on s Quarterly Report on Form 10-Q for the quarterly period ended October 3, 2009 (Commission File No. 1-7724))\*\*
- (j) Form of Non-Qualified Stock Option Agreement under the 2011 Incentive Stock and Awards Plan (and accompanying Non-Qualified Stock Option Grant Offer Letter) (incorporated by reference to Exhibit 10.1 to Snap-on s Quarterly Report on Form 10-Q for the quarterly period ended October 1, 2011 (Commission File No. 1-7724))\*\*
- (k) Form of Performance Share Unit Award Agreement under the 2011 Incentive Stock and Awards Plan (incorporated by reference to Exhibit 10.1 to Snap-on s Quarterly Report on Form 10-Q for the quarterly period ended March 31, 2012 (Commission File No. 1-7724))\*\*
- (1) Form of Restricted Unit Award Agreement for Executive Officers under the 2011 Incentive Stock and Awards Plan (incorporated by reference to Exhibit 10.1 to Snap-on s Quarterly Report on Form 10-Q for the quarterly period ended March 31, 2012 (Commission File No. 1-7724))\*\*
- (m) Form of Restricted Unit Award Agreement for Directors under the 2011 Incentive Stock and Awards Plan (incorporated by reference to Exhibit 10.1 to Snap-on s Quarterly Report on Form 10-Q for the quarterly period ended March 31, 2012 (Commission File No. 1-7724))\*\*
- (n) Form of Restricted Stock Award Agreement for Directors under the 2011 Incentive Stock and Awards Plan (incorporated by reference to Exhibit 10.1 to Snap-on s Quarterly Report on Form 10-Q for the quarterly period ended March 30, 2013 (Commission File No. 1-7724))\*\*
- (o) Letter agreement between Snap-on Incorporated and Nicholas T. Pinchuk dated December 18, 2007 (incorporated by reference to Exhibit 10.1 to Snap-on s Current Report on Form 8-K dated December 18, 2007 (Commission File No. 1-7724))\*\*

#### **SNAP-ON INCORPORATED**

- (p) Amended and Restated Five Year Credit Agreement, dated as of September 27, 2013, among Snap-on Incorporated and the lenders and agents listed on the signature pages thereof, and J.P. Morgan Securities LLC, Citigroup Global Markets Inc. and U.S. Bank National Association as joint lead arrangers and joint bookrunners (incorporated by reference to Exhibit 10.1 to Snap-on s Current Report on Form 8-K dated September 27, 2013 (Commission File No. 1-7724))
- (12) Computation of Ratio of Earnings to Fixed Charges
- (14) Snap-on Incorporated Section 406 of the Sarbanes-Oxley Act Code of Ethics (incorporated by reference to Exhibit 10(aa) to Snap-on s Annual Report on Form 10-K for the fiscal year ended January 3, 2004 (Commission File No. 1-7724))
- (21) Subsidiaries of the Corporation
- (23) Consent of Independent Registered Public Accounting Firm
- (31.1) Certification of the Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
- (31.2) Certification of the Principal Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
- (32.1) Certification of Chief Executive Officer Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002
- (32.2) Certification of Principal Financial Officer Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002
- (101.INS) XBRL Instance Document\*\*\*
- (101.SCH) XBRL Taxonomy Extension Schema Document\*\*\*
- (101.CAL) XBRL Taxonomy Extension Calculation Linkbase Document\*\*\*
- (101.DEF) XBRL Taxonomy Extension Definition Linkbase Document\*\*\*
- (101.LAB) XBRL Taxonomy Extension Label Linkbase Document\*\*\*
- (101.PRE) XBRL Taxonomy Extension Presentation Linkbase Document\*\*\*

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<sup>\*</sup> Filed electronically or incorporated by reference as an exhibit to this Annual Report on Form 10-K. Copies of any materials the company files with the SEC can also be obtained free of charge through the SEC s website at www.sec.gov. The SEC s Public Reference Room can be contacted at 100 F Street, N.E., Washington, D.C. 20549, or by calling the SEC s Public Reference Room at 1-800-732-0330.

<sup>\*\*</sup> Represents a management compensatory plan or agreement.

<sup>\*\*\*</sup> Attached as Exhibit 101 to this report are the following documents formatted in XBRL (Extensible Business Reporting Language): (i) Consolidated Statements of Earnings for the twelve months ended January 3, 2015, December 28, 2013, and December 29, 2012; (ii) Consolidated Statements of Comprehensive Income for the twelve months ended January 3, 2015, December 28, 2013, and December 29, 2012; (iii) Consolidated Balance Sheets as of January 3, 2015, and December 28, 2013; (iv) Consolidated Statements of Equity for the twelve months ended January 3, 2015, December 29, 2012; (v) Consolidated Statements of Cash Flows for the twelve months ended January 3, 2015, December 28, 2013, and December 29, 2012; (v) Consolidated Statements of Cash Flows for the twelve months ended January 3, 2015, December 28, 2013, and December 29, 2012; (v) Consolidated Statements of Cash Flows for the twelve months ended January 3, 2015, December 28, 2013, and December 29, 2012; (v) Consolidated Statements of Cash Flows for the twelve months ended January 3, 2015, December 28, 2013, and December 29, 2012; (v) Consolidated Financial Statements.