

Snap-on Inc. (SNA)

\$357.84 (Stock Price as of 01/06/2026)

Price Target (6-12 Months): **\$372.00**

Long Term: 6-12 Months | **Zacks Recommendation:** **Neutral**
(Since: 07/09/25)
Prior Recommendation: Underperform

Short Term: 1-3 Months | **Zacks Rank:** (1-5) **3-Hold**
Zacks Style Scores: VGM: D
Value: C | Growth: D | Momentum: C

Summary

Shares of Snap-on have outpaced the industry in the past six months, reflecting investor confidence in its value-creation roadmap. The company continues to deliver on key priorities, including the RCI process, cost-reduction initiatives, and investments in innovation, manufacturing and supply chain capabilities. These efforts support long-term growth drivers like expansion in critical industries, stronger OEM and repair shop relationships, and a technician-centric design. The Tools Group continued signs of recovery in the third quarter, aided by improving demand, while the RS&I Group maintained its positive trajectory with organic sales growth and margin expansion. However, SNA faces near-term headwinds in the C&I Group, impacted by geopolitical disruptions, lower project activity and reductions in the segment's Asia Pacific business.

Data Overview

52 Week High-Low	\$365.78 - \$289.81
20 Day Average Volume (sh)	261,577
Market Cap	\$18.4 B
YTD Price Change	2.8%
Beta	0.80
Dividend / Div Yld	\$9.76 / 2.8%
Industry	Tools - Handheld
Zacks Industry Rank	Bottom 9% (222 out of 244)

Last EPS Surprise	2.6%
Last Sales Surprise	3.5%
EPS F1 Est- 4 week change	0.0%
Expected Report Date	02/05/2026
Earnings ESP	0.0%

P/E TTM	18.9
P/E F1	19.0
PEG F1	11.7
P/S TTM	3.8

Price, Consensus & Surprise⁽¹⁾



Sales and EPS Growth Rates (Y/Y %)⁽²⁾



Sales Estimates (millions of \$)⁽²⁾

	Q1	Q2	Q3	Q4	Annual*
2026	1,184 E	1,220 E	1,221 E	1,255 E	4,880 E
2025	1,141 A	1,179 A	1,191 A	1,210 E	4,721 E
2024	1,182 A	1,179 A	1,147 A	1,199 A	4,707 A

EPS Estimates⁽²⁾

	Q1	Q2	Q3	Q4	Annual*
2026	4.79 E	5.05 E	5.08 E	5.23 E	20.15 E
2025	4.51 A	4.72 A	4.71 A	4.86 E	18.80 E
2024	4.75 A	4.91 A	4.70 A	4.82 A	19.51 A

*Quarterly figures may not add up to annual.

(1) The data in the charts and tables, except the estimates, is as of 01/06/2026.

(2) The report's text, the analyst-provided estimates, and the price target are as of 01/05/2026.

Overview

Headquartered in Kenosha, WI, Snap-on Incorporated is a global provider of professional tools, equipment, and related solutions for technicians, vehicle service centers, original equipment manufacturers (OEMs) and other industrial users. Products include a broad range of professional hand and power tools; vehicle diagnostics and service equipment; business management systems; and other tool and equipment solutions.

The company offers its products and brands via multiple sales distribution channels across over 130 countries. Snap-on's major geographic markets comprises the United States, Europe, Canada and the Asia Pacific.

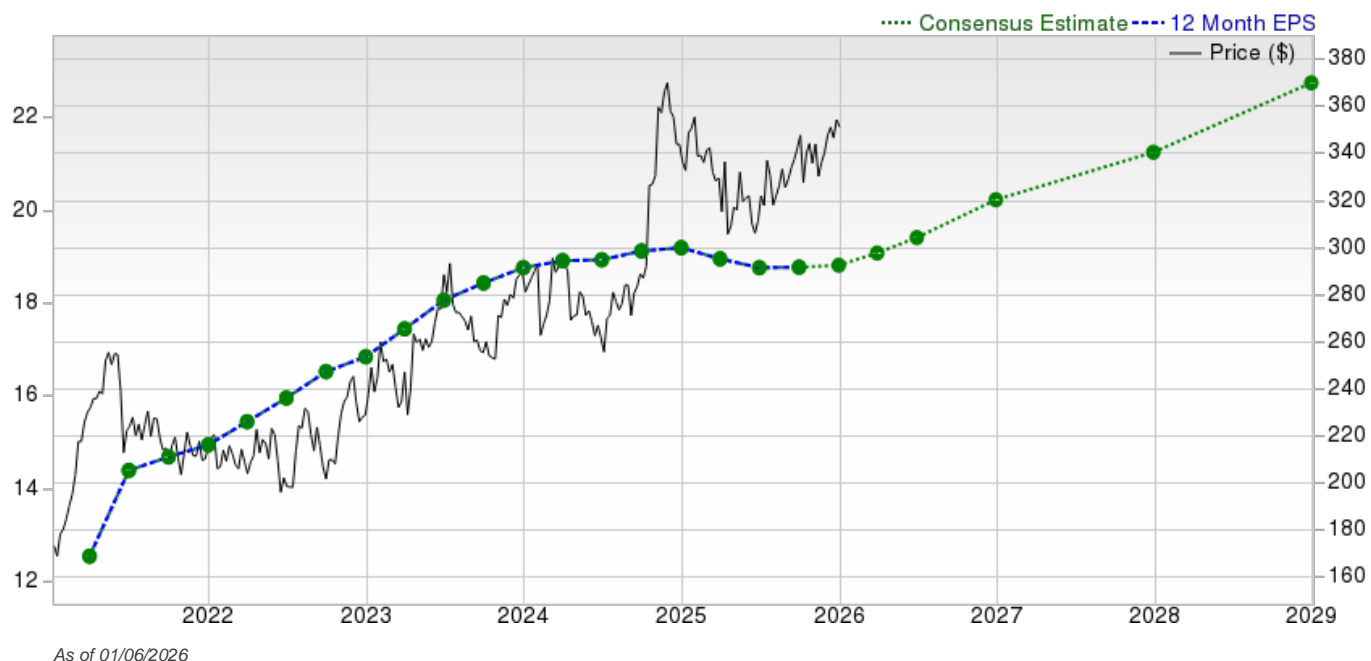
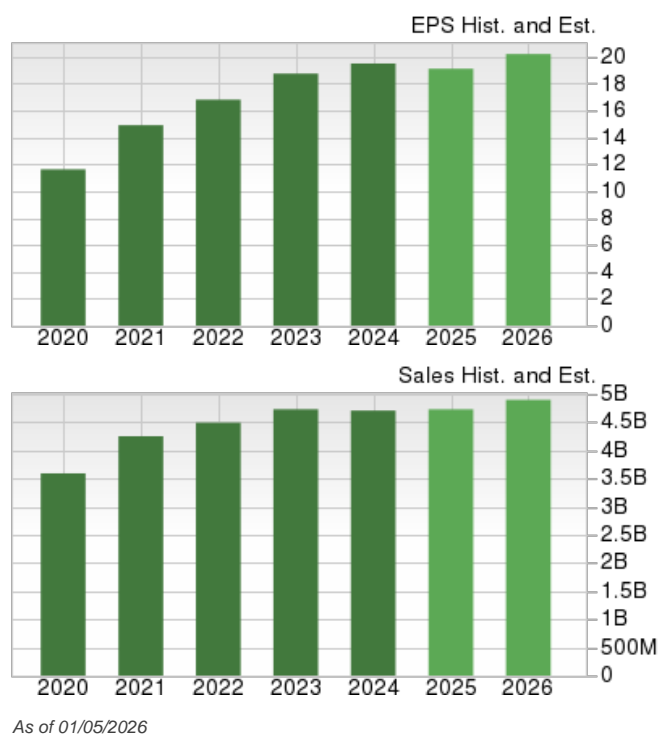
Notably, Snap-on operates under the following segments:

Snap-on Tools Group (41.6% of Q3 Segment Net Sales): The segment consists of the business operations serving the worldwide franchise van channel.

Commercial & Industrial Group (29.5%): This segment comprises business operations providing tools and equipment products and equipment repair services to a broad range of industrial and commercial customers worldwide through direct, distributor and other non-franchise distribution channels.

Repair Systems & Information Group (39.7%): The segment consists of business operations providing diagnostics equipment, vehicle service information, business management systems, electronic parts catalogs and other solutions for vehicle service to customers in the worldwide vehicle service and repair marketplace.

Financial Services: This segment offers financing options, such as loans to franchisees' customers and Snap-on's industrial and other customers for the purchase or lease of tools, equipment and diagnostic products on an extended term payment plan. In addition, the segment provides business loans and vehicle leases to franchisees.



Reasons To Buy:

▲ **Strategies to Boost Growth:** Snap-on's robust business model helps in enhancing value-creation processes, which in turn improve safety, quality of service, customer satisfaction and innovation. The company's growth strategy focuses on three critical areas, namely enhancing the franchise network, improving relationships with repair shop owners and managers, and expanding critical industries in the emerging markets. Snap-on is dedicated to various strategic principles and processes aimed at creating value in areas like Rapid Continuous Improvement (RCI). The RCI process is designed to enhance organizational effectiveness and minimize costs, besides helping Snap-on to boost sales and margins and generate savings. Savings from the RCI initiative reflect gains from the continuous productivity and process improvement plans. Shares of Snap-on have gained 2.6% in the past six months compared with the industry's 0.3% rise.

Snap-on expects continued progress by leveraging capabilities in the automotive repair arena. Management remains on track with its value-creation plans.

▲ **Other Strengths:** The company's operations have grown increasingly complex, spanning OEMs, dealerships, and independent garages. A key focus lies in infrastructure-driven investments, such as bay renovations and repair equipment upgrades, to address the challenges posed by modern vehicle models and expand shop capacity in response to rising repair demand driven by increasing vehicle complexity. In third-quarter 2025, sales in the Repair Systems & Information (RS&I) Group rose 10% year over year, with organic sales growth of 8.9% and a \$4 million boost from foreign currency translation. Organic sales grew on increased activity with OEM dealerships and higher sales of diagnostic and repair information products to independent repair shops, though partially offset by lower undercar equipment volumes.

The third-quarter results showed resilience, momentum and advantage. The pivot in the Tools Group is gaining traction. Management noted that the potential for critical industries and specialty torque is breaking through. The expansion with repair shop owners and managers has been rising, while the company's advantage in strategy and structure fortifies resistance to tariffs with efficacy. While the company's markets have been robust, SNA is likely to gain from strategic execution, with flexibility of its factory array and products.

▲ **Encouraging Outlook:** Management remains optimistic about the strength of the automotive repair sector, supported by rising household spending on vehicle maintenance, increased repair volumes and steadily increasing technician wages. The company is also focused on critical industries and sectors such as natural resources, aviation, the military and heavy-duty fleet, where the penalty for failure is high. SNA believes that critical industries have abundant opportunities ahead. For 2025, Snap-on anticipates progress along its well-defined runways for growth, driven by investments in tools and equipment that support increasingly complex repairs.

The RS&I Group continues to expand its presence with OEM dealerships and independent garages, capitalizing on the growing need for advanced diagnostics and repair information. Likewise, the Tools Group remains focused on product innovation, agile manufacturing and tailored selling efforts that align with technician preferences. In critical industries, the rising importance of torque highlighted by the success of tools like the CTM550 underscores Snap-on's leadership in delivering safety, precision and efficiency. These combined strengths are expected to further bolster the company's sales and profitability through the remainder of 2025 and beyond. Management expects SNA's markets and operations to have considerable resilience against the uncertainties of the operating landscape. For 2025, the company expects to continue advancing its core growth strategies, leveraging its established strengths in automotive repair while expanding into adjacent markets, new geographies and critical industries where reliability is essential.

▲ **Tools Segment Rebound:** The Tools Group segment continued its solid rebound in third-quarter 2025, with sales rising 1.1% year over year. The growth was fueled by a 1% organic sales increase, primarily driven by higher activity in the segment's international operations and slightly increased sales in the U.S. business. Also, a \$0.6 million benefit from foreign currency translation aided sales. The rebound reflects improving technician engagement and growing traction for shorter payback products, such as hand tools and cordless solutions, even as demand for larger-ticket items like tool storage remains cautious.

▲ **Product Innovation:** Snap-on is well-positioned for long-term growth, supported by a strong portfolio of high-margin, technician-designed tools. The company is building capabilities in marketing, alongside prioritizing bold innovation like Sprite + Tea in North America, BACARDÍ Mixed with Coca-Cola in Mexico and Europe, and Powerade Springboks in South Africa. Its innovation, the CTM550 cordless torque multiplier, offers 40% less weight, improved precision, and smart connectivity for data tracking, ideal for demanding sectors like fleet, construction, and aerospace. This builds on the success of the CTM800 and reinforces Snap-on's edge in performance-focused solutions. Hand tools like the SGAS102 radiator pick set and FK72 stubby ratchet, developed with direct technician input, quickly hit the "\$1 million product" milestone, demonstrating strong market alignment. With deep OEM and garage relationships, solid penetration into mission-critical industries, and a U.S.-based manufacturing backbone, Snap-on continues to drive consistent value creation, and revenue and margin expansion, appealing to investors seeking innovation-led, industrial tool exposure.

▲ **Financial Health:** Snap-on boasts a healthy balance sheet that offers financial flexibility to enhance shareholder returns and drive development through value-added investments aimed at accelerating growth. The company ended the third quarter of 2025 with cash and cash equivalents of \$1.53 billion, a 16.7% increase year over year. Its long-term debt of \$1.2 billion remained flat sequentially. Cash provided by operating activities was \$277.9 million in third-quarter 2025. The company incurred capital expenditures of \$19.9 million in third-quarter 2025. Recently, Snap-on hiked its quarterly dividend by 14% to \$2.44 per share from the earlier payout of \$2.14 a share. This marks the company's 16th straight annual dividend increase, highlighting its commitment to maximize shareholders' return. Snap-on is paying quarterly cash dividends since 1939. In third-quarter 2025, it paid out cash dividends of \$111.5 million and bought back 250,000 shares for \$82 million under its existing share repurchase program. At the end of the quarter, the company had a remaining availability to buy back up to an additional \$306 million of common stock under its existing authorizations.

Reasons To Sell:

- ▼ **Soft C&I Group Performance:** Snap-on continues to face macroeconomic headwinds, especially in its Commercial & Industrial (C&I) Group segment, where geopolitical tensions and economic disruptions have been weighing on its performance. In third-quarter 2025, although C&I sales edged up 0.5% from the year-ago quarter, this was partly offset by a \$2.8 million or 0.8% organic sales drop. The organic decline is mainly owing to reductions in the segment's Asia Pacific business, somewhat offset by increased activity with customers in critical industries and in the specialty torque operation.
- ▼ **Adverse Foreign Currency Impact on Margins:** Snap-on faced unfavorable foreign currency effects in the second quarter, especially due to the year-over-year strengthening of the Swedish krona against the U.S. dollar and euro. These currency transaction losses negatively impacted gross margin by 50 basis points, and also weighed on both the C&I and RS&I segments where Swedish manufacturing operations are located. While partially offset by internal productivity gains through RCI, the currency headwinds still pressured margin performance.
- ▼ **Drop in Consumer Sentiment May Impact Sales:** Any drop in consumer confidence — a key determinant of the economy's health — may have serious bearing on spending. The company's customers remain sensitive to macroeconomic factors, including unemployment levels and high household debt levels, which may negatively impact their sentiments. For now, the novel coronavirus has wreaked havoc. Again, job losses and lower disposable income due to this catastrophe are making things worse. Consumers are avoiding discretionary spending and focusing on necessities for the time being.
- ▼ **Raw Material Price Volatility:** Snap-on remains exposed to major volatility in raw-material prices, with steel being one of the key raw materials and the steel market being cyclical in nature. Moreover, an unexpected rise in the price of raw materials might force Snap-on to increase product prices, which in turn is likely to exert pressure on margins. Also, the company is heavily dependent on energy sources to transport, produce and distribute products, and some of its products have petroleum-based components. Fluctuations in the raw material and energy prices might adversely hurt the company's financial performance, adding to its woes. In addition, the unsuccessful distribution of products and services can impact the company's financials.

Snap-on has been grappling with macroeconomic headwinds including inflation, which are likely to act as deterrents.

Last Earnings Report

Snap-on Beats on Q3 Earnings & Sales Estimates

Snap-on has reported solid third-quarter 2025 results, wherein the top and bottom lines surpassed the Zacks Consensus Estimate and grew year over year. Results showed ongoing momentum, along with the ability to effectively manage uncertainty and trade turbulence.

Snap-on's adjusted earnings of \$4.71 per share surpassed the Zacks Consensus Estimate of \$4.59. The figure increased from adjusted earnings of \$4.70 in the year-ago quarter.

FY Quarter Ending **12/31/2025**

Earnings Reporting Date	Oct 16, 2025
Sales Surprise	3.49%
EPS Surprise	2.61%
Quarterly EPS	4.71
Annual EPS (TTM)	18.76

SNA's Quarterly Performance: Key Metrics & Insights

Net sales totaled \$1.191 billion, up 3.8% from the prior year and exceeded the Zacks Consensus Estimate of \$1.151 billion. An organic sales rise of 3% (\$34.8 million) and \$9 million of positive foreign currency fluctuation aided sales. The company demonstrated strength through solid execution and continued momentum in key growth areas.

The gross profit of \$605.9 million rose 3.1% year over year, whereas the gross margin contracted 30 basis points (bps) year over year to 50.9%. Our model expected a gross margin of 51%, down 20 bps from the year-ago quarter.

Snap-on's operating earnings before financial services totaled \$278.5 million, up 10.3% year over year. As a percentage of sales, operating earnings before financial services increased 140 bps to 23.4% in the third quarter. The Financial Services unit's operating earnings were \$68.9 million, down 3.9% year over year.

Consolidated operating earnings (including financial services) were \$347.4 million, up 7.2% year over year. As a percentage of revenues, operating earnings expanded 90 bps year over year to 26.9%.

Snap-on's Q3 Segmental Analysis

Sales in the Commercial & Industrial Group inched up 0.5% from the year-ago quarter to \$367.7 million due to a \$4.8 million in favorable foreign currency translation, partly offset by a \$2.8 million or 0.8% organic sales drop. The organic decline is mainly owing to reductions in the segment's Asia Pacific business, somewhat offset by increased activity with customers in critical industries and in the specialty torque operation. For the third quarter, we expected sales of \$356.6 million for the segment.

The Tools Group segment's sales gained 1.1% year over year to \$506 million. We estimated sales of \$495.5 million for the segment. The increase resulted from an organic sales gain of 1%, driven by higher activity in the segment's international operations and slightly increased sales in the U.S. business. Also, a \$0.6 million benefit from foreign currency translation aided sales.

Sales in Repair Systems & Information Group improved 10% year over year to \$464.8 million, with organic sales growth of 8.9% and a \$4 million boost from foreign currency translation. Organic sales grew, driven by increased activity with OEM dealerships and higher sales of diagnostic and repair information products to independent repair shops, though partially offset by lower undercar equipment volumes. Our estimate for sales from this segment was \$443.8 million.

The Financial Services business' revenues rose 0.7% year over year to \$101.1 million. Our estimate for sales from this segment was \$101.6 million.

SNA's Financial Snapshot

Snap-on ended the third quarter of 2025 with cash and cash equivalents of \$1.53 billion, with shareholders' equity (before non-controlling interest) of \$5.82 billion. The company expects a capital expenditure of \$100 million for 2025, of which \$62.5 million was spent in the first nine months.

What's Ahead for Snap-on?

Management expects SNA's markets and operations to have considerable resilience against the uncertainties of the operating landscape. For 2025, the company expects to continue advancing its core growth strategies, leveraging its established strengths in automotive repair while expanding into adjacent markets, new geographies and critical industries where reliability is essential. SNA expects an effective tax rate of 22-23% for 2025.

Recent News

Snap-on Hikes Dividend - Nov 6, 2025

Snap-on has hiked its quarterly dividend by 14% to \$2.44 per share from the earlier payout of \$2.14 a share. The new dividend is payable Dec 10, 2025, to shareholders of record as on Nov 21, 2025. This marks the company's 16th straight annual dividend increase, highlighting its commitment to maximize shareholders' return. Snap-on is paying quarterly cash dividends since 1939.

Valuation

Snap-on shares are up 10.6% in the six-month period and nearly 4.9% over the trailing 12-month period. Stocks in the Zacks sub-industry are up 10.3% but the Zacks Consumer Discretionary sector fell 8%, in the six-month period. Over the past year, the Zacks sub-industry and the sector gained 4.8% and 2.3% respectively.

The S&P 500 index is up 12.9% in the six month period and 16.9% in the past year.

The stock is currently trading at 17.35X forward 12-month earnings, which compares to 17.5X for the Zacks sub-industry, 18.24X for the Zacks sector and 23.11X for the S&P 500 index.

Over the past five years, the stock has traded as high as 18.63X and as low as 11.89X, with a 5-year median of 14.57X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$372 price target reflects 18.39X of forward 12-month earnings.

The table below shows summary valuation data for SNA

Valuation Multiples -SNA					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	17.35	17.5	18.24	23.11
	5-Year High	18.63	22.27	40.67	23.8
	5-Year Low	11.89	13.7	15.47	15.74
	5-Year Median	14.57	16.73	19.1	21.21
P/S F12M	Current	3.73	3.01	2.46	5.59
	5-Year High	4.03	3.68	3.5	5.59
	5-Year Low	2.29	2.16	1.68	3.82
	5-Year Median	2.94	2.8	2.3	5.04
EV/EBITDA TTM	Current	13.01	16.29	10.37	18.68
	5-Year High	13.88	20.8	17.42	22.34
	5-Year Low	8.54	13.21	8.05	13.86
	5-Year Median	10.64	15.63	10.31	17.93

As of 01/02/2026

Source: Zacks Investment Research

Industry Analysis⁽¹⁾ Zacks Industry Rank: Bottom 9% (222 out of 244)



Top Peers⁽¹⁾

Company (Ticker)	Rec	Rank
Arhaus, Inc. (ARHS)	Neutral	2
Eaton Corporation, P... (ETN)	Neutral	3
Flowserve Corporatio... (FLS)	Neutral	3
ITT Inc. (ITT)	Neutral	3
Terex Corporation (TEX)	Neutral	3
Tractor Supply Compa... (TSCO)	Neutral	4
MarineMax, Inc. (HZO)	Underperform	5
Toro Company (The) (TTC)	Underperform	4

Industry Comparison⁽¹⁾ Industry: Tools - Handheld

	SNA	X Industry	S&P 500	FLS	HZO	TTC
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Underperform	Underperform
Zacks Rank (Short Term)	3	-	-	3	5	4
VGM Score	D	-	-	B	A	A
Market Cap	18.42 B	8.16 B	39.40 B	9.21 B	537.55 M	8.00 B
# of Analysts	3	3.5	22	5	3	2
Dividend Yield	2.76%	2.01%	1.39%	1.16%	0.00%	1.91%
Value Score	C	-	-	C	A	B
Cash/Price	0.08	0.16	0.04	0.09	0.32	0.04
EV/EBITDA	11.88	9.32	14.79	18.14	4.75	14.80
PEG Ratio	11.56	2.49	2.04	1.29	NA	NA
Price/Book (P/B)	3.15	2.29	3.38	3.96	0.56	5.50
Price/Cash Flow (P/CF)	16.54	12.91	15.41	21.93	3.99	14.21
P/E (F1)	18.84	18.04	18.79	18.45	20.20	18.56
Price/Sales (P/S)	3.83	1.72	3.12	1.97	0.23	1.77
Earnings Yield	5.71%	5.55%	5.32%	5.42%	4.96%	5.39%
Debt/Equity	0.20	0.10	0.57	0.62	0.38	0.63
Cash Flow (\$/share)	21.41	5.41	8.98	3.31	6.16	5.75
Growth Score	D	-	-	A	A	A
Hist. EPS Growth (3-5 yrs)	9.52%	4.49%	8.24%	19.57%	-31.29%	4.49%
Proj. EPS Growth (F1/F0)	-3.64%	6.77%	9.18%	31.94%	100.00%	4.76%
Curr. Cash Flow Growth	1.26%	22.05%	7.00%	20.17%	41.29%	-0.16%
Hist. Cash Flow Growth (3-5 yrs)	7.67%	6.76%	7.49%	1.90%	8.32%	5.85%
Current Ratio	4.40	4.07	1.19	2.10	1.20	1.87
Debt/Capital	16.87%	8.44%	38.14%	38.18%	27.30%	38.80%
Net Margin	21.08%	8.87%	12.77%	9.66%	-1.37%	7.01%
Return on Equity	17.71%	18.27%	17.03%	19.41%	2.00%	28.90%
Sales/Assets	0.59	0.96	0.53	0.83	0.90	1.25
Proj. Sales Growth (F1/F0)	0.30%	1.57%	5.29%	4.60%	1.90%	3.10%
Momentum Score	C	-	-	F	D	F
Daily Price Chg	0.93%	1.20%	0.64%	2.46%	2.08%	1.87%
1 Week Price Chg	-0.86%	1.15%	-0.05%	-0.39%	-1.59%	0.94%
4 Week Price Chg	1.94%	5.57%	0.81%	1.65%	-3.34%	15.52%
12 Week Price Chg	6.69%	4.22%	3.72%	44.40%	-2.27%	11.97%
52 Week Price Chg	5.86%	2.51%	15.51%	22.33%	-12.25%	2.02%
20 Day Average Volume	261,577	138,391	2,399,304	983,404	221,686	1,144,752
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	0.00%	-2.89%	0.00%	-0.05%	0.00%	-5.78%
(F1) EPS Est 12 week change	0.50%	-2.64%	0.44%	3.96%	-63.90%	-5.78%
(Q1) EPS Est Mthly Chg	0.00%	-10.19%	0.00%	0.00%	0.00%	-20.37%

Analyst Earnings Model⁽²⁾

Snap-on Incorporated (SNA)

In \$MM, except per share data

	2022A	2023A	2024A	2025E				2026E				2027E		
	FY	FY	FY	1QA	2QA	3QA	4QE	FY	1QE	2QE	3QE	4QE	FY	FY
FY Ends December 31st	Dec-22	Dec-23	Dec-24	29-Mar-25	28-Jun-25	27-Sep-25	27-Dec-25	Dec-25	28-Mar-26	29-Jun-26	26-Sep-26	31-Dec-26	Dec-26	Dec-27
Income Statement														
Net Sales	\$4,492.8	\$4,730.2	\$4,707.4	\$1,141.1	\$1,179.4	\$1,190.8	\$1,210.1	\$4,721.4	\$1,183.8	\$1,220.3	\$1,220.5	\$1,255.1	\$4,879.7	\$5,051.0
Organic Sales Growth	8.7%	5.6%	(0.9%)	(2.3%)	(0.7%)	3.0%	0.6%	0.1%	3.0%	2.7%	1.9%	3.5%	2.8%	3.5%
Acquisitions/Divestitures				0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Currency				(1.2%)	0.7%	0.8%	0.4%	0.2%	0.8%	0.7%	0.5%	0.2%	0.6%	0.0%
Cost of Goods Sold	\$2,311.7	\$2,381.1	\$2,329.5	\$562.6	\$583.9	\$584.9	\$617.1	\$2,348.5	\$573.3	\$597.2	\$592.5	\$622.8	\$2,385.8	\$2,438.3
Gross Profit	\$2,181.1	\$2,349.1	\$2,377.9	\$578.5	\$595.5	\$605.9	\$592.9	\$2,372.8	\$610.5	\$623.1	\$628.0	\$632.3	\$2,493.9	\$2,612.7
Operating Expenses	\$1,239.9	\$1,309.2	\$1,309.1	\$335.4	\$336.4	\$327.4	\$324.4	\$1,323.6	\$348.9	\$343.1	\$346.2	\$338.1	\$1,376.3	\$1,430.9
Operating Income before Financial Services	\$941.2	\$1,039.9	\$1,068.8	\$243.1	\$259.1	\$278.5	\$268.5	\$1,049.2	\$261.6	\$280.0	\$281.8	\$294.2	\$1,117.7	\$1,181.8
Financial Services Revenue	\$349.7	\$378.1	\$401.0	\$102.1	\$101.7	\$101.1	\$102.5	\$407.4	\$103.7	\$103.1	\$102.5	\$104.1	\$413.4	\$419.5
Financial Services Expenses	\$83.7	\$107.6	\$124.1	\$31.8	\$33.5	\$32.2	\$35.5	\$133.0	\$32.8	\$33.8	\$32.9	\$36.5	\$136.1	\$139.2
Operating Income from Financial Services	\$266.0	\$270.5	\$276.9	\$70.3	\$68.2	\$68.9	\$66.9	\$274.3	\$70.9	\$69.3	\$69.6	\$67.5	\$277.3	\$280.3
EBITDA	\$1,041.4	\$1,139.2	\$1,166.8	\$267.1	\$283.5	\$303.3	\$293.3	\$1,147.2	\$285.6	\$304.5	\$306.1	\$318.9	\$1,215.2	\$1,280.8
Depreciation	\$71.5	\$72.2	\$72.7	\$18.3	\$18.5	\$19.1	\$19.0	\$74.9	\$18.8	\$19.3	\$19.4	\$19.8	\$77.3	\$80.0
Amortization	\$28.7	\$27.1	\$25.3	\$5.7	\$5.9	\$5.7	\$5.8	\$23.1	\$5.2	\$5.2	\$5.0	\$4.9	\$20.2	\$19.0
Depreciation and Amortization	\$100.2	\$99.3	\$98.0	\$24.0	\$24.4	\$24.8	\$24.8	\$98.0	\$24.0	\$24.5	\$24.3	\$24.7	\$97.5	\$99.0
Operating Income	\$1,207.2	\$1,310.4	\$1,345.7	\$313.4	\$327.3	\$347.4	\$335.5	\$1,323.6	\$332.5	\$349.3	\$351.4	\$361.8	\$1,395.0	\$1,462.1
Interest Expense	\$47.1	\$49.9	\$49.6	\$12.4	\$12.3	\$12.4	\$12.5	\$49.6	\$13.0	\$12.6	\$12.8	\$13.0	\$51.4	\$52.2
Other Income (Expense), Net	\$42.5	\$67.5	\$77.0	\$14.4	\$14.3	\$14.3	\$16.1	\$59.1	\$14.2	\$15.1	\$16.4	\$16.0	\$61.7	\$67.3
Pre-Tax Income	\$1,202.6	\$1,328.0	\$1,373.1	\$315.4	\$329.3	\$349.3	\$339.1	\$1,333.1	\$333.7	\$351.8	\$355.0	\$364.8	\$1,405.2	\$1,477.3
Income Tax	\$268.7	\$293.4	\$304.2	\$68.7	\$72.5	\$77.5	\$76.6	\$295.3	\$75.4	\$79.5	\$80.2	\$82.4	\$317.6	\$333.9
Tax Rate	22.3%	22.1%	22.2%	22.2%	22.0%	22.6%	22.6%	22.2%	22.6%	22.6%	22.6%	22.6%	22.6%	22.6%
Net Income before Equity Earnings	\$933.9	\$1,034.6	\$1,068.9	\$246.7	\$256.8	\$271.8	\$262.5	\$1,037.8	\$258.3	\$272.3	\$274.7	\$282.4	\$1,087.7	\$1,143.4
Equity Earnings, Net of Tax	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Non-Controlling Interests	\$22.2	\$23.5	\$25.0	\$6.2	\$6.5	\$6.4	\$6.5	\$25.6	\$6.4	\$6.6	\$7.2	\$6.9	\$27.1	\$29.0
Net Income, Adjusted	\$911.7	\$1,011.1	\$1,026.7	\$240.3	\$250.2	\$249.1	\$256.0	\$995.6	\$251.9	\$265.7	\$267.5	\$275.4	\$1,060.5	\$1,114.3
Net Income, GAAP	\$911.7	\$1,011.1	\$1,043.9	\$240.5	\$250.3	\$265.4	\$256.0	\$1,012.2	\$251.9	\$265.7	\$267.5	\$275.4	\$1,060.5	\$1,114.3
Basic Shares Outstanding	53.2	52.9	52.6	52.4	52.2	52.1	51.8	52.1	51.8	51.8	51.8	51.8	51.8	51.8
Diluted Shares Outstanding	54.2	53.9	53.5	53.3	53.0	52.9	52.6	53.0	52.6	52.6	52.6	52.6	52.6	52.6
Basic EPS	\$17.14	\$19.11	\$19.85	\$4.59	\$4.80	\$5.09	\$4.94	\$19.42	\$4.86	\$5.13	\$5.16	\$5.31	\$20.46	\$21.50
Diluted EPS, Adjusted	\$16.82	\$18.76	\$19.19	\$4.51	\$4.72	\$4.71	\$4.86	\$18.80	\$4.79	\$5.05	\$5.08	\$5.23	\$20.15	\$21.17
Benefit From Legal Payment			\$0.32	\$0.00	\$0.00	\$0.31	\$0.00	\$0.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Diluted EPS, GAAP	\$16.82	\$18.76	\$19.51	\$4.51	\$4.72	\$5.02	\$4.86	\$19.11	\$4.79	\$5.05	\$5.08	\$5.23	\$20.15	\$21.17
Dividend per Share	\$5.88	\$6.72	\$7.72	\$2.14	\$2.14	\$2.14	\$2.46	\$8.88	\$2.46	\$2.46	\$2.46	\$2.83	\$10.21	\$11.75

Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

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The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	C
Growth Score	D
Momentum Score	C
VGM Score	D

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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