## STANLEY BLACK \& DECKER, INC. AND SUBSIDIARIES

 CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS(Unaudited, Millions of Dollars Except Per Share Amounts)

NET SALES
COSTS AND EXPENSES
Cost of sales
Gross profit
\% of Net Sales

Selling, general and administrative
$\%$ of Net Sales
Operating profit
$\%$ of Net Sales
Other - net
Loss on sales of businesses
Restructuring charges
(Loss) income from operations
Interest - net
(LOSS) EARNINGS FROM CONTINUING OPERATIONS BEFORE INCOME TAXES
Income taxes on continuing operations
NET (LOSS) EARNINGS FROM CONTINUING OPERATIONS
Less: Net earnings attributable to non-controlling interests
NET (LOSS) EARNINGS FROM CONTINUING OPERATIONS ATTRIBUTABLE TO COMMON SHAREOWNERS
Add: Contract adjustment payments accretion
NET (LOSS) EARNINGS FROM CONTINUING OPERATIONS ATTRIBUTABLE TO COMMON SHAREOWNERS - DILUTED
Earnings from discontinued operations before income taxes
Income taxes on discontinued operations
NET EARNINGS FROM DISCONTINUED OPERATIONS
NET (LOSS) EARNINGS ATTRIBUTABLE TO COMMON SHAREOWNERS - DILUTED

NET (LOSS) EARNINGS ATTRIBUTABLE TO STANLEY BLACK \& DECKER, INC.
BASIC (LOSS) EARNINGS PER SHARE OF COMMON STOCK
Continuing operations
Discontinued operations
Total basic (loss) earnings per share of common stock
DILUTED (LOSS) EARNINGS PER SHARE OF COMMON STOCK
Continuing operations
Discontinued operations
Total diluted (loss) earnings per share of common stock
DIVIDENDS PER SHARE OF COMMON STOCK
WEIGHTED-AVERAGE SHARES OUTSTANDING (in thousands)
Basic
Diluted

| FIRST QUARTER |  |  |  |
| :---: | :---: | :---: | :---: |
| 2023 |  | 2022 |  |
| \$ | 3,931.8 | \$ | 4,448.0 |
|  | 3,096.3 |  | 3,142.6 |
|  | 835.5 |  | 1,305.4 |
|  | 21.2\% |  | 29.3\% |
|  | 825.1 |  | 960.3 |
|  | 21.0\% |  | 21.6\% |
|  | 10.4 |  | 345.1 |
|  | 0.3\% |  | 7.8\% |
|  | 63.7 |  | 62.0 |
|  | 7.6 |  | - |
|  | 12.1 |  | 52.7 |
|  | (73.0) |  | 230.4 |
|  | 91.1 |  | 51.9 |
|  | (164.1) |  | 178.5 |
|  | 23.7 |  | 22.9 |
|  | (187.8) |  | 155.6 |
|  | - |  | 0.1 |
| \$ | (187.8) | \$ | 155.5 |
|  | - |  | 0.3 |
| \$ | (187.8) | \$ | 155.8 |
|  | - |  | 22.2 |
|  | - |  | 2.4 |
| \$ | - | \$ | 19.8 |
| \$ | (187.8) | \$ | 175.6 |
| \$ | (187.8) | \$ | 175.3 |
| \$ | (1.26) | \$ | 1.00 |
| \$ | - | \$ | 0.13 |
| \$ | (1.26) | \$ | 1.13 |
| \$ | (1.26) | \$ | 0.94 |
| \$ | - | \$ | 0.12 |
| \$ | (1.26) | \$ | 1.06 |
| \$ | 0.80 | \$ | 0.79 |
|  | 149,574 |  | 155,433 |
|  | 149,574 |  | 165,413 |

# STANLEY BLACK \& DECKER, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS 

(Unaudited, Millions of Dollars)


## STANLEY BLACK \& DECKER, INC. AND SUBSIDIARIES SUMMARY OF CASH FLOW ACTIVITY (Unaudited, Millions of Dollars)

|  | FIRST QUARTER |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2023 |  | 2022 |  |
| OPERATING ACTIVITIES |  |  |  |  |
| Net (loss) earnings from continuing operations | \$ | (187.8) | \$ | 155.6 |
| Net earnings from discontinued operations |  | - |  | 19.8 |
| Depreciation and amortization |  | 161.2 |  | 143.7 |
| Loss on sales of businesses |  | 7.6 |  | - |
| Changes in working capital ${ }^{1}$ |  | (181.2) |  | $(1,336.1)$ |
| Other |  | (86.1) |  | (224.1) |
| Net cash used in operating activities |  | (286.3) |  | $(1,241.1)$ |
| INVESTING AND FINANCING ACTIVITIES |  |  |  |  |
| Capital and software expenditures |  | (68.2) |  | (139.8) |
| Business acquisitions, net of cash acquired |  | - |  | (36.5) |
| Proceeds from debt issuances, net of fees |  | 747.2 |  | 994.8 |
| Stock purchase contract fees |  | - |  | (9.8) |
| Credit facility borrowings |  | - |  | 2,250.0 |
| Net short-term commercial paper (repayments) borrowings |  | (285.9) |  | 594.8 |
| Proceeds from issuances of common stock |  | 3.1 |  | 13.7 |
| Purchases of common stock for treasury |  | (4.8) |  | $(2,313.0)$ |
| Craftsman contingent consideration |  | (9.1) |  | (9.8) |
| Termination of interest rate swaps |  | - |  | 22.7 |
| Cash dividends on common stock |  | (119.8) |  | (116.3) |
| Effect of exchange rate changes on cash |  | 9.1 |  | 4.8 |
| Other |  | 0.5 |  | 11.2 |
| Net cash provided by investing and financing activities |  | 272.1 |  | 1,266.8 |
| (Decrease) increase in cash, cash equivalents and restricted cash |  | (14.2) |  | 25.7 |
| Cash, cash equivalents and restricted cash, beginning of period |  | 404.9 |  | 294.8 |
| Cash, cash equivalents and restricted cash, end of period | \$ | 390.7 | \$ | 320.5 |

## Free Cash Flow Computation ${ }^{2}$

Net cash used in operating activities
Less: capital and software expenditures
Free cash flow (before dividends)

| $\$$ | $\mathbf{( 2 8 6 . 3 )}$ <br> $\mathbf{( 6 8 . 2 )}$ | $\$$ | $(1,241.1)$ |
| :--- | ---: | :--- | ---: |
|  |  | $(\mathbf{3 5 4 . 5 )}$ |  |
|  | $\$$ | $(1380.3)$ |  |

## Reconciliation of Cash, Cash Equivalents and Restricted Cash

Cash and cash equivalents
Restricted cash included in Other current assets
Cash, cash equivalents and restricted cash

| April 1, 2023 |  | December 31, 2022 |  |
| :---: | :---: | :---: | :---: |
| \$ | 387.6 | \$ | 395.6 |
|  | 3.1 |  | 9.3 |
| \$ | 390.7 | \$ | 404.9 |

${ }^{1}$ Working capital is comprised of accounts receivable, inventory, accounts payable and deferred revenue.
${ }^{2}$ Free cash flow is defined as cash flow from operations less capital and software expenditures. Management considers free cash flow an important measure of its liquidity, as well as its ability to fund future growth and to provide a return to the shareowners, and is useful information for investors. Free cash flow does not include deductions for mandatory debt service, other borrowing activity, discretionary dividends on the Company's common stock and business acquisitions, among other items.

# STANLEY BLACK \& DECKER, INC. AND SUBSIDIARIES BUSINESS SEGMENT INFORMATION 

(Unaudited, Millions of Dollars)
NET SALES
Tools \& Outdoor
Industrial
Segment Net Sales
Corporate Overhead
Total

| FIRST QUARTER |  |  |  |
| :---: | :---: | :---: | :---: |
| 2023 |  | 2022 |  |
| \$ | 3,315.4 | \$ | 3,801.2 |
|  | 616.4 |  | 646.6 |
|  | 3,931.8 |  | 4,447.8 |
|  | - |  | 0.2 |
| \$ | 3,931.8 | \$ | 4,448.0 |

## SEGMENT PROFIT <br> Tools \& Outdoor <br> Industrial <br> Segment Profit <br> Corporate Overhead <br> Total

| $\mathbf{\$}$ | $\mathbf{1 8 . 7}$ |  | $\$$ | 378.5 |
| :--- | :---: | :---: | :---: | :---: |
|  | $\mathbf{6 7 . 4}$ |  | 41.3 |  |
|  | $\mathbf{8 6 . 1}$ |  | 419.8 |  |
|  | $\mathbf{( 7 5 . 7 )}$ |  | $(74.7)$ |  |
|  | $\mathbf{1 0 . 4}$ |  | $\$$ | 345.1 |



STANLEY BLACK \& DECKER, INC. AND SUBSIDIARIES

## RECONCILIATION OF GAAP EARNINGS FINANCIAL MEASURES TO CORRESPONDING <br> NON-GAAP FINANCIAL MEASURES <br> (Unaudited, Millions of Dollars Except Per Share Amounts)

|  | FIRST QUARTER 2023 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | GAAP |  | AcquisitionRelated Charges \& Other ${ }^{1}$ |  | Non-GAAP ${ }^{3}$ |  |
| Gross profit | \$ | 835.5 | \$ | 73.4 | \$ | 908.9 |
| \% of Net Sales |  | 21.2\% |  |  |  | 23.1\% |
| Selling, general and administrative |  | 825.1 |  | (20.7) |  | 804.4 |
| \% of Net Sales |  | 21.0\% |  |  |  | 20.5\% |
| Operating profit |  | 10.4 |  | 94.1 |  | 104.5 |
| \% of Net Sales |  | 0.3\% |  |  |  | 2.7\% |
| Loss from continuing operations before income taxes |  | (164.1) |  | 106.8 |  | (57.3) |
| Income taxes on continuing operations |  | 23.7 |  | (20.4) |  | 3.3 |
| Net loss from continuing operations attributable to common shareowners - Diluted |  | (187.8) |  | 127.2 |  | (60.6) |
| Diluted loss per share of common stock - Continuing operations | \$ | (1.26) | \$ | 0.85 | \$ | (0.41) |

${ }^{1}$ Acquisition-related charges and other relate primarily to footprint actions and other costs associated with the supply chain transformation, restructuring and integrationrelated costs.

|  | FIRST QUARTER 2022 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | GAAP |  | AcquisitionRelated Charges \& Other ${ }^{2}$ |  | Non-GAAP ${ }^{3}$ |  |
| Gross profit | \$ | 1,305.4 | \$ | 88.8 | \$ | 1,394.2 |
| \% of Net Sales |  | 29.3\% |  |  |  | 31.3\% |
| Selling, general and administrative |  | 960.3 |  | (78.9) |  | 881.4 |
| \% of Net Sales |  | 21.6\% |  |  |  | 19.8\% |
| Operating profit |  | 345.1 |  | 167.7 |  | 512.8 |
| \% of Net Sales |  | 7.8\% |  |  |  | 11.5\% |
| Earnings from continuing operations before income taxes |  | 178.5 |  | 221.4 |  | 399.9 |
| Income taxes on continuing operations |  | 22.9 |  | 29.8 |  | 52.7 |
| Net earnings from continuing operations attributable to common shareowners - Diluted |  | 155.8 |  | 191.6 |  | 347.4 |
| Diluted earnings per share of common stock - Continuing operations | \$ | 0.94 | \$ | 1.16 | \$ | 2.10 |

[^0]
## STANLEY BLACK \& DECKER, INC. AND SUBSIDIARIES

 RECONCILIATION OF GAAP SEGMENT PROFIT FINANCIAL MEASURES TO CORRESPONDING NON-GAAP FINANCIAL MEASURES(Unaudited, Millions of Dollars)

${ }^{1}$ Acquisition-related charges and other relate primarily to footprint actions and other costs associated with the supply chain transformation and integration-related costs.

|  | FIRST QUARTER 2022 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | GAAP |  | AcquisitionRelated Charges and Other ${ }^{2}$ |  | Non-GAAP ${ }^{3}$ |  |
| SEGMENT PROFIT |  |  |  |  |  |  |
| Tools \& Outdoor | \$ | 378.5 | \$ | 153.7 | \$ | 532.2 |
| Industrial |  | 41.3 |  | 3.5 |  | 44.8 |
| Segment Profit |  | 419.8 |  | 157.2 |  | 577.0 |
| Corporate Overhead |  | (74.7) |  | 10.5 |  | (64.2) |
| Total | \$ | 345.1 | \$ | 167.7 | \$ | 512.8 |

## Segment Profit as a Percentage of Net Sales

Tools \& Outdoor
Industrial
Segment Profit

| $10.0 \%$ | $14.0 \%$ |
| ---: | ---: |
| $6.4 \%$ |  |
|  | $6.9 \%$ |

[^1]
[^0]:    ${ }^{2}$ Acquisition-related charges and other relate primarily to non-cash inventory step-up charges, restructuring, a voluntary retirement program, integration-related costs and the Russia business closure.
    ${ }^{3}$ The non-GAAP 2023 and 2022 information, as reconciled to GAAP above, is considered relevant to aid analysis and understanding of the Company's results, business trends and outlook measures aside from the material impact of acquisition-related and other charges and ensures appropriate comparability to operating results of prior periods.

[^1]:    ${ }^{2}$ Acquisition-related charges and other relate primarily to non-cash inventory step-up charges, a voluntary retirement program, integration related costs and the Russia business closure.
    ${ }^{3}$ The non-GAAP 2023 and 2022 business segment information, as reconciled to GAAP above, is considered relevant to aid analysis and understanding of the Company's results, business trends and outlook measures aside from the material impact of acquisition-related and other charges and ensures appropriate comparability to operating results of prior periods.

