## 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
    Asset impairment charges
    Restructuring charges
        Income (loss) from operations
    Interest - net
(LOSS) EARNINGS FROM CONTINUING OPERATIONS BEFORE INCOME TAXES
Income taxes on continuing operations
NET EARNINGS (LOSS) FROM CONTINUING OPERATIONS
NET EARNINGS (LOSS) FROM CONTINUING OPERA
Less: Net earnings attributable to non-controlling interests
    Add: Contract adjustment payments accretion
NET EARNINGS (LOSS) FROM CONTINUING OPERATIONS ATTRIBUTABLE TO COMMON SHAREOWNERS - DILUTED
```

Earnings (loss) from discontinued operations before income taxes (including 2023 pre-tax loss on Security sale of $\$ 0.8$ million and 2022 pre-tax gain on Security sale of $\$ 1,220.0$ million)
Income taxes on discontinued operations (including 2023 income taxes of $\$ 0.3$ million for loss on Security sale and 2022 income taxes of $\$ 390.7$ million for gain on Security sale)
NET EARNINGS (LOSS) FROM DISCONTINUED OPERATIONS
NET EARNINGS (LOSS) ATTRIBUTABLE TO COMMON SHAREOWNERS - DILUTED
NET EARNINGS (LOSS) ATTRIBUTABLE TO STANLEY BLACK \& DECKER, INC.
BASIC EARNINGS (LOSS) PER SHARE OF COMMON STOCK
Continuing operations
Discontinued operations
Total basic earnings (loss) per share of common stock
diluted earning (loss) PER SHARE OF COMMON STOCK
Continuing operations
Discontinued operations
Total diluted earnings (loss) per share of common stock
DIVIDENDS PER SHARE OF COMMON STOCK

|  | - | 1,204.9 |  | (0.8) |  | 1,233.5 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 396.9 |  | (0.3) |  | 396.7 |
| \$ | - | \$ | 808.0 | \$ | (0.5) | \$ | 836.8 |
| \$ | 4.7 | \$ | 844.9 | \$ | (6.1) | \$ | 1,108.5 |
| \$ | 4.7 | \$ | 844.6 | \$ | (6.1) | \$ | 1,107.5 |
| \$ | 0.03 | \$ | 0.25 | \$ | (0.04) | \$ | 1.82 |
| \$ | - | \$ | 5.60 | \$ | - | \$ | 5.64 |
| \$ | 0.03 | \$ | 5.85 | \$ | (0.04) | \$ | 7.46 |

WEIGHTED-AVERAGE SHARES OUTSTANDING (in thousands)
Basic
Diluted

| \$ | 0.03 | \$ | 0.24 | \$ | (0.04) | \$ | 1.72 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | - | \$ | 5.26 | \$ | - | \$ | 5.30 |
| \$ | 0.03 | \$ | 5.50 | \$ | (0.04) | \$ | 7.02 |
| \$ | 0.81 | \$ | 0.80 | \$ | 2.41 | \$ | 2.38 |
|  | 149,799 |  | 144,379 |  | 149,687 |  | 148,384 |
|  | 150,545 |  | 153,600 |  | 149,687 |  | 157,966 |

# STANLEY BLACK \& DECKER, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS <br> (Unaudited, Millions of Dollars) 

|  | September 30, 2023 |  | $\begin{gathered} \text { December 31, } \\ 2022 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Cash and cash equivalents | \$ | 347.8 | \$ | 395.6 |
| Accounts and notes receivable, net |  | 1,623.3 |  | 1,231.0 |
| Inventories, net |  | 4,977.7 |  | 5,861.1 |
| Other current assets |  | 430.3 |  | 487.0 |
| Total current assets |  | 7,379.1 |  | 7,974.7 |
| Property, plant and equipment, net |  | 2,200.7 |  | 2,353.1 |
| Goodwill and other intangibles, net |  | 12,669.1 |  | 12,977.5 |
| Other assets |  | 1,848.2 |  | 1,658.0 |
| Total assets | \$ | 24,097.1 | \$ | 24,963.3 |

LIABILITIES AND SHAREOWNERS' EQUITY

| Short-term borrowings | \$ | 1,500.2 | \$ | 2,102.9 |
| :---: | :---: | :---: | :---: | :---: |
| Current maturities of long-term debt |  | 1.1 |  | 1.2 |
| Accounts payable |  | 2,252.6 |  | 2,344.4 |
| Accrued expenses |  | 1,909.4 |  | 2,120.7 |
| Total current liabilities |  | 5,663.3 |  | 6,569.2 |
| Long-term debt |  | 6,099.2 |  | 5,352.9 |
| Other long-term liabilities |  | 3,005.2 |  | 3,327.0 |
| Stanley Black \& Decker, Inc. shareowners' equity |  | 9,327.3 |  | 9,712.1 |
| Non-controlling interests' equity |  | 2.1 |  | 2.1 |
| Total liabilities and shareowners' equity | \$ | 24,097.1 | \$ | 24,963.3 |

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

 SUMMARY OF CASH FLOW ACTIVITY(Unaudited, Millions of Dollars)

OPERATING ACTIVITIES
Net earnings (loss) from continuing operations
Net earnings (loss) from discontinued operations
Depreciation and amortization
Loss on sales of businesses
(Gain) loss on sale of discontinued operations
Asset impairment charges
Changes in working capital ${ }^{1}$
Other
Net cash provided by (used in) operating activities
INVESTING AND FINANCING ACTIVITIES
Capital and software expenditures
Proceeds from sales of businesses, net of cash sold
Business acquisitions, net of cash acquired
Proceeds from debt issuances, net of fees
Stock purchase contract fees
Credit facility borrowings
Credit facility repayments
Net short-term commercial paper (repayments) borrowings
Proceeds from issuances of common stock
Purchases of common stock for treasury
Craftsman contingent consideration
Termination of interest rate swaps
Cash dividends on common stock
Effect of exchange rate changes on cash
Other
Net cash (used in) provided by investing and financing activities
(Decrease) increase in cash, cash equivalents and restricted cash
Cash, cash equivalents and restricted cash, beginning of period
Cash, cash equivalents and restricted cash, end of period

Free Cash Flow Computation ${ }^{2}$
Net cash provided by (used in) operating activities
Less: capital and software expenditures
Free cash flow (before dividends)

## 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

| THIRD QUARTER |  |  |  | YEAR-TO-DATE |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2023 |  | 2022 |  | 2023 |  | 2022 |  |
| \$ | 4.7 | \$ | 36.6 | \$ | (5.6) | \$ | 270.9 |
|  | - |  | 808.0 |  | (0.5) |  | 836.8 |
|  | 151.1 |  | 138.0 |  | 476.7 |  | 425.1 |
|  | - |  | 8.6 |  | 7.6 |  | 8.4 |
|  | - |  | $(1,220.0)$ |  | 0.8 |  | $(1,220.0)$ |
|  | 124.0 |  | - |  | 124.0 |  | 168.4 |
|  | 155.6 |  | (393.3) |  | 253.3 |  | $(2,297.4)$ |
|  | 8.5 |  | 196.5 |  | (434.3) |  | (302.8) |
|  | 443.9 |  | (425.6) |  | 422.0 |  | (2,110.6) |
|  | (79.9) |  | (114.4) |  | (216.4) |  | (399.9) |
|  | - |  | 4,146.9 |  | (5.7) |  | 4,147.1 |
|  | - |  | (26.5) |  | - |  | (72.1) |
|  | (0.6) |  | - |  | 745.3 |  | 992.6 |
|  | - |  | (9.9) |  | - |  | (29.5) |
|  | - |  | - |  | - |  | 2,500.0 |
|  | - |  | $(2,500.0)$ |  | - |  | $(2,500.0)$ |
|  | (266.4) |  | (763.4) |  | (594.3) |  | 328.0 |
|  | 4.4 |  | 3.4 |  | 11.5 |  | 23.0 |
|  | (1.2) |  | (4.6) |  | (6.8) |  | $(2,318.7)$ |
|  | - |  | (11.4) |  | (18.0) |  | (32.5) |
|  | - |  | - |  | - |  | 22.7 |
|  | (121.3) |  | (115.5) |  | (360.8) |  | (345.8) |
|  | (23.6) |  | (78.2) |  | (28.7) |  | (95.8) |
|  | 0.9 |  | 5.7 |  | (0.9) |  | 11.3 |
|  | (487.7) |  | 532.1 |  | (474.8) |  | 2,230.4 |
|  | (43.8) |  | 106.5 |  | (52.8) |  | 119.8 |
|  | 395.9 |  | 308.1 |  | 404.9 |  | 294.8 |
| \$ | 352.1 | \$ | 414.6 | \$ | 352.1 | \$ | 414.6 |
| \$ | 443.9 | \$ | (425.6) | \$ | 422.0 | \$ | (2,110.6) |
|  | (79.9) |  | (114.4) |  | (216.4) |  | (399.9) |
| \$ | 364.0 | \$ | (540.0) | $\stackrel{ }{ }$ | 205.6 | \$ | $\underline{(2,510.5)}$ |


| September 30, 2023 |  | December 31, 2022 |  |
| :---: | :---: | :---: | :---: |
| \$ | 347.8 | \$ | 395.6 |
|  | 4.3 |  | 9.3 |
| \$ | 352.1 | \$ | 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)


STANLEY BLACK \& DECKER, INC. AND SUBSIDIARIES
RECONCILIATION OF GAAP EARNINGS FINANCIAL MEASURES TO CORRESPONDING
NON-GAAP FINANCIAL MEASURES
(Unaudited, Millions of Dollars Except Per Share Amounts)

|  | THIRD QUARTER 2023 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | GAAP |  | AcquisitionRelated Charges \& Other ${ }^{1}$ |  | Non-GAAP ${ }^{3}$ |  |
| Gross profit | \$ | 1,060.6 | \$ | 32.2 | \$ | 1,092.8 |
| \% of Net Sales |  | 26.8\% |  |  |  | 27.6\% |
| Selling, general and administrative |  | 794.3 |  | (29.4) |  | 764.9 |
| \% of Net Sales |  | 20.1\% |  |  |  | 19.3\% |
| Operating profit |  | 266.3 |  | 61.6 |  | 327.9 |
| \% of Net Sales |  | 6.7\% |  |  |  | 8.3\% |
| (Loss) earnings from continuing operations before income taxes |  | (57.0) |  | 191.0 |  | 134.0 |
| Income taxes on continuing operations |  | (61.7) |  | 37.5 |  | (24.2) |
| Net earnings from continuing operations attributable to common shareowners - Diluted |  | 4.7 |  | 153.5 |  | 158.2 |
| Diluted earnings per share of common stock - Continuing operations | \$ | 0.03 | \$ | 1.02 | \$ | 1.05 |

${ }^{1}$ Acquisition-related charges and other relate primarily to a non-cash impairment charge related to the Irwin and Troy-Bilt trade names, footprint actions and other costs associated with the supply chain transformation, and restructuring.

|  | THIRD QUARTER 2022 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | GAAP |  | AcquisitionRelated Charges \& Other ${ }^{2}$ |  | Non-GAAP ${ }^{3}$ |  |
| Gross profit | \$ | 1,018.1 | \$ | (2.5) | \$ | 1,015.6 |
| \% of Net Sales |  | 24.7\% |  |  |  | 24.7\% |
| Selling, general and administrative |  | 799.8 |  | (41.3) |  | 758.5 |
| \% of Net Sales |  | 19.4\% |  |  |  | 18.4\% |
| Operating profit |  | 218.3 |  | 38.8 |  | 257.1 |
| \% of Net Sales |  | 5.3\% |  |  |  | 6.2\% |
| (Loss) earnings from continuing operations before income taxes |  | (4.3) |  | 118.7 |  | 114.4 |
| Income taxes on continuing operations |  | (40.9) |  | 39.4 |  | (1.5) |
| Net earnings from continuing operations attributable to common shareowners - Diluted |  | 36.9 |  | 79.3 |  | 116.2 |
| Diluted earnings per share of common stock - Continuing operations | \$ | 0.24 | \$ | 0.52 |  | 0.76 |

${ }^{2}$ Acquisition-related charges and other relate primarily to restructuring and integration-related costs.
${ }^{3}$ 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.

STANLEY BLACK \& DECKER, INC. AND SUBSIDIARIES

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

|  | YEAR-TO-DATE 2023 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | GAAP |  | AcquisitionRelated Charges \& Other ${ }^{1}$ |  | Non-GAAP ${ }^{3}$ |  |
| Gross profit | \$ | 2,828.2 | \$ | 157.0 | \$ | 2,985.2 |
| \% of Net Sales |  | 23.5\% |  |  |  | 24.8\% |
| Selling, general and administrative |  | 2,456.7 |  | (75.5) |  | 2,381.2 |
| \% of Net Sales |  | 20.4\% |  |  |  | 19.8\% |
| Operating profit |  | 371.5 |  | 232.5 |  | 604.0 |
| \% of Net Sales |  | 3.1\% |  |  |  | 5.0\% |
| (Loss) earnings from continuing operations before income taxes |  | (296.9) |  | 368.9 |  | 72.0 |
| Income taxes on continuing operations |  | (291.3) |  | 282.6 |  | (8.7) |
| Net (loss) earnings from continuing operations attributable to common shareowners - Diluted |  | (5.6) |  | 86.3 |  | 80.7 |
| Diluted (loss) earnings per share of common stock - Continuing operations | \$ | (0.04) | \$ | 0.58 | \$ | 0.54 |

${ }^{1}$ Acquisition-related charges and other relate primarily to a non-cash impairment charge related to the Irwin and Troy-Bilt trade names, footprint actions and other costs associated with the supply chain transformation, restructuring and integration-related costs.

|  | YEAR-TO-DATE 2022 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | GAAP |  | AcquisitionRelated Charges \& Other ${ }^{2}$ |  | Non-GAAP ${ }^{3}$ |  |
| Gross profit | \$ | 3,530.6 | \$ | 102.9 | \$ | 3,633.5 |
| \% of Net Sales |  | 27.2\% |  |  |  | 28.0\% |
| Selling, general and administrative |  | 2,612.8 |  | (153.1) |  | 2,459.7 |
| \% of Net Sales |  | 20.2\% |  |  |  | 19.0\% |
| Operating profit |  | 917.8 |  | 256.0 |  | 1,173.8 |
| \% of Net Sales |  | 7.1\% |  |  |  | 9.1\% |
| Earnings from continuing operations before income taxes |  | 190.1 |  | 588.2 |  | 778.3 |
| Income taxes on continuing operations |  | (80.8) |  | 121.7 |  | 40.9 |
| Net earnings from continuing operations attributable to common shareowners - Diluted |  | 271.7 |  | 466.5 |  | 738.2 |
| Diluted earnings per share of common stock - Continuing operations | \$ | 1.72 | \$ | 2.95 | \$ | 4.67 |

[^0]
# STANLEY BLACK \& DECKER, INC. AND SUBSIDIARIES RECONCILIATION OF GAAP SEGMENT PROFIT FINANCIAL MEASURES TO CORRESPONDING NON-GAAP FINANCIAL MEASURES <br> (Unaudited, Millions of Dollars) 

| SEGMENT PROFIT | THIRD QUARTER 2023 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | GAAP |  | AcquisitionRelated Charges and Other ${ }^{1}$ |  | Non-GAAP ${ }^{3}$ |  |
|  |  |  |  |  |  |  |
| Tools \& Outdoor | \$ | 273.4 | \$ | 39.4 | \$ | 312.8 |
| Industrial |  | 62.5 |  | 10.5 |  | 73.0 |
| Segment Profit |  | 335.9 |  | 49.9 |  | 385.8 |
| Corporate Overhead |  | (69.6) |  | 11.7 |  | (57.9) |
| Total | \$ | 266.3 | \$ | 61.6 | \$ | 327.9 |

## Segment Profit as a Percentage of Net Sales

Tools \& Outdoor
Industrial
Segment Profit

| $8.1 \%$ | $9.3 \%$ |
| ---: | ---: |
| $10.4 \%$ | $12.2 \%$ |
| $8.5 \%$ | $9.8 \%$ |

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

| SEGMENT PROFIT | THIRD QUARTER 2022 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | GAAP |  | AcquisitionRelated Charges and Other ${ }^{2}$ |  | Non-GAAP ${ }^{3}$ |  |
|  |  |  |  |  |  |  |
| Tools \& Outdoor | \$ | 228.4 | \$ | 10.6 | \$ | 239.0 |
| Industrial |  | 68.4 |  | 1.0 |  | 69.4 |
| Segment Profit |  | 296.8 |  | 11.6 |  | 308.4 |
| Corporate Overhead |  | (78.5) |  | 27.2 |  | (51.3) |
| Total | \$ | 218.3 | \$ | 38.8 | \$ | 257.1 |

Segment Profit as a Percentage of Net Sales
Tools \& Outdoor
Industrial
Segment Profit

| $6.5 \%$ | $6.8 \%$ |
| ---: | ---: |
| $10.9 \%$ |  |
|  |  |

[^1]
## STANLEY BLACK \& DECKER, INC. AND SUBSIDIARIES RECONCILIATION OF GAAP SEGMENT PROFIT FINANCIAL MEASURES TO CORRESPONDING NON-GAAP FINANCIAL MEASURES

(Unaudited, Millions of Dollars)

| GAAP |  | AcquisitionRelated Charges and Other ${ }^{1}$ |  | Non-GAAP ${ }^{3}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 394.1 | \$ | 174.4 | \$ | 568.5 |
|  | 201.5 |  | 19.3 |  | 220.8 |
|  | 595.6 |  | 193.7 |  | 789.3 |
|  | (224.1) |  | 38.8 |  | (185.3) |
| S | 371.5 | \$ | 232.5 | \$ | 604.0 |

## Segment Profit as a Percentage of Net Sales

| Tools \& Outdoor | $\mathbf{3 . 9 \%}$ | $\mathbf{5 . 6 \%}$ |
| :--- | ---: | ---: |
| Industrial | $\mathbf{1 1 . 0 \%}$ | $\mathbf{1 2 . 1 \%}$ |
| Segment Profit | $\mathbf{4 . 9 \%}$ | $\mathbf{6 . 6 \%}$ |

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

YEAR-TO-DATE 2022

| SEGMENT PROFIT | GAAP |  | AcquisitionRelated Charges and Other ${ }^{2}$ |  | Non-GAAP ${ }^{3}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
| Tools \& Outdoor | \$ | 968.5 | \$ | 205.6 | \$ | 1,174.1 |
| Industrial |  | 168.0 |  | 6.4 |  | 174.4 |
| Segment Profit |  | 1,136.5 |  | 212.0 |  | 1,348.5 |
| Corporate Overhead |  | (218.7) |  | 44.0 |  | (174.7) |
| Total | \$ | 917.8 | \$ | 256.0 | \$ | $\underline{1,173.8}$ |

## Segment Profit as a Percentage of Net Sales

| Tools \& Outdoor | $8.8 \%$ | $10.6 \%$ |
| :--- | ---: | ---: |
| Industrial | $8.8 \%$ | $9.1 \%$ |
| Segment Profit | $8.8 \%$ | $10.4 \%$ |

[^2]
[^0]:    ${ }^{2}$ Acquisition-related charges and other relate primarily to a non-cash asset impairment charge related to the Oil \& Gas business, restructuring, integration-related costs, non-cash inventory step-up charges, a voluntary retirement program 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 integration-related costs.
    ${ }^{3}$ 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.

[^2]:    ${ }^{2}$ Acquisition-related charges and other relate primarily to integration-related costs, non-cash inventory step-up charges, a voluntary retirement program 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.

