

Second Quarter 2024 Overview

July 30, 2024

StanleyBlack&Decker

For those who make the world.™



Participants



Don Allan

President & CEO



Chris Nelson

COO, Executive Vice President And President, T&O



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Vice President, Investor Relations

Cautionary Statement

Certain Statements Contained In This Presentation Are Forward Looking Within The Meaning Of Section 27A of the Securities Act of 1933, As Amended, And Section 21E Of The Securities Exchange Act Of 1934, As Amended. For These Purposes, Forward-Looking Statements Are Statements That Address Activities, Events, Conditions Or Developments That Stanley Black & Decker Expects Or Anticipates May Occur In The Future, Including Expectations Around Its Ongoing Transformation And Future Results Of Operation And Financial Position. You Are Cautioned Not To Rely On These Forward-Looking Statements, Which Are Based On Current Expectations Of Future Events. All Forward-Looking Statements Involve Risks, Uncertainties And Other Factors That May Cause Actual Results To Differ Materially From Those Expressed Or Implied In The Forward-Looking Statements. Factors That Might Cause The Company's Actual Results, Performance and Achievements, Or Industry Results To Differ Materially From Statements Contained In Its Forward-Looking Statements Include, But Are Not Limited To, Changes In Macroeconomic Conditions, Changes In Customer Preferences And Demand And Ability To Implement And Achieve Expected Benefits Under Its Global Cost Reduction Program. Additional Factors That Could Cause Actual Results To Differ Materially From Forward-Looking Statements Are Set Forth In The Corresponding Press Release And Form 8-K And Our Recent '34 Act SEC Filings.

Additionally, We May Also Reference Non-GAAP Financial Measures During This Presentation. For Applicable Reconciliations To The Related GAAP Financial Measure And Additional Information, Please Refer To The Appendix Of These Materials And The Corresponding Press Release Which Are Available On Our Website Under The "Investors" Heading.

Transforming To Accelerate Organic Growth

Executing On Our Clear Vision And Strategy For Long-Term Success...

**Reduce Complexity –
~\$2B Savings By End Of '25****

OPTIMIZE
CORPORATE STRUCTURE

FOCUS
OPERATING MODEL

TRANSFORM
SUPPLY CHAIN

**Invest In Core Growth
\$300M - \$500M**



INNOVATION



ELECTRIFICATION



MARKET LEADERSHIP



MORE RESPONSIVE
SUPPLY CHAIN

**Enhance
Shareholder Return**

Organic Revenue*
Growth 2-3X Market

35%+ Adjusted Gross Margin*
By 2025

100%+ Free Cash Flow*
Conversion

Powerful Innovation

Customer Fill Rate
Improvement

...As A More Focused, Purpose Driven Company

2Q 2024 Key Messages

Extended Our Trajectory Of Solid Execution Against Our Operational Priorities In The Second Quarter...

- 2Q'24 Revenues Of \$4.0 Billion, Down 3% Versus Prior Year As 1% Organic Revenue Growth* Led By DEWALT, Outdoor Products And Engineered Fastening Was More Than Offset By The Previously Announced Infrastructure Divestiture And Currency
- Global Cost Reduction Program Remains On-Track For Expected Pre-Tax Run-Rate Savings Of \$1.5 Billion By End Of 2024 And \$2 Billion By End Of 2025
- 2Q'24 Adjusted Gross Margin* Was 29.2%, Up 560 Basis Points Versus Prior Year Driven By Lower Inventory Destocking Costs, Supply Chain Transformation Benefits And Reduced Shipping Costs
- 2Q'24 Cash From Operating Activities Was \$573 Million And Free Cash Flow* Was \$486 Million
- Strong Cash Generation And Proceeds From Infrastructure Divestiture In Second Quarter Supported \$1.2 Billion Debt Reduction
- Revising GAAP EPS Range To \$0.90 To \$2.00 (From \$1.60 To \$2.85), Raising Adjusted EPS* To \$3.70 To \$4.50 (From \$3.50 To \$4.50) And Raising Free Cash Flow* To \$650 Million To \$850 Million (From \$600 Million To \$800 Million)

2Q'24 Key Financials

\$4 Billion

Total Revenue

+1%

Organic Revenue*

+560 Bps

Adj. Gross Margin* vs. 2Q'23

Quarter-To-Date | Program-To-Date

\$150M | \$1.3B

Pre-Tax Run-Rate Cost Savings

\$1.09

Adjusted EPS*

...Which Drove Gross Margin Improvement Versus The Prior Year And Strong Cash Generation

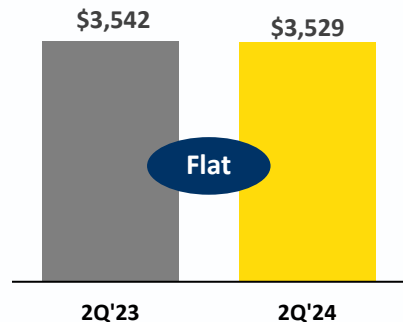
2Q 2024 Segment Overview

Organic Growth* Driven By Strength In DEWALT, Outdoor And Aerospace Fasteners

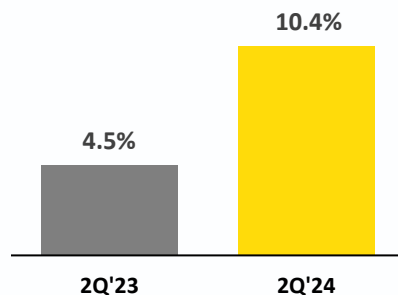
Tools & Outdoor

Revenue

\$M



Adjusted Segment Margin*



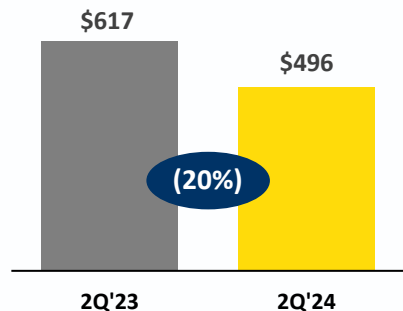
- 2Q Organic Revenue* +1%
 - +1% N.A., (3%) Europe, +5% Rest Of World
 - (2%) PT, Flat HTAS, +6% OPG
- DEWALT And Outdoor Leading Volume Gains (+2%) That Were Partially Offset By Price (-1%) And Currency (-1%)
- 2Q U.S. Retail Point-Of-Sale Demand Was Up Modestly Versus The Prior Year Led By Outdoor Growth And Recaptured DEWALT Cordless Promotions

2Q'24 Adj. Segment Margin Rate* 10.4% | Up VPY As Lower Inventory Destocking Costs, Supply Chain Transformation Benefits, And Lower Shipping Costs Were Partially Offset By Growth Investments

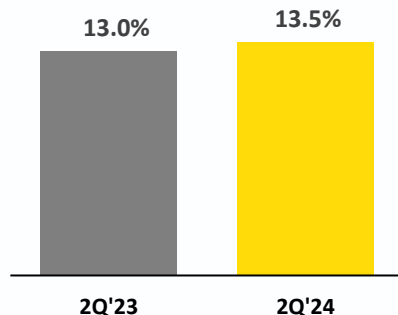
Industrial

Revenue

\$M



Adjusted Segment Margin*



- 2Q Organic Revenue* +2%
- Price Contributed +2% Which Was More Than Offset By The Infrastructure Divestiture (-20%) And Currency (-2%)
- Aerospace Growth Offset Market Softness In Automotive And General Industrial

2Q'24 Adj. Segment Margin Rate* 13.5% | Up VPY Due To Price Realization And Cost Control

Prioritizing Resources To Accelerate Organic Growth

Moving With Speed And A Clear Mandate: Executing Our Transformation Plan And Accelerating Share Gain

Starting From A Compelling Position

- 1) Industry With Strong Long-Term Growth Characteristics
- 2) Iconic Brands
- 3) Differentiated Innovation Engine
- 4) Deep Customer Relationships & Loyal End Users

Brand-Led

DEWALT

CRAFTSMAN

STANLEY

Pro-Focused



Market-Facing



*Investing To Advance End-User Inspired Innovation
And High Impact Market Activation*

Strategic Transformation

On-Track For Expected \$2.0 Billion Pre-Tax Run-Rate Cost Savings By End Of 2025...

Progress Achieved

Pre-Tax Run-Rate Cost Savings

\$150M

2Q'24 Quarter-To-Date

\$1.3B

Program-To-Date

Supply Chain Transformation



Strategic Sourcing



Footprint Rationalization



Complexity Reduction



Ops Excellence

2024 Savings Led By Sourcing Initiatives And Operational Excellence

Targeting To Achieve ~\$1.5 Billion Of Pre-Tax Run-Rate Savings By End Of 2024

...Enabling \$300 - \$500 Million Growth Investment And 35%+ Adjusted Gross Margins*

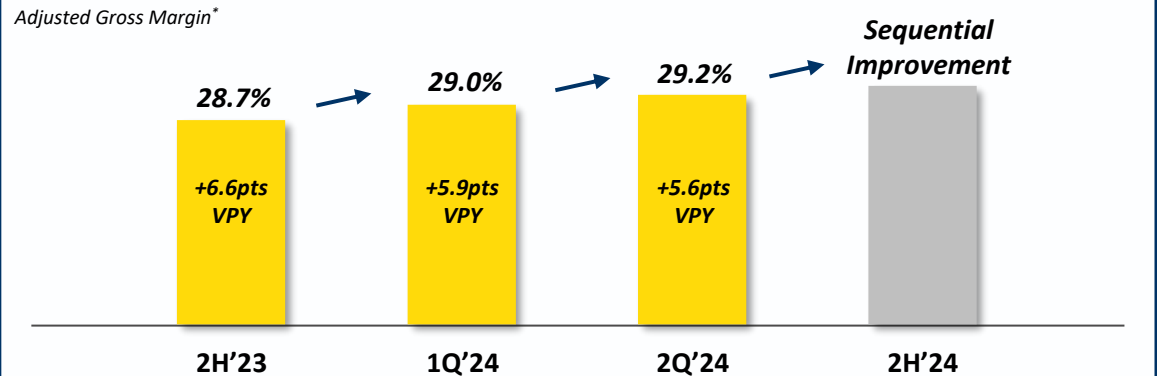
Cash & Gross Margin Update

Reshaping Cost Structure, Expanding Margins, Delivering Earnings Growth, Generating Strong Free Cash Flow* ...

**2Q'24 Free Cash Flow* Was \$486M
Raising 2024 Free Cash Flow* Target To \$650M to \$850M**

- Strong Cash Generation And Proceeds From Infrastructure Divestiture Supported \$1.2B Debt Reduction In The Second Quarter
- Accelerated Working Capital Improvements And Timing Driving ~\$0.4B Reduction
- Over \$2B Inventory Reduction Since Mid-2022
- FY'24 Free Cash Flow* Expected To Approximate \$650M To \$850M From \$600M To \$800M
- Capital Deployment Priorities Remain Consistent:
 - Investing In Organic Growth* And The Transformation
 - Funding Cash Dividend
 - Strengthening The Balance Sheet

**Advancing Our Strategic Transformation To
Further Gross Margin Improvement**



- 2Q'24 Adjusted Gross Margin* Expansion Versus Prior Year Driven By Lower Inventory Destocking Costs, Supply Chain Transformation Benefits And Reduced Shipping Costs
- Planning For ~30% Full Year 2024 Adjusted Gross Margin* And Exiting The Year In The Low-30s

Long Term Target: 35%+ Adjusted Gross Margins*

...Reinvesting To Further Strengthen Our Powerful Brands, Accelerate Innovation & Capture Growth Opportunities

2024 Guidance

(0.5%) Organic Revenue* Midpoint Amid Soft Macro, With Focus On 2nd Half Margin Expansion & Cost Management...

2024 Outlook

**Organic Revenue*
And Adjusted
Margins***

Total Company

Organic: ~(0.5%) YoY +/- 130 Bps
Adj. EBITDA Margin: ~10%

Tools & Outdoor

Organic: +/- Low Single Digits
Adj. Segment Margin: Up YoY

Industrial

Organic: Flat To Low Single Digit Growth
Adj. Segment Margin: Flat To Up YoY

**Other Guidance
Items At The
Midpoint**

Pre-Tax Non-GAAP Adjustments: ~\$445M-\$495M, Driven By Transformation And Environmental Reserve
Other Net: ~\$335M | **Interest Expense:** ~\$320M
Depreciation: ~\$400M | **Intangible Amortization:** ~\$165M | **Capex:** ~\$375M To \$475M
Adjusted Tax Rate: ~10%
Shares: ~151M
3Q Adjusted EPS*: To Approximate 25% Of FY Adjusted EPS*

...Revising GAAP EPS: \$0.90-\$2.00 And Raising Adjusted EPS*: \$3.70-\$4.50. Raising Free Cash Flow*: \$650M-\$850M

Stronger And More Focused Enterprise

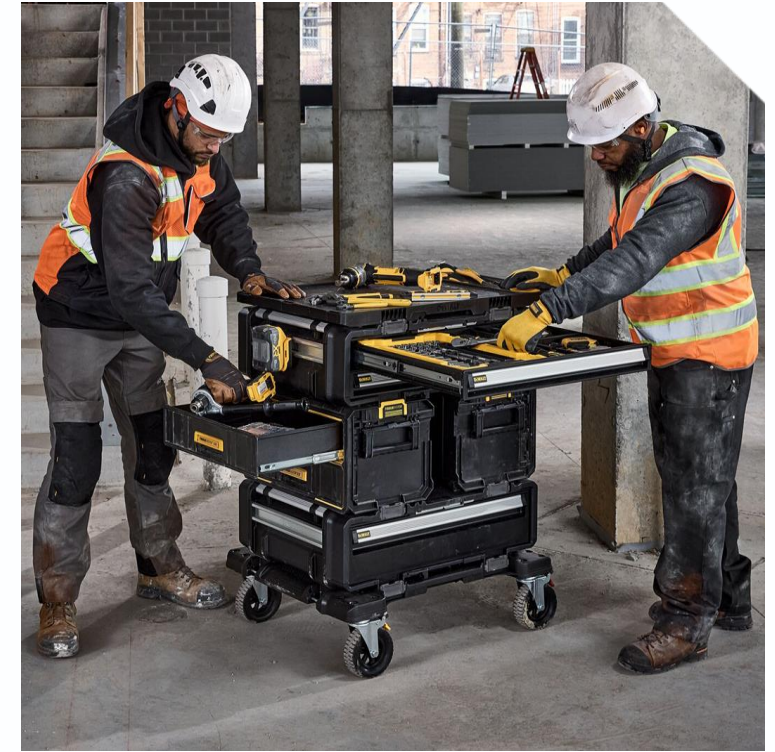
Centered Around Our Core Market Leadership Positions And Built Upon The Strength Of Our People And Culture



**Unleashing
Brand Power**



**End-User
Inspired Innovation**



**Empowering
People**

Q&A

StanleyBlack&Decker

For those who make the world.™



Liquidity And Free Cash Flow Reconciliation

2Q'24 Free Cash Flow

	QTD			YTD		
	2Q'23	2Q'24	V\$	2Q'23	2Q'24	V\$
\$M						
Net Earnings (Loss)	\$ 177	\$ (11)	\$ (188)	\$ (11)	\$ 8	\$ 19
Deprec / Amort	164	155	(9)	326	295	(31)
Working Capital	279	398	119	98	38	(60)
Other	(356)	31	387	(435)	(199)	236
Cash From Operating Activities	264	573	309	(22)	142	164
CapEx	(68)	(87)	(19)	(136)	(153)	(17)
Free Cash Flow	\$ 196	\$ 486	\$ 290	\$ (158)	\$ (11)	\$ 147

Liquidity Key Points

- Target: Maintain Investment Grade Credit Ratings
- \$3.5B In Credit Facilities Backed By A Well Capitalized, Diversified Bank Group
- Long-Term Debt Maturity 1Q 2025 | Next Maturity 1Q 2026

Liquidity Sources As Of 2Q'24

Cash On Hand	\$0.3B
Addl. Commercial Paper Capacity (\$3.5B Max)	\$3.0B
Total Additional Liquidity	\$3.3B

Debt Reduction Remains A Top Priority In 2024

Financial Flexibility In A Challenging And Dynamic Environment

Reconciliation Of GAAP To Non-GAAP Measures

2Q 2023

GAAP Gross Profit	+	Non-GAAP Adjustments	=	Non-GAAP Gross Profit
\$932.1 22.4%		\$51.4		\$983.5 23.6%

2H 2023

GAAP Gross Profit	+	Non-GAAP Adjustments	=	Non-GAAP Gross Profit
\$2,165.0 28.2%		\$42.1		\$2,207.1 28.7%

1Q 2024

GAAP Gross Profit	+	Non-GAAP Adjustments	=	Non-GAAP Gross Profit
\$1,108.5 28.6%		\$14.4		\$1,122.9 29.0%

2Q 2024

GAAP Gross Profit	+	Non-GAAP Adjustments	=	Non-GAAP Gross Profit
\$1,141.2 28.4%		\$33.5		\$1,174.7 29.2%

GAAP Diluted EPS	+	Non-GAAP Adjustments	=	Non-GAAP Diluted EPS
\$(0.13)		\$1.22		\$1.09

Reconciliation Of GAAP To Non-GAAP Segment Profit

	2Q 2023			2Q 2024					
Tools & Outdoor	GAAP Segment Profit	Non-GAAP Adjustments	Non-GAAP Segment Profit	GAAP Segment Profit	Non-GAAP Adjustments	Non-GAAP Segment Profit			
	\$102.0 2.9%	+	\$55.8	=	\$157.8 4.5%	\$316.1 9.0%	+	\$52.6	=
Industrial	GAAP Segment Profit	Non-GAAP Adjustments	Non-GAAP Segment Profit	GAAP Segment Profit	Non-GAAP Adjustments	Non-GAAP Segment Profit			
	\$71.6 11.6%	+	\$8.5	=	\$80.1 13.0%	\$66.8 13.5%	+	\$0.3	=

Reconciliation Of GAAP To Non-GAAP Sales Growth

Segment	GAAP Sales Growth	Acquisitions	Divestitures	Currency	Non-GAAP Organic Sales Growth
Stanley Black & Decker – 2Q '24 QTD	-3%	0%	3%	-1%	1%
Tools & Outdoor QTD	0%	0%	0%	-1%	1%
Industrial QTD	-20%	0%	20%	-2%	2%

EBITDA Reconciliation

	SECOND QUARTER		YEAR-TO-DATE	
	2024	2023	2024	2023
Net (loss) earnings from continuing operations <i>% of Net Sales</i>	\$ (19.2) -0.5%	\$ 177.5 4.3%	\$ 0.3 0.0%	\$ (10.3) -0.1%
Interest - net	78.4	99.4	166.3	190.5
Income taxes on continuing operations	(2.9)	(253.3)	25.9	(229.6)
Depreciation and amortization	155.0	164.4	295.2	325.6
EBITDA¹	\$ 211.3	\$ 188.0	\$ 487.7	\$ 276.2
<i>% of Net Sales</i>	5.3%	4.5%	6.2%	3.4%
Non-GAAP Adjustments before income taxes	239.3	71.1	310.8	177.9
Less: Accelerated depreciation included in Non-GAAP Adjustments before income taxes	21.3	20.6	26.6	38.1
Adjusted EBITDA¹	\$ 429.3	\$ 238.5	\$ 771.9	\$ 416.0
<i>% of Net Sales</i>	10.7%	5.7%	9.8%	5.1%

¹ EBITDA is earnings before interest, taxes, depreciation and amortization. Adjusted EBITDA represents EBITDA excluding certain gains and charges, as summarized below. EBITDA and Adjusted EBITDA, both Non-GAAP measures, are considered relevant to aid analysis and understanding of the Company's operating results and ensures appropriate comparability to prior periods.

Non-GAAP Financial Measures

Organic revenue or organic sales is defined as the difference between total current and prior year sales less the impact of companies acquired and divested in the past twelve months and any foreign currency impacts. Organic revenue growth, organic sales growth or organic growth is organic revenue or organic sales divided by prior year sales. Gross profit is defined as sales less cost of sales. Gross margin is gross profit as a percentage of sales. Segment profit is defined as sales less cost of sales and selling, general and administrative (“SG&A”) expenses (aside from corporate overhead expense). Segment margin is segment profit as a percentage of sales. EBITDA is earnings before interest, taxes, depreciation and amortization. EBITDA margin is EBITDA as a percentage of sales. Gross profit, gross margin, SG&A, segment profit, segment margin, earnings, EBITDA and EBITDA margin are adjusted for certain gains and charges, such as environmental charges, supply chain transformation costs, acquisition and divestiture-related items, asset impairments, restructuring, and other adjusting items.

Management uses these metrics as key measures to assess the performance of the Company as a whole, as well as the related measures at the segment level. Adjusted earnings per share or adjusted EPS, is diluted GAAP EPS excluding certain gains and charges. Free cash flow is defined as cash flow from operations less capital and software expenditures. Management considers free cash flow an important indicator 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. Free cash flow conversion is defined as free cash flow divided by net income. The Non-GAAP statement of operations and business segment information is reconciled to GAAP on pages 12 through 16 of the press release. The Company considers the use of the Non-GAAP financial measures above relevant to aid analysis and understanding of the Company’s results, business trends and outlook measures aside from the material impact of certain gains and charges and ensures appropriate comparability to operating results of prior periods.

The Company also provides expectations for the non-GAAP financial measures of adjusted EPS, presented on a basis excluding certain gains and charges, as well as free cash flow. Forecasted adjusted EPS is reconciled to GAAP EPS on slide 14. Due to high variability and difficulty in predicting items that impact cash flow from operations, a reconciliation of forecasted free cash flow to its most directly comparable GAAP estimate has been omitted. The Company believes such a reconciliation would also imply a degree of precision that is inappropriate for this forward-looking measure.