

Trimble Second Quarter 2016 Results Summary

Forward-looking Statements

Certain statements made in this presentation and any subsequent Q&A period are forward-looking statements, within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, and are made pursuant to the safe harbor provisions of the Securities Litigation Reform Act of 1995. These statements include expectations for future financial market and economic conditions, the impact of acquisitions, the ability to deliver revenue, earnings per share and other financial projections. These forward-looking statements are subject to change, and actual results may materially differ from those set forth in this presentation due to certain risks and uncertainties. The Company's results may be adversely affected if the Company is unable to market, manufacture and ship new products, obtain new customers, or integrate new acquisitions. The Company's results would also be negatively impacted by weakening in the macro environment. Any failure to achieve predicted results could negatively impact the Company's revenues, cash flow from operations, and other financial results. The Company's financial results will also depend on a number of other factors and risks detailed from time to time in reports filed with the SEC, including its quarterly reports on Form 10-Q and its annual report on Form 10-K, such as changes in economic conditions, critical part supply chain shortages, and possible write-offs of goodwill. Undue reliance should not be placed on any forward-looking statement contained herein, especially in light of greater uncertainty than normal in the economy in general. These statements reflect the Company's position as of the date of this presentation. The Company expressly disclaims any undertaking to release publicly any updates or revisions to any statements to reflect any change in the Company's expectations or any change of events, conditions, or circumstances on which any such statement is based.

To help our investors understand our past financial performance and our future results, as well as our performance relative to competitors, we supplement the financial results that we provide in accordance with generally accepted accounting principles, or GAAP, with non-GAAP financial measures. The specific non-GAAP measures, which we use along with a reconciliation to the nearest comparable GAAP measures can be found on our website at <http://investor.trimble.com>.



Agenda

- CEO Overview
- CFO Review of Results
- Guidance
- Q&A



Q2'16 Overview



- Second quarter consistent with expectations
- Strategic position remains validated in a challenging market
- Meaningful progress continues with cost reduction and portfolio initiatives
- Continue to see path for accelerating revenue growth and margin expansion in 2H'16

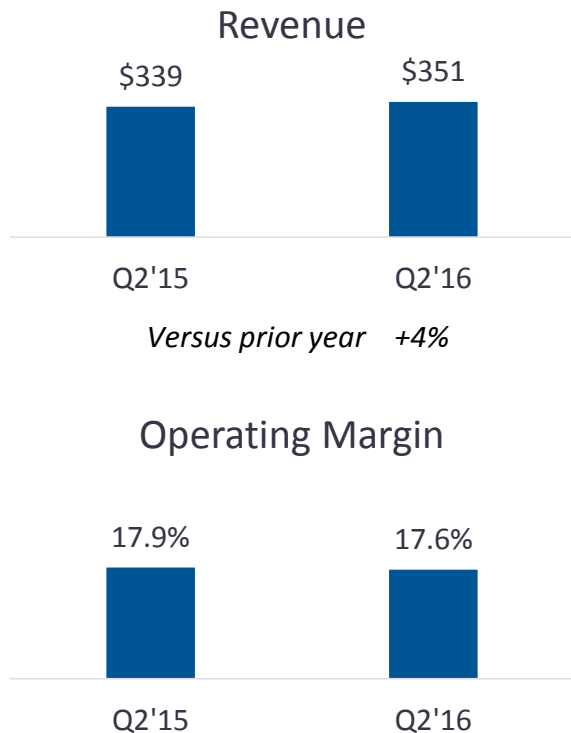
Q2'16 Financial Summary

| \$M, Except Per Share | Second Quarter of | |
|--|-------------------|---------|
| | 2016 | 2015 |
| Revenue | \$609.6 | \$585.8 |
| Non-GAAP Gross Margin % of Revenue* | 55.9% | 56.1% |
| Non-GAAP Operating Income | \$99.0 | \$97.1 |
| Non-GAAP Operating Income % of Revenue | 16.2% | 16.6% |
| Non-GAAP Net Income | \$74.1 | \$74.0 |
| Non-GAAP Diluted Earnings Per Share | \$0.29 | \$0.28 |

- Revenue +4% yr:yr
 - Currency translation ≈0%
 - Acquisitions/divestitures ≈+1%
- Non-GAAP Operating Income % down slightly yr:yr
- Non-GAAP EPS of \$0.29, up \$0.01 yr:yr
- Deferred Revenue at \$315M, up 10% yr:yr
- YTD Operating Cash Flow of \$193M
- Share repurchase of \$80M during Q2'16; \$92M YTD

* Note: Investors are encouraged to review the reconciliation of our non-GAAP financial measures to the comparable GAAP results, which is attached to the earnings release.. Additional financial information about our use of non-GAAP results can be found on the investor relations page of our Web site at: <http://investor.trimble.com>.

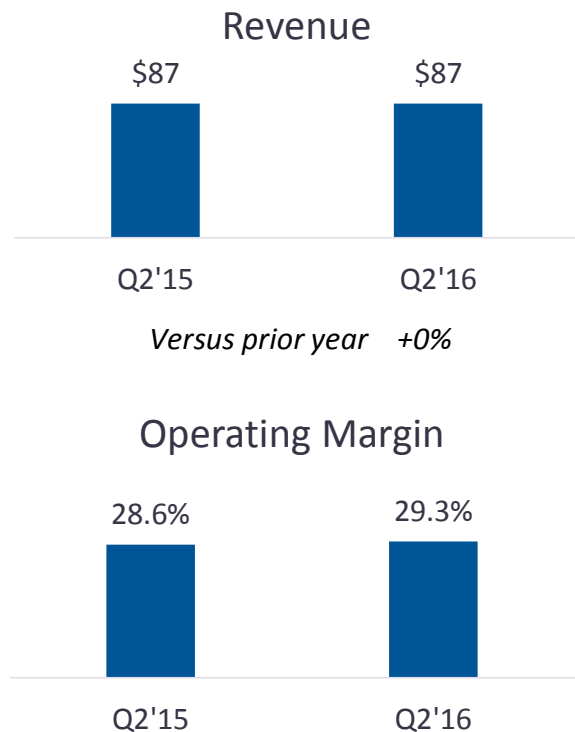
Engineering & Construction Segment Results



Q2'16 commentary

- Revenue: +4%
 - Currency translation: $\approx 0\%$; acquisitions/divestitures: $\approx +2\%$
 - Revenue growth in civil engineering and building construction
 - Geospatial revenue down slightly but continuing to improve on a yr:yr basis
- Operating margins
 - Down ≈ 30 bps yr:yr; organic up slightly, offset by acquisitions
- Selected highlights
 - OEM relationships announced with Hyundai, Doosan and Volvo
 - Mixed reality pilot programs announced with Gensler, AECOM, and China State Construction Engineering Corporation
 - Autodesk agreement to accelerate product interoperability
 - Tuck-in acquisition of AXIO-Net from Airbus Defence and Space

Field Solutions Segment Results

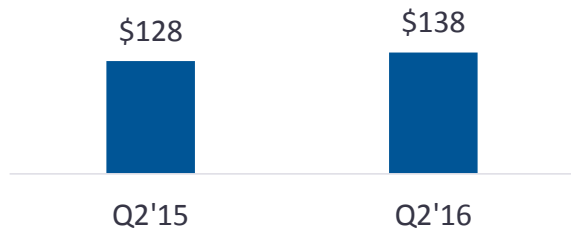


Q2'16 commentary

- Revenue: flat
 - Currency translation: ≈0%; acquisitions/divestitures: ≈+3%
 - Agriculture revenue flat yr:yr
- Operating margins
 - Up ≈70 bps yr:yr, despite negative impact from acquisitions
- Selected highlights
 - Established Agriculture Business Solutions Group, combining portfolios from Agri-Data, the Connected Farm™ solution, Farm Works Software® solution, Cengage® Ag and Iron Solutions
 - Two additional Vantage dealers established
 - Divestiture of transmission line planning software

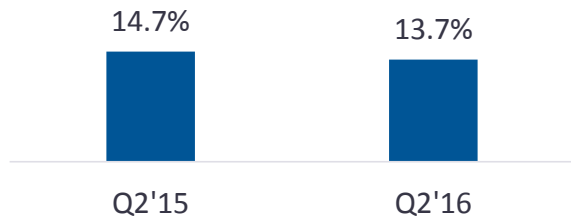
Mobile Solutions Segment Results

Revenue



Versus prior year +8%

Operating Margin

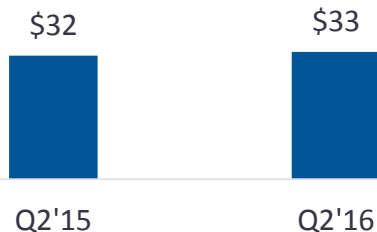


Q2'16 commentary

- Revenue: +8%
 - Currency translation: ≈0%; Acquisitions/divestitures: ≈0%
 - Transportation and logistics drove revenue growth
 - Public safety divestiture reduced revenue growth
- Operating margins
 - Operating margins down ≈100bps
 - Hardware shipments in PeopleNet business from recent large customer wins have created temporary gross margin headwinds
 - New product development initiatives and sales commissions for recent wins increasing operating expenses
- Selected highlights
 - Synergies across TMW, PeopleNet and ALK have delivered record contract sizes
 - Electronic logging device (ELD) mandate driving record growth in sales pipeline
 - Record backlog of orders due to several large deal signings

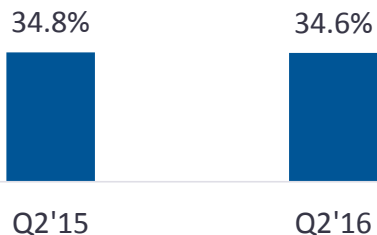
Advanced Devices Segment Results

Revenue



Versus prior year +4%

Operating Margin



Q2'16 commentary

- Revenue: +4%
 - Currency translation: ~0%; acquisitions/divestitures: ~-2%
 - Single digit revenue growth from OEM businesses
- Operating margins
 - Margins relatively flat compared to Q2'15
- Selected highlights
 - Shutdown of Trimble Outdoors consumer product

Revenue by Region

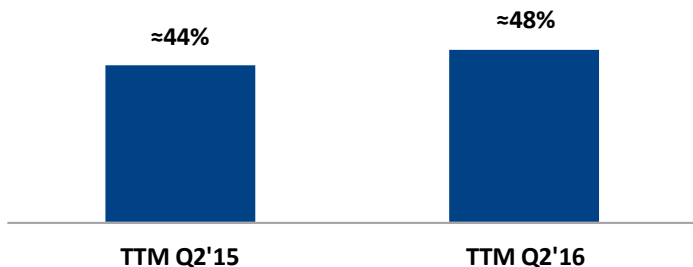
| | % of Total | | Yr:Yr % Change |
|---------------|------------|-------|----------------|
| | Q2'16 | Q2'15 | |
| North America | 54% | 56% | 0% |
| Europe | 25% | 24% | 10% |
| Asia-Pacific | 15% | 13% | 14% |
| Rest of World | 6% | 7% | -5% |
| Total | 100% | 100% | 4% |

Note: Figures may vary due to rounding.

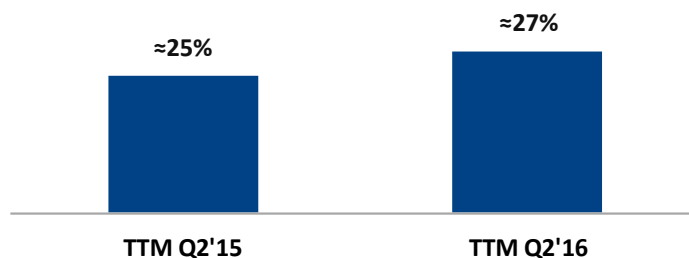
- North America
 - Growth in Engineering & Construction and Mobile Solutions
 - Field Solutions down
- Europe
 - Engineering & Construction growth in Germany, France, and Nordic regions
 - United Kingdom down
- Asia-Pacific
 - Each of the four segments experienced growth, led by Japan and Australia
- Rest of World
 - Brazil down

Software/Recurring Revenue Mix

Software/Services/Recurring % of Total



Recurring Revenue % of Total



- Evolution continuing toward software, services and recurring revenues, in all major segments
- Recurring revenue grew at double-digit rate on trailing twelve month yr:yr basis

TTM refers to trailing twelve months

Note: Recurring revenue includes subscription, maintenance, and support revenue

Financial Position

| \$M | Second Quarter of | |
|-----------------------------------|-------------------|-----------|
| | 2016 | 2015 |
| Balance Sheet Highlights: | | |
| Cash | \$231.9 | \$129.0 |
| Total Assets | \$3,751.6 | \$3,780.2 |
| Deferred Revenue | \$315.2 | \$286.6 |
| Total Debt | \$725.0 | \$639.6 |
| Shareholders Equity | \$2,244.7 | \$2,339.2 |
| Cash Flow Highlights: | | |
| Cash Flow from Operations | \$79.3 | \$96.8 |
| Shares Repurchased ^[1] | \$76.1 | \$60.4 |

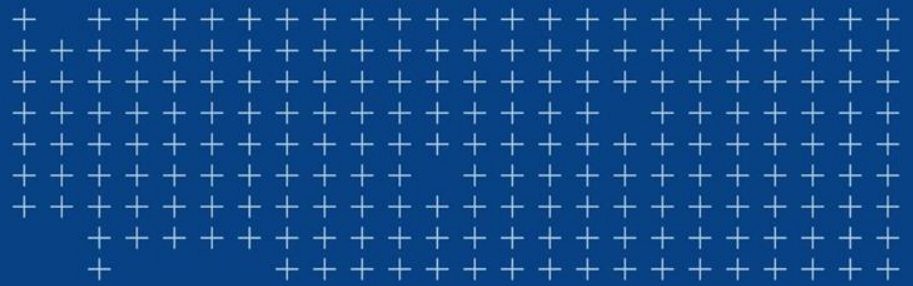
- Cash at \$232M, up over \$100M yr:yr
- Deferred revenue balance improving revenue visibility
- Cash Flow from Operations down primarily due to timing of working capital flows
- \$80M of shares repurchased during quarter with \$158M remaining capacity under existing program as of the end of Q2'16¹

1. Share repurchases in the second quarter totaled \$80 million, however \$3.9 million of such share repurchases were settled in cash after the end of the second quarter.

Q3'16 Guidance and Outlook

- Q3'16 Guidance:
 - Revenue: \$587M to \$617M
 - Non-GAAP EPS: \$0.28 to \$0.33*
- Non-GAAP EPS Guidance Excludes the Following Estimates:
 - \$37M of intangibles amortization related to prior acquisitions
 - \$1M of estimated acquisition costs
 - \$14M of estimated stock-based compensation
 - \$5M of estimated restructuring expenses
- Non-GAAP EPS Guidance Assumes:
 - Approx. 253M shares outstanding
 - 24% non-GAAP tax rate

* Note: Investors are encouraged to review the reconciliation of our non-GAAP financial measures to the comparable GAAP results, which is attached to the earnings release.. Additional financial information about our use of non-GAAP results can be found on the investor relations page of our Web site at: <http://investor.trimble.com>.



Q&A

