



Financial Dashboard
(Dollars in thousands, except EPS)

	Q1'02 Actual	Q2'02 Actual	Q3'02 Actual	Q4'02 Actual	FY'02 Actual	Q1'03 Actual	Q2'03 Actual	Q3'03 Actual	Q4'03 Actual	FY'03 Actual
Income Statement Metrics										
Total Revenue	\$ 104,029	\$ 123,256	\$ 114,748	\$ 124,569	\$ 466,602	\$ 127,325	\$ 138,132	\$ 139,569	\$ 135,877	\$ 540,903
Engineering & Construction	72,049	83,856	82,037	81,673	319,615	85,663	95,797	93,607	91,991	367,058
Trimble Field Solutions	18,031	18,212	13,252	17,764	67,259	20,681	19,950	20,160	19,088	79,879
Component Technologies	10,025	15,175	14,607	19,948	59,755	15,866	16,820	16,230	15,277	64,193
Trimble Mobile Solutions	2,352	1,840	2,244	2,050	8,486	3,168	3,651	2,672	3,490	12,981
Portfolio Technologies	1,572	4,173	2,608	3,134	11,487	1,947	1,914	6,900	6,031	16,792
Gross Margin	52.2%	49.5%	50.2%	49.4%	50.2%	48.5%	51.5%	49.5%	48.6%	49.6%
Total Segment Income	\$ 12,779	\$ 18,031	\$ 14,508	\$ 17,002	\$ 62,320	\$ 17,970	\$ 24,325	\$ 21,344	\$ 19,947	\$ 83,586
Engineering & Construction	12,195	15,124	14,590	11,544	53,453	12,240	18,623	14,997	14,804	60,664
Trimble Field Solutions	3,862	3,152	707	1,955	9,676	3,314	3,555	4,111	3,520	14,500
Component Technologies	1,042	2,173	2,524	4,934	10,673	3,855	4,558	4,625	3,522	16,560
Trimble Mobile Solutions	(3,323)	(3,172)	(3,139)	(2,405)	(12,039)	(687)	(2,025)	(2,118)	(1,622)	(6,452)
Portfolio Technologies	(997)	754	(174)	974	557	(752)	(386)	(271)	(277)	(1,686)
Corporate and Other Charges	\$ (8,691)	\$ (6,349)	\$ (6,298)	\$ (7,159)	\$ (28,497)	\$ (7,073)	\$ (7,204)	\$ (7,396)	\$ (7,979)	\$ (29,652)
Non-operating expense and income taxes	\$ (4,803)	\$ (7,356)	\$ (5,502)	\$ (5,838)	\$ (23,499)	\$ (5,544)	\$ (9,016)	\$ (4,012)	\$ 3,123	\$ (15,449)
Net Income	\$ (715)	\$ 4,326	\$ 2,708	\$ 4,005	\$ 10,324	\$ 5,353	\$ 8,105	\$ 9,936	\$ 15,091	\$ 38,485
EBITDA	\$ 8,877	\$ 14,978	\$ 10,548	\$ 11,622	\$ 46,025	\$ 13,740	\$ 19,487	\$ 16,452	\$ 13,555	\$ 63,234
Amortization of Intangibles	1,978	2,324	1,832	2,166	8,300	1,795	1,725	1,870	1,922	7,312
Depreciation	2,671	2,913	2,220	2,046	9,850	2,217	2,243	2,187	2,217	8,864
GAAP EPS	\$ (0.03)	\$ 0.15	\$ 0.09	\$ 0.14	\$ 0.36	\$ 0.18	\$ 0.25	\$ 0.29	\$ 0.43	\$ 1.15
Balance Sheet and Liquidity Metrics										
Cash & Cash Equivalents	\$ 33,021	\$ 27,736	\$ 30,352	\$ 28,679	\$ 28,679	\$ 13,529	\$ 30,825	\$ 43,409	\$ 45,416	\$ 45,416
Accounts Receivables, Net	\$ 71,430	\$ 82,159	\$ 79,215	\$ 77,618	\$ 77,618	\$ 92,187	\$ 109,657	\$ 95,669	\$ 96,245	\$ 96,245
Inventories, Net	\$ 53,487	\$ 52,594	\$ 57,368	\$ 61,144	\$ 61,144	\$ 64,513	\$ 71,108	\$ 72,699	\$ 70,826	\$ 70,826
Total Debt	\$ 169,737	\$ 158,865	\$ 149,868	\$ 138,525	\$ 138,525	\$ 131,350	\$ 110,737	\$ 107,997	\$ 90,486	\$ 90,486
Short Term Debt	72,670	66,799	62,336	30,660	30,660	24,085	12,623	12,767	12,885	12,885
Long Term Debt	97,067	92,066	87,532	107,865	107,865	107,265	98,114	95,230	77,601	77,601
Equity	\$ 155,195	\$ 180,636	\$ 187,323	\$ 201,351	\$ 201,351	\$ 212,643	\$ 283,573	\$ 318,243	\$ 348,244	\$ 348,244
Working Capital	\$ 17,428	\$ 26,724	\$ 34,114	\$ 65,044	\$ 65,044	\$ 74,521	\$ 120,967	\$ 135,850	\$ 132,926	\$ 132,926
Capital Expenditures	\$ 1,783	\$ 2,430	\$ 1,261	\$ 1,683	\$ 7,156	\$ 1,485	\$ 2,015	\$ 2,883	\$ 4,518	\$ 10,901
Cash Flow from (used in) Operations*	\$ 9,247	\$ 6,933	\$ 8,884	\$ 10,032	\$ 35,096	\$ (5,728)	\$ 2,095	\$ 19,373	\$ 24,945	\$ 40,685
Financial Ratios										
Days Sales Outstanding	50	58	52	58	58	56	69	59	60	60
Days Sales in Inventory	98	77	92	89	89	90	97	94	93	93
Current ratio	1.1	1.2	1.2	1.6	1.6	1.7	2.2	2.5	2.4	2.4
Debt to Equity	1.1	0.9	0.8	0.7	0.7	0.6	0.4	0.3	0.3	0.3
Other										
Headcount	2,051	2,068	2,067	2,050	2,050	2,004	2,039	2,096	2,145	2,145

Notes:

1) Engineering & Construction consists of Construction Instruments (CI), Machine Control, Survey, Tripod Data Systems (TDS) and Mensi beginning Dec03.

2) Trimble Field Solutions consists of Geographic Information Systems (GIS) and Agriculture.

3) Portfolio Technologies consists of Military and Advanced Systems (MAS) and Applinix beginning Q303.

* Cash Flow from Operations includes impact of exchange rate changes on cash.



EBITDA RECONCILIATION

(In thousands)

(Unaudited)

	Fiscal Year 2002					Fiscal Year 2003				
	Q1'02 Mar. 29 2002	Q2'02 Jun. 28, 2002	Q3'02 Sept. 27, 2002	Q4'02 Jan 3, 2003	FY'02	Q1'03 April 4, 2003	Q2'03 July 4, 2003	Q3'03 Oct 3, 2003	Q4'03 Jan 2, 2004	FY'03
GAAP net income	(715)	4,326	2,708	4,005	10,324	5,353	8,105	9,936	15,091	38,485
Add back :										
Interest expenses, net	3,943	3,415	3,538	3,155	14,051	3,375	6,014	1,059	1,025	11,473
Income tax expense (benefit)	1,000	2,000	250	250	3,500	1,000	1,400	1,400	(6,700)	(2,900)
Depreciation expense	2,671	2,913	2,220	2,046	9,850	2,217	2,243	2,187	2,217	8,864
Amortization of purchased intangibles	1,978	2,324	1,832	2,166	8,300	1,795	1,725	1,870	1,922	7,312
EBITDA	<u>8,877</u>	<u>14,978</u>	<u>10,548</u>	<u>11,622</u>	<u>46,025</u>	<u>13,740</u>	<u>19,487</u>	<u>16,452</u>	<u>13,555</u>	<u>63,234</u>

