



	Q1'03 Actual	Q2'03 Actual	Q3'03 Actual	Q4'03 Actual	YTD '03 Actual	Q1'04 Actual
Income Statement Metrics						
Total Revenue	\$ 127,325	\$ 138,132	\$ 139,569	\$ 135,877	\$ 540,903	\$ 156,510
Engineering & Construction	85,663	95,797	93,607	91,991	367,058	102,482
Trimble Field Solutions	20,681	19,950	20,160	19,088	79,879	24,713
Component Technologies	15,866	16,820	16,230	15,277	64,193	16,415
Trimble Mobile Solutions	3,168	3,651	2,672	3,490	12,981	5,262
Portfolio Technologies	1,947	1,914	6,900	6,031	16,792	7,638
Gross Margin	48.5%	51.5%	49.5%	48.6%	50.2%	48.4%
Total Segment Income	\$ 17,970	\$ 24,325	\$ 21,344	\$ 19,947	\$ 83,586	\$ 25,737
Engineering & Construction	12,240	18,623	14,997	14,804	60,664	16,498
Trimble Field Solutions	3,314	3,555	4,111	3,520	14,500	6,054
Component Technologies	3,855	4,558	4,625	3,522	16,560	3,926
Trimble Mobile Solutions	(687)	(2,025)	(2,118)	(1,622)	(6,452)	(1,643)
Portfolio Technologies	(752)	(386)	(271)	(277)	(1,686)	902
Corporate and Other Charges	\$ (7,073)	\$ (7,204)	\$ (7,396)	\$ (7,979)	\$ (29,652)	\$ (7,499)
Non-operating expense and income taxes	\$ (5,544)	\$ (9,016)	\$ (4,012)	\$ 3,123	\$ (15,449)	\$ (5,398)
Net Income (loss)	\$ 5,353	\$ 8,105	\$ 9,936	\$ 15,091	\$ 38,485	\$ 12,840
EBITDA	\$ 13,922	\$ 19,723	\$ 16,554	\$ 13,639	\$ 63,838	\$ 20,309
Amortization of Intangibles	1,977	1,961	1,972	2,006	7,916	2,035
Depreciation	2,217	2,243	2,187	2,217	8,864	2,191
GAAP EPS	\$ 0.12	\$ 0.16	\$ 0.19	\$ 0.28	\$ 0.77	\$ 0.24
Non-GAAP EPS	\$ 0.17	\$ 0.28	\$ 0.25	\$ 0.19	\$ 0.89	\$ 0.27
Balance Sheet and Liquidity Metrics						
Cash & Cash Equivalents	\$ 13,529	\$ 30,825	\$ 43,409	\$ 45,416		\$ 40,201
Accounts Receivables, Net	\$ 92,187	\$ 109,657	\$ 95,669	\$ 96,245		\$ 116,030
Inventories, Net	\$ 64,513	\$ 71,108	\$ 72,699	\$ 70,826		\$ 64,910
Total Debt	\$ 131,350	\$ 110,737	\$ 107,997	\$ 90,486		\$ 84,645
Short Term Debt	24,085	12,623	12,767	12,885		12,795
Long Term Debt	107,265	98,114	95,230	77,601		71,850
Equity	\$ 212,643	\$ 283,573	\$ 318,243	\$ 348,244		\$ 362,035
Working Capital	\$ 74,521	\$ 120,967	\$ 135,850	\$ 132,926		\$ 140,575
Capital Expenditures	\$ 1,485	\$ 2,015	\$ 2,883	\$ 4,518	\$ 10,901	\$ 2,544
Cash Flow from (used in) Operations*	\$ (6,551)	\$ 1,019	\$ 18,690	\$ 23,302	\$ 36,460	\$ 8,685
Financial Ratios						
Days Sales Outstanding	56	69	59	60		57
Days Sales in Inventory	90	97	94	93		73
Current ratio	1.7	2.2	2.5	2.4		2.4
Debt to Equity	0.6	0.4	0.3	0.3		0.2
Other						
Headcount	2,004	2,039	2,096	2,145		2,184

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 Applanix beginning Q303.

** EBITDA is defined as net income plus (i) extraordinary items and cumulative effect of accounting change, (ii) provision for income taxes, (iii) interest expense, (iv) depreciation and amortization.