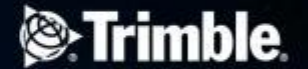




transforming the way the world works



# Trimble

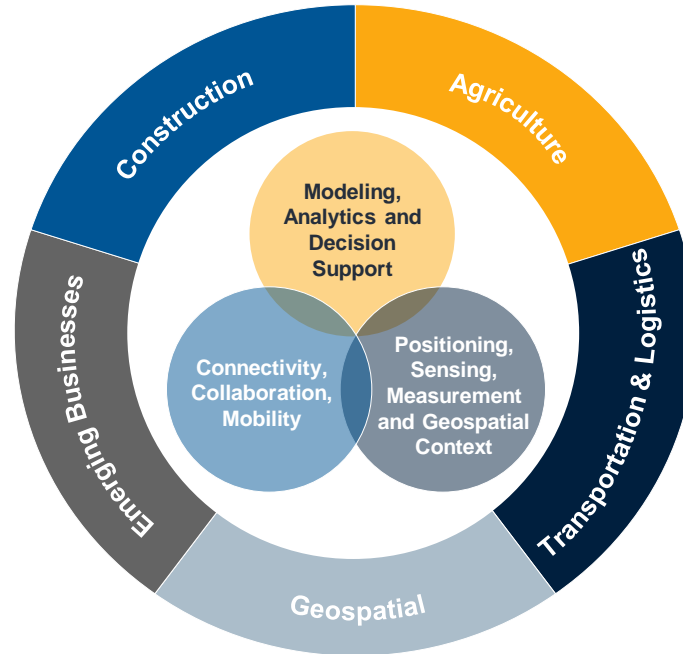
Baird 2015 Industrial Conference  
November 10, 2015

# 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, possible write-offs of goodwill, and regulatory proceedings affecting GPS. 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>.

# Trimble solutions optimize work processes in large industries that have been late adopters of information technology



**Core enabling technology coupled with domain expertise and go-to-market provides differentiation and customer ROI**

# Trimble integrates HW,SW,services to impact work process

## POINT SOLUTIONS

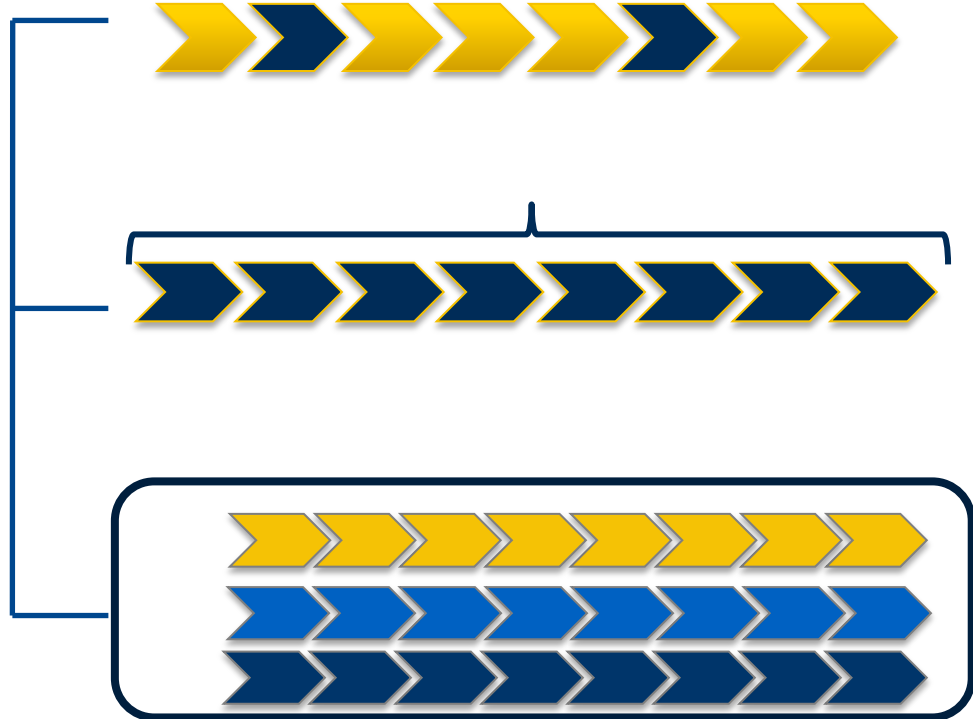
- Agricultural guidance
- Grade control
- Surveying and mapping products
- Design & project management

## PROCESS SOLUTIONS

- Connected Farm
- Connected Construction Site
- Design-Build-Operate platform

## ENTERPRISE SOLUTIONS

- Driven by C-Suite transformation initiatives
- Examples – AECOM, U.S. Sugar
- Integration of multiple point and process solutions across an enterprise
- May include professional services



# Trimble solutions build on common technologies and platforms



## Q315 update (non-GAAP)

- Q315 revenue flat in constant currency, high end of guidance
- Sequential gross margin / op margin improvement
- YTD, ≈70% of Trimble revenue up ≈4% yr:yr (ex agriculture, geospatial, and FX)
- YTD, software/services/recurring ≈45% of total revenue, up ≈11% yr:yr

(\$M)	Q315	Q314
Revenue	\$562.3	\$584.8
<i>Yr:yr</i>	-4%	+5%
<i>Yr:yr excluding FX</i>	<i>Flat</i>	+5%
Gross Margin	57.4%	57.8%
Operating Margin	18.7%	20.3%
EPS	\$0.30	\$0.33

# FY16 focus

## ➤ Return to growth

- Preliminary view: agriculture stabilization, growth in rest of portfolio
- Continued shift to software/services/recurring revenue sources
- Grow and leverage enterprise accounts
- International penetration

## ➤ Return to $\approx 20\%$ operating margins (non-GAAP)

- Full impact of recent cost cutting actions
- Reduction in business lines
- Leaning out of organizational infrastructure
- Consolidation of product platforms / R&D activity



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 **Trimble.**