



	Q2'04 Actual	Q4'04 Actual	Q1'05 Actual	Q2'05 Actual
<b>Income Statement Metrics</b>				
<b>Total Revenue</b>	\$ 179,451	\$ 162,683	\$ 195,383	\$ 204,225
Engineering & Construction	117,236	107,766	120,198	141,096
Trimble Field Solutions	30,831	23,754	45,425	32,187
Component Technologies	18,616	15,619	14,197	14,830
Trimble Mobile Solutions	5,225	6,691	7,401	6,437
Portfolio Technologies	7,543	8,853	8,162	9,675
<b>Gross Margin</b>	<b>49.2%</b>	<b>47.6%</b>	<b>50.1%</b>	<b>50.1%</b>
<b>Total Segment Income</b>	\$ 34,895	\$ 23,998	\$ 39,663	\$ 47,916
Engineering & Construction	22,836	16,169	21,490	37,173
Trimble Field Solutions	9,026	4,221	15,577	8,044
Component Technologies	4,051	3,121	2,600	2,821
Trimble Mobile Solutions	(1,754)	(542)	(636)	(1,879)
Portfolio Technologies	736	1,029	632	1,757
<b>Corporate and Other Charges</b>	\$ (8,225)	\$ (8,080)	\$ (9,463)	\$ (9,179)
<b>Non-operating expense and income taxes</b>	\$ (6,152)	\$ 488	\$ (12,761)	\$ (14,951)
<b>Net Income</b>	\$ 20,518	\$ 16,406	\$ 17,439	\$ 23,786
<b>GAAP operating margin%</b>	<b>14.9%</b>	<b>9.8%</b>	<b>15.5%</b>	<b>19.0%</b>
<b>Non-GAAP operating margin%</b>	<b>16.4%</b>	<b>11.3%</b>	<b>16.9%</b>	<b>20.0%</b>
<b>GAAP EPS</b>	\$ 0.38	\$ 0.29	\$ 0.31	\$ 0.42
<b>Fully-taxed (35%) Non-GAAP EPS</b>	\$ 0.32	\$ 0.19	\$ 0.34	\$ 0.44
<b>Balance Sheet Metrics</b>				
<b>Cash &amp; Cash Equivalents</b>	\$ 54,657	\$ 71,872	\$ 50,193	\$ 56,860
<b>Accounts Receivables, Net</b>	\$ 139,221	\$ 123,199	\$ 154,540	\$ 149,098
<b>Inventories, Net</b>	\$ 69,836	\$ 87,745	\$ 91,309	\$ 89,853
<b>Total Debt</b>	\$ 77,462	\$ 38,996	\$ 28,836	\$ 661
Short Term Debt	12,745	12,500	12,500	-
Long Term Debt	64,717	26,496	16,336	661
<b>Equity</b>	\$ 385,572	\$ 472,161	\$ 490,188	\$ 513,817
<b>Cashflow Metrics</b>				
<b>Cash Flow from (used in) Operations</b>	\$ 21,344	\$ 19,130	\$ (1,192)	\$ 39,613
<b>Working Capital</b>	\$ 155,966	\$ 188,490	\$ 197,372	\$ 208,410
<b>Capital Expenditures</b>	\$ 3,524	\$ 3,841	\$ 3,164	\$ 4,570
<b>Cash Interest</b>	\$ 777	\$ 724	\$ 562	\$ 497
<b>EBITDA</b>	\$ 30,060	\$ 18,820	\$ 31,885	\$ 41,126
Amortization of Intangibles	2,115	2,295	2,339	2,209
Depreciation	1,981	2,625	2,512	2,378
<b>Financial Ratios</b>				
<b>Days Sales Outstanding</b>	<b>65</b>	<b>63</b>	<b>62</b>	<b>60</b>
<b>Inventory Turns (trailing 12 months)</b>	<b>4.3</b>	<b>4.5</b>	<b>4.3</b>	<b>4.1</b>
<b>Current ratio</b>	<b>2.2</b>	<b>2.5</b>	<b>2.5</b>	<b>2.7</b>
<b>Debt to Equity</b>	<b>0.2</b>	<b>0.1</b>	<b>0.1</b>	<b>0.0</b>
<b>Other</b>				
<b>Headcount</b>	<b>2,155</b>	<b>2,160</b>	<b>2,231</b>	<b>2,308</b>