

	Q1'04 Actual	% of Rev	Q4'04 Actual	% of Rev	Q1'05 Actual	% of Rev
Income Statement Metrics						
Total Revenue	\$ 156,509		\$ 162,684		\$ 195,383	
Engineering & Construction	102,481		107,767		120,198	
Trimble Field Solutions	24,713		23,754		45,425	
Component Technologies	16,415		15,619		14,197	
Trimble Mobile Solutions	5,262		6,691		7,401	
Portfolio Technologies	7,638		8,853		8,162	
Gross Margin	48.4%		47.6%		50.1%	
Total Segment Income	\$ 25,737	16%	\$ 23,998	15%	\$ 39,663	20%
Engineering & Construction	16,498	16%	16,169	15%	21,490	18%
Trimble Field Solutions	6,054	24%	4,221	18%	15,577	34%
Component Technologies	3,926	24%	3,121	20%	2,600	18%
Trimble Mobile Solutions	(1,643)	-31%	(542)	-8%	(636)	-9%
Portfolio Technologies	902	12%	1,029	12%	632	8%
Corporate and Other Charges	\$ (7,499)		\$ (8,080)		\$ (9,463)	
Non-operating expense and income taxes	\$ (5,398)		\$ 488		\$ (12,761)	
Net Income	\$ 12,840		\$ 16,406		\$ 17,439	
GAAP operating margin%	11.7%		9.8%		15.5%	
Non-GAAP operating margin%	13.0%		11.3%		16.9%	
GAAP EPS	\$ 0.24		\$ 0.29		\$ 0.31	
Fully-taxed (35%) Non-GAAP EPS	\$ 0.21		\$ 0.19		\$ 0.34	
Balance Sheet Metrics						
Cash & Cash Equivalents	\$ 40,201		\$ 71,872		\$ 50,193	
Accounts Receivables, Net	\$ 116,030		\$ 113,883		\$ 154,540	
Inventories, Net	\$ 64,910		\$ 87,745		\$ 91,309	
Total Debt	\$ 84,645		\$ 38,996		\$ 28,836	
Short Term Debt	12,795		12,500		12,500	
Long Term Debt	71,850		26,496		16,336	
Equity	\$ 362,035		\$ 472,161		\$ 490,188	
Cashflow Metrics						
Cash Flow from (used in) Operations	\$ 8,685		\$ 19,130		\$ (1,192)	
Working Capital	\$ 140,575		\$ 188,490		\$ 197,372	
Capital Expenditures	\$ 2,544		\$ 3,841		\$ 3,164	
Cash Interest	\$ 826		\$ 724		\$ 562	
EBITDA	\$ 20,309		\$ 18,820		\$ 31,885	
Amortization of Intangibles	2,035		2,295		2,339	
Depreciation	2,191		2,625		2,512	
Financial Ratios						
Days Sales Outstanding	64		63		62	
Inventory Turns (trailing 12 months)	4.0		4.5		4.3	
Current ratio	2.3		2.5		2.5	
Debt to Equity	0.2		0.1		0.1	
Other						
Headcount	2,184		2,160		2,231	