



	Q3'04 Actual	Q4'04 Actual	Q1'05 Actual	Q2'05 Actual	Q3'05 Actual
<b>Income Statement Metrics</b>					
<b>Total Revenue</b>	\$ 170,164	\$ 162,684	\$ 195,383	\$ 204,225	\$ 188,484
Engineering & Construction	112,994	107,767	120,198	141,096	134,173
Trimble Field Solutions	26,293	23,754	45,425	32,187	24,882
Component Technologies	14,872	15,619	14,197	14,830	12,630
Trimble Mobile Solutions	6,353	6,691	7,401	6,437	7,214
Portfolio Technologies	9,652	8,853	8,162	9,675	9,585
<b>Gross Margin</b>	<b>49.0%</b>	<b>47.6%</b>	<b>50.1%</b>	<b>50.1%</b>	<b>51.6%</b>
<b>Total Segment Income</b>	\$ 32,775	\$ 23,998	\$ 39,663	\$ 47,916	\$ 40,492
Engineering & Construction	24,002	16,169	21,490	37,173	34,360
Trimble Field Solutions	5,850	4,221	15,577	8,044	3,962
Component Technologies	2,782	3,121	2,600	2,821	1,648
Trimble Mobile Solutions	(2,058)	(542)	(636)	(1,879)	(746)
Portfolio Technologies	2,199	1,029	632	1,757	1,268
<b>Corporate and Other Charges</b>	\$ (7,975)	\$ (8,080)	\$ (9,463)	\$ (9,179)	\$ (7,465)
<b>Non-operating expense and income taxes</b>	\$ (6,883)	\$ 488	\$ (12,761)	\$ (14,950)	\$ (12,791)
<b>Net Income</b>	\$ 17,917	\$ 16,406	\$ 17,439	\$ 23,787	\$ 20,236
<b>GAAP operating margin%</b>	<b>14.6%</b>	<b>9.8%</b>	<b>15.5%</b>	<b>19.0%</b>	<b>17.5%</b>
<b>Non-GAAP operating margin%</b>	<b>15.8%</b>	<b>11.3%</b>	<b>16.9%</b>	<b>20.0%</b>	<b>18.5%</b>
<b>GAAP EPS</b>	\$ 0.33	\$ 0.29	\$ 0.31	\$ 0.42	\$ 0.35
<b>Fully-taxed (35%) Non-GAAP EPS</b>	\$ 0.28	\$ 0.19	\$ 0.34	\$ 0.44	\$ 0.37
<b>Balance Sheet Metrics</b>					
<b>Cash &amp; Cash Equivalents</b>	\$ 59,119	\$ 71,872	\$ 50,193	\$ 56,860	\$ 87,293
<b>Accounts Receivables, Net</b>	\$ 132,194	\$ 123,938	\$ 154,540	\$ 150,592	\$ 146,792
<b>Inventories, Net</b>	\$ 81,751	\$ 87,745	\$ 91,309	\$ 89,853	\$ 93,940
<b>Total Debt</b>	\$ 52,271	\$ 38,996	\$ 28,836	\$ 661	\$ 659
Short Term Debt	12,661	12,500	12,500	-	-
Long Term Debt	39,610	26,496	16,336	661	659
<b>Equity</b>	\$ 418,331	\$ 472,161	\$ 490,188	\$ 513,817	\$ 543,394
<b>Cashflow Metrics</b>					
<b>Cash Flow from (used in) Operations</b>	\$ 23,954	\$ 19,130	\$ (1,192)	\$ 39,613	\$ 32,772
<b>Working Capital</b>	\$ 158,950	\$ 188,490	\$ 197,372	\$ 208,410	\$ 232,276
<b>Capital Expenditures</b>	\$ 2,841	\$ 3,841	\$ 3,164	\$ 4,570	\$ 6,666
<b>Interest, net</b>	\$ 815	\$ 724	\$ 562	\$ 497	\$ -
<b>EBITDA</b>	\$ 26,573	\$ 18,820	\$ 31,886	\$ 41,126	\$ 35,142
Amortization of Intangibles	2,065	2,295	2,339	2,209	911
Depreciation	2,077	2,625	2,512	2,378	3,000
<b>Financial Ratios</b>					
<b>Days Sales Outstanding</b>	<b>64</b>	<b>63</b>	<b>62</b>	<b>60</b>	<b>60</b>
<b>Inventory Turns (trailing 12 months)</b>	<b>4.5</b>	<b>4.5</b>	<b>4.3</b>	<b>4.1</b>	<b>4.0</b>
<b>Current ratio</b>	<b>2.2</b>	<b>2.5</b>	<b>2.5</b>	<b>2.7</b>	<b>2.8</b>
<b>Debt to Equity</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>	<b>0.0</b>	<b>0.0</b>
<b>Other</b>					
<b>Headcount</b>	<b>2,159</b>	<b>2,160</b>	<b>2,231</b>	<b>2,308</b>	<b>2,347</b>