

Trimble Third Quarter 2016 Results Summary

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, and possible write-offs of goodwill. 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>.



Agenda

- CEO Overview
- CFO Review of Results
- Guidance
- Q&A



Third Quarter Fiscal 2016 Overview

- Top-line and bottom-line year over year progression
- Top-line growth challenged by market conditions within certain businesses, primarily geospatial in North America
- Operating margin expansion demonstrates benefits of cost reduction and portfolio initiatives
- Continue to see path for revenue growth and margin expansion in Q4'16 and into 2017
- Technological innovation and OEM wins strengthening competitive position

Third Quarter Fiscal 2016 Financial Summary

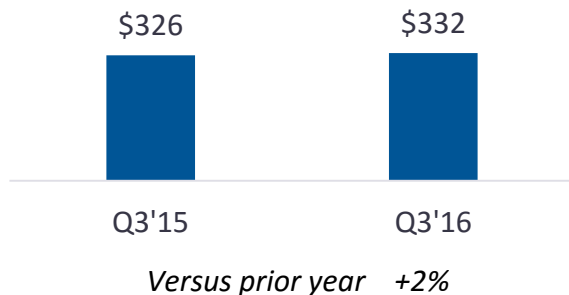
\$M, Except Per Share	Third Quarter of	
	2016	2015
Revenue	\$584.1	\$562.3
Non-GAAP Gross Margin % of Revenue*	56.9%	57.4%
Non-GAAP Operating Income	\$110.8	\$104.9
Non-GAAP Operating Income % of Revenue	19.0%	18.7%
Non-GAAP Net Income	\$84.0	\$77.8
Non-GAAP Diluted Earnings Per Share	\$0.33	\$0.30

- Revenue +4% yr:yr
 - Currency translation ≈0%
 - Acquisitions/divestitures ≈+1%
- Non-GAAP Operating Income % up slightly yr:yr
- Non-GAAP EPS of \$0.33, up \$0.03 yr:yr
- Deferred Revenue at \$294M, up 7% yr:yr
- YTD Operating Cash Flow of \$282M, up 2% yr:yr
- Share repurchase of 0.4 million shares for \$10M during Q3'16; \$102M YTD

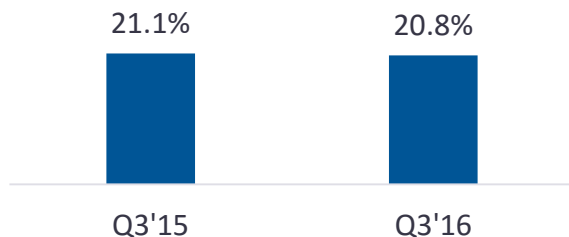
* Note: Investors are encouraged to review the reconciliation of our non-GAAP financial measures to the comparable GAAP results, which is attached to the earnings release. Additional financial information about our use of non-GAAP results can be found on the investor relations page of our Web site at: <http://investor.trimble.com>.

Engineering & Construction Segment Results

Revenue



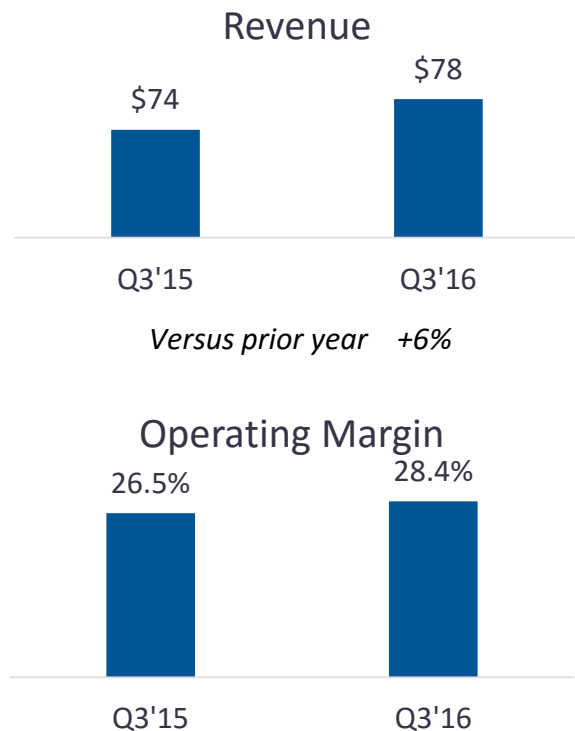
Operating Margin



Q3'16 commentary

- Revenue: +2%
 - Currency translation: ≈0%; acquisitions/divestitures: ≈+1%
 - Revenue growth in civil engineering and building construction
 - Geospatial revenue down
- Operating margins
 - Down ≈30 bps yr:yr; organic up slightly, offset by acquisitions
- Selected highlights
 - SX10 Scanning Total Station released, combining imaging, survey and 3D scanning into single field unit
 - Trimble Ready factory program with Vermeer and Dressta
 - Record level of user activations in architecture and design business
 - Operating expense management
 - Divested unmanned aircraft system business (Q4'16)

Field Solutions Segment Results

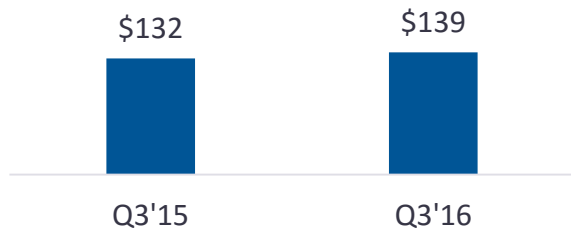


Q3'16 commentary

- Revenue: +6%
 - Currency translation: $\approx 0\%$; acquisitions/divestitures: $\approx +6\%$
 - Revenue growth in Agriculture
 - GIS revenue down
- Operating margins
 - Up ≈ 190 bps yr:yr, despite negative impact from acquisitions
- Selected highlights
 - Announced farm data integration with John Deere Operations Center
 - Launched new portfolio of wireless IoT Sensors for water monitoring
 - Added four new partners to Vantage distribution network
 - Growth in South America, including Brazil and Argentina
 - Operating expense management

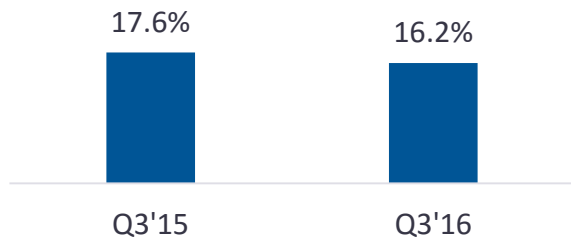
Mobile Solutions Segment Results

Revenue



Versus prior year +5%

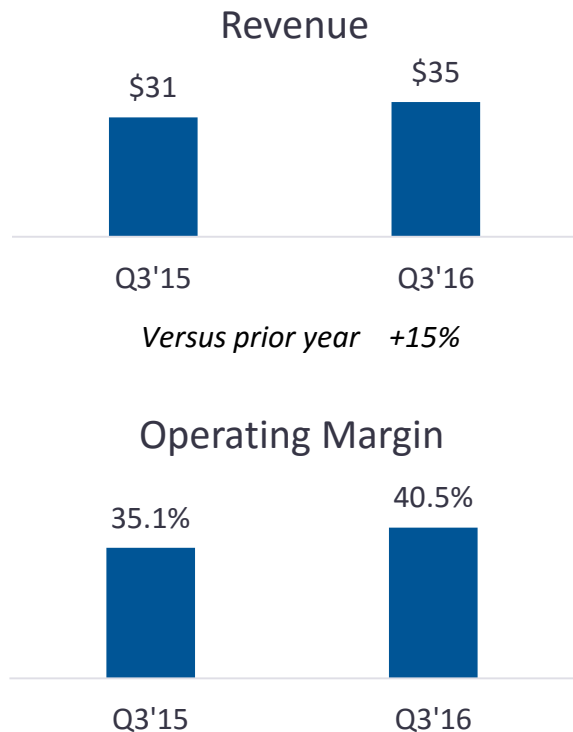
Operating Margin



Q3'16 commentary

- Revenue: +5%
 - Currency translation: ≈0%; Acquisitions/divestitures: ≈-1%
 - Revenue growth in transportation and logistics
 - Public safety divestiture impacted revenue
- Operating margins
 - Operating margins down ≈140bps
 - Hardware mix along with new product development initiatives continue to impact operating margins in transportation and logistics
 - Operating expense reductions realized in non-transportation and logistics businesses
- Selected highlights
 - First combined TMW and PeopleNet user conference with over 2,400 attendees
 - Announced TripInsight, bringing together capabilities from TMW, PeopleNet and ALK into the industry's first comprehensive journey management application

Advanced Devices Segment Results



Q3'16 commentary

- Revenue: +15%
 - Currency translation: $\approx 0\%$; acquisitions/divestitures: $\approx -4\%$
 - Strong revenue growth from sensor businesses
 - Reflects expected variable buying pattern
- Operating margins
 - Operating margins up ≈ 540 bps
- Selected highlights
 - Growth in initial autonomy-related applications
 - Release of next generation M-Code GPS receivers for airborne applications
 - Release of Thunderbolt Grandmaster Clock, Thunderbolt NTP Time Server, and multi-constellation timing receivers
 - Operating expense management

Revenue by Region

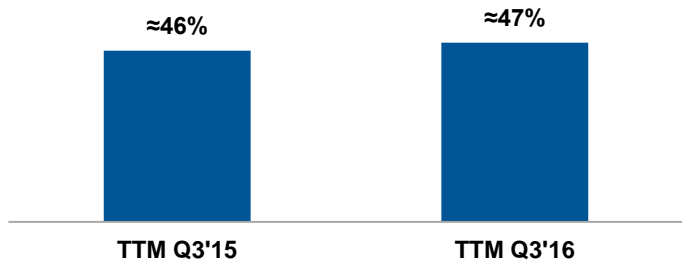
	% of Total		Yr:Yr Quarterly % Change	Yr:Yr YTD % Change
	Q3'16	Q3'15		
North America	55%	56%	2%	1%
Europe	22%	24%	-3%	4%
Asia-Pacific	15%	13%	19%	7%
Rest of World	8%	7%	12%	-1%
Total	100%	100%	4%	3%

Note: Figures may vary due to rounding.

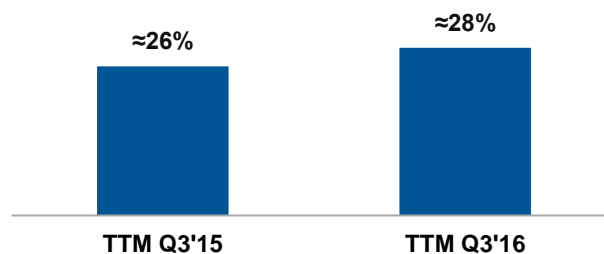
- North America
 - North America up slightly with U.S. flat and Canada up
 - E&C slightly down in third quarter offset by growth in other segments; E&C up YTD with Field Solutions down
- Europe
 - Europe down slightly in third quarter, but excluding UK weakness was up slightly; Europe up solidly YTD
 - UK down double digits in the third quarter and YTD
- Asia-Pacific
 - Engineering and Construction and Advanced Devices led growth, with strong growth in China, India, Australia, and Japan
- Rest of World
 - South America up broadly

Software/Recurring Revenue Mix

Software/Services/Recurring % of Total



Recurring Revenue % of Total



- Evolution continuing toward software, services and recurring revenues, in all major segments
- Recurring revenue grew at high single-digit rate on trailing twelve month yr:yr basis

TTM refers to trailing twelve months

Note: Recurring revenue includes subscription, maintenance, and support revenue

Financial Position

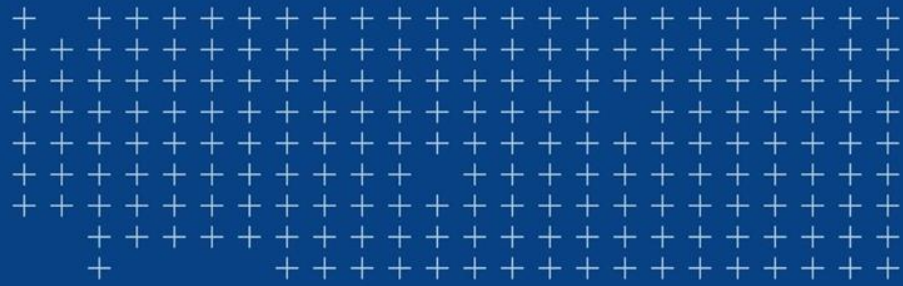
\$M	Third Quarter of	
	2016	2015
Balance Sheet Highlights:		
Cash and Short-Term Investments	\$275.6	\$123.6
Total Assets	\$3,731.4	\$3,719.9
Deferred Revenue	\$294.3	\$275.0
Total Debt	\$669.8	\$759.4
Shareholders Equity	\$2,319.7	\$2,203.3
Diluted Shares Outstanding	253.2	257.2
Cash Flow Highlights:		
Cash Flow from Operations	\$89.5	\$72.4
Share Repurchases	\$13.9	\$161.4

- Cash at \$276M, up \$152M yr:yr, up \$44M qtr:qtr
- Deferred revenue up 7% yr:yr
- 0.4 million shares repurchased for \$10M during quarter with \$148M remaining capacity under existing program as of the end of Q3'16

Q4'16 Guidance and Outlook

- Q4'16 Guidance:
 - Revenue: \$562M to \$592M
 - Non-GAAP EPS: \$0.27 to \$0.32*
- Non-GAAP EPS Guidance Excludes the Following Estimates:
 - \$34M of intangibles amortization related to prior acquisitions
 - \$1M of estimated acquisition costs
 - \$14M of estimated stock-based compensation
 - \$4M of estimated restructuring expenses
- Non-GAAP EPS Guidance Assumes:
 - Approx. 254M shares outstanding
 - 24% non-GAAP tax rate

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Q&A

