



	Q1'04 Actual	Q2'04 Actual	Q3'04 Actual	Q4'04 Actual	FY'04 Actual	Q1'05 Actual	Q2'05 Actual	Q3'05 Actual	Q4'05 Actual	FY'05 Actual
Income Statement Metrics										
Total Revenue	\$ 156,509	\$ 179,451	\$ 170,164	\$ 162,684	\$ 668,808	\$ 195,383	\$ 204,225	\$ 188,484	\$ 186,821	\$ 774,913
Engineering & Construction	102,481	117,236	112,994	107,767	440,478	120,198	141,096	134,173	128,994	524,461
Trimble Field Solutions	24,713	30,831	26,293	23,754	105,591	45,425	32,187	24,882	25,349	127,843
Component Technologies	16,415	18,616	14,872	15,619	65,522	14,197	14,830	12,630	12,245	53,902
Trimble Mobile Solutions	5,262	5,225	6,353	6,691	23,531	7,401	6,437	7,214	10,429	31,481
Portfolio Technologies	7,638	7,543	9,652	8,853	33,686	8,162	9,675	9,585	9,804	37,226
Gross Margin	48.4%	49.2%	49.0%	47.6%	48.6%	50.1%	50.1%	51.6%	49.4%	50.3%
Total Segment Income	\$ 25,737	\$ 34,895	\$ 32,775	\$ 23,998	\$ 117,405	\$ 39,663	\$ 47,916	\$ 40,492	\$ 32,589	\$ 160,660
Engineering & Construction	16,498	22,836	24,002	16,169	79,505	21,490	37,173	34,360	24,970	117,993
Trimble Field Solutions	6,054	9,026	5,850	4,221	25,151	15,577	8,044	3,962	4,944	32,527
Component Technologies	3,926	4,051	2,782	3,121	13,880	2,600	2,821	1,648	965	8,034
Trimble Mobile Solutions	(1,643)	(1,754)	(2,058)	(542)	(5,997)	(636)	(1,879)	(746)	189	(3,072)
Portfolio Technologies	902	736	2,199	1,029	4,866	632	1,757	1,268	1,521	5,178
Corporate and Other Charges	\$ (7,499)	\$ (8,225)	\$ (7,976)	\$ (8,080)	\$ (31,780)	\$ (9,463)	\$ (9,179)	\$ (7,465)	\$ (9,609)	\$ (35,716)
Non-operating expense and income taxes	\$ (5,398)	\$ (6,152)	\$ (6,882)	\$ 487	\$ (17,945)	\$ (12,761)	\$ (14,950)	\$ (12,791)	\$ 413	\$ (40,089)
Net Income	\$ 12,840	\$ 20,518	\$ 17,917	\$ 16,405	\$ 67,680	\$ 17,439	\$ 23,787	\$ 20,236	\$ 23,393	\$ 84,855
GAAP operating margin%	11.7%	14.9%	14.6%	9.8%	12.8%	15.5%	19.0%	17.5%	12.3%	16.1%
Non-GAAP operating margin%	13.0%	16.4%	15.8%	11.3%	12.2%	16.9%	20.0%	18.5%	13.7%	17.2%
GAAP EPS	\$ 0.24	\$ 0.38	\$ 0.33	\$ 0.29	\$ 1.23	\$ 0.31	\$ 0.42	\$ 0.35	\$ 0.41	\$ 1.49
Fully-taxed (35%) Non-GAAP EPS	\$ 0.21	\$ 0.32	\$ 0.28	\$ 0.19	\$ 0.98	\$ 0.34	\$ 0.44	\$ 0.37	\$ 0.29	\$ 1.43
Balance Sheet Metrics										
Cash & Cash Equivalents	\$ 40,201	\$ 54,657	\$ 59,119	\$ 71,872		\$ 50,193	\$ 56,860	\$ 87,293	\$ 73,853	
Accounts Receivables, Net	\$ 126,718	\$ 139,766	\$ 132,194	\$ 123,938		\$ 154,540	\$ 150,592	\$ 146,792	\$ 145,100	
Inventories, Net	\$ 64,910	\$ 69,836	\$ 81,751	\$ 87,745		\$ 91,309	\$ 89,853	\$ 93,940	\$ 107,851	
Total Debt	\$ 84,645	\$ 77,462	\$ 52,271	\$ 38,996		\$ 28,836	\$ 661	\$ 659	\$ 649	
Short Term Debt	12,795	12,745	12,661	12,500		12,500	-	-	-	
Long Term Debt	71,850	64,717	39,610	26,496		16,336	661	659	649	
Equity	\$ 362,035	\$ 385,572	\$ 418,331	\$ 472,161		\$ 490,188	\$ 513,817	\$ 543,394	\$ 571,255	
Cashflow Metrics										
Cash Flow from (used in) Operations	\$ 8,685	\$ 21,344	\$ 23,954	\$ 19,132	\$ 73,115	\$ (1,192)	\$ 39,613	\$ 33,286	\$ 22,598	\$ 94,306
Working Capital	\$ 140,575	\$ 155,966	\$ 158,950	\$ 188,490		\$ 197,372	\$ 208,410	\$ 232,276	\$ 214,337	
Capital Expenditures	\$ 2,544	\$ 3,524	\$ 2,841	\$ 3,841	\$ 12,750	\$ 3,164	\$ 4,570	\$ 6,666	\$ 9,036	\$ 23,436
EBITDA	\$ 20,309	\$ 30,060	\$ 26,573	\$ 18,818	\$ 95,760	\$ 31,885	\$ 41,126	\$ 35,142	\$ 35,821	\$ 143,974
Amortization of Intangibles	2,035	2,115	2,066	2,294	8,510	2,339	2,209	911	1,561	7,020
Depreciation	2,191	1,981	2,077	2,625	8,874	2,512	2,378	3,000	2,781	10,671
Financial Ratios										
Days Sales Outstanding	64	65	64	63		62	60	60	66	
Inventory Turns (trailing 12 months)	4.0	4.3	4.5	4.5		4.3	4.1	4.0	3.9	
Current ratio	2.3	2.2	2.2	2.5		2.5	2.7	2.8	2.5	
Debt to Equity	0.2	0.2	0.1	0.1		0.1	0.0	0.0	0.0	
Other										
Headcount	2,184	2,155	2,159	2,160		2,231	2,308	2,347	2,462	