



Trimble Inc.

Reporting Update
April 2024





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 about our future financial and operational results. These forward looking statements are subject to change, and actual results may materially differ 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, effectively integrate new acquisitions or consummate divestitures in a timely manner. The Company's results would also be negatively impacted due to weakness and deterioration in the US and global macroeconomic outlook, including slowing growth, inflationary pressures and increases in interest rates, which may affect demand for our products and services and increase our costs, adversely affecting our revenues and profitability, adverse effects of the COVID 19 pandemic, supply chain shortages and disruptions, the pace at which our dealers work through their inventory, adverse geopolitical developments and the potential impact of volatility and conflict in the political and economic environment, including the Russian conflict with Ukraine and its direct and indirect impact on our business, foreign exchange fluctuations, the pace we transition our business model towards a subscription model, and the imposition of barriers to international trade. Any failure to achieve predicted results could negatively impact the Company's revenue, 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. Undue reliance should not be placed on any forward looking statement contained herein. 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 following pages contain non GAAP measures including non GAAP revenue, Adjusted EBITDA, free cash flow, non GAAP operating income, non GAAP gross margins, non GAAP tax rate, non GAAP net income, and non GAAP diluted earnings per share. 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

Overview of new organizational / segment reporting structure

FY23 performance and FY24 guidance for new reporting segments



Company Organization & Future Segment Reporting

Simplified, focused organization

- Change in reporting reflects our new organizational structure
- Brings businesses with similar operating models together, optimizing simplicity and speed in resource allocation and decision making
- Enables operational excellence and scale efficiencies by bringing common capabilities together
- For shareholders, provides additional clarity on the underlying drivers of our major businesses



Segment Details and Outlook

	AECO		Field Systems		Transportation and Logistics	
	FY'23 Actual	FY'24 Outlook	FY'23 Actual	FY'24 Outlook	FY'23 Actual	FY'24 Outlook
Revenue	\$1.11B	≈\$1.32B	\$1.46B as-adjusted \$1.97B as-reported	≈\$1.45B as-adjusted ≈\$1.53B as-reported	\$720M	≈\$770M
Organic Growth Y/Y %	15%	+High teens/Low 20s % (+Low/mid teens % ex. 53rd week)	(3%) as-adjusted (6%) as-reported	Flat/Minus LSD% as-adjusted Minus MSD% as-reported	4%	Flat/+LSD%
ARR	≈\$1.07B +17% organic	+Mid teens % organic	≈\$290M +12% organic	+Low teens % organic	≈\$625M +4% organic	+MSD% organic
Operating Margin	29.6%	≈+300 bps (≈+50 bps ex. 53rd week)	29.6% as-adjusted 30.7% as-reported	≈Down 100 bps as-adjusted ≈Down 300 bps as-reported	16.4%	≈+100 bps
% SW/Services/Recurring		≈99%		≈50%		≈90%
% Recurring Revenue		≈95%		≈20%		≈85%

(1) FY24 figures reflect midpoint of Outlook.

(2) As-Reported reflects reported results and for Outlook reflects JV with AGCO closed on April 1, 2024, and includes one quarter of Agriculture results in Q1'24 and three quarters of projected supply agreement revenue and operating income.

(3) As-Adjusted results and as-adjusted guidance remove the Agriculture business from FY'23 and FY'24, and include projected supply agreement revenue and operating income. Supply agreement revenue is treated as M&A/inorganic in the calculation of organic growth. Total growth may not be comparable FY23 to FY'24 year over year as the FY'23 figures do not include pro forma supply agreement revenue and JV equity income.

(4) Trimble has 53 weeks in fiscal 2024, compared to 52 weeks in most fiscal years. The extra week is expected to increase total revenue by \$85 million, which includes \$70 million in AECO, in Q4'24.





Appendix and Reconciliations



Prior and New reporting structure

Prior Reporting Segments

Buildings and Infrastructure

Architects

Engineers

Construction

Owners

Civil construction

Geospatial

Survey & mapping

Positioning Components

Resources and Utilities

Agriculture

Positioning Services

Forestry

Utilities

Transportation

Mobility

Enterprise Software

MAPS

Transporeon

Defense / Military

New Reporting Segments

AECO

Architects

Engineers

Construction

Owners

Utilities

Field Systems

Survey & mapping

Positioning Components

Ag. (JV supply agreement)

Positioning Services

Civil construction

Defense / Military

Transportation and Logistics

Mobility

Enterprise Software

MAPS

Transporeon

Forestry



Historical segment financials (As-Reported)

Quarter Ended and Fiscal Year Ended,

<u>Revenue (\$MMs)</u>	Q1-22	Q2-22	Q3-22	Q4-22	FY-22	Q1-23	Q2-23	Q3-23	Q4-23	FY-23
AECO	\$243	\$222	\$226	\$251	\$942	\$288	\$264	\$270	\$289	\$1,111
Field Systems	596	575	520	461	2,151	480	541	495	452	1,968
Transport. & Logistics	<u>155</u>	<u>145</u>	<u>139</u>	<u>144</u>	<u>583</u>	<u>147</u>	<u>189</u>	<u>192</u>	<u>192</u>	<u>720</u>
Total	\$994	\$941	\$885	\$857	\$3,676	\$915	\$994	\$957	\$932	\$3,799
<u>Non-GAAP Operating Margin (\$MMs)</u>										
AECO	\$77	\$48	\$60	\$74	\$259	\$95	\$62	\$78	\$93	\$329
Field Systems	177	187	165	127	656	137	176	165	125	603
Transport. & Logistics	8	9	13	19	50	20	27	34	38	118
Unallocated Corporate	(30)	(33)	(29)	(32)	(123)	(27)	(34)	(25)	(30)	(116)
Total	\$233	\$211	\$210	\$188	\$841	\$226	\$231	\$251	\$227	\$935
<u>Non-GAAP Operating Margin %</u>										
AECO	31.8%	21.7%	26.5%	29.5%	27.5%	33.1%	23.6%	28.9%	32.4%	29.6%
Field Systems	29.8%	32.5%	31.8%	27.5%	30.5%	28.6%	32.5%	33.3%	27.7%	30.7%
Transport. & Logistics	<u>5.4%</u>	<u>6.4%</u>	<u>9.5%</u>	<u>13.1%</u>	<u>8.5%</u>	<u>13.8%</u>	<u>14.1%</u>	<u>17.5%</u>	<u>19.6%</u>	<u>16.4%</u>
Total	23.5%	22.4%	23.7%	21.9%	22.9%	24.7%	23.2%	26.2%	24.3%	24.6%



Historical revenue growth metrics

Revenue Growth	Q1-23	Q2-23	Q3-23	Q4-23	FY-23
<u>AECO:</u>					
Organic	17%	15%	15%	14%	15%
Acquisitions	5%	6%	4%	1%	4%
Divestitures	0%	-1%	-1%	-1%	-1%
Foreign Currency	<u>-3%</u>	<u>-1%</u>	<u>1%</u>	<u>1%</u>	<u>0%</u>
Total	19%	19%	19%	15%	18%
<u>Field Systems:</u>					
Organic	-11%	-3%	-5%	-2%	-6%
Acquisitions	0%	0%	0%	0%	0%
Divestitures	-7%	-3%	0%	-1%	-3%
Foreign Currency	<u>-1%</u>	<u>0%</u>	<u>0%</u>	<u>1%</u>	<u>0%</u>
Total	-19%	-6%	-5%	-2%	-9%
<u>Transport. & Logistics:</u>					
Organic	1%	6%	9%	2%	4%
Acquisitions	0%	27%	29%	30%	21%
Divestitures	-5%	-3%	-1%	0%	-2%
Foreign Currency	<u>-1%</u>	<u>0%</u>	<u>1%</u>	<u>1%</u>	<u>0%</u>
Total	-5%	30%	38%	33%	23%
<u>Total Trimble:</u>					
Organic	-3%	3%	2%	3%	1%
Acquisitions	1%	6%	6%	5%	4%
Divestitures	-5%	-3%	-1%	-1%	-2%
Foreign Currency	<u>-1%</u>	<u>0%</u>	<u>1%</u>	<u>1%</u>	<u>0%</u>
Total	-8%	6%	8%	9%	3%



Historical segment financials (As-Adjusted)

Agriculture Business	Q1-22	Q2-22	Q3-22	Q4-22	FY-22	Q1-23	Q2-23	Q3-23	Q4-23	FY-23
<u>Agriculture (\$MMs)</u>										
Revenue	\$172	\$151	\$134	\$122	\$579	\$146	\$134	\$119	\$110	\$508
Operating Income	54	49	45	43	191	56	42	40	33	171
Operating Margin	31.4%	32.5%	34.0%	35.0%	33.0%	38.3%	31.5%	33.8%	29.8%	33.6%
<u>As-Adjusted, Excluding Agriculture</u>										
<u>Revenue (as-adjusted) (\$MMs)</u>										
AECO	\$243	\$222	\$226	\$251	\$942	\$288	\$264	\$270	\$289	\$1,111
Field Systems	424	424	386	339	1,573	334	407	376	342	1,460
Transport. & Logistics	<u>155</u>	<u>145</u>	<u>139</u>	<u>144</u>	<u>583</u>	<u>147</u>	<u>189</u>	<u>192</u>	<u>192</u>	<u>720</u>
Total	\$821	\$791	\$751	\$734	\$3,098	\$769	\$860	\$838	\$823	\$3,290
<u>Non-GAAP Operating Margin (as-adjusted) (\$MMs):</u>										
AECO	\$77	\$48	\$60	\$74	\$259	\$95	\$62	\$78	\$93	\$329
Field Systems	123	138	120	84	465	81	134	125	92	432
Transport. & Logistics	8	9	13	19	50	20	27	34	38	118
Unallocated Corporate	<u>(30)</u>	<u>(33)</u>	<u>(29)</u>	<u>(32)</u>	<u>(123)</u>	<u>(27)</u>	<u>(34)</u>	<u>(25)</u>	<u>(30)</u>	<u>(116)</u>
Total	\$179	\$162	\$165	\$145	\$650	\$170	\$189	\$211	\$194	\$764
<u>Non-GAAP Operating Margin % (as-adjusted):</u>										
AECO	31.8%	21.7%	26.5%	29.5%	27.5%	33.1%	23.6%	28.9%	32.4%	29.6%
Field Systems	29.1%	32.5%	31.1%	24.8%	29.6%	24.4%	32.9%	33.1%	27.0%	29.6%
Transport. & Logistics	<u>5.4%</u>	<u>6.4%</u>	<u>9.5%</u>	<u>13.1%</u>	<u>8.5%</u>	<u>13.8%</u>	<u>14.1%</u>	<u>17.5%</u>	<u>19.6%</u>	<u>16.4%</u>
Total	21.8%	20.5%	21.9%	19.8%	21.0%	22.1%	22.0%	25.1%	23.6%	23.2%

Note: As-Adjusted results remove the Agriculture business from FY'22 and FY'23

Note: Figures may vary due to rounding.



Historical revenue growth metrics (As-Adjusted)

Revenue Growth (As-Adjusted)	Q1-23	Q2-23	Q3-23	Q4-23	FY-23
Field Systems:					
Organic (as-adjusted)	-10%	0%	-3%	2%	-3%
Acquisitions (as-adjusted)	0%	0%	0%	0%	0%
Divestitures (as-adjusted)	-10%	-4%	0%	-2%	-4%
Foreign Currency (as-adjusted)	<u>-1%</u>	<u>0%</u>	<u>1%</u>	<u>1%</u>	<u>0%</u>
Total (as-adjusted)	-21%	-4%	-2%	1%	-7%
Total Trimble:					
Organic (as-adjusted)	0%	5%	5%	6%	4%
Acquisitions (as-adjusted)	2%	7%	7%	6%	5%
Divestitures (as-adjusted)	-6%	-3%	-1%	-1%	-3%
Foreign Currency (as-adjusted)	<u>-2%</u>	<u>0%</u>	<u>1%</u>	<u>1%</u>	<u>0%</u>
Total (as-adjusted)	-6%	9%	12%	12%	6%

Note: As-Adjusted metrics remove the Agriculture business from FY'22 and FY'23; only impact is to Field Systems and Trimble metrics
 Note: Figures may vary due to rounding.



FY'24 Outlook

	As-Reported ⁽¹⁾		As-Adjusted, Excluding Ag Business to JV ⁽²⁾	
	FY'23 Actuals	FY'24 Guidance	FY'23 Actuals	FY'24 Guidance
Annualized Recurring Revenue	\$1.98B (+13% organic)	11% to 13% organic	\$1.97B (+13% organic)	11% to 13% organic
Revenue ⁽¹⁾	\$3.80B	\$3.57 to \$3.67B	\$3.29B	\$3.49 to \$3.59B
Total Growth	3%	(6%) to (3%)	6%	6% to 9%
Organic Growth	1%	2% to 5%	4%	4% to 7%
Non-GAAP Operating Margin	24.6%	24% to 25%	23.2%	24% to 25%
Adjusted EBITDA Margin	26.6%	26% to 27%	25.4%	26.5% to 27.5%
Non-GAAP EPS	\$2.66	\$2.60 to \$2.80		
Free cash flow	\$555M (0.8X)	≈0.85X		

- Strong ARR growth expected to continue, driving increased predictability and profitability
- As-adjusted (excluding Agriculture), organic revenue growth is expected to increase, includes impact of 53rd week⁽³⁾
- As-adjusted non-GAAP operating margins and Adjusted EBITDA margins expected to grow significantly driven by gross margin expansion due to subscription growth and recent cost reduction activities
- Outlook assumes \$1.1B of debt paydown at JV transaction close and up to \$800M buyback in 2024
- EPS expected to grow year over year at the guidance midpoint despite short term dilution from Ag JV
- Free cash flow ≈0.85X non-GAAP net income, below 1X due to transaction costs and 53rd week

(1) As-Reported reflects reported results and for Outlook reflects JV with AGCO closed on April 1, 2024, and includes one quarter of Agriculture results in Q1'24 and three quarters of projected supply agreement revenue and operating income and JV equity income in Q2'24, Q3'24 and Q4'24.

(2) As-Adjusted results and as-adjusted guidance remove the Agriculture business from FY'23 and FY'24, and include projected supply agreement revenue and operating income and JV equity income in Q2'24, Q3'24 and Q4'24. Supply agreement revenue is treated as M&A/inorganic in the calculation of organic growth. Total growth may not be comparable FY'23 to FY'24 year over year as the FY'23 figures do not include pro forma supply agreement revenue and JV equity income.

(3) Trimble has 53 weeks in fiscal 2024, compared to 52 weeks in most fiscal years. The extra week is expected to increase total revenue by \$85 million, which includes \$70 million in AECO, in Q4'24.

Note: See appendix for detailed assumptions for guidance and as-adjusted figures.



FY'24 Outlook Assumptions

	As-Reported ⁽¹⁾
	FY'24 ⁽¹⁾
Revenue Growth:	
Organic	2% to 5%
Acquisition	2%
Divestiture	(10%)
FX	0%
Total Revenue Growth	(6%) to (3%)

\$M	As-Reported ⁽¹⁾
	FY'24 ⁽¹⁾
Unallocated Corporate Expense	≈\$100M
Depreciation	≈\$45M
Equity Income	≈\$35M
Net Interest Expense	≈\$125M
Tax Rate	≈17.5%
Average Shares Outstanding	≈243M

FY'24 Growth by Segment Assumptions		
<u>Total Revenue Growth:</u>	As-Reported	As-Adjusted
AECO	+High teens/low 20s	+High teens/low 20s
Field Systems	Minus low 20%	Flat
Transportation & Logistics	+MSD/HSD%	+MSD/HSD%
Total Revenue Growth	(6%) to (3%)	6% to 9%
<u>Organic Revenue Growth</u>	As-Reported	As-Adjusted
AECO	+High teens/low 20s	+High teens/low 20s
Field Systems	Minus MSD%	Flat/minus LSD%
Transportation & Logistics	Flat/+LSD%	Flat/+LSD%
Total Revenue Growth	2% to 5%	4% to 7%

(1) As-Reported reflects reported results and for Outlook reflects JV with AGCO closed on April 1, 2024, and includes one quarter of Agriculture results in Q1'24 and three quarters of projected supply agreement revenue and operating income and JV equity income in Q2'24, Q3'24 and Q4'24.



As-Adjusted Reconciliation

\$ in MM\$	Q1'22	Q2'22	Q3'22	Q4'22	FY'22	Q1'23	Q2'23	Q3'23	Q4'23	FY'23
Revenue, As-Reported	\$994	\$941	\$885	\$857	\$3,676	\$915	\$994	\$957	\$932	\$3,799
Less: Agriculture	<u>(\$172)</u>	<u>(\$151)</u>	<u>(\$134)</u>	<u>(\$122)</u>	<u>(\$579)</u>	<u>(\$146)</u>	<u>(\$134)</u>	<u>(\$119)</u>	<u>(\$110)</u>	<u>(\$508)</u>
Revenue, As-Adjusted for Ag JV	\$821	\$791	\$751	\$734	\$3,098	\$769	\$860	\$838	\$823	\$3,290
GAAP Operating Income, As-Reported	\$157	\$135	\$122	\$97	\$511	\$137	\$94	\$121	\$97	\$449
Add: Amortization of purchased intangible assets	\$35	\$32	\$31	\$34	\$132	\$35	\$62	\$59	\$57	\$212
Add: Acquisition / divestiture items	\$4	\$7	\$9	\$13	\$33	\$7	\$27	\$22	\$17	\$72
Add: Stock-based comp. / deferred comp.	\$25	\$26	\$32	\$29	\$112.0	\$35	\$42	\$38	\$36	\$151
Add: Restructuring and other costs	<u>\$13</u>	<u>\$10</u>	<u>\$16</u>	<u>\$16</u>	<u>\$54</u>	<u>\$12</u>	<u>\$7</u>	<u>\$11</u>	<u>\$20</u>	<u>\$50</u>
Non-GAAP Operating Income, As-Reported	\$233	\$211	\$210	\$188	\$841	\$226	\$231	\$251	\$227	\$935
Less: Agriculture Non-GAAP Operating Income	<u>(\$54)</u>	<u>(\$49)</u>	<u>(\$45)</u>	<u>(\$43)</u>	<u>(\$191)</u>	<u>(\$56)</u>	<u>(\$42)</u>	<u>(\$40)</u>	<u>(\$33)</u>	<u>(\$171)</u>
Non-GAAP Operating Income, As-Adjusted for Ag JV	\$179	\$162	\$165	\$145	\$650	\$170	\$189	\$211	\$194	\$764
Non-GAAP Operating Income, As-Reported	\$233	\$211	\$210	\$188	\$841	\$226	\$231	\$251	\$227	\$935
Add: Depreciation & cloud computing amortization	\$10	\$11	\$11	\$12	\$45	\$11	\$12	\$12	\$11	\$47
Add: Income from equity method investments, net	<u>\$10</u>	<u>\$6</u>	<u>\$7</u>	<u>\$9</u>	<u>\$31</u>	<u>\$11</u>	<u>\$8</u>	<u>\$5</u>	<u>\$4</u>	<u>\$28</u>
Adjusted EBITDA, As-Reported	\$253	\$227	\$228	\$208	\$917	\$249	\$251	\$268	\$241	\$1,010
Less: Agriculture Non-GAAP Operating Income	<u>(\$54)</u>	<u>(\$49)</u>	<u>(\$45)</u>	<u>(\$43)</u>	<u>(\$191)</u>	<u>(\$56)</u>	<u>(\$42)</u>	<u>(\$40)</u>	<u>(\$33)</u>	<u>(\$171)</u>
Less: Agriculture depreciation expense	<u>(\$1)</u>	<u>(\$1)</u>	<u>(\$1)</u>	<u>(\$1)</u>	<u>(\$3)</u>	<u>(\$1)</u>	<u>(\$1)</u>	<u>(\$1)</u>	<u>\$0</u>	<u>(\$3)</u>
Adjusted EBITDA, As-Adjusted for Ag JV	\$199	\$178	\$182	\$165	\$723	\$192	\$208	\$227	\$209	\$836

