

# Trimble Inc.

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# 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 and expectations regarding the execution, impact and potential of the Connect and Scale strategy. 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, or get the benefits we are expecting from our joint ventures and partnerships, including with AGCO and Platform Science. The Company's results could also be negatively impacted due to weakness and deterioration in the U.S. and global macroeconomic outlook, including heightened trade tensions and related imposition of tariffs and export control restrictions between the U.S. and its trading partners; supply chain shortages and disruptions; slowing growth, inflationary pressures and fluctuations in interest rates, which may affect demand for our products and services, increase our costs and adversely affect our revenues and profitability; the pace at which our dealers work through their inventory; changes in our distribution channels; adverse geopolitical tensions and volatility and conflict in the political and economic environment and the direct and indirect impact on our business; fluctuations in foreign currency exchange rates; the pace we transition our business model towards a subscription model; the impact and risks of AI and AI-related developments; the impact of acquisitions or divestitures; and our ability to maintain effective internal controls over financial reporting, including our ability to remediate our material weaknesses in our internal controls over financial reporting. 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 our quarterly reports on Form 10-Q and our 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 margin, 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 corresponding reconciliation to the nearest comparable GAAP measures, can be found on our website at [investor.trimble.com](https://investor.trimble.com).



Trimble is the global technology company connecting the physical and digital worlds, empowering customers in essential industries to unlock insights, take intelligent action, and get hard work done.



# Trimble at a glance

## Our mission & vision

Trimble is transforming the way the world works by delivering products and services that connect the physical and digital worlds.

## Our right to win

Trimble is uniquely positioned with the people, patents, reach, and interconnected scale to transform the industries we serve

### Financial Strength

## \$3.59B

2025 non-GAAP Revenue 17% spent on R&D

## \$2.39B

2025 ARR

## <0% NWC

Asset light business model with negative net working capital

## 1.1x Leverage

Net Debt to TTM Adjusted EBITDA

### Technology Leadership

## Trillions

Dollars of construction that run through Trimble systems

## Billions

Dollars of freight that run through Trimble systems

## Millions

Users of our software

## Thousands

Instruments and machines in the field that operate on Trimble technology



# Our connected solution sets

## Construction Platform

## Transportation Platform

### AECO

- Architecture & design software
- Engineering & BIM software focused on highest value construction trades
- Construction management software
- Owner capital program management & asset management software

### Field Systems

- Geospatial solutions for surveying & reality capture
- Civil construction solutions for machine control & guidance automation systems
- Advanced positioning GNSS-centric technology portfolio

### Transportation

- Mapping, routing and navigation software
- Enterprise solutions for Transportation Management systems (TMS) & maintenance
- Transportation management platform connecting shippers, carriers & brokers

## Connected via Trimble's industry platforms





# Why Trimble?

Trimble is well positioned with the depth and breadth of capabilities to continue to deliver value to our customers and deliver our financial model.

## Expertise

- Leader in positioning, modeling, and analytics
- Strong partnerships and collaborations with industry leaders
- Proven ROI through efficiency and cost savings

## Domain Knowledge

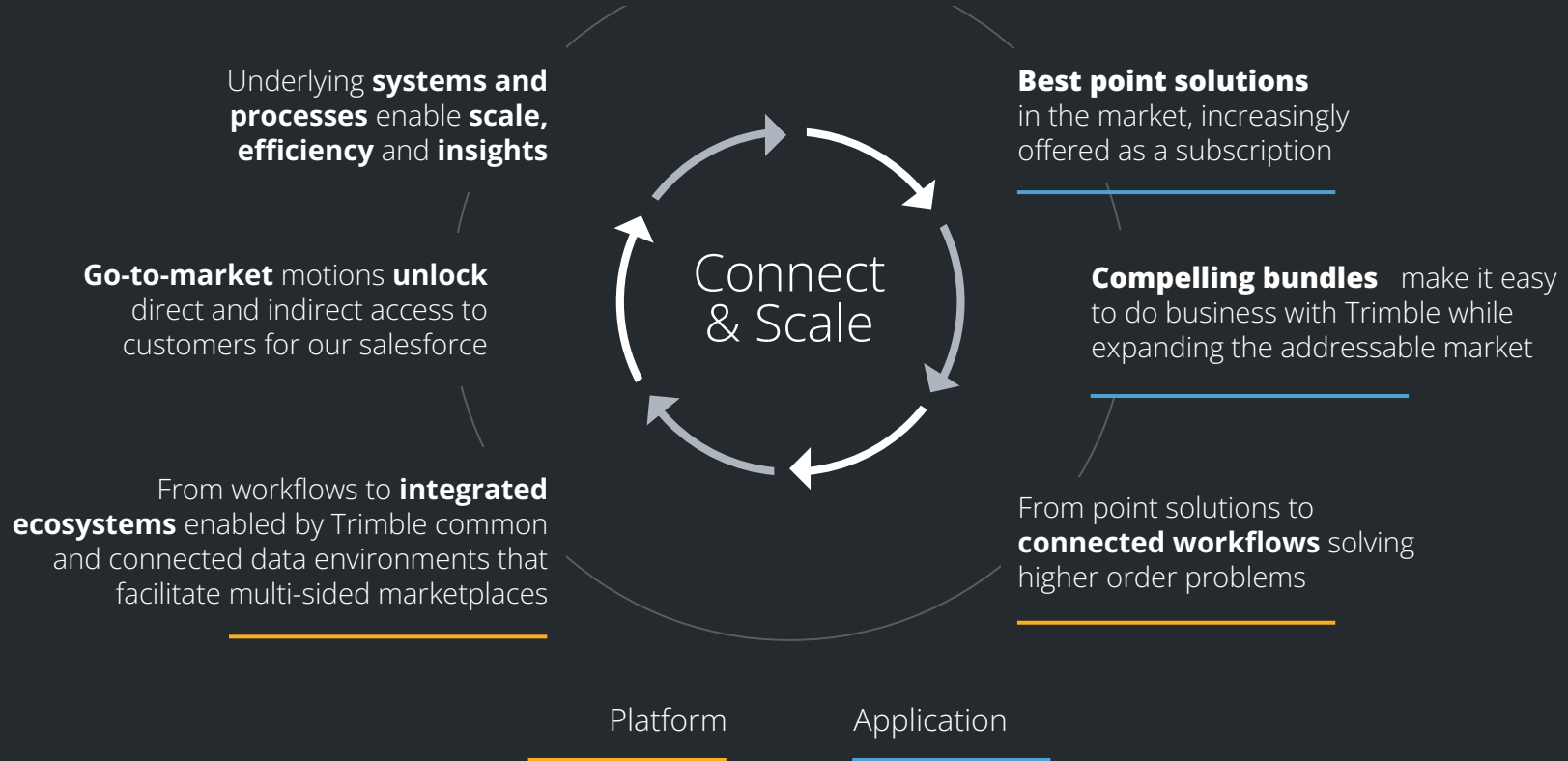
- 45+ years of data insights
- Access to vast datasets across multiple industries
- Engages machine learning and AI to deliver efficiency and data insights

## Innovation

- ~17.5% of revenue reinvested in R&D (2025)
- 1,000+ active patents
- Hardware and software that connects field and office along with the data flow



# Connect & Scale is an Application and Platform Strategy





# Trimble **model transformation**

OUR STRATEGY IS **COMPOUNDING FINANCIAL RETURNS**

<b>Key statistics</b>	<b>2020</b>	<b>2025</b>
ARR	\$1.3B	\$2.4B
Revenue	\$3.2B	\$3.6B
Recurring revenue % of total	40%	65%
SW/services/recurring % of revenue	58%	79%
Non-GAAP gross margin %	59%	72%
Non-GAAP operating margin %	23%	28%
Adjusted EBITDA % of revenue	25%	29%
Net working capital % of revenue	<0%	Negative

**Since 2020:**

23 Divestitures

13 Acquisitions

≈+14% Organic ARR CAGR

≈+400 bps Adjusted EBITDA %



Thank you