

Supplemental Information for the Fourth Quarter of 2025



The following is a summary of our Q4-2025 results and guidance for Q1-2026 and FY-2026:

- Trimble: +14% as-adjusted organic ARR growth; +16% as-adjusted organic revenue growth; +9% organic revenue growth excluding Jan 1 term license renewals (≈\$60M).
 - Non-GAAP gross margin of 74.6%, +290 bps year-over-year when compared to Q4'24
 - Adjusted EBITDA margin of 33.5%, +570 bps year-over-year when compared to Q4'24 (Jan 1 term license renewals had a ≈+400 bps impact)

Q4-2025 Results

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- Q4'25 organic revenue and ARR growth were ahead of expectations, driven by strong software and recurring revenue growth
- Non-GAAP gross margin and operating margin expansion driven by improved revenue mix and operating leverage
- AECO: +32% organic revenue growth; +15% organic revenue growth excluding Jan 1 term license renewals; +16% organic ARR growth
 - Revenue, ARR, and operating margin ahead of expectations
 - Strong bookings growth continues in Trimble Construction One and cross-sell offerings
 - Full year margin expansion a result of revenue growth, gross margin expansion related to increased scale, and leverage on operating expenses
- Field Systems: +4% organic revenue growth; +20% organic ARR growth
 - Revenue outperformed, driven by strong growth in Civil Construction and growth in Geospatial, driven by demand in road construction, solar, manufacturing, and data center projects
 - ARR growth driven by strength in subscription offerings (WorksPlus machine control offering, Positioning Services and Trimble Business Center) and extended warranties
 - Margin expansion for the year driven by increased recurring revenue mix
- T&L: +4% as-adjusted organic revenue growth; +7% as-adjusted organic ARR growth
 - As-adjusted results exclude Mobility which was divested on February 8, 2025
 - 7% organic ARR growth; Maps, Transporeon and Forestry were primary drivers of growth
 - Strong bookings for Autonomous Procurement and Autonomous Quotation (AI driven products)
 - Operating margins for the year impacted by stranded costs related to Mobility divestiture

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FY-2026 and Q1-2026 Guidance

- We are establishing our full year guidance for revenue and EPS for fiscal 2026.

| Full Year 2026 Outlook | |
|---------------------------|-------------------------|
| Organic ARR Growth | +12% to +14% |
| Revenue | \$3.81B to \$3.91B |
| Total Growth | +6% to +9% |
| Organic Growth | +6% to +9% |
| Non-GAAP Operating Margin | 27.8% to 28.6% |
| Adj. EBITDA Margin | 29.4% to 30.2% |
| Non-GAAP EPS | \$3.42 to \$3.62 |
| Free Cash Flow | ≈1x Non-GAAP Net Income |



| Q1'26 Outlook | |
|---------------------------|--|
| Organic ARR Growth | +12% to +14% (as-adjusted) ⁽¹⁾ |
| Revenue | \$893 to \$918M |
| Total Growth | +6% to +9% |
| Organic Growth | +7% to +10% (as-adjusted) ⁽¹⁾ |
| Non-GAAP Operating Margin | 24.5% to 25.3% |
| Adj. EBITDA Margin | 26.2% to 27.0% |
| Non-GAAP EPS | \$0.69 to \$0.74 |

(1) As-adjusted figures exclude the financial results from the mobility business (divested in Q1'25).



FY26 Segment Details and Outlook

| FY 2026 Segment Details and Outlook | | | |
|-------------------------------------|---------------------------|-----------------------------|---------------------------------------|
| | AECO | Field Systems | T&L |
| Revenue | ≈\$1.7B (FY'25=\$1.5B) | ≈\$1.59B (FY'25=\$1.54B) | ≈\$565M as-adjusted (FY'25=\$527M) |
| Organic revenue growth Y/Y % | +Low/mid-teens % | +LSD/MSD % | +MSD % |
| Organic ARR growth Y/Y % | +Mid-teens % | +Low/mid-teens % | +HSD % |
| Operating Income Margin % | ≈35% | ≈31% | ≈24% |



Other Guidance Assumptions

| \$M | FY-2026 |
|--------------------------------------|----------|
| Unallocated Corporate Expense | ≈\$131M |
| Depreciation | ≈\$50M |
| Equity Income | ≈\$10M |
| Other Non-operating Income (Expense) | ≈(\$10M) |
| Net Interest Expense | ≈\$70M |
| Tax Rate | ≈17.5% |
| Average Diluted Shares Outstanding | ≈239M |

Cash flow commentary

- 2025 operating and free cash flow were impacted by a \$277M cash tax payment for a gain on sale related to the Agriculture divestiture as well as approximately \$30M divestiture related costs

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January 1 term license renewal commentary

- Q4'24 revenue included two non-recurring revenue streams that must be adjusted for in order to formulate a meaningful year over year comparison of Q4'25 revenue.
- First, Q4'24 included \$35M of revenue related to the extra 7 days that existed in Q4'24 due the 53rd week in fiscal 2024.
- Second, Q4'24 included \$72M of revenue for the mobility business that was divested in January 2025.
- After removing these two non-recurring revenue streams, the comparable year over year comparison reflects Q4'25 revenue increasing year-over-year by about 9% organically, as shown in the table below:

| Revenue | \$M Quarter Ended, | | | |
|--|--------------------|---------------|-------------|------------------|
| | Q4'24 | Q4'25 | % Growth | % Organic Growth |
| January 1 Term License Renewals | ≈\$55 | ≈\$60 | +9% | |
| 7 Extra Calendar Days in 53rd Week | ≈\$35 | ≈\$0 | NA | |
| Mobility Divestiture (included in Q4'24) | ≈\$72 | ≈\$0 | NA | |
| Revenue Excluding Above Items | ≈\$821 | ≈\$910 | +11% | +9% |
| Total | ≈\$983 | ≈\$970 | (1%) | |
| As-Reported Revenue | ≈\$983 | ≈\$970 | (1%) | +4% |
| As-Adjusted Revenue | ≈\$821 | ≈\$970 | +18% | +16% |
| As-Adjusted Ex. Jan 1 Revenue | ≈\$821 | ≈\$910 | +11% | +9% |



2026 Seasonality

- We expect the following seasonality in 2026, all figures represent the midpoint of guidance.

| \$M | As-Reported 2026 Figures Seasonality | | |
|-------|--------------------------------------|--|-----------------------------|
| | % of Full Year Revenue | % of Full Year Non-GAAP Operating Income | % of Full Year Non-GAAP EPS |
| Q1-26 | ≈23.5% | ≈20.5% | ≈20.5% |
| Q2-26 | ≈24.5% | ≈22.5% | ≈22.5% |
| Q3-26 | ≈25% | ≈24.5% | ≈24.5% |
| Q4-26 | ≈27% | ≈32.5% | ≈32.5% |
| Total | 100% | 100% | 100% |