



Trimble Inc.

First Quarter 2026 Earnings Summary

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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. 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 Platform Science. The Company's results could also be negatively impacted due to the general global macroeconomic outlook, including heightened trade tensions and related uncertainty of tariffs (including certain tariff refunds) and export control restrictions between the U.S. and its trading partners, and associated supply chain 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 the ongoing impact of volatility and conflict in the political and economic environment, including the Middle East conflict, and the direct and indirect impact on our business; fluctuations in foreign currency exchange rates; the pace that 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 release. 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 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 <http://investor.trimble.com>.



Today's Agenda

- 01** Q1'26 Highlights
- 02** Q1'26 Financial Results
- 03** Segment Financial Results
- 04** FY'26 + Q2'26 Financial Outlook

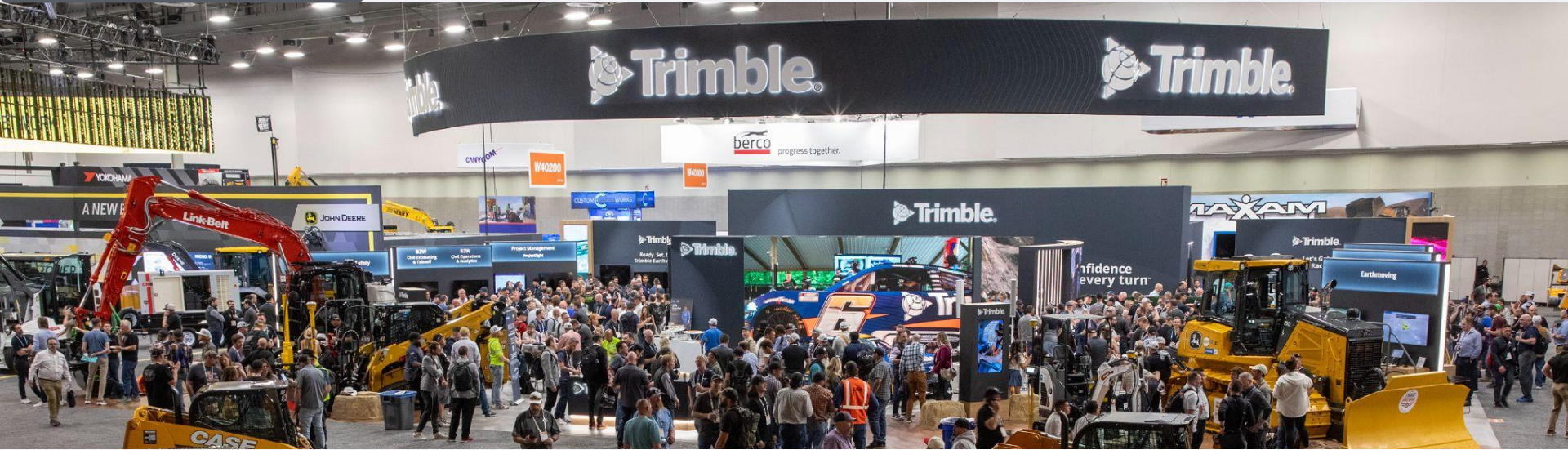


Rob Painter
President and Chief
Executive Officer



Phil Sawarynski
Chief Financial
Officer

Trimble at ConExpo





GEORGE LESLIE



From hours to minutes
using the Trimble ecosystem

1 Capture the jobsite in 3D

User captures data with Trimble field solutions including 3D laser scanners



Trimble 3D Laser scanner



Civil Design & Engineering

Terrain design modeling that also translates a design model into a constructible machine model

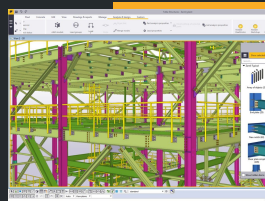


Trimble Business Center

3

Structural Design & Engineering

Constructible level design for steel and concrete



Trimble Tekla



Civil Earthworks Construction

The machine model enables automated blade control of a dozer or excavator to the desired grade



Trimble Machine Control

Bridge Construction

Field layout is automated by connecting the design model to Trimble survey equipment

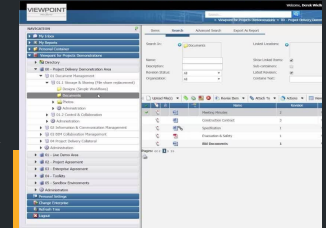


Trimble Robotic Total Station



4 Track & Manage

Field data is leveraged for project management for scheduling and managing work

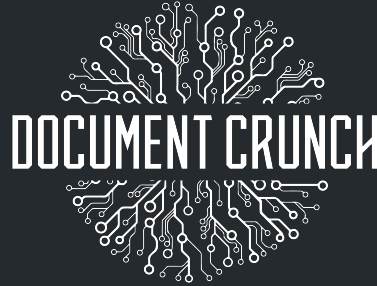


Trimble Project Management

Trimble Connect - common data environment connecting project stakeholders in the office and field



X



=

**AI-Powered Risk
Management**

VISION

**An industry with zero disputes
and stronger relationships.**

REACH

**Inside the largest construction
tech platform in the world.**

CONNECTION

**Connecting data across
office and field.**

“Document Crunch has enabled us not only to **get through specs faster**, but also to submit RFIs and clarify contradictions before the project starts, **reducing the risk of costly rework or delays.**”

“With Document Crunch, we're **catching those big-ticket risk items right upfront**...That means we're pricing smarter, avoiding costly surprises, and keeping hassles to a minimum. It's all about **reducing risk from day one**, which makes the ROI crystal clear.”

“Think of the **hours and time you're giving back** to project managers, to legal counsels... they can have the information that they need, but when things do go wrong, they know that they're **well protected.**”

“The consistency piece is what's reducing the risk. With Document Crunch, we've moved away from relying on each person's interpretation and toward a single, company-wide framework. **Everyone is looking at risk through the same lens.**”



Q1'26 Summary

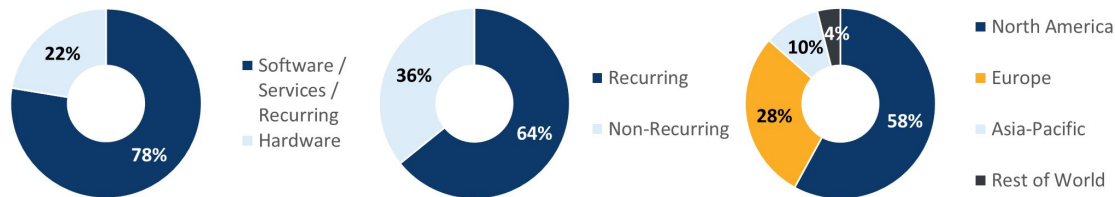
FIRST QUARTER, AS-ADJUSTED^(1,2)

(\$M)	Q1'26	Q1'25	YoY
Revenue	\$940	\$818	+12% organic
ARR	\$2,435	\$2,111	+13% organic
Non-GAAP Gross Margin	71.0%	69.9%	+110 bps
Non-GAAP Operating Income Margin	25.9%	24.2%	+170 bps
Adjusted EBITDA Margin	27.4%	25.9%	+150 bps

Highlights / Drivers

- Q1'26 revenue growth driven by recurring revenue growth and strength in Field Systems
- Gross margin and operating margin expansion driven by continued progression in recurring revenue mix

Revenue Mix



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

2. Organic growth rates exclude the impact of foreign currency translation, M&A and divestitures.

See Appendix and <http://investor.trimble.com> for a reconciliation to the appropriate GAAP measure.



Balance Sheet and Cash Flow

Year-To-Date Cash Flow

(\$M)	2026	2025
Operating Cash Flow	\$275	\$156
Capital Expenditures	\$6	\$7
Free Cash Flow ⁽¹⁾	\$269	\$149

Strong Q1'26 cash flow as expected

Repurchased \$317M of shares in Q1

Balance Sheet

(\$M)	Q1'26 Actual
Cash and Equivalents	\$234
Total Debt	\$1,413
Net Debt	\$1,179
TTM As-Adjusted EBITDA ⁽²⁾	\$1,092
Net Debt / TTM As-Adjusted EBITDA ⁽²⁾	1.1x
NWC % of Revenue	<0%

1. Free cash flow refers to cash flow from operating activities minus capital expenditures.



AECO

(Architects, Engineers, Construction, Owners)

(\$M)	FIRST QUARTER ⁽¹⁾		
	Q1'26	Q1'25	YoY
Revenue	\$391	\$335	+14% organic
ARR	\$1,510	\$1,294	+14% organic
Operating Income Margin	31.5%	27.3%	+420 bps

Scaled \$1.5B ARR business, operating at "Rule of >45"⁽²⁾ in Q1'26

"And when we went to the cloud version... it was great. I love it. I **love the cloud based solutions.**" -Electrical Contractor

Highlights / Drivers

- Strong ARR, revenue and operating margin performance: in-line with long-term expectations
- Global expansion of Trimble Construction One driving bookings growth
- Strong operating margin expansion a result of recurring revenue growth and operating expense leverage

1. Organic growth rates exclude the impact of foreign currency translation, M&A and divestitures. See Appendix for a reconciliation to the appropriate GAAP measure.
 2. "Rule of" = organic ARR growth + operating income margin %.



Field Systems

(\$M)	FIRST QUARTER ⁽¹⁾		
	Q1'26	Q1'25	YoY
Revenue	\$409	\$359	+12% organic
ARR	\$400	\$358	+12% organic
Operating Income Margin	28.8%	29.7%	-90 bps

**TTM Software/services/
recurring revenue
greater than 50% of
segment revenue**

“The **workflows** have given us huge gains in terms of on-the-ground practices. For our site teams, it means we’re getting a **single source of truth** out there. In terms of speed, data collection and surveying is much **faster** now. So it means that everyone is able to **collaborate effectively and in a timely manner.**” -Civil Engineering Contractor

Highlights / Drivers

- Revenue driven by strong growth in Civil Construction and Geospatial, led by demand in road construction, solar, manufacturing, and data center projects
- ARR growth driven by strength in WorksPlus machine control, Positioning Services, Trimble Business Center and extended warranties
- Operating margin \$ grew. Operating margin % down slightly Y/Y due to opex timing

1. Organic growth rates exclude the impact of foreign currency translation, M&A and divestitures. See Appendix for a reconciliation to the appropriate GAAP measure.



Transportation & Logistics

Highlights / Drivers

(\$M)	FIRST QUARTER, AS-ADJUSTED ^(1,2)		
	Q1'26	Q1'25	YoY
Revenue	\$140	\$123	+7% organic
ARR	\$525	\$459	+9% organic
Operating Income Margin	24.2%	21.2%	+300 bps

**>90%
Recurring
revenue**

"Transporeon's network makes us visible and makes communication faster. For example, the freight matching platform is very useful for us to **reduce all the empty routes.**"

- T&L Customer

- As-adjusted results exclude Mobility which was divested on February 8, 2025
- 9% organic ARR growth driven by continued growth in Transporeon and Maps and improved growth in Enterprise and Forestry
- Operating margins expanded as expected

1. As-adjusted figures exclude the financial results from the mobility business (divested in Q1'25). The as-adjusted numbers provide comparative information for fiscal 2026 organic growth. See Appendix for reconciliation to as-adjusted figures.

2. Organic growth rates exclude the impact of foreign currency translation, M&A and divestitures. See Appendix for a reconciliation to the appropriate GAAP measure.



Full Year 2026 Outlook

	FY'26
Organic ARR Growth	+12% to +14%
Revenue	\$3.835 to \$3.915B
Total Growth	+7% to +9%
Organic Growth	+7% to +9%
Non-GAAP Operating Margin	27.9% to 28.5%
Adj. EBITDA Margin	29.4% to 30.0%
Non-GAAP EPS	\$3.47 to \$3.64
Free cash flow	≈1X Non-GAAP Net Income

FY'26 Outlook Notes

- Strong organic growth expected to continue in FY'26 with continued progression towards \$3B ARR, \$4B revenue, 30% EBITDA margins in 2027
- Operating margins driven by continued gross margin expansion
- Free cash flow expected to be up significantly Y:Y
- Net interest expense ≈\$80M
- Avg. shares of 235M
- Tax rate of 17.5%

See earnings supplement for detailed assumptions for guidance.



Full Year 2026 Segment Details

FY'26 Segment Details and Outlook⁽¹⁾

	AECO	FIELD SYSTEMS	T&L
Revenue	≈\$1.71B (FY'25=\$1.5B)	≈\$1.6B (FY'25=\$1.54B)	≈\$565M (FY'25=\$527M) ⁽¹⁾
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%

Note: Figures shown represent the midpoint of the guidance ranges.

(1) As-adjusted figures exclude the financial results from the mobility business (divested in Q1'25). See Appendix for reconciliation to as-adjusted figures.



Q2'26 Outlook

	Q2'26
Organic ARR Growth	+12% to +14%
Revenue	\$938M to \$963M
Total Growth	7% to 10%
Organic Growth	6% to 9%
Non-GAAP Operating Margin	25.8% to 26.4%
Adj. EBITDA Margin	27.4% to 28.0%
Non-GAAP EPS	\$0.78 to \$0.82

Q2'26 Outlook Notes

- Net interest expense ≈\$22M
- Avg. share count of 234M
- Tax rate of 17.5%

Appendix & Reconciliations



Historical segment financials (as-reported)

Revenue (\$MMs)	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
AECO	\$339	\$300	\$306	\$414	\$1,359	\$335	\$350	\$358	\$454	\$1,499	\$391
Field Systems	419	379	375	363	1,536	359	393	409	379	1,539	409
Transportation & Logistics	195	192	195	207	789	146	133	134	136	549	140
TOTAL	\$953	\$871	\$876	\$983	\$3,683	\$841	\$876	\$901	\$970	\$3,587	\$940

Operating Income (\$MMs)	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
AECO	\$127	\$79	\$89	\$169	\$464	\$92	\$106	\$114	\$200	\$512	\$123
Field Systems	98	110	124	110	442	107	121	137	114	478	118
Transportation & Logistics	36	36	41	42	155	26	29	35	31	121	34
Unallocated Corporate	(27)	(30)	(29)	(37)	(123)	(26)	(33)	(31)	(32)	(123)	(32)
TOTAL	\$234	\$194	\$225	\$284	\$937	\$198	\$223	\$254	\$313	\$988	\$243

Operating Income Margin %	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
AECO	37.4%	26.4%	29.1%	40.8%	34.1%	27.3%	30.4%	31.8%	44.1%	34.2%	31.5%
Field Systems	23.4%	28.9%	33.0%	30.4%	28.8%	29.7%	30.8%	33.4%	30.0%	31.1%	28.8%
Transportation & Logistics	18.6%	18.7%	21.0%	20.3%	19.7%	17.9%	21.6%	25.8%	22.9%	21.9%	24.2%
TOTAL	24.6%	22.3%	25.7%	28.8%	25.4%	23.6%	25.4%	28.2%	32.3%	27.5%	25.9%



Historical revenue growth metrics (as-reported)

AECO	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
Organic	18%	14%	13%	43%	22%	0%	16%	17%	8%	10%	14%
Acquisitions	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%
Divestitures	-1%	-1%	-1%	-1%	-1%	0%	0%	0%	0%	0%	0%
Foreign Currency	+1%	0%	1%	1%	1%	-1%	1%	0%	2%	0%	3%
TOTAL	18%	13%	14%	43%	22%	-1%	17%	17%	10%	10%	17%

Field Systems	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
Organic	-12%	-6%	-2%	3%	-4%	5%	3%	8%	3%	5%	12%
Acquisitions	0%	2%	2%	2%	1%	2%	0%	0%	0%	1%	0%
Divestitures	-1%	-26%	-24%	-25%	-19%	-21%	0%	0%	0%	-6%	0%
Foreign Currency	0%	0%	0%	0%	0%	0%	1%	1%	1%	0%	2%
TOTAL	-13%	-30%	-24%	-20%	-22%	-14%	4%	9%	4%	0%	14%

Transportation & Logistics	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
Organic	4%	3%	3%	9%	5%	1%	5%	3%	-1%	2%	6%
Acquisitions	29%	0%	0%	0%	6%	2%	2%	2%	2%	2%	0%
Divestitures	-1%	-1%	-1%	0%	-1%	-26%	-39%	-37%	-37%	-35%	-15%
Foreign Currency	0%	0%	0%	-1%	0%	-2%	1%	1%	2%	1%	5%
TOTAL	32%	2%	2%	8%	10%	-25%	-31%	-31%	-34%	-30%	-4%

Total Trimble	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
Organic	0%	1%	3%	17%	5%	2%	8%	10%	4%	6%	12%
Acquisitions	5%	1%	1%	1%	2%	1%	1%	0%	0%	1%	0%
Divestitures	-1%	-14%	-13%	-13%	-10%	-14%	-9%	-8%	-7%	-10%	-3%
Foreign Currency	0%	0%	0%	0%	0%	-1%	1%	1%	2%	1%	3%
TOTAL	4%	-12%	-9%	5%	-3%	-12%	1%	3%	-1%	-3%	12%

Note: Rounding may cause totals to differ from the sum of the components.



Historical ARR growth metrics (as-reported)

ARR (\$MMs)	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24	Q3-24	Q4-24	Q1-25	Q2-25	Q3-25	Q4-25	Q1-26
AECO	\$924	\$985	\$1,022	\$1,067	\$1,094	\$1,164	\$1,210	\$1,269	\$1,294	\$1,360	\$1,423	\$1,475	\$1,510
Field Systems	273	283	290	289	304	308	328	341	358	358	386	409	400
Transportation & Logistics	451	614	624	626	631	641	649	649	525	492	501	508	525
Total	\$1,648	\$1,883	\$1,935	\$1,982	\$2,029	\$2,113	\$2,187	\$2,258	\$2,176	\$2,210	\$2,310	\$2,392	\$2,435

Organic ARR Growth %	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24	Q3-24	Q4-24	Q1-25	Q2-25	Q3-25	Q4-25	Q1-26
AECO	19%	19%	18%	17%	18%	18%	18%	18%	19%	16%	17%	16%	14%
Field Systems	12%	12%	12%	12%	13%	16%	18%	21%	24%	17%	18%	20%	12%
Transportation & Logistics	4%	5%	5%	4%	4%	6%	5%	5%	4%	5%	5%	7%	8%
Total	13%	14%	13%	13%	13%	14%	14%	14%	15%	13%	14%	14%	12%



Historical segment financials (as-adjusted)

Agriculture (\$MMs)	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
Revenue	\$85	NA	NA	NA	\$85	NA	NA	NA	NA	\$0	NA
Operating Income	8	NA	NA	NA	8	NA	NA	NA	NA	0	NA
Operating Margin	9.8%	NA	NA	NA	9.8%	NA	NA	NA	NA	0.0%	NA

Mobility (\$MMs)	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
Revenue	\$79	\$74	\$73	\$72	\$298	\$23	NA	NA	NA	\$23	NA
Operating Income	9	9	10	8	35	0	NA	NA	NA	0	NA
Operating Margin	11.2%	12.1%	13.2%	10.8%	11.8%	0.0%	NA	NA	NA	0.0%	NA

53rd Week (\$MMs)	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
Revenue	NA	NA	NA	\$90	\$90	NA	NA	NA	NA	\$0	NA
Operating Income	NA	NA	NA	62	62	NA	NA	NA	NA	0	NA
Operating Margin	NA	NA	NA	68.5%	68.5%	NA	NA	NA	NA	0.0%	NA

Total Adjustments (\$MMs)	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
Revenue	\$164	\$74	\$73	\$163	\$474	\$23	NA	NA	NA	\$23	NA
Operating Income	17	9	10	70	105	0	NA	NA	NA	0	NA
Operating Margin	10.5%	12.1%	13.2%	42.9%	22.3%	0.0%	NA	NA	NA	0.0%	NA

Note: As-adjusted figures exclude the financial results from the agriculture business (divested in Q2'24), mobility business (divested in Q1'25), and the 53rd week of fiscal 2024.



Historical segment financials (as-adjusted)

Revenue (as-adjusted) (\$MMs)	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
AECO	\$339	\$300	\$306	\$338	\$1,283	\$335	\$350	\$358	\$454	\$1,499	\$391
Field Systems	334	379	375	359	1,447	359	393	409	379	1,539	409
Transportation & Logistics	116	117	122	123	479	123	133	134	136	527	140
TOTAL	\$790	\$796	\$803	\$821	\$3,210	\$818	\$876	\$901	\$970	\$3,565	\$940

Operating Income (as-adjusted) (\$MMs)	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
AECO	\$127	\$79	\$89	\$105	\$400	\$92	\$106	\$114	\$200	\$512	\$123
Field Systems	90	110	124	112	436	107	121	137	114	478	118
Transportation & Logistics	27	27	31	30	116	26	29	35	31	121	34
Unallocated Corporate	(27)	(30)	(29)	(34)	(120)	(26)	(33)	(31)	(32)	(123)	(32)
TOTAL	\$217	\$185	\$215	\$214	\$832	\$198	\$223	\$254	\$313	\$988	\$243

Operating Income Margin % (as-adjusted)	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
AECO	37.4%	26.4%	29.1%	31.2%	31.2%	27.3%	30.4%	31.8%	44.1%	34.2%	31.5%
Field Systems	26.9%	28.9%	33.0%	31.2%	30.1%	29.7%	30.8%	33.4%	30.0%	31.1%	28.8%
Transportation & Logistics	23.6%	23.0%	25.7%	24.2%	24.1%	21.2%	21.5%	25.8%	22.9%	22.9%	24.2%
TOTAL	27.5%	23.3%	26.8%	26.1%	25.9%	24.2%	25.4%	28.2%	32.3%	27.7%	25.9%

Note: As-adjusted figures exclude the financial results from the agriculture business (divested in Q2'24), mobility business (divested in Q1'25), and the 53rd week of fiscal 2024.



Historical revenue growth metrics (as-adjusted)

AECO (as-adjusted)	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
Organic	18%	14%	13%	17%	16%	0%	16%	17%	32%	16%	14%
Acquisitions	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Divestitures	-1%	-1%	-1%	-1%	-1%	0%	0%	0%	0%	0%	0%
Foreign Currency	0%	0%	0%	0%	0%	-1%	1%	1%	2%	1%	3%
TOTAL	18%	13%	14%	17%	16%	-1%	17%	17%	34%	17%	17%

Field Systems (as-adjusted)	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
Organic	1%	-8%	-2%	2%	-2%	6%	3%	8%	4%	5%	12%
Acquisitions	0%	3%	2%	4%	2%	3%	0%	0%	0%	1%	0%
Divestitures	-1%	-1%	-1%	-1%	-1%	-1%	0%	0%	0%	0%	0%
Foreign Currency	0%	0%	0%	0%	0%	-1%	1%	1%	1%	1%	2%
TOTAL	0%	-7%	-1%	5%	-1%	8%	4%	9%	6%	6%	14%

Transportation & Logistics (as-adjusted)	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
Organic	7%	7%	10%	8%	8%	5%	8%	4%	4%	5%	7%
Acquisitions	62%	0%	0%	0%	11%	3%	3%	3%	3%	3%	0%
Divestitures	-3%	-2%	-1%	-1%	-1%	0%	0%	0%	0%	0%	0%
Foreign Currency	0%	-1%	0%	-1%	0%	-2%	2%	3%	4%	2%	5%
TOTAL	66%	4%	8%	7%	17%	6%	13%	10%	11%	10%	13%

Total Trimble (as-adjusted)	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
Organic	8%	1%	5%	9%	6%	3%	9%	11%	16%	10%	12%
Acquisitions	6%	1%	1%	2%	3%	2%	0%	0%	0%	1%	0%
Divestitures	-1%	-1%	-1%	-1%	-1%	0%	0%	0%	0%	0%	0%
Foreign Currency	0%	0%	0%	0%	0%	-1%	1%	1%	2%	1%	3%
TOTAL	14%	2%	6%	10%	8%	4%	10%	12%	18%	11%	15%

Note: As-adjusted figures exclude the financial results from the agriculture business (divested in Q2'24), mobility business (divested in Q1'25), and the 53rd week of fiscal 2024.

Note: Rounding may cause totals to differ from the sum of the components.



Historical ARR growth metrics (as-adjusted)

ARR (\$MMs)	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24	Q3-24	Q4-24	Q1-25	Q2-25	Q3-25	Q4-25	Q1-26
AECO	\$924	\$985	\$1,022	\$1,067	\$1,094	\$1,164	\$1,210	\$1,269	\$1,294	\$1,360	\$1,423	\$1,475	\$1,510
Field Systems	255	266	274	281	288	308	328	341	358	358	386	409	400
Transportation & Logistics	242	405	411	420	425	435	444	446	459	492	501	508	525
Total	\$1,421	\$1,656	\$1,707	\$1,768	\$1,807	\$1,908	\$1,981	\$2,056	\$2,111	\$2,210	\$2,310	\$2,392	\$2,435

Organic ARR Growth %	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24	Q3-24	Q4-24	Q1-25	Q2-25	Q3-25	Q4-25	Q1-26
AECO	19%	19%	18%	17%	18%	18%	18%	18%	19%	16%	17%	16%	14%
Field Systems	12%	12%	13%	15%	14%	17%	19%	21%	25%	17%	18%	20%	12%
Transportation & Logistics	7%	9%	7%	7%	10%	9%	9%	8%	7%	8%	7%	7%	9%
Total	15%	16%	15%	15%	16%	16%	16%	16%	17%	14%	15%	14%	13%

Note: As-adjusted figures exclude the financial results from the agriculture business (divested in Q2'24), mobility business (divested in Q1'25), and the 53rd week of fiscal 2024.



As-adjusted reconciliation

\$ in MMs	Q1-24	Q2-24	Q3-24	Q4-24	FY-24	Q1-25	Q2-25	Q3-25	Q4-25	FY-25	Q1-26
Revenue, As-Reported	\$953	\$871	\$876	\$983	\$3,683	\$841	\$876	\$901	\$970	\$3,587	\$940
Less: Agriculture	(85)	NA	NA	NA	(85)	NA	NA	NA	NA	0	NA
Less: Mobility	(79)	(74)	(73)	(72)	(298)	(23)	NA	NA	NA	(23)	NA
Less: 53rd Week	0	0	0	(90)	(90)	NA	NA	NA	NA	0	NA
Revenue, As-Adjusted	\$790	\$796	\$803	\$821	\$3,210	\$818	\$876	\$901	\$970	\$3,565	\$940
GAAP Operating Income, As-Reported	\$109	\$62	\$117	\$174	\$461	\$98	\$128	\$151	\$216	\$592	\$144
Add: Amort. of purchased intangible assets	55	54	45	45	199	42	43	44	44	172	43
Add: Acquisition / divestiture items	24	34	17	6	82	9	3	1	6	19	6
Add: Stock-based comp. / deferred comp.	39	38	38	49	164	38	41	37	37	151	44
Add: Restructuring and other costs	8	6	8	11	32	12	8	22	11	54	6
Non-GAAP Operating Income, As-Reported	\$234	\$194	\$225	\$284	\$937	\$198	\$223	\$254	\$313	\$988	\$243
Less: Agriculture Non-GAAP Operating Income	(8)	NA	NA	NA	(8)	0	NA	NA	NA	0	NA
Less: Mobility Non-GAAP Operating Income	(9)	(9)	(10)	(8)	(35)	0	NA	NA	NA	0	NA
Less: 53rd Week Non-GAAP Operating Income	0	0	0	(62)	(62)	0	NA	NA	NA	0	NA
Non-GAAP Operating Income, As-Adjusted	\$217	\$185	\$215	\$214	\$832	\$198	\$223	\$254	\$313	\$988	\$243
Non-GAAP Operating Income, As-Reported	\$234	\$194	\$225	\$284	\$937	\$198	\$223	\$254	\$313	\$988	\$243
Add: Depreciation & cloud computing amort.	11	12	12	15	49	12	12	12	12	49	12
Add: Equity Method Income	6	8	1	0	14	2	5	3	0	9	3
Adjusted EBITDA, As-Reported	\$251	\$214	\$237	\$298	\$1,000	\$212	\$240	\$269	\$325	\$1,046	\$258
Less: Agriculture EBITDA	(8)	NA	NA	NA	(8)	0	NA	NA	NA	0	NA
Less: Mobility EBITDA	(10)	(10)	(10)	(8)	(37)	0	NA	NA	NA	0	NA
Less: 53rd Week EBITDA	0	0	0	(62)	(62)	0	NA	NA	NA	0	NA
Adjusted EBITDA, As-Adjusted	\$233	\$204	\$227	\$228	\$893	\$212	\$240	\$269	\$325	\$1,046	\$258

Note: Non-GAAP measures, which we use along with a corresponding reconciliation to the nearest comparable GAAP measures, can be found on our website at <http://investor.trimble.com>.

Note: As-adjusted figures exclude the financial results from the agriculture business (divested in Q2'24), mobility business (divested in Q1'25), and the 53rd week of fiscal 2024.