

Supplemental Information for the First Quarter of 2026



The following is a summary of our Q1-2026 results and updated FY-2026 and Q2-2026 guidance:

Q1-2026 Results

- Trimble: +12% as-adjusted organic revenue growth; +13% as-adjusted organic ARR growth
 - Non-GAAP gross margin of 71.0%, +110 bps year-over-year when compared to Q1'25
 - Adjusted EBITDA margin of 27.4%, +150 bps year-over-year when compared to Q1'25
 - Q1'26 revenue growth driven by strong recurring revenue growth and continued strength in Field Systems
 - Gross margin and operating margin expansion driven by continued progression in recurring revenue mix

- AECO: +14% organic revenue growth; +14% organic ARR growth
 - 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

- Field Systems: +12% organic revenue growth; +12% organic ARR growth
 - 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 subscription offerings (WorksPlus machine control offering, Positioning Services and Trimble Business Center) and extended warranties
 - Operating margin \$ grew. Operating margin % down slightly Y/Y due to opex timing

- T&L: +7% as-adjusted organic revenue growth; +9% as-adjusted organic ARR growth
 - 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

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FY-2026 and Q2-2026 Guidance

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

Full Year 2026 Outlook	
Organic ARR Growth	+12% to +14%
Revenue	\$3.835B 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

Supplemental Information for the First Quarter of 2026



- We are providing guidance for revenue and EPS for the second quarter of 2026.

Q2'26 Outlook	
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



FY26 Segment Details and Outlook

FY 2026 Segment Details and Outlook			
	AECO	Field Systems	T&L
Revenue	≈\$1.71B (FY'25=\$1.5B)	≈\$1.6B (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%

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Other Guidance Assumptions

\$M	FY-2026
Unallocated Corporate Expense	≈\$130M
Depreciation	≈\$50M
Equity Income	≈\$10M
Other Non-operating Income (Expense)	≈(\$10M)
Net Interest Expense	≈\$80M
Tax Rate	≈17.5%
Average Diluted Shares Outstanding	≈235M

Cash flow commentary

- Strong Q1'26 cash flow as expected
- \$317M buyback in Q1'26
- 2026 FCF expected to be approximately 1x Non-GAAP Net Income

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2026 Seasonality

- We expect the following seasonality in 2026, all figures below 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	≈24.3%	≈22.3%	≈22.2%
Q2-26	≈24.5%	≈22.5%	≈22.5%
Q3-26	≈24.5%	≈24.0%	≈24.0%
Q4-26	≈26.5%	≈31.0%	≈31.5%
Total	100%	100%	100%

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