# Trimble Inc.

Second Quarter 2026 Earnings Summary

# **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; the impact of a review of strategic alternatives for the T&L segment on the Company's business and results; 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 U.S. Securities and Exchange Commission, 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 http://investor.trimble.com.

# Today's Agenda

**01** Q2'26 Highlights

**02** Q2'26 Financial Results

**03** FY'26 + Q3'26 Financial Outlook

**Rob Painter**

President and Chief Executive Officer

**Phil Sawarynski**

Chief Financial Officer

# Q2’26 Highlights

# Key Messages

**Performance**

**Strong Q2 results driven by organic execution -** delivering a top and bottom line beat, raising full-year guidance, and reinforcing our capital allocation strategy with a new share repurchase authorization

**Momentum**

**Accelerating momentum of our Connect & Scale strategy** as connected data and workflows compound value across our Trimble-led ecosystem

**Transformation**

**Building on connected data to deploy agentic workflows** that deliver measurable customer productivity, while driving structural internal efficiencies

# Financial Highlights

## Second Quarter of 2026

**Revenue**
**$972M**

+10% organic Y|Y

Above high-end of guidance

**ARR**
**$2,509M**

+12% organic Y|Y

Within guidance range

**Adjusted EBITDA %**
**28.6%**

+120 bps Y|Y

Above high-end of guidance

**Non-GAAP EPS**
**$0.86**

+21% growth Y|Y

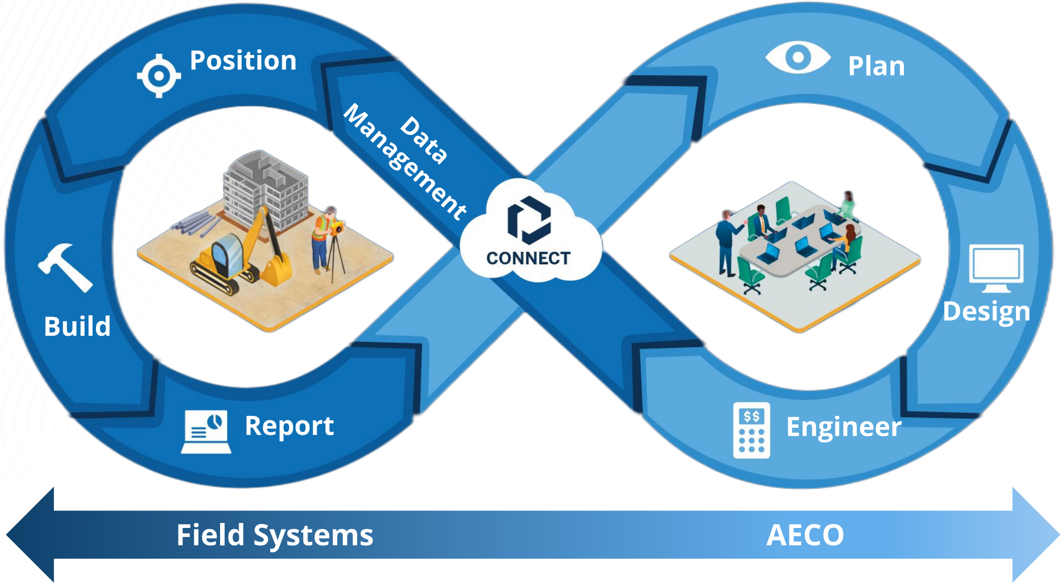
Above high-end of guidance

# Delivering as an Engineering & Construction Tech Leader

Trimble is the AI-native intelligence and execution layer for the physical world

## Focusing Our Connect & Scale Strategy

| Physical | Digital |
| --- | --- |




## Right to Win

- **Trimble sits at the center of Engineering & Construction workflows**
- **The business combines hardware and software into one connected ecosystem**
  - Hardware captures field-verified data that flows into software, and back into the field
  - Third-party connectivity compounds the value delivered at every connection point
- **Trimble's proprietary data layer**
  - AI increases the value of Trimble's data layer as software moves from record → intelligence → execution

**Positioned to capture more of the value that AI creates**

# Trimble value delivery for data centers

**1 Site prep and civil**
SketchUp, Trimble Business Center, Trimble Connect, R780 GNSS, Trimble Earthworks, Trimble Siteworks, SiteVision

**2 Structural shell**
Tekla Structures, Trimble Connect, RTS773 robotic total station, SX12 scanning total station, X9 scanner, X12 scanner, Trimble Access, RealWorks

**3 MEP / Electrical rough-in**
Trimble Connect, Trimble Field Points, FieldLink, R780 GNSS, Trimble RTS layout, X9 scanner, SiteVision

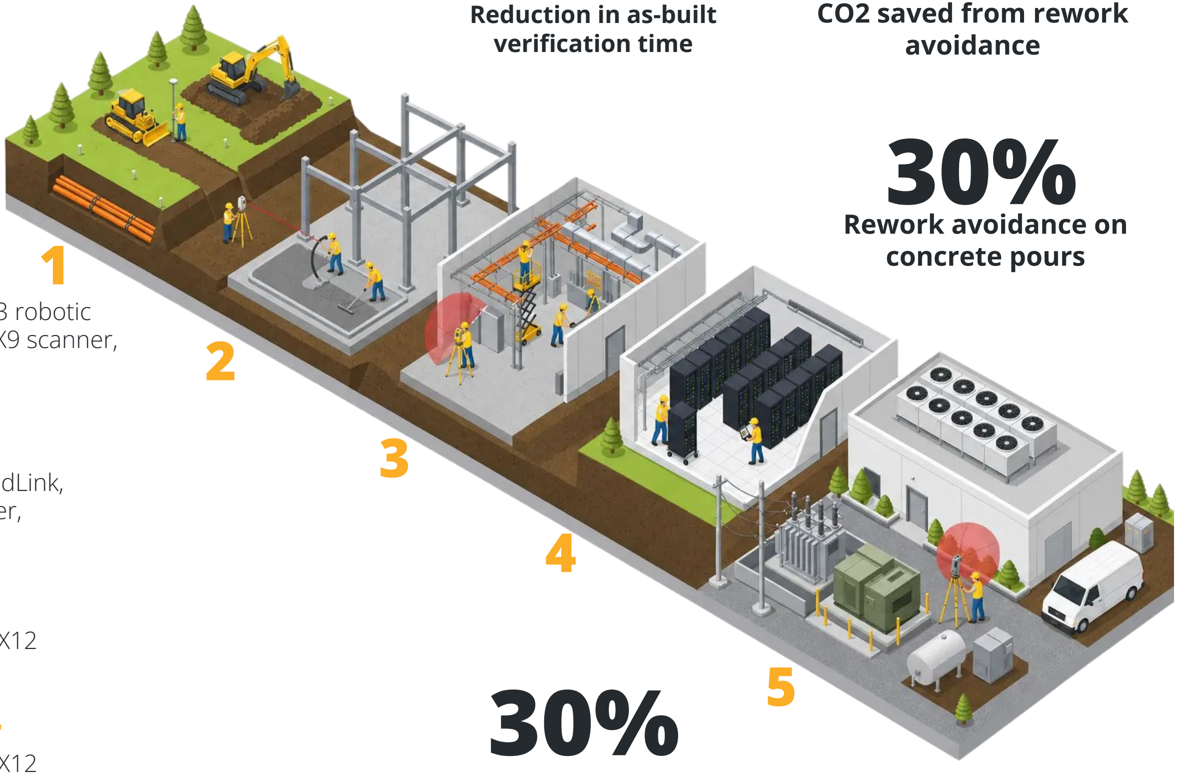
**4 Data hall fit-out**
Trimble Connect, RealWorks, X9 scanner, X12 scanner, SiteVision AR, FieldLink

**5 Commissioning and handover**
Trimble Connect, RealWorks, X9 scanner, X12 scanner, SiteVision

**65%**
Reduction in as-built verification time

**5%**
CO2 saved from rework avoidance

**30%**
Rework avoidance on concrete pours




**30%**
Faster layout

# Scaffold Studio is Transforming Workflows with Trimble Technology

## The Solution: A Fully Integrated Trimble Ecosystem

To meet the demands of complex projects and overcome on-site challenges, Scaffold Studio has adopted these Trimble technologies:

### Trimble X-Series 3D Laser Scanner

Delivers highly accurate 3D scans of site conditions, significantly reducing the need for repeat visits and ensuring reliable data collection from the outset.

### SketchUp

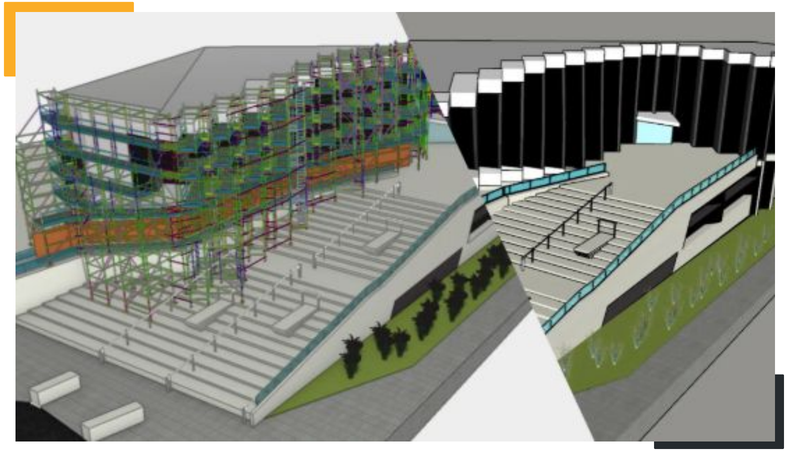
Enables clear and effective visualisation of design intent, helping both clients and internal teams better understand the scope and detail of each project.

### Tekla

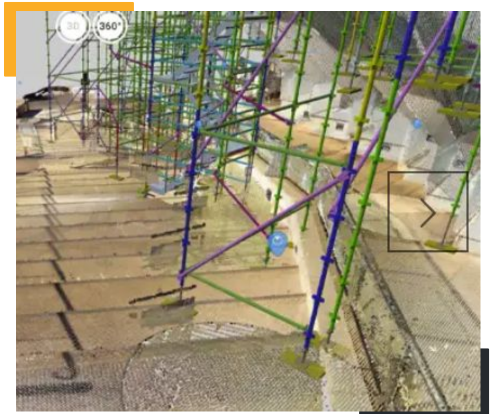
Powers engineering analysis and structural validation to ensure scaffolding designed in ScaffPlan meets all relevant safety and compliance standards.

### Trimble Connect

A cloud-based collaboration platform that keeps teams and stakeholders connected with real-time access to up-to-date project information, wherever they are.



"While accuracy is essential, the real value is in stakeholder engagement. We're often brought in when projects become challenging, and this technology helps us bring clarity and alignment." - *Mark Corkery, CEO and Founder, Scaffold Studio*

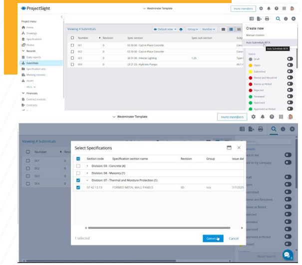


R.F. MEEH CO.
TRUST MEEH

# From hours to minutes
*using the Trimble ecosystem*

**Protecting Patients & Mitigating Risk**
Preventing hospital contamination & eliminating costly system rejections

## 1 3D Design & AI Specification Parsing




**MEP BIM & Proj. Mgmt AI**

Detailers generate constructible 3D MEP models while AI automatically scans complex spec books.

## 2 Automated Fabrication Shop Manufacturing

**Trimble Connect Accelerates Fabrication Workflows**

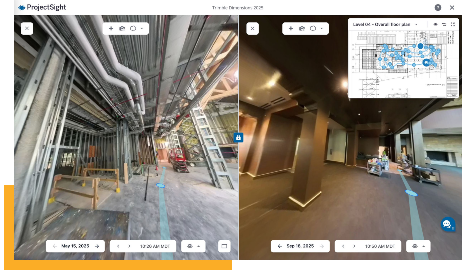
Connected workflows sync 3D designs to plasma and coil machines.

## 3 In-Field Augmented Reality Verification

**Augmented Reality Field Systems**

Physical & digital are connected during ductwork install with Augmented Reality field solutions.

## 4 Clean Hospital Installation




**Proj. Mgmt AI Measures Quality and Progress**

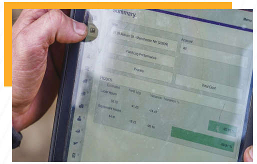
AI-powered inspection verifies QA/QC and verifies progress for fast payment.

**Trimble Connect - *common data environment connecting virtual design, shop fabrication, and clean site installation***

Chandler Construction Services, Inc.

# From hours to minutes
*using the Trimble ecosystem*

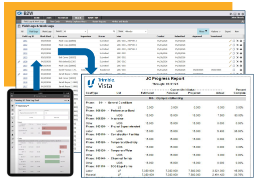
## 1 Capture Field Data on Tablets



**Mobile Civil Operations**

Crews record labor hours, equipment time, and receiving logs live on mobile tablets.

## 2 Bi-Directional ↔ Field to Office Sync




**Civil Ops ↔ Financial Mgmt. Sync**

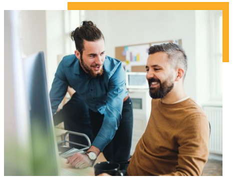
### Civil Ops & Fleet Sync

Multi-state payroll, equipment logs & shop work orders synced automatically.

### On-Site Material Logs

Material receipts logged on-site tied directly to open Purchase Orders.

## 3 ERP AI Accounts Payable & 3-Way Match



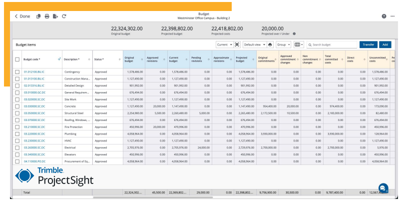
### Machine Learning Optical Character Recognition

Extracts invoice headers from Accounts Payable inbox; flags anomalies automatically.

### Auto 3-Way Match

Matches vendor Invoice ↔ Purchase Order ↔ On-Site Receiving Logs.

## 4 Fast Payment & Project Control




**ERP & Project Management**

Rapid approval triggers immediate payment & real-time job costing update.

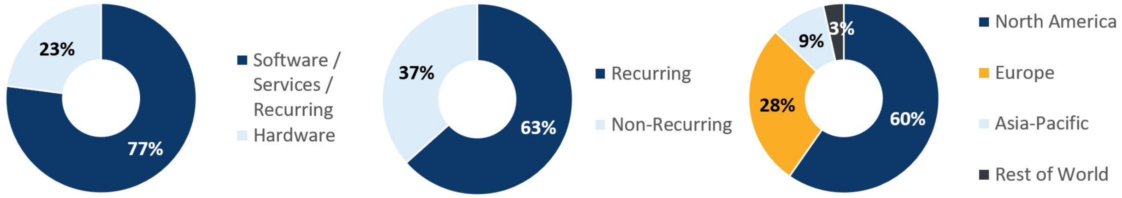
**Trimble Connect - *common data environment connecting project stakeholders in the office and field***

# Q2’26 Financial Results

# Q2'26 Summary

| ($M) | Q2'26 | Q2'25 | YoY |
|---|---|---|---|
| | SECOND QUARTER[1] | | |
| Revenue | $972 | $876 | +10% organic |
| ARR | $2,509 | $2,210 | +12% organic |
| Non-GAAP Gross Margin | 71.8% | 70.6% | +120 bps |
| Non-GAAP Operating Income Margin | 26.8% | 25.4% | +140 bps |
| Adjusted EBITDA Margin | 28.6% | 27.4% | +120 bps |
| Non-GAAP Earnings Per Share | $0.86 | $0.71 | +21% |

## Revenue Mix




## Highlights / Drivers

- Strong continued recurring revenue growth at scale, continued outperformance in Field Systems
- Gross margin and operating margin benefitting from recurring revenue growth

1. 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 | $515 | $102 |
| Capital Expenditures | $(13) | $(12) |
| Free Cash Flow[1] | $502 | $90 |

**Strong 1H'26 cash flow** as expected

**Balance sheet provides significant flexibility going forward**

## Balance Sheet

| ($M) | Q2'26 Actual |
|---|---|
| Cash and Equivalents | $214 |
| Total Debt | $1,459 |
| Net Debt | $1,245 |
| TTM As-Adjusted EBITDA[2] | $1,130 |
| 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.

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

# Q2'26 Performance Summary

| ($M) | AECO Q2'26 | AECO YoY | Field Systems Q2'26 | Field Systems YoY | T&L Q2'26 | T&L YoY |
|---|---|---|---|---|---|---|
| ARR | $1,577 | **+14% Organic** | $399 | **+12% Organic** | $533 | **+7% Organic** |
| Revenue | $389 | **+9% Organic** | $442 | **+12% Organic** | $141 | **+5% Organic** |
| Operating Income Margin | 30.6% | **+20 bps** | 32.9% | **+210 bps** | 24.0% | **+240 bps** |
| Operating Income | $119 | **+12%** | $146 | **+20%** | $34 | **+19%** |

## Segment Highlights And Drivers

**AECO**

- ARR growth continues at mid-teens, in-line with long-term expectations
- Trimble Construction One bundles/cross-sell driving bookings growth
- Strong Document Crunch acquisition performance
- On track to deliver 35% operating margins in FY'26

**Field Systems**

- Revenue driven by strong growth in Civil Construction and Geospatial, led by demand in data centers, utilities, and energy infrastructure
- Tariff refunds impacted revenue by -$14M (-3% impact to growth, no impact to operating margin)
- ARR growth moderated as expected
- Operating margin growing due to recurring revenue growth and scale

**T&L**

- 7% organic ARR growth driven by growth across the portfolio, with strong growth in Transporeon
- Healthy bookings reinforcing growth expectations
- Operating margin continue to expand as expected

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

# FY’26 and Q3’26 Outlook

# Full Year 2026 Outlook

| | FY’26 |
|---|---|
| Organic ARR Growth | +12% to +14% |
| Revenue | $3.90 to $3.95B |
| Total Growth[(1)] | +9% to +11% |
| Organic Growth[(1)] | +8% to +10% |
| Non-GAAP Operating Margin | 28.2% to 28.6% |
| Adj. EBITDA Margin | 29.7% to 30.1% |
| Non-GAAP EPS | $3.60 to $3.70 |
| Free cash flow | ≈0.9X Non-GAAP Net Income |

See earnings supplement for detailed assumptions for guidance.

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

## FY'26 Outlook Notes

- Increasing FY’26 guidance: Organic revenue ≈9% (previously +8%); EPS up $0.10 at midpoint (mid- to high-teens EPS growth)
- Organic ARR growth range toward the low to mid end of 12-14% due to Field Systems product transition
- Free cash flow approximately 1X adjusted for non-recurring M&A/divestiture and restructuring expense
- Net interest expense ≈$80M
- Avg. shares of 234M
- Tax rate of 17.3%

# Full Year 2026 Segment Details

## FY'26 Segment Details and Outlook[1]

| | AECO | FIELD SYSTEMS | T&L |
|---|---|---|---|
| Revenue | ≈$1.7B (FY'25=$1.5B) | ≈$1.66B (FY'25=$1.54B) | ≈$565M (FY'25=$527M)[1] |
| Organic revenue growth Y/Y % | +Low-mid-teens % | +MSD-HSD % | +MSD % |
| Organic ARR growth Y/Y % | +Mid-teens % | +HSD-LDD % | +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.

# Q3'26 Outlook

| | Q3’26 |
|---|---|
| Organic ARR Growth | +11% to +13% |
| Revenue | $953M to $978M |
| Total Growth | +6% to +8% |
| Organic Growth | +6% to +8% |
| Non-GAAP Operating Margin | 26.7% to 27.3% |
| Adj. EBITDA Margin | 28.3% to 28.9% |
| Non-GAAP EPS | $0.83 to $0.88 |

## Q3’26 Outlook Notes

- Net interest expense ≈$20M
- Avg. share count of 234M
- Tax rate of 17.3%

See earnings supplement for detailed assumptions for guidance.

# 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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| AECO | $339 | $300 | $306 | $414 | $1,359 | $335 | $350 | $358 | $454 | $1,499 | $391 | $389 |
| Field Systems | 419 | 379 | 375 | 363 | 1,536 | 359 | 393 | 409 | 379 | 1,539 | 409 | 442 |
| Transportation & Logistics | 195 | 192 | 195 | 207 | 789 | 146 | 133 | 134 | 136 | 549 | 140 | 141 |
| **TOTAL** | **$953** | **$871** | **$876** | **$983** | **$3,683** | **$841** | **$876** | **$901** | **$970** | **$3,587** | **$940** | **$972** |

| 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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| AECO | $127 | $79 | $89 | $169 | $464 | $92 | $106 | $114 | $200 | $512 | $123 | $119 |
| Field Systems | 98 | 110 | 124 | 110 | 442 | 107 | 121 | 137 | 114 | 478 | 118 | 146 |
| Transportation & Logistics | 36 | 36 | 41 | 42 | 155 | 26 | 29 | 35 | 31 | 121 | 34 | 34 |
| Unallocated Corporate | (27) | (30) | (29) | (37) | (123) | (26) | (33) | (31) | (32) | (123) | (32) | (38) |
| **TOTAL** | **$234** | **$194** | **$225** | **$284** | **$937** | **$198** | **$223** | **$254** | **$313** | **$988** | **$243** | **$261** |

| 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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| AECO | 37.4% | 26.4% | 29.1% | 40.8% | 34.1% | 27.3% | 30.4% | 31.8% | 44.1% | 34.2% | 31.5% | 30.6% |
| Field Systems | 23.4% | 28.9% | 33.0% | 30.4% | 28.8% | 29.7% | 30.8% | 33.4% | 30.0% | 31.1% | 28.8% | 32.9% |
| Transportation & Logistics | 18.6% | 18.7% | 21.0% | 20.3% | 19.7% | 17.9% | 21.6% | 25.8% | 22.9% | 21.9% | 24.2% | 24.0% |
| **TOTAL** | **24.6%** | **22.3%** | **25.7%** | **28.8%** | **25.4%** | **23.6%** | **25.4%** | **28.2%** | **32.3%** | **27.5%** | **25.9%** | **26.8%** |

# 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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Organic | 18% | 14% | 13% | 43% | 22% | 0% | 16% | 17% | 8% | 10% | 14% | 9% |
| Acquisitions | 0% | 0% | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% |
| Divestitures | -1% | -1% | -1% | -1% | -1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Foreign Currency | +1% | 0% | 1% | 1% | 1% | -1% | 1% | 0% | 2% | 0% | 3% | 1% |
| **TOTAL** | **18%** | **13%** | **14%** | **43%** | **22%** | **-1%** | **17%** | **17%** | **10%** | **10%** | **17%** | **11%** |

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

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

| Total Trimble | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 | Q4-25 | FY-25 | Q1-26 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Organic | 0% | 1% | 3% | 17% | 5% | 2% | 8% | 10% | 4% | 6% | 12% | 10% |
| Acquisitions | 5% | 1% | 1% | 1% | 2% | 1% | 1% | 0% | 0% | 1% | 0% | 0% |
| Divestitures | -1% | -14% | -13% | -13% | -10% | -14% | -9% | -8% | -7% | -10% | -3% | 0% |
| Foreign Currency | 0% | 0% | 0% | 0% | 0% | -1% | 1% | 1% | 2% | 1% | 3% | 1% |
| **TOTAL** | **4%** | **-12%** | **-9%** | **5%** | **-3%** | **-12%** | **1%** | **3%** | **-1%** | **-3%** | **12%** | **11%** |

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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 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 | $1,577 |
| Field Systems | 273 | 283 | 290 | 289 | 304 | 308 | 328 | 341 | 358 | 358 | 386 | 409 | 400 | 399 |
| Transportation & Logistics | 451 | 614 | 624 | 626 | 631 | 641 | 649 | 649 | 525 | 492 | 501 | 508 | 525 | 533 |
| **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** | **$2,509** |

| 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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| AECO | 19% | 19% | 18% | 17% | 18% | 18% | 18% | 18% | 19% | 16% | 17% | 16% | 14% | 14% |
| Field Systems | 12% | 12% | 12% | 12% | 13% | 16% | 18% | 21% | 24% | 17% | 18% | 20% | 12% | 12% |
| Transportation & Logistics | 4% | 5% | 5% | 4% | 4% | 6% | 5% | 5% | 4% | 5% | 5% | 7% | 8% | 7% |
| **Total** | **13%** | **14%** | **13%** | **13%** | **13%** | **14%** | **14%** | **14%** | **15%** | **13%** | **14%** | **14%** | **12%** | **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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Revenue | $85 | NA | NA | NA | $85 | NA | NA | NA | NA | $0 | NA | NA |
| Operating Income | 8 | NA | NA | NA | 8 | NA | NA | NA | NA | 0 | NA | NA |
| Operating Margin | 9.8% | NA | NA | NA | 9.8% | NA | NA | NA | NA | 0.0% | NA | 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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Revenue | $79 | $74 | $73 | $72 | $298 | $23 | NA | NA | NA | $23 | NA | NA |
| Operating Income | 9 | 9 | 10 | 8 | 35 | 0 | NA | NA | NA | 0 | NA | NA |
| Operating Margin | 11.2% | 12.1% | 13.2% | 10.8% | 11.8% | 0.0% | NA | NA | NA | 0.0% | NA | 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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Revenue | NA | NA | NA | $90 | $90 | NA | NA | NA | NA | $0 | NA | NA |
| Operating Income | NA | NA | NA | 62 | 62 | NA | NA | NA | NA | 0 | NA | NA |
| Operating Margin | NA | NA | NA | 68.5% | 68.5% | NA | NA | NA | NA | 0.0% | NA | 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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Revenue | $164 | $74 | $73 | $163 | $474 | $23 | NA | NA | NA | $23 | NA | NA |
| Operating Income | 17 | 9 | 10 | 70 | 105 | 0 | NA | NA | NA | 0 | NA | NA |
| Operating Margin | 10.5% | 12.1% | 13.2% | 42.9% | 22.3% | 0.0% | NA | NA | NA | 0.0% | NA | 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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| AECO | $339 | $300 | $306 | $338 | $1,283 | $335 | $350 | $358 | $454 | $1,499 | $391 | $389 |
| Field Systems | 334 | 379 | 375 | 359 | 1,447 | 359 | 393 | 409 | 379 | 1,539 | 409 | 442 |
| Transportation & Logistics | 116 | 117 | 122 | 123 | 479 | 123 | 133 | 134 | 136 | 527 | 140 | 141 |
| **TOTAL** | **$790** | **$796** | **$803** | **$821** | **$3,210** | **$818** | **$876** | **$901** | **$970** | **$3,565** | **$940** | **$972** |

| 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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| AECO | $127 | $79 | $89 | $105 | $400 | $92 | $106 | $114 | $200 | $512 | $123 | $119 |
| Field Systems | 90 | 110 | 124 | 112 | 436 | 107 | 121 | 137 | 114 | 478 | 118 | 146 |
| Transportation & Logistics | 27 | 27 | 31 | 30 | 116 | 26 | 29 | 35 | 31 | 121 | 34 | 34 |
| Unallocated Corporate | (27) | (30) | (29) | (34) | (120) | (26) | (33) | (31) | (32) | (123) | (32) | (38) |
| **TOTAL** | **$217** | **$185** | **$215** | **$214** | **$832** | **$198** | **$223** | **$254** | **$313** | **$988** | **$243** | **$261** |

| 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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| AECO | 37.4% | 26.4% | 29.1% | 31.2% | 31.2% | 27.3% | 30.4% | 31.8% | 44.1% | 34.2% | 31.5% | 30.6% |
| Field Systems | 26.9% | 28.9% | 33.0% | 31.2% | 30.1% | 29.7% | 30.8% | 33.4% | 30.0% | 31.1% | 28.8% | 32.9% |
| Transportation & Logistics | 23.6% | 23.0% | 25.7% | 24.2% | 24.1% | 21.2% | 21.5% | 25.8% | 22.9% | 22.9% | 24.2% | 24.0% |
| **TOTAL** | **27.5%** | **23.3%** | **26.8%** | **26.1%** | **25.9%** | **24.2%** | **25.4%** | **28.2%** | **32.3%** | **27.7%** | **25.9%** | **26.8%** |

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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Organic | 18% | 14% | 13% | 17% | 16% | 0% | 16% | 17% | 32% | 16% | 14% | 9% |
| Acquisitions | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% |
| Divestitures | -1% | -1% | -1% | -1% | -1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Foreign Currency | 0% | 0% | 0% | 0% | 0% | -1% | 1% | 1% | 2% | 1% | 3% | 1% |
| **TOTAL** | **18%** | **13%** | **14%** | **17%** | **16%** | **-1%** | **17%** | **17%** | **34%** | **17%** | **17%** | **11%** |

| 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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Organic | 1% | -8% | -2% | 2% | -2% | 6% | 3% | 8% | 4% | 5% | 12% | 12% |
| Acquisitions | 0% | 3% | 2% | 4% | 2% | 3% | 0% | 0% | 0% | 1% | 0% | 0% |
| Divestitures | -1% | -1% | -1% | -1% | -1% | -1% | 0% | 0% | 0% | 0% | 0% | 0% |
| Foreign Currency | 0% | 0% | 0% | 0% | 0% | -1% | 1% | 1% | 1% | 1% | 2% | 1% |
| **TOTAL** | **0%** | **-7%** | **-1%** | **5%** | **-1%** | **8%** | **4%** | **9%** | **6%** | **6%** | **14%** | **13%** |

| 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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Organic | 7% | 7% | 10% | 8% | 8% | 5% | 8% | 4% | 4% | 5% | 7% | 5% |
| Acquisitions | 62% | 0% | 0% | 0% | 11% | 3% | 3% | 3% | 3% | 3% | 0% | 0% |
| Divestitures | -3% | -2% | -1% | -1% | -1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Foreign Currency | 0% | -1% | 0% | -1% | 0% | -2% | 2% | 3% | 4% | 2% | 5% | 1% |
| **TOTAL** | **66%** | **4%** | **8%** | **7%** | **17%** | **6%** | **13%** | **10%** | **11%** | **10%** | **13%** | **6%** |

| 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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Organic | 8% | 1% | 5% | 9% | 6% | 3% | 9% | 11% | 16% | 10% | 12% | 10% |
| Acquisitions | 6% | 1% | 1% | 2% | 3% | 2% | 0% | 0% | 0% | 1% | 0% | 0% |
| Divestitures | -1% | -1% | -1% | -1% | -1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Foreign Currency | 0% | 0% | 0% | 0% | 0% | -1% | 1% | 1% | 2% | 1% | 3% | 1% |
| **TOTAL** | **14%** | **2%** | **6%** | **10%** | **8%** | **4%** | **10%** | **12%** | **18%** | **11%** | **15%** | **11%** |

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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 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 | $1,577 |
| Field Systems | 255 | 266 | 274 | 281 | 288 | 308 | 328 | 341 | 358 | 358 | 386 | 409 | 400 | 399 |
| Transportation & Logistics | 242 | 405 | 411 | 420 | 425 | 435 | 444 | 446 | 459 | 492 | 501 | 508 | 525 | 533 |
| **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** | **$2,509** |

| 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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| AECO | 19% | 19% | 18% | 17% | 18% | 18% | 18% | 18% | 19% | 16% | 17% | 16% | 14% | 14% |
| Field Systems | 12% | 12% | 13% | 15% | 14% | 17% | 19% | 21% | 25% | 17% | 18% | 20% | 12% | 12% |
| Transportation & Logistics | 7% | 9% | 7% | 7% | 10% | 9% | 9% | 8% | 7% | 8% | 7% | 7% | 9% | 7% |
| **Total** | **15%** | **16%** | **15%** | **15%** | **16%** | **16%** | **16%** | **16%** | **17%** | **14%** | **15%** | **14%** | **13%** | **12%** |

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 | Q2-26 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Revenue, As-Reported | $953 | $871 | $876 | $983 | $3,683 | $841 | $876 | $901 | $970 | $3,587 | $940 | $972 |
| Less: Agriculture | (85) | NA | NA | NA | (85) | NA | NA | NA | NA | 0 | NA | NA |
| Less: Mobility | (79) | (74) | (73) | (72) | (298) | (23) | NA | NA | NA | (23) | NA | NA |
| Less: 53rd Week | 0 | 0 | 0 | (90) | (90) | NA | NA | NA | NA | 0 | NA | NA |
| Revenue, As-Adjusted | $790 | $796 | $803 | $821 | $3,210 | $818 | $876 | $901 | $970 | $3,565 | $940 | $972 |
| | | | | | | | | | | | | |
| GAAP Operating Income, As-Reported | $109 | $62 | $117 | $174 | $461 | $98 | $128 | $151 | $216 | $592 | $144 | $132 |
| Add: Amort. of purchased intangible assets | 55 | 54 | 45 | 45 | 199 | 42 | 43 | 44 | 44 | 172 | 43 | 44 |
| Add: Acquisition / divestiture items | 24 | 34 | 17 | 6 | 82 | 9 | 3 | 1 | 6 | 19 | 6 | 24 |
| Add: Stock-based comp. / deferred comp. | 39 | 38 | 38 | 49 | 164 | 38 | 41 | 37 | 37 | 151 | 44 | 44 |
| Add: Restructuring and other costs | 8 | 6 | 8 | 11 | 32 | 12 | 8 | 22 | 11 | 54 | 6 | 16 |
| Non-GAAP Operating Income, As-Reported | $234 | $194 | $225 | $284 | $937 | $198 | $223 | $254 | $313 | $988 | $243 | $261 |
| Less: Agriculture Non-GAAP Operating Income | (8) | NA | NA | NA | (8) | 0 | NA | NA | NA | 0 | NA | NA |
| Less: Mobility Non-GAAP Operating Income | (9) | (9) | (10) | (8) | (35) | 0 | NA | NA | NA | 0 | NA | NA |
| Less: 53rd Week Non-GAAP Operating Income | 0 | 0 | 0 | (62) | (62) | 0 | NA | NA | NA | 0 | NA | NA |
| Non-GAAP Operating Income, As-Adjusted | $217 | $185 | $215 | $214 | $832 | $198 | $223 | $254 | $313 | $988 | $243 | $261 |
| | | | | | | | | | | | | |
| Non-GAAP Operating Income, As-Reported | $234 | $194 | $225 | $284 | $937 | $198 | $223 | $254 | $313 | $988 | $243 | $261 |
| Add: Depreciation & cloud computing amort. | 11 | 12 | 12 | 15 | 49 | 12 | 12 | 12 | 12 | 49 | 12 | 12 |
| Add: Equity Method Income | 6 | 8 | 1 | 0 | 14 | 2 | 5 | 3 | 0 | 9 | 3 | 5 |
| Adjusted EBITDA, As-Reported | $251 | $214 | $237 | $298 | $1,000 | $212 | $240 | $269 | $325 | $1,046 | $258 | $278 |
| Less: Agriculture EBITDA | (8) | NA | NA | NA | (8) | 0 | NA | NA | NA | 0 | NA | NA |
| Less: Mobility EBITDA | (10) | (10) | (10) | (8) | (37) | 0 | NA | NA | NA | 0 | NA | NA |
| Less: 53rd Week EBITDA | 0 | 0 | 0 | (62) | (62) | 0 | NA | NA | NA | 0 | NA | NA |
| Adjusted EBITDA, As-Adjusted | $233 | $204 | $227 | $228 | $893 | $212 | $240 | $269 | $325 | $1,046 | $258 | $278 |

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.