Supplemental Information for the Third Quarter of 2026

The following is a summary of our Q3-2026 results and updated FY-2026 and Q4-2026 guidance:

Q3-2026 Results

- Trimble: +7% organic revenue growth; +10% organic ARR growth
  - Non-GAAP gross margin of 70.5%, -70 bps year-over-year when compared to Q3'25
  - Adjusted EBITDA margin of 28.8%, -110 bps year-over-year when compared to Q3'25
  - Strong recurring revenue growth in AECO offset by headwinds in Field Systems and T&L
  - Gross margin and operating margin down as expected, impacted by product mix and prior year comparison in Field Systems

- AECO: +9% organic revenue growth; +13% organic ARR growth
  - ARR growth continues in-line with long-term expectations
  - Trimble Construction One bundles/cross-sell driving bookings growth and consistent net retention
  - Increasing operating margin guide to 36% in FY'26

- Field Systems: +7% organic revenue growth; +5% organic ARR growth
  - Solid revenue growth in Civil Construction and Geospatial, led by data center build outs, utilities, and energy infrastructure
  - ARR growth continued to moderate; strong growth continues in core Civil and Geospatial offerings like WorksPlus
  - Operating margins down primarily due to product mix, trade show timing, and strong prior year comparison

- T&L: +2% organic revenue growth; +5% organic ARR growth
  - 5% organic ARR growth moderated; freight market remains challenging
  - AI enabled offerings grew 20%+
  - Operating margins continue to expand as expected

FY-2026 and Q4-2026 Guidance

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

Full Year 2026 Outlook	
Organic ARR Growth	≈10%
Revenue	$3.91B to $3.94B
Total Growth[(1)]	+10% to +11%
Organic Growth[(1)]	+9% to +10%
Non-GAAP Operating Margin	28.2% to 28.5%
Adj. EBITDA Margin	29.8% to 30.0%
Non-GAAP EPS	$3.63 to $3.69
Free Cash Flow	≈0.9x Non-GAAP Net Income

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

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

Q4'26 Outlook	
Organic ARR Growth	≈10%
Revenue	$1.031B to $1.061B
Total Growth	+6% to +9%
Organic Growth	+6% to +10%
Non-GAAP Operating Margin	32.8% to 33.4%
Adj. EBITDA Margin	34.1% to 34.7%
Non-GAAP EPS	$1.13 to $1.19

FY26 Segment Details and Outlook

FY 2026 Segment Details and Outlook[1]			
	AECO	**Field Systems**	**T&L**
Revenue	≈$1.69B (FY'25=$1.5B)	≈$1.68B (FY'25=$1.54B)	≈$555M (FY'25=$527M)[1]
Organic revenue growth Y/Y %	+Low-teens %	+HSD %	+MSD %
Organic ARR growth Y/Y %	≈13%	+LSD %	+MSD %
Operating Income Margin %	≈36%	≈30%	≈25%

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

Other Guidance Assumptions

$M	FY-2026
Unallocated Corporate Expense	≈$135M
Depreciation	≈$49M
Equity Income	≈$12M
Other Non-operating Income (Expense)	≈($10M)
Net Interest Expense	≈$82M
Tax Rate	≈17.2%
Average Diluted Shares Outstanding	≈234M

Cash flow commentary

- Cash flow progressing as expected
- $224M buyback in Q3'26 with $768M remaining on authorization[1]

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	≈23.9%	≈21.8%	≈21.5%
Q2-26	≈24.8%	≈23.4%	≈23.4%
Q3-26	≈24.6%	≈23.6%	≈23.5%
Q4-26	≈26.7%	≈31.2%	≈31.7%
Total	100%	100%	100%

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

[1] Includes $8 million in transit shares settled in early Q4'26.

2027 Commentary

- 2026 exit ARR organic growth rate represents a good starting point with no expected deceleration next year
- FY27 does not have a January 1st. January 1, 2027 falls in Q4'26, while January 1, 2028 falls in Q1'28.
- As a result, the absence of a January 1 in fiscal 2027 is expected to cause a headwind to revenue of $90M and a headwind of $90M to operating income. Excluding these impacts, we expect 2027 revenue growth to be in line with our long term plan, and for EPS growth at the high end of our long term algorithm of low to mid teens growth. Reported revenue growth and EPS will be lower.
- ARR and free cash flow in FY27 are unaffected by the fiscal year timing.