

Trimble Inc.

Investor Presentation

February 2026



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; 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 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.

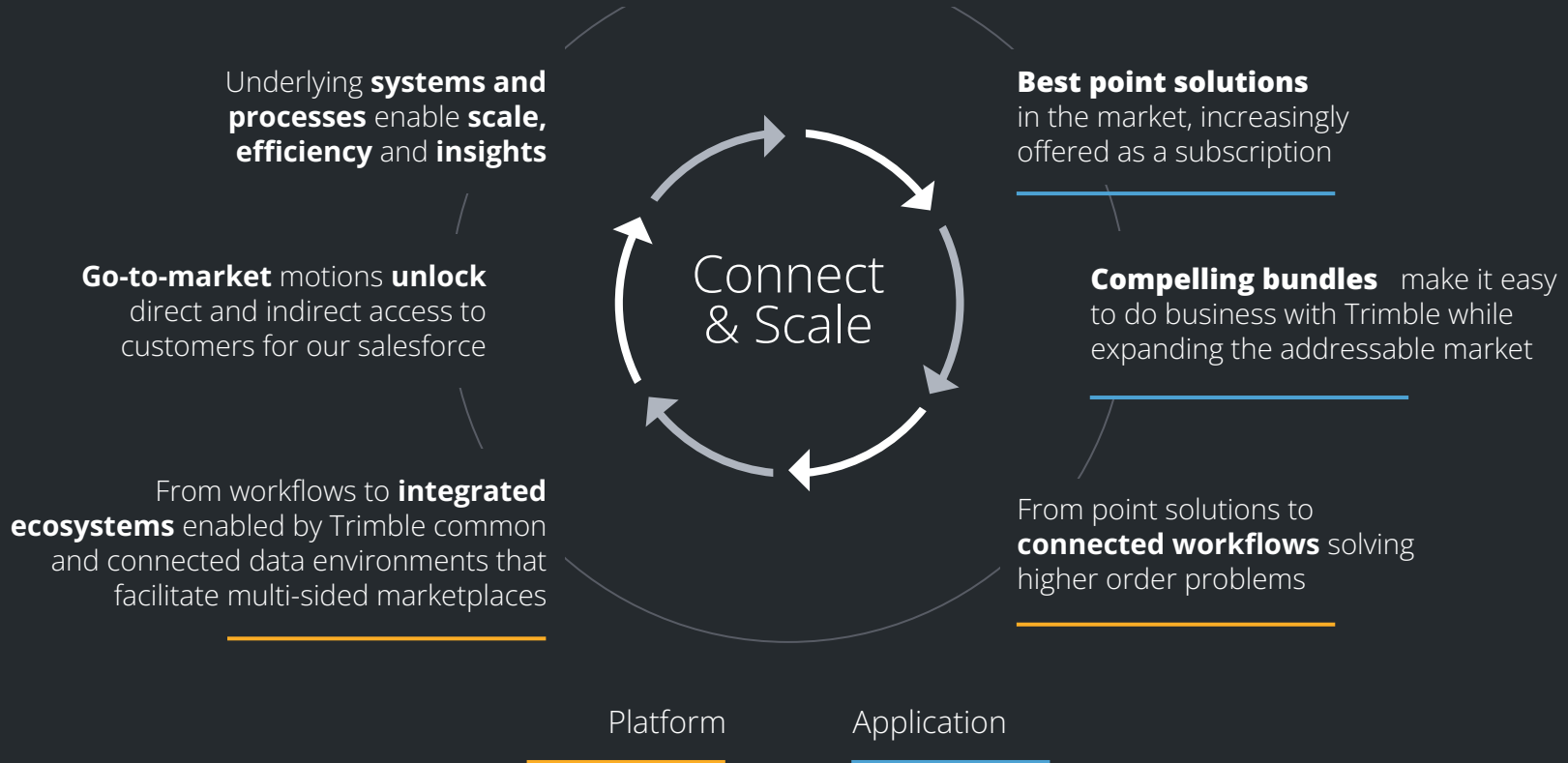
To help our investors understand our past financial performance and our future results, as well as our performance relative to competitors, we supplement the financial results that we provide in accordance with generally accepted accounting principles, or GAAP, with non-GAAP financial measures. The following 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 investor.trimble.com.



Trimble is the global technology company connecting the physical and digital worlds, empowering customers in essential industries to unlock insights, take intelligent action, and get hard work done.



Connect & Scale is an Application and Platform Strategy





Trimble **model transformation**

OUR STRATEGY IS **COMPOUNDING FINANCIAL RETURNS**

Key statistics	2020	2025
ARR	\$1.3B	\$2.4B
Revenue	\$3.2B	\$3.6B
Recurring revenue % of total	40%	65%
SW/services/recurring % of revenue	58%	79%
Non-GAAP gross margin %	59%	72%
Non-GAAP operating margin %	23%	28%
Adjusted EBITDA % of revenue	25%	29%
Net working capital % of revenue	<0%	Negative

Since 2020:

23 Divestitures

13 Acquisitions

≈+14% Organic ARR CAGR

≈+400 bps Adjusted EBITDA %



Investment highlights

1

We are
**purpose
driven**

2

We serve
**attractive
markets**

3

We have
**a differentiated
strategy**

4

We have
**the right
team**

5

We have
**a compelling
business
model**



Investment highlights

1

We are **purpose driven**

- Enabling our customers to do their life's work, better
- Delivering compelling customer outcomes: better, faster, safer, cheaper, greener

2

We serve **attractive markets**

- Serving \$72B addressable global market - underserved and underpenetrated
- Focusing on industries undergoing rapid digitization - with secular growth characteristics

3

We have **a differentiated strategy**

- Leveraging the breadth and depth of Trimble technology with our unique ability to connect the physical and digital worlds
- Connecting workflows across industry lifecycles and mixed fleets to deliver better outcomes

4

We have **the right team**

- Building and nurturing a world class culture
- Executing our Connect & Scale strategy with disciplined capital allocation

5

We have **a resilient and compelling business model**

- Growth potential in the form of market growth + penetration + cross-sell + upsell + bundling value
- Focusing on asset-light, and increasingly recurring revenue business models that drive platform value



Our customers drive the world's essential industries.

The jobs our customers do every day help to shape the quality of life for people around the world. For such high-stakes work, they turn to Trimble to deliver a better tomorrow.

- **Construction**
Building and maintaining vital infrastructure
- **Geospatial**
Digitally measuring and mapping our world
- **Transportation**
Moving goods across global supply chains
- **Agriculture (via the AGCO JV)**
Enabling a safe and reliable food supply



Our connected solution sets

AECO

- Architecture & design software
- Engineering & BIM software focused on highest value construction trades
- Construction management software
- Owner capital program management & asset management software



Field Systems

- Geospatial solutions for surveying & reality capture
- Civil construction solutions for machine control & guidance automation systems
- Advanced positioning GNSS-centric technology portfolio



Transportation

- Mapping, routing and navigation software
- Enterprise solutions for Transportation Management systems (TMS) & maintenance
- Transportation management platform connecting shippers, carriers & brokers





Trimble at a glance

Our mission & vision

Trimble is transforming the way the world works by delivering products and services that connect the physical and digital worlds.

Our right to win

Trimble is uniquely positioned with the people, patents, reach, and interconnected scale to accelerate industrial transformation.

Financial Strength

\$3.59B

2025 non-GAAP revenue
17% spent on R&D

\$2.39B

2025 ARR

Technology Leadership

1,000+

Unique & active patents

\$631M

Invested in R&D in 2025
65% in software

Global Reach

11,500+

Employees in 40+ countries
1,000+ domain experts | 4,600+ in R&D

175+

Countries in which our
customers work



Why Trimble?

Trimble offers a wide and expanding breadth of reasons to feel confident about our strategic advantages and trajectory of success.

Expertise

- Leader in positioning, modeling, and analytics
- Strong partnerships and collaborations with industry leaders
- Proven ROI through efficiency and cost savings

Domain Knowledge

- 45+ years of data insights
- Access to vast datasets across multiple industries
- Engages machine learning and AI to uncover data insights

Innovation

- \$631M investment in research and development (2025)
- 1,000+ active patents
- Hardware and software that connects field and office



Connected Data Environments

Modeling
Design, planning,
visualization, cost
optimization and
operations



**Positioning
& Sensing**
Sensing and
measuring by
location

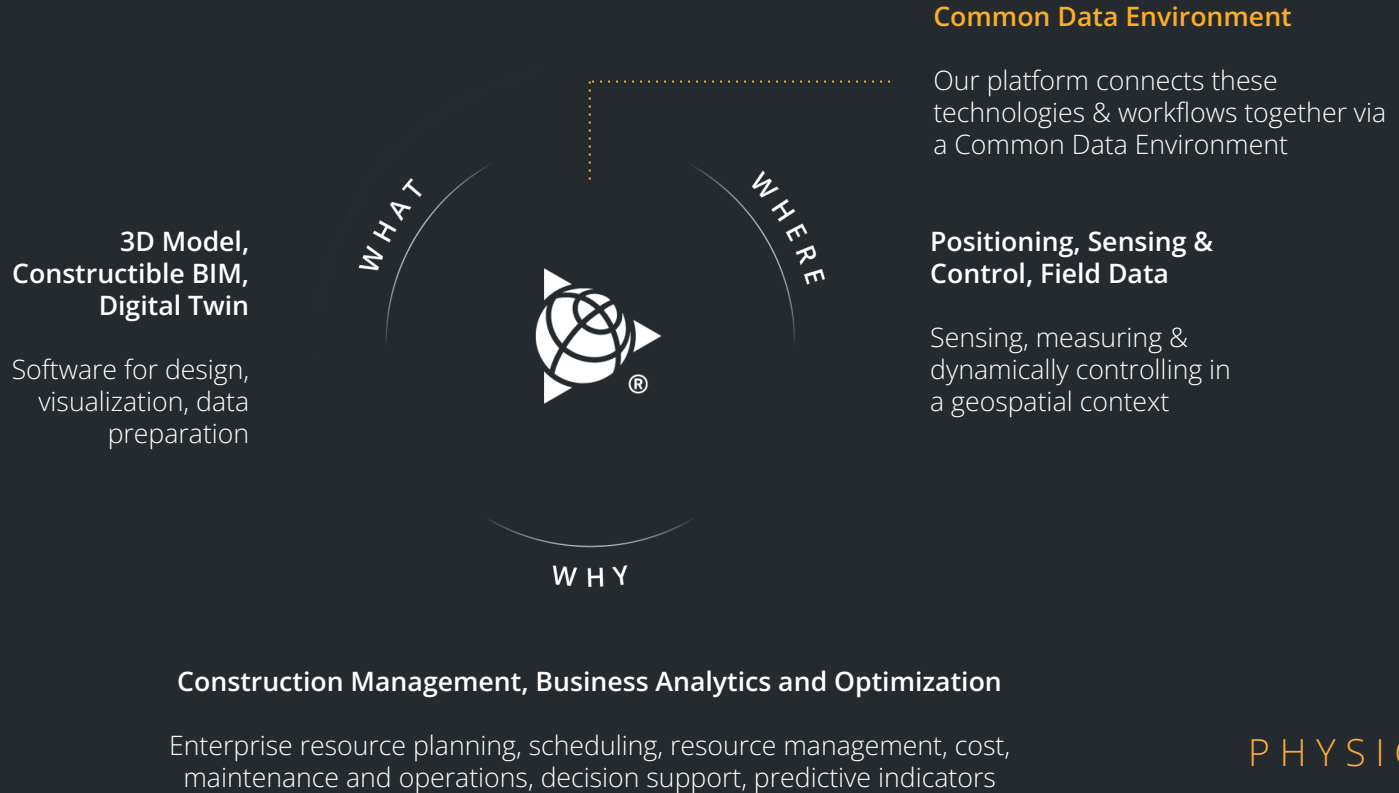
Analytics & Optimization
Decision support, predictive indicators

DIGITAL

PHYSICAL



Trimble Construction is uniquely positioned to connect between the digital and physical worlds



DIGITAL

PHYSICAL



Trimble Transportation is uniquely positioned to connect between the digital and physical worlds

Procurement, Routing, Dispatch, Fleet Maintenance and Actionable Visibility

Software for planning, execution, and visibility of freight movements



Common Data Environment

Our Trimble Transportation Cloud connects these technologies & workflows together via a Common Data Environment

Equipment location & status updates, driver workflows, and compliance

Near real time positioning, fault code sensing, and driver management in context to the route plan

Order to Cash, Business Analytics and Optimization

Enterprise resource planning, network design, scheduling, resource management, cost, maintenance and operations, decision support, predictive indicators

DIGITAL

PHYSICAL



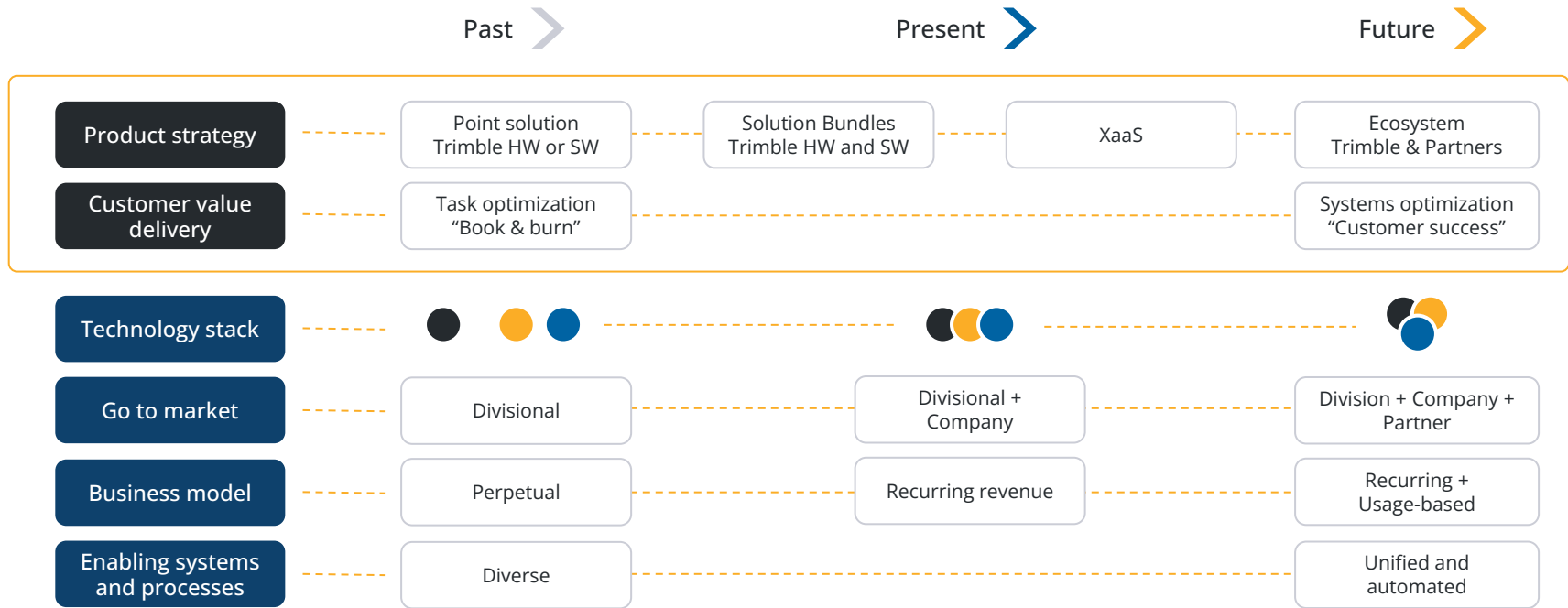
Connect & Scale

is our customer-driven strategy to unlock the growth potential of Trimble





Connect & Scale transforms how we do business and deliver breakthrough customer value



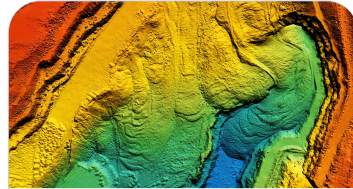


The breadth and depth of Trimble's reach into served markets provides the basis for a unique strategy to transform the way the world works



Construction

- Over \$1 trillion of capital funding managed with our technology
- Over \$500 billion of construction project value managed through our ERP
- Majority of ENR 400 as customers



Geospatial

- 15 billion acres of habitable (physical) land on earth that gets digitized
- Hundreds of thousands of instruments in the field



Transportation

- Over 90% of top 200 trucking companies in North America
- Over 30% of capacity in North America moves through our solutions
- Managing millions of vehicles and assets



Agriculture

(via the AGCO JV)

- Over 180 million acres of farm
- Over 400,000 displays in the field
- Over 145,000 users of our correction services

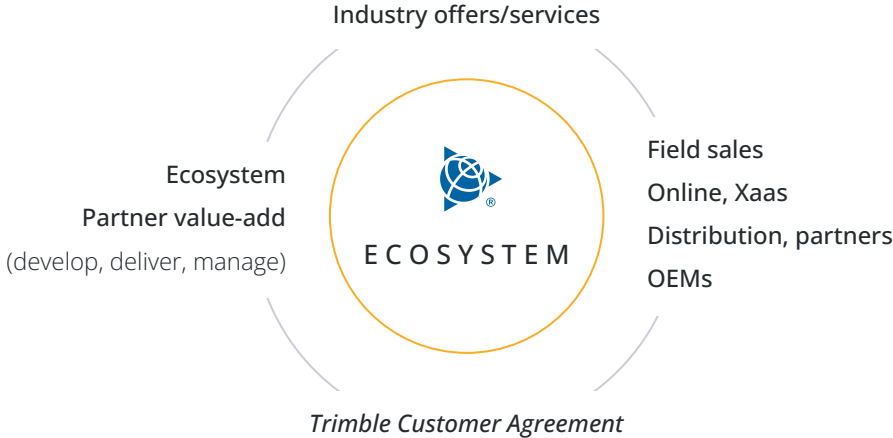


Our go to market strategy is evolving to provide customers a **unified customer experience while optimizing global reach**

Point products -> Subscription bundles



Unified platform customer experience





We deliver industry transformation **better, faster, safer, cheaper, and greener**

Potential industry-wide savings with adoption of technology solutions

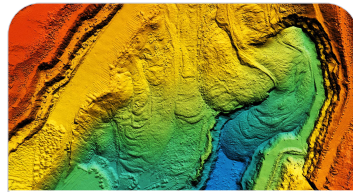


Construction

80/30⁽¹⁾

MMtCO₂e/% efficiency gains per year

Fewer passes on construction site yields reduced machine time



Geospatial

40/1⁽²⁾

MMtCO₂e/% efficiency gains per year

Helping to minimize scrap, rework, and resource waste

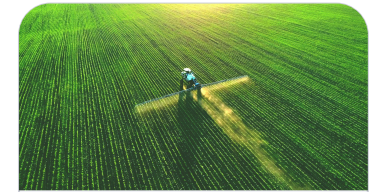


Transportation

90/5⁽³⁾

MMtCO₂e/% efficiency gains per year

Improved capacity utilization & route optimization reduces fuel use



Agriculture (via the AGCO JV)

40/15⁽⁴⁾

MMtCO₂e/% efficiency gains per year

Most efficient field navigation and disbursement of agricultural inputs

(1) Sources: Caterpillar Malaga Study, Skanska, Reykjavik University, Anthesis, Trimble internal analysis

(2) Source: McKinsey Construction Decarbonization, Trimble internal analysis

(3) Sources: Vnomics, IEA Tracking Transport, Statista, Trimble internal analysis

(4) Sources: AEM, Reuters, FAO, World Bank, WEF, USTrust, Sustainability, Trimble internal analysis



We have set **ambitious carbon reduction goals for ourselves** in line with the Paris Agreement and a net-zero future by 2050



Transforming the Way We Work
Sciencebasedtargets.org

Trimble establishes Science Based Targets

Trimble sources **100% renewable electricity**

50% reduction of absolute Scope 1, 2, and 3** emissions
 ** Scope 3 emissions: includes emissions from fuel and energy related activities, business travel, and upstream transportation and distribution.

2021

2025

2030

2022

2022

2030+BEYOND

Trimble **receives approval of its targets** from the Science Based Targets Initiative

70% of Trimble suppliers* have Science Based Targets
 * 70% of Trimble's suppliers by emissions covering purchased goods and services and capital goods

Trimble solutions continue to **support our customers** to achieve their own climate goals

Note: Under proposed SEC rules, there will be additional disclosure and third party certification with respect to greenhouse gas emissions targets disclosed on this slide.



Thank you