



Fourth Quarter and Full Year 2025 Earnings

February 18, 2026

Safe Harbor Statement

These materials include projections and other forward-looking statements regarding Garmin Ltd. and its business that are commonly identified by words such as “anticipates,” “would,” “may,” “expects,” “estimates,” “plans,” “intends,” “projects,” and other words or phrases with similar meanings. Any statements regarding the Company’s expected fiscal 2026 GAAP and pro forma estimated earnings, EPS, and effective tax rate, and the Company’s expected segment revenue growth rates, consolidated revenue, gross margins, operating margins, tariffs and other global trade related impacts, potential future acquisitions, share repurchase programs, currency movements, expenses, pricing, new product launches, market reach, statements relating to possible future dividends, and the Company’s plans and objectives are forward-looking statements. The forward-looking events and circumstances discussed in this release may not occur and actual results could differ materially as a result of risk factors and uncertainties affecting Garmin, including, but not limited to, the risk factors that are described in the Annual Report on Form 10-K for the year ended December 27, 2025 filed by Garmin with the Securities and Exchange Commission (Commission file number 001-41118). A copy of Garmin’s 2025 Form 10-K can be downloaded from <https://www.garmin.com/en-US/investors/sec/>. All information provided in this presentation and in the attachments is as of December 27, 2025. Undue reliance should not be placed on the forward-looking statements in this webcast, which are based on information available to us on the date hereof. We undertake no duty to update this information unless required by law.

Business Update

Cliff Pemble
President and CEO

Consolidated Q4 2025

Revenue
\$2.12B
17% y/y growth

Operating income
\$614M
19% y/y growth

Operating margin
28.9%

BUSINESS INSIGHTS

- Record fourth quarter consolidated revenue and operating income
- Double-digit revenue growth driven by strong results in fitness, aviation, and marine segments
- Record fourth quarter pro forma EPS of \$2.79, up 16% over the prior-year quarter

Consolidated FY 2025

Revenue
\$7.25B
15% y/y growth

Operating income
\$1.88B
18% y/y growth

Operating margin
25.9%

BUSINESS INSIGHTS

- Record consolidated full year revenue and operating income
- Record revenue in each of our five segments
- Optimistic outlook for 2026
- Proposing a 17% dividend increase
- Board of Directors recently approved a \$500 million share repurchase program

Fitness

FY 2025

Revenue

\$2.36B

33% y/y growth

Operating income

\$726M

50% y/y growth

Operating margin

31%

SEGMENT INSIGHTS

- Revenue growth led by strong demand for wearables, with outstanding operating results
- Announced collaboration with Truemed to assist customers with using pre-tax HSA/FSA funds for select Garmin products
- Recently published Garmin Connect Data Report showing an 8% increase in activity levels over the prior year
- Enhanced Connect+ with addition of AI-based nutrition tracking

Outdoor FY 2025

Revenue
\$2.05B
5% y/y growth

Operating income
\$690M
2% y/y decline

Operating margin
34%

SEGMENT INSIGHTS

- Revenue growth led by strong demand for adventure watches
- Launched inReach Mini 3 Plus satellite communicator with voice, text and photo sharing
- Received several CES Innovation Awards for groundbreaking achievements in technology

Aviation FY 2025

Revenue

\$987M

13% y/y growth

Operating income

\$257M

22% y/y growth

Operating margin

26%

SEGMENT INSIGHTS

- Revenue growth driven by both OEM and aftermarket product categories
- Launched D2 Air X15 and D2 Mach 2 smartwatches
- G5000H flight deck selected for Brazilian Air Force UH-60 Black Hawk helicopters
- First customer use of Autoland showcases the power of this extraordinary safety technology

Marine FY 2025

Revenue

\$1.18B

10% y/y growth

Operating income

\$251M

6% y/y growth

Operating margin

21%

SEGMENT INSIGHTS

- Revenue growth driven by multiple categories led by chartplotters
- Expanded our flagship chartplotter lineup with premium GPSMAP 9000xsv
- Launched Garmin OnBoard man overboard and engine cutoff solution for boaters
- Named Most Innovative Marine Company along with other industry accolades

Auto OEM FY 2025

Revenue
\$665M
9% y/y growth

Operating income
(\$49M)

Operating margin
(7%)

SEGMENT INSIGHTS

- Revenue growth driven by increased shipments of domain controllers
- Showcased our next-gen Unified Cabin at the recent Consumer Electronics Show, including a collaboration with Meta
- Announcing our next large domain controller program is with Mercedes-Benz, with significant production volumes ramping in 2027
- Shift certain R&D resources to other segments

Financial Update

Doug Boessen
CFO and Treasurer

Income Statement

Q4

(in millions)	Q4 2025	Q4 2024	Y/Y
Net sales	\$2,125	\$1,823	17%
Gross profit	1,258	1,080	17%
<i>Margin %</i>	<i>59.2%</i>	<i>59.3%</i>	<i>(10 bps)</i>
Operating expenses	644	564	14%
Operating income	\$614	\$516	19%
<i>Margin %</i>	<i>28.9%</i>	<i>28.3%</i>	<i>60 bps</i>
GAAP EPS	\$2.73	\$2.25	21%
Pro Forma EPS	\$2.79	\$2.41	16%

Income Statement

Full Year

(in millions)	2025	2024	Y/Y
Net sales	\$7,246	\$6,297	15%
Gross profit	4,256	3,697	15%
<i>Margin %</i>	<i>58.7%</i>	<i>58.7%</i>	-
Operating expenses	2,380	2,103	13%
Operating income	\$1,876	\$1,594	18%
<i>Margin %</i>	<i>25.9%</i>	<i>25.3%</i>	<i>60 bps</i>
GAAP EPS	\$8.59	\$7.30	18%
Pro Forma EPS	\$8.56	\$7.39	16%

Revenue Q4

(in millions)	Q4 2025	Q4 2024	Change
Fitness	\$766	\$539	42%
Outdoor	628	629	0%
Aviation	274	237	16%
Marine	297	251	18%
Auto OEM	160	166	(3%)
Total	\$2,125	\$1,823	17%

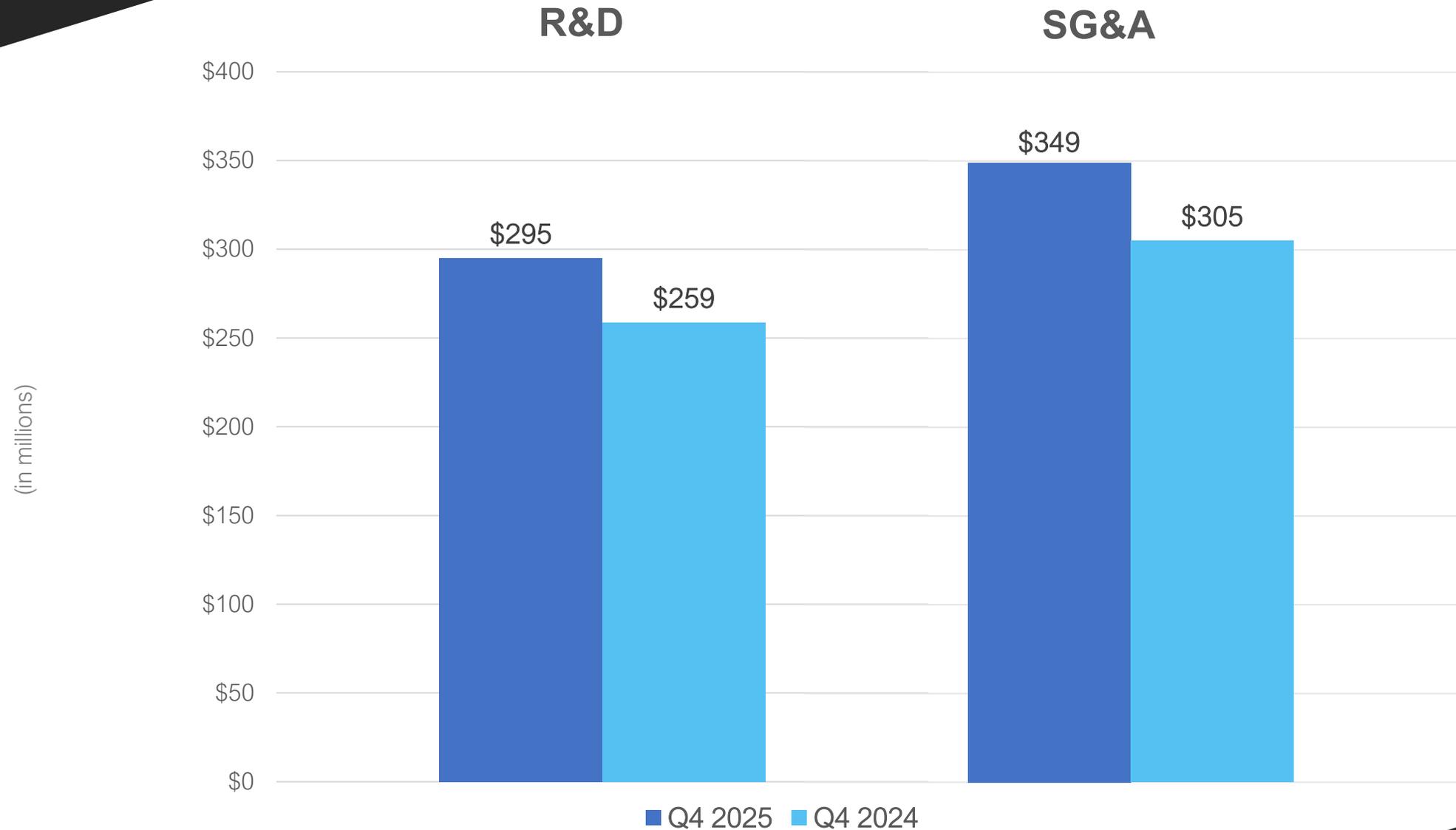
(in millions)	Q4 2025	Q4 2024	Change
Americas	\$1,035	\$855	21%
EMEA	803	701	14%
APAC	288	266	8%
Total	\$2,125	\$1,823	17%

Revenue Full Year

(in millions)	2025	2024	Change
Fitness	\$2,357	\$1,774	33%
Outdoor	2,054	1,962	5%
Aviation	987	877	13%
Marine	1,183	1,073	10%
Auto OEM	665	611	9%
Total	\$7,246	\$6,297	15%

(in millions)	2025	2024	Change
Americas	\$3,454	\$3,036	14%
EMEA	2,742	2,319	18%
APAC	1,050	942	12%
Total	\$7,246	\$6,297	15%

Operating Expenses



Other Financial Items

FY 2025

Balance Sheet

Cash and Marketable Securities

\$4.13B

Accounts Receivable

\$1.25B

Inventory

\$1.77B

Cash Flow

Free Cash Flow

\$1.36B

Capital Expenditures

\$270M

Dividends Paid

\$664M

Share Repurchases

\$181M

Taxes

Pro Forma
Effective Tax Rate

17.4%

Guidance

2026

Revenue	\$7.9 billion
Gross margin	58.5%
Operating margin	25.5%
Pro forma Tax rate	16.0%
Pro forma EPS	\$9.35

All amounts and %'s are approximate.

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Appendix

February 18, 2026

Non-GAAP Financial Information

To supplement our financial results presented in accordance with GAAP, this release includes the following measures defined by the Securities and Exchange Commission as non-GAAP financial measures: pro forma effective tax rate, pro forma net income (earnings) per share and free cash flow. These non-GAAP measures are not based on any comprehensive set of accounting rules or principles and should not be considered a substitute for, or superior to, financial measures calculated in accordance with GAAP, and may be different from non-GAAP measures used by other companies, limiting the usefulness of the measures for comparison with other companies. Management believes providing investors with an operating view consistent with how it manages the Company provides enhanced transparency into the operating results of the Company, as described in more detail by category below.

The tables in the subsequent slides provide reconciliations between the GAAP and non-GAAP measures.

Pro forma effective tax rate

The Company's income tax expense is periodically impacted by discrete tax items that are not reflective of income tax expense incurred as a result of current period earnings. Therefore, management believes the effective tax rate and income tax provision before the effect of certain discrete tax items are important measures to permit investors' consistent comparison between periods. In the full year 2025 and 2024 there were no such discrete tax items identified.

Non-GAAP Financial Information

Pro forma net income (earnings) per share

Management believes that net income (earnings) per share before the impact of foreign currency gains or losses and certain discrete income tax items, as discussed above, is an important measure in order to permit a consistent comparison of the Company's performance between periods.

(In thousands, except per share information)

	13-Weeks Ended		52-Weeks Ended	
	December 27, 2025	December 28, 2024	December 27, 2025	December 28, 2024
GAAP net income	\$ 528,681	\$ 435,734	\$ 1,663,887	\$ 1,411,436
Foreign currency gains / losses ⁽¹⁾	13,734	36,184	(7,847)	20,599
Tax effect of foreign currency gains / losses ⁽²⁾	(2,306)	(5,637)	1,366	(3,450)
Pro forma net income	\$ 540,109	\$ 466,281	\$ 1,657,406	\$ 1,428,585
GAAP net income per share:				
Basic	\$ 2.75	\$ 2.27	\$ 8.65	\$ 7.35
Diluted	\$ 2.73	\$ 2.25	\$ 8.59	\$ 7.30
Pro forma net income per share:				
Basic	\$ 2.81	\$ 2.43	\$ 8.61	\$ 7.44
Diluted	\$ 2.79	\$ 2.41	\$ 8.56	\$ 7.39
Weighted average common shares outstanding:				
Basic	192,336	192,075	192,467	192,060
Diluted	193,777	193,759	193,616	193,281

(1) Foreign currency gains and losses for the Company are driven by movements of a number of currencies in relation to the U.S. Dollar and the related exchange rate impact on the significant cash, receivables, and payables held in a currency other than the functional currency at a given legal entity. However, there is minimal cash impact from such foreign currency gains and losses.

(2) The tax effect of foreign currency gains and losses was calculated using the pro forma effective tax rate of 16.8% and 17.4% for the 13-weeks and fiscal year ended December 27, 2025, respectively, and the pro forma effective tax rate of 15.6% and 16.7% for the 13-weeks and fiscal year ended December 28, 2024, respectively.

Non-GAAP Financial Information

Free cash flow

Management believes that free cash flow is an important liquidity measure because it represents the amount of cash provided by operations that is available for investing and defines it as operating cash flows less capital expenditures for property and equipment. Management believes that excluding purchases of property and equipment provides a better understanding of the underlying trends in the Company's operations and allows more accurate comparisons of the Company's results between periods. This metric may also be useful to investors, but should not be considered in isolation as it is not a measure of cash flow available for discretionary expenditures. The most comparable GAAP measure is net cash provided by operating activities.

(In thousands)

	13-Weeks Ended		52-Weeks Ended	
	December 27, 2025	December 28, 2024	December 27, 2025	December 28, 2024
Net cash provided by operating activities	\$ 553,785	\$ 483,890	\$ 1,633,359	\$ 1,432,471
Less: purchases of property and equipment	(124,173)	(84,702)	(270,446)	(193,571)
Free Cash Flow	\$ 429,612	\$ 399,188	\$ 1,362,913	\$ 1,238,900

Forward-looking financial measures

The forward-looking financial measures in our 2026 guidance include certain economic assumptions such as foreign currency exchange rates and tariffs which are fluid and can rapidly change favorably or unfavorably.

The forward-looking financial measures in our 2026 guidance do not consider the potential future net effect of foreign currency exchange gains and losses, certain discrete tax items and any other impacts that may be identified as pro forma adjustments in calculating the non-GAAP measures described above.

The estimated impact of foreign currency gains and losses cannot be reasonably estimated on a forward-looking basis due to the high variability and low visibility with respect to non-operating foreign currency exchange gains and losses and the related tax effects of such gains and losses. The impact on diluted net income per share of foreign currency gains and losses, net of tax effects, was \$0.03 per share for the 52-weeks ended December 27, 2025.

At this time, management is unable to determine whether or not significant discrete tax items will occur in fiscal 2026, estimate the impact of any such items, or anticipate the impact of any other events that may be considered in the calculation of non-GAAP financial measures.