

Trimble Inc.

Third Quarter 2025
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 it is expecting from its 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, and associated supply chain disruptions, slowing growth, inflationary pressures and fluctuations in interest rates, which may affect demand for our products and services and increase our costs and adversely affect our revenues and profitability, supply chain shortages and disruptions, the pace at which our dealers work through their inventory, changes in our distribution channels, adverse geopolitical developments and the potential impact of the U.S. federal government shutdown and volatility and conflict in the political and economic environment, including the conflicts in the Middle East and between Russia and Ukraine and its direct and indirect impact on our business, foreign exchange fluctuations, the pace we transition our business model towards a subscription model, 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 its quarterly reports on Form 10-Q and its 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** Q3'25 Highlights
- 02** Q3'25 Financial Results
- 03** Segment Financial Results
- 04** FY'25 + Q4'25 Financial Outlook



Rob Painter

President and Chief
Executive Officer

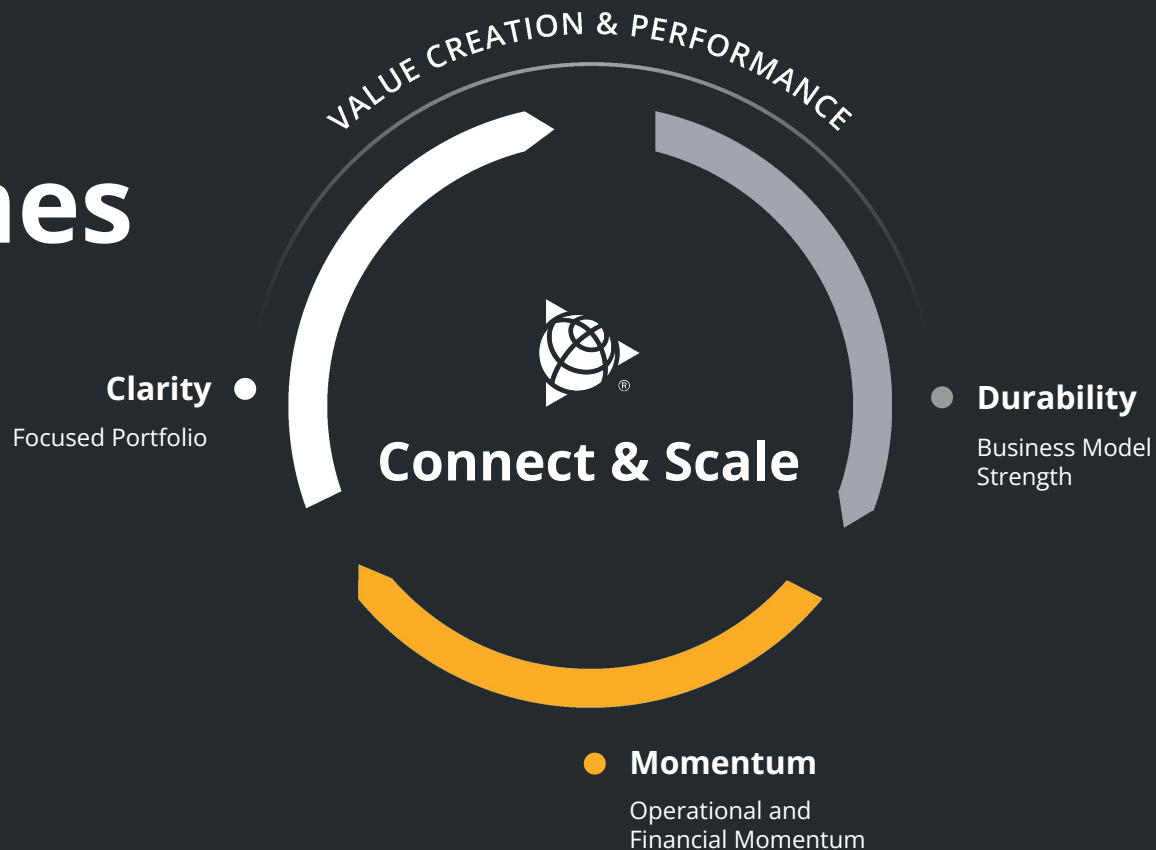


Phil Sawarynski

Chief Financial
Officer



FY'25 Key Themes

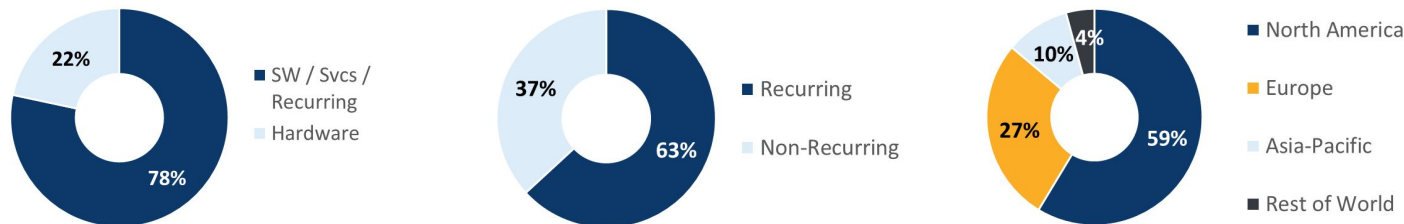




Q3'25 Financial Highlights

| | AS-REPORTED | AS-ADJUSTED ^(1,2) |
|-----------------------------|--|--|
| Revenue | \$901M +10% organic above high end of guidance | \$901M +11% organic above high end of guidance |
| ARR | \$2,310M +14% organic above high end of guidance | \$2,310M +15% organic above midpoint of guidance |
| Non-GAAP EPS ⁽³⁾ | \$0.81 above high end of guidance | NA |

Q3'25 Revenue



1. As-adjusted figures and growth rates exclude the financial results from the mobility business (divested in Q1'25). The as-adjusted numbers provide comparative information for fiscal 2025 organic growth.

2. Organic growth rates exclude the impact of foreign currency translation, M&A and divestitures.

3. See <http://investor.trimble.com> for a reconciliation to the appropriate GAAP measure.



Q3'25 Summary

| (\$M) | THIRD QUARTER, AS-ADJUSTED ^(1,2) | | |
|----------------------------------|---|---------|--------------|
| | Q3'25 | Q3'24 | YoY |
| Revenue | \$901 | \$803 | +11% organic |
| ARR | \$2,310 | \$1,981 | +15% organic |
| Non-GAAP Gross Margin | 71.2% | 70.3% | +90 bps |
| Non-GAAP Operating Income Margin | 28.2% | 26.8% | +140 bps |
| Adjusted EBITDA Margin | 29.9% | 28.3% | +160 bps |

Highlights / Drivers

- Q3'25 organic revenue and ARR growth were ahead of expectations, driven by strong software and recurring revenue growth
- Non-GAAP gross margin and operating margin expansion driven by improved revenue mix and operating leverage

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

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



Balance Sheet and Cash Flow

Year-To-Date Cash Flow

| (\$M) | 2025 | 2024 |
|-------------------------------|-------|-------|
| Operating Cash Flow | \$226 | \$416 |
| Capital Expenditures | \$20 | \$27 |
| Free Cash Flow ⁽²⁾ | \$206 | \$389 |

YTD operating and free cash flow include a \$277M cash tax payment for a gain on sale related to the Agriculture divestiture; cash flow up Y/Y excluding this payment

Balance Sheet

| (\$M) | Q3'25 Actual |
|--|--------------|
| Cash and Equivalents | \$233 |
| Total Debt | \$1,392 |
| Net Debt | \$1,159 |
| TTM As-Adjusted EBITDA ⁽¹⁾ | \$949 |
| Net Debt / TTM As-Adjusted EBITDA ⁽¹⁾ | 1.2x |
| NWC % of Revenue | <0% |

1. 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.

2. Free cash flow refers to cash flow from operating activities minus capital expenditures.



AECO

(Architects, Engineers, Construction, Owners)

| (\$M) | THIRD QUARTER ⁽¹⁾ | | |
|-------------------------|------------------------------|---------|--------------|
| | Q3'25 | Q3'24 | YoY |
| Revenue | \$358 | \$306 | +17% organic |
| ARR | \$1,423 | \$1,210 | +17% organic |
| Operating Income Margin | 31.8% | 29.1% | +270 bps |

**Scaled \$1.4B+ ARR
business, operating in
excess of "Rule of 40"⁽²⁾
(>45 in Q3'25)**

"We've changed everything to Trimble. We have ProjectSight, we have Accubid, we have Spectrum. I mean, we're using Traqspera for daily reporting.
We are a full Trimble company."

– Electrical Contractor

Highlights / Drivers

- Revenue, ARR, and operating margin ahead of expectations
- +17% organic ARR growth; bookings growth in line with long term model
- Strong bookings growth continues in Trimble Construction One and cross-sell offerings
- Margin expansion a result of revenue growth, gross margin expansion, and leverage on operating expenses

1. Organic growth rates exclude the impact of foreign currency translation, M&A and divestitures.

2. "Rule of" = organic ARR growth + operating income margin %.

See Appendix for a reconciliation to the appropriate GAAP measure.



Field Systems

| (\$M) | THIRD QUARTER ⁽¹⁾ | | |
|-------------------------|------------------------------|-------|--------------|
| | Q3'25 | Q3'24 | YoY |
| Revenue | \$409 | \$375 | +8% organic |
| ARR | \$386 | \$328 | +18% organic |
| Operating Income Margin | 33.4% | 33.0% | +40 bps |

**Software/services/
recurring revenue
greater than 50% of
segment revenue**

"My customers, both owners and general contractors, are kind of in awe of what they're seeing. Many people assume this technology is only for large scale construction sites and workflows, but we're finding it has **huge benefits** for smaller sites **where precision and material yields are equally important.**"

– Asphalt and Concrete Contractor

Highlights / Drivers

- Revenue outperformed, driven by strong growth in Civil Construction
- ARR growth driven by strength in WorksPlus machine control offering, Catalyst positioning as a service, Positioning Services and Trimble Business Center
- Margin expansion driven by increased recurring revenue mix

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



Transportation & Logistics

THIRD QUARTER, AS-ADJUSTED^(1,2)

| (\$M) | Q3'25 | Q3'24 | YoY |
|-------------------------|-------|-------|-------------|
| Revenue | \$134 | \$122 | +4% organic |
| ARR | \$501 | \$444 | +7% organic |
| Operating Income Margin | 25.8% | 25.7% | +10 bps |

>90%
Recurring
revenue

"With Transporeon, we see the chance to move from efficiency to real transformation - anticipating disruptions, orchestrating flows end-to-end, and creating value for the whole ecosystem.

That's the future we want to build, together.

– CPG Customer

Highlights / Drivers

- As-adjusted results exclude Mobility which was divested on February 8, 2025
- 7% organic ARR growth; Maps and Transporeon continue to be primary drivers of growth
- Operating margins improving 2H'25 vs 1H'25

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

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



Updated FY'25 Outlook

Italics = comparison to August 2025 Guidance

| | AS-REPORTED | AS-ADJUSTED ⁽¹⁾ |
|---------------------------|--|---|
| Organic ARR Growth | +12% to +14% <i>unchanged</i> | +13% to +15% <i>unchanged</i> |
| Revenue | \$3.545 to \$3.585B <i>mp +\$45M</i> | \$3.522 to \$3.562B <i>mp +\$45M</i> |
| Total Growth | (4%) to (3%) | +10% to +11% |
| Organic Growth | +5% to +6% <i>mp +150 bps</i> | +8% to +9% <i>mp +100 bps</i> |
| Non-GAAP Operating Margin | 27.0% to 27.4% <i>mp +40 bps</i> | 27.2% to 27.6% <i>mp +40 bps</i> |
| Adj. EBITDA Margin | 28.7% to 29.0% <i>mp +40 bps</i> | 28.9% to 29.2% <i>mp +50 bps</i> |
| Non-GAAP EPS | \$3.04 to \$3.12 <i>mp +\$0.10</i> | |
| Free cash flow | ≈0.6X Non-GAAP Net Income (≈1X ex. adjustments) | |

FY'25 Outlook Notes

- Increasing full year guidance by \$45M revenue, \$0.10 EPS at midpoint.
- Free cash flow forecast remains at ≈0.6X non-GAAP net income; adjusting for \$277M Q2'25 cash tax payment for gain on sale on Ag JV and ≈\$30M M&A costs, full year free cash flow is expected to be ≈1X
- Net interest expense ≈\$74M, avg. shares of 242M, tax rate of 17.4%

1. 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.
MP refers to midpoint.
See Appendix for detailed assumptions for guidance and as-adjusted figures.



Updated FY'25 Segment Details

FY'25 Segment Details and Outlook (As-Adjusted)⁽¹⁾

Italics = comparison to August 2025 Guidance

| | AECO | FIELD SYSTEMS | T&L |
|------------------------------|---|---|---|
| Revenue | ≈\$1.495B (FY'24=\$1.283B) <i>+\$5M</i> | ≈\$1.52B (FY'24=\$1.447B) <i>+\$40M</i> | ≈\$525M (FY'24=\$479M) <i>Unchanged</i> |
| Organic revenue growth Y/Y % | +Mid-teens % <i>unchanged</i> | +MSD <i>vs. Flat</i> | +MSD% <i>unchanged</i> |
| Organic ARR growth Y/Y % | +Mid-teens % <i>unchanged</i> | +Low/mid-teens % <i>unchanged</i> | +HSD% <i>unchanged</i> |
| Operating income margin % | ≈34% <i>+100 bps</i> | ≈31% <i>Unchanged</i> | ≈23% <i>-100 bps</i> |

1. 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: Figures shown represent the midpoint of the guidance ranges.



Q4'25 Outlook

Q4'25 Outlook Notes

- As adjusted: Removes the Mobility business and 53rd week from Q4'24
- Timing note: Q4'25 benefits from ≈\$60M of January 1 term license renewals. ≈6% organic growth midpoint excludes this to show underlying growth on a comparable basis.
- Net interest expense ≈\$18M
- Avg. share count of 240M
- Tax rate of 17.5%

| | AS-REPORTED | AS-ADJUSTED ⁽¹⁾ |
|---------------------------|------------------|----------------------------|
| Organic ARR Growth | +12% to +14% | +13% to +15% |
| Revenue | \$927 to \$967M | \$927 to \$967M |
| Total Growth | (6%) to (2%) | +13% to +18% |
| Organic Growth | 0% to 4% | +10% to +15% |
| Organic Growth ex. Jan. 1 | | ≈6% midpoint |
| Non-GAAP Operating Margin | 30.6% to 31.7% | 30.6% to 31.7% |
| Adj. EBITDA Margin | 31.9% to 32.9% | 31.9% to 32.9% |
| Non-GAAP EPS | \$0.91 to \$0.99 | |

1. As-adjusted figures exclude the financial results from the mobility business (divested in Q1'25), and the 53rd week of fiscal 2024. See Appendix for detailed assumptions for guidance and as-adjusted figures.

Appendix & Reconciliations



Historical segment financials (as-reported)

| Revenue (\$MMs) | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|----------------------------|--------------|--------------|--------------|--------------|----------------|--------------|--------------|--------------|--------------|----------------|--------------|--------------|--------------|
| AECO | \$288 | \$264 | \$270 | \$289 | \$1,111 | \$339 | \$300 | \$306 | \$414 | \$1,359 | \$335 | \$350 | \$358 |
| Field Systems | 480 | 541 | 495 | 452 | 1,968 | 419 | 379 | 375 | 363 | 1,536 | 359 | 393 | 409 |
| Transportation & Logistics | 147 | 189 | 192 | 192 | 720 | 195 | 192 | 195 | 207 | 789 | 146 | 133 | 134 |
| TOTAL | \$915 | \$994 | \$957 | \$932 | \$3,799 | \$953 | \$871 | \$876 | \$983 | \$3,683 | \$841 | \$876 | \$901 |

| Operating Income (\$MMs) | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| AECO | \$95 | \$62 | \$78 | \$93 | \$329 | \$127 | \$79 | \$89 | \$169 | \$464 | \$92 | \$106 | \$114 |
| Field Systems | 137 | 176 | 165 | 125 | 603 | 98 | 110 | 124 | 110 | 442 | 107 | 121 | 137 |
| Transportation & Logistics | 20 | 27 | 34 | 38 | 118 | 36 | 36 | 41 | 42 | 155 | 26 | 29 | 35 |
| Unallocated Corporate | (27) | (34) | (25) | (30) | (116) | (27) | (30) | (29) | (37) | (123) | (26) | (33) | (31) |
| TOTAL | \$226 | \$231 | \$251 | \$227 | \$935 | \$234 | \$194 | \$225 | \$284 | \$937 | \$198 | \$223 | \$254 |

| Operating Income Margin % | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| AECO | 33.1% | 23.6% | 28.9% | 32.4% | 29.6% | 37.4% | 26.4% | 29.1% | 40.8% | 34.1% | 27.3% | 30.4% | 31.8% |
| Field Systems | 28.6% | 32.5% | 33.3% | 27.7% | 30.7% | 23.4% | 28.9% | 33.0% | 30.4% | 28.8% | 29.7% | 30.8% | 33.4% |
| Transportation & Logistics | 13.8% | 14.1% | 17.5% | 19.6% | 16.4% | 18.6% | 18.7% | 21.0% | 20.3% | 19.7% | 17.9% | 21.6% | 25.8% |
| TOTAL | 24.7% | 23.2% | 26.2% | 24.3% | 24.6% | 24.6% | 22.3% | 25.7% | 28.8% | 25.4% | 23.6% | 25.4% | 28.2% |

Note: Figures may vary due to rounding.



Historical revenue growth metrics (as-reported)

| AECO | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Organic | 17% | 15% | 15% | 14% | 15% | 18% | 14% | 13% | 43% | 22% | 0% | 16% | 17% |
| Acquisitions | 5% | 6% | 4% | 1% | 4% | 0% | 0% | 1% | 0% | 0% | 0% | 0% | 0% |
| Divestitures | 0% | -1% | -1% | -1% | -1% | -1% | -1% | -1% | -1% | -1% | 0% | 0% | 0% |
| Foreign Currency | -3% | -1% | 1% | 1% | 0% | +1% | 0% | 1% | 1% | 1% | -1% | 1% | 0% |
| TOTAL | 19% | 19% | 19% | 15% | 18% | 18% | 13% | 14% | 43% | 22% | -1% | 17% | 17% |

| Field Systems | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|------------------|-------------|------------|------------|------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|-----------|
| Organic | -11% | -3% | -5% | -2% | -6% | -12% | -6% | -2% | 3% | -4% | 5% | 3% | 8% |
| Acquisitions | 0% | 0% | 0% | 0% | 0% | 0% | 2% | 2% | 2% | 1% | 2% | 0% | 0% |
| Divestitures | -7% | -3% | 0% | -1% | -3% | -1% | -26% | -24% | -25% | -19% | -21% | 0% | 0% |
| Foreign Currency | -1% | 0% | 0% | 1% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 1% | 1% |
| TOTAL | -19% | -6% | -5% | -2% | -9% | -13% | -30% | -24% | -20% | -22% | -14% | 4% | 9% |

| Transportation & Logistics | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|----------------------------|------------|------------|------------|------------|------------|------------|-----------|-----------|-----------|------------|-------------|-------------|-------------|
| Organic | 1% | 6% | 9% | 2% | 4% | 4% | 3% | 3% | 9% | 5% | 1% | 5% | 3% |
| Acquisitions | 0% | 27% | 29% | 30% | 21% | 29% | 0% | 0% | 0% | 6% | 2% | 2% | 2% |
| Divestitures | -5% | -3% | -1% | 0% | -2% | -1% | -1% | -1% | 0% | -1% | -26% | -39% | -37% |
| Foreign Currency | -1% | 0% | 1% | 1% | 0% | 0% | 0% | 0% | -1% | 0% | -2% | 1% | 1% |
| TOTAL | -5% | 30% | 38% | 33% | 23% | 32% | 2% | 2% | 8% | 10% | -25% | -31% | -31% |

| Total Trimble | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|------------------|------------|-----------|-----------|-----------|-----------|-----------|-------------|------------|-----------|------------|-------------|-----------|-----------|
| Organic | -3% | 3% | 2% | 3% | 1% | 0% | 1% | 3% | 17% | 5% | 2% | 8% | 10% |
| Acquisitions | 1% | 6% | 6% | 5% | 4% | 5% | 1% | 1% | 1% | 2% | 1% | 1% | 0% |
| Divestitures | -5% | -3% | -1% | -1% | -2% | -1% | -14% | -13% | -13% | -10% | -14% | -9% | -8% |
| Foreign Currency | -1% | 0% | 1% | 1% | 0% | 0% | 0% | 0% | 0% | 0% | -1% | 1% | 1% |
| TOTAL | -8% | 6% | 8% | 9% | 3% | 4% | -12% | -9% | 5% | -3% | -12% | 1% | 3% |

Note: Figures may vary due to rounding.



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 |
|----------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| AECO | \$924 | \$985 | \$1,022 | \$1,067 | \$1,094 | \$1,164 | \$1,210 | \$1,269 | \$1,294 | \$1,360 | \$1,423 |
| Field Systems | 273 | 283 | 290 | 289 | 304 | 308 | 328 | 341 | 358 | 358 | 386 |
| Transportation & Logistics | 451 | 614 | 624 | 626 | 631 | 641 | 649 | 649 | 525 | 492 | 501 |
| Total | \$1,648 | \$1,883 | \$1,935 | \$1,982 | \$2,029 | \$2,113 | \$2,187 | \$2,258 | \$2,176 | \$2,210 | \$2,310 |

| 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 |
|----------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| AECO | 19% | 19% | 18% | 17% | 18% | 18% | 18% | 18% | 19% | 16% | 17% |
| Field Systems | 12% | 12% | 12% | 12% | 13% | 16% | 18% | 21% | 24% | 17% | 18% |
| Transportation & Logistics | 4% | 5% | 5% | 4% | 4% | 6% | 5% | 5% | 4% | 5% | 5% |
| Total | 13% | 14% | 13% | 13% | 13% | 14% | 14% | 14% | 15% | 13% | 14% |

Note: Figures may vary due to rounding.



Historical segment financials (as-adjusted)

| Agriculture (\$MMs) | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Revenue | \$146 | \$134 | \$119 | \$110 | \$508 | \$85 | NA | NA | NA | \$85 | NA | NA | NA |
| Operating Income | 56 | 42 | 40 | 33 | 171 | 8 | NA | NA | NA | 8 | NA | NA | NA |
| Operating Margin | 38.3% | 31.5% | 33.8% | 29.8% | 33.6% | 9.8% | NA | NA | NA | 9.8% | NA | NA | NA |

| Mobility (\$MMs) | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Revenue | \$77 | \$76 | \$80 | \$76 | \$310 | \$79 | \$74 | \$73 | \$72 | \$298 | \$23 | NA | NA |
| Operating Income | 8 | 5 | 8 | 7 | 28 | 9 | 9 | 10 | 8 | 35 | 0 | NA | NA |
| Operating Margin | 10.2% | 7.0% | 9.9% | 9.3% | 9.1% | 11.2% | 12.1% | 13.2% | 10.8% | 11.8% | 0.0% | NA | NA |

| 53rd Week (\$MMs) | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|-------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Revenue | NA | NA | NA | NA | NA | NA | NA | NA | \$90 | \$90 | NA | NA | NA |
| Operating Income | NA | NA | NA | NA | NA | NA | NA | NA | 62 | 62 | NA | NA | NA |
| Operating Margin | NA | NA | NA | NA | NA | NA | NA | NA | 68.5% | 68.5% | NA | NA | NA |

| Total Adjustments (\$MMs) | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|---------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Revenue | \$223 | \$210 | \$199 | \$186 | \$818 | \$164 | \$74 | \$73 | \$163 | \$474 | \$23 | NA | NA |
| Operating Income | 64 | 47 | 48 | 40 | 199 | 17 | 9 | 10 | 70 | 105 | 0 | NA | NA |
| Operating Margin | 28.6% | 22.6% | 24.2% | 21.4% | 24.3% | 10.5% | 12.1% | 13.2% | 42.9% | 22.3% | 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.

Note: Figures may vary due to rounding.



Historical segment financials (as-adjusted)

| Revenue (as-adjusted) (\$MMs) <i>excluding agriculture, mobility & 53rd wk</i> | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|---|--------------|--------------|--------------|--------------|----------------|--------------|--------------|--------------|--------------|----------------|--------------|--------------|--------------|
| AECO | \$288 | \$264 | \$270 | \$289 | \$1,111 | \$339 | \$300 | \$306 | \$338 | \$1,283 | \$335 | \$350 | \$358 |
| Field Systems | 334 | 407 | 376 | 342 | 1,460 | 334 | 379 | 375 | 359 | 1,447 | 359 | 393 | 409 |
| Transportation & Logistics | 70 | 112 | 113 | 115 | 410 | 116 | 117 | 122 | 123 | 479 | 123 | 133 | 134 |
| TOTAL | \$692 | \$784 | \$759 | \$746 | \$2,981 | \$790 | \$796 | \$803 | \$821 | \$3,210 | \$818 | \$876 | \$901 |

| Operating Income (as-adjusted) (\$MMs) | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| AECO | \$95 | \$62 | \$78 | \$93 | \$329 | \$127 | \$79 | \$89 | \$105 | \$400 | \$92 | \$106 | \$114 |
| Field Systems | 81 | 134 | 125 | 92 | 432 | 90 | 110 | 124 | 112 | 436 | 107 | 121 | 137 |
| Transportation & Logistics | 12 | 21 | 26 | 30 | 90 | 27 | 27 | 31 | 30 | 116 | 26 | 29 | 35 |
| Unallocated Corporate | (27) | (34) | (25) | (30) | (116) | (27) | (30) | (29) | (34) | (120) | (26) | (33) | (31) |
| TOTAL | \$162 | \$184 | \$203 | \$187 | \$736 | \$217 | \$185 | \$215 | \$214 | \$832 | \$198 | \$223 | \$254 |

| Operating Income Margin % (as-adjusted) | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| AECO | 33.1% | 23.6% | 28.9% | 32.4% | 29.6% | 37.4% | 26.4% | 29.1% | 31.2% | 31.2% | 27.3% | 30.4% | 31.8% |
| Field Systems | 24.4% | 32.9% | 33.1% | 27.0% | 29.6% | 26.9% | 28.9% | 33.0% | 31.2% | 30.1% | 29.7% | 30.8% | 33.4% |
| Transportation & Logistics | 17.8% | 18.9% | 22.9% | 26.4% | 21.9% | 23.6% | 23.0% | 25.7% | 24.2% | 24.1% | 21.2% | 21.5% | 25.8% |
| TOTAL | 23.4% | 23.4% | 26.7% | 25.0% | 24.7% | 27.5% | 23.3% | 26.8% | 26.1% | 25.9% | 24.2% | 25.4% | 28.2% |

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: Figures may vary due to rounding.



Historical revenue growth metrics (as-adjusted)

| AECO (as-adjusted) | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|--------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Organic | 17% | 15% | 15% | 14% | 15% | 18% | 14% | 13% | 17% | 16% | 0% | 16% | 17% |
| Acquisitions | 5% | 6% | 4% | 1% | 4% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Divestitures | -1% | -1% | -1% | -1% | -1% | -1% | -1% | -1% | -1% | -1% | 0% | 0% | 0% |
| Foreign Currency | -3% | -1% | 1% | 1% | 0% | 0% | 0% | 0% | 0% | 0% | -1% | 1% | 1% |
| TOTAL | 19% | 19% | 19% | 15% | 18% | 18% | 13% | 14% | 17% | 16% | -1% | 17% | 17% |

| Field Systems (as-adjusted) | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|-----------------------------|-------------|------------|------------|-----------|------------|-----------|------------|------------|-----------|------------|-----------|-----------|-----------|
| Organic | -10% | 0% | -3% | 2% | -3% | 1% | -8% | -2% | 2% | -2% | 6% | 3% | 8% |
| Acquisitions | 0% | 0% | 0% | 0% | 0% | 0% | 3% | 2% | 4% | 2% | 3% | 0% | 0% |
| Divestitures | -10% | -4% | -1% | -2% | -4% | -1% | -1% | -1% | -1% | -1% | -1% | 0% | 0% |
| Foreign Currency | -1% | 0% | 1% | 1% | 0% | 0% | 0% | 0% | 0% | 0% | -1% | 1% | 1% |
| TOTAL | -21% | -4% | -2% | 1% | -7% | 0% | -7% | -1% | 5% | -1% | 8% | 4% | 9% |

| Transportation & Logistics (as-adjusted) | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|--|------------|------------|------------|------------|------------|------------|-----------|-----------|-----------|------------|-----------|------------|------------|
| Organic | 4% | 6% | 8% | 5% | 6% | 7% | 7% | 10% | 8% | 8% | 5% | 8% | 4% |
| Acquisitions | 0% | 56% | 61% | 62% | 44% | 62% | 0% | 0% | 0% | 11% | 3% | 3% | 3% |
| Divestitures | -9% | -7% | -3% | -2% | -5% | -3% | -2% | -1% | -1% | -1% | 0% | 0% | 0% |
| Foreign Currency | -1% | -1% | 1% | 1% | 0% | 0% | -1% | 0% | -1% | 0% | -2% | 2% | 3% |
| TOTAL | -7% | 55% | 67% | 66% | 44% | 66% | 4% | 8% | 7% | 17% | 6% | 13% | 10% |

| Total Trimble (as-adjusted) | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|-----------------------------|------------|-----------|------------|------------|-----------|------------|-----------|-----------|------------|-----------|-----------|------------|------------|
| Organic | 0% | 5% | 4% | 7% | 4% | 8% | 1% | 5% | 9% | 6% | 3% | 9% | 11% |
| Acquisitions | 2% | 7% | 7% | 7% | 6% | 6% | 1% | 1% | 2% | 3% | 2% | 0% | 0% |
| Divestitures | -7% | -3% | -1% | -1% | -3% | -1% | -1% | -1% | -1% | -1% | 0% | 0% | 0% |
| Foreign Currency | -2% | 0% | 1% | 1% | 0% | 0% | 0% | 0% | 0% | 0% | -1% | 1% | 1% |
| TOTAL | -7% | 9% | 12% | 13% | 6% | 14% | 2% | 6% | 10% | 8% | 4% | 10% | 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.

Note: Figures may vary due to rounding.



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 |
|----------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| AECO | \$924 | \$985 | \$1,022 | \$1,067 | \$1,094 | \$1,164 | \$1,210 | \$1,269 | \$1,294 | \$1,360 | \$1,423 |
| Field Systems | 255 | 266 | 274 | 281 | 288 | 308 | 328 | 341 | 358 | 358 | 386 |
| Transportation & Logistics | 242 | 405 | 411 | 420 | 425 | 435 | 444 | 446 | 459 | 492 | 501 |
| Total | \$1,421 | \$1,656 | \$1,707 | \$1,768 | \$1,807 | \$1,908 | \$1,981 | \$2,056 | \$2,111 | \$2,210 | \$2,310 |

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

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: Figures may vary due to rounding.



As-adjusted reconciliation

| \$ in MM\$ | Q1-23 | Q2-23 | Q3-23 | Q4-23 | FY-23 | Q1-24 | Q2-24 | Q3-24 | Q4-24 | FY-24 | Q1-25 | Q2-25 | Q3-25 |
|---|-------|-------|-------|-------|---------|-------|-------|-------|-------|---------|-------|-------|-------|
| Revenue, As-Reported | \$915 | \$994 | \$957 | \$932 | \$3,799 | \$953 | \$871 | \$876 | \$983 | \$3,683 | \$841 | \$876 | \$901 |
| Less: Agriculture | (146) | (134) | (119) | (110) | (508) | (85) | NA | NA | NA | (85) | NA | NA | NA |
| Less: Mobility | (77) | (76) | (80) | (76) | (310) | (79) | (74) | (73) | (72) | (298) | (23) | NA | NA |
| Less: 53rd Week | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (90) | (90) | NA | NA | NA |
| Revenue, As-Adjusted | \$692 | \$784 | \$759 | \$746 | \$2,981 | \$790 | \$796 | \$803 | \$821 | \$3,210 | \$818 | \$876 | \$901 |
| GAAP Operating Income, As-Reported | \$137 | \$94 | \$121 | \$97 | \$449 | \$109 | \$62 | \$117 | \$174 | \$461 | \$98 | \$128 | \$151 |
| Add: Amort. of purchased intangible assets | 35 | 62 | 59 | 57 | 212 | 55 | 54 | 45 | 45 | 199 | 42 | 43 | 44 |
| Add: Acquisition / divestiture items | 7 | 27 | 22 | 17 | 72 | 24 | 34 | 17 | 6 | 82 | 9 | 3 | 1 |
| Add: Stock-based comp. / deferred comp. | 35 | 42 | 38 | 36 | 151 | 39 | 38 | 38 | 49 | 164 | 38 | 41 | 37 |
| Add: Restructuring and other costs | 12 | 7 | 11 | 20 | 50 | 8 | 6 | 8 | 11 | 32 | 12 | 8 | 22 |
| Non-GAAP Operating Income, As-Reported | \$226 | \$231 | \$251 | \$227 | \$935 | \$234 | \$194 | \$225 | \$284 | \$937 | \$198 | \$223 | \$254 |
| Less: Agriculture Non-GAAP Operating Income | (56) | (42) | (40) | (33) | (171) | (8) | NA | NA | NA | (8) | 0 | NA | NA |
| Less: Mobility Non-GAAP Operating Income | (8) | (5) | (8) | (7) | (28) | (9) | (9) | (10) | (8) | (35) | 0 | NA | NA |
| Less: 53rd Week Non-GAAP Operating Income | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (62) | (62) | 0 | NA | NA |
| Non-GAAP Operating Income, As-Adjusted | \$162 | \$184 | \$203 | \$187 | \$736 | \$217 | \$185 | \$215 | \$214 | \$832 | \$198 | \$223 | \$254 |
| Non-GAAP Operating Income, As-Reported | \$226 | \$231 | \$251 | \$227 | \$935 | \$234 | \$194 | \$225 | \$284 | \$937 | \$198 | \$223 | \$254 |
| Add: Depreciation & cloud computing amort. | 11 | 12 | 12 | 11 | 47 | 11 | 12 | 12 | 15 | 49 | 12 | 12 | 12 |
| Add: Equity Method Income | 11 | 8 | 5 | 4 | 28 | 6 | 8 | 1 | 0 | 14 | 2 | 5 | 3 |
| Adjusted EBITDA, As-Reported | \$249 | \$251 | \$268 | \$241 | \$1,010 | \$251 | \$214 | \$237 | \$298 | \$1,000 | \$212 | \$240 | \$269 |
| Less: Agriculture EBITDA | (57) | (43) | (41) | (33) | (174) | (8) | NA | NA | NA | (8) | 0 | NA | NA |
| Less: Mobility EBITDA | (8) | (6) | (8) | (8) | (30) | (10) | (10) | (10) | (8) | (37) | 0 | NA | NA |
| Less: 53rd Week EBITDA | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (62) | (62) | 0 | NA | NA |
| Adjusted EBITDA, As-Adjusted | \$184 | \$203 | \$219 | \$201 | \$806 | \$233 | \$204 | \$227 | \$228 | \$893 | \$212 | \$240 | \$269 |

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.

Note: Figures may vary due to rounding.