



# Trimble Inc.

Raymond James 39<sup>th</sup> Annual Institutional Investors Conference  
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## 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 for future financial market and economic conditions, the impact of acquisitions, the ability to deliver revenue, earnings per share and other financial projections. These forward-looking statements are subject to change, and actual results may materially differ from those set forth in this presentation 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, or integrate new acquisitions. The Company's results would also be negatively impacted by weakening in the macro economic environment, or foreign exchange fluctuations or the imposition of barriers to international trade. Any failure to achieve predicted results could negatively impact the Company's revenues, 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, such as changes in economic conditions, further worsening in the geospatial market, critical part supply chain shortages, possible write-offs of goodwill, and regulatory proceedings affecting GPS. Undue reliance should not be placed on any forward-looking statement contained herein, especially in light of greater uncertainty than normal in the economy in general. 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 specific non-GAAP measures, which we use along with a reconciliation to the nearest comparable GAAP measures can be found on our website at <http://investor.trimble.com>.

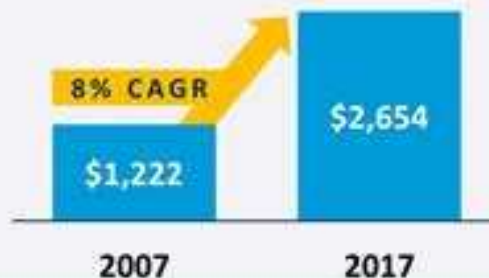
## Trimble at a glance

### Company

- Integrated technology and software provider, digitizing large, mature industries
- 1,200+ patents; >\$350 million/year on R&D
- Millions of customers and partners in over 100 countries
- Managing millions of sensors in the field
- Diverse go-to-market strategies
- >9,500 employees in >35 countries

### Financial Highlights

#### Revenue \$M

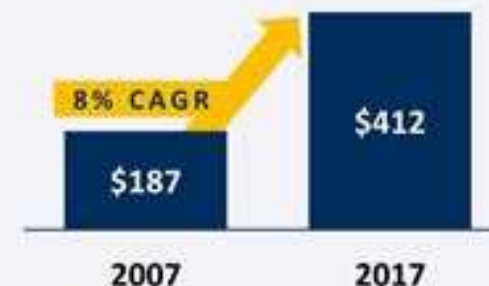


- FY'17 revenue: +12.4% yr:yr, >10% organic
- FY'17 revenue growth in all segments and major regions
- Growing software, services, and recurring revenue; TTM Q4'17 ≈ 47% of revenue
- Operating cash flow consistently above non-GAAP net income

#### non-GAAP net income \$M



#### Cash flow from operations \$M







## Fiscal Year 2017 Highlights

- Record revenue (\$2.65B) and non-GAAP operating income (\$480M)
  - >10% organic growth; 12.4% growth overall
  - 7 quarters of accelerating organic revenue growth
  - Growth in all reporting segments and major geographies
- Continued growth in software/services/subscription revenue: ≈\$1.25B run rate
- Non-GAAP operating income +18% Y:Y; 90 basis point margin expansion
- Non-GAAP net income +26% Y:Y
- Operating cash flow continues to exceed non-GAAP net income
- 8 acquisitions in FY'17; extending market position in construction, agriculture, transportation, forestry, energy
- Share repurchases of \$285M
- Strong balance sheet: \$376M net debt exiting FY'17

# Digital insight to solve physical world problems

## WHERE and WHAT?

### Positioning & Sensing

Sensing and measuring in a geospatial context

### Collaboration and Interoperability

## HOW?

### Modeling

Software for visualization, cost, design, schedule planning, maintenance, and operations

## WHY?

### Analytics

Decision support, predictive indicators

Trimble is connecting the physical and digital worlds

# Connecting the physical and digital worlds

## Construction



3D model at anchor bolt level detail drives pinpoint construction accuracy during fabrication and construction



Construction verification against the model

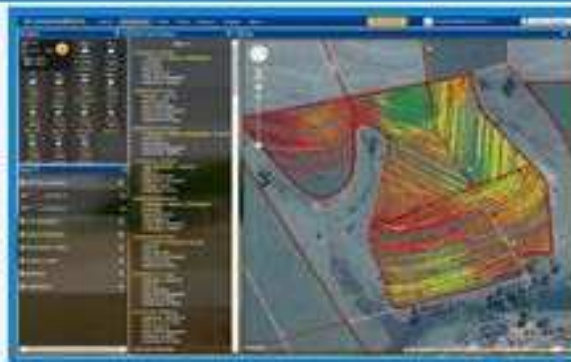
3D design model imported to the machine control and guidance equipment in the field



Progress monitoring enables schedule optimization



## Agriculture



Real-time field conditions update and inform optimal farm management plan



Farm/crop management plans flawlessly executed in the field

## Transportation



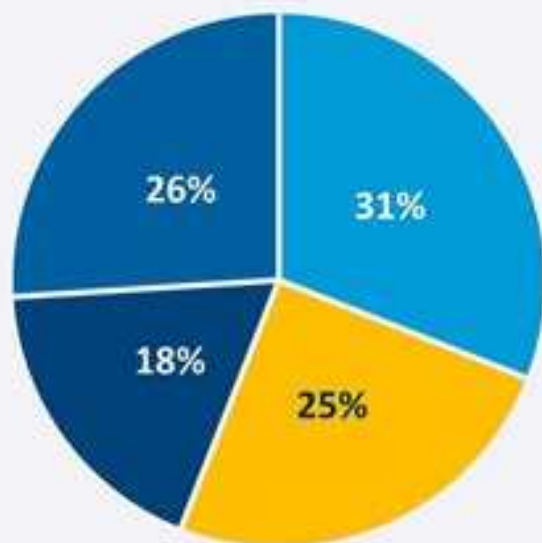
Real time road, vehicle, and driver conditions aligned, managed and optimized to meet customer needs





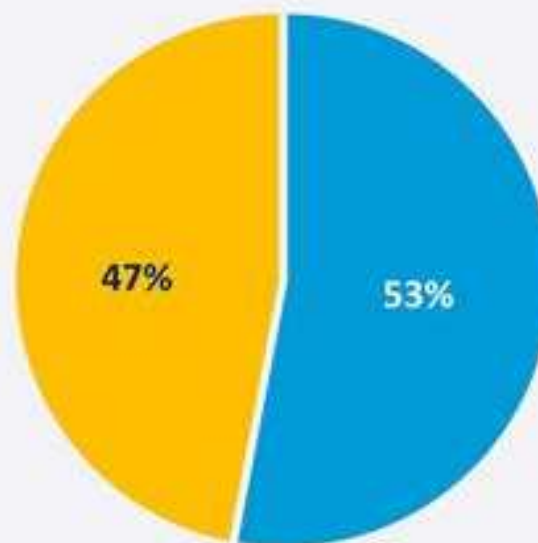
## Attractive revenue profile (FY17)

Diverse business mix



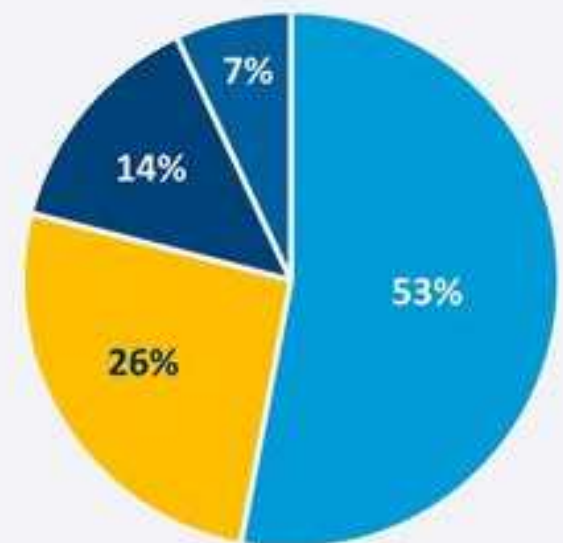
- Buildings and Infrastructure
- Geospatial
- Resources and Utilities
- Transportation

Growing software mix



- Hardware/Firmware
- Software, Services, Recurring

Global opportunity



- North America
- Europe
- Asia
- ROW

## Software and Subscription/SaaS revenues are a growing element

### Evolution continuing toward software, services and recurring

- ≈\$1.25B in revenue TTM

### SaaS/Subscription revenue growing rapidly within that

- Shifts from a perpetual/maintenance model to SaaS/Subscription
- More new offerings being developed upfront as SaaS/Subscription
- Examples: TMW, Tekla, agriculture software, ALK

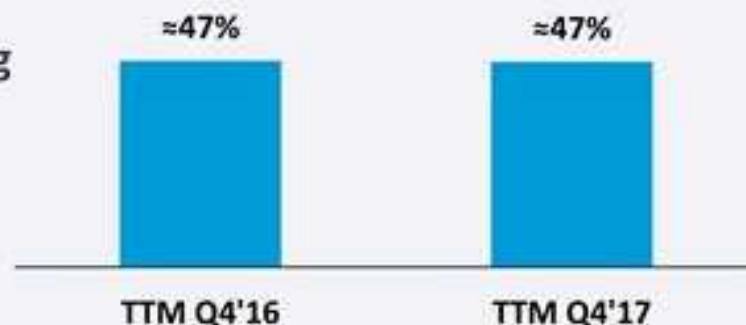
### Financial impact

- Steady revenue mix percentages reflect growth in both hardware and software/services/recurring revenues
- Recurring revenues grew at low double digit rate on a trailing twelve month year over year basis
- Subscription revenue grew at 16.9% in Q4'17, reflecting an ongoing evolution toward SaaS offerings

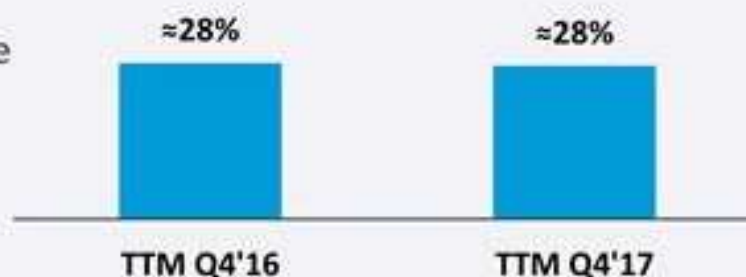
TTM refers to trailing twelve months

Note: Recurring revenue includes subscription, maintenance, and support revenue

Software/Services/Recurring % of Total



Recurring % of Total





## Evolving model positively impacting cash flow

- Operating cash flow consistently above non-GAAP net income
- Growth in 2017 muted by investments in working capital
- Strong cash flows driven by shifts in revenue mix toward software/recurring and working capital efficiency
- Low capital expenditures, TTM Q4'17=\$44M
- Cash flow provides opportunity for further value creation



## Organic growth expected to expand margins overall, with slight offset from M&A

### 2017 Actual

#### Revenue Growth %



#### Non-GAAP Operating Income %



### 2018 Expectation

- (++) Organic growth all segments/major regions
- (+) M&A
- (+) Increased growth in Software/Subscription (M&A/organic)
- (+) Currency translation

- **+Low/mid teens (≈ +high single-digit organic)**

- (++) Organic operating leverage > 30%
- (+) Software/subscription margins
- (+) Improved performance from FY17 M&A
- (+) ASC 606 costs reduced after Q1'18
- (-) M&A Yr 1 impact (temporary purchase accounting impact)

- **>25% operating leverage (organic >30%)**

Note: Figures do not reflect the adoption of ASC 606.

TRANSFORMING THE WAY THE WORLD WORKS



## Trimble Investment Highlights

- Trimble plays a central role in the digitization of mature industries
- Most positive platform for growth in over 10 years; multiple growth drivers in large, unpenetrated markets
- Unique competitive advantages
  - Integrated technology solutions that connect the physical and digital worlds
  - Domain knowledge
  - Diverse go-to-market strategy
- Proven acquisition track record
- Increasing software and recurring revenues, clear path to operating margin expansion, and asset light business model enabling strong cash flow generation