



REPORTING SEGMENTS

(Dollars in millions)

(Unaudited)

	Three Months Ended				Fiscal Year 2014	Three Months Ended				Fiscal Year 2015	Three Months Ended				Fiscal Year 2016	Three Months Ended Q1 2017
	Q1 2014	Q2 2014	Q3 2014	Q4 2014		Q1 2015	Q2 2015	Q3 2015	Q4 2015		Q1 2016	Q2 2016	Q3 2016	Q4 2016		
BUILDINGS AND INFRASTRUCTURE																
Revenues	\$ 153.9	\$ 179.2	\$ 169.1	\$ 160.5	\$ 662.7	\$ 160.9	\$ 181.9	\$ 176.7	\$ 169.1	\$ 688.6	\$ 173.7	\$ 202.8	\$ 189.3	\$ 177.7	\$ 743.5	\$ 188.1
Operating income	\$ 28.8	\$ 42.8	\$ 32.0	\$ 15.8	\$ 119.4	\$ 16.8	\$ 29.3	\$ 36.0	\$ 26.1	\$ 108.2	\$ 22.4	\$ 38.9	\$ 40.9	\$ 31.7	\$ 133.9	\$ 32.7
Operating margin (% of segment external net revenues)	18.7 %	23.9 %	18.9 %	9.8 %	18.0 %	10.4 %	16.1 %	20.4 %	15.4 %	15.7 %	12.9 %	19.2 %	21.6 %	17.8 %	18.0 %	17.4 %
GEOSPATIAL																
Revenues	\$ 189.9	\$ 218.1	\$ 200.9	\$ 187.9	\$ 796.8	\$ 163.5	\$ 174.4	\$ 168.8	\$ 166.1	\$ 672.8	\$ 152.2	\$ 163.9	\$ 159.9	\$ 158.7	\$ 634.7	\$ 149.8
Operating income	\$ 43.5	\$ 58.6	\$ 48.4	\$ 39.7	\$ 190.2	\$ 29.6	\$ 36.0	\$ 38.5	\$ 31.2	\$ 135.3	\$ 26.1	\$ 28.5	\$ 35.3	\$ 30.9	\$ 120.8	\$ 27.9
Operating margin (% of segment external net revenues)	22.9 %	26.9 %	24.1 %	21.1 %	23.9 %	18.1 %	20.6 %	22.8 %	18.8 %	20.1 %	17.1 %	17.4 %	22.1 %	19.5 %	19.0 %	18.6 %
RESOURCES AND UTILITIES																
Revenues	\$ 134.1	\$ 114.2	\$ 87.4	\$ 85.7	\$ 421.4	\$ 120.9	\$ 96.4	\$ 78.9	\$ 85.6	\$ 381.8	\$ 113.8	\$ 99.0	\$ 87.5	\$ 95.4	\$ 395.7	\$ 119.9
Operating income	\$ 49.8	\$ 39.7	\$ 24.2	\$ 20.6	\$ 134.3	\$ 40.5	\$ 26.8	\$ 19.6	\$ 23.0	\$ 109.9	\$ 34.9	\$ 29.9	\$ 25.2	\$ 28.4	\$ 118.4	\$ 42.2
Operating margin (% of segment external net revenues)	37.1 %	34.8 %	27.7 %	24.0 %	31.9 %	33.5 %	27.8 %	24.8 %	26.9 %	28.8 %	30.7 %	30.2 %	28.8 %	29.8 %	29.9 %	35.2 %
TRANSPORTATION																
Revenues	\$ 126.8	\$ 130.7	\$ 127.4	\$ 129.7	\$ 514.6	\$ 137.3	\$ 133.1	\$ 137.9	\$ 138.9	\$ 547.2	\$ 143.3	\$ 143.9	\$ 147.4	\$ 153.7	\$ 588.3	\$ 156.1
Operating income	\$ 22.2	\$ 28.5	\$ 24.8	\$ 24.8	\$ 100.3	\$ 26.4	\$ 23.3	\$ 28.1	\$ 28.7	\$ 106.5	\$ 23.8	\$ 20.4	\$ 26.5	\$ 32.2	\$ 102.9	\$ 24.8
Operating margin (% of segment external net revenues)	17.5 %	21.8 %	19.5 %	19.1 %	19.5 %	19.2 %	17.5 %	20.4 %	20.7 %	19.5 %	16.6 %	14.2 %	18.0 %	20.9 %	17.5 %	15.9 %
CORPORATE SUMMARY																
REVENUES:																
Buildings and Infrastructure	\$ 153.9	\$ 179.2	\$ 169.1	\$ 160.5	\$ 662.7	\$ 160.9	\$ 181.9	\$ 176.7	\$ 169.1	\$ 688.6	\$ 173.7	\$ 202.8	\$ 189.3	\$ 177.7	\$ 743.5	\$ 188.1
Geospatial	189.9	218.1	200.9	187.9	796.8	163.5	174.4	168.8	166.1	672.8	152.2	163.9	159.9	158.7	634.7	149.8
Resources and Utilities	134.1	114.2	87.4	85.7	421.4	120.9	96.4	78.9	85.6	381.8	113.8	99.0	87.5	95.4	395.7	119.9
Transportation	126.8	130.7	127.4	129.7	514.6	137.3	133.1	137.9	138.9	547.2	143.3	143.9	147.4	153.7	588.3	156.1
Total revenue	\$ 604.7	\$ 642.2	\$ 584.8	\$ 563.8	\$ 2,395.5	\$ 582.6	\$ 585.8	\$ 562.3	\$ 559.7	\$ 2,290.4	\$ 583.0	\$ 609.6	\$ 584.1	\$ 585.5	\$ 2,362.2	\$ 613.9
SEGMENT OPERATING INCOME:																
Buildings and Infrastructure	\$ 28.8	\$ 42.8	\$ 32.0	\$ 15.8	\$ 119.4	\$ 16.8	\$ 29.3	\$ 36.0	\$ 26.1	\$ 108.2	\$ 22.4	\$ 38.9	\$ 40.9	\$ 31.7	\$ 133.9	\$ 32.7
Geospatial	43.5	58.6	48.4	39.7	190.2	29.6	36.0	38.5	31.2	135.3	26.1	28.5	35.3	30.9	120.8	27.9
Resources and Utilities	49.8	39.7	24.2	20.6	134.3	40.5	26.8	19.6	23.0	109.9	34.9	29.9	25.2	28.4	118.4	42.2
Transportation	22.2	28.5	24.8	24.8	100.3	26.4	23.3	28.1	28.7	106.5	23.8	20.4	26.5	32.2	102.9	24.8
Total segment operating income before corporate allocations	\$ 144.3	\$ 169.6	\$ 129.4	\$ 100.9	\$ 544.2	\$ 113.3	\$ 115.4	\$ 122.2	\$ 109.0	\$ 459.9	\$ 107.2	\$ 117.7	\$ 127.9	\$ 123.2	\$ 476.0	\$ 127.6
CORPORATE AND OTHER CHARGES:																
Unallocated Corporate Expense	\$ (16.1)	\$ (20.6)	\$ (11.0)	\$ (16.7)	\$ (64.4)	\$ (16.5)	\$ (18.3)	\$ (17.3)	\$ (17.9)	\$ (70.0)	\$ (18.7)	\$ (18.7)	\$ (17.1)	\$ (16.0)	\$ (70.5)	\$ (18.4)
Restructuring Charges	(0.4)	(0.9)	(0.3)	(0.5)	(2.1)	(1.3)	(5.5)	(3.0)	(3.0)	(12.8)	(2.1)	(4.9)	(4.0)	(2.3)	(13.3)	(3.4)
Amortization of Purchased Intangible Assets	(40.6)	(37.8)	(39.4)	(40.7)	(158.5)	(40.7)	(40.8)	(40.7)	(40.2)	(162.4)	(40.3)	(39.6)	(37.3)	(33.6)	(150.8)	(33.3)
Stock-based Compensation	(10.1)	(11.0)	(11.0)	(11.3)	(43.4)	(12.5)	(12.0)	(12.8)	(12.8)	(50.1)	(13.7)	(13.0)	(13.3)	(12.6)	(52.6)	(13.7)
Amortization of acquisition-related inventory step-up	—	(0.1)	(0.5)	(0.2)	(0.8)	—	—	—	—	—	—	—	—	—	—	(0.2)
Acquisition / divestiture items	(1.4)	(2.0)	(4.1)	(6.0)	(13.5)	(2.8)	(2.8)	(2.4)	(1.9)	(9.9)	(1.6)	(0.9)	(0.9)	(3.4)	(6.8)	(2.0)
Litigation	—	—	(52.0)	51.3	(0.7)	—	—	—	(0.3)	(0.3)	—	—	—	—	—	—
Executive transition costs	—	—	—	—	—	—	—	—	—	—	(0.9)	(0.1)	—	—	(1.0)	—
CONSOLIDATED OPERATING INCOME	\$ 75.7	\$ 97.2	\$ 11.1	\$ 76.8	\$ 260.8	\$ 39.5	\$ 36.0	\$ 46.0	\$ 32.9	\$ 154.4	\$ 29.9	\$ 40.5	\$ 55.3	\$ 55.3	\$ 181.0	\$ 56.6
NON-OPERATING EXPENSE AND INCOME TAXES	\$ (7.1)	\$ (19.3)	\$ 0.7	\$ (21.0)	\$ (46.7)	(5.4)	(10.1)	(8.9)	(8.9)	(33.3)	(10.1)	(4.8)	(16.1)	(17.6)	(48.6)	(6.1)
NET INCOME ATTRIBUTABLE TO TRIMBLE INC.	\$ 68.6	\$ 77.9	\$ 11.8	\$ 55.8	\$ 214.1	\$ 34.1	\$ 25.9	\$ 37.1	\$ 24.0	\$ 121.1	\$ 19.8	\$ 35.7	\$ 39.2	\$ 37.7	\$ 132.4	\$ 50.5