



NON-GAAP RECONCILIATION
CONSOLIDATED STATEMENTS OF OPERATIONS
(Dollars in thousands, except per share data)
(Unaudited)

	Three Months Ended				Fiscal Year 2005	Three Months Ended				Fiscal Year 2006	Three Months Ended	
	Apr-01, 2005	Jul-01, 2005	Sep-30, 2005	Dec-30, 2005		Mar-31, 2006	Jun-30, 2006	Sep-29, 2006	Dec-29, 2006		Mar-30, 2007	June-29, 2007
REVENUE	\$ 195,383	\$ 204,225	\$ 188,484	\$ 186,821	\$ 774,913	\$ 225,854	\$ 245,326	\$ 234,851	\$ 234,119	\$ 940,150	\$ 285,732	\$ 327,732
GROSS MARGIN: (a)												
GAAP gross margin	\$ 97,807	\$ 102,407	\$ 97,292	\$ 92,299	\$ 389,805	\$ 107,463	\$ 121,656	\$ 116,191	\$ 115,771	\$ 461,081	\$ 143,130	\$ 167,169
Amortization of purchased intangibles	-	-	-	-	-	855	1,334	1,128	1,850	5,167	3,789	5,237
Stock-based compensation	-	-	-	-	-	287	309	285	292	1,173	342	429
Non-GAAP gross margin	\$ 97,807	\$ 102,407	\$ 97,292	\$ 92,299	\$ 389,805	\$ 108,605	\$ 123,299	\$ 117,604	\$ 117,913	\$ 467,421	\$ 147,261	\$ 172,835
Non-GAAP gross margin (% of revenue)	50.1%	50.1%	51.6%	49.4%	50.3%	48.1%	50.3%	50.1%	50.4%	49.7%	51.5%	52.7%
OPERATING INCOME: (a)												
GAAP operating income	\$ 30,200	\$ 38,737	\$ 33,027	\$ 22,980	\$ 124,944	\$ 33,065	\$ 38,669	\$ 36,331	\$ 27,301	\$ 135,366	\$ 39,268	\$ 55,950
Restructuring	278	-	-	-	278	-	-	-	-	-	2,692	333
Amortization of purchased intangible assets	2,298	2,177	865	1,515	6,855	2,340	3,742	2,875	4,116	13,073	7,895	10,432
In-process research and development	-	-	-	1,100	1,100	-	1,020	50	860	1,930	2,112	-
Stock-based compensation	-	-	-	-	-	3,230	3,259	2,948	3,134	12,571	3,353	3,792
Amortization of acquisition-related inventory step-up	228	-	-	-	228	-	-	-	-	-	-	-
Write-off of debt issuance costs	-	-	918	-	918	-	-	-	-	-	-	-
Deferred gain on joint venture	-	-	-	(9,304)	(9,304)	-	-	-	-	-	-	-
Non-GAAP operating income	\$ 33,004	\$ 40,914	\$ 34,810	\$ 16,291	\$ 125,019	\$ 38,635	\$ 46,690	\$ 42,204	\$ 35,411	\$ 162,940	\$ 55,320	\$ 70,507
Non-GAAP operating margin (% of revenue)	16.9%	20.0%	18.5%	8.7%	16.1%	17.1%	19.0%	18.0%	15.1%	17.3%	19.4%	21.5%
NET INCOME:												
GAAP net income	\$ 17,439	\$ 23,787	\$ 20,236	\$ 23,393	\$ 84,855	\$ 25,828	\$ 28,503	\$ 25,342	\$ 23,985	\$ 103,658	\$ 28,683	\$ 35,026
Restructuring	278	-	-	-	278	-	-	-	-	-	2,692	333
Amortization of purchased intangible assets	2,298	2,177	865	1,515	6,855	2,340	3,742	2,875	4,116	13,073	7,895	10,432
In-process research and development	-	-	-	1,100	1,100	-	1,020	50	860	1,930	2,112	-
Stock-based compensation	-	-	-	-	-	3,230	3,259	2,948	3,134	12,571	3,353	3,792
Amortization of acquisition-related inventory step-up	228	-	-	-	228	-	-	-	-	-	-	-
Write-off of debt issuance costs	-	-	918	-	918	-	-	-	-	-	-	-
Deferred gain on joint venture	-	-	-	(9,304)	(9,304)	-	-	-	-	-	-	-
Income tax effect on non-GAAP adjustments	(1,245)	(1,071)	(983)	(470)	(3,769)	(1,560)	(2,449)	(2,055)	(1,987)	(8,051)	(5,121)	(5,489)
Non-GAAP net income	\$ 18,998	\$ 24,893	\$ 21,036	\$ 16,234	\$ 81,161	\$ 29,838	\$ 34,075	\$ 29,160	\$ 30,108	\$ 123,181	\$ 39,614	\$ 44,094
DILUTED NET INCOME PER SHARE:												
GAAP diluted net income per share	\$ 0.15	\$ 0.21	\$ 0.18	\$ 0.21	\$ 0.75	\$ 0.22	\$ 0.25	\$ 0.22	\$ 0.20	\$ 0.89	\$ 0.24	\$ 0.28
Non-GAAP diluted net income per share	\$ 0.17	\$ 0.22	\$ 0.18	\$ 0.14	\$ 0.71	\$ 0.26	\$ 0.29	\$ 0.25	\$ 0.26	\$ 1.06	\$ 0.33	\$ 0.35
SHARES USED TO COMPUTE DILUTED NET INCOME PER SHARE:												
GAAP and Non-GAAP shares used to compute net income per share:	112,742	114,114	114,984	113,882	113,638	115,718	116,256	116,986	117,174	116,072	120,896	124,584

(a) Beginning in the first fiscal quarter of 2006, Trimble included the impact of certain transactions with its 50% owned joint venture Caterpillar Trimble Control Technologies, LLC (CTCT) in revenue and cost of sales. Prior to 2006, these transactions were included in non-operating income (expense). While this change did not have any impact on earnings before taxes, gross margins and operating margins have been unfavorably impacted beginning in the first fiscal quarter of 2006. The non-GAAP gross margin and non-GAAP operating income information presented in this table does not adjust for the impact of transactions with CTCT.

To help our readers understand our past financial performance and our future results, we supplement the financial results that we provide in accordance with generally accepted accounting principles, or GAAP, with non-GAAP financial measures. The non-GAAP financial measures included in the table above are non-GAAP gross margin, non-GAAP operating income, non-GAAP net income and non-GAAP diluted net income per share. The method we use to produce non-GAAP results is not computed according to GAAP and may differ from the methods used by other companies. Our non-GAAP results are not meant to be considered in isolation or as a substitute for comparable GAAP measures and should be read only in conjunction with our consolidated financial statements prepared in accordance with GAAP. Our management regularly uses our supplemental non-GAAP financial measures internally to understand, manage and evaluate our business and make operating decisions. These non-GAAP measures are among the primary factors management uses in planning for and forecasting future periods. We believe that these non-GAAP financial measures reflect an additional way of viewing aspects of our operations that, when viewed with our GAAP results, provide a more complete understanding of factors and trends affecting our business.