



CONSOLIDATED STATEMENTS OF OPERATIONS

(In millions, except per share data)  
(Unaudited)

	Three Months Ended				Fiscal Year 2015	Three Months Ended				Fiscal Year 2016	Three Months Ended				Fiscal Year 2017
	Q1 2015	Q2 2015	Q3 2015	Q4 2015		Q1 2016	Q2 2016	Q3 2016	Q4 2016		Q1 2017	Q2 2017	Q3 2017	Q4 2017	
Revenue	\$ 582.6	\$ 585.8	\$ 562.3	\$ 559.7	\$ 2,290.4	\$ 583.0	\$ 609.6	\$ 584.1	\$ 585.5	\$ 2,362.2	\$ 613.9	\$ 661.9	\$ 670.0	\$ 708.4	\$ 2,654.2
Cost of sales	275.4	281.9	264.3	266.6	1,088.2	282.4	294.0	275.1	272.7	1,124.2	287.3	315.4	320.5	338.4	1,261.6
Gross margin	307.2	303.9	298.0	293.1	1,202.2	300.6	315.6	309.0	312.8	1,238.0	326.6	346.5	349.5	370.0	1,392.6
Operating expense:															
Research and development	87.2	84.5	79.6	85.4	336.7	87.7	92.0	86.9	83.0	349.6	88.7	90.8	92.6	98.1	370.2
Sales and marketing	96.5	96.2	89.1	92.8	374.6	96.7	97.4	88.6	94.9	377.6	94.8	100.4	100.6	108.4	404.2
General and administrative	64.7	64.2	63.2	63.2	255.3	68.3	65.6	59.2	62.9	256.0	69.3	75.1	74.0	83.9	302.3
Restructuring charges	1.1	5.2	2.7	2.4	11.4	1.8	4.5	3.5	1.8	11.6	2.9	2.3	1.3	0.4	6.9
Amortization of purchased intangible assets	18.2	17.8	17.4	16.4	69.8	16.2	15.6	15.5	14.9	62.2	14.3	15.3	17.0	16.4	63.0
Total operating expense	267.7	267.9	252.0	260.2	1,047.8	270.7	275.1	253.7	257.5	1,057.0	270.0	283.9	285.5	307.2	1,146.6
Operating income	39.5	36.0	46.0	32.9	154.4	29.9	40.5	55.3	55.3	181.0	56.6	62.6	64.0	62.8	246.0
Operating margin	6.8 %	6.1 %	8.2 %	5.9 %	6.7 %	5.1 %	6.6 %	9.5 %	9.4 %	7.7 %	9.2 %	9.5 %	9.6 %	8.9 %	9.3 %
Non-operating income (expense), net:															
Interest expense, net	(6.4)	(6.3)	(6.4)	(6.5)	(25.6)	(6.6)	(6.6)	(6.6)	(6.1)	(25.9)	(6.1)	(6.0)	(6.3)	(6.6)	(25.0)
Foreign currency transaction gain (loss), net	1.1	—	0.1	(1.0)	0.2	(0.1)	(1.5)	—	(0.3)	(1.9)	1.4	—	1.6	0.3	3.3
Income from equity method investments, net	3.0	6.4	4.7	3.8	17.9	2.9	5.8	5.2	3.7	17.6	4.2	9.9	8.7	6.7	29.5
Other income (expense), net	7.0	(0.3)	(0.9)	(0.9)	4.9	3.3	0.1	(1.7)	4.2	5.9	9.5	1.1	1.6	(6.9)	5.3
Total non-operating income (expense), net	4.7	(0.2)	(2.5)	(4.6)	(2.6)	(0.5)	(2.2)	(3.1)	1.5	(4.3)	9.0	5.0	5.6	(6.5)	13.1
Income before taxes	44.2	35.8	43.5	28.3	151.8	29.4	38.3	52.2	56.8	176.7	65.6	67.6	69.6	56.3	259.1
Income tax provision	10.2	10.0	6.5	4.4	31.1	9.7	2.7	13.0	19.1	44.5	15.1	17.7	13.9	91.2	137.9
Net income (loss)	34.0	25.8	37.0	23.9	120.7	19.7	35.6	39.2	37.7	132.2	50.5	49.9	55.7	(34.9)	121.2
Less: Net income (loss) attributable to noncontrolling interests	(0.1)	(0.1)	(0.1)	(0.1)	(0.4)	(0.1)	(0.1)	—	—	(0.2)	—	—	—	0.1	0.1
Net income (loss) attributable to Trimble Inc.	\$ 34.1	\$ 25.9	\$ 37.1	\$ 24.0	\$ 121.1	\$ 19.8	\$ 35.7	\$ 39.2	\$ 37.7	\$ 132.4	\$ 50.5	\$ 49.9	\$ 55.7	\$ (35.0)	\$ 121.1
Net income (loss) per share attributable to Trimble Inc.															
Basic	\$ 0.13	\$ 0.10	\$ 0.15	\$ 0.10	\$ 0.47	\$ 0.08	\$ 0.14	\$ 0.16	\$ 0.15	\$ 0.53	\$ 0.20	\$ 0.20	\$ 0.22	\$ (0.14)	\$ 0.48
Diluted	\$ 0.13	\$ 0.10	\$ 0.14	\$ 0.09	\$ 0.47	\$ 0.08	\$ 0.14	\$ 0.15	\$ 0.15	\$ 0.52	\$ 0.20	\$ 0.19	\$ 0.22	\$ (0.14)	\$ 0.47
Shares used in calculating net income (loss) per share:															
Basic	259.4	258.4	254.8	250.5	255.8	251.0	250.5	249.7	250.7	250.5	252.0	253.0	252.6	250.9	252.1
Diluted	262.4	261.4	257.2	252.9	258.5	254.0	253.7	253.2	254.4	253.9	255.9	257.1	257.9	250.9	256.7



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

	Three Months Ended								Fiscal Year 2015	Three Months Ended								Fiscal Year 2016	Three Months Ended								Fiscal Year 2017			
	Q1 2015		Q2 2015		Q3 2015		Q4 2015			Q1 2016		Q2 2016		Q3 2016		Q4 2016			Q1 2017		Q2 2017		Q3 2017		Q4 2017			Fiscal Year 2017		
	Dollar Amount	% of Revenue	Dollar Amount	% of Revenue	Dollar Amount	% of Revenue	Dollar Amount	% of Revenue		Dollar Amount	% of Revenue	Dollar Amount	% of Revenue	Dollar Amount	% of Revenue	Dollar Amount	% of Revenue		Dollar Amount	% of Revenue	Dollar Amount	% of Revenue	Dollar Amount	% of Revenue	Dollar Amount	% of Revenue		Dollar Amount	% of Revenue	
<b>GROSS MARGIN:</b>																														
GAAP gross margin	\$ 307.2	52.7 %	\$ 303.9	51.9 %	\$ 298.0	53.0 %	\$ 293.1	52.4 %	\$ 1,202.2	52.5 %	\$ 300.6	51.6 %	\$ 315.6	51.8 %	\$ 309.0	52.9 %	\$ 312.8	53.4 %	\$ 1,238.0	52.4 %	\$ 326.6	53.2 %	\$ 346.5	52.3 %	\$ 349.5	52.2 %	\$ 370.0	52.2 %	\$ 1,392.6	52.5 %
Restructuring charges	0.2	—%	0.3	0.1 %	0.3	0.1 %	0.6	0.1 %	1.4	0.1 %	0.3	0.1 %	0.4	0.1 %	0.5	0.1 %	0.5	0.1 %	1.7	0.1 %	0.5	0.1 %	0.5	0.1 %	0.3	—%	2.3	0.3 %	3.6	0.1 %
Amortization of purchased intangible assets	22.5	3.9 %	23.0	3.9 %	23.3	4.1 %	23.8	4.2 %	92.6	4.0 %	24.1	4.0 %	24.0	3.9 %	21.8	3.7 %	18.7	3.2 %	88.6	3.8 %	19.0	3.1 %	20.5	3.1 %	23.0	3.4 %	23.3	3.3 %	85.8	3.2 %
Stock-based compensation	0.9	0.2 %	1.0	0.2 %	1.0	0.2 %	1.0	0.2 %	3.9	0.2 %	1.0	0.2 %	0.9	0.1 %	0.9	0.2 %	1.0	0.2 %	3.8	0.1 %	0.8	0.1 %	0.9	0.1 %	1.1	0.2 %	1.1	0.2 %	3.9	0.2 %
Amortization of acquisition-related inventory step-up	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%	0.1	—%	0.5	0.1 %	2.2	0.3 %	—	—%	2.8	0.1 %
Non-GAAP gross margin	\$ 330.8	56.8 %	\$ 328.2	56.1 %	\$ 322.6	57.4 %	\$ 318.5	56.9 %	\$ 1,300.1	56.8 %	\$ 326.0	55.9 %	\$ 340.9	55.9 %	\$ 332.2	56.9 %	\$ 333.0	56.9 %	\$ 1,332.1	56.4 %	\$ 347.0	56.5 %	\$ 368.9	55.7 %	\$ 376.1	56.1 %	\$ 396.7	56.0 %	\$ 1,488.7	56.1 %
<b>OPERATING EXPENSES:</b>																														
GAAP operating expense	\$ 267.7	45.9 %	\$ 267.9	45.7 %	\$ 252.0	44.8 %	\$ 260.2	46.5 %	\$ 1,047.8	45.7 %	\$ 270.7	46.4 %	\$ 275.1	45.1 %	\$ 253.7	43.4 %	\$ 257.5	44.0 %	\$ 1,057.0	44.7 %	\$ 270.0	44.0 %	\$ 283.9	42.8 %	\$ 285.5	42.6 %	\$ 307.2	43.3 %	\$ 1,146.6	43.2 %
Restructuring charges	(1.1)	(0.2)%	(5.2)	(0.9)%	(2.7)	(0.5)%	(2.4)	(0.4)%	(11.4)	(0.5)%	(1.8)	(0.3)%	(4.5)	(0.7)%	(3.5)	(0.6)%	(1.8)	(0.3)%	(11.6)	(0.5)%	(2.9)	(0.6)%	(2.3)	(0.3)%	(1.3)	(0.2)%	(0.4)	(0.1)%	(6.9)	(0.2)%
Amortization of purchased intangible assets	(18.2)	(3.1)%	(17.8)	(3.0)%	(17.4)	(3.1)%	(16.4)	(2.9)%	(69.8)	(3.1)%	(16.2)	(2.8)%	(15.6)	(2.6)%	(15.5)	(2.7)%	(14.9)	(2.5)%	(62.2)	(2.6)%	(14.3)	(2.3)%	(15.3)	(2.3)%	(17.0)	(2.5)%	(16.4)	(2.2)%	(63.0)	(2.4)%
Stock-based compensation	(11.6)	(2.0)%	(11.0)	(1.9)%	(11.8)	(2.1)%	(11.8)	(2.1)%	(46.2)	(2.0)%	(12.7)	(2.2)%	(12.1)	(2.0)%	(12.4)	(2.1)%	(11.6)	(2.0)%	(48.8)	(2.1)%	(12.9)	(2.1)%	(14.3)	(2.2)%	(15.0)	(2.2)%	(18.7)	(2.6)%	(60.9)	(2.3)%
Acquisition / divestiture items	(2.8)	(0.5)%	(2.8)	(0.5)%	(2.4)	(0.4)%	(1.9)	(0.4)%	(9.9)	(0.4)%	(1.6)	(0.3)%	(0.9)	(0.1)%	(0.9)	(0.1)%	(3.4)	(0.6)%	(6.8)	(0.3)%	(2.1)	(0.3)%	(4.3)	(0.6)%	0.3	—%	(1.3)	(0.2)%	(7.4)	(0.3)%
Litigation	—	—%	—	—%	—	—%	(0.3)	(0.1)%	(0.3)	—%	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%
Executive transition costs	—	—%	—	—%	—	—%	—	—%	—	—%	(0.9)	(0.1)%	(0.1)	—%	—	—%	—	—%	(1.0)	—%	—	—%	—	—%	—	—%	—	—%	—	—%
Non-GAAP operating expense	\$ 234.0	40.1 %	\$ 231.1	39.4 %	\$ 217.7	38.7 %	\$ 227.4	40.6 %	\$ 910.2	39.7 %	\$ 237.5	40.7 %	\$ 241.9	39.7 %	\$ 221.4	37.9 %	\$ 225.8	38.6 %	\$ 926.6	39.2 %	\$ 237.8	38.7 %	\$ 247.7	37.4 %	\$ 252.5	37.7 %	\$ 270.4	38.2 %	\$ 1,008.4	38.0 %
<b>OPERATING INCOME:</b>																														
GAAP operating income	\$ 39.5	6.8 %	\$ 36.0	6.1 %	\$ 46.0	8.2 %	\$ 32.9	5.9 %	\$ 154.4	6.7 %	\$ 29.9	5.1 %	\$ 40.5	6.7 %	\$ 55.3	9.5 %	\$ 55.3	9.4 %	\$ 181.0	7.7 %	\$ 56.6	9.2 %	\$ 62.6	9.5 %	\$ 64.0	9.6 %	\$ 62.8	8.9 %	\$ 246.0	9.3 %
Restructuring charges	1.3	0.2 %	5.5	0.9 %	3.0	0.5 %	3.0	0.5 %	12.8	0.6 %	2.1	0.4 %	4.9	0.8 %	4.0	0.7 %	2.3	0.4 %	13.3	0.6 %	3.4	0.7 %	2.8	0.4 %	1.6	0.2 %	2.7	0.4 %	10.5	0.3 %
Amortization of purchased intangible assets	40.7	7.0 %	40.8	7.0 %	40.7	7.2 %	40.2	7.2 %	162.4	7.1 %	40.3	6.8 %	39.6	6.5 %	37.3	6.4 %	33.6	5.7 %	150.8	6.4 %	33.3	5.4 %	35.8	5.4 %	40.0	5.9 %	39.7	5.5 %	148.8	5.6 %
Stock-based compensation	12.5	2.1 %	12.0	2.0 %	12.8	2.3 %	12.8	2.3 %	50.1	2.2 %	13.7	2.4 %	13.0	2.1 %	13.3	2.3 %	12.6	2.2 %	52.6	2.2 %	13.7	2.2 %	15.2	2.3 %	16.1	2.4 %	19.8	2.8 %	64.8	2.5 %
Amortization of acquisition-related inventory step-up	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%	0.1	—%	0.5	0.1 %	2.2	0.3 %	—	—%	2.8	0.1 %
Acquisition / divestiture items	2.8	0.5 %	2.8	0.6 %	2.4	0.5 %	1.9	0.3 %	9.9	0.4 %	1.6	0.3 %	0.9	0.1 %	0.9	0.1 %	3.4	0.6 %	6.8	0.3 %	2.1	0.3 %	4.3	0.6 %	(0.3)	—%	1.3	0.2 %	7.4	0.3 %
Litigation	—	—%	—	—%	—	—%	0.3	0.1 %	0.3	—%	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%	—	—%
Executive transition costs	—	—%	—	—%	—	—%	—	—%	—	—%	0.9	0.1 %	0.1	—%	—	—%	—	—%	1.0	—%	—	—%	—	—%	—	—%	—	—%	—	—%
Non-GAAP operating income	\$ 96.8	16.6 %	\$ 97.1	16.6 %	\$ 104.9	18.7 %	\$ 91.1	16.3 %	\$ 389.9	17.0 %	\$ 88.5	15.1 %	\$ 99.0	16.2 %	\$ 110.8	19.0 %	\$ 107.2	18.3 %	\$ 405.5	17.2 %	\$ 109.2	17.8 %	\$ 121.2	18.3 %	\$ 123.6	18.4 %	\$ 126.3	17.8 %	\$ 480.3	18.1 %
<b>NON-OPERATING INCOME (EXPENSE), NET:</b>																														
GAAP non-operating income (expense), net:	\$ 4.7		\$ (0.2)		\$ (2.5)		\$ (4.6)		\$ (2.6)		\$ (0.5)		\$ (2.2)		\$ (3.1)		\$ 1.5		\$ (4.3)		\$ 9.0		\$ 5.0		\$ 5.6		\$ (6.5)		\$ 13.1	
Acquisition / divestiture items	(5.8)		0.2		(0.2)		1.9		(3.9)		(3.1)		0.4		2.8		(3.6)		(3.5)		(8.1)		(0.8)		—		8.6		(0.3)	
Debt issuance cost write-off	(0.1)		0.1		—		—		—		—		—		—		—		—		—		—		—		—		—	
Non-GAAP non-operating income (expense), net:	\$ (1.2)		\$ 0.1		\$ (2.7)		\$ (2.7)		\$ (6.5)		\$ (3.6)		\$ (1.8)		\$ (0.3)		\$ (2.1)		\$ (7.8)		\$ 0.9		\$ 4.2		\$ 5.6		\$ 2.1		\$ 12.8	
<b>INCOME TAX PROVISION:</b>																														
GAAP income tax provision:	\$ 10.2	23 %	\$ 10.0	28 %	\$ 6.5	15 %	\$ 4.4	16 %	\$ 31.1	20 %	\$ 9.7	33 %	\$ 2.7	7 %	\$ 13.0	25 %	\$ 19.1	34 %	\$ 44.5	25 %	\$ 15.1	23 %	\$ 17.7	26 %	\$ 13.9	20 %	\$ 91.2	162 %	\$ 137.9	53 %
Non-GAAP items tax effected	11.8		17.2		8.8		9.3		47.1		18.3		4.1		14.6		16.4		55.3		10.2		15.0		11.9		7.9		45.0	
Difference in GAAP and Non-GAAP tax rate	1.0		(3.9)		9.2		7.5		13.8		(7.5)		16.4		(1.1)		(10.2)		(4.3)		—		(3.8)		3.8		15.5			
Tax reform impacts	—		—		—		—		—		—		—		—		—		—		—		—		—		(85.0)			
Non-GAAP income tax provision:	\$ 23.0	24 %	\$ 23.3	24 %	\$ 24.5	24 %	\$ 21.2	24 %	\$ 92.0	24 %	\$ 20.5	24 %	\$ 23.2	24 %	\$ 26.5	24 %	\$ 25.3	24 %	\$ 95.5	24 %	\$ 25.3	23 %	\$ 28.9	23 %	\$ 29.6	23 %	\$ 29.6	23 %	\$ 113.4	23 %
<b>NET INCOME (LOSS):</b>																														
GAAP net income (loss) attributable to Trimble Inc.	\$ 34.1		\$ 25.9		\$ 37.1		\$ 24.0		\$ 121.1		\$ 19.8		\$ 35.7		\$ 39.2		\$ 37.7		\$ 132.4		\$ 50.5		\$ 49.9		\$ 55.7		\$ (35.0)		\$ 121.1	
Restructuring charges	1.3		5.5		3.0		3.0		12.8		2.1		4.9		4.0		2.3		13.3		3.4		2.8		1.6		2.7		10.5	
Amortization of purchased intangible assets	40.7		40.8		40.7		40.2		162.4		40.3		39.6		37.3		33.6		150.8		33.3		35.8		40.0		39.7		148.8	
Stock-based compensation	12.5		12.0		12.8		12.8		50.1		13.7		13.0		13.3		12.6		52.6		13.7		15.2		16.1		19.8		64.8	
Amortization of acquisition-related inventory step-up	—		—		—		—		—		—		—		—		—		—		0.1		0.5		2.2		—			
Acquisition / divestiture items	(3.0)		3.0		2.2		3.8		6.0		(1.5)		1.3		3.7		(0.2)		3.3		(6.0)		3.5		(0.3)		9.9		7.1	
Litigation	—		—		—		0.3		0.3		—		—		—		—		—		—		—		—		—		—	
Executive transition costs	—		—		—		—		—		0.9		0.1		—		—		1.0		—		—		—		—		—	
Debt issuance cost write-off	(0.1)		0.1		—		—		—		—		—		—		—		—		—		—		—		—		—	
Non-GAAP tax adjustments	(12.8)		(13.3)		(18.0)		(16.8)		(60.9)		(10.8)		(20.5)		(13.5)		(6.2)		(51.0)		(10.2)		(11.2)		(15.7)		61.6		24.5	
Non-GAAP net income attributable to Trimble Inc.	\$																													



**REPORTING SEGMENTS**  
(Dollars in millions)  
(Unaudited)

	Three Months Ended				Fiscal Year 2015	Three Months Ended				Fiscal Year 2016	Three Months Ended				Fiscal Year 2017
	Q1 2015	Q2 2015	Q3 2015	Q4 2015		Q1 2016	Q2 2016	Q3 2016	Q4 2016		Q1 2017	Q2 2017	Q3 2017	Q4 2017	
<b>BUILDINGS AND INFRASTRUCTURE</b>															
Revenue	\$ 160.9	\$ 181.9	\$ 176.7	\$ 169.1	\$ 688.6	\$ 173.7	\$ 202.8	\$ 189.3	\$ 177.7	\$ 743.5	\$ 188.1	\$ 222.7	\$ 214.5	\$ 209.6	\$ 834.9
Operating income	\$ 16.8	\$ 29.3	\$ 36.0	\$ 26.1	\$ 108.2	\$ 22.4	\$ 38.9	\$ 40.9	\$ 31.7	\$ 133.9	\$ 32.7	\$ 50.4	\$ 52.2	\$ 44.6	\$ 179.9
Operating margin (% of segment external net revenues)	10.4 %	16.1 %	20.4 %	15.4 %	15.7 %	12.9 %	19.2 %	21.6 %	17.8 %	18.0 %	17.4 %	22.6 %	24.3 %	21.3 %	21.5 %
<b>GEOSPATIAL</b>															
Revenue	\$ 163.5	\$ 174.4	\$ 168.8	\$ 166.1	\$ 672.8	\$ 152.2	\$ 163.9	\$ 159.9	\$ 158.7	\$ 634.7	\$ 149.8	\$ 165.3	\$ 169.7	\$ 176.4	\$ 661.2
Operating income	\$ 29.6	\$ 36.0	\$ 38.5	\$ 31.2	\$ 135.3	\$ 26.1	\$ 28.5	\$ 35.3	\$ 30.9	\$ 120.8	\$ 27.9	\$ 30.2	\$ 36.7	\$ 36.1	\$ 130.9
Operating margin (% of segment external net revenues)	18.1 %	20.6 %	22.8 %	18.8 %	20.1 %	17.1 %	17.4 %	22.1 %	19.5 %	19.0 %	18.6 %	18.3 %	21.6 %	20.5 %	19.8 %
<b>RESOURCES AND UTILITIES</b>															
Revenue	\$ 120.9	\$ 96.4	\$ 78.9	\$ 85.6	\$ 381.8	\$ 113.8	\$ 99.0	\$ 87.5	\$ 95.4	\$ 395.7	\$ 119.9	\$ 111.0	\$ 114.4	\$ 131.6	\$ 476.9
Operating income	\$ 40.5	\$ 26.8	\$ 19.6	\$ 23.0	\$ 109.9	\$ 34.9	\$ 29.9	\$ 25.2	\$ 28.4	\$ 118.4	\$ 42.2	\$ 34.8	\$ 26.5	\$ 32.8	\$ 136.3
Operating margin (% of segment external net revenues)	33.5 %	27.8 %	24.8 %	26.9 %	28.8 %	30.7 %	30.2 %	28.8 %	29.8 %	29.9 %	35.2 %	31.4 %	23.2 %	24.9 %	28.6 %
<b>TRANSPORTATION</b>															
Revenue	\$ 137.3	\$ 133.1	\$ 137.9	\$ 138.9	\$ 547.2	\$ 143.3	\$ 143.9	\$ 147.4	\$ 153.7	\$ 588.3	\$ 156.1	\$ 162.9	\$ 171.4	\$ 190.8	\$ 681.2
Operating income	\$ 26.4	\$ 23.3	\$ 28.1	\$ 28.7	\$ 106.5	\$ 23.8	\$ 20.4	\$ 26.5	\$ 32.2	\$ 102.9	\$ 24.8	\$ 26.2	\$ 31.2	\$ 38.4	\$ 120.6
Operating margin (% of segment external net revenues)	19.2 %	17.5 %	20.4 %	20.7 %	19.5 %	16.6 %	14.2 %	18.0 %	20.9 %	17.5 %	15.9 %	16.1 %	18.2 %	20.1 %	17.7 %
<b>CORPORATE SUMMARY</b>															
<b>REVENUES:</b>															
Buildings and Infrastructure	\$ 160.9	\$ 181.9	\$ 176.7	\$ 169.1	\$ 688.6	\$ 173.7	\$ 202.8	\$ 189.3	\$ 177.7	\$ 743.5	\$ 188.1	\$ 222.7	\$ 214.5	\$ 209.6	\$ 834.9
Geospatial	163.5	174.4	168.8	166.1	672.8	152.2	163.9	159.9	158.7	634.7	149.8	165.3	169.7	176.4	661.2
Resources and Utilities	120.9	96.4	78.9	85.6	381.8	113.8	99.0	87.5	95.4	395.7	119.9	111.0	114.4	131.6	476.9
Transportation	137.3	133.1	137.9	138.9	547.2	143.3	143.9	147.4	153.7	588.3	156.1	162.9	171.4	190.8	681.2
Total revenue	\$ 582.6	\$ 585.8	\$ 562.3	\$ 559.7	\$ 2,290.4	\$ 583.0	\$ 609.6	\$ 584.1	\$ 585.5	\$ 2,362.2	\$ 613.9	\$ 661.9	\$ 670.0	\$ 708.4	\$ 2,654.2
<b>SEGMENT OPERATING INCOME:</b>															
Buildings and Infrastructure	\$ 16.8	\$ 29.3	\$ 36.0	\$ 26.1	\$ 108.2	\$ 22.4	\$ 38.9	\$ 40.9	\$ 31.7	\$ 133.9	\$ 32.7	\$ 50.4	\$ 52.2	\$ 44.6	\$ 179.9
Geospatial	29.6	36.0	38.5	31.2	135.3	26.1	28.5	35.3	30.9	120.8	27.9	30.2	36.7	36.1	130.9
Resources and Utilities	40.5	26.8	19.6	23.0	109.9	34.9	29.9	25.2	28.4	118.4	42.2	34.8	26.5	32.8	136.3
Transportation	26.4	23.3	28.1	28.7	106.5	23.8	20.4	26.5	32.2	102.9	24.8	26.2	31.2	38.4	120.6
Total segment operating income before corporate allocations	\$ 113.3	\$ 115.4	\$ 122.2	\$ 109.0	\$ 459.9	\$ 107.2	\$ 117.7	\$ 127.9	\$ 123.2	\$ 476.0	\$ 127.6	\$ 141.6	\$ 146.6	\$ 151.9	\$ 567.7
<b>CORPORATE AND OTHER CHARGES:</b>															
Unallocated Corporate Expense	\$ (16.5)	\$ (18.3)	\$ (17.3)	\$ (17.9)	\$ (70.0)	\$ (18.7)	\$ (18.7)	\$ (17.1)	\$ (16.0)	\$ (70.5)	\$ (18.4)	\$ (20.4)	\$ (23.0)	\$ (25.6)	\$ (87.4)
Restructuring Charges	(1.3)	(5.5)	(3.0)	(3.0)	(12.8)	(2.1)	(4.9)	(4.0)	(2.3)	(13.3)	(3.4)	(2.8)	(1.6)	(2.7)	(10.5)
Amortization of Purchased Intangible Assets	(40.7)	(40.8)	(40.7)	(40.2)	(162.4)	(40.3)	(39.6)	(37.3)	(33.6)	(150.8)	(33.3)	(35.8)	(40.0)	(39.7)	(148.8)
Stock-based Compensation	(12.5)	(12.0)	(12.8)	(12.8)	(50.1)	(13.7)	(13.0)	(13.3)	(12.6)	(52.6)	(13.7)	(15.2)	(16.1)	(19.8)	(64.8)
Amortization of acquisition-related inventory step-up	—	—	—	—	—	—	—	—	—	—	(0.1)	(0.5)	(2.2)	—	(2.8)
Acquisition / divestiture items	(2.8)	(2.8)	(2.4)	(1.9)	(9.9)	(1.6)	(0.9)	(0.9)	(3.4)	(6.8)	(2.1)	(4.3)	0.3	(1.3)	(7.4)
Litigation	—	—	—	(0.3)	(0.3)	—	—	—	—	—	—	—	—	—	—
Executive transition costs	—	—	—	—	—	(0.9)	(0.1)	—	—	(1.0)	—	—	—	—	—
<b>CONSOLIDATED OPERATING INCOME</b>	\$ 39.5	\$ 36.0	\$ 46.0	\$ 32.9	\$ 154.4	\$ 29.9	\$ 40.5	\$ 55.3	\$ 55.3	\$ 181.0	\$ 56.6	\$ 62.6	\$ 64.0	\$ 62.8	\$ 246.0
<b>NON-OPERATING EXPENSE AND INCOME TAXES</b>	(5.4)	(10.1)	(8.9)	(8.9)	(33.3)	(10.1)	(4.8)	(16.1)	(17.6)	(48.6)	(6.1)	(12.7)	(8.3)	(97.8)	(124.9)
<b>NET INCOME (LOSS) ATTRIBUTABLE TO TRIMBLE INC.</b>	\$ 34.1	\$ 25.9	\$ 37.1	\$ 24.0	\$ 121.1	\$ 19.8	\$ 35.7	\$ 39.2	\$ 37.7	\$ 132.4	\$ 50.5	\$ 49.9	\$ 55.7	\$ (35.0)	\$ 121.1



**FINANCIAL METRICS**  
(Dollars in millions)  
(Unaudited)

	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Fiscal 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Fiscal 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Fiscal 2017
<b>BALANCE SHEET METRICS:</b>															
Cash, cash equivalents and short-term investments	\$ 145.7	\$ 129.0	\$ 123.6	\$ 116.0		\$ 174.7	\$ 231.9	\$ 275.6	\$ 327.2		\$ 422.6	\$ 486.1	\$ 409.2	\$ 537.4	
Accounts receivable, net	383.0	355.5	344.5	361.9		377.8	377.5	369.2	354.8		394.7	395.3	407.2	414.8	
Inventories, net	276.0	280.8	271.4	261.1		255.5	241.7	224.3	218.8		221.1	223.3	254.7	271.8	
Short-term debt	133.1	124.2	150.3	118.3		135.3	130.3	145.3	130.3		138.3	147.3	135.4	128.4	
Long-term debt	527.3	512.5	606.3	611.4		539.6	594.7	524.5	489.6		509.8	465.0	560.4	785.5	
Total debt	660.4	636.7	756.6	729.7		674.9	725.0	669.8	619.9		648.1	612.3	695.8	913.9	
Equity	2,322.1	2,316.1	2,203.2	2,220.6		2,286.7	2,244.7	2,319.7	2,305.7		2,420.9	2,517.7	2,557.4	2,366.0	
<b>CASHFLOW METRICS:</b>															
Net cash provided by operating activities	\$ 107.9	\$ 97.0	\$ 72.9	\$ 79.2	\$ 357.0	\$ 114.4	\$ 81.2	\$ 91.4	\$ 126.6	\$ 413.6	\$ 102.9	\$ 145.8	\$ 61.3	\$ 101.9	\$ 411.9
Working capital	218.4	188.3	165.3	137.5		145.8	215.8	263.9	290.5		356.2	356.3	353.5	507.9	
Capital expenditures	10.6	15.9	9.2	8.2	43.9	4.9	7.3	7.5	6.3	26.0	5.7	9.9	10.8	17.3	43.7
<b>FINANCIAL RATIOS:</b>															
Days sales outstanding (a)	60	55	56	59		59	56	58	55		59	54	55	53	
Current ratio	1.3	1.3	1.2	1.2		1.2	1.3	1.4	1.4		1.5	1.4	1.4	1.6	
Debt to equity ratio	0.3	0.3	0.3	0.3		0.3	0.3	0.3	0.3		0.3	0.2	0.3	0.4	
Leverage ratio (b)	1.4	1.5	1.8	1.7		1.6	1.7	1.5	1.4		1.4	1.2	1.3	1.7	
<b>OTHER:</b>															
Headcount	8,209	8,247	8,394	8,451		8,516	8,513	8,358	8,388		8,496	8,865	9,422	9,523	

(a) Days sales outstanding is calculated based on ending accounts receivable, net, divided by revenue, times a quarterly average of 91 days.

(b) Leverage ratio is calculated based on total indebtedness divided by EBITDA for the trailing four quarters.

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 measure included in the table above is leverage ratio, as it includes adjusted EBITDA in its calculation. 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. We have provided this ratio as many investors find it to be a valuable metric to measure a company's ability to service indebtedness. Our non-GAAP measures 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 this non-GAAP financial measure reflects an additional way of viewing aspects of our operations that provides a supplemental understanding of factors and trends affecting our liquidity.