



Confidential

	Q1'05 Actual	Q2'05 Actual	Q3'05 Actual	Q4'05 Actual	FY'05 Actual	Q1'06 Actual
<b>Income Statement Metrics</b>						
<b>Total Revenue</b>	\$ 195,383	\$ 204,225	\$ 188,483	\$ 186,821	\$ 774,912	\$ 225,854
Engineering & Construction	120,198	141,096	134,172	128,994	524,460	146,734
Trimble Field Solutions	45,425	32,187	24,882	25,349	127,843	43,043
Advanced Devices	22,359	24,505	22,215	22,049	91,128	23,470
Trimble Mobile Solutions	7,401	6,437	7,214	10,429	31,481	12,607
<b>Gross Margin</b>	50.1%	50.1%	51.6%	49.4%	50.3%	47.6% (a)
<b>Total Segment Income</b>	\$ 39,663	\$ 47,916	\$ 40,492	\$ 32,589	\$ 160,660	\$ 42,833
Engineering & Construction	21,490	37,173	34,360	24,970	117,993	26,378
Trimble Field Solutions	15,577	8,044	3,962	4,944	32,527	13,909
Advanced Devices	3,232	4,578	2,916	2,486	13,212	2,323
Trimble Mobile Solutions	(636)	(1,879)	(746)	189	(3,072)	223
<b>Corporate and Other Charges</b>	\$ (9,463)	\$ (9,179)	\$ (7,464)	\$ (9,609)	(35,715)	\$ (9,768)
<b>Non-operating income (expense) and income taxes</b>	\$ (12,761)	\$ (14,951)	\$ (12,792)	\$ 413	(40,091)	\$ (7,237)
<b>Net Income</b>	\$ 17,439	\$ 23,786	\$ 20,236	\$ 23,393	\$ 84,854	\$ 25,828
<b>GAAP operating margin%</b>	15.5%	19.0%	17.5%	12.3%	16.1%	14.6% (a)
<b>Non-GAAP operating margin%</b>	16.9%	20.0%	18.5%	13.7%	17.2%	17.1%
<b>GAAP EPS</b>	\$ 0.31	\$ 0.42	\$ 0.35	\$ 0.41	\$ 1.49	\$ 0.45
<b>Fully-taxed Non-GAAP EPS</b>	\$ 0.34	\$ 0.44	\$ 0.37	\$ 0.29	\$ 1.43	\$ 0.52
<b>Balance Sheet Metrics</b>						
<b>Cash &amp; Cash Equivalents</b>	\$ 50,193	\$ 56,860	\$ 87,293	\$ 73,853		\$ 97,648
<b>Accounts Receivables, Net</b>	\$ 154,540	\$ 150,590	\$ 146,792	\$ 145,100		\$ 171,392
<b>Inventories, Net</b>	\$ 91,309	\$ 89,853	\$ 93,940	\$ 107,851		\$ 101,552
<b>Total Debt</b>	\$ 28,836	\$ 661	\$ 659	\$ 649		\$ 603
Short Term Debt	12,500	-	-	216		166
Long Term Debt	16,336	661	659	433		437
<b>Equity</b>	\$ 490,188	\$ 513,817	\$ 543,394	\$ 571,255		\$ 611,860
<b>Cashflow Metrics</b>						
<b>Cash Flow from (used in) Operations</b>	\$ (2,135)	\$ 38,705	\$ 33,540	\$ 22,771	\$ 92,880	\$ 16,878
<b>Working Capital</b>	\$ 197,372	\$ 208,410	\$ 232,276	\$ 214,337		\$ 249,302
<b>Capital Expenditures</b>	\$ 3,164	\$ 4,570	\$ 6,666	\$ 9,036	\$ 23,436	\$ 4,972
<b>EBITDA</b>	\$ 31,885	\$ 41,126	\$ 35,142	\$ 35,822	\$ 143,974	\$ 40,922
Amortization of Intangibles	2,339	2,209	910	1,561	7,019	2,380
Depreciation	2,512	2,378	3,000	2,781	10,671	3,104
<b>Financial Ratios</b>						
<b>Days Sales Outstanding</b>	62	60	60	66		57
<b>Inventory Turns (trailing 12 months)</b>	4.3	4.1	4.0	3.9		4.0
<b>Current ratio</b>	2.5	2.7	2.8	2.5		2.6
<b>Debt to Equity</b>	0.1	0.0	0.0	0.0		0.0
<b>Other</b>						
<b>Headcount</b>	2,231	2,308	2,347	2,462		2,543

(a) Impact of moving joint venture transactions from non-operating to operating income - reduced gross margin by 2.8 points and operating income by 2.5 points in fiscal 2006. In addition, operating margins were impacted by 1.4 points due to stock-based compensation expense. (For details, please refer to the non-GAAP P&L).