



Confidential

	Q1'05 Actual	Q2'05 Actual	Q3'05 Actual	Q4'05 Actual	FY'05 Actual	Q1'06 Actual
Income Statement Metrics						
Total Revenue	\$ 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
Gross Margin	50.1%	50.1%	51.6%	49.4%	50.3%	47.6% (a)
Total Segment Income	\$ 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
Corporate and Other Charges	\$ (9,463)	\$ (9,179)	\$ (7,464)	\$ (9,609)	(35,715)	\$ (9,768)
Non-operating income (expense) and income taxes	\$ (12,761)	\$ (14,951)	\$ (12,792)	\$ 413	(40,091)	\$ (7,237)
Net Income	\$ 17,439	\$ 23,786	\$ 20,236	\$ 23,393	\$ 84,854	\$ 25,828
GAAP operating margin%	15.5%	19.0%	17.5%	12.3%	16.1%	14.6% (a)
Non-GAAP operating margin%	16.9%	20.0%	18.5%	13.7%	17.2%	17.1%
GAAP EPS	\$ 0.31	\$ 0.42	\$ 0.35	\$ 0.41	\$ 1.49	\$ 0.45
Fully-taxed Non-GAAP EPS	\$ 0.34	\$ 0.44	\$ 0.37	\$ 0.29	\$ 1.43	\$ 0.52
Balance Sheet Metrics						
Cash & Cash Equivalents	\$ 50,193	\$ 56,860	\$ 87,293	\$ 73,853		\$ 97,648
Accounts Receivables, Net	\$ 154,540	\$ 150,590	\$ 146,792	\$ 145,100		\$ 171,392
Inventories, Net	\$ 91,309	\$ 89,853	\$ 93,940	\$ 107,851		\$ 101,552
Total Debt	\$ 28,836	\$ 661	\$ 659	\$ 649		\$ 603
Short Term Debt	12,500	-	-	216		166
Long Term Debt	16,336	661	659	433		437
Equity	\$ 490,188	\$ 513,817	\$ 543,394	\$ 571,255		\$ 611,860
Cashflow Metrics						
Cash Flow from (used in) Operations	\$ (2,135)	\$ 38,705	\$ 33,540	\$ 22,771	\$ 92,880	\$ 16,878
Working Capital	\$ 197,372	\$ 208,410	\$ 232,276	\$ 214,337		\$ 249,302
Capital Expenditures	\$ 3,164	\$ 4,570	\$ 6,666	\$ 9,036	\$ 23,436	\$ 4,972
EBITDA	\$ 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
Financial Ratios						
Days Sales Outstanding	62	60	60	66		57
Inventory Turns (trailing 12 months)	4.3	4.1	4.0	3.9		4.0
Current ratio	2.5	2.7	2.8	2.5		2.6
Debt to Equity	0.1	0.0	0.0	0.0		0.0
Other						
Headcount	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).