



Trimble Acquisitions Overview

February 2018

Forward-looking statements

Certain statements made in this presentation and any subsequent Q&A period are forward-looking statements, within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, and are made pursuant to the safe harbor provisions of the Securities Litigation Reform Act of 1995. These statements include expectations for future financial market and economic conditions, the impact of acquisitions, the ability to deliver revenue, earnings per share and other financial projections. These forward-looking statements are subject to change, and actual results may materially differ from those set forth in this presentation due to certain risks and uncertainties. The Company's results may be adversely affected if the Company is unable to market, manufacture and ship new products, obtain new customers, or integrate new acquisitions. The Company's results could be negatively impacted by weakening in the macro economic environment, or foreign exchange fluctuations or the imposition of barriers to international trade. Any failure to achieve predicted results could negatively impact the Company's revenues, cash flow from operations, and other financial results. The Company's financial results will also depend on a number of other factors and risks detailed from time to time in reports filed with the SEC, including its quarterly reports on Form 10-Q and its annual report on Form 10-K, such as changes in economic conditions, further worsening in the geospatial market, critical part supply chain shortages, and possible write-offs of goodwill. Undue reliance should not be placed on any forward-looking statement contained herein, especially in light of greater uncertainty than normal in the economy in general. These statements reflect the Company's position as of the date of this presentation. The Company expressly disclaims any undertaking to release publicly any updates or revisions to any statements to reflect any change in the Company's expectations or any change of events, conditions, or circumstances on which any such statement is based.

To help our investors understand our past financial performance and our future results, as well as our performance relative to competitors, we supplement the financial results that we provide in accordance with generally accepted accounting principles, or GAAP, with non-GAAP financial measures. The specific non-GAAP measures, which we use along with a reconciliation to the nearest comparable GAAP measures can be found on our website at <http://investor.trimble.com>.



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e-Builder Acquisition Highlights (Q1 2018)

e-Builder improves project outcomes through trusted insight, process control and faster cycle times across the entire project lifecycle of construction projects and capital programs

Common Business Challenges



Cost & Schedule Overruns



Process Inconsistency



Uninformed Decisions
Due to Disparate Data



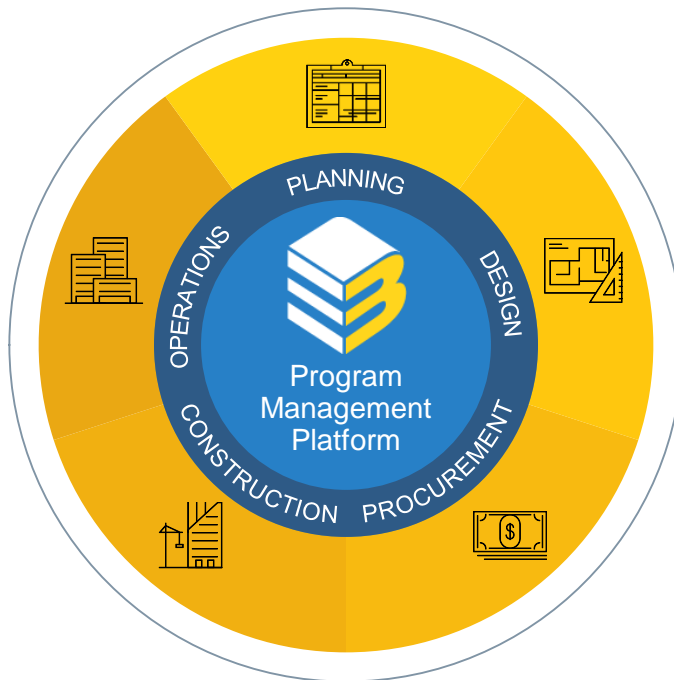
Manual Processes,
Creating Waste



Poor Stakeholder
Integration



Limited Transparency



Business Results



Optimized Productivity &
Efficiency



Enhanced Collaboration &
Communication



Reduced Costs &
Higher Profitability



Increased Automation
& Lowered Cycle Times



Improved Risk
Management &
Compliance

e-Builder Acquisition Highlights (Q1 2018)

e-Builder provides purpose-built, SaaS-based, project management applications for Owners and Project Managers / Construction Managers

- Top owners managing over \$300 billion in capital programs and 200,000+ individual projects contractually specify e-Builder to their GCs, Architects and Engineers
- Headquartered in Ft. Lauderdale, Florida, USA; >225 employees and approximately \$53 million in 2017 revenue
- Case Study ROI examples with E-Builder:
 - [University of Southern California](#) tripled average project expenditures handled by project managers
 - [Inova Health System](#) reduced construction progress payments from 29 days to less than 3 days
 - [NM Public School Facilities Authority](#) saved \$200 million in maintenance and capital costs

e-Builder solution stack differentiates with configurable workflow



e-Builder Acquisition Highlights (Q1 2018)

Trimble's Connected Site vision has guided strategic and tactical actions for over 20 years

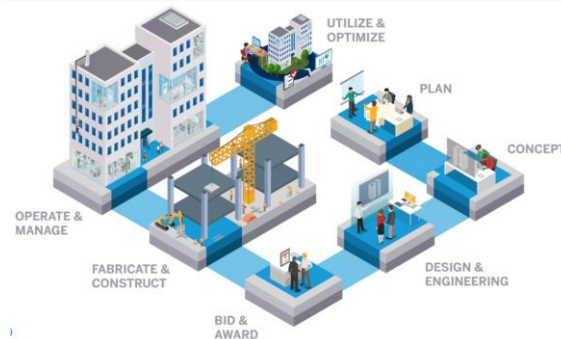
- Transform the way professionals work from planning, design, engineering, construction to operational management of built assets

Trimble's Construction Strategy is unique and differentiable

- Trimble's solutions enable a constructible process across office and field, transforming all phases of the lifecycle
- The constructible process eliminates inefficiencies, improves coordination and visibility to deliver higher levels of confidence for all stakeholders

Trimble's Buildings and Infrastructure lifecycle solutions enable productivity, quality and safety for all stakeholders

Buildings & Facility



Civil Infrastructure



e-Builder Acquisition Highlights (Q1 2018)



Global reach with deep domain knowledge and field expertise across civil and building construction continuums



The #1 North American firm for Owners and Program Managers connecting teams on >200,000 projects and >\$300B of construction value

A Combination of Complementary Strengths

Industry's most comprehensive field to enterprise construction technology platform

Market Segment

Trade & General Contractors (Projects)

Owners and Program Managers (Programs)

Connecting Owners / PMs to Contractors (Projects <> Programs)

Workflow

Model (geometry + attributes) centric

Cost, Workflow & Content Centric

Shared, cloud-based platform for GCs (deeper project controls) and Owners (deeper project visibility)

Value Proposition

Constructability

Cost & Process Control

Increased trust & performance. Faster pay. Better project outcomes

Go to Market & Partners

Global distribution, direct sales & best in class partnerships

Direct sales and program management partners

Accelerate global adoption of construction technology



Best-in-class integration with enterprise applications

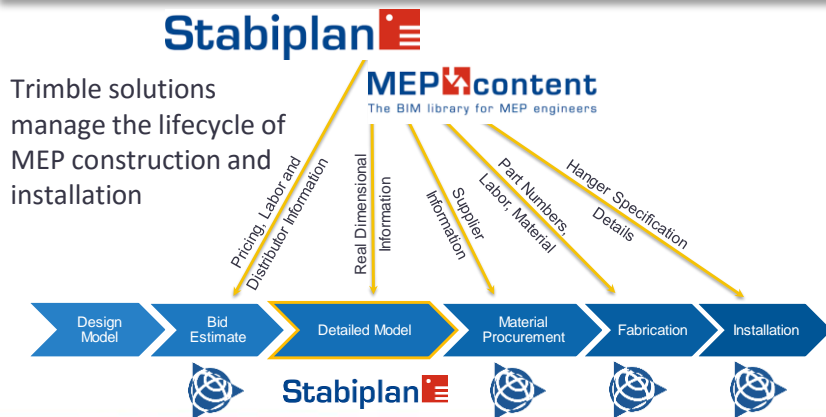
Stabiplan Acquisition Highlights (Q1 2018)



Stabiplan Overview

- 3D Computer Aided Design and Engineering for the MEP (mechanical, electrical & plumbing) industry → leading position in Netherlands and Belgium, sold as perpetual or termed licenses
- Leading MEP OPEN BIM (open standards and workflows) content provider in Europe: ~0.5 million MEP parts/components in a cloud data repository
- Unique manufacturer specific apps offered as OEM to companies like ABB and Mitsubishi
- Privately-held, founded in 1990, HQ in Bodegraven, NL. >200 FTE

Trimble MEP Capabilities

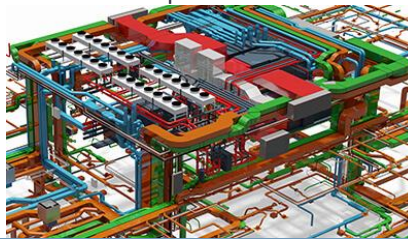


Strategic Rationale

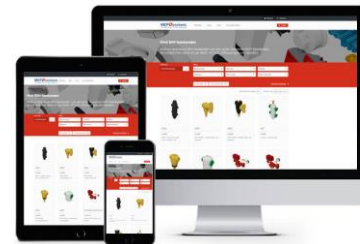
- 3D Modeling is a growing requirement for commercial construction in Netherlands, Belgium and France
- Region specific design calculations and manufacturer specific content combined with Computer Aided Design and Engineering that combines with Trimble strength in estimating, detailing, layout technologies to drive workflow optimization
- Leverage Trimble relationships to accelerate content and manufacturer specific apps
- Leverage development organization for content and MEP CAD/CAE development for other markets

Stabiplan Solutions Overview

Stabicad: design and engineering apps on multiple platforms that create a constructible model enabled by a BIM content subscription



MEPcontent: 3D OPEN BIM cloud based content service for MEP specific CAD solutions



10-4 Systems Acquisition Highlights (Q3 2017)

10-4

10-4 Systems Overview

- In a landscape where a shipment can be split into multiple components, with components traveling across various modes (e.g. truck/rail/ship/air) and across various carriers, optimizing & managing shipments can be complex, as shipment visibility becomes obscured across the multiple modes, carriers & IT systems involved.
- 10-4 is a leading provider of enterprise freight visibility solutions for shippers, third party logistics providers (3PLs), brokers and carriers, providing real-time visualization and predictive estimated time of arrival, which provides shippers complete visibility to all inbound & outbound shipments (and shipment components) regardless of transportation mode or transportation provider.
- Active customers include Anheuser Busch, Univar, GE Appliances, YRC, Johns Manville, Crete and Swift.
- Founded in 2012. Based in Boulder, Colorado with >50 employees.

10-4 Systems Value Proposition

- With increasing consumer e-commerce expectations and the need to understand the associated e-commerce impact on inventory positions and transportation networks, shipment-level visibility into inbound and outbound freight has become a high priority for trucking companies → 10-4 Systems meets this need, providing shipment-level visibility, as opposed to asset/truck level visibility, across the supply chain of various modes and partners.
- Shippers are demanding more accurate and timely communications → 10-4 Systems delivers dynamic estimated time of arrival for shipments.
- Both shippers and carriers benefit from improved optimization and utilization of capacity → 10-4 systems drives collaboration, compliance and reduced transportation costs.
- Open integration with key mobility and enterprise providers.
- Mentioned in Gartner's 2017 Magic Quadrant for shaping the future of the transportation industry through supply chain visibility.

Strategic Rationale

- 10-4 Systems strengthens Trimble's position in transportation with a move into the shipper space, providing solutions to all members of the freight supply chain – shippers, 3PLs/brokers, carriers of all sizes/types, and final mile.
- Trimble Enterprise solutions manage the bill of lading, which enables shipment visibility. Trimble Mobility solutions provide insight to vehicle location, which complements shipment visibility. The combined business enables the transportation industry (shipper and carriers) to optimize freight demand and capacity and improve the utilization of long-haul trucking assets and meet the increased needs for supply chain efficiency.
- 10-4 Systems expands Trimble's portfolio of transportation management systems (TMS) to include an established cloud-based solution for smaller carriers.

10-4 Systems Solutions Overview



Freight Portal

- Shippers, 3PLs and carriers have real-time visibility into freight location, combined with predictive analytics, to aid in proper resource allocation.



Transportation Management System (TMS)

- Small carrier TMS for the 1-20 (for-hire) truck fleet, which manages ~18% of the for-hire capacity in the US and Canada.



Shipper Request for Proposal

- Shipper RFP tool to streamline the freight bid process.

Müller Elektronik Acquisition Highlights



Müller Elektronik Overview

- Global leader in producing and selling embedded implement software and Electronic Control Units (ECUs) for agricultural implements. Müller specializes in controls software for ECUs using ISOBUS, which is an agricultural equipment communication standard
- ISOBUS communication protocols allow one in-cab display to control several implements, regardless of manufacturer; thereby simplifying data exchange and implement control
- ECUs (hardware solutions) on agricultural implements control variable rate application on planters, sprayers and spreaders to improve the management of inputs. Variable rate application places the proper amount of inputs (seed, fertilizer and pesticides) in the right place, at the right time
- Global customer base including many large European implement OEMs
- Privately-held, founded in 1977. HQ in Salzkotten, Germany. >375 employees
- Müller includes the company's other operations, WTK Elektronik, a German-based company, Mueller Electronics Inc., a North American-based company, ME-Sud America, an Argentina-based company, and ME-France

Strategic Rationale – Market Drivers

- Müller's specialization in implement controls and precision farming solutions for planting, seeding, spraying & fertilizing compliments Trimble leadership in precision farming solutions
- Implement technology is becoming significantly smarter as farms adopt variable rate applications to help manage input costs
- Variable rate field technology is the fastest growing precision technology being adopted on the farm today
- Further positions Trimble as an industry leading innovator, connecting the digital world (farm prescription) with the physical world (implement control)

Müller Elektronik Acquisition Highlights (cont.)

Müller Technology Overview

In Cab Display

- Precision agriculture will become easier for the farmer through complete and integrated solutions by reducing proliferation of cab displays



ISOBUS

- ISOBUS is a standard communication protocol how all implements and tractors communicate regardless of brand



Electronic Control Unit (ECU)

- Implement smart technology is where an implement is controlled by an on board processor or ECU, located on the implement



Müller implement solutions examples

ISOBUS sprayer

Precision ag control systems for self-propelled and trailing sprayers



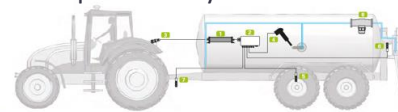
ISOBUS planter

Precision ag control systems for row crop planters and seed drills



ISOBUS spreader

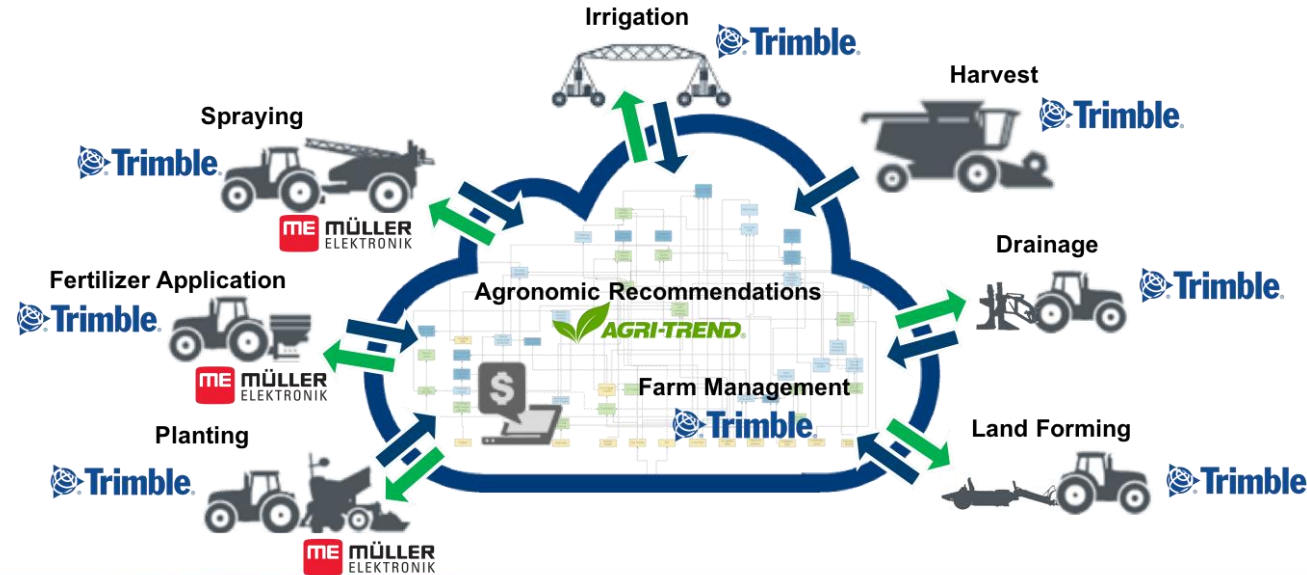
Precision ag control systems for both liquid and dry fertilizer



Müller Elektronik Acquisition Highlights (cont.)

Strategic Rationale – Crop Production Cycle

- Precision agriculture will become easier for the farmer through complete and integrated access to a set of solutions designed for the mixed fleet; including farm management software, agronomic tools, and tractor, irrigation and implement technology solutions



Distribution Strategy

- Müller will benefit from Trimble's global Vantage distribution network; thereby providing global access to the aftermarket
- Trimble will benefit from Müller's global OEM customer base, including many large European implement OEMs

Precision Agronomy



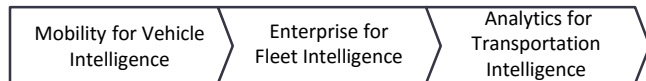
Innovative Software Engineering (ISE) Acquisition Highlights (Q2 2017)

ISE Vision Overview

- Deep domain expertise in engineering for transportation regulatory compliance
- Software manages drivers' hours-of-service and vehicle inspection reporting
- Privately-held, founded in 2002. HQ in Coralville, IA. >60 employees
- Solutions offerings include consulting, software and hardware
- North American customer base includes fleet management software providers; trucking fleets; and customers in other vertical markets

Trimble Transportation Capabilities

- Trimble Transportation is a complete end to end solution providing efficiency, safety, and compliance solutions, across key domains:



- Trimble Transportation delivers the goods of commerce by managing >2 million assets globally across trucking, logistics, automotive, oil & gas, rail and military
- Trimble Transportation solutions connect drivers, vehicles, assets and freight by providing automation across the supply chain and analytics tools that support decision making for safety, operations and maintenance

Strategic Rationale

- Electronic logging devices (ELDs) are required by the Federal Motor Carrier Safety Administration (FMCSA) beginning December 2017. ISE enables Trimble to expand and serve new markets with ISE's electronic driver logs-as-a-service
- Extends value proposition to increase fleet safety and compliance through embedded software solutions such driver logs-as-a-service and EDVIR-as-a-service to the transportation industry through partners
- Leverages ISE's software-as-a-service focus with Trimble's strength in distribution to extend customer reach, especially within smaller fleets

ISE Solutions Overview



ELD-as-a-Service
Mobile App, Driver Interface, Web Interface, Custom Deployment



Driver Vehicle Inspection Reporting
Automated, Paperless Vehicle Inspection Reporting Mandated for Bus and Truck Drivers



Fleet Services
Commercial-Grade Platform, Robust Safety and Compliance Apps



Professional Services
Custom Software Development Solutions: IoT, Cloud Services, Big Data, Agile Consulting, Mobile Apps

NM Group Acquisition Highlights (Q2 2017)

NM Group Overview

- Founded in 2007 (spin out of UK's National Grid PLC) focused on electric utilities
- Leading provider of data products and services for vegetation management, asset maintenance and engineering, as well as 3D visualization software solution (Caydence)
- 50+ active customers - Several large customers with long-term turnkey services contracts (UK, US)
- HQ in Knaresborough UK. Direct sales force, offices in UK, USA, Canada and Australia

Trimble Energy Capabilities

- NM Group will complement our geospatial data capture capabilities and network information systems (NIS) solution. Trimble value proposition:

**SAFETY &
COMPLIANCE**

**HIGH-LEVEL
CUSTOMER
SERVICE**

**IMPROVED
RELIABILITY**

**FLEXIBLE
GRID**

**POWERFUL INFORMATION
FOUNDATION**

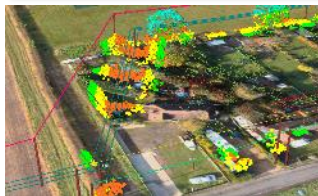
**RIGHT INVESTMENTS
& OPTIMIZED ACTIONS**



Strategic Rationale

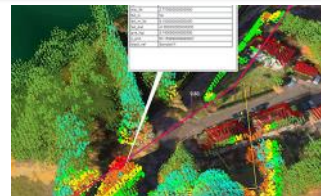
- Visual & 3D Asset Management is a growing market segment within the electric utility industry that helps customers understand and assess the state of their network assets
- Trimble Energy asset management software solutions for electric and natural gas utilities optimize planning, construction, operations and maintenance workflows
- Trimble Energy combined with NM Group enriches workflow solutions for network maintenance by providing a highly accurate and dynamic visual context that optimizes decision making
- Strengthens customer orientation towards larger utilities customer

NM Group Solutions Overview



3D Asset Management

– an exact 3D world populated with asset information enhances productivity and leads to better, faster organizational decisions



Vegetation Management

- vegetation analytics to provide functional reporting to help utilities better manage the risk posed by vegetation related outages



Condition Inspection -

using multi-sensor approach to acquire comprehensive asset data to enable condition based maintenance

BOS Forestry Acquisition Highlights (Q2 2017)



BOS Forestry Overview

- Provider of innovative digital trade platform and wood supply software applications
- Integrates load information with business processes
- Rapidly expanding network of trade partners
- Solution offerings include on premise and Cloud/SaaS software
- Privately-held, founded in 2015. HQ in Nelson BC, Canada

Strategic Rationale

- Expand Connected Forest portfolio to include electronic platform for collaborative stakeholder management
- Expand logistics and timber supply visibility platform for customers of all sizes
- Expand portfolio with small/medium business coverage for contractor settlement and financial reconciliation

Trimble Forestry Capabilities

- Trimble's Connected Forest portfolio manages the lifecycle of the forestry supply chain, including:



- BOS Forestry solutions extend Trimble's Connected Forest portfolio capabilities to allow collaborative stakeholder planning for fibre management

BOS Forestry Solutions Overview

BOS Scaler



- A scale site application for the management of harvesting operations

BOS Supply



- Manages harvesting operations, wood supply payments to contract loggers and truckers, timber sales and purchases, and scale data

BOS Sales



- Supports the production of finished lumber packages for customer orders or inventory for sale through to shipping

BOS Trade



- Provides forest industry partners with a web portal to monitor, analyze and download log load details

Silvadata Acquisition Highlights (Q1 2017)



Silvadata Overview

- Provider of cloud-based data, collaboration and workflow automation services to small and medium sized forestry companies for lifecycle enterprise management
- Customers include >1,000 end users serving >400,000 private landowners in Finland
- Privately-held, founded in 1985. HQ in Espoo, Finland.

Strategic Rationale

- SilvaPRO solution provides a cloud based platform for forest management and operations that extends the Trimble Connected Forest ecosystem
- Expand Connected Forest portfolio with Forest Associations and enterprise SaaS offerings
- Extend solutions reach into forestry organizations of all sizes

Trimble Forestry Capabilities

- Trimble's Connected Forest manages the lifecycle of the forestry supply chain, including:



- Silvadata solutions extend Trimble's Connected Forest portfolio with SaaS planning, forest management, harvesting, procurement and timber sales

Silvadata Solutions Overview

Forest Management



- Maintain stands
- Develop forest plans
- Estimate value and yield simulation

Wood Procurement



- Establish contracts between forest owner and wood purchaser
- Logistics guidance

Work Site Execution



- Harvest operations planning
- Soil preparation (planting, & clearing) planning

Savcor Acquisition Highlights (Q1 2017)



Savcor Overview

- Provider of advanced forestry solutions and process optimization solutions
- Extensive forest owner and processing customer base in Europe and South America
- Regional operations in Germany and Brazil
- Privately-held, founded in 1981. HQ in Mikkeli, Finland.

Strategic Rationale

- Expand Trimble Connected Forest portfolio to mills, processing, and finished goods technology solutions
- Increase market reach across Europe and Latin America
- Deliver process analytics and operations, which allows customers to monitor mill processes from start to finish, perform thorough analysis of the phases where problems occur, and model improvements to increase efficiency
- Expand Trimble Connected forest capabilities with new forest management, operations, and procurement tools

Trimble Forestry Capabilities

- Trimble's Connected Forest manages the lifecycle of the forestry supply chain, including:



- Savcor solutions extend Trimble's Connected Forest portfolio into mill operations (processing) as well as process analytics and optimization

Savcor Solutions Overview



Wedge

Online process diagnostics system that improves operational efficiency in mill processes by integrating data from different sources to analyze and diagnose problems



Zenith

Forestry information system for all operations from land acquisition planning and assessment, silviculture, harvesting and logistics to timber receiving at mill gates

Beena Vision Acquisition Highlights (Q1 2017)



Beena Vision Overview

- Leader in vision based automatic wayside inspection systems for railroad industry
- Technology enables detailed condition assessment of train components, from wheel surface condition to full train inspection
- Global customer base including most major North American Class 1 railroads and global Train Operating Companies (TOCs)
- Solutions offerings include hardware and software
- Privately-held, founded in 2003. HQ in Norcross GA.

Trimble Rail Capabilities

- Trimble solutions manage the lifecycle of rail transport assets, including:



- Trimble rail business activities are currently centered on the Nexala business (2014 acquisition)
- Nexala solutions manage rolling stock assets by providing data aggregation and analytics tools that support decision making for engineering and operations

Strategic Rationale

- Combines Beena Vision's data capture with Nexala's data aggregation and analytics tools
- Extends value proposition to enable increased fleet availability; decreased maintenance costs; better visibility into train operations
- Leverages Beena Vision's North American focus and Nexala's European focus to worldwide scale
- Leverages Beena Vision's rail freight customer focus with Nexala's rail passenger focus to extend customer reach

Beena Vision Solutions Overview



TrainView
Full Scale Train
Scanning and
Imaging System



WheelView
Accurate, Rugged, Reliable,
Automatic Wheel Profile
Measurement System



TreadView
Automatic Wheel Surface
Inspection System



BreakView
Automatic Wayside Break Shoe
Inspection System

Building Data Acquisition Highlights (Q4 2016)

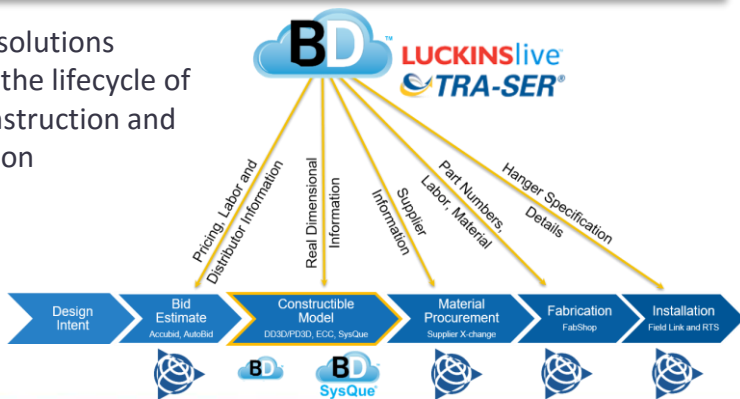


Building Data Overview

- MEP specific constructible modeling software
- MEP 3D BIM content provider in North America with a global presence
- ~7 million MEP parts/components in a cloud data repository
- Privately-held, founded in 2008, HQ in Sacramento, CA.

Trimble MEP Capabilities

Trimble solutions manage the lifecycle of MEP construction and installation

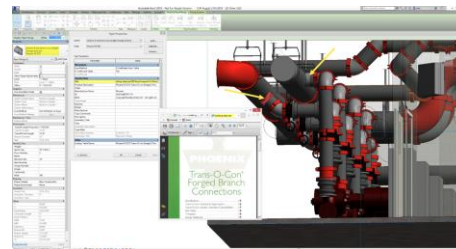


Strategic Rationale

- 3D modeling is becoming a requirement for commercial construction
- Streamline work processes and data exchange by connecting Trimble's estimating and bidding solutions with highly accurate constructible level detail 3D models and rich BIM content
- Leverage existing customer base for cross sell and workflow interoperability

Building Data Solutions Overview

Unique software functionality that enables pre-fabrication and higher accuracy of construction documentation enabled by a BIM content subscription



3D BIM content service for MEP specific CAD solutions enable collaboration and data sharing for estimating, CAD and CAM

