



2013

Annual Report

Transforming the way the world works

To our shareholders

In most respects 2013 was another year of accomplishment for Trimble in an environment that remains uneven around the world. After a first half that presented us with some significant market and weather challenges, we saw a generally better second half with a strong finish in the fourth quarter. Total year revenue grew 12.2 percent with a heavier than normal contribution from acquisitions. We were able to leverage that growth into an improvement in the quality of our financial model as non-GAAP operating income grew to a fiscal year record of 20.7 percent of revenue—up from 19.5 percent in 2012.

The U.S. was the best performing regional market, although uncertainty still constrained investment decisions. Europe continued to limp along, although there may have been nascent signs of some level of recovery late in the year. Australia's recession had a disproportionate negative effect on our results because that market has historically been an aggressive implementer of technology from our Engineering & Construction (E&C) segment and generates revenue that is more significant than population would imply. China, South America, the Middle East, India and Russia produced a number of instances of strong performance, but in general, these markets might best be described as ambiguous during 2013—not particularly troubled, but also far from robust.

The improvement in underlying profitability was largely driven by gross margin which reflects a continuing evolution of our business model towards a higher value bundle of hardware, software and services. Our embrace of changing technology is resulting in a growing contribution to our results from Software as a Service (SaaS) and cloud-based solutions, which is leading to more recurring and profitable

revenue from subscriptions. While this growing contribution is important, it is also important to recognize Trimble's unique value to our customers is based on the integration of different technologies into a complete solution for the workplace. The technology adaptability that allows us to feel equally comfortable, in both the hardware and software worlds, provides us with a unique competitive position in the marketplace.

While we demonstrated progression in our financial performance in 2013, the more important story revolved around strategic execution. The core of the strategy picture is centered on the dynamism of relevant technologies, the accelerating adoption of technology solutions by our markets and the growing Trimble capabilities that can be offered to those markets. These trends reinforce our beliefs that technology has the potential to transform entire industries and that Trimble can be central to the change. While these beliefs have been fundamental to us for some time, the last year has brought growing recognition that the time horizon for these transformations is close.

The technological dynamism is occurring across a relatively broad realm of technology categories including sensors, wireless connectivity, data accessibility and methods for visualizing and interacting with data. By integrating these capabilities, we have been able to invent or extend solutions that have provided significant value for both traditional and emerging users. Over the last several years, we added building blocks that will enable us to realize the opportunities provided by an environment that demands more data and usable information. In construction, we are pursuing a strategy centered on the concept of a “constructible model,” which will provide a robust information environment for the design, build and operational phases of a project. In agriculture, we continue to develop Connected Farm™ solutions, which anticipate an intensive information ecosystem. In transportation and logistics, we aim to engage transportation companies with information tools that provide transparency throughout the enterprise.

In 2013 we continued to integrate these capabilities into a more coherent and integrated product platform that has

more significance to the total enterprise—whether it be a contractor, a large agricultural grower, a trucker, a railroad or a utility. During the year, we saw a meaningful increase in the number of dialogues taking place at the “C-level.” Five years ago our conversations tended to be with functions deeper within the enterprise, focused on operations or technology adoption. The current trend is towards significant engagement with senior executives who understand their future success depends on the effective adoption of technology.

Our key theme for 2014 will be to accelerate the strategic tempo. There are three key elements of this acceleration—intensified innovation, extension of our go-to-market capabilities and the continued evolution of our organization to step up to the opportunities.

The go-to-market challenge is a particularly important consideration in our success in the next five years. Our market opportunities are global and Trimble’s success is tied to projecting ourselves globally. This is reflected in our physical and organizational infrastructure with physical presence in 35 countries and third-party representation in virtually every country. Beyond the issue of scaling up to meet the requirements of the market, is the ability to develop a nuanced strategy that can meet the needs of different market segments. Trimble has historically relied on strong and viable dealer channels. In recent years, we have reinforced this third-party channel emphasis through the development of the SITECH® channel. SITECH is a worldwide, commonly branded, dealer network focused on civil infrastructure, and the BuildingPoint™ channel, which is intended to accomplish the same objective in the building construction market. However, pioneering and penetrating our markets will require us to be conceptually flexible with significant direct sales force utilization in some markets, such as transportation and logistics, and much greater key account management to support enterprise-level solutions.

We have set an ambitious course for ourselves in the next few years. The foundation for realizing those ambitions is the Trimble organization. We believe the quality, capability and behavior of our organization enables us to undertake missions that may not be available to our competitors. Our

primary organizational challenge will be to embrace the increasing complexity that comes along with the ambition, without losing our inherent entrepreneurial edge. Our core organizational concept remains centered on focused divisions with an emphasis on market responsiveness, accountability and transparency. These relatively autonomous units have been the engines that have created much of our market and financial success over the last ten years. We continue to augment this core structure to better leverage the expanding Trimble technology capabilities, to address the requirements of international markets, to pursue enterprise-level opportunities, and to more effectively participate in alliances with other companies. Maintaining a robust and aggressive culture, during a period of significant change and growth, will remain a central consideration for me personally.

At the core of this organizational culture is a fierce view on value creation—both for our users and our shareholders. Success in executing this strategy will enable us to achieve the goals we routinely share with Trimble employees:

- Breakout market leadership—achieved by leading transformations in our markets.
- Top-tier financial performance—focused on revenue growth, incremental margin performance and return on equity.
- A new standard of excellence that transcends best current practices—focused on following a unique path emphasizing “always better.”

The significant opportunities and accompanying challenges will require us to step up—as we have for many years. Once again I thank the Trimble employees for their continued competency, commitment and loyalty.



Steven W. Berglund
President and Chief Executive Officer

Trimble transforming /

The way the world works

The business of transformation

Trimble is transforming how the world's work gets done. Our industry-specific solutions integrate advanced capabilities that help customers tackle some of the greatest challenges their industries face including:

- Producing more food per acre at lower cost and with lower environmental impact.
- Constructing, maintaining and operating roads, railways and other civil infrastructure more quickly, safely and cost-efficiently.
- Building, maintaining and operating residential and commercial buildings in less time, at lower cost, while achieving higher quality and environmental standards.
- Transporting goods, in reduced time and at reduced cost, while improving safety, regulatory compliance and reducing carbon footprint.
- Managing large fleets of service vehicles to improve customer service while lowering costs, improving safety and reducing environmental impact.
- Producing and distributing energy, water and natural resources more quickly, safely and cost-efficiently, with greater compliance.

Our solutions are also used extensively in the public sector at the national, federal, state and local level to manage critical assets, improve public safety and security, and boost efficiency and transparency.

THE TOOLS OF TRANSFORMATION

Trimble integrates technology in three key areas to create domain-specific solutions that make work tasks and work processes more productive.



Information,
Analytics &
Modeling

Positioning,
Sensing &
Geospatial
Context

Connectivity,
Mobility &
Communication



The benefits of transformation

By applying innovative technology to solve business challenges, Trimble customers gain access to better information to enable better decisions, improving their operations and reducing risk. Benefits include:

Economic breakthroughs

- Enhanced productivity and return on investment (ROI)
- Higher yields, reduced costs, less waste
- Better utilization of assets and workers

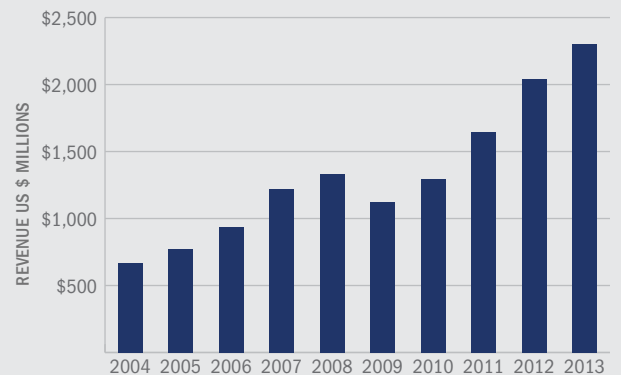
Quality, safety & compliance

- Improved quality of data, measurement and work
- Enhanced operator and worker safety
- Greater regulatory compliance

Reduced environmental impact

- Reduction in use of fossil fuels
- Reduction in use of chemicals and water
- Reduction in waste; enhanced reporting

TRIMBLE 10-YEAR FINANCIAL PERFORMANCE

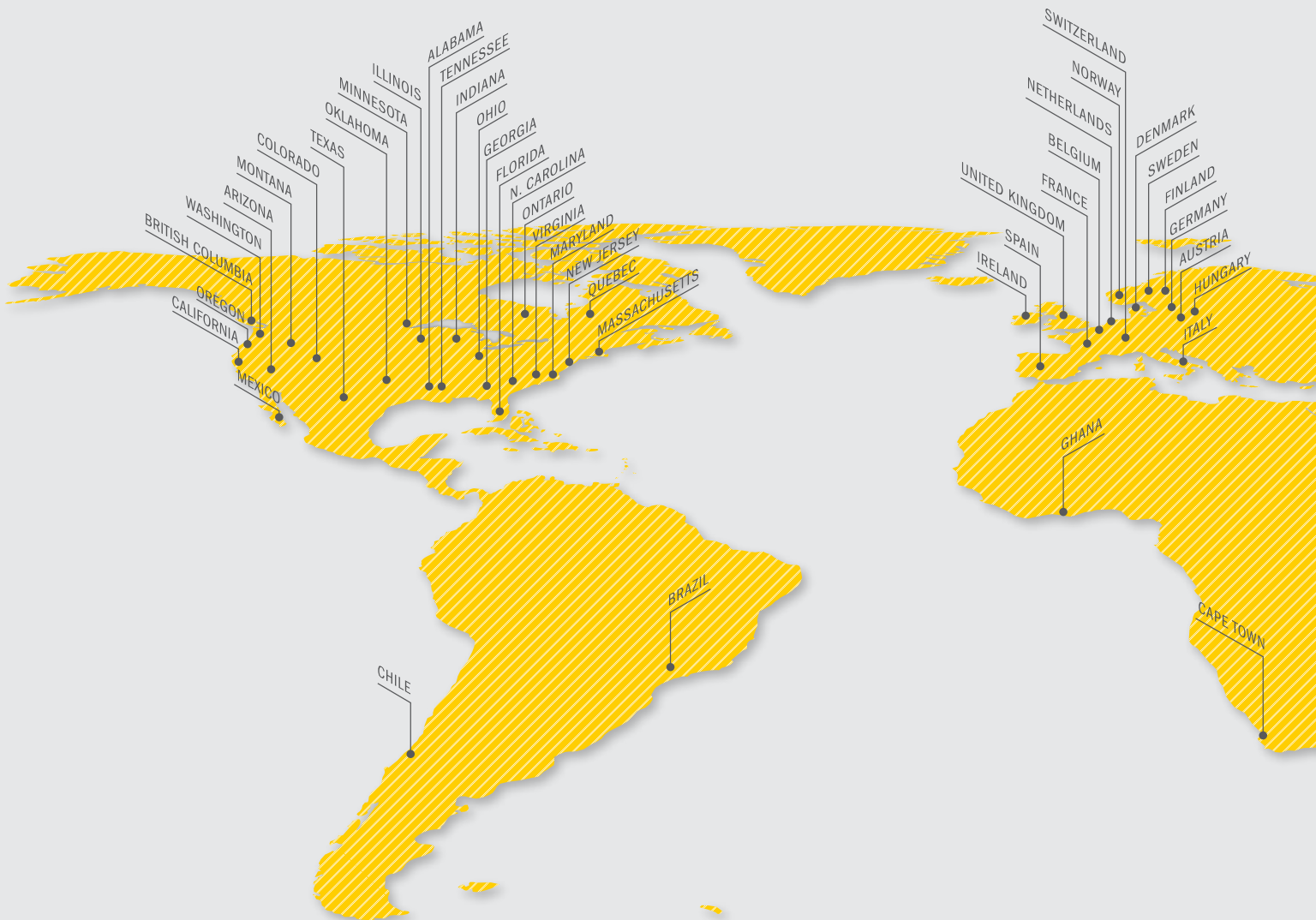


Trimble transforming /

The way the world works in more than 150 countries

A global company transforming work
wherever it needs to be done.

Trimble solutions are at work in more than 150 countries and have been used everywhere from North Pole expeditions to Antarctic surveys, from re-measuring the height of Mount Everest to helping rescue miners trapped deep underground. Our regional offices and manufacturing centers are located in more than 35 countries, with research & development centers in 15 countries spanning 12 time zones, and our global partner network provides local sales, consulting, training, technical support, service and repair in over 125 countries.



OFFICES IN

35

COUNTRIES

CUSTOMERS IN

150

COUNTRIES

SALES, SUPPORT AND SERVICE NETWORKS IN

125

COUNTRIES

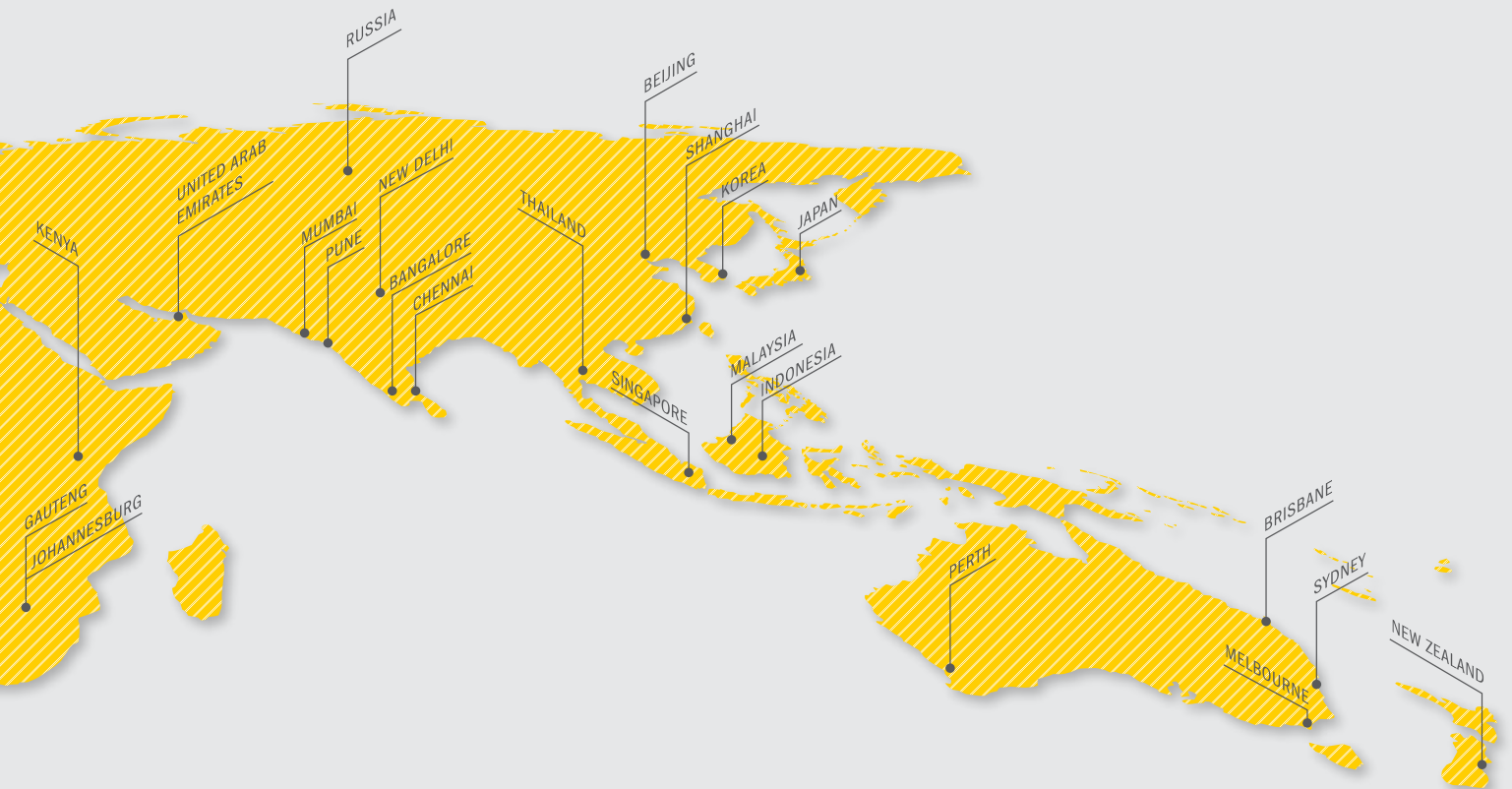
GLOBAL RESEARCH & DEVELOPMENT CENTERS IN

15

COUNTRIES

12

TIME ZONES



History

A track record of innovation

Technological innovation and leadership are central to everything Trimble does. The companies that have come together to form the Trimble of today bring a long tradition of innovation spanning over 60 years. Technological innovation and leadership are central to everything Trimble does. We operate research and development centers in 15 countries spanning 12 time zones across North America, Europe and Asia Pacific. We re-invest approximately 12 percent of our annual revenues back into research and development, and we have more than 1,000 unique patents issued for our ground-breaking innovations which include a host of industry firsts.

1947

World's first electronic distance measuring (EDM) system

1950

World's first automatic level

1968

World's first rotating laser level

1969

World's first laser control of construction and drainage machinery

1971

World's first total station

1986

World's first integrated LORAN-GPS system for marine navigation

1987

First real-time differential GPS (DGPS) system

First GPS-tracked parachute jump

1988

First commercial dual-frequency GPS receiver for surveying market

World's first handheld GPS receiver for the military market

1989

World's first commercial handheld GPS receiver designed for GIS applications

World's first GPS dam monitoring system

1990

World's first in-vehicle navigation system with CD ROM maps uses Trimble GPS technology

World's first robotic total station

1995

First GPS camera control for special effects in filming motion pictures

1996

World's first 3D GPS machine control system

1997

World's first centimeter-accurate GPS system integrated on a single pole

1998

Sponsors the first official GPS measurement of Mt. Everest

1999

First surveying software for combined processing of GPS and optical total station data

2005

World's first magnetic-drive motor in a total station

2007

World's first "spatial station," combining optical, imaging and scanning technologies

2008

First remote visual representation of real-time construction activities

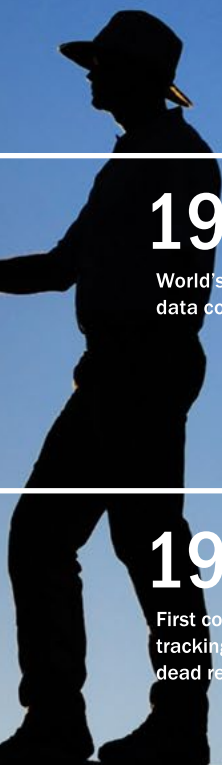
2009

World's first 220-channel, multi-band, multi-system GNSS receiver

2010

First 440-channel GNSS reference receiver

First in-cab PC with built-in camera, barcode scanner, signature capture, Wi-Fi and fuel card reader



1972

World's first data collector

1975

World's first electronically leveled rotating laser

1981

World's first electronic level

1984

World's first commercial GPS product

1991

First commercial vehicle tracking GPS receiver with dead reckoning

1992

First agricultural aerial guidance system with a moving map display

First fully integrated GPS and Inmarsat-C communications system

First handheld GPS receiver for the marine market

1993

First GPS earthquake monitoring system

First GPS/lightbar agricultural guidance system

World's first Real-Time Kinematic (RTK) GPS receiver for centimeter accuracy

1994

First on-the-fly initialization real-time GPS receiver for centimeter accuracy

First GPS receiver with built-in differential GPS beacon receiver

2000

First Virtual Reference Station (VRS) technology, enabling centimeter-level GPS positioning without user-supplied infrastructure

2001

First 3D laser layout solution for construction

2002

First postage stamp-size GPS receiver with the lowest power consumption for mobile devices

2003

First GPS-based automated 3D levelling controls system for agriculture

2011

First RTX technology for high-accuracy GNSS positioning without the use of traditional reference stations

2012

First portable handheld crop sensor to measure the health of a plant

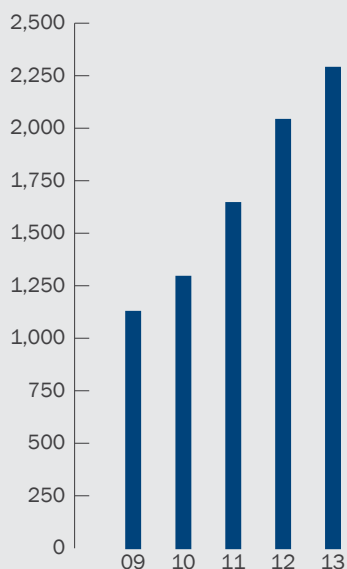
2013

First integrated camera roving system for surveyors

Financial highlights

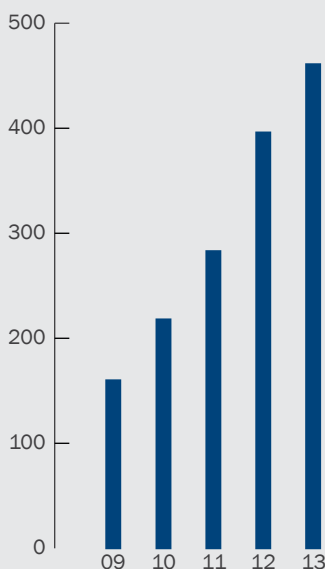
REVENUE

in US \$ millions



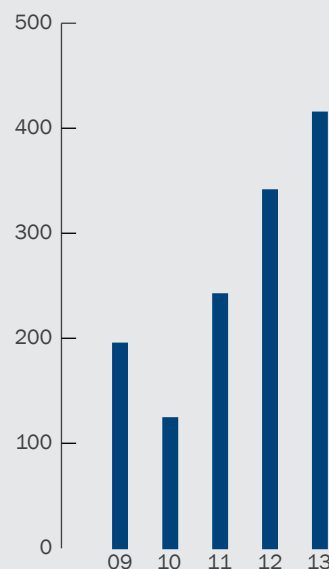
EBITDA

in US \$ millions



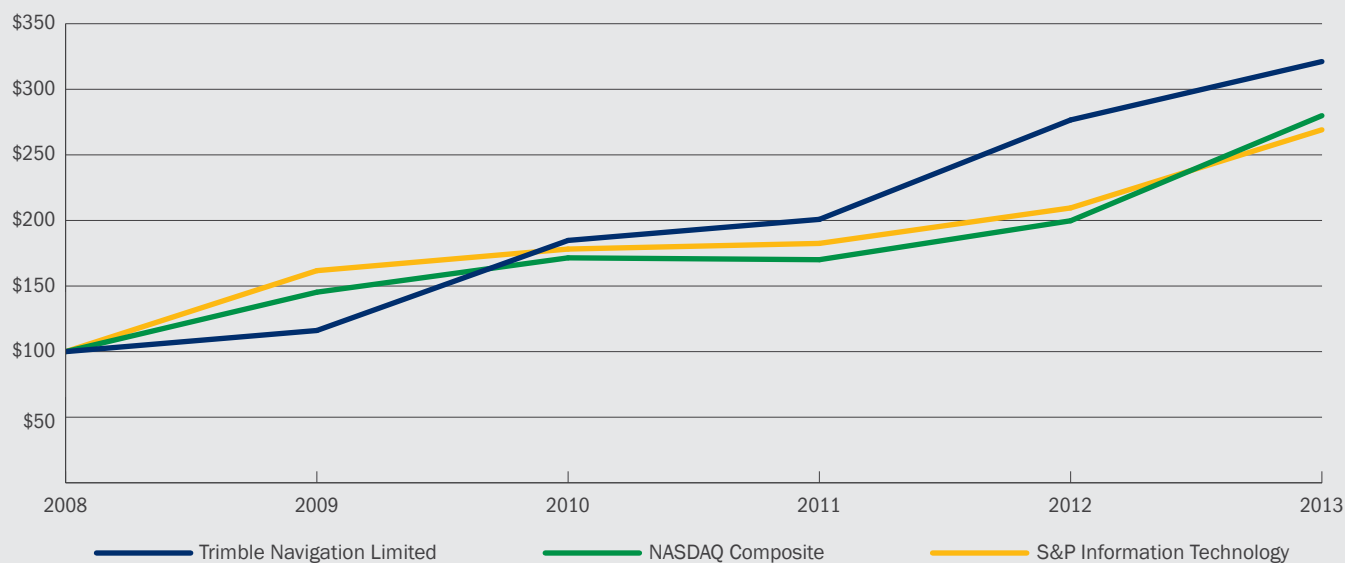
CASH FLOW FROM OPERATIONS

in US \$ millions



COMPARISON OF 5-YEAR CUMULATIVE TOTAL RETURN*

Among Trimble Navigation Limited, the NASDAQ Composite index and the S&P Information Technology index.



The above graph compares the cumulative 5-year total return provided shareholders on Trimble Navigation Limited's common stock relative to the cumulative total returns of the NASDAQ Composite index and the S&P Information Technology index. An investment of \$100 (with reinvestment of all dividends) is assumed to have been made in our common stock and in each of the indices on 12/31/2008 and its relative performance is tracked through 12/31/2013. The Company has never paid dividends on its common stock and has no present plans to do so.

*The Company adopted a 52-53 week fiscal year effective upon the end of fiscal year 1997 and the actual date of the Company's 2013 fiscal year end was January 3, 2014. Any variations due to any differences between the actual date of a particular fiscal year end and the calendar year end for such year are not expected to be material.

Management information

EXECUTIVE MANAGEMENT

Steven W. Berglund
President and Chief Executive Officer

Francois Delepine
Chief Financial Officer

Bryn A. Fosburgh
Vice President

Christopher W. Gibson
Vice President

Mark A. Harrington
Vice President

Jürgen Kliem
Vice President

James M. Veneziano
Vice President

J. Erik Arvesen
Vice President, Geospatial Division

Roz Buick, Ph.D.
Vice President, Heavy Civil
Construction Division

Joseph F. Denniston, Jr.
Vice President, Agriculture Division

Ron Konezny
Vice President, Transportation
and Logistics Division

Christopher J. Shephard
Vice President, OEM Solutions
and Mining Division

Douglas R. Brent
Vice President, Technology Innovation

Ann M. Ciganer
Vice President, Strategic Policy

John E. Huey
Vice President, Treasurer

Prakash Iyer
Vice President, Software
Architecture and Strategy

James A. Kirkland
Vice President, General Counsel

Leah K. Lambertson
Vice President, Operations
and Chief Information Officer

Peter O. Large
Vice President, Channel Development

Michael Lesyna
Vice President, Strategy
and Corporate Development

Julie A. Shepard
Vice President, Finance
and Chief Accounting Officer

Mary Kay Strangis
Vice President, Human Resources

BOARD OF DIRECTORS

Ulf J. Johansson, Ph.D
Chairman
Business Consultant and
Director, Telefon AB LM Ericsson

Nickolas W. Vande Steeg
Vice Chairman
Chairman, APOU
Founder, Bedrock Creek
Director, Gardner Denver, Inc.
Director, Wabtec Corporation

Steven W. Berglund
President and Chief Executive Officer

John B. Goodrich
Secretary
Business Consultant

William Hart
Venture Capital Investor and
Business Consultant

Merit E. Janow
Dean, School of International and
Public Affairs, and Professor of Practice
Columbia University

Ronald S. Nersesian
President and Chief Executive Officer,
Keysight Technologies
Executive Vice President,
Agilent Technologies

Mark S. Peek
Chief Financial Officer, Workday

LOCATIONS

Australia
Austria
Belgium
Brazil
Canada
Chile
China
Denmark
Finland
France
Germany
Ghana

Hungary
India
Indonesia
Ireland
Italy
Japan
Kenya
Korea
Malaysia
Mexico
Netherlands
New Zealand

Norway
Russia
Singapore
South Africa
Spain
Sweden
Switzerland
Thailand
United Arab Emirates
United Kingdom
USA

CORPORATE HEADQUARTERS

Trimble Navigation Limited
935 Stewart Drive
Sunnyvale, California 94085
+1 (408) 481-8000
www.trimble.com

SHAREHOLDER INFORMATION

Independent Auditor

Ernst & Young LLP
San Jose, California

Transfer Agent & Registrar

American Stock
Transfer & Trust Company
6201 15th Avenue
Brooklyn, New York 11219

+1 (800) 937-5449
www.amstock.com
info@amstock.com

Investor Relations Contact

+1 (408) 481-7838
investor_relations@trimble.com

ADDITIONAL INFORMATION

The Company's annual report on Form 10-K, as filed with the Securities Exchange Commission, accompanies this annual report to shareholders and is also available on the Investor Relations section of the Company's website at www.trimble.com

TRIMBLE INVESTOR INFORMATION

Traded: The NASDAQ Stock Exchange
Symbol: TRMB