

Matt Delano | General Manager: Trimble Land Administration

MAY 2018



Welcome to the 2018 Landfolio User Conference



Welcome to the Landfolio Family

BHP



A
AREVA



RioTinto
Alcan

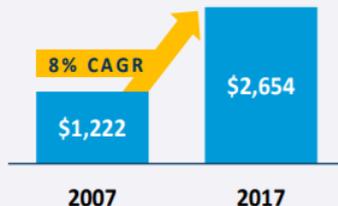
About Trimble

Trimble at a glance

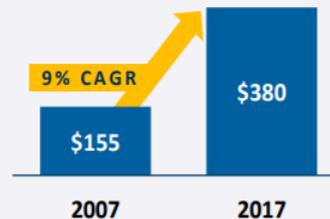
- Integrated technology and software provider to the world's largest industries
- 1,200+ patents; >\$350 million/year on R&D
- Millions of customers and partners in over 100 countries
- Managing millions of sensors in the field
- Diverse go-to-market strategies
- >9,500 employees in >35 countries

Financial Highlights

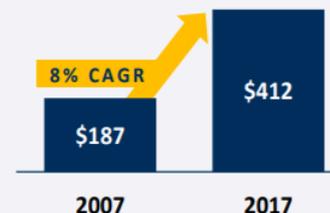
Revenue \$M



non-GAAP net income \$M



Cash flow from operations \$M



- FY'17 revenue: +12.4% yr:yr, >10% organic
- FY'17 revenue growth in all segments and major regions
- Growing software, services, and recurring revenue; TTM Q4'17 ≈ 47% of revenue
- Operating cash flow consistently above non-GAAP net income

Trimble strategic approach

Core industries served



Geospatial



Transportation



Agriculture



Construction

Emerging industries



Rail



Forestry



Water and electric utilities



Field service management

Common industry characteristics

- Large GDP industries, with a field presence
- Complex physical workflows that can benefit from automation
- Ability to transform work processes by taking a lifecycle view

Shared technology platforms

- Common hardware platforms
- Common software platforms
- Common cloud architecture

Unique company culture

- Collaborative
- Innovative
- Market driven
- International

Core Trimble Technologies

Global Research & Development Centers:

36 Sites

15 Countries

12 Time Zones

Approximately

1,000

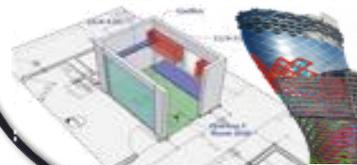
Trimble Unique Patents
Issued

Over

60%

of Technical Personnel are in
Software

MODELING, ANALYTICS
AND DECISION SUPPORT



CONNECTIVITY,
COLLABORATION, MOBILITY



POSITIONING, SENSING,
MEASUREMENT AND
GEOSPATIAL CONTEXT





Positioned to Meet a Global Market



PARTNERS IN 110 COUNTRIES

CUSTOMERS IN 150 COUNTRIES

OFFICES IN 35 COUNTRIES

**GLOBAL RESEARCH &
DEVELOPMENT CENTERS IN 15
COUNTRIES AND 12 TIME ZONES**

**SALES, SUPPORT & SERVICE
NETWORKS IN 125 COUNTRIES**

Trimble Land Administration Solutions



Infrastructure
Positioning Services

Survey
GIS
UAV
Remote Sensing
Spatial Data On-demand

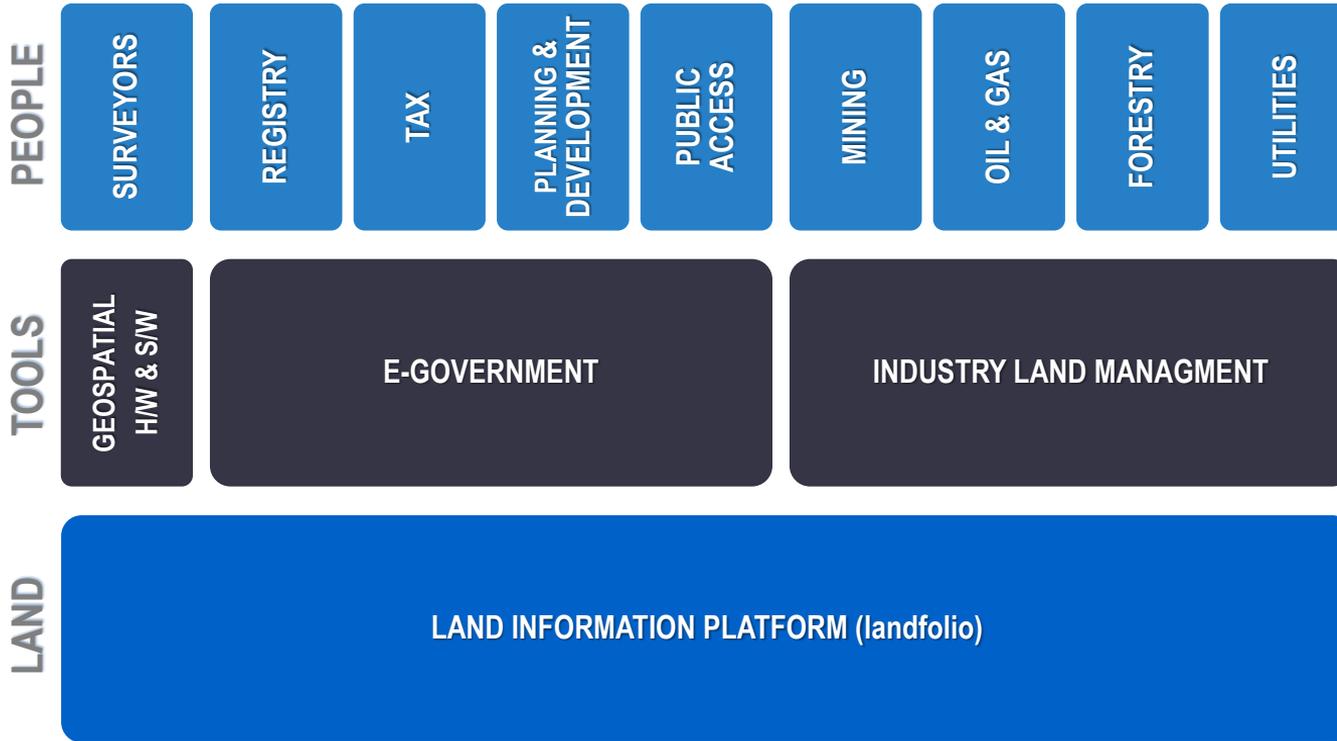
Cadastral, Survey,
GIS Data
Processing
Photogrammetric
Processing
Automated Feature
Detection and
Processing

Cadastre and Land
Registration
Property and Asset
Management
Public Engagement
Visualization

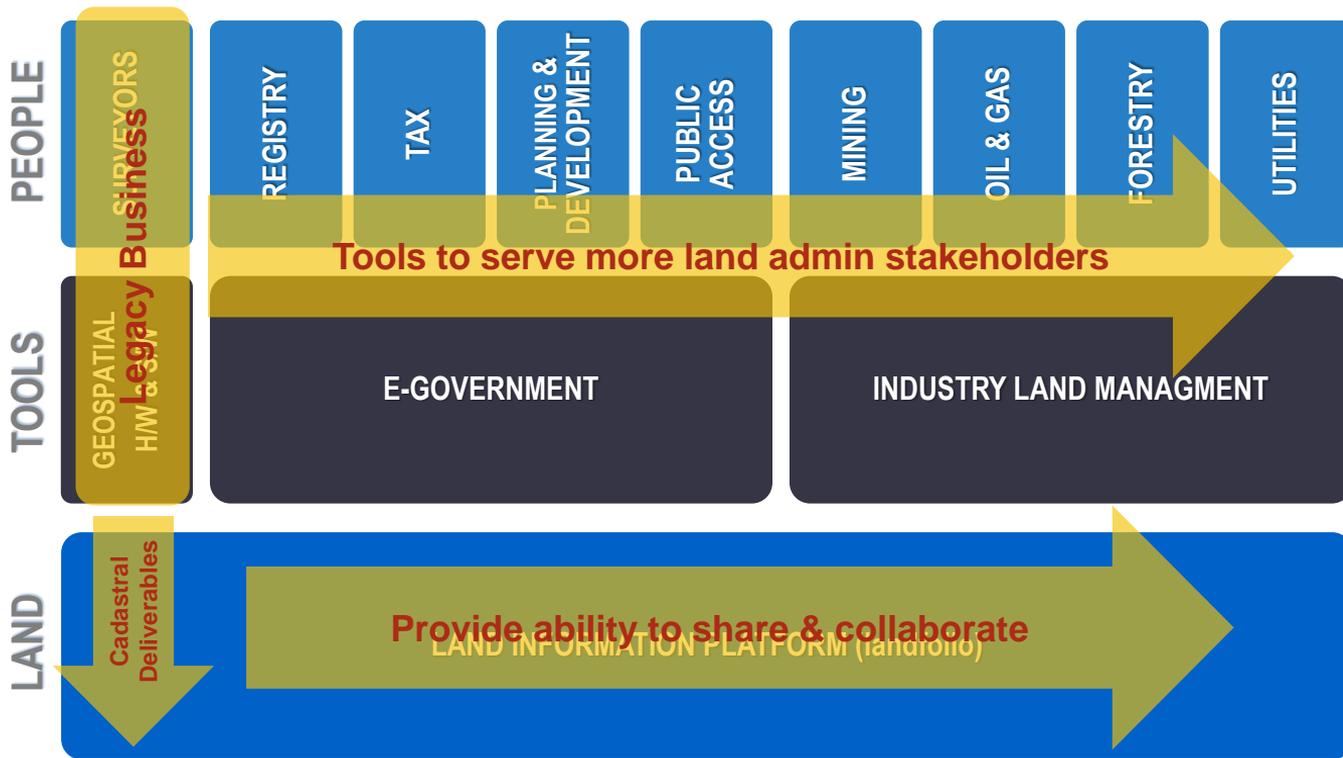
Consulting Services

Assessment, Solution Design, Implementation, Legal/
Regulatory Support, Training, Maintenance, Solution Support

Trimble Land Administration: Managing the relationship between people & land



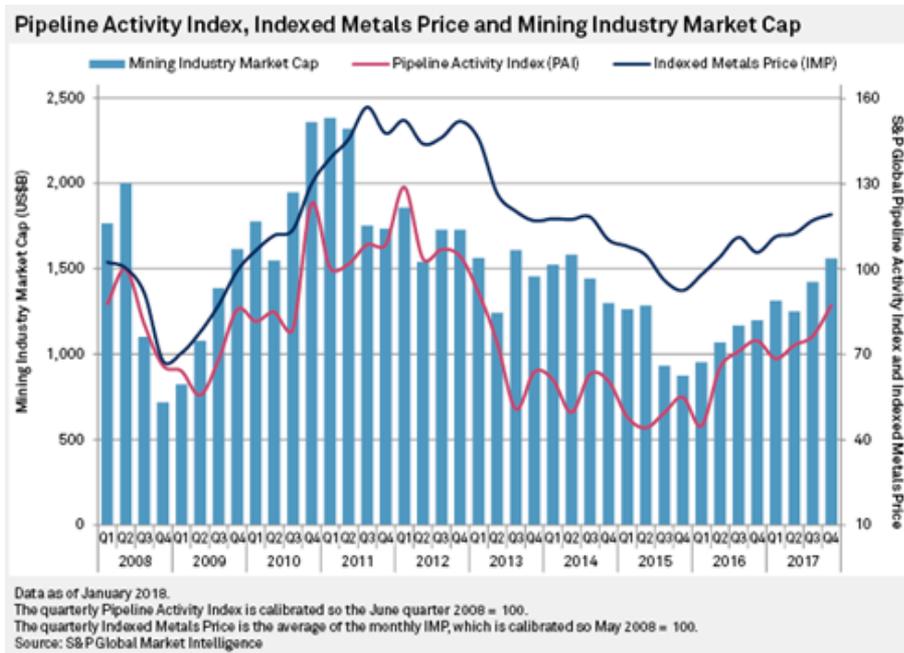
Trimble Land Administration: Platform Strategy



Land Admin Organization

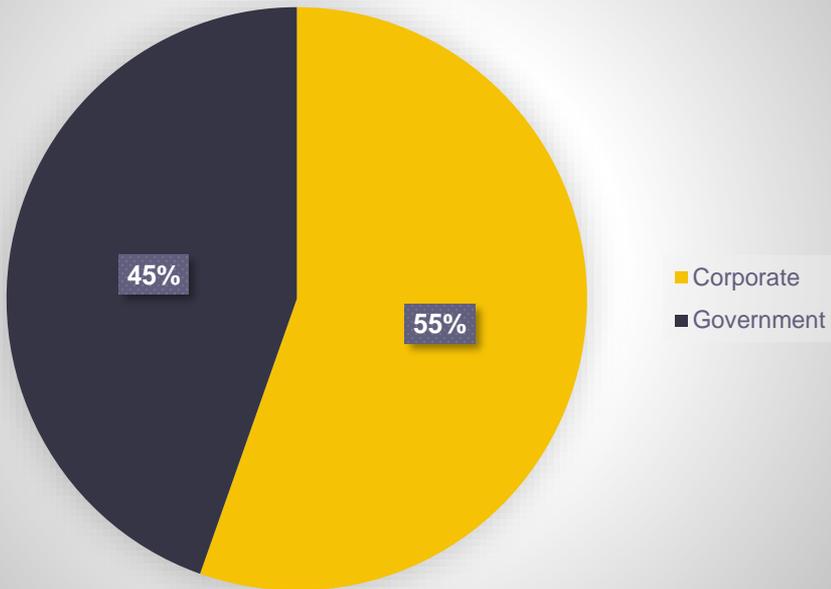
- Westminster Colorado, US
 - Divisional Management, Professional Services, and Support
- Cape Town, SA
 - Management for Natural Resources business segment
 - Landfolio R&D, Professional Services and Support
- Braunschweig & Wunstorf, DE
 - Land Admin Survey Solutions R&D, Professional Services and Support
- Vancouver BC, CA
 - Natural Resources regional management
 - Professional Services and Support
- Belo Horizonte, BR
 - Professional Services and Support
- Perth, AU
 - Professional Services & Support
- ❖ Recent resource investments

Remain committed to Natural Resources Market

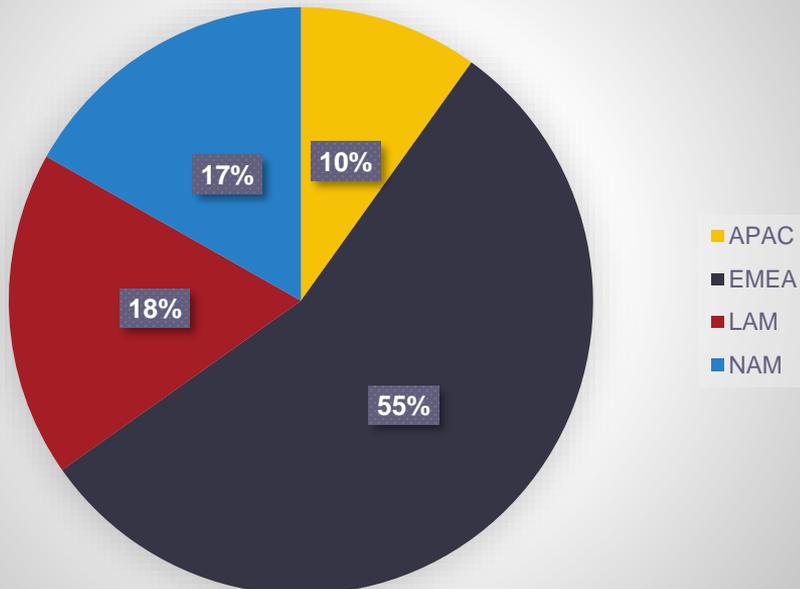


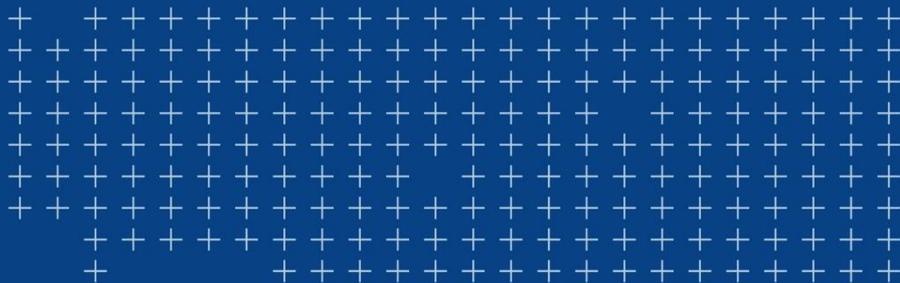
Natural Resources Revenue - 2017

Revenue per Sector



Revenue per Region





Mike Baumgartner | Managing Director, Americas

LANDFOLIO® DENVER USER CONFERENCE 2018

Structure for the User Conference



Representation



- BRAZIL 2
- CANADA 6
- CHILE 1
- MAURITANIA 2
- RUSSIA 2
- SOUTH AFRICA 2
- USA 35



Agenda – Trimble Presentations

- What's new in Back Office and Portal
- Reporting and Dashboards
- Making the most of Mapping
- Synchronization Toolsets
- Document Management Best Practices
- Penmap Mobile
- Catalyst

Agenda – Customer Presentations

- Goldcorp
 - Audit and Cyber Security for Goldcorp’s Land Asset Management System
 - Ontario Mining Act Modernization and Record Keeping changes for the Corporation’s act
- Kinross
 - MicroStrategy BI at Kinross



KINROSS

Agenda – Partner Presentations

- WhiteStar
 - Legal Mapper
- Western States Land Commissioners Association
 - Affiliate Program

