



Land Tenure Management with **Landfolio** *for Natural Resources*

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Trimble – *Transforming the Way the World Works*

Trimble founded 40 years ago, listed on NASDAQ (TRMB)

Trimble is an industrial technology company, concentrated on helping the world work better

USD 3.6 billion in revenues (2021)

12,000 + staff globally, with > 3000 dedicated to R&D

Landfolio is our key technology platform for land & tenure management



Our Values

At Trimble, our guiding values are the central, underlying philosophies that guide our interactions with each other and how we do business.



Belong

We believe in a culture where you can be different from others. With empathy, compassion and trust, we embrace our diversity and thrive through inclusivity.



Grow

Our growth mindset drives us to deliver value for the planet, and our humility enables us to better ourselves and the communities we serve.



Innovate

With an entrepreneurial mindset, we are always exploring creative ways to innovate and solve complex problems to provide new value to our customers.



Responsible and Sustainable Business

AWARDS/RECOGNITION & PARTNERS

- + Responsible Business Alliance (2021)
- + Trimble among Investor's Business' Daily 50 Best ESG Companies
- + Trimble listed among Wall Street Journal's Top 250 Managed Companies
- + Received the Golden Crest Award recognizing Trimble employees called up by the National Guard for COVID-19 response efforts



ENVIRONMENTAL

Trimble solutions are estimated to reduce millions of metric tons of greenhouse gas emissions annually to customers in the agriculture, construction, and transportation sectors.

- + Third year of filing with CDP
- + Developing science-based targets
- + Employee run "Trimble Green Team" implementing waste reduction initiative
- + Green construction and design standards such as Leadership in Energy and Environmental Design (LEED) in all new facilities

SOCIAL

- + COVID response that has emphasized employee health and safety
- + Named a VP of diversity, equity, and inclusion (DEI) and launched a global DEI strategy and core team
- + Launched new global Trimble Careers site with a focus on diversity and inclusion
- + Trained 600 global leaders and employees in foundational leadership
- + Voluntary attrition rate \approx 7%
- + Trimble Foundation focused on disaster relief and female education and empowerment programs

Placed in the top
10%
of companies
for diversity/gender
scores by Comparably

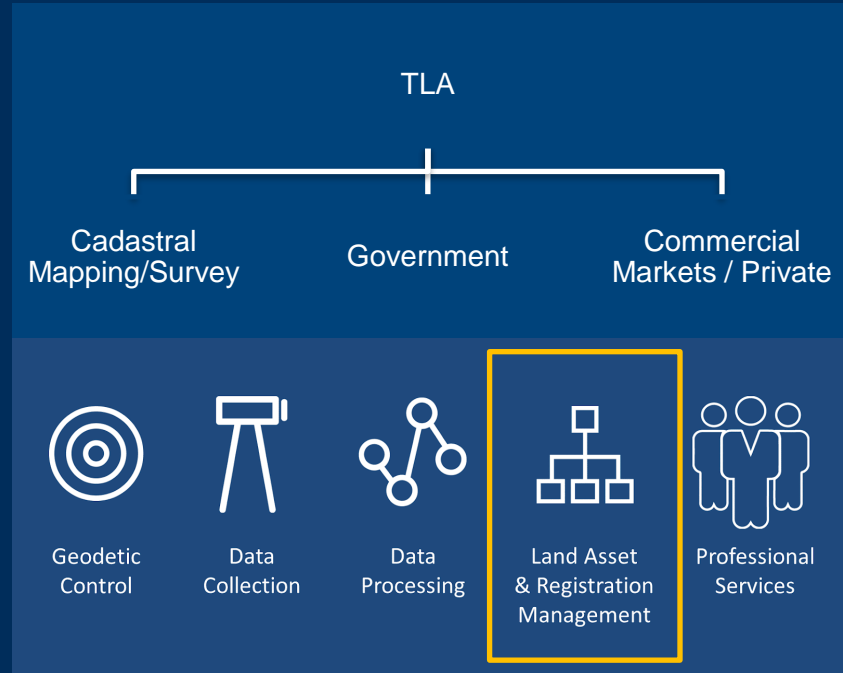
GOVERNANCE

- + Named to the S&P 500 Index
- + Four out of 11 Board of Directors members are female or ethnically diverse
- + Named a Head of Sustainability and Director of ESG
- + Identified and managed climate and other ESG risks through Enterprise Risk Management (ERM) process



Trimble Land Administration

We leverage Trimble geospatial technologies, our land information technology platform (Landfolio), and professional services capabilities to provide market-leading enterprise solutions to help customers in both the public and private sectors collect and manage land information.



esri

Partner Network
Silver



Global Experience

Landfolio Implemented across 100+ Jurisdictions



Strong Customer Base of Natural Resource Companies



BHP



**ANGLO
AMERICAN**



RioTinto

Santos

We have the energy.



lundin mining

Teck



YAMANAGOLD

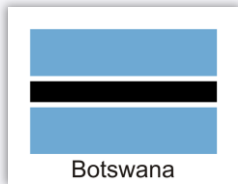


FIORÉ GOLD



Government Client Base – Mining Cadastre

Plus Numerous support & enhancement projects



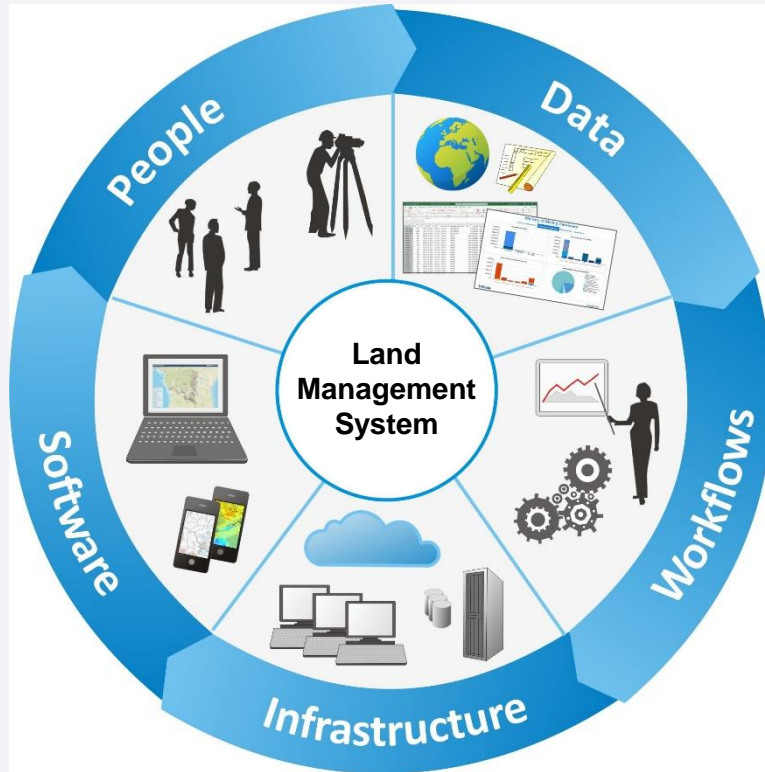


Landfolio Use Cases

- Land Records
 - Parcels
 - Encroachments, Easements, ROW
- License / Tenure Management
 - Minerals, Oil & Gas, Energy
- Leasing & Permitting
 - Agriculture / Grazing
 - Timber / Forestry
 - Recreation (Hunting, Fishing, Cabin Sites)
- Real Property
 - Acquisitions & Dispositions
 - Property Taxes
- Land Use Planning & Access
 - Land Use
 - Development
 - Surface Access
- Environmental Permitting
 - Air, Water, Noise
 - Waste, Construction, Tailings
 - Habitat (Wetlands, Fish)



Successful Projects...



More than just software!



**World class software if critical,
but no success without:**

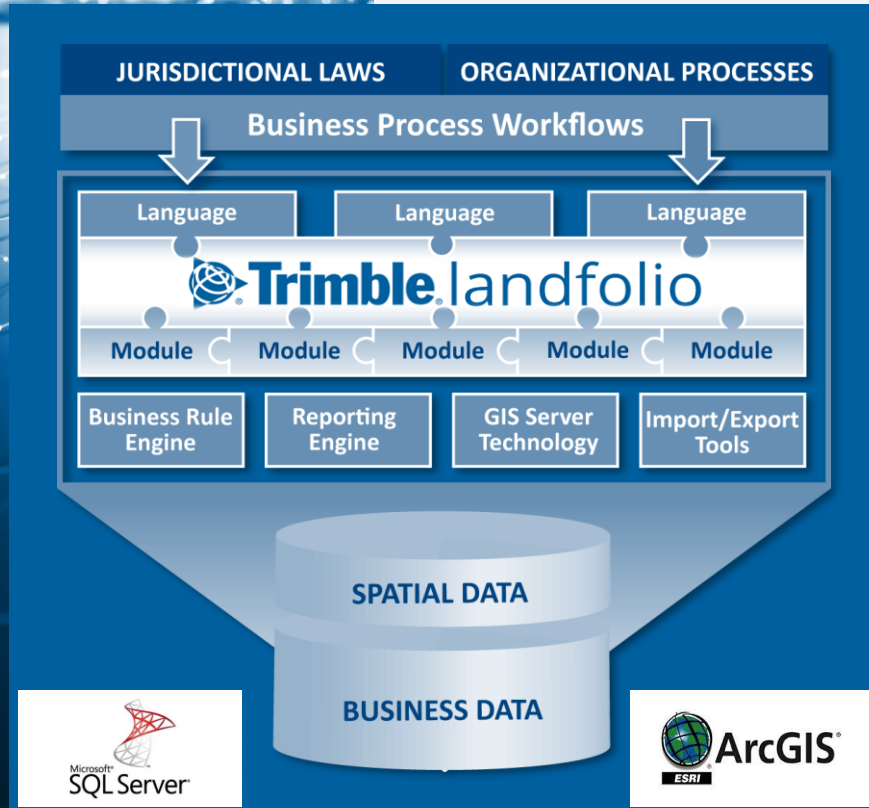
- Well trained & empowered staff
- Clean and up to date data
- Comprehensive, logical workflows
- Adequate IT infrastructure



Landfolio for Natural Resources Solution Overview



Landfolio Overview

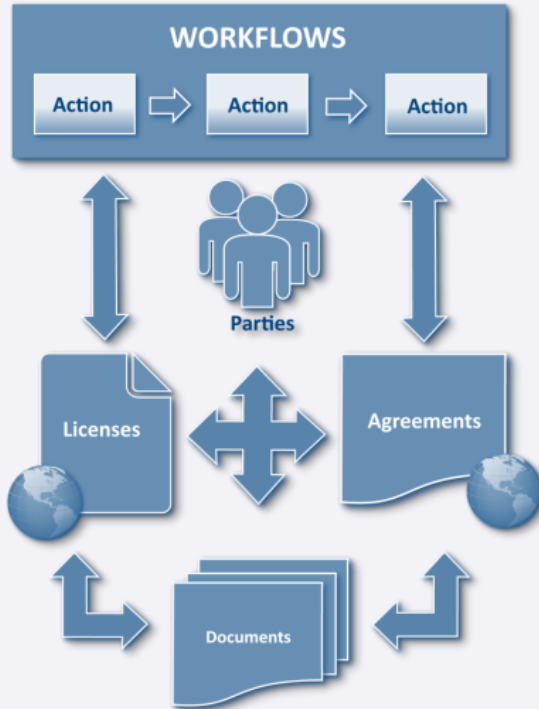


*Configurable, commercial-off-the-shelf
tenure & land management solution*

- Business (attribute) & spatial data
- Client side configurable workflows
- Email & SMS notifications
- Tightly integrated with ESRI ArcGIS Server
- Custom reporting & dashboards
- Document Management
- Multi-jurisdictional with multiple languages
- Complete audit history



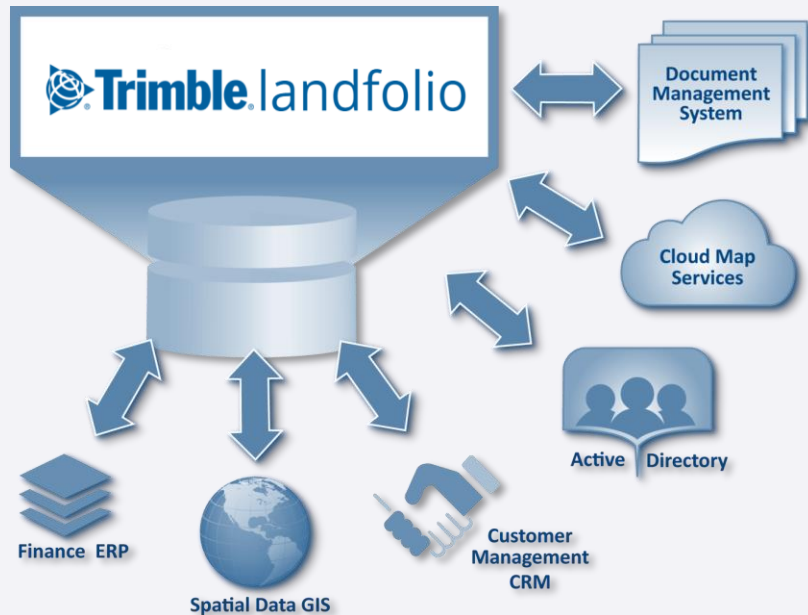
Workflow Management System



- Regulatory and internal business requirements
 - *Licenses, leases, permits, land parcels, easements, RoW etc.*
 - *Agreements/Contracts*
 - *Conditions*
 - *Actions & Approvals*
 - *Parties/Legal Entities (People, Companies)*
 - *Documents*
- Workflows can be created for multiple jurisdictions
- Flexible, fit for purpose workflow engine
 - Easy to update when processes change



Enterprise Integrations

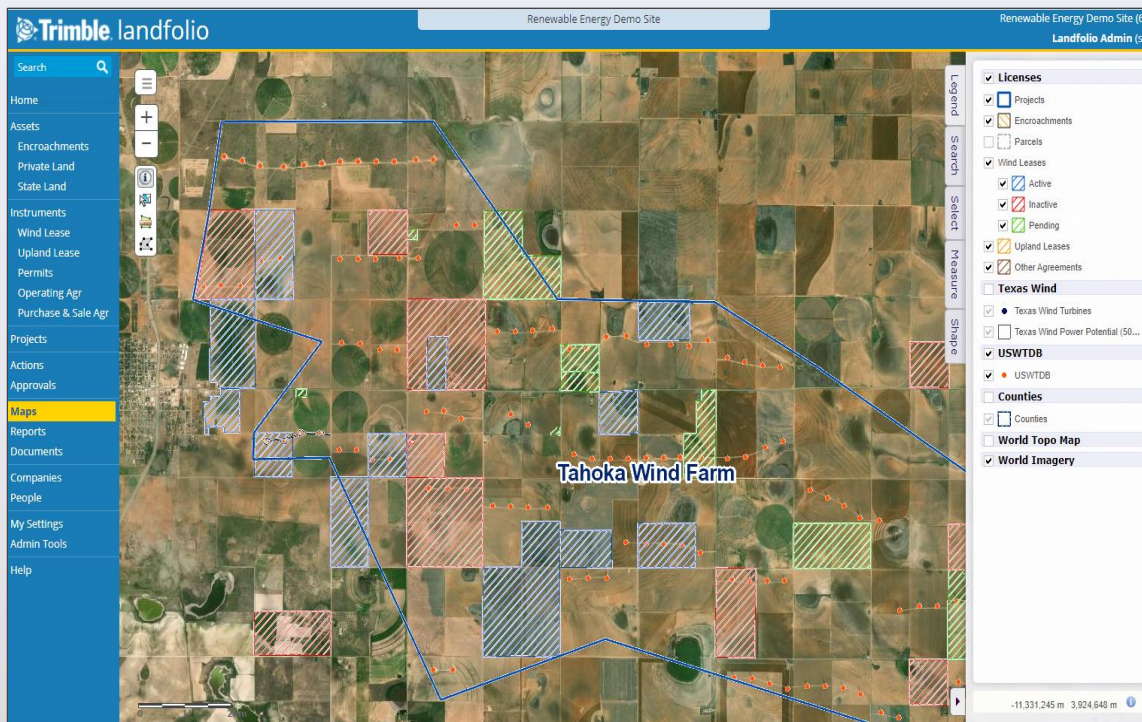


- Leverage investment, through integration with existing systems
 - *SAP, Navision*
 - *SharePoint, M-Files, Document Locator*
 - *Trimble Forestry LIMS*
 - *GIS/Technical Systems*
 - *Payment Gateways*
 - *Active Directory, Single sign-on, SAML*
- Integration options available via Landfolio API, SDK and Webhooks

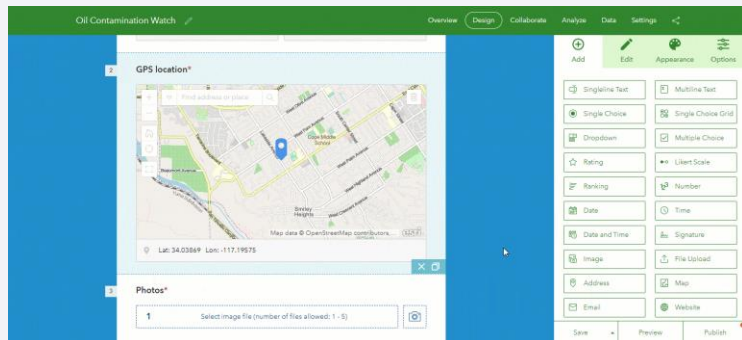
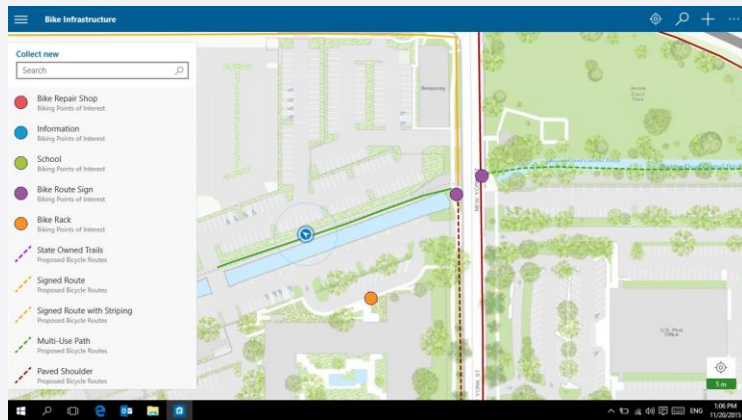


GIS Integration

- Embedded Esri ArcGIS Server tools
- Single version of the truth
- Spatial data management tightly integrated with attribute data
- Publish map services for external use
- Consume external map services



Mobile Integration



ArcGIS Collector

- Map centric solution
- Users work with maps which have editable layers, view-only reference layers and base maps
- Integration via ArcGIS Online
- Requires additional solution for documents

ArcGIS Survey 123

- Form centric solution
- Intelligent forms to replace paper-based field surveys
- Integration via ArcGIS Online
- Requires additional solution for documents

Custom Mobile Apps

- Integration via API, SDK and web-hooks



Support Services

- Global support team and partner networks to provide 24/7 coverage
- Training programs tailored to suit client requirements
- Tailored service level agreements to ensure ongoing sustainability
- Annual Landfolio User Conferences



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*Transforming the way land tenure is secured
and land assets are managed.*

THANK YOU

GRAZIE VINAKA
ERIMA KASIH
TAKK
merci

감사합니다
謝謝
ありがとう