



Trimble Navigation
935 Stewart Drive
Sunnyvale, CA 94085
+1 408.481.8000
+1 408.481.8488 fax

NEWS RELEASE

Trimble Expands Operations in Dubai to Address Growing Construction Activity in GCC Region

Leader in Technologies for Building and Heavy Civil Construction Emphasizes Strategic Importance of GCC Economies in Global Construction Industry

DUBAI, United Arab Emirates, March 16, 2015—Trimble (NASDAQ: TRMB) announced today that it is expanding its operations in the Gulf Cooperation Council (GCC) region with the opening of a new office located in Dubai Internet City, known as the largest information and communications technology (ICT) hub in the Middle East and North Africa, hosting more than 1,400 multinational companies. The Trimble office in Dubai will be one of the company's first offices dedicated to construction-related technologies, and is set to be Trimble's largest office in the GCC region.

With \$2.4 billion in revenue for 2014, Trimble is a U.S.-based company and leading innovator of productivity solutions for building and heavy civil construction projects.

Trimble's expanded presence in Dubai underscores the company's commitment to the GCC region, where the value of projects planned or underway has increased 13 percent year-over-year from 2013 to 2014, primarily due to mega-projects such as the World Expo 2020 in Dubai, 2022 FIFA World Cup in Qatar, and a variety of transportation projects, according to Deloitte's report "[GCC Powers of Construction 2014](#)."

Demonstrating the increasing demand for solutions in the construction field, annual spending on major programs in the Middle East is expected to reach a record in 2016, where spending is expected to be nearly double that of 2013, according to the EC Harris report "[Middle East Major Construction Programmes](#)." In 2016, construction programs in the region are expected to comprise 46 percent of total program spending—outpacing transport, energy, property and water projects.

The new office builds on Trimble's commitment to providing construction solutions to GCC customers since 1999, and adds to the company's current network of offices in the region, including in the UAE, Qatar and the Kingdom of Saudi Arabia.

"GCC nations have seen some of the world's strongest population and commercial growth in recent years, making it vital for local construction projects to keep pace with demand," said Steven W. Berglund, Trimble's president and CEO. "Companies in this region have demonstrated a strong interest in technologies that boost the efficiency, quality and productivity of construction processes—from concept to completion and operation—where Trimble solutions play a major role."

Trimble's new Dubai office will enhance the company's collaboration with regional stakeholders, enabling the company to expand service, support and training for customers in the region, such as Emaar Properties, Kerzner International, and AECOM across the Middle East; Qatar Project Management (QPM) and Qatari Diar in Qatar; and Tatweer Building Construction in the Kingdom of Saudi Arabia, among others.

Regional projects using Trimble technologies include a variety of Downtown Dubai projects, such as the Burj Khalifa and Dubai Mall expansion; the New Port Project and National Museum of Qatar in Doha, Qatar; and the Capital Market Authority Tower and King Abdullah Financial District in Riyadh, Kingdom of Saudi Arabia.

Used in over 150 countries around the world and supported by a global dealer and distribution partner network, Trimble solutions transform the way the world designs, builds and operates infrastructure and buildings, from planning, 3D modeling and site preparation to creation and operation. Trimble solutions leverage a variety of technologies—such as GPS, construction lasers, total stations, scanners, wireless communications as well as cloud, Web and application software—to improve workflows between key stakeholders, wherever they are located, making it easier to deliver more precise, accurate and productive projects.

Incorporating the Trimble Connect collaboration platform and spanning top technology brands such as Tekla, Gehry Technologies, Proliance, Prolog, Manhattan Software, SketchUp and more, Trimble's product and professional service offerings improve productivity, visibility and data interoperability throughout the Design-Build-Operate (DBO) lifecycle of buildings. Trimble solutions for heavy civil construction include software, grade control and site positioning technology that optimizes productivity and provides a high-level of workflow integration from design through to the finished project.

More information about Trimble's DBO portfolio can be found at: <http://buildings.trimble.com> and details on its solutions for heavy civil construction at: <http://construction.trimble.com>.

About Trimble

Trimble applies technology to make field and mobile workers in businesses and government significantly more productive. Solutions are focused on applications requiring position or location—including surveying, construction, agriculture, fleet and asset management, public safety and mapping. In addition to utilizing positioning technologies, such as GPS, lasers and optics, Trimble solutions may include software content specific to the needs of the user. Wireless technologies are utilized to deliver the solution to the user and to ensure a tight coupling of the field and the back office. Founded in 1978, Trimble is headquartered in Sunnyvale, Calif.

For more information, visit: www.trimble.com.