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## Trimble Navigation Ltd. Q1 2008 Earnings Call Transcript

### Question-and-Answer Session

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[Operator Instructions]. And your first question comes from Corey Tobin with William Blair.

**Corey Tobin - William Blair and Company**

Hi, guys. Congratulations on a very nice quarter.

**Rajat Bahri - Chief Financial Officer**

Thanks, Corey.

**Corey Tobin - William Blair and Company**

A couple of quick questions if I could. You mentioned in the E&C segment some impact from foreign exchange. Can you just walk us through exactly some sort of feeling for what the magnitude of the impact was there and how that plays out in your P&L?

**Rajat Bahri - Chief Financial Officer**

Corey, the way it works is that the dollar has weakened, primarily against the euro, and our revenues get a slight uplift because of that, but we have a lot of operating expenses and R&D expenses in Europe. So we get hurt when we translate those expenses back to the US dollars. So net-net on the bottom line we get a slight hurt with nothing -- none of that revenue increase falling to the bottom line. So, hence, our margins get depressed because of that.

**Corey Tobin - William Blair and Company**

Okay, and is there any way that -- can you quantify the benefit to the top line from the foreign exchange?

**Rajat Bahri - Chief Financial Officer**

For the total Company, it was around 3 to 4 percentage points.

**Corey Tobin - William Blair and Company**

Total Company about 3% to 4%.

**Rajat Bahri - Chief Financial Officer**

3 points, around 3 points, yes.

**Corey Tobin - William Blair and Company**

Okay.

**Rajat Bahri - Chief Financial Officer**

Three points of growth.

**Corey Tobin - William Blair and Company**

Great. And then one other if I may, in terms of visibility, can you give any comment on whether or not the visibility has remained about the same in what you've seen in prior years or given the challenges that you've highlighted in the E&C and the domestic business, has the visibility declined in any material way?

**Steven W. Berglund - President and Chief Executive Officer**

I would tend to characterize it as being much the same. Depending on the market, it's been variable. So, I would say in general, Mobile Solutions tends to be roughly a little bit better because there's a more discernible pipeline to be looked at. The quarter in which the business may fall is a little bit hypothetical at times, which is why we urge people to look at us in that segment more on a rolling basis than any given quarter.

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