

To better serve the capital expenditure management needs of our customers, Trimble NV has introduced its **Extended Payment Plan**, or “EPP”. The Extended Payment Plan allows an eligible Trimble NV customer to spread the cost of eligible hardware purchases over a fixed period of time. This enables our customers to implement Trimble’s industry-leading telematics and video intelligence solutions without the need for a substantial initial cash outlay.

Here are answers to common questions about the Extended Payment Plan:

How does it work?	<ul style="list-style-type: none">• Once you are approved to participate in the EPP and finalize the terms of your hardware purchase, you will receive both an EPP Addendum and an order form identified as an EPP order. You must acknowledge the order form and sign the EPP Addendum in order to take advantage of the EPP. We can’t agree to changes to the EPP Addendum terms.• The EPP will apply to all hardware purchases on the EPP order, and associated shipping costs.• The EPP Addendum will specify the number of equal monthly installments for EPP charges.• EPP invoices are payable on the terms set forth in your base agreement. You can pay off your remaining EPP balance at any time.
When do payments start?	Monthly installment payments for products purchased on an EPP order will begin in the second month <u>following</u> the month in which the products are shipped to you. For example, if shipment of 20 EPP-eligible PCT units occurs on March 15, monthly installment payments for the purchase price of those 20 PCT units, and associated shipping charges, will begin in May. This means that if products are shipped to you in batches, monthly payments will begin on a per-batch basis.
Is it a leasing or financing program?	No, it’s not a leasing program. You are purchasing hardware, and paying the purchase price and associated shipping charges to us over a fixed period of time instead of in a lump sum.
Are there eligibility requirements?	Yes. Customers must meet certain credit eligibility requirements to be eligible for the EPP. We anticipate most customers will qualify. We may need to ask you some additional questions to verify your eligibility. It’s ultimately Trimble NV decision whether to offer the EPP program, whether to make changes to the program and eligibility terms for future EPP purchases, and whether a customer qualifies for the EPP. In the event we determine that your creditworthiness does not meet our minimum criteria for continued EPP participation, we may cease extending EPP terms to you and require future shipments under an EPP addendum be invoiced to you in full at time of shipment. Trimble is always entitled to deny a customer (access to) the EPP.
What types of products are eligible for the EPP?	All hardware purchased on an Order Form is eligible for the EPP. Installation, training, development, and other services are not eligible.

Is there a minimum subscription commitment required?	<p>For purchases of on-board telematics devices for telematics services and for purchases of DVRs for Video Intelligence services, you must purchase a telematics or video intelligence subscription of at least the number of months of your installment payments in order to be eligible to use the EPP for those devices and DVRs. For example, if you are making 36 monthly installment payments, you must purchase a service subscription of at least 36 months.</p> <p>For purchases of upgrade display-only hardware only that do not require an associated subscription, no corresponding minimum subscription purchase is required.</p>
What if a product on the EPP is damaged or destroyed?	<p>If a unit of EPP hardware is damaged or destroyed such that it needs to be replaced by you, then two things will happen:</p> <ul style="list-style-type: none">• You will remain responsible for the remainder of the monthly installment payments on the damaged or destroyed EPP Product; and• If you need a replacement unit, you will be responsible for the purchase and installation of the replacement at your cost and expense.
What happens if I early terminate my subscription, or don't pay my invoices?	<p>If you decide to early terminate your service subscription on an OBC or DVR prior to making all installment payments, at our option the remaining amount due to Trimble for that OBC or DVR will become immediately due and payable in full.</p> <p>Also, if you are more than 90 days delinquent in paying an EPP invoice, at our option the remaining amount due to Trimble or the hardware purchases under that invoice will become immediately due and payable in full.</p>
Can I make additional orders under the payment plan?	<p>EPP participation is determined on a per-order basis. If you request EPP terms on a future purchase, you'll need to sign a new EPP addendum and order form for that purchase.</p>

If you have additional questions, please contact your Sales representative.