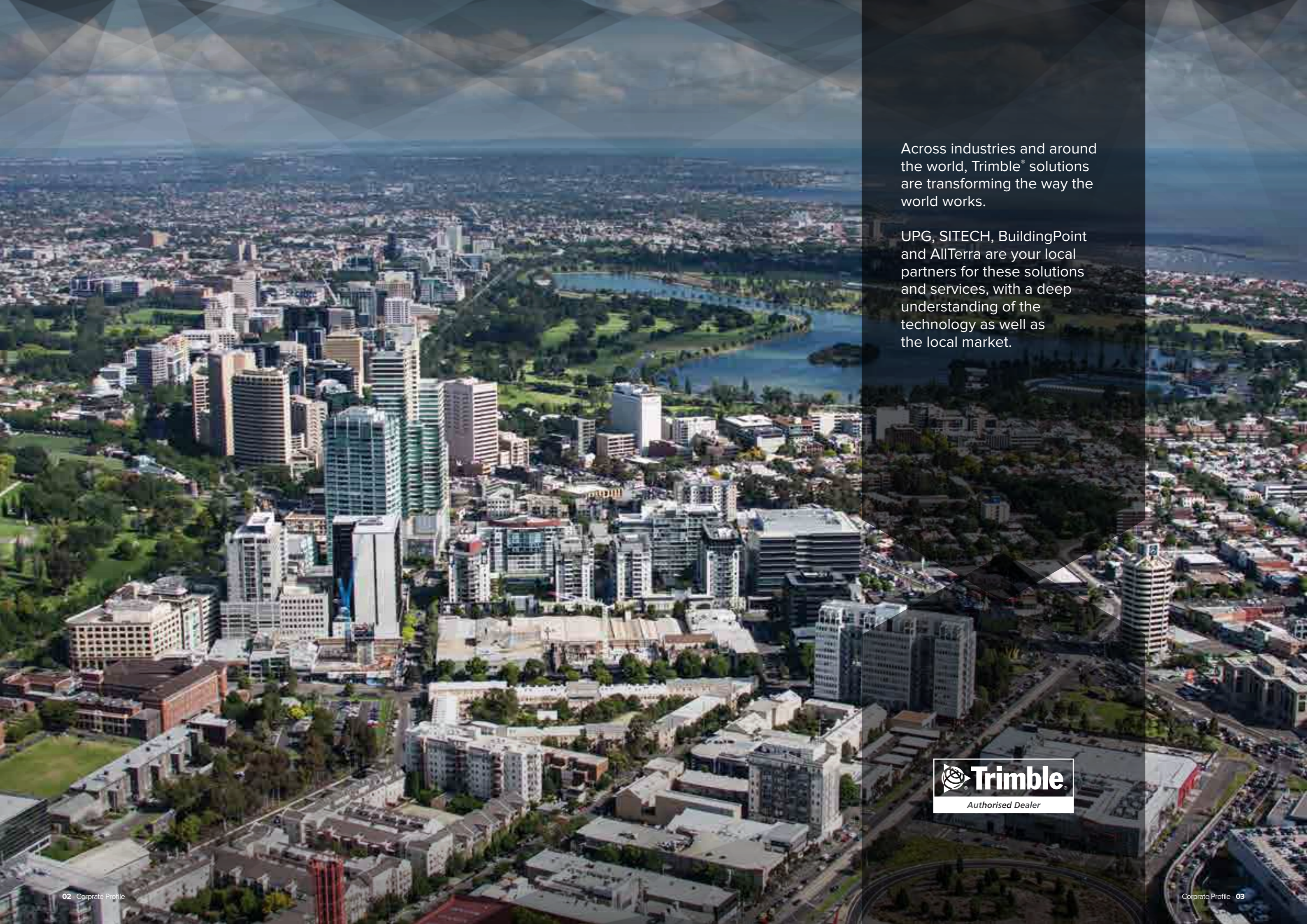


CORPORATE PROFILE.

UPG/SITECH/
BUILDINGPOINT/
ALLTERRA.





Across industries and around the world, Trimble® solutions are transforming the way the world works.

UPG, SITECH, BuildingPoint and AllTerra are your local partners for these solutions and services, with a deep understanding of the technology as well as the local market.





WHO WE ARE.

Across our group of companies, we work with customers to implement transformational technology that will help them tackle some of the greatest challenges their industries are facing including:

- Constructing, maintaining and operating roads, railways and other civil infrastructure more quickly, safely and cost-efficiently.
- Building, maintaining and operating residential and commercial buildings in less time, at a lower cost, while achieving higher quality and environmental standards.
- Transporting goods, in reduced time and at reduced cost, while improving safety, regulatory compliance and reducing carbon footprint.

- Managing large fleets of service vehicles to improve customer service while lowering costs, improving safety and reducing environmental impact.

- Producing and distributing energy, water and natural resources more quickly, safely and cost-efficiently with greater compliance.

There is a reason we focus on the industries we do, they have four things in common - every project is unique, decisions are decentralised, continuous improvement is possible and work is field intensive. This focus is what makes us unique.

We leverage Trimble's tools of transformation and our experienced team will work with you through consultation, implementation, training and certification, while also providing consulting services and ongoing support.

The Tools of Transformation.

Trimble integrates technology in three key areas to create domain-specific solutions that make work tasks and work processes more productive.



UPG and AllTerra

UPG and AllTerra have been helping organisations in the South Pacific gather, analyse and use geospatial data for more than 125 years. By implementing and leveraging the right technology, your geospatial data won't just be data; it will be the intelligence you need for better decision-making in your organisation.

SITECH

SITECH is the global Trimble brand name for dealerships who are transforming work processes to design, build, maintain and operate the world's critical infrastructure. Leveraging Trimble Machine Control technology and complete portfolio of Connected Site Solutions you'll see dramatic improvements to productivity and efficiency through all stages of this lifecycle.

BuildingPoint

With solutions from Trimble Buildings, customers around the world are finding it possible to build smarter buildings by using smarter tools. BuildingPoint is your partner for these solutions and services which will transform the building design, construction and operation lifecycle.

OUR VALUES.

As part of our commitment to deliver the best for our clients and our people, our group of companies stands by our values in everything we do.

INTEGRITY

We are true to our word and take responsibility for our actions.

TEAMWORK

We use our individual skills to achieve the team's goals through active collaboration, transparent communication, giving and receiving constructive feedback and celebrating our successes.

EXCELLENCE

We believe in providing the best value for our customers, the best environment for our people and the best return on investment for our business. Continuous performance improvement drives us in everything we do.

WE'RE PASSIONATE ABOUT WHAT WE DO.

Lauren Jarvis,
Implementation and Support,
Shared Services

"Working on our customer helpdesk is the perfect blend of technology and helping people, two of my great passions. I get to work with a wide range of clients and am constantly striving to ensure that the technology we deliver is supported above and beyond their expectations. I really enjoy staying at the forefront of ever evolving and improving work practices."



Lorenzo Forte,
Chief UAV Controller, UPG

"Using the latest technology to help clients achieve outstanding results is what I love most about working for UPG. The versatility of UAS applications allows us to learn from a variety of industries. It is a very fulfilling role to be able to combine my academic studies in aviation with the technical knowledge at UPG to provide the best solutions for our customers."



Andrea Quesnel,
Inside Sales Consultant, BuildingPoint

"Working with our highly skilled and diverse team to find solutions to help people succeed is what drives me. I enjoy tackling new challenges each day and continuously learning along the way. The great thing about technology and software is that it's always evolving to respond to the needs of the people using it, so there's no room for a dull moment."



Chris Johnson,
Technical Consultant, BuildingPoint

"The diverse group of people working at BuildingPoint ANZ are what make the job rewarding. We have truly dedicated people who are interested in learning, applying and training clients on the latest hardware and software applications which can change the way they do their work. You can't help but contribute to the enthusiasm and absorb some of the shared knowledge which is abundant here."



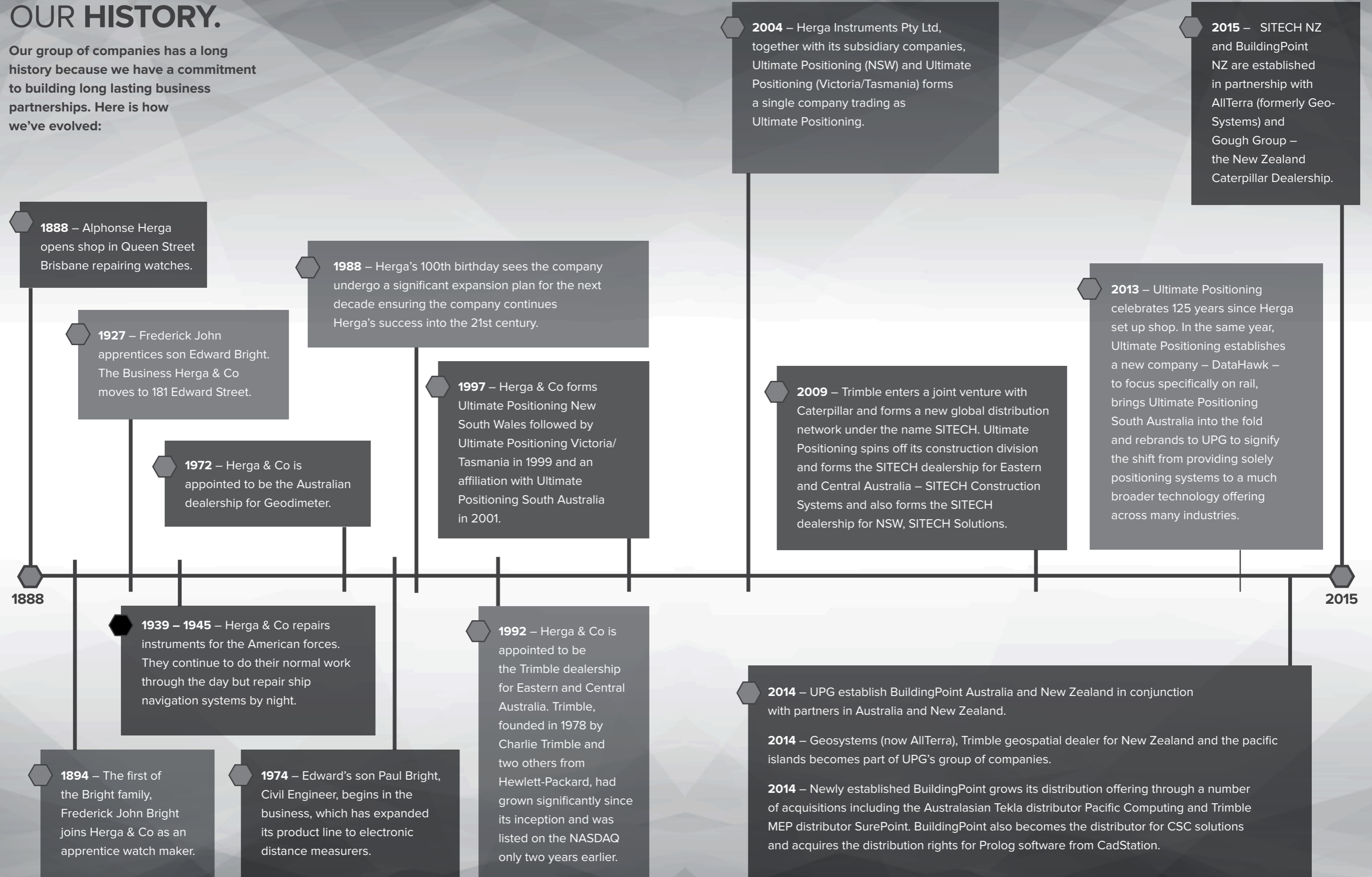
James Wilde,
Marketing,
Shared Services

"Working with people who are truly passionate about their specialised fields is what I enjoy most about this company. The industry is always evolving and I love keeping up to date with the latest products and solutions. I believe it is important to understand the customers' needs in order to provide them with the most valuable information."



OUR HISTORY.

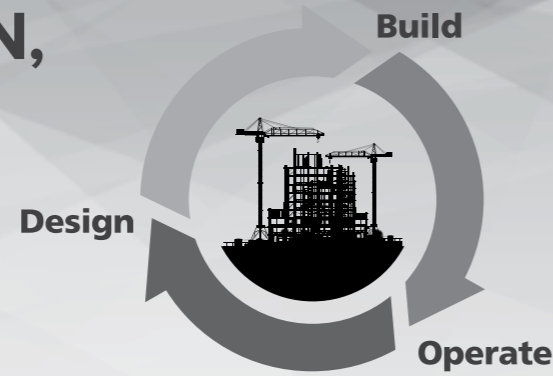
Our group of companies has a long history because we have a commitment to building long lasting business partnerships. Here is how we've evolved:



BUILDINGS DESIGN, CONSTRUCTION AND OPERATION.

The vertical construction industry is a US\$3.5 trillion business, yet 90% of projects are late with 40% over budget. We believe this is a problem worth solving.

These days, the number of teams involved in the design, construction and operation of a single building can seem too big to fit inside the structures they manage. Architects, engineers, contractors, MEP trades, and owner/occupier groups all have crucial roles in the Design-Build-Operate (DBO) lifecycle. Yet, too often, each team is using tools that aren't set up to serve a common goal –



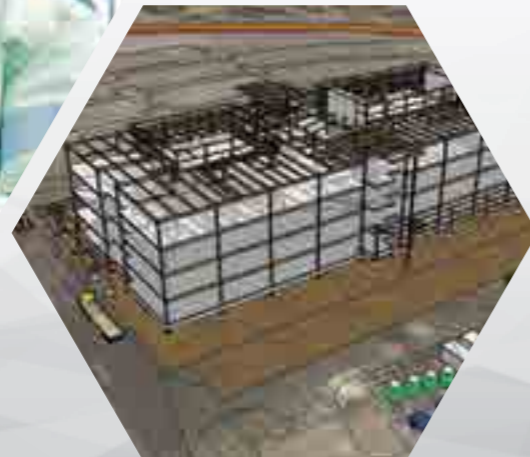
challenging communication and collaboration before, during and after construction.

By focusing on the full building lifecycle, delivering a constructible model and collaboration amongst stakeholders, Trimble is helping the industry solve this problem, and BuildingPoint Australia and New Zealand is bringing the strategy to the region.

How Trimble® solutions transform the work of building design, construction and operation.

- 0%** project change orders.
- 5%** reduction in project duration.
- 7%** increased production.
- 50%** reduced cost of field layout.
- 80%** increased accuracy and reduced cost of rework.

Numbers compiled from Trimble customer stories.



CIVIL CONSTRUCTION.

The construction sector needs to improve its efficiency – around 80% of civil projects are delivered late or over budget. How do we reduce the chaos? Trimble's challenge is to take constructible reality earlier in the project lifecycle and link plans for engineers and contractors to the contractor's site operations.

A prosperous world needs robust infrastructure. The civil construction industry builds, maintains and operates the world's road, rail, port, airport, pipeline, power and other critical infrastructure. We work with customers to deploy advanced automation solutions, precision machine control, 3D software and domain specific applications, site positioning, mobile technologies and real-time connectivity to transform the industry's work across the entire planning, design, build and operate lifecycle.

How Trimble Transforms Heavy Civil Construction*

- 30%** Improvements in Earthworks and Reduced Number of Passes
- 30%** In Overall Project Improvements
- 55%** Reduction in Surveying and Engineering Time

*Numbers compiled from Trimble customer stories on trimble-productivity.com



GEOSPATIAL.

Authoritative geospatial data is the foundation of any big decision taken in a huge number of industries including construction, agriculture, land administration, rail, forestry, mining, dams, energy, public safety, infrastructure, roads, building, asset management, local government, tunnels, oil, gas and chemical and bridges.

As a geospatial professional, it's your job to make sense of the huge amounts of geospatial data available and turn it into the intelligence you – and your clients – need to make better decisions. By integrating sensors, field applications, real-time communications, field and back-office processing, modelling and analytics, our Geospatial solutions facilitate a high quality, productive workflow and data exchange to drive efficiency, productivity, safety and value in organisations of all sizes and across multiple industries.

How Trimble Transforms the Work of Cadastral and Geospatial Professionals.

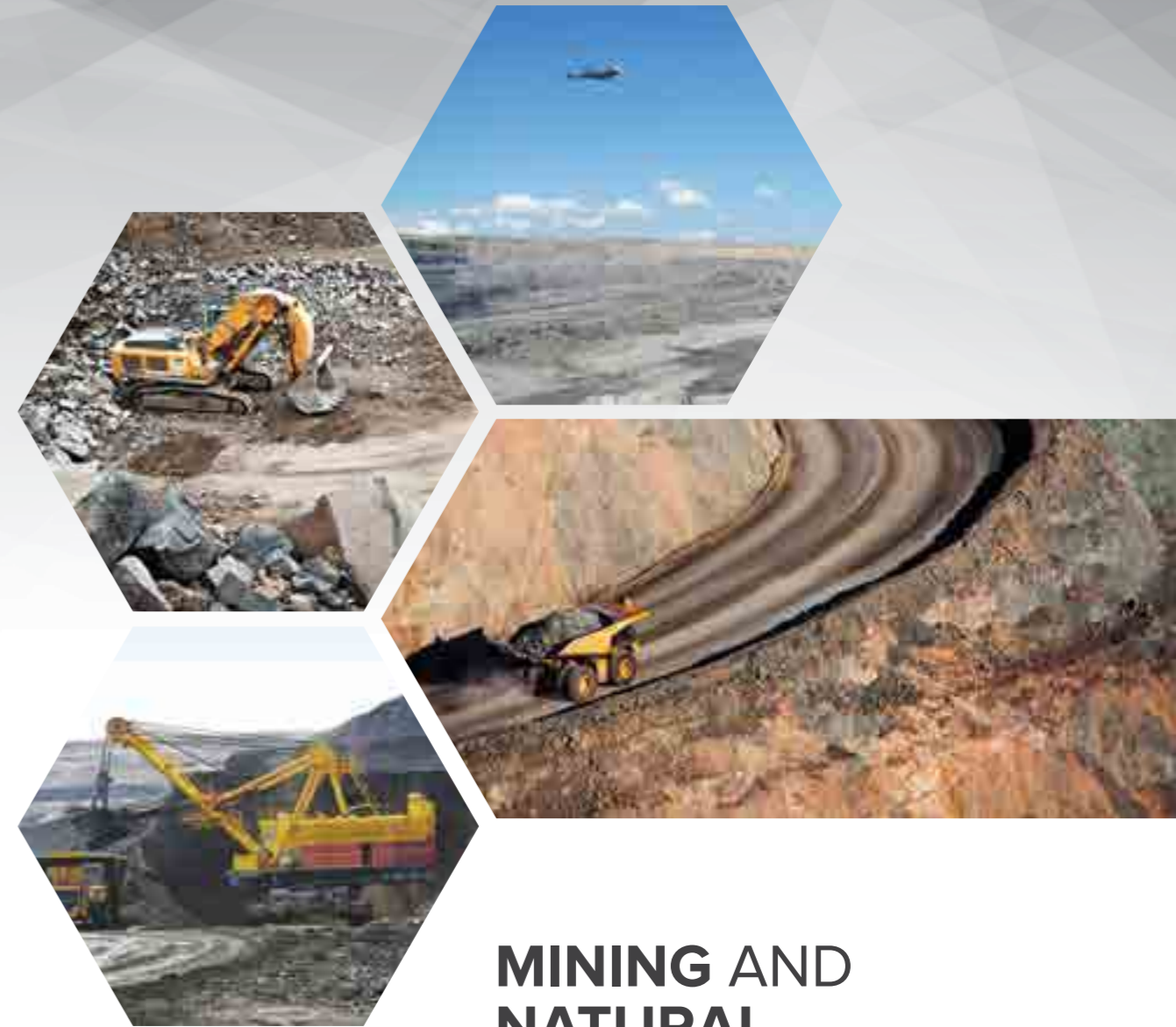
20% Reduction of On-the-Job Health, Safety Risks and Office Post-Processing Hours

30% Reduction in overall Project costs

25% Increased Efficiency with Resource Allocation

50% Increase in field Productivity in challenging environments and Field Data Capture

Numbers compiled from Trimble customer stories.



MINING AND NATURAL RESOURCES.

Safety, productivity and utilisation of assets on a mine or quarry site are the cornerstone to a successful operation. Continuous improvement of these key drivers brings down operating costs and helps to meet profitability goals, but to do this managers need access to real-time information about their site and operations.

From years of experience working with operators in the resources sector, we have developed integrated solutions for real-time fleet and asset management to track the safety, productivity and utilisation of your vehicles and plant. Accurate geospatial information about your operation is also paramount to improving efficiency, reducing rework and

increasing safety. Leveraging our experience in the geospatial arena, we will work with you to implement the right solutions to ensure you have this information at your fingertips.

Finally, each operation has different needs when it comes to information and reporting and we can work with you to integrate all of your data into one overall reporting layer, taking into account differences in methods, commodities, units of measure and existing software.





MOBILE PROFESSIONALS.



RAIL.

The economy is struggling to meet the ever changing demands that globalisation is placing on the transportation industry, especially the railway industry. Companies need to develop and maintain rail infrastructure with increased accuracy and efficiency, while still maintaining consistent revenue growth, margin improvements and customer satisfaction.

Leveraging Trimble's Railway solutions which combine the latest in GPS/GNSS, optical measurement, imaging and 3D scanning technology with customised software and wireless communications, we can help you quickly and accurately capture the data you need to make the most informed decisions.

We will help you implement the right technology no matter what stage of railway development you operate in from feasibility through design, construction and operation.

As a group of companies, we work with organisations in industries that have large numbers of their workforce out on the road at any time providing services to their customers. Being in the same boat ourselves, we know that, without technology, running an efficient field workforce is almost impossible. Likewise, success for field workers comes from having real-time information about jobs, customers and their vehicle at their fingertips.

Our solutions for a mobile workforce - developed through years of working with and understanding the needs of field organisations - include fleet management, work management and scheduling, worker safety and mobility solutions. The cloud based portfolio allows us to scale up or down depending on your need as well as offer industry specific, enterprise level solutions for exceptional performance and ease of use.

How Trimble transforms the work of transportation & logistics and field service management.

Trimble Fleet Solutions help companies achieve tangible cost savings according to Aberdeen Group surveys*

9%	Improvement in workforce productivity
11%	Increase in service revenue
21%	Reduction in vehicle and operating costs
22%	Reduction in fuel consumption
25%	Reduction in idle times
31%	Reduction in daily mileage
32%	Improvement in fleet utilisation

*Aberdeen Group Field Survey January 2011 and Service Workforce and Fleet Management May 2009.

SOFTWARE AND HARDWARE SOLUTIONS.

Our existence began as a provider of positioning and sensing technology and this remains the core of what we do today. However, things have come a long way over the past decades and, alongside Trimble, we have expanded on the capability of positioning and sensing to be a provider of industry specific solutions for:

- Positioning and Sensing.
- Connectivity – allowing users to transmit huge amounts of information seamlessly from field sites to the office and the office to field sites.
- Modelling - to provide a visual and easily digestible version of all of the data being gathered.
- Analytics – so end users can make the best use of the data they collect and make better business decisions.

CUSTOMISED SOLUTIONS.

We have an extensive suite of successful, out-of-the box hardware and software solutions which are industry specific and have been continuously improved and perfected over many years. However, we also know that sometimes you'll hit a hurdle to your success and there's no existing technology that is a perfect fit to help.

Often times it's a case of taking the out-of-the box solution and customising it to fit your application, other times it might entail developing something from scratch. With an in house team to work through these challenges with you and devise a solution, as well as a development team to build it, we've got the expertise and experience you need to clear that hurdle.

Examples of successful customised solutions

- Integrated fleet management, route optimisation and cloud reporting solution for domestic waste collection and transportation
- Solution which leverages RFID technology to identify and track the life of your hydraulic hoses from assembly through to replacement
- Customised fleet management solutions to track critical information about assets in multiple industries
- Automated fluid monitoring solution to better manage machine operations



CONSULTING AND SUPPORT SERVICES.

No matter your industry or your role, we're here to help you in the long run. As well as selling hardware and software, we provide the following services:

Finding the right solution

Our industry specialists will work with you to understand your entire business, your short and long term objectives and recommend the right solution for your business.

Implementation

Choosing the right technology is just the beginning. Once that's done, our experienced team will work with you to ensure it's successfully implemented with your long term success as the primary objective.

Training

Ongoing training for your team is critical to ensure you get the best out of your investment. We offer in depth training for all our solutions including 'train the trainer'.

Data preparation and modelling

Sometimes you might not have someone in house to prepare or process the data you need to take your model to the field, or you might just want to focus on other things. We have specialists in house to take care of this for you.

Ongoing support

Whether you need support in the field, on the phone or in your office, we have an experienced team to help you with your technology or your specific project. With qualified service technicians in all our major locations, we're also committed to keeping your hardware running smoothly and minimising any downtime.



AUSTRALIA/PNG
NEW ZEALAND/
PACIFIC ISLANDS.



OUR DEDICATED TEAMS ACROSS AUSTRALASIA.

This is where we have offices –
we'll be there when you need us.



Australia

Brisbane (HQ)
Rockhampton
Townsville
Darwin
Sydney
Wollongong
Melbourne
Adelaide
Hobart
Perth

PNG

Serviced from Townsville

New Zealand

Auckland
Wellington
Christchurch

Pacific Islands

Serviced from New Zealand