

# Edgar Filing: @ROAD, INC - Form 425

@ROAD, INC  
Form 425  
December 12, 2006

Filed by Trimble Navigation Limited  
pursuant to Rule 425 under the Securities Act of 1933  
and deemed filed pursuant to Rule 14a-12  
under the Securities and Exchange Act of 1934, as amended

Subject Company: @Road, Inc.

Commission File No.: 000-31511

This filing consists of a presentation given by Steven W. Berglund to employees of @Road, Inc. ( @Road ), relating to a proposed acquisition of @Road by Trimble Navigation Limited ("Trimble") pursuant to the terms of an Agreement and Plan of Merger, dated as of December 10, 2006 (the "Merger Agreement"), by and among Trimble, Roadrunner Acquisition Corp., a wholly-owned subsidiary of Trimble, and @Road. The Merger Agreement is on file with the U.S. Securities and Exchange Commission (the "SEC") as an exhibit to the Current Report on Form 8-K filed by @Road on December 11, 2006, and is incorporated by reference into this filing.

## **Additional Information about the Merger and Where to Find It**

Trimble and @Road intend to file with the SEC a prospectus/proxy statement and other relevant materials in connection with the proposed acquisition of @Road by Trimble pursuant to the terms of an Agreement and Plan of Merger by and among Trimble, Roadrunner Acquisition Corp., a wholly-owned subsidiary of Trimble, and @Road. The prospectus/proxy statement will be mailed to the stockholders of @Road.

Investors and security holders of @Road are urged to read the prospectus/proxy statement and the other relevant materials, as well as any amendments or supplements to those documents, when they become available because they will contain important information about Trimble, @Road and the proposed merger. The prospectus/proxy statement and other relevant materials (when they become available), and any other documents filed by Trimble or @Road with the SEC, may be obtained free of charge at the SEC's web site at [www.sec.gov](http://www.sec.gov). In addition, investors and security holders may obtain free copies of the documents filed with the SEC by Trimble by contacting Trimble Investor Relations, 935 Stewart Drive, Sunnyvale, California 94085, (408) 481-7838. Investors and security holders may obtain free copies of the documents filed with the SEC by @Road by contacting @Road Investor Relations, 47071 Bayside Parkway, Fremont, California 94538, (510) 870-1317.

Investors and security holders of @Road are urged to read the prospectus/proxy statement and the other relevant materials, as well as any amendments or supplements to those documents, when they become available before making any voting or investment decision with respect to the proposed merger.

Trimble, Steven Berglund, Trimble's President and Chief Executive Officer, and Trimble's other directors and executive officers may be deemed to be participants in the solicitation of proxies of @Road stockholders in connection with the proposed merger. Investors and security holders may obtain more detailed information regarding the names, affiliations and interests of Mr. Berglund and Trimble's other directors and executive officers in the solicitation by reading the prospectus/proxy statement when it becomes available.

@Road, Krish Panu, @Road's Chairman, Chief Executive Officer and President, and @Road's other directors and executive officers may be deemed to be participants in the solicitation of proxies of @Road stockholders in connection with the proposed merger. Such individuals may

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have interests in the proposed merger, including as a result of holding options or shares of @Road common stock. Investors and security holders may obtain more detailed information regarding the names, affiliations and interests of Mr. Panu and @Road's other directors and executive officers in the solicitation by reading the prospectus/proxy statement when it becomes available.

**Presentation to  
@Road Employees  
December 11, 2006**

**(NASDAQ: TRMB)**

Safe Harbor

*The forward-looking statements made in this presentation and any subsequent Q&A period, are subject to risks and uncertainties. Trimble's actual results may differ materially from those currently anticipated due to a number of factors, including the competitive nature of the marketplace, the condition of the worldwide economy and other factors detailed in the company's form 10K for 2005 and subsequent 10Qs or other documents filed with the Securities and Exchange Commission.*

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**This communication shall not constitute an offer to sell or the solicitation of an offer to buy, nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. No offering of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the Securities Act of 1933, as amended.**

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Track Record of Consistent Financial Performance

**R&D Spending**

**Non-GAAP Operating Income**

**4**

**Revenue**

**2006**

**REVENUE IN \$ M**

**2002**

**(TTM as of Q3'06)**

**CAGR**

**E&C**

**319.6**

**\$**

**606.1**

**\$**

**19%**

**Field Solutions**

**67.3**

**\$**

**133.9**

**\$**

**20%**

**Mobile Solutions**

**8.5**

**\$**

**54.3**

**\$**

**64%**

**Advanced Devices**

**71.3**

**\$**

**98.5**

**\$**

**9%**

**TRIMBLE**

**466.6**

**\$**

**892.8**

**\$**

**19%**

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Trimble's 5 Year Share Price Performance  
vs Dow, S&P, Nasdaq

**5**

Trimble's Technology Strategy Is Built on Convergence

**GPS**

**Laser**

**Optical**

**Inertial**

**etc.**

**Cellular**

**Radio**

**Bluetooth**

**etc.**

**Firmware**

**Applications**

**ASP or discrete  
delivery**

**etc.**

**6**

Strategic Platforms

*Connected Construction Site*

*Precision Agriculture*

*Managing Mobility*

*Advanced Devices*

**7**

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Trimble's Applications Centric Concept  
Defining Elements

**Productivity improvement is central**

**Position or location is part of the solution**

**Centered on the field or field to back office**

**Underserved significant penetration  
potential**

**Significant applications software content**

**Price reflects value**

**Defensibility based on whole product  
solution**

**Compelling leadership**

**Pioneering distribution**

**Configuration & localization**

**Search for adjacencies**

**End User  
Solutions**

**Box Products**

**2005 Revenues**

Trimble Success Depends on Becoming a True  
International Company

**International Sales/Support Centers**

|                  |                    |
|------------------|--------------------|
| <b>Australia</b> | <b>Korea</b>       |
| <b>China</b>     | <b>Netherlands</b> |
| <b>Dubai</b>     | <b>Russia</b>      |
| <b>France</b>    | <b>Singapore</b>   |
| <b>Germany</b>   | <b>Sweden</b>      |
| <b>Italy</b>     | <b>U.K.</b>        |
| <b>Japan</b>     |                    |

**Manufacturing & Hardware R&D**

|                   |                |
|-------------------|----------------|
| <b>California</b> | <b>Germany</b> |
| <b>Canada</b>     | <b>Japan</b>   |
| <b>China</b>      | <b>Ohio</b>    |
| <b>France</b>     | <b>Sweden</b>  |
| <b>Virginia</b>   | <b>Oregon</b>  |
| <b>Mexico</b>     |                |

**Software Development**

|                      |                    |
|----------------------|--------------------|
| <b>Arizona</b>       | <b>Japan</b>       |
| <b>Colorado</b>      | <b>New Zealand</b> |
| <b>Germany</b>       | <b>Oregon</b>      |
| <b>France</b>        | <b>Virginia</b>    |
| <b>Massachusetts</b> | <b>Texas</b>       |
| <b>Australia</b>     | <b>Canada</b>      |
| <b>Florida</b>       |                    |

***54%***

***25%***

***11%***

***10%***

**2005 Revenue**

**9**

History of Value Creating Acquisitions

2000 to present

21 successful acquisitions    no goodwill impairment

Spectra Precision (2000) enabled #1 position and  
Connected Construction Site strategic initiative

Acquisitions focused strategically within our Connected  
Construction Site and Mobile Solutions initiatives:

Technology extension (MENSI, Applanix, XYZ Solutions)

Market beachhead (Bitwyse, Grid Data, APS, MobileTech)

Market extension (TracerNet, Eleven)

Transforming (Spectra Precision, @Road)

50 million

mobile  
workers

40 million

mobile  
workers

Source: Mobile worker population per IDC, Worldwide Mobile Worker Population 2005-2009 Forecast and Analysis. Revenue and subscriber growth projections per Frost & Sullivan.

Global Mobile Resource Management (MRM) Potential

**United States**

**Europe**

**Asia**

**Rest of World**

30 million

mobile  
workers

20 million

mobile workers

**11**

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Articulated Strategies Are Complementary

Emphasis on high-value vertical applications

Tight integration with enterprise model

Integration of handheld and vehicle applications

Validation followed by aggressive expansion

Further penetrate target markets and expand into new markets

Create new value-added services for customers

Expand services internationally

Acquire complementary technologies

Both strategies recognize MRM as emerging best practice

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Trimble Mobile Solutions (TMS) Strategy Contains  
Significant Acquisition Element

**TMS Acquisitions To-Date**

**13**

Leveraging Common Core Capabilities  
Into Diverse Applications With Unique Needs

**Core  
Capabilities**

**Internet  
Layer**

**14**

@Road Enables Trimble to Provide Complete  
End-to-End MRM Solutions

**The Work**

**The Assets**

**The Worker**

**Field Force  
Management**

**+ Manage the  
Mobile Worker  
(Location)**

**Field Service  
Management**

**+ Manage Mobile  
Worker's Work  
(Workflow)**

**Field Asset  
Management**

**+ Manage Mobile  
Worker's Assets  
(Vehicle and  
Inventory)**

Productivity & compliance

Location services

Messaging

Vehicle reports

Auto-status

Security

DOT logs

Fuel tax

RFID and sensor solutions

Maintenance parameters

Diagnostics

Driver services

Driver safety

Road services

Pre-sales

Direct store delivery

Field service

Merchandising

Inventory updates

Work order information capture

Demand forecasting

Smart selling

Smart quantity

Billing & collections

Pricing and promotion

Scanning, printing

Part order history

Navigation, alerts, messaging

Appointment booking

Dynamic scheduling

Routing

Dispatching

Job creation

Assignment of assets

Capacity management

### **Vehicle Solutions**

Combined Capabilities Create

MRM Leadership

### **Back Office Solutions**

### **Mobile Worker Solutions**

Rationale for Transaction

Enhances growth and margin profile

Adds sizable stream of recurring revenues

Further diversifies Trimble's overall business mix

Enables MRM leadership

Increases access to global MRM segment

Reinforces Trimble's existing businesses

Extends Trimble's technology platform

Accelerates the pace of product innovation for customers

Enhances customer access through strong channel relationships

**2006 TMS Contribution**

**2007 Projected TMS Contribution**

TMS 6% of total company revenue

TMS 14% of total company revenue

Trimble's Values

Coupling all our efforts to market objectives, staying centered on a clear definition of our customers and their needs.

Aggressive entrepreneurship and disciplined risk taking enabled by clear strategies.

Brilliant innovation driven by long term vision.

Speed and decisiveness built on precision in our thinking, planning, and communication.

Accountability for our results.

An organizational environment consistent with the values of teamwork, transparency, integrity, and respect.