GARMIN®

Q1 2025 Earnings

April 30, 2025

Safe Harbor Statement

These materials include projections and other forward-looking statements regarding Garmin Ltd. and its business that are commonly identified by words such as “anticipates,” “would,” “may,” “expects,” “estimates,” “plans,” “intends,” “projects,” and other words or phrases with similar meanings. Any statements regarding the Company’s expected fiscal 2025 GAAP and pro forma estimated earnings, EPS, and effective tax rate, and the Company’s expected segment revenue growth rates, consolidated revenue, gross margins, operating margins, tariffs and other global trade related impacts, potential future acquisitions, share repurchase programs, currency movements, expenses, pricing, new product launches, market reach, statements relating to possible future dividends, and the Company’s plans and objectives are forward-looking statements. The forward-looking events and circumstances discussed in this release may not occur and actual results could differ materially as a result of risk factors and uncertainties affecting Garmin, including, but not limited to, the risk factors that are described in the Annual Report on Form 10-K for the year ended December 28, 2024 and the Quarterly Report on Form 10-Q for the quarter ended March 29, 2025 filed by Garmin with the Securities and Exchange Commission (Commission file number 001-41118). A copy of Garmin’s 2024 Form 10-K and the Q1 2025 Form 10-Q can be downloaded from https://www.garmin.com/en-US/investors/sec/. All information provided in this presentation and in the attachments is as of March 29, 2025. Undue reliance should not be placed on the forward-looking statements in this press release, which are based on information available to us on the date hereof. We undertake no duty to update this information unless required by law.

GARMIN

Business Update

Cliff Pemble
President and CEO

Consolidated
Q1 2025

Revenue	Operating income	Operating margin
$1.54B	**$333M**	**21.7%**
11% y/y growth	12% y/y growth	

BUSINESS INSIGHTS

- Record quarterly consolidated revenue and operating income
- Three segments with double-digit revenue growth
- Double-digit operating income and pro forma EPS growth
- Updated 2025 guidance

GARMIN

Tariffs

Assumptions

- 10% baseline tariff with no exclusions
- +145% tariff on China sourced materials
- A weaker USD
- Strategic and selective mitigations
- A modest reduction in demand

Impact assessment

- $100 million estimated gross impact from tariffs
- No change to pro forma EPS guidance with anticipated FX benefit and planned mitigations offsetting the impact of tariffs

2025 pro forma EPS Estimate: $7.80 (unchanged)

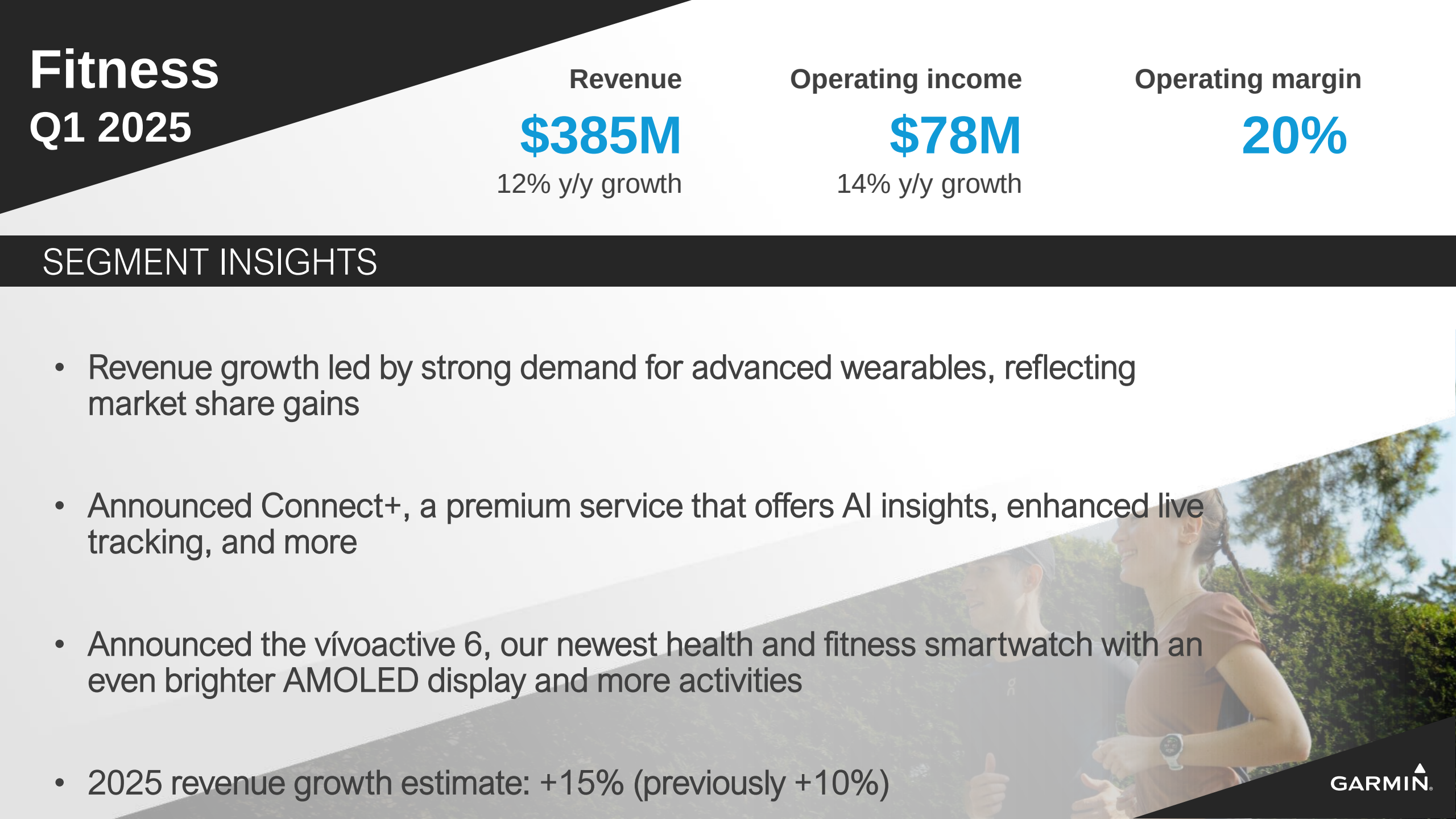
GARMIN

Fitness
Q1 2025

Revenue	Operating income	Operating margin
$385M	**$78M**	**20%**
12% y/y growth	14% y/y growth	

SEGMENT INSIGHTS

- Revenue growth led by strong demand for advanced wearables, reflecting market share gains
- Announced Connect+, a premium service that offers AI insights, enhanced live tracking, and more
- Announced the vívoactive 6, our newest health and fitness smartwatch with an even brighter AMOLED display and more activities
- 2025 revenue growth estimate: +15% (previously +10%)



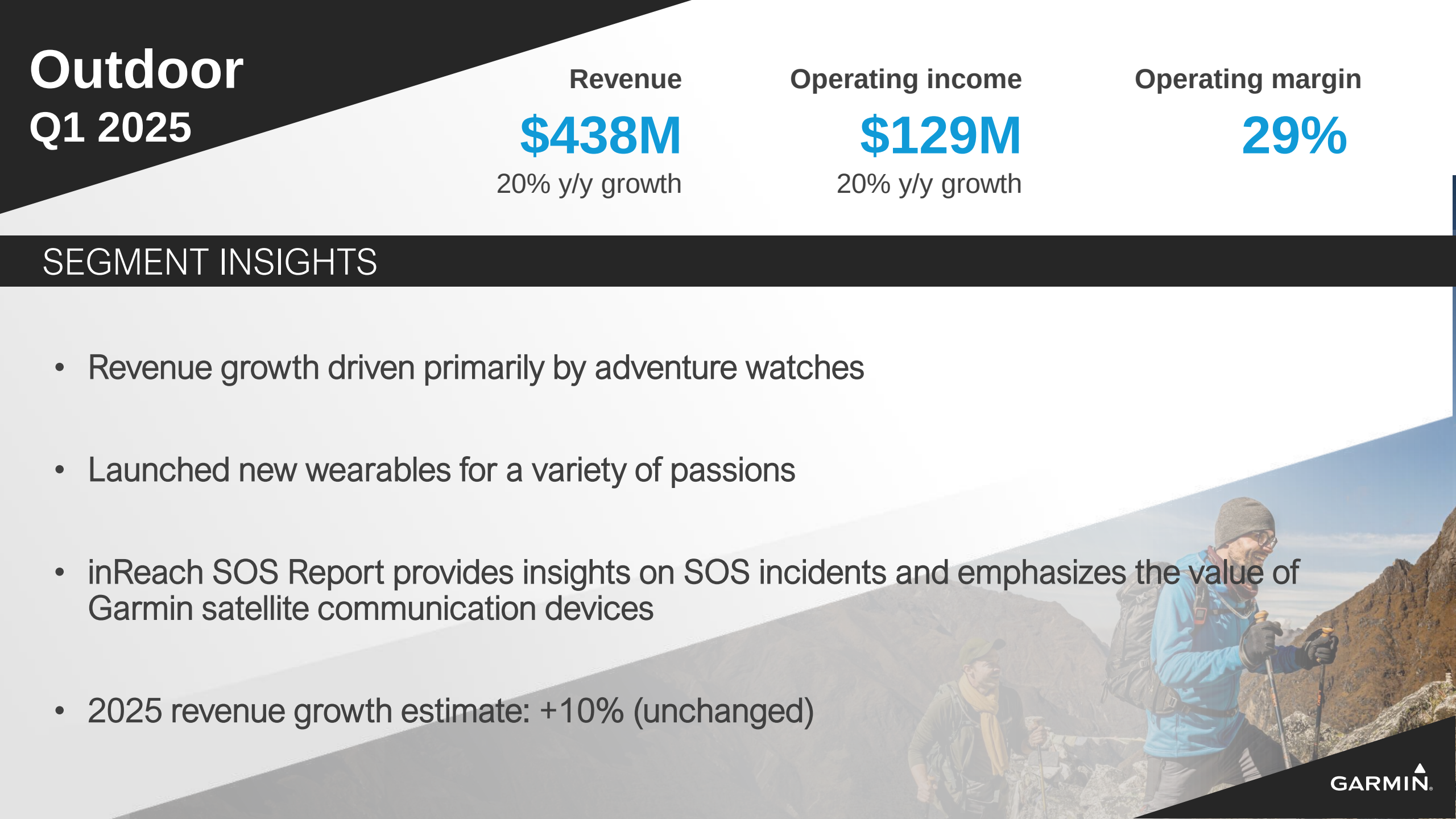
GARMIN

Outdoor
Q1 2025

Revenue	Operating income	Operating margin
$438M	**$129M**	**29%**
20% y/y growth	20% y/y growth	

SEGMENT INSIGHTS

- Revenue growth driven primarily by adventure watches
- Launched new wearables for a variety of passions
- inReach SOS Report provides insights on SOS incidents and emphasizes the value of Garmin satellite communication devices
- 2025 revenue growth estimate: +10% (unchanged)



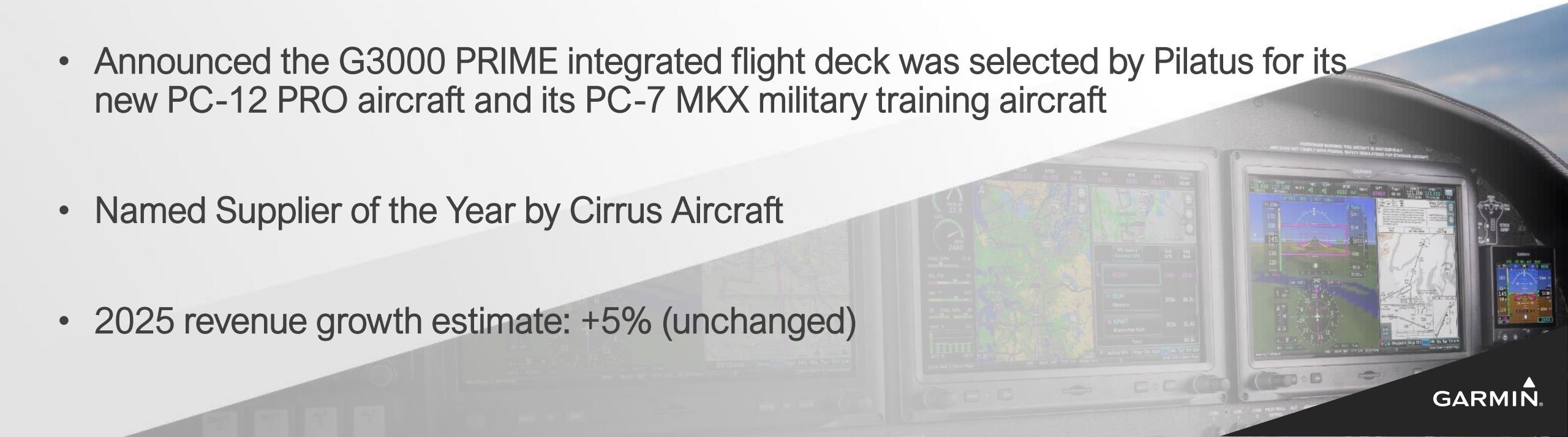
GARMIN

Aviation
Q1 2025

Revenue	Operating income	Operating margin
$223M	**$48M**	**22%**
3% y/y growth	7% y/y decline	

SEGMENT INSIGHTS

- Revenue growth driven by OEM product categories
- Announced the G3000 PRIME integrated flight deck was selected by Pilatus for its new PC-12 PRO aircraft and its PC-7 MKX military training aircraft
- Named Supplier of the Year by Cirrus Aircraft
- 2025 revenue growth estimate: +5% (unchanged)



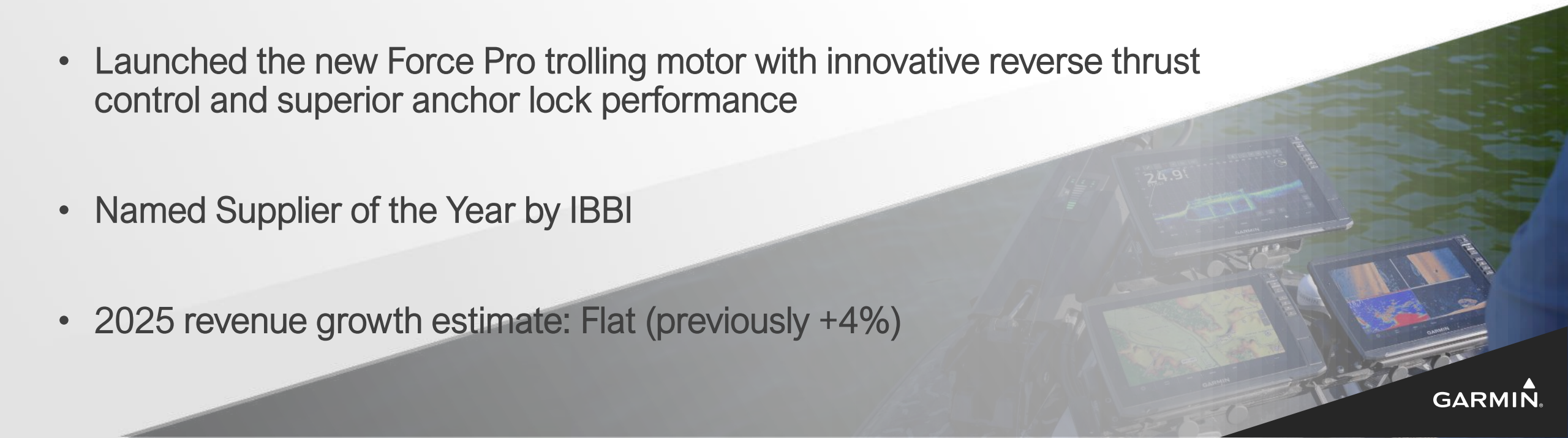
GARMIN

Marine
Q1 2025

Revenue	Operating income	Operating margin
$319M	**$87M**	**27%**
2% y/y decline	1% y/y decline	

SEGMENT INSIGHTS

- Timing of promotions contributed to lower revenue
- Launched the new Force Pro trolling motor with innovative reverse thrust control and superior anchor lock performance
- Named Supplier of the Year by IBBI
- 2025 revenue growth estimate: Flat (previously +4%)



Auto OEM
Q1 2025

Revenue	Operating income	Operating margin
$169M	**($9M)**	**(5%)**
31% y/y growth		

SEGMENT INSIGHTS

- Growth driven by increased shipments of domain controllers
- Infotainment system supplier for the 2025 Honda Gold Wing
- 2025 revenue growth estimate: +7% (unchanged)

GARMIN

Financial Update

Doug Boessen
CFO and Treasurer

GARMIN

Income Statement
Q1

(in millions)	Q1 2025	Q1 2024	Y/Y
Net sales	$1,535	$1,382	11%
Gross profit	885	802	10%
Margin %	*57.6%*	*58.1%*	*(50 bps)*
Operating expenses	552	504	10%
Operating income	$333	$298	12%
Margin %	*21.7%*	*21.6%*	*10 bps*
GAAP EPS	$1.72	$1.43	20%
Pro Forma EPS	$1.61	$1.42	13%

GARMIN

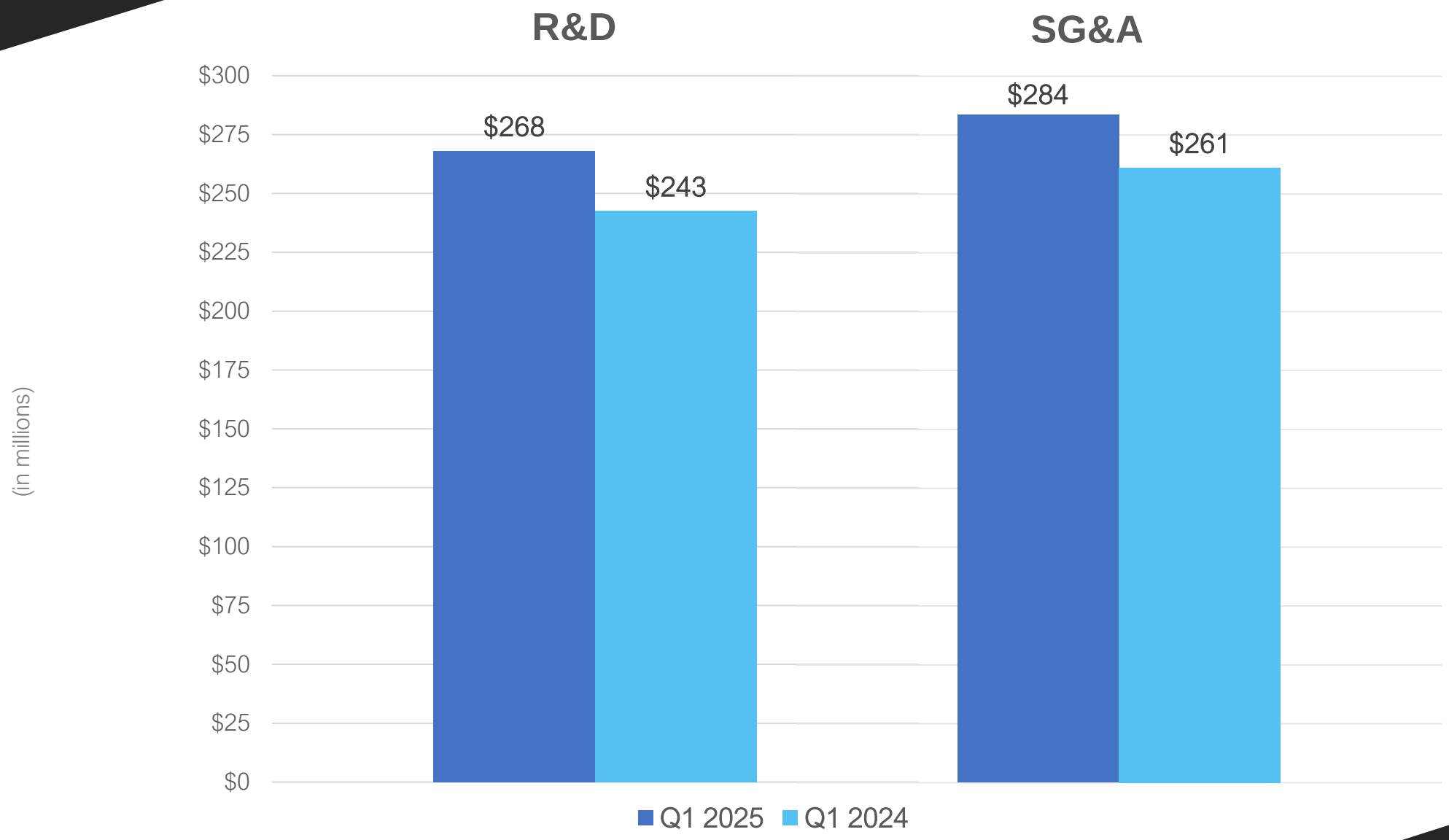
Revenue
Q1

(in millions)	Q1 2025	Q1 2024	Change
Fitness	$385	$343	12%
Outdoor	438	366	20%
Aviation	223	217	3%
Marine	319	327	(2%)
Auto OEM	169	129	31%
Total	**$1,535**	**$1,382**	**11%**

(in millions)	Q1 2024	Q1 2024	Change
Americas	$746	$716	4%
EMEA	569	463	23%
APAC	220	202	9%
Total	**$1,535**	**$1,382**	**11%**

GARMIN

Operating Expenses



Other Financial Items
Q1 2025

Balance Sheet

Cash and Marketable Securities

$3.90B

Accounts Receivable

$787M

Inventory

$1.58B

Cash Flow

Free Cash Flow

$381M

Capital Expenditures

$40M

Dividends Paid

$145M

Share Repurchases

$27M

Taxes

Pro Forma Effective Tax Rate

14.5%

GARMIN

Guidance

	2025
Revenue	$6.85B
Gross margin	58.5%
Operating margin	24.8%
Tax rate	16.5%
EPS	$7.80

All amounts and %’s are approximate.

GARMIN

GARMIN®

Appendix
April 30, 2025

Non-GAAP Financial Information

To supplement our financial results presented in accordance with GAAP, this release includes the following measures defined by the Securities and Exchange Commission as non-GAAP financial measures: pro forma effective tax rate, pro forma net income (earnings) per share and free cash flow. These non-GAAP measures are not based on any comprehensive set of accounting rules or principles and should not be considered a substitute for, or superior to, financial measures calculated in accordance with GAAP, and may be different from non-GAAP measures used by other companies, limiting the usefulness of the measures for comparison with other companies. Management believes providing investors with an operating view consistent with how it manages the Company provides enhanced transparency into the operating results of the Company, as described in more detail by category below.

The tables in the subsequent slides provide reconciliations between the GAAP and non-GAAP measures.

Pro forma effective tax rate

The Company's income tax expense is periodically impacted by discrete tax items that are not reflective of income tax expense incurred as a result of current period earnings. Therefore, management believes the effective tax rate and income tax provision before the effect of certain discrete tax items are important measures to permit investors' consistent comparison between periods. In the first quarter 2025 and 2024 there were no such discrete tax items identified.

Non-GAAP Financial Information

Pro forma net income (earnings) per share

Management believes that net income (earnings) per share before the impact of foreign currency gains or losses and certain discrete income tax items, as discussed above, is an important measure in order to permit a consistent comparison of the Company's performance between periods.

(In thousands, except per share information)	13-Weeks Ended	
	March 29, 2025	March 30, 2024
GAAP net income	$ 332,769	$ 275,961
Foreign currency gains / losses[(1)]	(24,760)	(2,282)
Tax effect of foreign currency gains / losses[(2)]	3,583	356
Pro forma net income	$ 311,592	$ 274,035
GAAP net income per share:		
Basic	$ 1.73	$ 1.44
Diluted	$ 1.72	$ 1.43
Pro forma net income per share:		
Basic	$ 1.62	$ 1.43
Diluted	$ 1.61	$ 1.42
Weighted average common shares outstanding:		
Basic	192,544	191,890
Diluted	193,717	192,698

(1) Foreign currency gains and losses for the Company are driven by movements of a number of currencies in relation to the U.S. Dollar and the related exchange rate impact on the significant cash, receivables, and payables held in a currency other than the functional currency at a given legal entity. However, there is minimal cash impact from such foreign currency gains and losses.

(2) The tax effect of foreign currency gains was calculated using the effective tax rate of 14.5% for the 13-weeks ended March 29, 2025 and 15.6% for the 13-weeks ended March 30, 2024.

GARMIN

Non-GAAP Financial Information

Free cash flow

Management believes that free cash flow is an important liquidity measure because it represents the amount of cash provided by operations that is available for investing and defines it as operating cash flows less capital expenditures for property and equipment. Management believes that excluding purchases of property and equipment provides a better understanding of the underlying trends in the Company's operations and allows more accurate comparisons of the Company's results between periods. This metric may also be useful to investors, but should not be considered in isolation as it is not a measure of cash flow available for discretionary expenditures. The most comparable GAAP measure is net cash provided by operating activities.

(In thousands)	13-Weeks Ended	
	March 29, 2025	March 30, 2024
Net cash provided by operating activities	$ 420,788	$ 435,305
Less: purchases of property and equipment	(40,062)	(33,168)
Free Cash Flow	$ 380,726	$ 402,137

GARMIN

Forward-looking financial measures

The forward-looking financial measures in our 2025 guidance include certain economic assumptions such as foreign currency exchange rates and tariffs which are fluid and can rapidly change favorably or unfavorably.

The forward-looking financial measures in our 2025 guidance do not consider the potential future net effect of foreign currency exchange gains and losses, certain discrete tax items and any other impacts that may be identified as pro forma adjustments in calculating the non-GAAP measures described above.

The estimated impact of foreign currency gains and losses cannot be reasonably estimated on a forward-looking basis due to the high variability and low visibility with respect to non-operating foreign currency exchange gains and losses and the related tax effects of such gains and losses. The impact on diluted net income per share of foreign currency gains and losses, net of tax effects, was $0.11 per share for the 13-weeks ended March 29, 2025.

At this time, management is unable to determine whether or not significant discrete tax items will occur in fiscal 2025, estimate the impact of any such items, or anticipate the impact of any other events that may be considered in the calculation of non-GAAP financial measures.