



Q3 2008 Earnings Call Webcast

October 29, 2008



Safe Harbor Statement

These materials include forward-looking statements. These statements are based on the current expectations of Garmin Ltd. and are naturally subject to uncertainty and changes in circumstances. Forward-looking statements include, without limitation, statements containing words such as "proposed" and "intends" or "intended" and "expects" or "expected". By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied by such forward-looking statements. Other unknown or unpredictable factors could cause actual results to differ materially from those in the forward-looking statements. These factors include those discussed or identified in the filings by Garmin Ltd. with the U.S. Securities and Exchange Commission in its Annual Report on Form 10-K. Garmin Ltd. does not undertake any obligation to update publicly or revise forward-looking statements, whether as a result of new information, future events or otherwise, except to the extent legally required.



Business Update

**Cliff Pemble
President and COO**

Financial Highlights

- Revenue grew 19% with continued growth in auto/mobile, aviation and outdoor/fitness
- North America and Europe generated revenue growth of 29% and 10% respectively
- Solid margins, 44% GM and 25% OM
- EPS declined 2% YOY to \$0.87 per share, excluding the effects of foreign currency

Business Highlights

- Expanded world-wide leadership in the PND market, 50%+ market share in North America and 20%+ in Europe
- Unit shipments exceeded 3.9 million, a year-over-year growth rate of 43% with auto/mobile growing more rapidly
- The outdoor/fitness segment outperformed expectations on the strength of an innovative product line-up

Q3 2008 Segment Highlights

- **Automotive/Mobile** – 21% revenue growth driven by unit growth and moderating price declines
- **Outdoor/Fitness** – 35% revenue growth driven by the product line-up and a growing fitness market
- **Aviation** – 9% revenue growth driven by new OEM relationships offsetting weakness in OEM production schedules, retrofit and portable caused by macroeconomic conditions
- **Marine** – 8% revenue decline, as the macroeconomic conditions and fuel prices hampered the boating industry

Market and Economic Update

- **PND market experienced healthy double-digit unit growth in North America while growth in Europe continued to slow; now expect market size of 20M units in both geographies in 2008**
- **Q3 blended ASP decline of 17% year-over-year**
 - In-line with forecasted full year decline of 25% for PNDs
 - Continue to get offset through component cost reductions and further improvements in operating efficiency
- **Marine and aviation segments continue to slow due to fuel prices and unfavorable economic conditions**

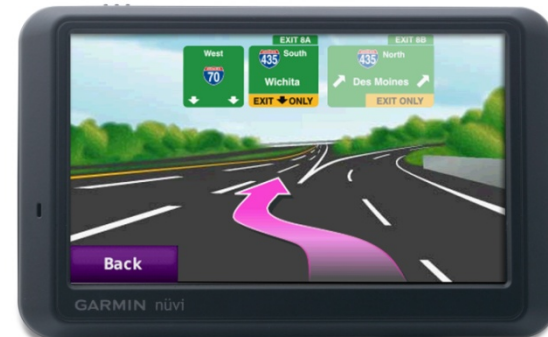
nüvi® 265T, 265WT & 275T

- All the features of the nüvi® 2x5 family PLUS:
 - Free ad-sponsored lifetime traffic alerts
 - Bluetooth hands-free connectivity



nüvi® 7x5T

- All the features of the nüvi® 7x0 family PLUS:
 - Free ad-sponsored lifetime traffic alerts
 - Lane assist displaying road signs and junctions
 - 3-D views of some buildings



OEM Relationships



SUZUKI

- Offering navigation system as standard equipment on Suzuki SX4
- Integrated mount providing convenience and portability
- Audio system integration

NISSAN

- Optional equipment on Nissan Rogue and Pathfinder

G600

- Avionics suite for retrofit or forward-fit on 785 different makes and models
- Two individual displays for enhanced situational awareness
- Perfectly sized to replace the traditional 6-pack of instruments



Embraer Program

- Shipments to Embraer for the Phenom 100 and Phenom 300 began in Q3
- Combined order book of 800 Phenoms



Launch update

- Development is on-target for launch in the 1st half of 2009
- Signed letters of intent or agreements with certain carriers
- Specific announcements will be made closer to the launch date



Connect... Communicate... Navigate...

Full-Year Guidance Update

- Economic conditions have caused us to further revise our full-year guidance:
 - Revenue of \$3.6 billion
 - EPS of \$3.78 (excluding FX) including the TeleAtlas gain of \$0.27



Financial Update

Kevin Rauckman
CFO and Treasurer

Q3 Income Statement

(\$ millions)	Q3 2008	Q3 2007	Change
Revenue	\$870.4	\$728.7	19%
Gross Profit	\$385.6	\$341.9	13%
Gross Margin	44.3%	46.9%	(2.6 pts)
Advertising	\$50.7	\$38.6	31%
Other SG&A	\$67.8	\$48.5	40%
R&D	\$52.7	\$40.6	30%
Operating Income	\$214.4	\$214.2	0%
Operating Margin	24.6%	29.4%	(4.8 pts)
Other Income / (Expense)	-\$3.0	\$8.4	-135%
Income Tax	\$40.2	\$29.1	38%
Net Income	\$171.2	\$193.5	-12%
Net Income Margin	20%	27%	
Earnings per Share (GAAP)	\$0.82	\$0.88	-7%
Earnings per Share (excl. FX)	\$0.87	\$0.89	-2%
Units Shipped (K)	3,855	2,688	43%

Net Income, excluding FX

Garmin Ltd. And Subsidiaries
Net income per share, excluding FX
(in thousands, except per share information)

	13-Weeks Ended		39-weeks Ended	
	September 27, 2008	September 29, 2007	September 27, 2008	September 29, 2007
Net Income (GAAP)	\$171,244	\$193,507	\$574,360	\$547,744
Foreign currency (gain) / loss, net of tax effects ⁽¹⁾	\$10,322	\$3,151	\$12,636	(\$3,036)
Net income, excluding FX	\$181,566	\$196,658	\$586,996	\$544,708
Net income per share (GAAP):				
Basic	\$0.83	\$0.89	\$2.71	\$2.53
Diluted	\$0.82	\$0.88	\$2.68	\$2.50
Net income per share, excluding FX:				
Basic	\$0.88	\$0.91	\$2.76	\$2.52
Diluted	\$0.87	\$0.89	\$2.74	\$2.48
Weighted average common shares outstanding:				
Basic	206,634	216,773	212,299	216,456
Diluted	208,107	220,644	214,252	219,482

(1) Excludes the foreign currency translation gain related to the tender of our Tele Atlas N.V. shares

Management believes that net income per share before the impact of foreign currency translation gain or loss is an important measure.

Revenue by Segment

(\$ millions)	Q3 2008	Q3 2007	Change
Auto/Mobile	\$626	\$519	21%
Outdoor/Fitness	\$119	\$88	35%
Aviation	\$81	\$74	9%
Marine	\$44	\$48	-8%
Total Revenue	\$870	\$729	19%

(\$ millions)	YTD 2008	YTD 2007	Change
Auto/Mobile	\$1,710	\$1,344	27%
Outdoor/Fitness	\$309	\$225	37%
Aviation	\$256	\$224	14%
Marine	\$171	\$170	1%
Total Revenue	\$2,446	\$1,963	25%

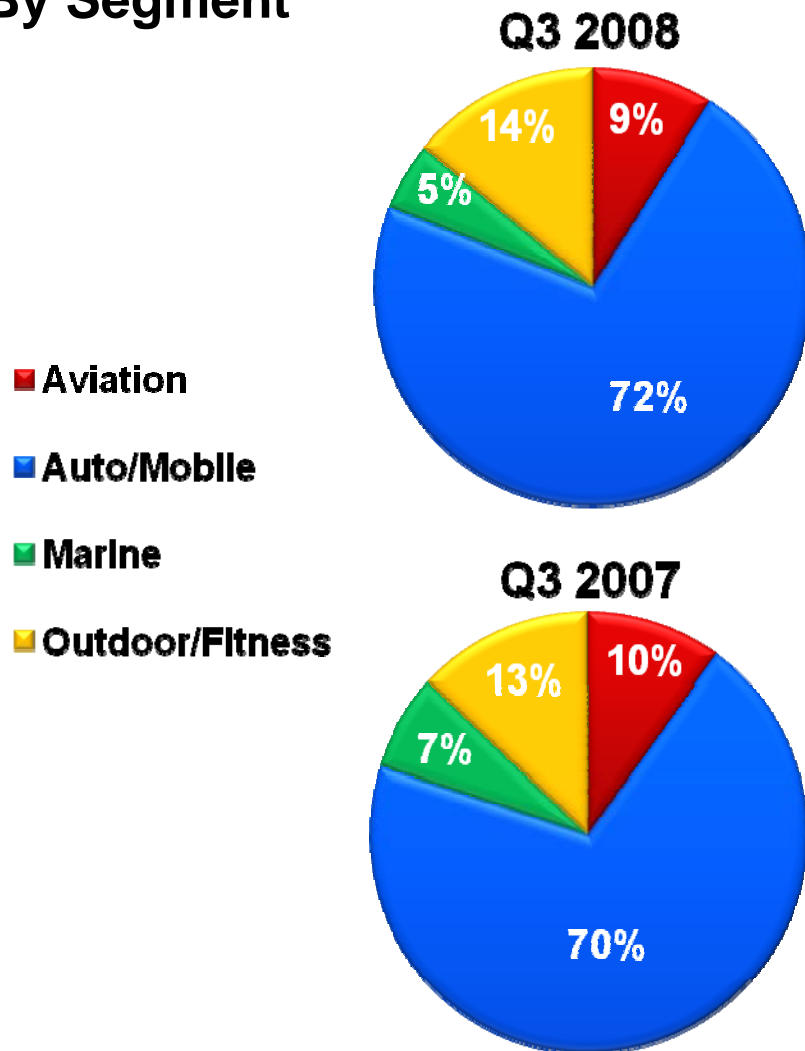
Revenue by Geography

(\$ millions)	Q3 2008	Q3 2007	Change
North America	\$585	\$454	29%
Europe	\$247	\$227	9%
Asia	\$38	\$48	-21%
Total Revenue	\$870	\$729	19%

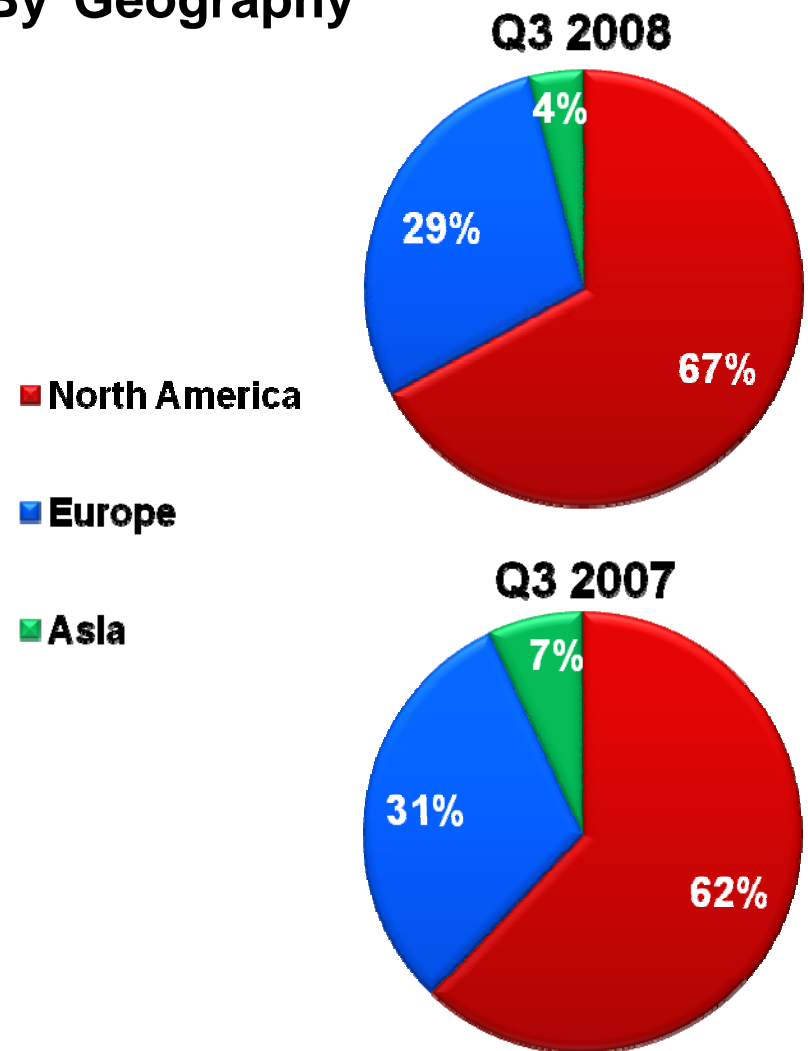
(\$ millions)	YTD 2008	YTD 2007	Change
North America	\$1,572	\$1,231	28%
Europe	\$765	\$631	21%
Asia	\$109	\$101	8%
Total Revenue	\$2,446	\$1,963	25%

Garmin Revenue

By Segment

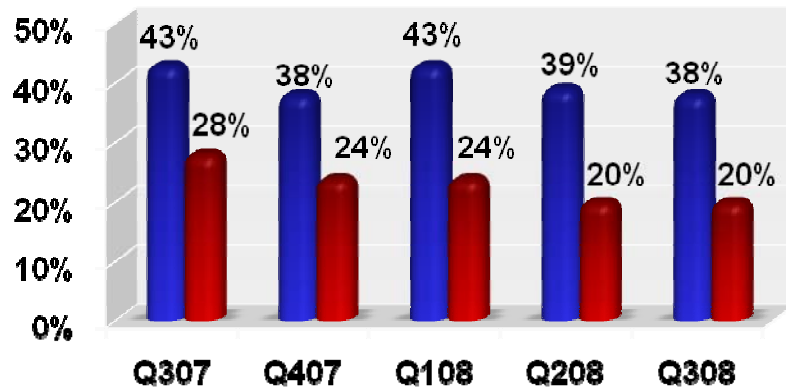


By Geography

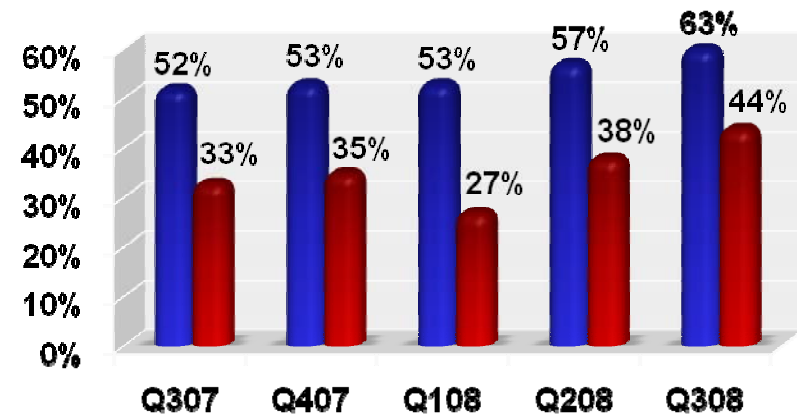


Margin by Segment

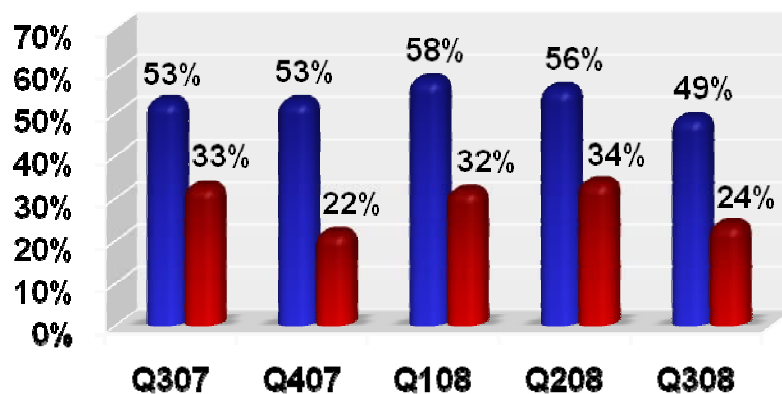
Auto/Mobile



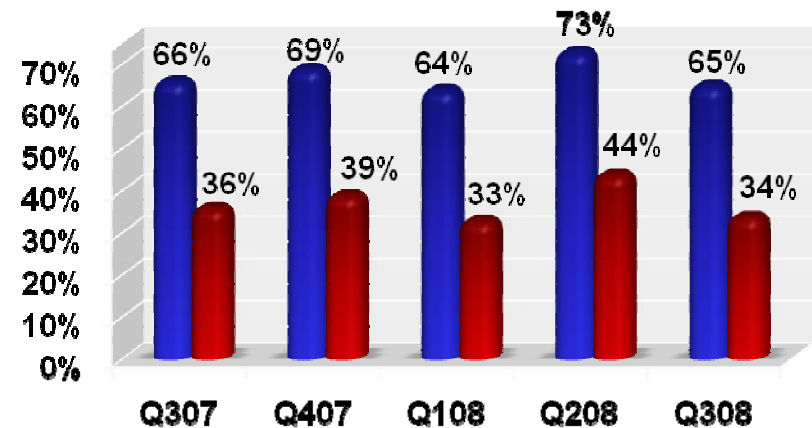
Outdoor/Fitness



Marine



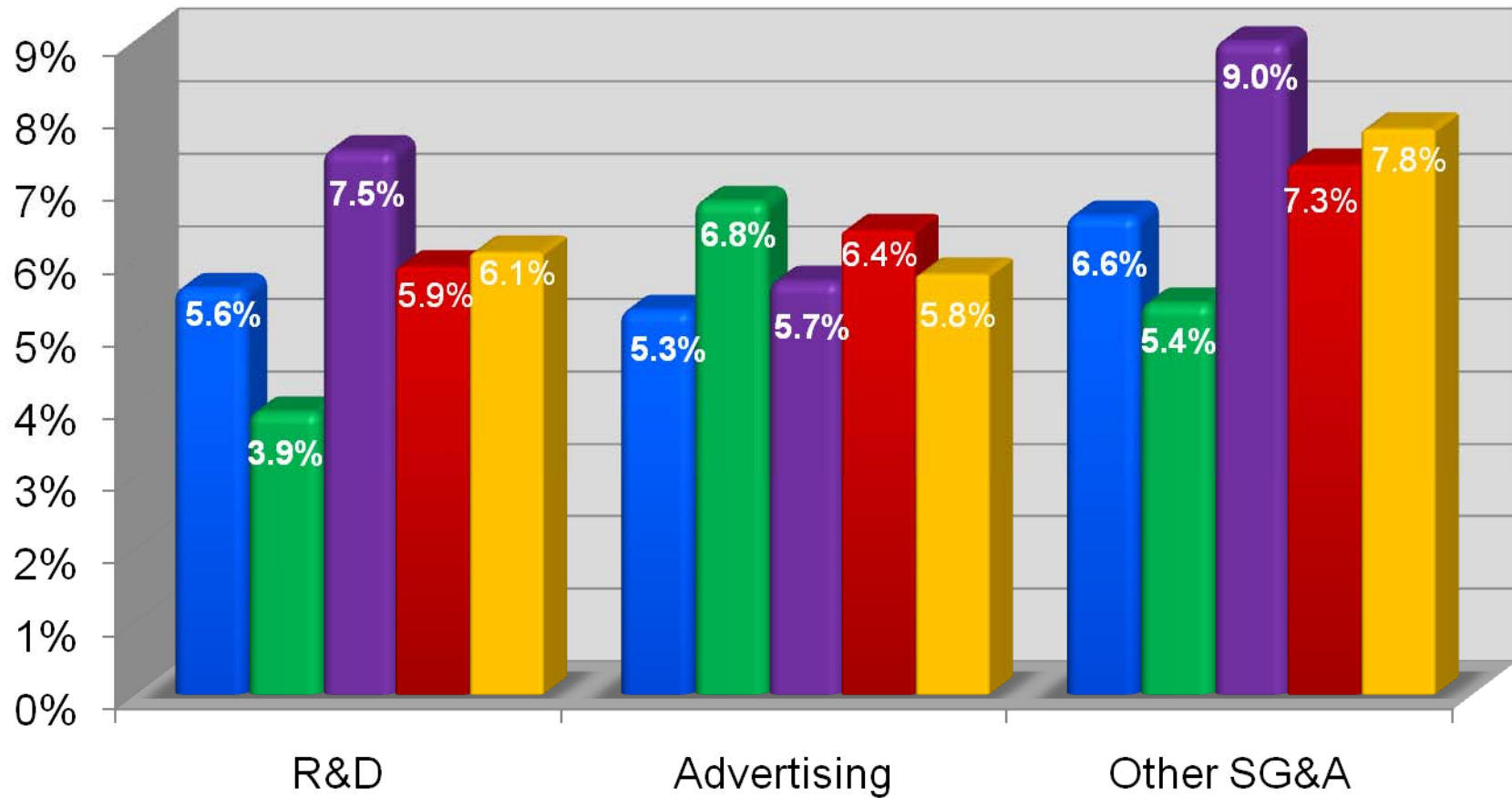
Aviation



■ Gross Margin

■ Operating Margin

Operating Expenses - % of Sales



■ Q307 ■ Q407 ■ Q108 ■ Q208 ■ Q308

Balance Sheet

(\$ millions)	FY 2007	Q1 2008	Q2 2008	Q3 2008
Cash & Marketable Securities	\$1,134	\$1,161	\$1,011	\$850
Accounts Receivable	\$953	\$516	\$680	\$678
Inventory	\$505	\$676	\$656	\$699
Deferred Income Taxes	\$107	\$99	\$93	\$87
Prepaid Assets	\$22	\$24	\$28	\$32
Property, Plant & Equipment	\$374	\$392	\$450	\$453
Other Assets / Goodwill	\$196	\$215	\$214	\$216
Total Assets	\$3,291	\$3,083	\$3,132	\$3,015
Accounts Payable	\$341	\$214	\$179	\$217
Other Accrued Liabilities	\$384	\$237	\$287	\$277
Income Taxes Payable	\$204	\$153	\$187	\$217
Dividend Payable	\$0	\$0	\$157	\$152
Deferred Income Taxes	\$12	\$12	\$12	\$12
Shareholders Equity	\$2,350	\$2,467	\$2,310	\$2,140
Total Liabilities / Equity	\$3,291	\$3,083	\$3,132	\$3,015

Cash Flow

(\$ millions)	Fiscal 2007	Q1 2008	Q2 2008	Q3 2008	YTD 2008
Net Income	\$855	\$148	\$256	\$171	\$575
Depreciation/Amortization	\$64	\$18	\$9	\$27	\$54
Accounts Receivable	(\$477)	\$459	(\$151)	(\$6)	\$302
Inventory	(\$224)	(\$169)	\$28	(\$55)	(\$196)
Accounts Payable	\$175	(\$160)	(\$54)	\$38	(\$176)
Other Cash from Operations	\$289	(\$104)	\$0	\$57	(\$47)
Net Cash Flow from Operations	\$682	\$192	\$88	\$232	\$512
Investing Activities	(\$176)	(\$216)	\$146	(\$17)	(\$87)
Financing Activities	(\$136)	(\$87)	(\$223)	(\$304)	(\$614)
Exchange Rate Changes	\$0	\$2	\$14	(\$13)	\$3
Net Increase/(Decrease) in Cash	\$370	(\$109)	\$25	(\$102)	(\$186)
Cash at End of Period	\$708	\$599	\$624	\$522	\$522
Marketable Securities	\$425	\$562	\$387	\$327	\$327
Total Cash & Marketable Securities	\$1,133	\$1,161	\$1,011	\$849	\$849

Share Repurchase

- Over 8.1M shares repurchased during Q3 2008. 200K shares remain within approved 10M share repurchase plan.
- \$306M use of cash during Q3. \$625M use of cash YTD.
- On October 22, the board authorized the Company to repurchase up to \$300M of the company's shares
- Garmin will continue to be a buyer in the market at the current share price.

Diluted Shares Outstanding

- 208.1M diluted shares outstanding during Q3 2008; down from Q1 2008 level of 219.0M shares.

Full Year 2008 Outlook

(\$ millions)	Revised Guidance	
	FY 2008	Growth
Revenue	\$3,600	13%
Operating Margin	24%	
EPS excluding FX *	\$3.78	0%
CapEx	\$120	
Tax Rate	19%	
Diluted Shares (M)	211.0	
Segment Revenue		
Automotive/Mobile	\$2,655	13%
Outdoor/Fitness	\$425	25%
Marine	\$204	0%
Aviation	\$316	7%

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