

## TomTom reports third quarter 2015 results

### Financial summary Q3 '15

- Revenue of €254 million (Q3 '14: €235 million)
- Gross margin of 53% (Q3 '14: 57%)
- EBITDA of €33 million (Q3 '14: €41 million)
- Net result of €2 million (Q3 '14: €6 million)
- Adjusted EPS<sup>1</sup> of €0.05 (Q3 '14: €0.07)
- Net cash position of €94 million (Q3 '14: €104 million)

### Operational summary Q3 '15

- New generation GPS sports and fitness watches with integrated music player and 24/7 activity tracking introduced
- The new Fiat 500 and Lancia Ypsilon equipped with TomTom maps, traffic and navigation across Europe
- New Alfa Romeo Giulia powered with TomTom maps and navigation globally
- Partnership with Bosch in the area of mapping technology for automated driving announced
- RoadDNA, precise localisation technology for automated driving, launched
- Telematics increased its installed base by 26% and recurring subscription revenue by 31% year on year

### Outlook 2015

- Full year outlook re-iterated; Revenue expected of around €1 billion and adjusted EPS<sup>1</sup> expected of around €0.20

### Key figures

(€ in millions, unless stated otherwise)	Q3 '15	Q3 '14	y.o.y. change	YTD '15	YTD '14	y.o.y. change
Consumer	161.2	153.3	5%	447.7	446.9	0%
Automotive	26.0	26.1	0%	75.6	85.9	-12%
Licensing	35.2	26.8	32%	102.8	79.9	29%
Telematics	31.8	28.4	12%	98.0	79.2	24%
<b>REVENUE</b>	<b>254.2</b>	<b>234.6</b>	<b>8%</b>	<b>724.1</b>	<b>691.9</b>	<b>5%</b>
<b>GROSS RESULT</b>	<b>135.1</b>	<b>133.3</b>	<b>1%</b>	<b>379.6</b>	<b>390.4</b>	<b>-3%</b>
<i>Gross margin</i>	53%	57%		52%	56%	
<b>EBITDA</b>	<b>32.7</b>	<b>41.0</b>	<b>-20%</b>	<b>82.0</b>	<b>107.6</b>	<b>-24%</b>
<i>EBITDA margin</i>	13%	17%		11%	16%	
<b>OPERATING RESULT (EBIT)</b>	<b>4.9</b>	<b>7.8</b>	<b>-38%</b>	<b>0.4</b>	<b>19.6</b>	<b>-98%</b>
<i>EBIT margin</i>	2%	3%		0%	3%	
<b>NET RESULT</b>	<b>1.7</b>	<b>5.8</b>	<b>-70%</b>	<b>-2.6</b>	<b>22.2</b>	<b>-48%</b>
<b>ADJUSTED NET RESULT</b>	<b>11.6</b>	<b>14.7</b>	<b>-21%</b>	<b>26.5</b>	<b>50.6</b>	<b>-48%</b>
<b>EPS, € fully diluted</b>	<b>0.01</b>	<b>0.03</b>	<b>-70%</b>	<b>-0.01</b>	<b>0.10</b>	<b>-49%</b>
<b>Adjusted EPS<sup>1</sup>, € fully diluted</b>	<b>0.05</b>	<b>0.07</b>	<b>-25%</b>	<b>0.11</b>	<b>0.23</b>	<b>-49%</b>

Change percentages are based on non-rounded figures.

<sup>1</sup>Earnings per fully diluted share count adjusted for acquisition-related amortisation & gain on a post-tax basis.

### TomTom's Chief Executive Officer, Harold Goddijn

"Our third quarter revenue growth is in line with our plan to deliver growth in the second half of the year."

*We launched a new generation GPS sports watches with integrated music player and 24/7 activity tracking; we announced new deals with automotive customers; and we saw continued growth in our licensing and fleet management businesses.*

*For most countries, our maps are already being maintained on our new transactional map-making system, which will be fully deployed towards the end of this year. With this technological innovation, TomTom is well positioned to address the need for accurate and up-to-date maps, for navigation applications and driver assistance applications, including Highly Automated Driving.*

*Our location technologies are gaining significant interest in the automotive industry as reflected in the level of bookings we secured this year, which so far exceeds €250 million. This level of order intake is substantially higher than in previous years, which is a good indication that our strategy in automotive is taking hold."*

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