



TomTom Reports fourth quarter and Full Year 2007 Results

Record revenue and profit

Fourth quarter 2007 financial highlights

- Revenue of €634 million, up 49% sequentially and up 33% year-on-year
- Portable navigation device (PND) volume of 4.3 million, up 98% sequentially and up 123% year-on-year
- Gross margin of 42% and operating margin of 23%
- Fully diluted EPS of €0.87, up 6% sequentially and up 28% year-on-year
- Cash flow from operations of €155 million

Full year 2007 financial highlights

- Revenue of €1,737 million, up 27% year-on-year
- PND volume of 9.6 million, up 104% year-on-year
- Gross margin of 44% and operating margin of 25%
- Fully diluted EPS of €2.66 up 40% year on year
- Cash flow from operations of €535 million

Fourth quarter 2007 operational highlights

- Strong performance and European market share of 49%
- Strong growth and increased US market share of 27%
- TomTom HD Traffic TM service launched in the Netherlands
- More than one million Map Share TM reports and corrections received

Outlook 2008

- Continued strong growth of the European and North American PND markets; combined markets expected to grow by more than 50% to 38 million units in 2008, up from 24.5 million units in 2007
- Revenue expectation for 2008 of between €2.0 billion and €2.2 billion
- PND unit forecast for 2008 of between 14 million and 15 million
- Targets for gross margin and operating margin of 40% and 20% of revenue respectively

Key figures*

<i>(in € millions)</i>	Q4'07	Q3'07	Change	Q4'06	Change	FY '07	FY '06	Change
	<i>(unaudited)</i>	<i>(unaudited)</i>		<i>(unaudited)</i>		<i>(audited)</i>	<i>(audited)</i>	
Revenue	634	427	49%	478	33%	1,737	1,364	27%
Gross profit	268	208	29%	218	23%	764	579	32%
Gross margin	42%	49%		46%		44%	42%	
Operating profit	144	133	8%	126	15%	428	340	26%
Operating margin	23%	31%		26%		25%	25%	
Net profit	107	99	8%	80	33%	317	222	43%
EPS - fully diluted (in €)	0.87	0.83	6%	0.68	28%	2.66	1.90	40%

* percentages are based on non-rounded figures

View the full [Fourth quarter results release 2007](#) in PDF format