



TomTom Reports third quarter 2007 Results

Record units shipped and record profits

Third quarter 2007 financial highlights

- Revenue of €427 million, up 12% sequentially and up 21% year on year
- Portable Navigation Device (PND) volume of 2.2 million, up 20% sequentially and up 83% year on year
- Gross margin of 49%, up 4 points sequentially and up 5 points year on year
- Operating margin of 31%, up 7 points sequentially and up 3 points year on year
- Net profit of €99 million, up 44% sequentially and up 36% year on year
- Fully diluted EPS of €0.83, up 42% sequentially and up 33% year on year
- Net cash inflow of €153 million

Third quarter 2007 operational highlights

- Continued strong market demand for PNDs
- New TomTom GO family and ONE 3rd Edition well received by the market
- Map Share™ technology introduced, strong initial response
- Announcement of first embedded navigation solution for Toyota

Outlook 2007

- European market for PNDs expected to almost double to 15-16 million units and US market to triple to 8-9 million units
- TomTom expects to sell between 9 and 10 million units worldwide
- Revenue expected to be between €1.7 and €1.8 billion
- Gross margin expected to be more than 40% and operating margin well in excess of 20%

Update on Tele Atlas acquisition

- TomTom was advised that the waiting period required by the US HSR Antitrust Improvements Act for TomTom's proposed acquisition of Tele Atlas had been terminated early without a request for additional information
- TomTom has notified the transaction with the European Commission in accordance with the planned timetable

Key figures*

(unaudited) (in € millions)	Q3'07	Q2'07	Q3'06			YTD '07	YTD '06	
Revenue	427	380	12%	353	21%	1,103	886	24%
Gross profit	208	169	23%	154	35%	496	360	38%
Gross margin	48.8%	44.6%		43.5%		45.0%	40.7%	
Operating profit	133	93	43%	101	33%	283	215	32%
Operating margin	31.3%	24.5%		28.5%		25.7%	24.2%	
Net profit	99	68	44%	73	36%	211	142	49%
EPS (fully diluted in €)	0.83	0.58	42%	0.62	33%	1.78	1.21	47%

* percentages are based on non-rounded figures

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