



February 8, 2017

## TomTom reports fourth quarter and full year 2016 results

### Financial summary Q4 '16

- | Revenue of €266 million (Q4 '15: €282 million)
- | Gross margin of 58% (Q4 '15: 49%)
- | EBITDA of €39 million (Q4 '15: €42 million)
- | Cash flow from operating activities of €76 million (Q4 '15: €58 million)

### Financial summary FY '16

- | Revenue of €987 million (FY '15: €1,007 million)
- | Gross margin of 57% (FY '15: 52%)
- | EBITDA of €141 million (FY '15: €124 million)
- | Adjusted EPS<sup>1</sup> of €0.23 (FY '15: €0.21)
- | Cash flow from operating activities of €144 million (FY '15: €119 million)
- | Net cash position of €133 million (Q4 '15: €98 million)

### Operational summary

- | Automotive order intake exceeded €300 million in 2016
- | FCA Group awarded TomTom Automotive 'Innovation Supplier of the Year 2016'
- | Microsoft partnership announced to bring location-based services to Azure platform
- | Collaborations with SAP, MapQuest and Pitney Bowes extended
- | TomTom City reaches coverage in 100 cities
- | Telematics installed base increased by 15% and recurring subscription revenue increased by 21% year on year
- | Consumer shipped over one million sports devices in the year

### Outlook 2017

- | Revenue in the range of €925 million to €950 million
- | Adjusted EPS<sup>1</sup> of around €0.25

### Key figures

(€ in millions, unless stated otherwise)	Q4 '16	Q4 '15	y-o-y. change	FY '16	FY '15	y-o-y. change
Automotive & Licensing	71.7	69.6	3%	269.0	248.0	8%
Telematics	41.6	37.0	12%	155.1	135.0	15%
Consumer	152.3	175.9	-13%	563.2	623.6	-10%
REVENUE	265.6	282.5	-6%	987.3	1,006.6	-2%
GROSS RESULT	153.0	139.0	10%	566.2	518.5	9%
Gross margin	58%	49%		57%	52%	
EBITDA	38.6	41.7	-8%	140.9	123.7	14%
EBITDA margin	15%	15%		14%	12%	
OPERATING RESULT (EBIT)	-0.5	0.2		8.9	0.6	
EBIT margin	0%	0%		1%	0%	
NET RESULT	-5.6	20.9		12.0	18.3	
ADJUSTED NET RESULT	11.3	23.1		54.1	49.6	
EPS, € fully diluted	-0.02	0.09		0.05	0.08	
Adjusted EPS <sup>1</sup> , € fully diluted	0.05	0.10		0.23	0.21	

Change percentages and totals calculated before rounding.

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

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

"We reported revenue of €987 million in 2016, which is slightly below last year. We are increasing high margin recurring data, software & services business, which now reflects nearly 50% of our revenue mix and more than 70% of our gross result mix. Gross result grew strongly this year with 9%.

Our Automotive products and roadmap continue to be well received, resulting in order intake for 2016 of over €300 million. Order intakes from previous years are now starting to deliver a strong revenue growth in Automotive. We are working with many automotive OEMs and Tier1s to integrate our HD Maps into the self-driving systems they are developing. In early 2017, we acquired Autonomos, a Berlin-based start-up that will give us greater insights and capabilities into the Autonomous Driving software stack.

Telematics reached a subscriber base of nearly 700,000 subscriptions, representing the largest European fleet management business."

View the full [TomTom reports fourth quarter and full year 2016 results](#) release in PDF format.