



## TomTom Reports fourth quarter and Full Year 2005 Results

### TomTom reports strong holiday sales and stable gross margins in the fourth quarter Substantial growth in revenues and profits for the full year 2005

#### Fourth quarter highlights:

##### *Compared with Q3 2005:*

- Revenue increased by 16% to € 289 million
- 779,000 integrated units shipped, up 45%
- Stable gross margin of 43%
- Operating margin of 23%, down from 33% due to seasonally high marketing spend

##### *Compared with Q4 2004:*

- Revenue increased by 226%
- Integrated units shipped increased by 413%
- Operating margin improved by 2 percentage points
- Net profit increased by 289% to € 48 million
- Fully diluted EPS improved by 273% to € 0.41

#### Full year highlights:

- Revenue increased by 275% to € 720 million
- Operating margin improved by 4 percentage points to 27%
- Net profit increased by 411% to € 143 million
- Fully diluted EPS improved by 385% to € 1.26

#### Operational highlights:

- Grew leading market share position in Europe
- Increased market share in North America; TomTom rose to number two US market position on the back of a successful advertising campaign
- Successful ramp up of the TomTom ONE across Europe, extending our reach to a broader customer base

#### Outlook 2006

Assumption that the European market for integrated portable navigation devices will grow to around 7.0 million units in 2006, up from around 3.8 million units in 2005. Full year 2006 revenues expected to be in the range of € 1.0 billion to € 1.1 billion. We continue to target an operating margin of around 20% of revenue.

#### Key figures

(in € millions)	Q4 '05 (unaudited)	Q3 '05 (unaudited)	Q4 '04 (unaudited)	FY '05 (audited)	FY '04 (audited)	% change*
Revenue	289	250	90	720	192	275%
Gross profit	123	108	40	311	85	266%
Operating profit	67	82	19	195	43	353%
Net profit						
EPS – fully diluted (€ per share)	0.41	0.50	0.11	1.26	0.26	385%

\*percentage changes are based on amounts rounded to the nearest million

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