



TomTom Reports first quarter 2008 Results

First quarter financial highlights

- Revenue of €264 million compared to €296 million last year
- US revenue increased 133% year on year to €85 million
- Other revenue increased 45% year on year to €25 million
- Portable navigation device (PND) volume of 2.0 million; up 50% year on year
- Gross margin of 35% compared to 40% last year
- Net profit of €7.3 million; fully diluted EPS of €0.06

First quarter operational highlights

- Continued strong PND market growth of over 40% in Europe and over 100% in North America
- HD Traffic™ service announced in Germany, France and Switzerland
- TomTom community grew to over 5 million registered users
- IQ Routes™ technology launched
- New TomTom GO range shipping in April

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
- Revenue expectation for 2008 of between €1.8 billion and €2.0 billion
- PND unit forecast for 2008 of between 14 million and 15 million
- Targets for gross margin and operating margin for 2008 of close to 40% and 20% of revenue respectively

Key figures*

(in € millions) (unaudited)	Q1'08	Q4'07	Change	Q1'07	Change
Revenue	264	634	-58%	296	-11%
Gross profit	92	268	-66%	118	-22%
Gross margin	35%	42%		40%	
Operating profit	9	144	-94%	57	-85%
Operating margin	3%	23%		19%	
Net profit	7	107	-93%	44	-83%
EPS - fully diluted (in €)	0.06	0.87	-93%	0.37	-85%

* percentages are based on non-rounded figures

View the full [First quarter results release 2008](#) in PDF format