

TomTom reports second quarter 2012 results

Financial summary

- Group revenue decreased by 17% to €262 million
- Consumer revenue decreased by 26% to €155 million
- Automotive revenue was flat at €60 million
- Licensing revenue decreased by 7% to €29 million
- Business Solutions revenue increased by 26% to €18 million
- Gross margin of 52% (Q2 2011: 51%)
- Adjusted EPS1 of €0.09 (Q2 2011: €0.10)
- Net cash flow from operating activities of €10 million (Q2 2011: -€32 million)

Operational summary

- Global agreement with Apple for maps and related information
- New range of Nike+ SportWatch launched
- WEBFLEET subscriber base grew 37% to 209,000 (Q2 2011: 152,000)
- 6" PND launched

2012 outlook

- Guidance maintained to deliver revenue of around €1.1 billion and adjusted EPS of around €0.35.

Key figures

(in € millions)	Q2 '12	Q2 '11	y.o.y. change	Q1 '12	q.o.q. change
Revenue	262	314	-17%	233	12%
Gross result	136	160	-15%	114	19%
Gross margin	52%	51%		49%	
EBITDA ²	41	46	-10%	28	47%
EBITDA margin	16%	15%		12%	
EBIT ²	14	-494		0	
EBIT margin	5%			0%	
Net result attributable to the group ²	9	-489		-2	
EPS, € diluted	0.04	-2.20		-0.01	
Adjusted EPS, € diluted ¹	0.09	0.10	-15%	0.04	118%

Change percentages are based on non-rounded figures

¹ Earnings per share adjusted for impairment, acquisition-related amortisation and restructuring charges on a post-tax basis.

² Q2 2011 operating expenses include restructuring expenses of €0.2 million and an impairment charge of €512 million.

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