

TomTom reports third quarter 2012 results

Financial headlines

- Group revenue of €274 million, down 19% year on year
- Gross margin of 55%, up 4 percentage points year on year
- Total operating expenses of €118 million, down 10% year on year
- EBIT margin 12%, flat year on year
- Adjusted EPS of €0.14 compared to €0.18 in the prior year
- Net cash flow from operating activities of €50 million; €70 million in the prior year
- Net debt reduced to €153 million compared to €194 million at the start of the year

Operational headlines

- Global content, software and services agreement with PSA Peugeot Citroën
- Mazda and Fiat relationships expanded with Mazda6 and Abarth models
- Navigation app for Android smartphones launched
- Growth of WEBFLEET subscriber base to 223,000, up 39% year on year

Outlook full year 2012

- Revised revenue guidance of around €1.05 billion reflecting the impact of the macro-economic conditions in Europe on the automotive industry; guidance for adjusted EPS of around €0.35 maintained

Key figures

(in € millions)	Q3 '12	Q3 '11 ²	y.o.y. change	Q2 '12	q.o.q. change
Revenue	274	336	-19%	262	5%
Gross result	150	173	-13%	136	10%
Gross margin	55%	51%		52%	
EBITDA	58	68	-15%	41	42%
EBITDA margin	21%	20%		16%	
EBIT	32	41	-22%	14	128%
EBIT margin	12%	12%		5%	
Net result attributable to the group	22	29	-23%	9	151%
EPS, € diluted	0.10	0.13	-23%	0.04	151%
Adjusted EPS, € diluted	0.14	0.18	-22%	0.09	65%

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 Operating expenses in Q3 2011 include restructuring charges of €0.4 million.

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