



## TomTom Reports second quarter 2010 Results

### Continued growth of Automotive, WORK, and Content & Services revenue

#### Financial highlights Q2 2010

- Group revenue of €362 million (Q2 2009: €368 million)
- Strong growth of Automotive and WORK revenue by 82% and 42% respectively
- Gross margin of 51% with healthy contribution of Content & Services revenue
- Net result increased 69% to €34 million
- Net cash flow from operating activities of €67 million

#### Operational highlights Q2 2010

- Premium PND range announced based on new software architecture
- Connected navigation is being rolled out across Europe
- PND market share growth in both Europe and North America
- Take up rate of in-dash solutions continues to be strong

#### Outlook 2010

- Full year guidance maintained of broadly flat revenue and earnings per share in 2010<sup>1</sup>

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

"We made some important steps this quarter with the development of our new software architecture, which will allow us to bring innovations to the market faster. We will bring this new platform to our customers in 33 countries, firstly on our recently announced GO 1000 LIVE. Our new premium range PND will offer our customers a unique suite of services and features including HD Traffic and accelerated routing technology, providing our customers with the best guidance available with no hidden cost or additional charges when travelling abroad."

#### Key figures<sup>2</sup>

(in € millions)	Q2'10	Q2'09	Y.o.Y. change	Q1'10	Q.o.Q. change
Revenue	362	368	-2%	268	35%
Gross result	185	188	-1%	144	28%
Gross margin	51%	51%		54%	
EBITDA	75	85	-12%	44	72%
EBITDA margin	21%	23%		16%	
EBIT	50	57	-12%	17	192%
EBIT margin	14%	15%		6%	
Net result	34	20	69%	3	992%
EPS, € diluted	0.15	0.13	16%	0.01	993%
Adjusted EPS <sup>3</sup> , € diluted	0.21	0.22	-8%	0.07	191%

<sup>1</sup>In 2009 the full year revenue was €1,480 and the earnings per share were €0.47

<sup>2</sup>Operating expenses include restructuring charges of €1.2 million in Q2 '10, €1.4 million in Q1 '10 and €2.1 million in Q2 '09

<sup>3</sup>Earnings per share adjusted for acquisition related amortisation, non-cash goodwill impairment and restructuring charges on a post tax basis