



TomTom Q2 2011 results

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Q2 summary

- > Challenging trading conditions in Consumer
- > Automotive, Licensing and Business Solutions on track
- > Non-cash impairment charge of €512 million
- > Outlook for 2011
 - Revenue of between €1,225 and €1,275 million
 - EPS of between €0.25 and €0.30 excluding impairment
- > Cost base to be reduced

Operational highlights



Consumer

- › GO LIVE 800 series launched
- › HD Traffic extended into the US market



Automotive

- › 1 millionth Carminat TomTom sold
- › Blue&Me TomTom available in Fiat 500 in North America



Licensing

- › Expanded map coverage of Latin America
- › Real time traffic products made available in Europe and the US



Business Solutions

- › Significant new accounts won
- › 32% year on year growth of subscriber base to 152,000

Unique combination of HD Traffic and dynamic routing available in 21 countries

> LIVE Services attachment rate is increasing*

> 24% of PND sell-in volume in Europe is connected (Q2 2010: 20%)

of active LIVE devices



* Attachment rate in first 3 months of 2011 between 20-25%

2011 priorities



Consumer

- ✓ Roll-out HD Traffic in US and monetise our European HD Traffic footprint
- ✓ Grow the proportion of connected devices in our sales mix
 - › Market share growth and limited ASP decline



Automotive

- ✓ Expand into more models, countries and increase take rates
 - › Win new contracts
- ✓ Attain a leading position in the rise of the connected car



Licensing

- › Grow position in wireless market
- ✓ Develop new products to monetise our content assets
- ✓ Develop the Geographic Information System opportunity



Business Solutions

- ✓ Grow organically at twice the speed of the European industry
 - › Launch additional services to enter new market segments
- ✓ Add systems to measure and manage CO2 emissions and costs



Non-cash impairment charge of €512 million

Trigger based impairment of goodwill and other intangible assets

> Goodwill

Impairment charge of €473 million within business unit Consumer

> Other intangible assets

Impairment charge of €39 million

Revenue analysis

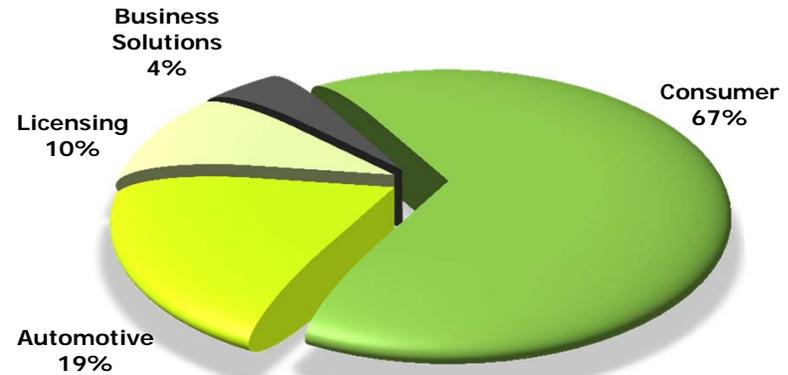
€362 million

Q2 2010 by business unit

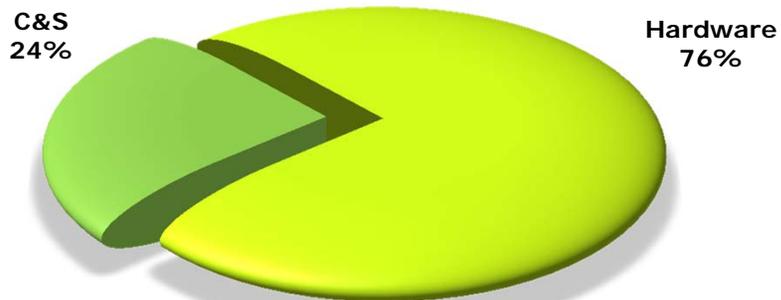


€314 million

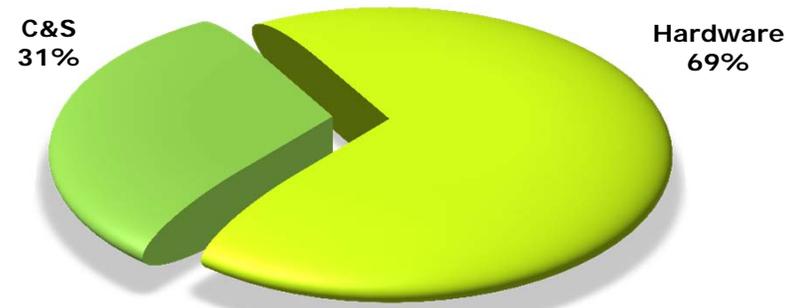
Q2 2011 by business unit



Q2 2010 by segment



Q2 2011 by segment



Earnings overview

in € millions	Q2 '10	Q3 '10	Q4 '10	Q1 '11	Q2 '11
Gross result	185	178	237	141	160
Gross margin	51%	48%	46%	53%	51%
Operating expenses	135	123	172	123	142
Operating result	50	55	65	18	18
Operating margin	14%	15%	13%	7%	6%
Interest result	(9)	(10)	(8)	(6)	(6)
Other financial result	5	(20)	5	2	2
Result associates	(2)	(1)	1	0	0
Result before tax	43	25	62	13	14
Taxation	(10)	(6)	(10)	(3)	(3)
Effective tax rate	22%	22%	17%	22%	23%
Net result attributable to the group	34	19	52	11	11
Diluted EPS (in €)	0.15	0.09	0.23	0.05	0.05
Diluted adjusted* EPS (in €)	0.21	0.14	0.29	0.10	0.10

Earnings overview excludes impairment charge and its tax effect and is based on non-rounded figures

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

Cash flow

in € millions	Q2 '10	Q3 '10	Q4 '10	Q1 '11	Q2 '11
Operating result	50	55	65	18	18
Depreciation and amortisation	26	26	31	26	28
Financial gains / (losses)	4	(1)	(4)	(3)	2
Other	7	0	4	0	2
Changes in working capital	(5)	(16)	48	(36)	(74)
Cash generated from operations	82	63	143	6	(23)
Interest received	0	0	0	0	0
Interest paid	(5)	(8)	(6)	(5)	(5)
Tax (paid) / received	(10)	(12)	4	2	(5)
Net cash flow from operating activities	67	43	141	2	(32)
Total cash flow used in investing activities	(12)	(16)	(22)	(17)	(25)
Total cash flow from financing activities	0	(125)	(84)	1	0
Net (decrease) / increase in cash and cash equivalents	55	(98)	35	(14)	(57)

Cash flow overview excluding non-cash impairment charge and based on non-rounded figures

Balance sheet

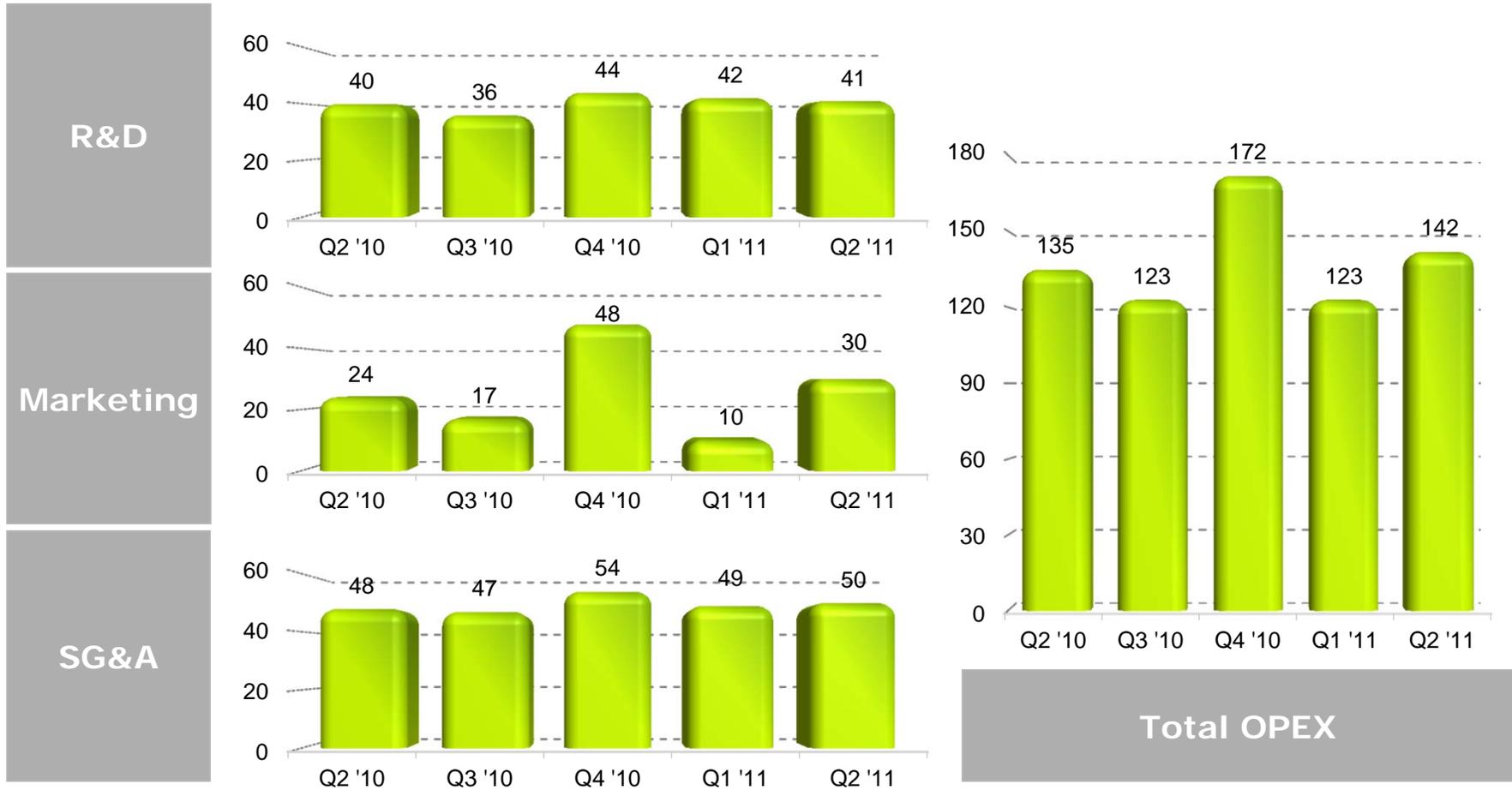
in € millions	30 Jun '10	30 Sep '10	31 Dec '10	31 Mar '11	30 Jun '11
Goodwill	855	855	855	855	382
Other intangible assets	965	958	946	938	902
Other non-current assets	70	67	69	64	61
Inventories	63	80	94	99	102
Receivables, prepayments & financial instruments	315	291	353	179	251
Cash and cash equivalents	367	268	306	289	232
Total assets	2,634	2,518	2,623	2,424	1,929
Shareholders' equity	1,069	1,088	1,142	1,148	665
Deferred tax liability	217	216	211	206	200
Non-current borrowings	592	595	384	385	386
Current borrowings	202	78	204	204	205
Provisions	112	108	109	106	106
Trade payables	174	180	218	121	119
Other liabilities	267	253	355	255	249
Total equity and liabilities	2,634	2,518	2,623	2,424	1,929

Balance sheet overview after impairment charge and based on non-rounded figures

Thank you

Any questions?

Operating expenses



Operating expenses excludes €512 million non-cash impairment charge for Q1 2011

Impact of FX rate changes

Q2 '11 results based on current exchange rates and those of previous quarters compared

in € millions	Q2 '11 rates	Q2 '10 rates	Q1 '11 rates
Revenue	314	319	318
Cost of sales	154	168	162
Gross margin	51%	47%	49%
Gross profit	160	151	156
P&L rates in €			
US dollar	1.45	1.30	1.36
GB pound	0.88	0.87	0.85
AUS dollar	1.36	1.45	1.35
Balance sheet rates in €			
US dollar	1.45	1.23	1.42
GB pound	0.90	0.82	0.88
AUS dollar	1.35	1.41	1.37

Outstanding shares

Common shares outstanding end of Q1 '11	221,881,693
Common shares outstanding end of Q2 '11	221,895,012

Average shares outstanding end of Q2 '11	221,888,085
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In the money share options as of Q1 '11	12,013,352
In the money share options as of Q2 '11	0

Average potential dilutive share options outstanding Q2 '11	13,577,756
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Non dilutive share options:	13,323,515
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<i>Average shares outstanding from dilution of options</i>	254,241
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<i>Average shares outstanding from dilution of other equity-settled grants</i>	25,714
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Average fully diluted shares outstanding Q2 '11 *	222,168,040
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* The average share price for the quarter was €5.72

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