



Q3 2016 RESULTS

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OPERATIONAL HIGHLIGHTS Q3 2016

- PND market weaker than expected; Consumer grows the Sports business
- Automotive announced deals with Peugeot, Subaru, Volvo Trucks and ŠKODA
- Order intake in Automotive above €200 million YTD, in line with our expectations; TomTom has won the largest deal available to the market this year
- NVIDIA partnership announced to develop a cloud-to-car mapping system for High Definition maps for self-driving cars
- 671k vehicles subscribed to our Telematics service platform, a 29% increase YoY

FINANCIAL HIGHLIGHTS

- Group revenue of €239 million (Q3 '15: €254 million)
- Revenue adversely impacted by FX movements
 - Effect of GBP depreciation was €4 million negative
- Gross margin of 60% (Q3 '15: 53%)
- EBITDA of €33 million (Q3 '15: €33 million)
- Adjusted EPS¹ of €0.05 (Q3 '15: €0.05)
- Net cash position of €81 million (Q2 '16: €58 million)

¹ Earnings per fully diluted share count adjusted for acquisition-related amortisation & gain on a post-tax basis

FULL YEAR OUTLOOK 2016 UPDATED

- As previously announced on 13 October 2016, we are updating our guidance
- Revenue now expected of around €980 million, downgraded from previous guidance of €1,050 million
- Outlook for adjusted EPS¹ of around €0.23 unchanged
- We expect the level of investment (both CAPEX and OPEX) to be higher than in 2015²

¹ Earnings per fully diluted share count adjusted for acquisition-related amortisation & gain on a post-tax basis

² In 2015 CAPEX was €108 million (excluding acquisitions) and OPEX was €518 million



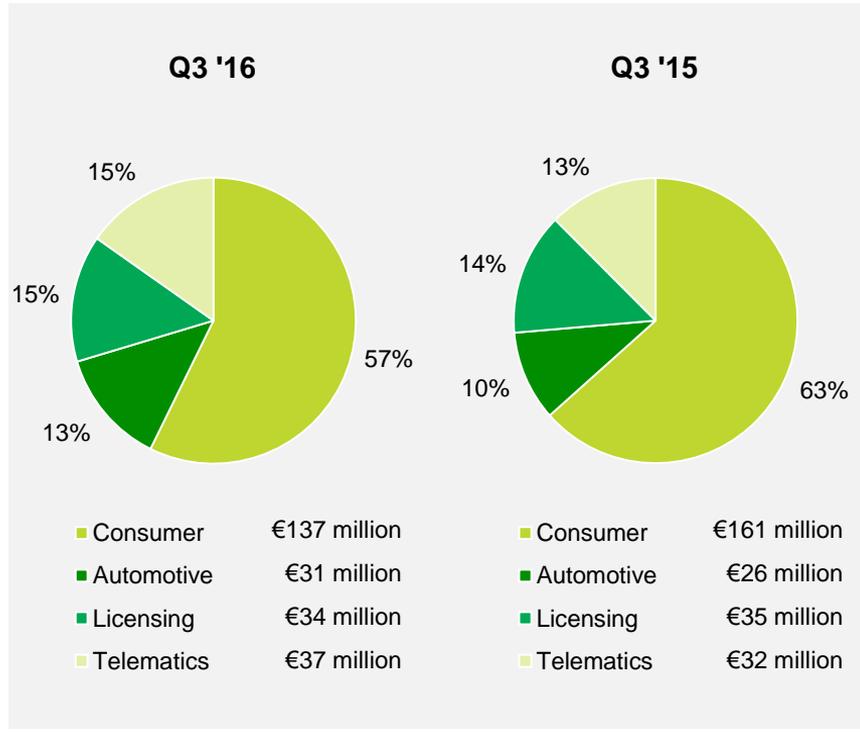
THANK YOU

Any questions?

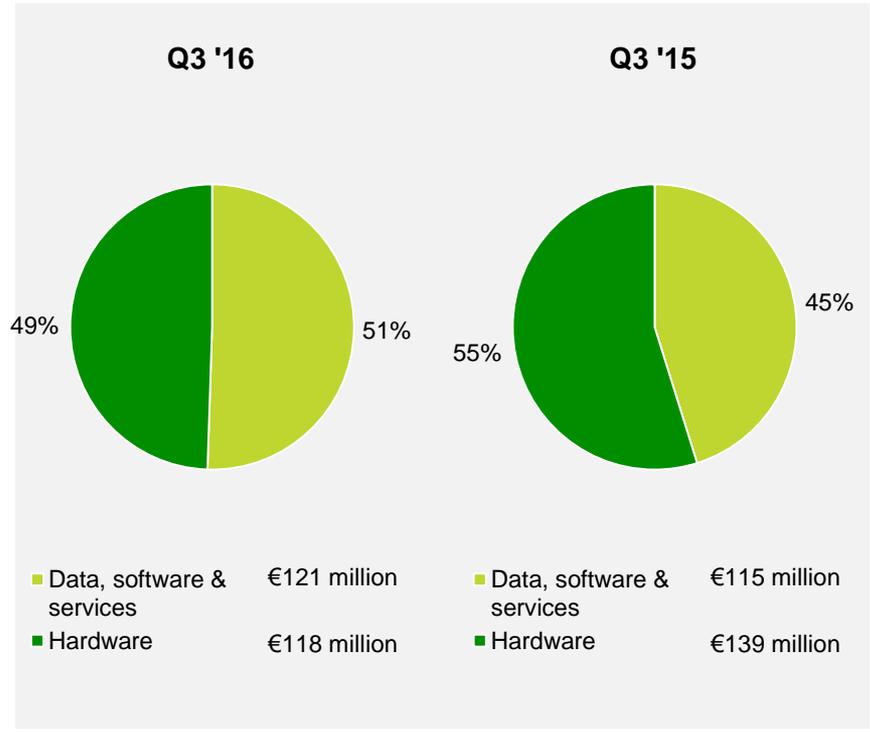
REVENUE BREAKDOWN – QUARTERLY

Q3 '16 group revenue: €239 million; Q3 '15: €254 million

BREAKDOWN BY SEGMENT



BREAKDOWN BY CATEGORY



QUARTERLY P&L STATISTICS

(in € thousands)	Q2 '15	Q3 '15	Q4 '15	Q1 '16	Q2' 16	Q3 '16	YTD '16	FY '15
REVENUE	264,613	254,231	282,488	217,155	265,225	239,331	721,711	1,006,607
Cost of sales	129,993	119,161	143,523	93,850	119,967	94,690	308,507	488,080
GROSS RESULT	134,620	135,070	138,965	123,305	145,258	144,641	413,204	518,527
Research and development expenses	52,071	43,275	46,807	44,533	45,675	50,680	140,888	185,443
Amortisation of technology and databases	18,644	19,589	19,939	20,626	21,107	22,571	64,304	76,694
Marketing expenses	25,297	22,616	25,777	15,058	21,545	19,159	55,762	83,438
Selling, general and administrative expenses	38,029	44,703	46,239	47,401	44,179	51,278	142,858	172,352
TOTAL OPERATING EXPENSES	134,041	130,183	138,762	127,618	132,506	143,688	403,812	517,927
OPERATING RESULT (EBIT)	579	4,887	203	-4,313	12,752	953	9,392	600
EBITDA	27,841	32,692	41,739	25,557	43,693	33,093	102,343	123,696
Interest result	-223	-328	-170	-305	-377	-404	-1,086	-925
Other financial result	301	-2,633	-2,437	1,711	-1,233	513	991	-7,343
Result of associates	116	-210	164	327	134	97	558	167
RESULT BEFORE TAX	773	1,716	-2,240	-2,580	11,276	1,159	9,855	-7,501
Income tax gain / (charge)	1,762	8	23,179	7,346	911	-594	7,663	25,794
NET RESULT	2,535	1,724	20,939	4,766	12,187	565	17,518	18,293
MARGINS								
Gross margin	51%	53%	49%	57%	55%	60%	57%	52%
EBITDA margin	11%	13%	15%	12%	16%	14%	14%	12%
EBIT margin	0%	2%	0%	-2%	5%	0%	1%	0%
EARNINGS PER SHARE (in €)								
Diluted EPS	0.01	0.01	0.09	0.02	0.05	0.00	0.07	0.08
Diluted Adjusted EPS ¹	0.05	0.05	0.10	0.03	0.10	0.05	0.18	0.21

¹ Earnings per fully diluted share count adjusted for acquisition-related amortisation & gain on a post-tax basis

QUARTERLY BALANCE SHEET STATISTICS

(in € thousands)	30-Jun-15	30-Sep-15	31-Dec-15	31-Mar-16	30-Jun-16	30-Sep-16
ASSETS						
NON-CURRENT ASSETS						
Goodwill	381,569	381,569	403,437	403,529	400,412	400,770
Other intangible assets	807,822	813,185	810,908	806,684	806,271	807,112
Other non-current assets	68,543	70,703	75,908	75,594	80,097	78,534
TOTAL NON-CURRENT ASSETS	1,257,934	1,265,457	1,290,253	1,285,807	1,286,780	1,286,416
CURRENT ASSETS						
Inventories	48,488	53,848	48,657	57,476	50,955	60,933
Receivables, prepayments & derivatives	197,365	200,020	193,093	178,152	233,201	219,161
Cash and cash equivalents	121,627	124,427	147,565	114,630	136,391	129,262
TOTAL CURRENT ASSETS	367,480	378,295	389,315	350,258	420,547	409,356
TOTAL ASSETS	1,625,414	1,643,752	1,679,568	1,636,065	1,707,327	1,695,772
EQUITY AND LIABILITIES						
TOTAL EQUITY	938,443	939,262	970,533	970,017	992,268	988,967
Deferred tax liability	162,366	159,206	149,806	140,000	137,986	123,404
Non-current borrowings	44,089	29,171	44,254	64,336	77,420	47,503
Current borrowings	0	0	4,287	0	0	0
Provisions	75,994	71,708	67,638	62,776	65,079	62,100
Trade payables	101,679	109,077	94,951	79,167	93,504	93,581
Deferred revenue	145,153	190,338	186,873	183,321	188,084	205,548
Accruals and other liabilities	157,690	144,960	161,226	136,448	152,986	174,669
TOTAL LIABILITIES	686,971	704,460	709,035	666,048	715,059	706,805
TOTAL EQUITY AND LIABILITIES	1,625,414	1,643,752	1,679,568	1,636,065	1,707,327	1,695,772
<i>Net cash</i>	<i>76,627</i>	<i>94,427</i>	<i>98,278</i>	<i>49,630</i>	<i>58,391</i>	<i>81,262</i>

QUARTERLY CASH FLOW STATISTICS

(in € thousands)	Q2 '15	Q3 '15	Q4 '15	Q1 '16	Q2 '16	Q3 '16	YTD '16	FY '15
Operating result	579	4,887	203	-4,313	12,752	953	9,392	600
Financial gains/(losses)	1,974	-6,586	278	954	-553	-1,960	-1,559	-2,364
Depreciation and amortisation	27,262	27,805	41,536	29,870	30,941	32,140	92,951	123,096
Other	8	-578	-8,265	-2,270	5,792	-1,606	1,916	-11,598
Changes in working capital ¹	-1,914	23,407	24,580	-40,506	-14,225	31,228	-23,503	13,545
CASH GENERATED FROM OPERATIONS	27,909	48,935	58,332	-16,265	34,707	60,755	79,197	123,279
Interest received	173	103	112	42	44	42	128	504
Interest (paid)	-315	-347	-57	-264	-338	-364	-966	-958
Corporate income taxes (paid)/received	20	-2,031	-830	-1,870	-1,151	-6,695	-9,716	-4,050
CASH FLOWS FROM OPERATING ACTIVITIES	27,787	46,660	57,557	-18,357	33,262	53,738	68,643	118,775
CASH FLOWS FROM INVESTING ACTIVITIES	-44,107	-31,135	-55,020	-31,370	-30,156	-31,848	-93,374	-154,215
CASH FLOWS FROM FINANCING ACTIVITIES	20,554	-11,965	19,484	17,092	19,162	-28,854	7,400	29,271
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	4,234	3,560	22,021	-32,635	22,268	-6,964	-17,331	-6,169

¹ Includes movements in the non-current portion of deferred revenue presented under Non-Current liabilities.

OUTSTANDING SHARES AND ADJUSTED EPS Q3 '16

Common shares outstanding end of Q2 '16	232,271,086	
Common shares outstanding end of Q3 '16	232,610,886	
Average shares outstanding during Q3 '16	232,424,037	(A)
In the money share options end of Q2 '16	9,045,823	
In the money share options end of Q3 '16	8,687,873	
Average potential dilutive share options outstanding during Q3 '16*	8,874,722	
Non dilutive share options:	6,034,079	
<i>Average shares outstanding from dilution of options**</i>	<i>2,840,643</i>	<i>(B)</i>
Average fully diluted shares outstanding during Q3 '16***	235,264,680	(A+B)

* In the money options during the quarter based on average share price for the quarter

** Weighted average diluted options based on the period outstanding during the quarter

*** The average share price for the quarter was €7.74

Adjusted earnings per share calculation (in € million)

Net result attributed to equity holders	0.6
Amortisation of acquired intangibles	13.7
Tax effect of adjustments	-2.6

ADJUSTED EARNINGS **11.7**

ADJUSTED EARNINGS PER SHARE (in €)

Basic	0.05
Diluted	0.05

DISCLAIMER

This document contains certain forward-looking statements with respect to the financial position and results of TomTom's activities. We have based these forward-looking statements on our current expectations and projections about future events, including numerous assumptions regarding our present and future business strategies, operations and the environment in which we will operate in the future. These forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in the forward-looking statements, and you should not place undue reliance on them. Many of these risks and uncertainties relate to factors that are beyond TomTom's ability to control or estimate precisely, such as levels of customer spending in major economies, changes in consumer preferences, the performance of the financial markets, the levels of marketing and promotional expenditures by TomTom and its competitors, costs of raw materials, employee costs, exchange-rate and interest-rate fluctuations, changes in tax rates, changes in law, acquisitions or disposals, the rate of technological changes, political developments in countries where TomTom operates and the risk of a downturn in the market. Statements regarding market share, including TomTom's competitive position, contained in this document are based on outside sources such as specialised research institutes, industry and dealer panels in combination with management estimates.

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