



Q3 2015 RESULTS

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CONSUMER

OPERATIONAL HIGHLIGHTS Q3 2015

- Consumer activities grew YoY
- New generation GPS sport and fitness watches with integrated music player and 24/7 activity tracking introduced
- New TomTom BRIDGE partnerships announced



STRATEGIC PRIORITIES

- Maximise value from the PND category and establish a multi-product consumer business
- Explore opportunities to diversify into product categories that have a natural fit with our brand, distribution channel and product design capabilities

AUTOMOTIVE & LICENSING

OPERATIONAL HIGHLIGHTS Q3 2015

- Automotive bookings YTD exceed €250 million, and will support growth from 2016 onwards
- HAD partnership with Bosch announced
- The new Alfa Romeo Giulia and SsangYong Motors' Korando equipped with TomTom Maps and Navigation
- The new Lancia Ypsilon to offer Uconnect™ LIVE embedded infotainment system with TomTom Navigation and Traffic

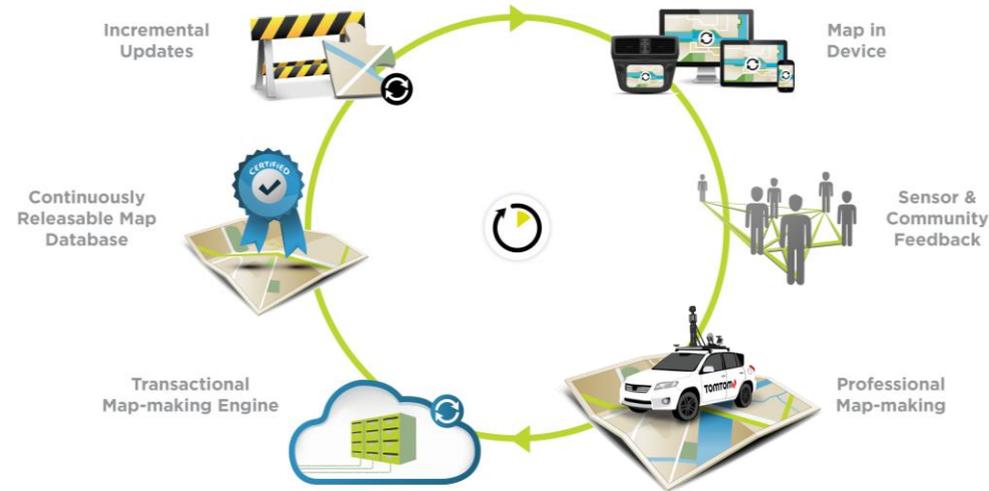
STRATEGIC PRIORITIES

- Launch the new map-making platform and use it to deliver real-time maps
- Offer class-leading modular location technologies including maps, traffic and navigation for a number of customer applications including in-car navigation, automated driving, GIS, and consumer OEMs

OUR NEW MAP-MAKING PLATFORM

- The map is updated continuously using transactions with automatic quality checks
- An update is available to customer applications as soon as the transaction has completed
- This helps us to dramatically reduce the time between change detection and publishing a new map, which we can also do incrementally to deliver “real-time maps”
- Some customer applications such as automated driving place a high premium on being up-to-date with the latest real-world changes
- For most countries, our map is already fully maintained using the new platform; we still expect to have migrated all countries by year end

TOMTOM'S 'CLOSED LOOP' MAP-MAKING PROCESS



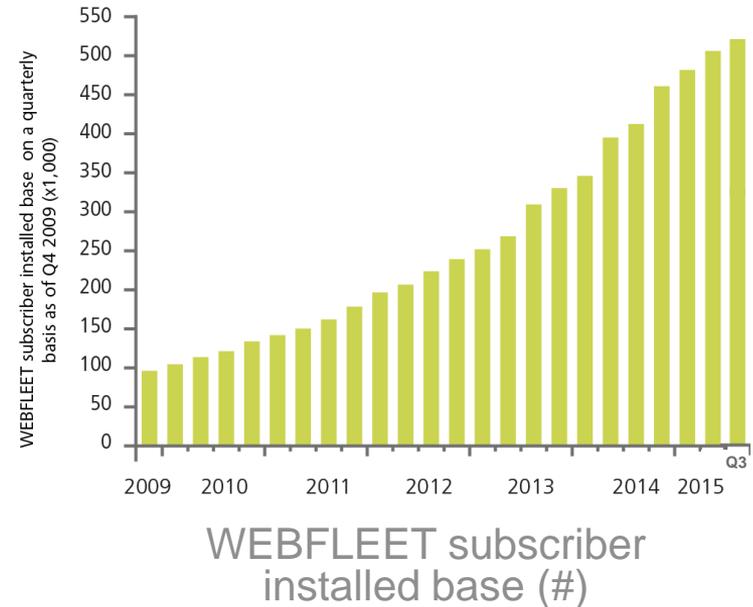
TELEMATICS

OPERATIONAL HIGHLIGHTS Q3 2015

- 522k vehicles subscribed to our WEBFLEET SaaS platform, a 26% increase YoY
- Integration of recent acquisitions DAMS Tracking and Fleetlogic according to plan
- New opportunities for aftermarket connected car services based on our telematics technology

STRATEGIC PRIORITIES

- Continue to expand our market leadership
- Grow through a combination of organic growth and targeted acquisitions



FINANCIAL HIGHLIGHTS Q3 2015

- Our third quarter revenue growth is in line with our plan to deliver growth in the second half of the year
- Consumer products up by 5% YoY
- Automotive business developed as anticipated; newly booked business continued at record levels, which will support a growing business after 2016
- Licensing delivered mid double-digit revenue growth: growth in maps and traffic
- Continued growth in Telematics' installed base and recurring subscription revenue
- Profitability adversely impacted by FX movements
 - YoY decrease in gross margin was mainly due to strengthening of the USD
 - At constant currency rates for the USD and GBP, gross margin and operating result were higher YoY
- Adjusted EPS¹ of €0.05
- Net cash of €94 million

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

²Change percentages are based on non-rounded figures.

FULL YEAR OUTLOOK 2015 RE-ITERATED

- Revenue expected to grow to around €1 billion
- Adjusted EPS¹ expected of around €0.20
- We expect the level of investment (both CAPEX and OPEX) in our core technologies to be modestly higher than last year

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



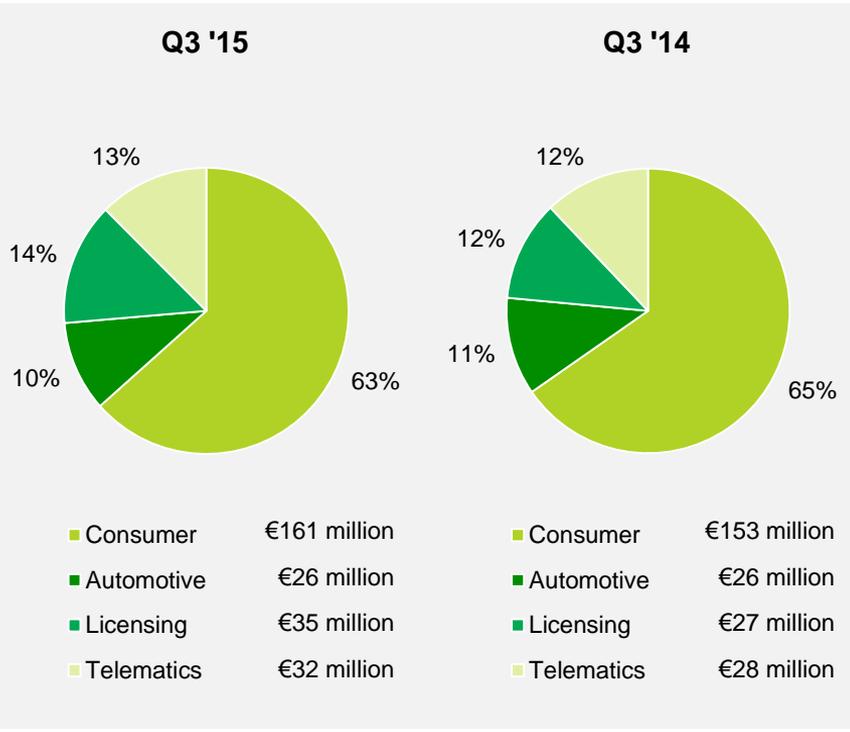
THANK YOU

Any questions?

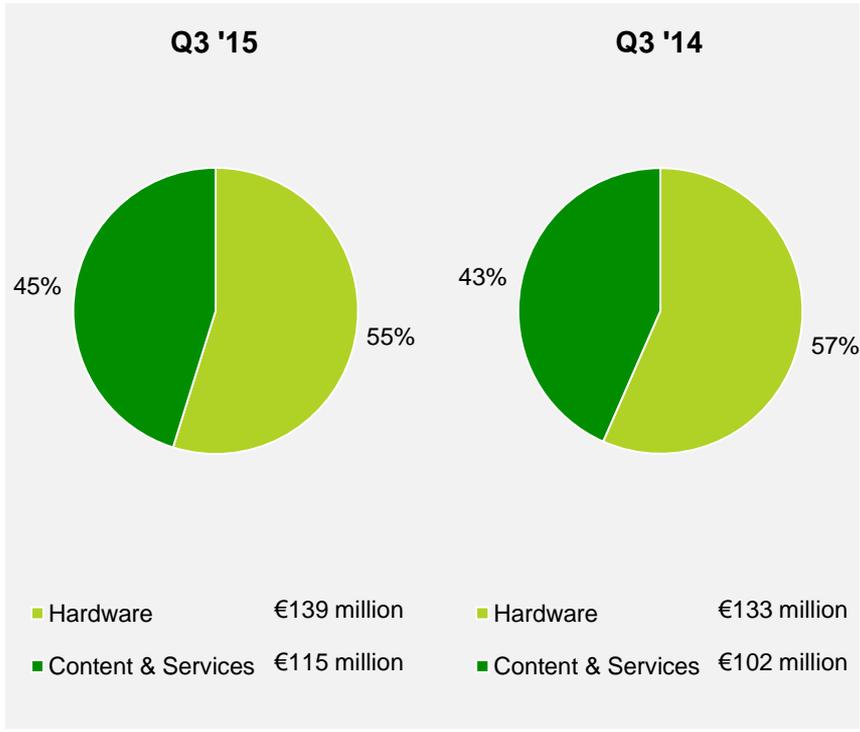
REVENUE BREAKDOWN – QUARTERLY

Q3 '15 group revenue: €254 million; Q3 '14: €235 million

BREAKDOWN BY SEGMENT



BREAKDOWN BY CATEGORY



QUARTERLY P&L STATISTICS

(in € thousands)

| | Q2 '14 | Q3 '14 | Q4 '14 | Q1 '15 | Q2' 15 | Q3 '15 | YTD '15 | FY '14 |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| REVENUE | 251,951 | 234,564 | 258,399 | 205,275 | 264,613 | 254,231 | 724,119 | 950,292 |
| Cost of sales | 112,089 | 101,271 | 125,517 | 95,403 | 129,993 | 119,161 | 344,557 | 426,966 |
| GROSS RESULT | 139,862 | 133,293 | 132,882 | 109,872 | 134,620 | 135,070 | 379,562 | 523,326 |
| Research and development expenses | 46,225 | 39,052 | 45,559 | 43,290 | 52,071 | 43,275 | 138,636 | 174,014 |
| Amortisation of technology and databases | 21,114 | 26,227 | 19,578 | 18,522 | 18,644 | 19,589 | 56,755 | 88,100 |
| Marketing expenses | 21,499 | 18,993 | 19,768 | 9,748 | 25,297 | 22,616 | 57,661 | 69,559 |
| Selling, general and administrative expenses | 40,792 | 41,178 | 46,449 | 43,381 | 38,029 | 44,703 | 126,113 | 170,539 |
| TOTAL OPERATING EXPENSES | 129,630 | 125,450 | 131,354 | 114,941 | 134,041 | 130,183 | 379,165 | 502,212 |
| OPERATING RESULT (EBIT) | 10,232 | 7,843 | 1,528 | -5,069 | 579 | 4,887 | 397 | 21,114 |
| EBITDA | 36,905 | 41,001 | 28,224 | 21,424 | 27,841 | 32,692 | 81,957 | 135,825 |
| Interest result | 10 | -1,017 | -1,118 | -204 | -223 | -328 | -755 | -3,145 |
| Other financial result | -306 | -657 | -1,581 | -2,574 | 301 | -2,633 | -4,906 | -3,720 |
| Result of associates | -75 | 232 | 81 | 97 | 116 | -210 | 3 | 374 |
| RESULT BEFORE TAX | 9,861 | 6,401 | -1,090 | -7,750 | 773 | 1,716 | -5,261 | 14,623 |
| Income tax gain / (charge) | -1,010 | -619 | 1,558 | 845 | 1,762 | 8 | 2,615 | 8,032 |
| NET RESULT | 8,851 | 5,782 | 468 | -6,905 | 2,535 | 1,724 | -2,646 | 22,655 |
| MARGINS | | | | | | | | |
| Gross margin | 56% | 57% | 51% | 54% | 51% | 53% | 52% | 55% |
| EBITDA margin | 15% | 17% | 11% | 10% | 11% | 13% | 11% | 14% |
| EBIT margin | 4% | 3% | 1% | -2% | 0% | 2% | 0% | 2% |
| EARNINGS PER SHARE (in €) | | | | | | | | |
| Diluted EPS | 0.04 | 0.03 | 0.00 | -0.03 | 0.01 | 0.01 | -0.01 | 0.10 |
| Diluted Adjusted EPS ¹ | 0.08 | 0.07 | 0.04 | 0.01 | 0.05 | 0.05 | 0.11 | 0.27 |

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

QUARTERLY BALANCE SHEET STATISTICS

| (in € thousands) | 30-Jun-14 | 30-Sep-14 | 31-Dec-14 | 31-Mar-15 | 30-Jun-15 | 30-Sep-15 |
|--|------------------|------------------|------------------|------------------|------------------|------------------|
| ASSETS | | | | | | |
| NON-CURRENT ASSETS | | | | | | |
| Goodwill | 381,569 | 381,569 | 381,569 | 381,569 | 381,569 | 381,569 |
| Other intangible assets | 799,394 | 786,997 | 800,583 | 797,524 | 807,822 | 813,185 |
| Other non-current assets | 38,646 | 39,589 | 52,021 | 59,505 | 68,543 | 70,703 |
| TOTAL NON-CURRENT ASSETS | 1,219,609 | 1,208,155 | 1,234,173 | 1,238,598 | 1,257,934 | 1,265,457 |
| CURRENT ASSETS | | | | | | |
| Inventories | 41,314 | 54,828 | 46,575 | 46,747 | 48,488 | 53,848 |
| Receivables, prepayments & derivatives | 180,592 | 170,351 | 167,650 | 155,331 | 197,365 | 200,020 |
| Cash and cash equivalents | 226,324 | 278,621 | 152,949 | 117,367 | 121,627 | 124,427 |
| TOTAL CURRENT ASSETS | 448,230 | 503,800 | 367,174 | 319,445 | 367,480 | 378,295 |
| TOTAL ASSETS | 1,667,839 | 1,711,955 | 1,601,347 | 1,558,043 | 1,625,414 | 1,643,752 |
| EQUITY AND LIABILITIES | | | | | | |
| TOTAL EQUITY | 874,511 | 890,713 | 900,596 | 914,951 | 938,443 | 939,292 |
| Deferred tax liability | 163,896 | 162,791 | 166,551 | 166,578 | 162,366 | 159,206 |
| Non-current borrowings | 99,608 | 99,739 | 48,925 | 39,005 | 44,089 | 29,171 |
| Current borrowings | 74,284 | 74,381 | 0 | 0 | 0 | 0 |
| Provisions | 90,822 | 85,552 | 82,570 | 79,858 | 75,994 | 71,708 |
| Trade payables | 87,562 | 93,350 | 88,218 | 79,109 | 101,679 | 109,077 |
| Deferred revenue | 107,980 | 138,999 | 145,680 | 143,079 | 145,153 | 190,338 |
| Accruals and other liabilities | 169,176 | 166,430 | 168,807 | 135,463 | 157,690 | 144,960 |
| TOTAL LIABILITIES | 793,328 | 821,242 | 700,751 | 643,092 | 686,971 | 704,460 |
| TOTAL EQUITY AND LIABILITIES | 1,667,839 | 1,711,955 | 1,601,347 | 1,558,043 | 1,625,414 | 1,643,752 |
| <i>Net cash</i> | <i>51,324</i> | <i>103,621</i> | <i>102,949</i> | <i>77,367</i> | <i>76,627</i> | <i>94,427</i> |

QUARTERLY CASH FLOW STATISTICS

| (in € thousands) | Q2 '14 | Q3 '14 | Q4 '14 | Q1 '15 | Q2 '15 | Q3 '15 | YTD '15 | FY '14 |
|---|----------------|----------------|-----------------|----------------|----------------|----------------|----------------|-----------------|
| Operating result | 10,232 | 7,843 | 1,528 | -5,069 | 579 | 4,887 | 397 | 21,114 |
| Financial gains/(losses) | -34 | 150 | -2,452 | 1,970 | 1,974 | -6,586 | -2,463 | -1,956 |
| Depreciation and amortisation | 26,673 | 33,158 | 26,696 | 26,493 | 27,262 | 27,805 | 81,560 | 114,711 |
| Other | 263 | -3,749 | -2,627 | -2,763 | 8 | -578 | -3,333 | 424 |
| Changes in working capital ¹ | 1,236 | 33,560 | 14,963 | -32,528 | -1,914 | 23,407 | -11,033 | 427 |
| CASH GENERATED FROM OPERATIONS | 38,370 | 70,962 | 38,108 | -11,897 | 27,909 | 48,935 | 65,128 | 134,720 |
| Interest received | 1,061 | 145 | 158 | 116 | 173 | 103 | 392 | 1,467 |
| Interest (paid) | -824 | -628 | -1,470 | -239 | -315 | -347 | -901 | -3,817 |
| Corporate income taxes (paid)/received | -5,364 | -2,834 | -4,416 | -1,209 | 20 | -2,031 | -3,399 | -13,741 |
| CASH FLOWS FROM OPERATING ACTIVITIES | 33,243 | 67,645 | 32,380 | -13,229 | 27,787 | 46,660 | 61,220 | 118,629 |
| CASH FLOWS FROM INVESTING ACTIVITIES | -27,028 | -21,742 | -33,838 | -23,953 | -44,107 | -31,135 | -99,195 | -106,486 |
| CASH FLOWS FROM FINANCING ACTIVITIES | 399 | 5,366 | -124,200 | 1,198 | 20,554 | -11,965 | 9,787 | -118,383 |
| NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS | 6,614 | 51,269 | -125,658 | -35,984 | 4,234 | 3,560 | -28,188 | -106,240 |

¹ Includes the movement of non-current deferred revenue.

OUTSTANDING SHARES AND ADJUSTED EPS Q3 '15

| | |
|--|----------------------------|
| Common shares outstanding end of Q2 '15 | 228,919,020 |
| Common shares outstanding end of Q3 '15 | 229,567,948 |
| Average shares outstanding in Q3 '15 | 229,198,970 (A) |
| In the money share options as of Q2 '15 | 12,338,245 |
| In the money share options as of Q3 '15 | 11,505,694 |
| Average potential dilutive share options outstanding Q3 '15* | 11,505,694 |
| Non dilutive share options: | 3,894,488 |
| <i>Average shares outstanding from dilution of options**</i> | 7,611,206 (B) |
| <i>Average shares outstanding from dilution of other equity-settled grants</i> | 71,000 (C) |
| Average fully diluted shares outstanding Q3 '15*** | 236,881,176 (A+B+C) |
| * 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 €9.59 | |
| Adjusted earnings per share calculation (in € million) | |
| Net result attributed to equity holders | 1.8 |
| Amortisation of acquired intangibles | 13.1 |
| Tax effect of adjustments | -3.3 |
| ADJUSTED EARNINGS | 11.6 |
| ADJUSTED EARNINGS PER SHARE (in €) | |
| Basic | 0.05 |
| Diluted | 0.05 |

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