



## TomTom reports first quarter 2019 results

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### FINANCIAL SUMMARY

- Group Revenue increased by 14% to €170 million (Q1 '18: €149 million)
- Location Technology revenue increased by 29% (Q1 '19: €103 million; Q1 '18: €80 million)
- Free cash flow for the quarter is an outflow of €20 million (Q1 '18: outflow of €7 million\*)

### OPERATIONAL SUMMARY

- First HD map deals announced with leading OEMs
- New deals with Volkswagen Group, Nissan, FCA and MG for driver navigation announced
- TomTom IQ Maps launched, allowing for seamless over-the-air map updates to in-dash navigation systems
- Divestment of Telematics to Bridgestone completed on the 1st of April

### OUTLOOK

Full year outlook reiterated; expected Group revenue of €675 million, of which Location Technology revenue of €430 million, and around 10% FCF as a percentage of Group revenue.

### TOMTOM'S CHIEF EXECUTIVE OFFICER, HAROLD GODDIJN

"We had a good start of the year, winning the first two available HD map deals, which gives us an early position in this growth market.

Additionally, a number of driver navigation deals were announced. Revenue in our core activities was up 29% year on year.

We will continue to invest in further improving the efficiency of our map-making platform and launch innovative products to enable driver navigation, automated driving and Maps APIs."

### KEY FIGURES - Continuing operations

(€ in millions, unless stated otherwise)	Q1 '19	Q1 '18	y.o.y. change
Location Technology	102.9	79.8	29 %
Consumer	66.6	69.2	-4 %
<b>Revenue</b>	<b>169.5</b>	<b>148.9</b>	<b>14%</b>
<b>Gross result</b>	<b>121.3</b>	<b>100.6</b>	<b>21%</b>
Gross margin	72%	68%	
<b>EBITDA</b>	<b>18.8</b>	<b>25.7</b>	<b>-27%</b>
EBITDA margin	11%	17%	
<b>Free cash flow (FCF)*</b>	<b>-20.2</b>	<b>-7.5</b>	
FCF as a % of revenue	-12%	-5%	
Adjusted EPS, € fully diluted	0.00	0.08	

View the full TomTom reports first quarter 2019 results release on our [quarterly results website](#).