



TomTom Capital Markets Day 2019

September 24, 2019

Amsterdam, The Netherlands, 24 September 2019 7:30 AM CEST TomTom ([TOM2](#)) holds its Capital Markets Day in Amsterdam today, with presentations by Chief Executive Officer Harold Goddijn, Chief Financial Officer Taco Titulaer as well as other senior executives. They will discuss the company's strategy within the context of the growth opportunities and developments in the market and core technologies.

Harold Goddijn, TomTom's CEO, comments, "We work with a vast array of leading technology and automotive companies, placing us at the center of location information sharing. This ecosystem provides increased visibility on future revenues, due to multi-year design-ins. We see great opportunities in connected driver navigation, autonomous driving and Maps APIs, where location-based applications are key components, and in turn, deliver value to all our stakeholders."

"We are introducing Automotive backlog as a new KPI, with the aim of giving better visibility on our Automotive revenue. Our Automotive backlog is currently around €1.6 billion, which represents the sum of the expected IFRS revenue from all existing awarded Automotive deals", adds Taco Titulaer, TomTom's CFO. "As a medium-term guidance, we expect our Location Technology business, comprised of Automotive and Enterprise, to grow its revenue with a CAGR of around 10% for the period between 2018 and 2021. It is our ambition to accelerate revenue growth beyond 2021. Furthermore, we will reassess our optimal cash position next year, which could result, amongst other things, into a share buyback program."

Please see below the guidance that management will share during the presentations.

Metric	Period	Target
Location Technology IFRS revenue CAGR	2018 - 2021	10%
Automotive backlog	2019	€1.6 billion
Automotive backlog expected release schedule	2019 and beyond	H2 2019: 8% 2020: 17% 2021: 18% 2022 and beyond: 57%
Free cash flow	2019 and beyond	Positive FCF, with a mid-term target of double digit FCF as a % of group revenue

The presentations from today's Capital Markets Day will be shared on [our website](#) as soon as they commence. The video webcast and transcripts will be made available within a week following the event.

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About TomTom

TomTom is the leading independent location technology specialist, shaping mobility with highly accurate maps, navigation software, real-time traffic information and services.

To achieve our vision of a safer world, free of congestion and emissions, we create innovative technologies that keep the world moving. By combining our extensive experience with leading business and technology partners, we power connected vehicles, smart mobility and, ultimately, autonomous driving.

Headquartered in Amsterdam with offices in 30 countries, TomTom's technologies are trusted by hundreds of millions of people worldwide.

Forward-Looking Statements / Important Notice

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 the company operates and the risk of a downturn in the market. Statements regarding market share, including the company'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.

The forward-looking statements contained herein speak only as of the date they are made. We do not assume any obligation to update any public information or forward-looking statement in this document to reflect events or circumstances after the date of this document, except as may be required by applicable laws.

This document contains inside information as meant in clause 7 of the Market Abuse Regulation.

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