



## Fourth quarter and full year 2019 results

February 5, 2020

Amsterdam, the Netherlands, 5 February 2020 7:00 AM CET

### FINANCIAL SUMMARY FOURTH QUARTER 2019

- Group revenue decreased by 10% to €156 million (Q4 '18: €174 million)
- Location Technology revenue of €110 million (Q4 '18: €107 million)
- Automotive operational revenue increased by 20% to €116 million (Q4 '18: €97 million)
- Free cash flow is an inflow of €48 million (Q4 '18: inflow of €66 million)

### FINANCIAL SUMMARY FULL YEAR 2019

- Group revenue of €701 million (FY '18: €687 million)
- Location Technology revenue increased by 14% to €426 million (FY '18: €372 million)
- Free cash flow is an inflow of €66 million, 9% of group revenue (FY '18: inflow of €90 million)
- Net cash position of €437 million (FY '18: €252 million)

### OPERATIONAL SUMMARY

- Automotive backlog increased from €1.6 billion to around €1.8 billion
- Fiat Chrysler Automobiles embeds our maps, navigation software and services globally
- Daimler Trucks adopted our ADAS Map to create a smart cruise control for its vehicles
- Subaru selected our global maps and navigation software for its next generation IVI platform

### SHARE BUYBACK PROGRAM

TomTom will start a share buyback up to an amount of €50 million, representing 4% of total issued share capital.

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

"2019 was an important year for TomTom. We finalized the Telematics divestment and became a more focused Location Technology business, our advanced mapping platform technology translated into a leading HD Map market position and the Enterprise business showed strong revenue growth. We are pleased with our 2019 financial results, in line with our latest guidance, and are excited to see our Automotive backlog growing to €1.8 billion. For 2020 we expect our Location Technology business to continue to grow."

### KEY FIGURES

(€ in millions, unless stated otherwise)	Q4 '19	Q4 '18	y.o.y. change	FY '19	FY '18	y.o.y. change
Location Technology	110.4	106.6	4 %	426.0	372.3	14 %
Consumer	45.9	67.4	-32 %	274.8	314.5	-13 %
<b>Revenue</b>	<b>156.2</b>	<b>174.0</b>	<b>-10%</b>	<b>700.8</b>	<b>686.8</b>	<b>2%</b>
<b>Gross result</b>	<b>124.0</b>	<b>117.4</b>	<b>6%</b>	<b>515.2</b>	<b>475.3</b>	<b>8%</b>
Gross margin	79%	67%		74%	69%	
<b>EBITDA</b>	<b>-4.6</b>	<b>27.8</b>		<b>61.0</b>	<b>142.0</b>	<b>-57%</b>
EBITDA margin	-3%	16%		9%	21%	
<b>Net result<sup>1</sup></b>	<b>-69.0</b>	<b>1.4</b>		<b>632.9</b>	<b>44.8</b>	
Adjusted EPS, € fully diluted	-0.07	0.09		0.20	0.32	
<b>Free cash flow (FCF)</b>	<b>47.7</b>	<b>66.0</b>	<b>-28%</b>	<b>65.8</b>	<b>89.6</b>	<b>-27%</b>
FCF as a % of revenue	31%	38%		9%	13%	

<sup>1</sup> All figures presented in the table above relate to continuing operations, except for the figures presented for Net result.

View the full TomTom [fourth quarter and full year results 2019](#) results release on [our quarter results website](#)

### ENDS

#### 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.

[www.tomtom.com](http://www.tomtom.com)