



## TomTom Reports fourth quarter and Full Year 2004 Results

- Full Year 2004 revenue of €192.4m, up from €39.1m in 2003
- Net profit increased to €27.7m in 2004 from €6.2m in 2003
- Successful launch of TomTom GO in May 2004 with approximately 250,000 devices shipped in 2004
- Considering initial public offering on Euronext Amsterdam

Key figures (in €millions)	2004	2003	Change
Revenues	192.4	39.1	392%
Operating profit	43.4	10.0	343%
Net profit	27.7	6.2	347%

**Amsterdam, 29 April, 2005** TomTom Group B.V. ("TomTom"), a leading provider of personal navigation products and services, today announced its annual results for 2004. TomTom's total revenues increased from €39.1 million in 2003 to €192.4 million in 2004, and net profit increased from €6.2 million in 2003 to €27.7 million in 2004. The growth was due mainly to the successful release of the TomTom GO, which contributed approximately 60% of total revenues in 2004. The TomTom GO is TomTom's first all-in-one navigation device: GPS receiver, screen, maps and software in one device. TomTom began shipping the TomTom GO in May 2004 and sold approximately 250,000 devices in 2004 giving it a leading market share of around 52% in the Western European integrated personal navigation device market in 2004 according to CANALYSTM research. In 2004, TomTom generated approximately 97% of its revenue in Europe and the remainder in the United States.

Harold Goddijn, the CEO of TomTom: "Our rapid growth to date has been entirely organic and has been driven by innovation, improved product designs, technology advances, and increased breadth of distribution."

Marina Wyatt, the CFO of TomTom: "We expect that 2005 will be another year of strong growth and profitability for TomTom as we build out our operations, distribution capability and product range."

Alexander Ribbink, COO of TomTom: "Attractive design, simplicity and ease of use are at the core of the user experience that we strive to create. The success of TomTom GO in 2004 has shown that this is well received by consumers."

In 2004, several of TomTom's products were recognised for their high-quality by industry experts. The TomTom GO was chosen as RetailVision Europe's Fall 2004 "Best Hardware Product" and as CNET's 2004 "Best Available Choice for Quality, Performance, Design, and Service" among integrated navigation devices in August 2004. The TomTom Navigator has also won multiple product awards, including the PDA Essentials' "Killer Application" and "Best PDA Software" awards in 2004 and Connect Magazine's 2004 "Gold" award in the category of PDA-based systems.

### Recent Developments

In March 2005, TomTom announced it will expand its product offering with the next generation of GO products and an updated version of TomTom MOBILE for mobile phones. In 2005 TomTom also introduced TomTom Plus – a location-based content and services offering for its navigation products, which includes real-time traffic and weather information.

TomTom is considering an initial public offering on Euronext Amsterdam. TomTom has appointed Goldman Sachs International and Lehman Brothers as its financial advisers.

### Company Description

TomTom is a leading provider of personal navigation products and services to the consumer market. TomTom's products are developed with an emphasis on innovation, quality, ease of use and value. TomTom's products include all-in-one navigation devices which enable customers to navigate right out of the box, as well as navigation software products which integrate with third party devices such as PDAs and smartphones. TomTom's portfolio of products and services includes the award-winning TomTom GO family of integrated navigation devices, the TomTom Navigator software for PDAs, TomTom MOBILE navigation software for smartphones and TomTom Plus, a location-based content and services offering for TomTom's navigation products. TomTom was founded in 1991 in Amsterdam and has offices in The Netherlands, United Kingdom, the United States and Taiwan. TomTom's products are sold through a network of top retailers in 17 countries and online.

To learn more about TomTom, visit: [www.tomtom.com](http://www.tomtom.com).

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