

## TomTom reports fourth quarter and full year results

### Financial headlines Q4 2012

- Revenue down 19% year on year to €289 million
- Gross margin up 7 percentage points year on year to 53%
- One-off tax gain of €80 million; proceeds to be received in H1 2013
- EPS of €0.45 and adjusted EPS<sup>1</sup> of €0.13 (Q4 2011: €0.05 and €0.16 respectively)
- Net cash flow from operating activities of €91 million

### Financial headlines FY 2012

- Revenue down 17% year on year to €1,057 million
- Gross margin up 2 percentage points year on year to 52%
- OPEX down 12% year on year to €484 million<sup>2</sup>
- EPS of €0.58 and adjusted EPS of €0.40 (2011: €-1.97 and €0.55 respectively)
- Net debt of €86 million compared to €194 million at the end of 2011

### Operational headlines Q4 2012

- HD Traffic 6.0 launched in US powered by 75 million probes
- New LBS portal launched for developers
- PND market share in Europe increased to 50%
- Partnership with LoJack Corporation to drive WEBFLEET sales in North American market

### Outlook full year 2013

- Revenue in the range of €900 million to €950 million
- Adjusted EPS of around €0.20; €0.25 adjusted for the introduction of lifetime maps

#### Key figures

(in € millions)	FY '12	FY '11	Y.o.Y. change	Q4 '12	Q4 '11	Y.o.Y. change	Q3 '12	Q.o.Q. change
Revenue	1,057	1,273	-17%	289	357	-19%	274	6%
Gross result	555	640	-13%	154	166	-7%	150	3%
Gross margin	52%	50%		53%	46%		55%	
EBITDA	181	206	-12%	53	47	12%	58	-9%
EBITDA margin	17%	16%		18%	13%		21%	
EBIT	70	-425		25	10	137%	32	-23%
EBIT margin	7%	-33%		9%	3%		12%	
Net result attr. to the group	129	-438		99	12		22	
EPS, € diluted	0.58	-1.97		0.45	0.05		0.10	
Adjusted EPS, € diluted	0.40	0.55	-28%	0.13	0.16	-22%	0.14	-10%

Change percentages are based on non-rounded figures

<sup>1</sup> Earnings per share adjusted for impairment, acquisition-related amortisation and restructuring charges on a post-tax basis in 2011 and acquisition-related amortisation on a post-tax basis and the €80 million tax benefit in 2012.

<sup>2</sup> Excluding €512 million impairment charge booked in Q2 2011.