



TomTom Q2 2010 results

Harold Goddijn - CEO & Marina Wyatt - CFO | 21 July 2010

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Second quarter 2010 highlights

- › Continued growth of new revenue lines
- › Strong increase in Content & Services revenue
- › Net result increased by 69% to €34 million
- › Net cash flow from operating activities of €67 million
- › New premium PND range announced

PND market size and share*

Europe and North America

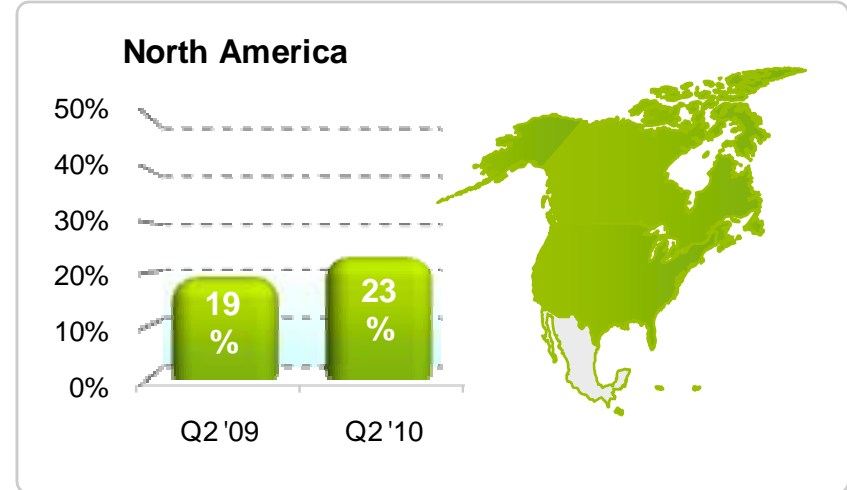
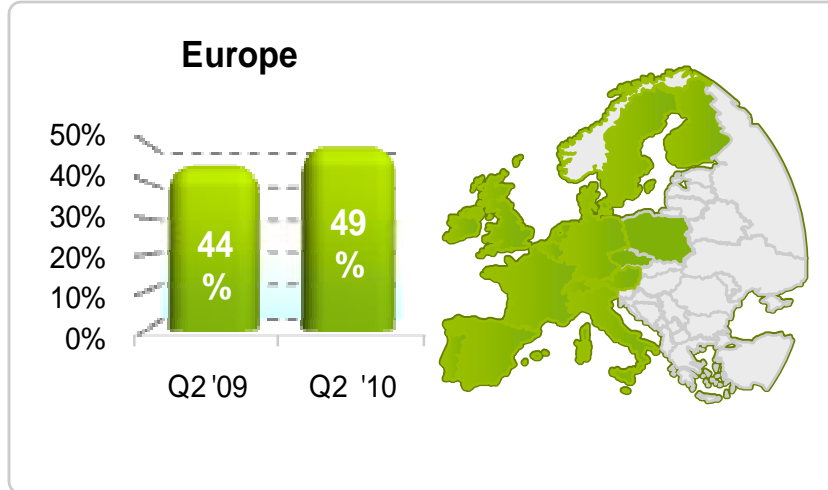


Market share growth in our main geographies



Market size

- > Europe 3.1 million units (Q2 '09: 3.7 million)
- > North America 3.3 million units (Q2 '09: 3.5 million)



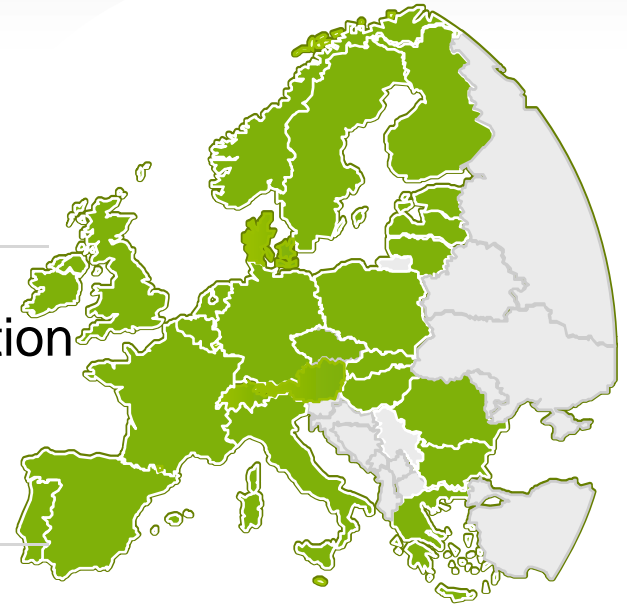
Source: GfK, NPD and company data

* Europe: 16 countries; North America: US and Canada (see maps)

Operational developments

Increasing our scope

- › Connected navigation goes mainstream
 - > 33 countries across Europe
- › Continued strong take up of in-dash navigation solutions
 - > 40% take up rate at Renault
- › WORK continues to grow its subscriber base
 - > Subscriber base increased 42% year on year to 115,000



Content and services

Leveraging our unique assets

- › HD Traffic recognised for its superior quality

- › HD Flow and HD Route times launched

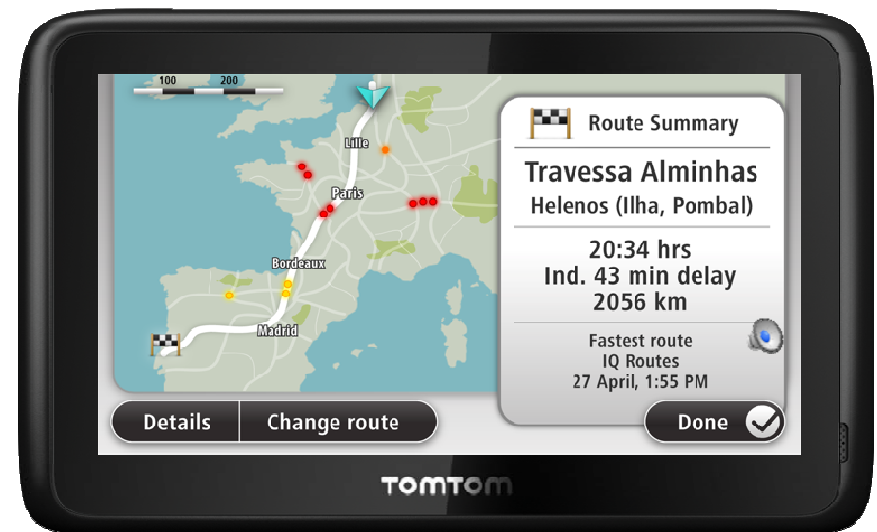
- › Latest map release with expanded coverage

- › Partner agreement with Twitter

Bringing great products to the market

- › GO 1000 LIVE
- › Accelerated routing technology
- › New software architecture
- › Bring innovation to the market faster

TomTom GO 1000 LIVE with accelerated routing technology



Revenue analysis

Broadening revenue base



Strong growth of new revenue lines

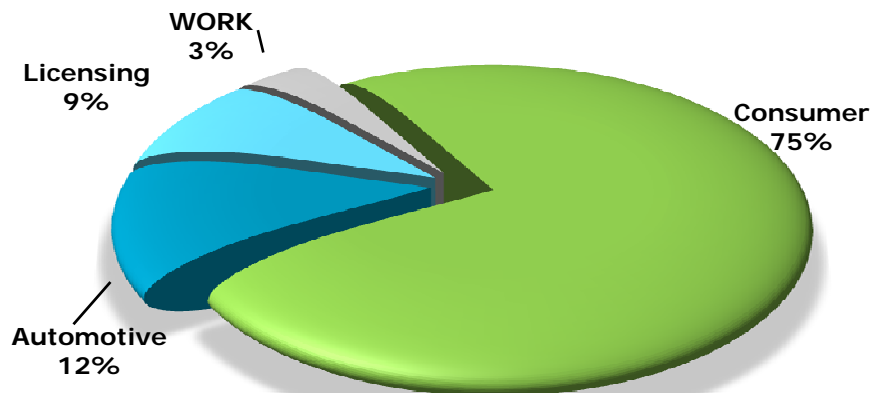
- › Automotive and WORK grow 82% and 42% respectively



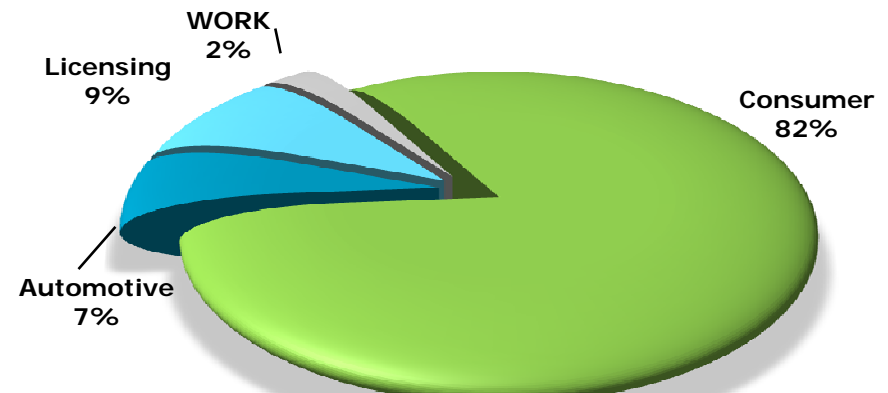
Content & Services revenue increased part of the mix

- › Content & Services revenue grew 22% to €88 million; 24% of total revenue (Q2 '09: 20%)

Revenue Q2 2010: €362 million



Revenue Q2 2009: €368 million

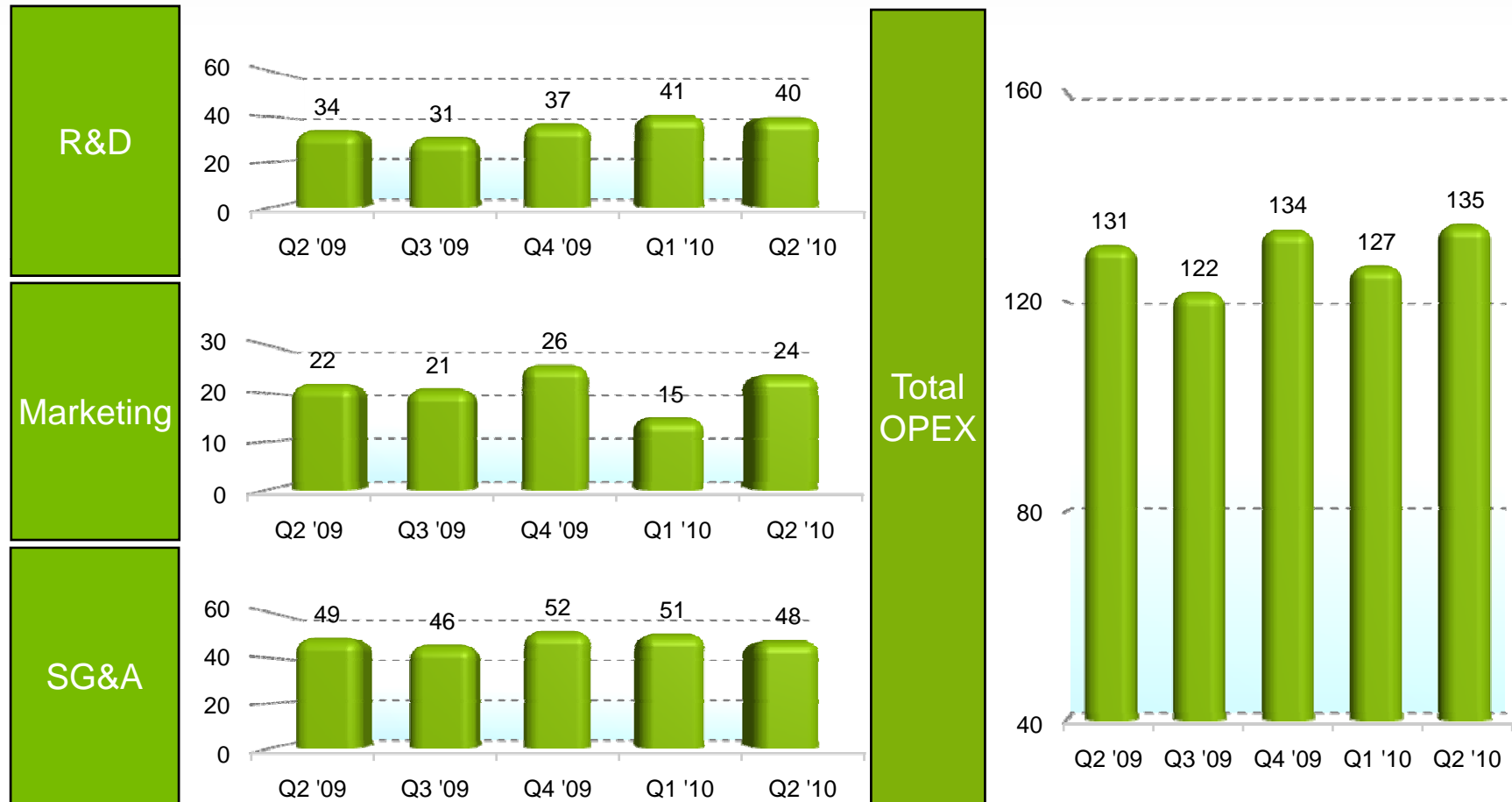


Earnings overview

in € millions	Q2 '10	Q2 '09	Q1 '10
Gross result	185	188	144
<i>Gross margin</i>	51%	51%	54%
Operating expenses	135	131	127
Operating result	50	57	17
<i>Operating margin</i>	14%	15%	6%
Interest result	(9)	(15)	(8)
Other finance result	5	(17)	(6)
Result associates	(2)	1	1
Result before tax	43	26	4
Taxation	(10)	(6)	(1)
<i>Effective tax rate</i>	22%	24%	23%
Net result	34	20	3
Diluted EPS (in €)	0.15	0.13	0.01
Diluted adjusted* EPS (in €)	0.21	0.22	0.07

* Earnings per share adjusted for acquisition related amortisation, non-cash goodwill impairment and restructuring charges on a post tax basis

Operating expenses



Cash flow

in € millions	Q2 '10	Q2 '09	Q1 '10
Operating result	50	57	17
Depreciation and amortisation	26	29	27
Financial gains / (losses)	4	(5)	(10)
Other	7	3	(3)
Changes in working capital	(5)	14	(54)
Cash generated from operations	82	98	(23)
Interest received	0	1	0
Interest paid	(5)	(3)	(6)
Tax paid	(10)	1	(13)
Net cash flow from operating activities	67	96	(41)
Total cash flow used in investing activities	(12)	(12)	(15)
Total cash flow from financing activities	0	68	0
Net (decrease) / increase in cash and cash equivalents	55	152	(56)

Balance sheet

in € millions	30 Jun '10	31 Mar '10
Goodwill	855	855
Intangible assets	965	978
Property, plant & equipment	39	39
Investments	7	9
Deferred tax assets	24	25
Inventories	63	61
Receivables, prepayments & financial instruments	315	222
Cash and equivalents	367	313
Total assets	2,634	2,503
Shareholders' equity	1,069	1,029
Deferred tax liability	217	218
Borrowings	795	792
Provisions	112	109
Trade payables	174	102
Other liabilities (excl. provisions)	267	252
Total equity and liabilities	2,634	2,503

Questions?

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Impact of FX rate changes

Q2 2010 results based on current exchange rates and that of previous quarters compared

in € millions	Q2 '10 rates	Q2 '09 rates	Q1 '10 rates
Revenue	362	356	355
Cost of sales	177	172	164
Gross margin	51%	52%	54%
Gross profit	185	184	192
Average rates in €			
US dollar	1.30	1.36	1.40
GB pound	0.87	0.90	0.88
AUS dollar	1.45	1.84	1.56

Market size Europe and North America*

Volume ('000s)	Q1 '10	Q2 '10	Q3 '10	Q4 '10	2010
Europe	2,767	3,064			
North America	2,567	3,320			
Volume ('000s)	Q1 '09	Q2 '09	Q3 '09	Q4 '09	2009
Europe	3,177	3,704	3,761	4,252	14,895
North America	2,641	3,470	3,065	8,619	17,795

* PND sell-out numbers based on GfK, NPD and company data. Europe includes 16 European countries, North America includes USA and Canada

Outstanding Shares

Common shares outstanding end of Q1 '10	221,718,074
Common shares outstanding end of Q2 '10	221,718,074
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Average shares outstanding end of Q2 '10	221,718,074
In the money share options as of Q1 '10	7,033,730
In the money share options as of Q2 '10	5,673,001
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Average dilutive share options outstanding Q2 '10:	5,673,001
Non dilutive share options:	
$5,673,001 \times (\text{exercise price}) / (\text{average share price}^*)$	5,560,995
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<i>Average shares outstanding from dilution of options</i>	<i>112,006</i>
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Average fully diluted shares outstanding Q2 '10	221,830,080

* Average share price used: €5.54