



## TomTom Reports first quarter 2006 Results

### Q1 2006 results:

**Strong unit sales of portable navigation devices;  
Guidance for Full Year 2006 increased**

### First quarter highlights

*Compared with Q1 2005*

- Revenue increased by 288% to €256 million
- 762,000 portable navigation devices shipped, an increase of 606%
- Gross margin of 35% reflects Q1 promotions to clear inventories of current TomTom GO range
- Net profit increased by 121% to €31 million
- Fully diluted EPS improved by €0.14 to €0.27

*Compared with Q4 2005:*

- Revenue decreased 11% compared to seasonally strongest quarter
- Portable navigation devices shipped down 2% compared to seasonally strongest quarter
- Gross margin of 35% reflects Q1 promotions to clear inventories of current TomTom GO range
- Operating margin of 20% decreased by 3 percentage points, reflecting the lower gross margin partly offset by reduced operating costs

### Operational highlights:

- Increased European market leadership position
- Successful product transition completed
- New TomTom GO range well received by the market
- Increased distribution presence in North America; to more than 8,500 outlets
- Launch of fleet management products by TomTom WORK
- Acquisition of traffic technology company Applied Generics

### Outlook 2006

Full year 2006 guidance increased: revenues now expected to be in the range of €1.1 billion to €1.3 billion (previously €1.0 billion to €1.1 billion). We are targeting a gross margin of around 40% of revenue for the full year.

### Key figures

(unaudited) (in € millions)	Q1 '06	Q4 '05	change	Q1 '05	change
Revenue	256	289	-11%	66	288%
Gross profit	89	123	-28%	31	187%
Gross margin	35%	43%		47%	
Operating profit	50	67	-25%	18	178%
Operating margin	20%	23%		27%	
Net profit	31	48	-35%	14	121%
EPS – fully diluted (€ per share)	0.27	0.41	-34%	0.13	108%

\* numbers and percentages are based on amounts rounded to the nearest million

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