

## TomTom reports second quarter 2016 results

### Financial summary Q2 '16

- | Group revenue of €265 million (Q2 '15: €265 million)
- | Gross margin of 55% (Q2 '15: 51%)
- | EBITDA of €44 million (Q2 '15: €28 million)
- | Net result of €12 million (Q2 '15: €3 million)
- | Adjusted EPS<sup>1</sup> of €0.10 (Q2 '15: €0.05)
- | Net cash position of €58 million (Q1 '16: €50 million)

### Operational summary Q2 '16

- | Consumer reached over 1 million users on the MySports platform
- | Volvo Cars selected TomTom maps, traffic and software for its new infotainment platform
- | HD Map and RoadDNA coverage launched in 17 states across the United States
- | Collaboration with PSA Group announced making the TomTom WEBFLEET fleet management solution available for all connected Peugeot, Citroën and DS fleet vehicles

### Outlook 2016

Full year outlook reiterated; Revenue expected of around €1,050 million and adjusted EPS<sup>1</sup> expected of around €0.23

### Key figures

(€ in millions, unless stated otherwise)	Q2 '16	Q2 '15	y.o.y. change	H1 '16	H1 '15	y.o.y. change
Consumer	157.2	164.9	-5%	273.9	286.6	-4%
Automotive	34.9	26.0	34%	64.6	49.6	30%
Licensing	33.2	38.6	-14%	66.9	67.6	-1%
Telematics	39.9	35.1	14%	77.0	66.1	16%
REVENUE	265.2	264.6	0%	482.4	469.9	3%
GROSS RESULT	145.3	134.6	8%	268.6	244.5	10%
Gross margin	55%	51%		56%	52%	
EBITDA	43.7	27.8	57%	69.3	49.3	41%
EBITDA margin	16%	11%		14%	10%	
OPERATING RESULT (EBIT)	12.8	0.6		8.4	-4.5	
EBIT margin	5%	0%		2%	-1%	
NET RESULT	12.2	2.5		17.0	-4.4	
ADJUSTED NET RESULT	23.2	12.4	87%	30.7	14.9	106%
EPS, € fully diluted	0.05	0.01		0.07	-0.02	
Adjusted EPS <sup>1</sup> , € fully diluted	0.10	0.05	87%	0.13	0.06	102%

*Change percentages and totals calculated before rounding*

<sup>1</sup> Earnings per fully diluted share count adjusted for acquisition-related amortisation & gain on a post-tax basis.

### TomTom's Chief Executive Officer, Harold Goddijn

*"Overall, we reported a solid set of results in the second quarter. Our gross margin continued to strengthen, as we are reducing our dependency on hardware products by growing recurring content and services business.*

*Our Automotive order intake is on track, and we are especially pleased that Volvo Cars selected us as global provider of maps, navigation and traffic.*

*In this quarter, Telematics added a record number of 27,000 vehicles to its installed base and signed an important agreement with PSA Group to offer value-added fleet management services."*

View the full [TomTom reports second quarter 2016 results](#) release in PDF format.