



TomTom reports third quarter 2011 results

Financial headlines Q3 2011

- Group revenue decreased by 10% to €336 million
- Content and Services revenue increased by 19% to €107 million
- Consumer revenue decreased by 23% to €225 million
- Automotive revenue increased by 43% to €59 million
- Licensing revenue increased by 27% to €36 million
- Business Solutions revenue increased by 33% to €17 million
- Net result attributable to the group increased by 50% to €29 million
- Net cash flow from operating activities increased by 62% to €70 million

Operational headlines Q3 2011

- Restructuring programme initiated; savings of €50 million targeted
- LIVE Services take rate increased to 28% from 21% last year
- Expansion of automotive partnerships with Renault, Fiat and Mazda
- Consumer product announcement for the Indian market

Outlook full year 2011

- We expect to deliver full year results towards the upper end of our guidance for revenue of between €1,225 million and €1,275 million and EPS of between €0.25 and €0.30, excluding impairment and restructuring charges

Key figures¹

(in € millions)	Q3 '11	Q3'10	y.o.y. change	Q2'11	q.o.q. change
Revenue	336	375	-10%	314	7%
Gross result	173	178	-3%	160	8%
Gross margin	51%	48%		51%	
EBITDA	68	81	-16%	46	49%
EBITDA margin	20%	22%		15%	
Operating result	41	55	-26%	-494	
Operating margin	12%	15%			
Net result attributable to the group	29	19	50%	-489	
EPS, € diluted	0.13	0.09	50%	-2.20	
EPS, € diluted, excluding impairment ²	0.13	0.09	50%	0.05	162%
Adjusted EPS, € diluted ³	0.18	0.14	35%	0.10	80%

Change percentages are based on non-rounded figures

¹ Operating expenses include restructuring charges of €0.4 million in Q3 2011, €0.2 million in Q2 2011 and €-0.5 million in Q3 2010

² Excluding impairment charge and related tax effects

³ Earnings per share adjusted for impairment, acquisition-related amortisation and restructuring charges on a post tax basis

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