

Fourth Quarter 2006 Results

22 February 2007



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Agenda

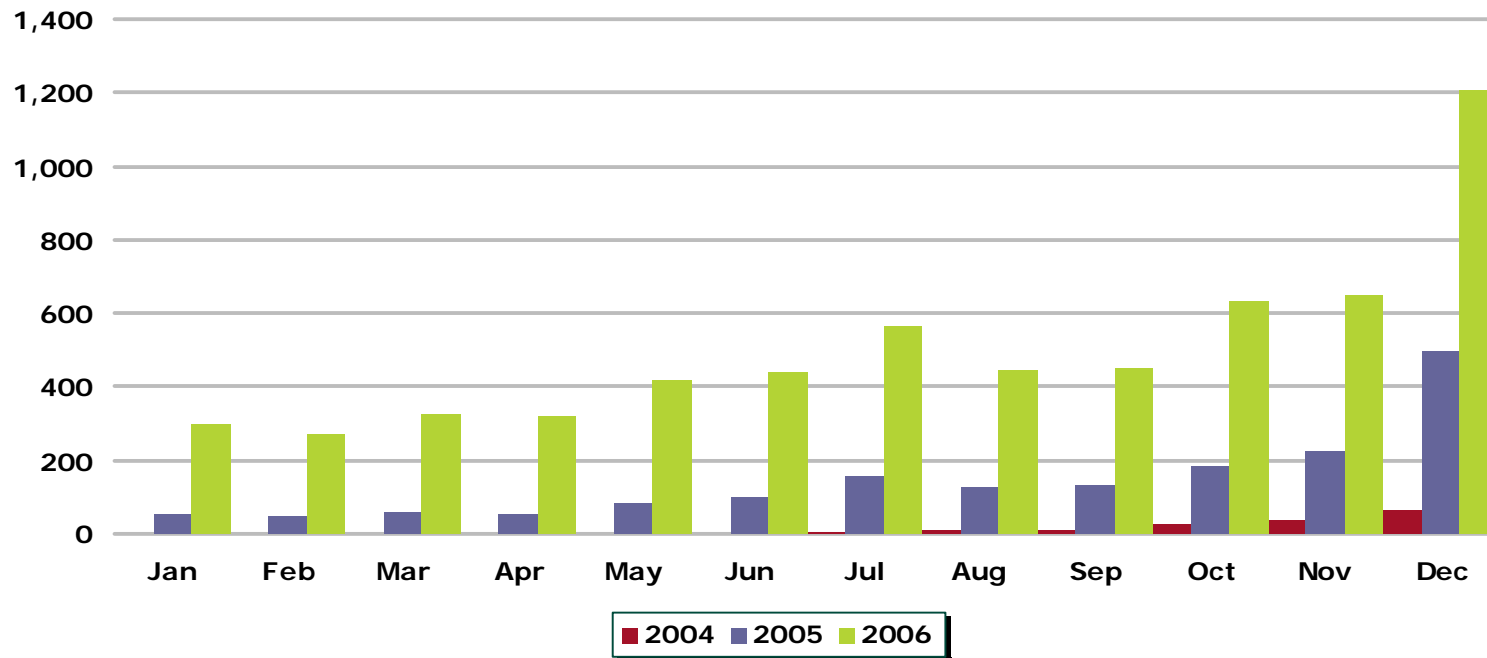
| | |
|------------------------|----------------------------|
| Business Review | Harold Goddijn, CEO |
| Financial review | Marina Wyatt, CFO |
| Business Outlook | Harold Goddijn, CEO |

Fourth Quarter Highlights

- Record quarter - €478 million revenue and €80 million net profit
- Strong gross margin of 46%
- Cash generated from operations of €132 million
- 1.9 million PNDs shipped: more than double Q4 '05
- New ONE range a great success
- Joint development with Vodafone NL for new advanced travel time information system

Strong Growth of PNDs in Europe Continues

Trends in PND sell-out* in Europe over the last three years



* Based on December 2006 GfK sell out figures for PNDs, (covers approx. 2/3 of overall market)

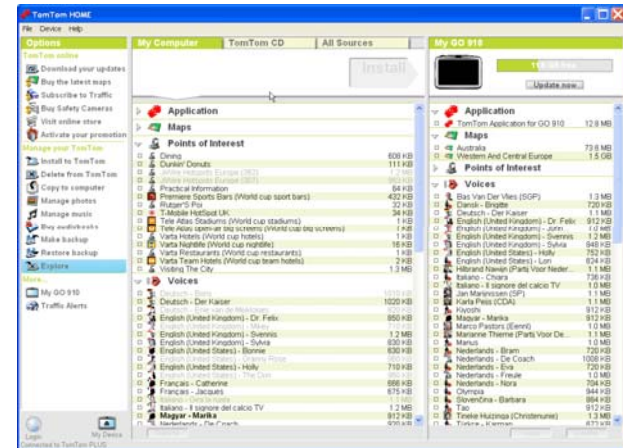
TomTom Products are the World's Favourite and Most Sold PNDs

- Market leader in Europe with 50% market share
- Units shipped in North America 3 times higher than prior year, 20% exit market share
- Won more than 150 consumer awards
- TomTom ONE is the world's number one selling PND



Installed Base Grew to Over 8 Million

- TomTom HOME
 - Portal to manage content
 - Access maps, voices, traffic, safety cams etc.
 - Access upgrades
 - Share data



- Growing Aftermarket
 - Accessories
 - Peripherals
 - Map updates



Next Generation Travel Time Information

- Implementation on schedule, available throughout the Netherlands in second half of 2007
- Wide coverage - major, regional, local and urban roads
- Accurate journey times and automatically optimized routing become a reality
- A unique and unrivalled traffic information service
- High level of interest from Operators in other countries



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Financial Summary

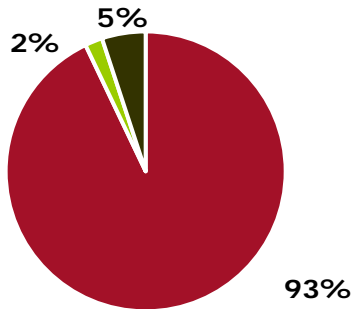
| <i>in € millions</i> | Q4 '06 | Q3 '06 | Δ | 2006 | 2005 | Δ |
|-------------------------|------------|------------|------------|--------------|------------|------------|
| Revenue | 478 | 353 | 35% | 1,364 | 720 | 89% |
| Gross Profit | 218 | 154 | 42% | 579 | 311 | 86% |
| Gross Margin | 46% | 44% | - | 42% | 43% | - |
| Operating Profit | 126 | 101 | 25% | 340 | 195 | 74% |
| Operating Profit Margin | 26% | 29% | - | 25% | 27% | - |
| Net Profit | 80 | 73 | 10% | 222 | 143 | 55% |
| Net Profit Margin | 17% | 21% | - | 16% | 20% | - |

* The figures in the table contain rounded numbers

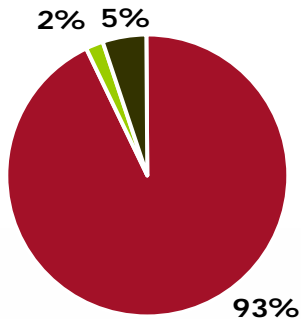
Revenue by Product and Geography

By Product Group

FY 2006



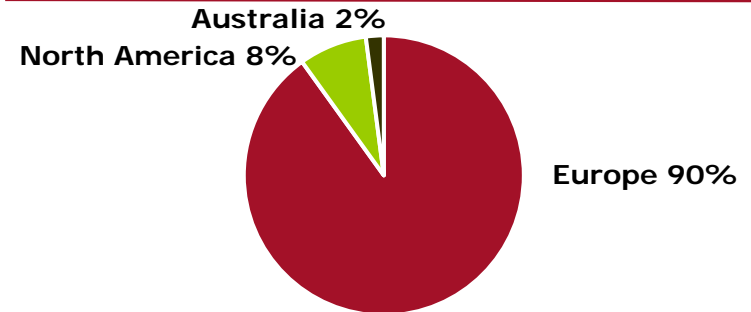
Q4 2006



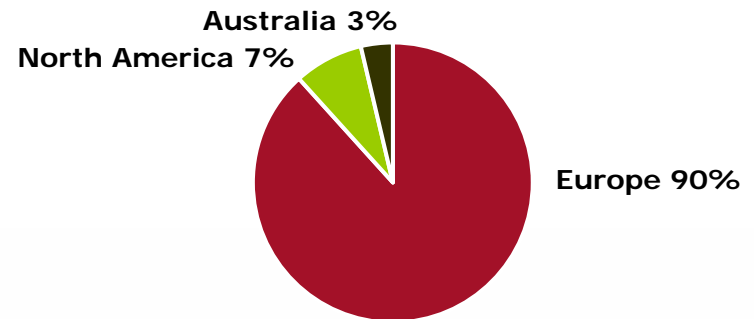
■ PNDs ■ PDA/smartphone solutions ■ Other

By Geography

FY 2006

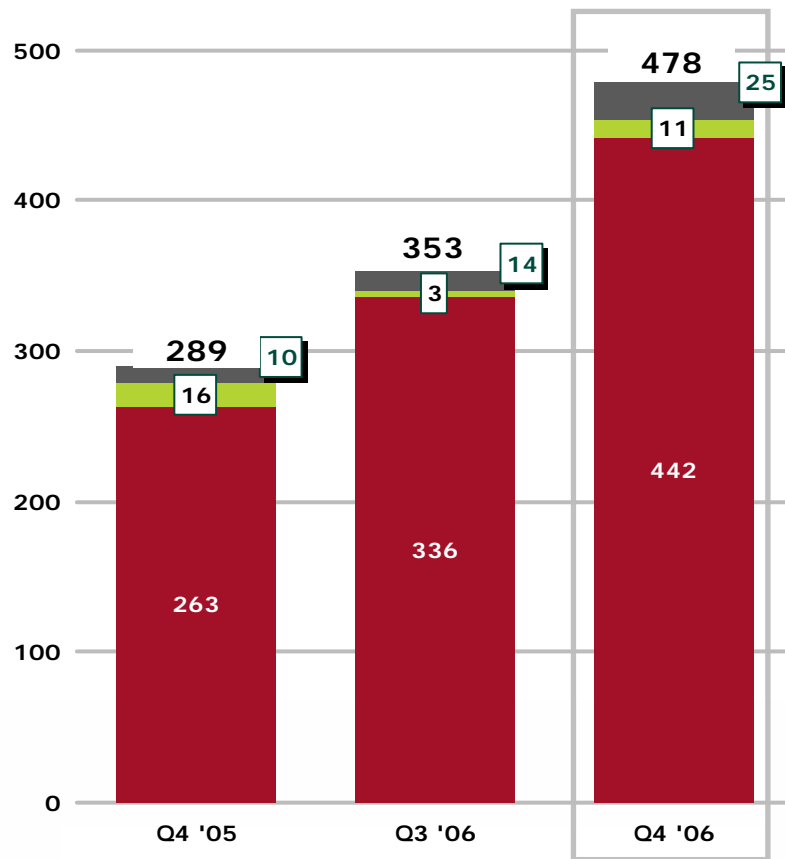


Q4 2006

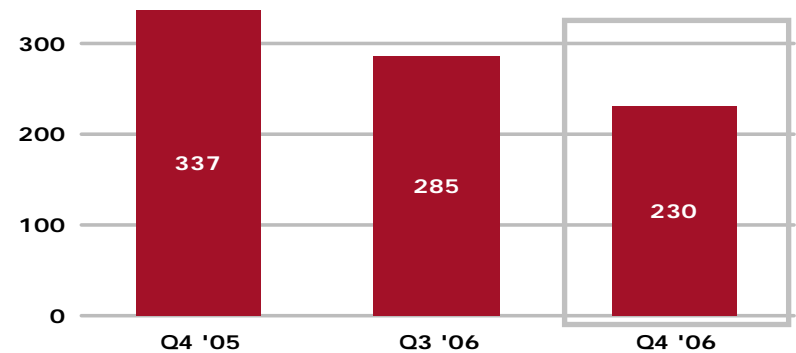


Fourth Quarter Revenue Analysis

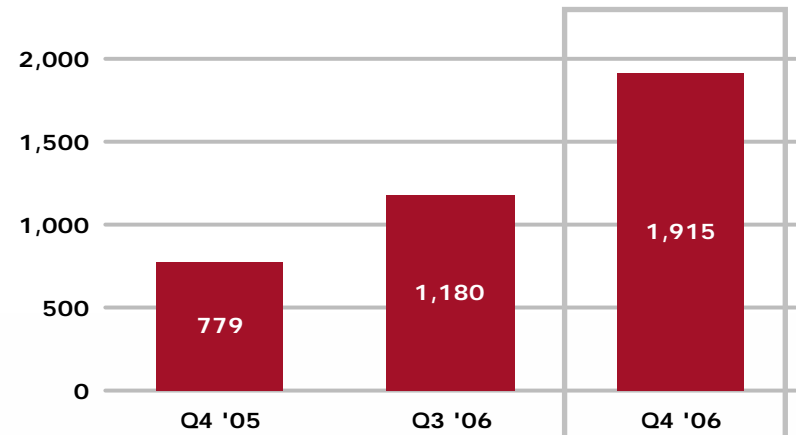
Revenue (in € millions)



ASP PNDs (in €)



Units PNDs (in '000s)

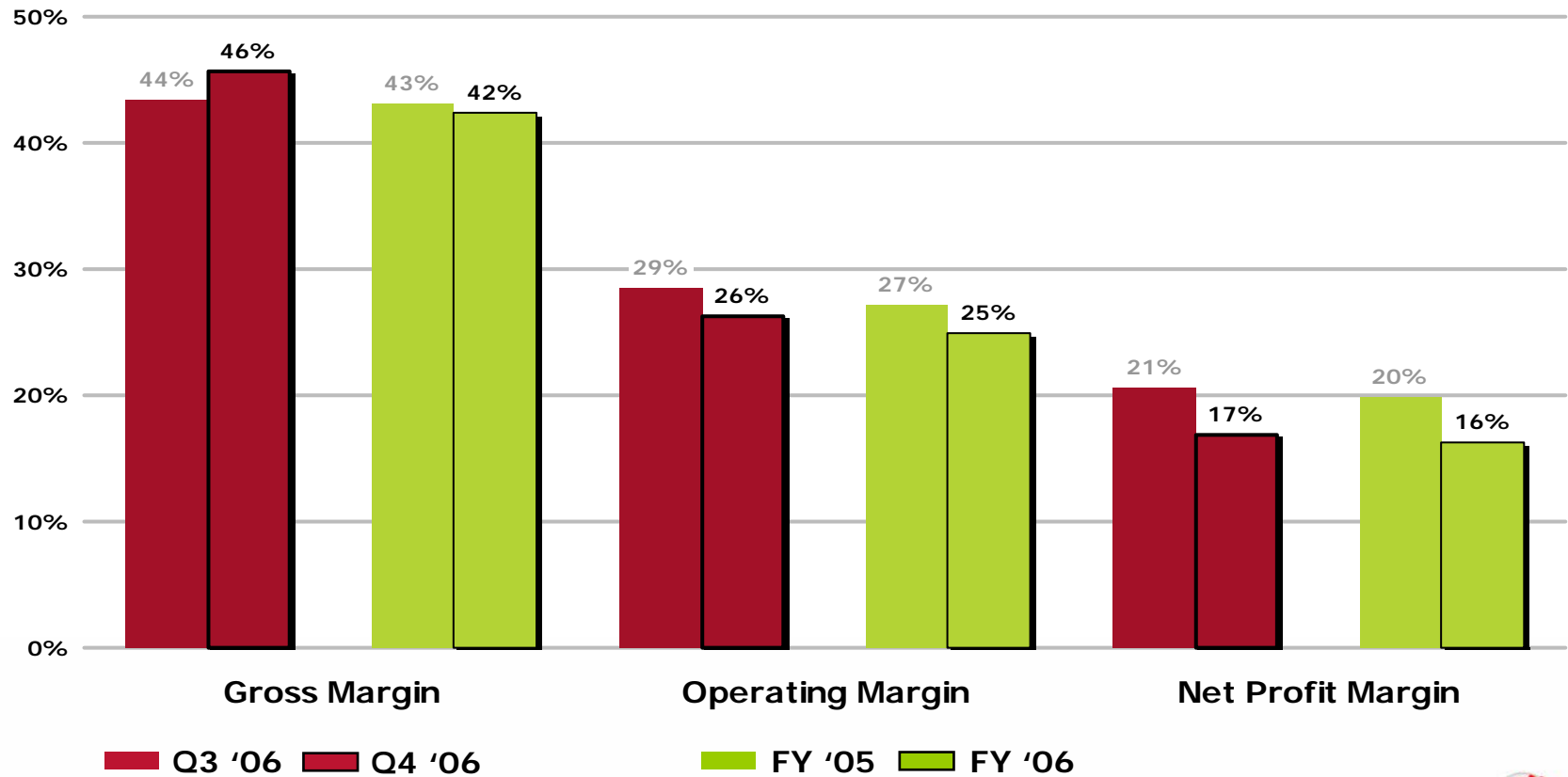


■ PNDs ■ PDA/smartphone solutions ■ Other



Margin Comparison

Margins (% of revenue)



Operating Expenses Overview

| <i>in € millions</i> | Q4 '06 | Q3 '06 | Q4 '05 |
|-------------------------------------|-------------|-------------|-------------|
| R&D | 12.8 | 8.6 | 3.0 |
| <i>% of revenue</i> | 2.7% | 2.4% | 1.0% |
| Marketing | 44.6 | 15.5 | 35.9 |
| <i>% of revenue</i> | 9.3% | 4.4% | 12.4% |
| Other SG&A | 28.6 | 24.0 | 13.9 |
| <i>% of revenue</i> | 6.0% | 6.8% | 4.8% |
| Operating expenses | 86.1 | 48.1 | 52.8 |
| <i>% of revenue</i> | 18.0% | 13.6% | 18.2% |
| Accounting charge for share options | 6.5 | 5.1 | 3.3 |
| <i>% of revenue</i> | 1.4% | 1.4% | 1.2% |
| Total operating expenses | 92.6 | 53.2 | 56.1 |
| <i>% of revenue</i> | 19.4% | 15.1% | 19.4% |

* The figures in the table contain rounded numbers



Earnings Overview

in € millions

| | Q4 '06 | Q3 '06 | Q4 '05 |
|--|---------------|--------------|--------------|
| Operating profit | 125.7 | 100.6 | 67.4 |
| Net financial expenses and income | (11.3) | 3.3 | 3.8 |
| <i>of which FX gains / losses</i> | <i>(13.5)</i> | <i>0.8</i> | <i>3.3</i> |
| Taxation | (34.0) | (31.2) | (22.8) |
| <i>effective tax rate</i> | <i>29.7%</i> | <i>30.1%</i> | <i>32.0%</i> |
| Net Profit | 80.4 | 72.6 | 48.4 |
| Average # of shares outstanding, diluted (in millions) | 118 | 117 | 117 |
| Diluted EPS (in € per share) | .68 | .62 | .41 |

* The figures in the table contain rounded numbers

Cash Flow Overview

| <i>in € millions</i> | Q4 '06 | Q3 '06 | 2006 | 2005 |
|---|--------------|--------------|---------------|---------------|
| Operating profit | 125.7 | 100.6 | 340.2 | 195.1 |
| Depreciation and amortization | 5.1 | 4.5 | 18.2 | 3.4 |
| Additions to provisions | 6.8 | 10.3 | 22.8 | 20.9 |
| Changes in working capital | (5.0) | 2.0 | 10.0 | (134.6) |
| Other operating items | (0.6) | 0.0 | 0.9 | 17.6 |
| Cash generated from operations | 132.0 | 117.4 | 392.1 | 102.4 |
| Interest received | 3.5 | 2.7 | 9.4 | 3.1 |
| Tax paid | (73.4) | (19.0) | (110.0) | (62.5) |
| Net cash flow from operating activities | 62.1 | 101.1 | 291.5 | 43.0 |
| Total cash flow used in investing activities | (2.4) | (4.4) | (28.6) | (21.4) |
| Total cash flow from financing activities | 0.9 | 0.0 | 1.1 | 116.5 |
| Net increase in cash and cash equivalents | 60.5 | 96.7 | 264.1 | 138.1 |

* The figures in the table contain rounded numbers



Balance Sheet

in € millions

| | YE 2006 | Q3 2006 | YE 2005 |
|--|--------------|--------------|--------------|
| Non-Current Assets | | | |
| Intangible Assets | 39.2 | 41.8 | 15.8 |
| Property, plant & equipment | 7.9 | 8.0 | 5.2 |
| Deferred Tax Assets | 12.1 | 5.4 | 1.3 |
| Current Assets | | | |
| Inventories | 123.0 | 108.7 | 103.2 |
| Receivables, Prepayments & Financial Instruments | 283.0 | 277.4 | 159.7 |
| Cash and Equivalents | 437.8 | 378.0 | 178.4 |
| Total Assets | 903.0 | 819.3 | 463.6 |
| Shareholders' Equity | 550.8 | 462.9 | 306.3 |
| Provisions | 43.8 | 37.0 | 21.0 |
| Long-term Liabilities | 1.3 | 12.9 | 1.1 |
| Current Liabilities | 307.1 | 306.4 | 135.2 |
| Total Equity and Liabilities | 903.0 | 819.3 | 463.6 |



* The figures in the table contain rounded numbers

2007 FY Financial Outlook

- Expected PND market size: Europe 14 million units, North America 4 million units
- Total PNDs for TomTom estimated at 7 to 8 million units
- TomTom revenue estimated at €1.6 billion to €1.8 billion
- Consistent target gross margin of c. 40% and operating margin of c. 20% of revenue
- Revenues stronger in the second half, first quarter lower than Q4 '06, marketing higher in second and fourth quarters

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TomTom's development

- In 5 years TomTom's revenue grew from €8 million to €1.4 billion
- We defined the personal navigation category
- We are the largest company in the space with an installed base of 8 million users
- TomTom owners benefit from less stress, less distance travelled, and greater safety to reach their destination.
- The market is large and penetration levels are still low. This ensures strong growth opportunities for years to come
- Product differentiation continues to be the key to success
 - The aftermarket for maps, accessories, content and services is growing
 - Accurate and timely travel time information will be the killer application and will accelerate market acceptance as a result of increased use of PNDs

TomTom 2007 Priorities

- Deliver exciting roadmap of new products and services
- Be first to market with key innovations
- Maintain 50% market share in Europe and increase market share in North America
- Roll-out travel time information service in the Netherlands and prepare for roll-out to other geographies
- Provide easy access to the network and better content for our customers
- Develop aftermarket sales to address growing installed base
- Fundamentally better navigation is our vision and current and future TomTom customers will benefit from this.



Questions



Annex

For further information please contact TomTom Investor Relations

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World's first embedded PND solution for the automotive industry

- Designed a complete PND that can dock with a 2-DIN car radio
- Joint development with Fujitsu-Ten (Eclipse)
- PND will control car radio whilst docked
- PND can also be integrated in other applications



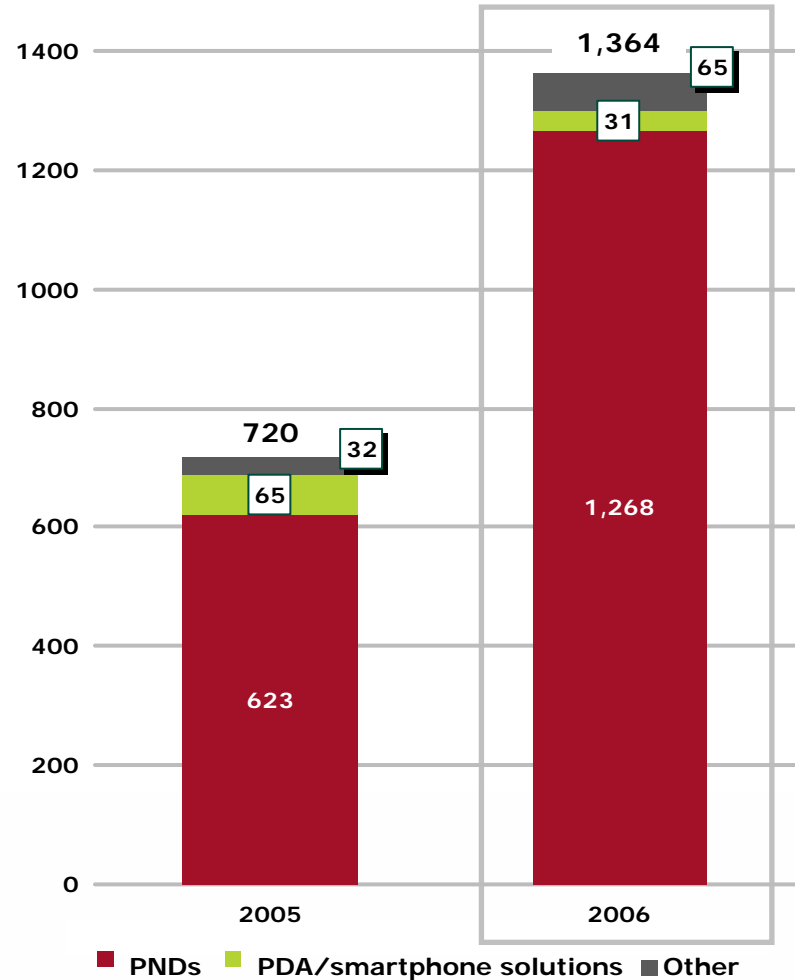
TomTom launched FM Transmitter Mount in Europe

- Available for European portable navigation customers for the first time: wireless integration of navigation instructions and music through car stereo
- The FM Transmitter Mount broadcasts navigation instructions and music from a TomTom GO device over the air to the car radio, like a short range radio station

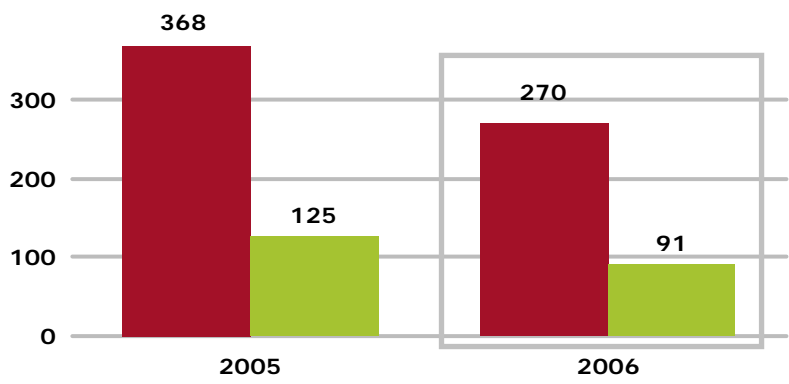


Revenue Analysis 2006

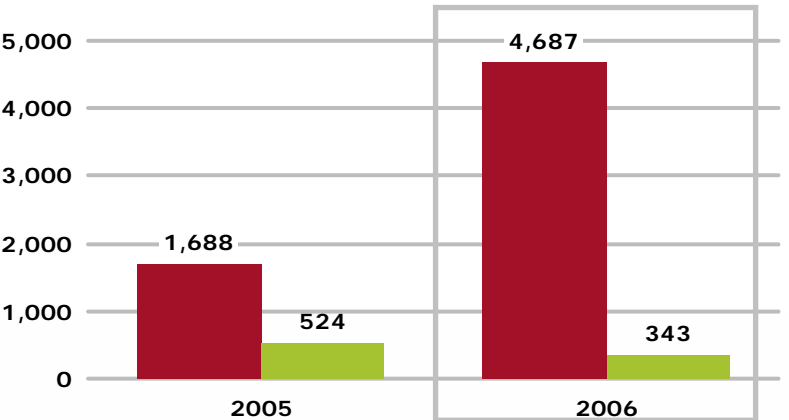
Revenue in € millions



ASP PNDs (in €)



Units PNDs (in '000s)



Operating Expenses Overview 2006

| <i>in € millions</i> | 2006 | 2005 | Δ |
|-------------------------------------|------------|------------|-------------|
| R&D | 36 | 9 | 300% |
| <i>% of revenue</i> | 2.7% | 1.2% | |
| Marketing | 101 | 63 | 60% |
| <i>% of revenue</i> | 7.4% | 8.8% | |
| Other SG&A | 80 | 38 | 111% |
| <i>% of revenue</i> | 5.9% | 5.3% | |
| Operating expenses | 217 | 111 | 96% |
| <i>% of revenue</i> | 15.9% | 15.3% | |
| Accounting charge for share options | 21 | 5 | 320% |
| <i>% of revenue</i> | 1.6% | 0.7% | |
| Total operating expenses | 238 | 116 | 105% |
| <i>% of revenue</i> | 17.5% | 16.1% | |

* The figures in the table contain rounded numbers



Earnings Overview 2006

| <i>in € millions</i> | 2006 | 2005 | Δ |
|--|------------|------------|------------|
| Operating profit | 340 | 195 | 74% |
| Net financial expenses and income | (25) | 15 | |
| <i>of which FX gains / losses</i> | (32) | 12 | |
| Taxation | (93) | (67) | 39% |
| <i>effective tax rate</i> | 29.6% | 31.8% | |
| Net Profit | 222 | 143 | 55% |
| Average # of shares outstanding, diluted (in millions) | 117 | 114 | 3% |
| Diluted EPS (in € per share) | 1.90 | 1.26 | 51% |

* The figures in the table contain rounded numbers

Cash Flow 2006

in € millions

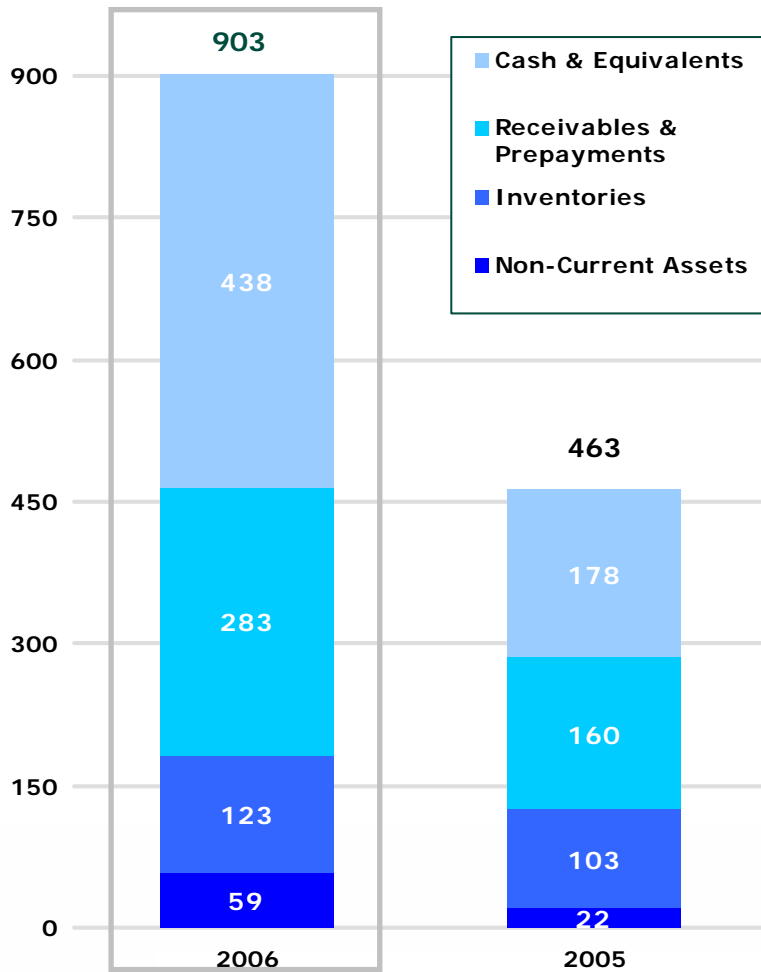
| | 2006 | 2005 | Δ |
|--|------------|------------|------------|
| Operating profit | 340 | 195 | 74% |
| Depreciation and amortization | 18 | 3 | 500% |
| Additions to provisions | 23 | 21 | 9% |
| Changes in working capital | 10 | (135) | |
| Other operating items | 1 | 18 | |
| Cash generated from operations | 392 | 102 | 284% |
| Interest received | 9 | 3 | 200% |
| Tax paid | (110) | (63) | 75% |
| Net cash flow from operating activities | 291 | 43 | 577% |
| Total cash flow used in investing activities | (29) | (21) | 38% |
| Total cash flow from financing activities | 1 | 117 | |
| Net increase in cash and cash equivalents | 264 | 138 | 51% |

* The figures in the table contain rounded numbers

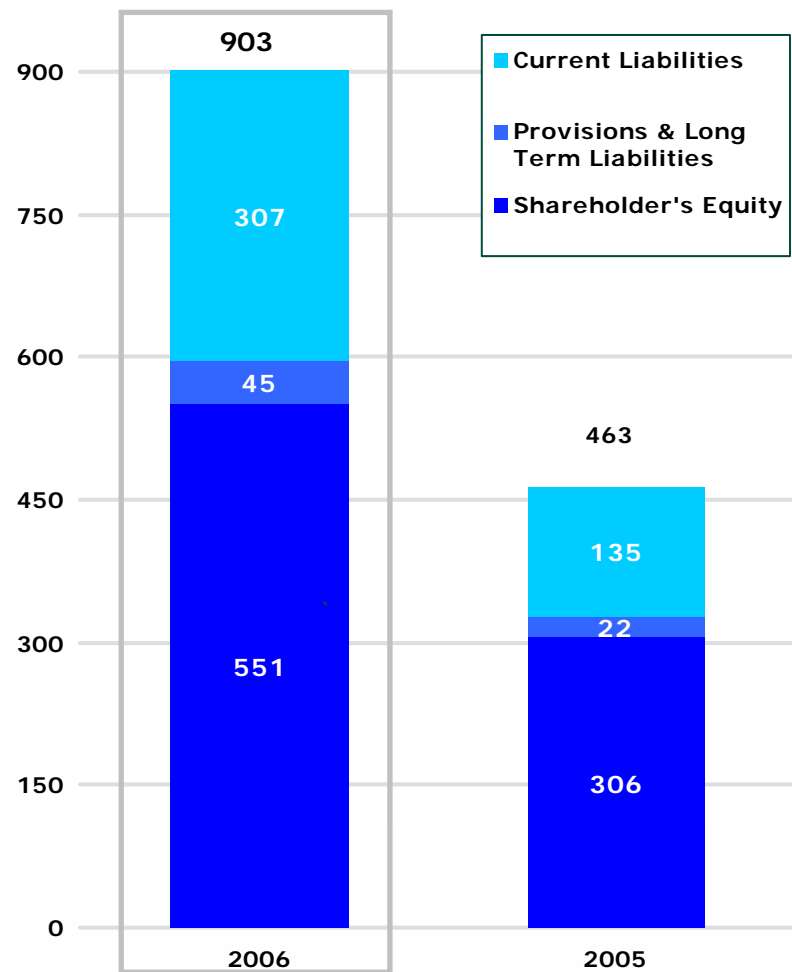


Balance Sheet Analysis 2006

Assets in € millions



Equity & Liabilities in € millions



Accounting Charge for Share Options

- Under IFRS, share options have to be accounted in the P&L through a specific charge.
- TomTom accounts for this charge as follows:
 - At the date of issuance, options are valued by a Black & Scholes model and the calculations are reviewed by our auditors;
 - The monthly charge to the P&L is calculated as total value of the options / number of months of the vesting period.
- As at 9 November 2006, TomTom issued 1,705,000 options with a vesting period of 36 months. These options were valued at € 28.1m.
 - Monthly charge per month from Nov 2006 = € 782K {€ 28.1m / 36 months}.
- For Q4 2006, total accounting charge for share options was: € 6.5m.
 - € 1.3m {Nov'06} + € 0.2m {Aug '06} + € 0.2m {May '06} + € 0.1 {Feb '06};
 - € 1.1m x 3 months {Nov '05} and € 0.4m x 3 months {Aug '05} and € 0.1m x 3 months {before Aug '05}.

Outstanding Shares

| | |
|--|--------------------|
| Common shares outstanding end of Q3 2006 | 110,757,091 |
| Common shares outstanding end of Q4 2006 | 112,921,566 |
| <hr/> | |
| Average shares outstanding end of Q4 2006 | 112,160,347 |
| Share options as of end of Q3 2006 | 11,106,006 |
| New shares options as of 9 November 2006 | 1,705,000 |
| Exercised share options in Q4 | 2,164,475 |
| Anti-dilutive shares options | 1,084,674 |
| Average share options outstanding Q4 2006: | 9,590,250 |
| <i>11,106,006 + 972,174 {weighted average of granted options in Q4}</i> | |
| <i>-/- 1,403,256 {weighted average of exercised share options} -/- 1,084,674</i> | |
| Non dilutive share options: | 4,233,231 |
| <i>9,590,250 * (exercise price)/(average share price)</i> | |
| <hr/> | |
| Average shares outstanding from dilution of options¹ | 5,357,019 |
| Average fully diluted number of shares outstanding Q4 2006 | 117,517,366 |

¹ Calculated according to Treasury Method using an average Q4 share price of €33.66

Share Options Vesting Schedule

Number of options in 2006-2009 (in '000s)

| 1 Jun 2007 | 1 Nov 2007 | 1 Dec 2007 | 10 Aug 2008 | 10 Nov 2008 | 28 Feb 2009 | 9 May 2009 | 8 Aug 2009 | 9 Nov 2009 | |
|---------------|---------------|---------------|----------------|----------------|----------------|---------------|---------------|---------------|--------|
| 2,081 | | | | | | | | | €0.75 |
| | 1,500 | | | | | | | | €3.75 |
| | | 190 | | | | | | | €3.75 |
| | | | 1,110 | | | | | | €26.44 |
| | | | | 3,308 | | | | | €28.82 |
| | | | | | 105 | | | | €25.50 |
| | | | | | | 113 | | | €37.68 |
| | | | | | | | 188 | | €28.58 |
| | | | | | | | | 1,705 | €33.96 |



End