

# TomTom Group

Second quarter 2009 results

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## Second quarter 2009 review

**Strong EBIT and cash flows**



Operating result of €59 million

Net cash from operating activities of €96 million

**Strengthened balance sheet**



Equity offering successfully completed

Pro forma net debt of €672 million

**Connectivity going mainstream**



Connected services on volume product

Setting the standard for real time traffic information

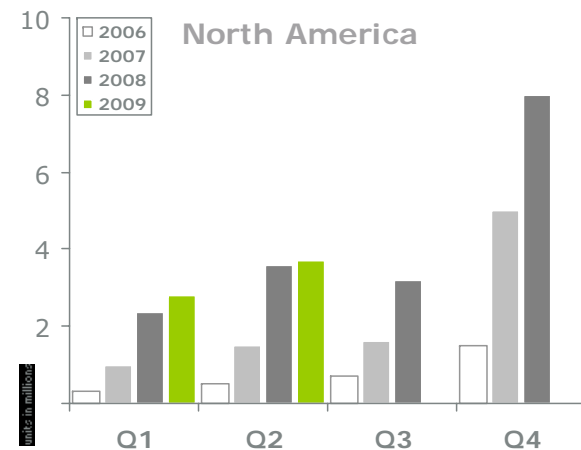
**Ramping up automotive sales**



First in-dash product well received

## Market size PNDs (end user demand)

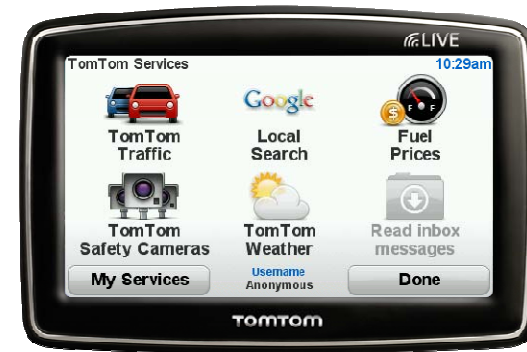
- End user demand for PNDs developed as expected in first half 2009
- Europe
  - Decline in European market in Q2 y.o.y. of 12% to 3.8 million units (H1 '09: 7.1 million)
- North America
  - Growth in North American market in Q2 y.o.y. of 2% to 3.7 million (H1 '09: 6.5 million)



Source: GfK, NPD and TomTom estimates

# More relevant guidance through connectivity

- TomTom XL (midrange) launched with connectivity
- Over 100,000 active users of LIVE Services
- Subscription take up rate of around 30%
- Compelling test results



*"...the new TomTom can provide extremely accurate congestion information, updated as it happens. It's a marvelously ingenious system, unmatched by any other driving aid we've tested..." - PC Pro – 2009*

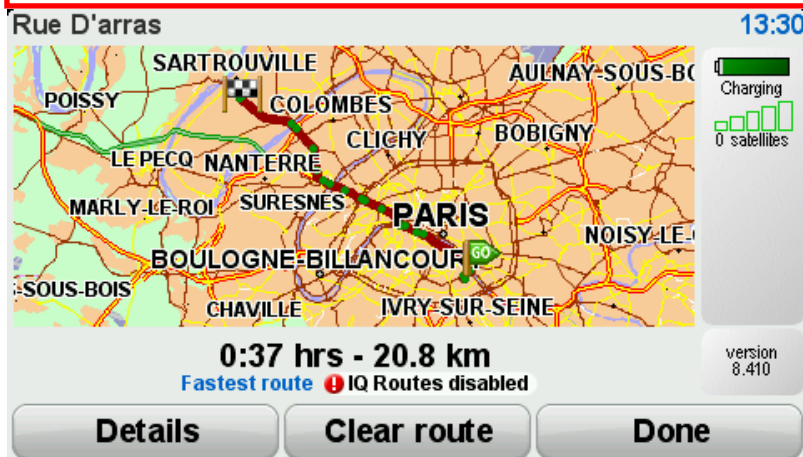
*"...even if there is a lot of traffic the estimated travel time remains unchanged. The calculations are sometimes frighteningly accurate..." - HET Magazine - July 200*

*"...TomTom won the 'Always First' label and again also recorded the highest average speed of all the systems tested..." Naviconnect.." – March, 2009*

# Tele Atlas offering value added content

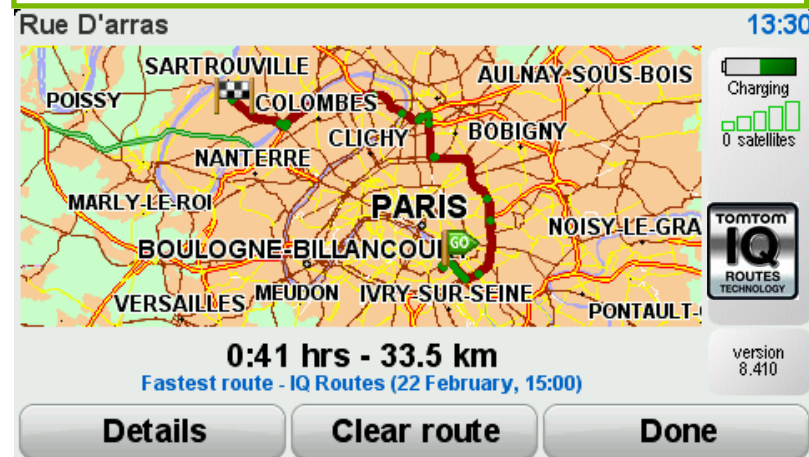
- Latest MultiNet release: higher quality, produced at lower cost
- Internet & Wireless revenue growing strongly
- Historical speed profiles: new standard in routing, over 50% of TomTom PNDs in Q2 contained IQ Routes technology

The normal route claims to take 37 minutes, but in reality it takes **50** minutes



TomTom route w/o IQ Routes™

The IQ Route takes **41** minutes, so it *saves* you **9** minutes



TomTom route with IQ Routes™



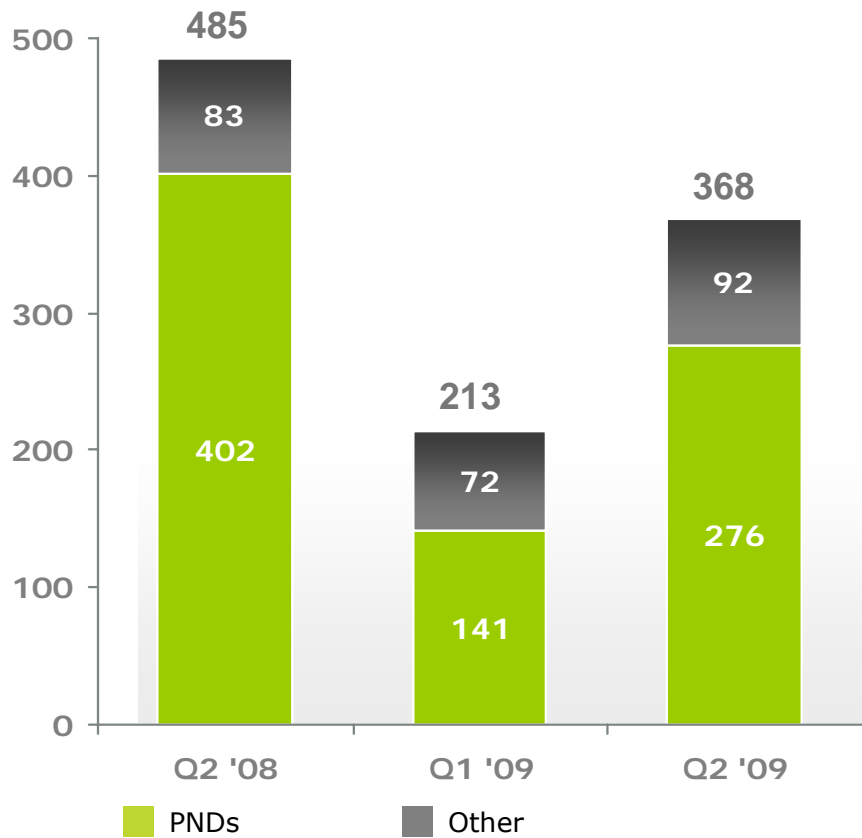
## AUTO delivering its promise

- Started shipping in April in new Renault Clio
- Positive reception by Renault and its customers
- Ramp up over next months for new models: Mégane, Scenic and Laguna

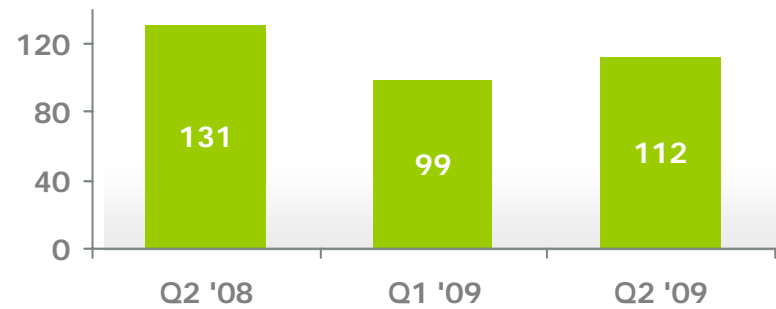


# Revenue analysis

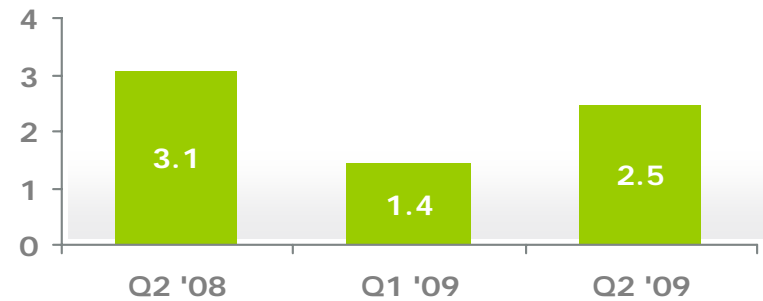
Revenue (in € millions)



ASP PNDs (in €)



Units PNDs (in millions)





# Earnings overview TomTom Group

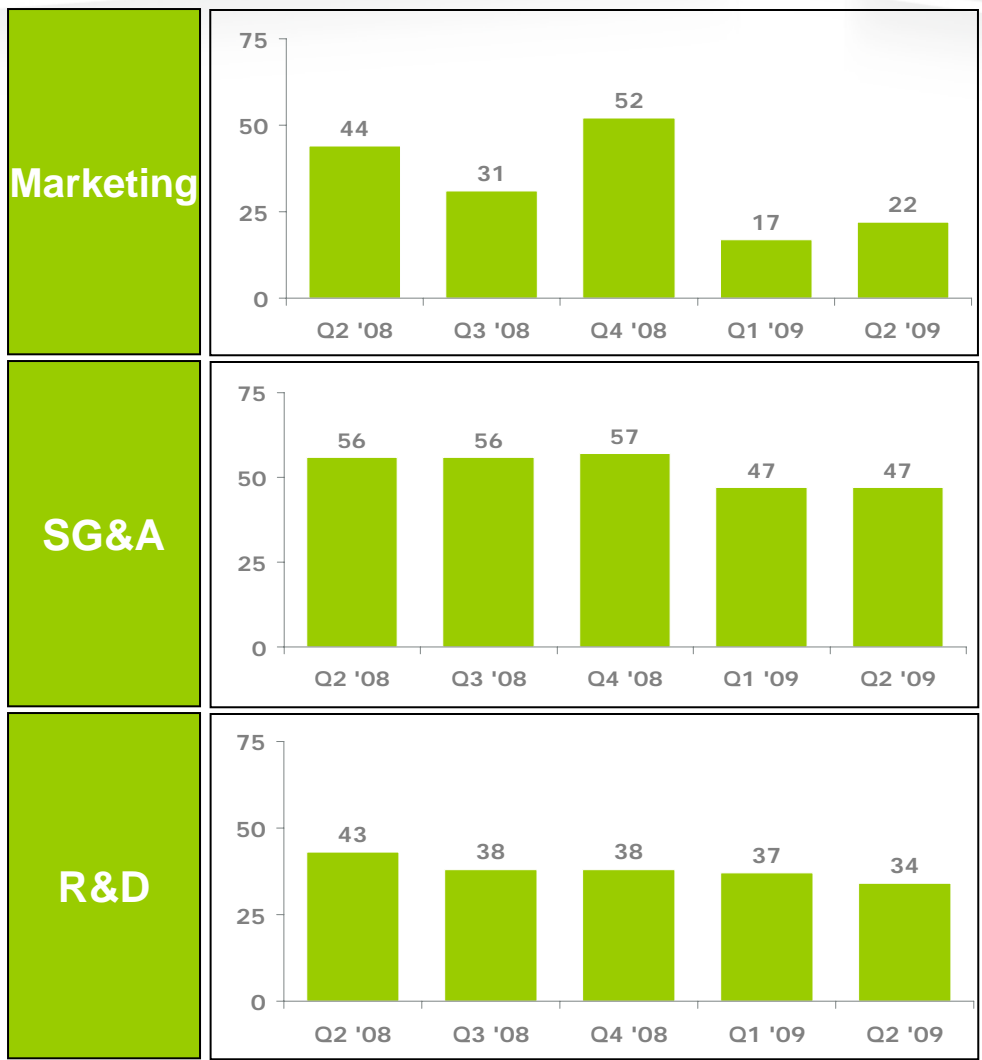
*(pro-forma and excluding restructuring charges)*

in € millions	Q2 '09	Q2 '08	Q1 '09
Gross result	188	243	107
<i>Gross margin</i>	51%	50%	50%
Operating expenses	(129)	(157)	(118)
Operating result	59	87	(11)
<i>Operating margin</i>	16%	18%	(5%)
Interest result	(15)	(24)	(17)
Other finance result	(17)	(2)	(16)
Result of associate	1	(1)	0
Result before tax	28	60	(44)
Taxation	(7)	(22)	11
Effective tax rate	24%	37%	26%
Net result	21	38	(33)
Diluted EPS* (in €)	0.14	0.25	(0.22)
Diluted adjusted* EPS (in €)	0.22	0.37	(0.13)

\* Share count is adjusted for shares issued in the equity offering. See appendix for adjusted share count.



# Cost cutting programme ahead of plan



## Q2 2009

- Operating expenses down €28 million to €129 million (pro forma Q2 '08: €157 million)

## H1 2009

- Operating expenses down €64 million to €247 million (pro forma Q2 '08: €311 million)
- Excluding one off stock compensation credit in Q2 '08 savings would have been €79 million

## FY 2009

- Continued focus on cost leading to raising cost savings target for full year 2009 to €90 million



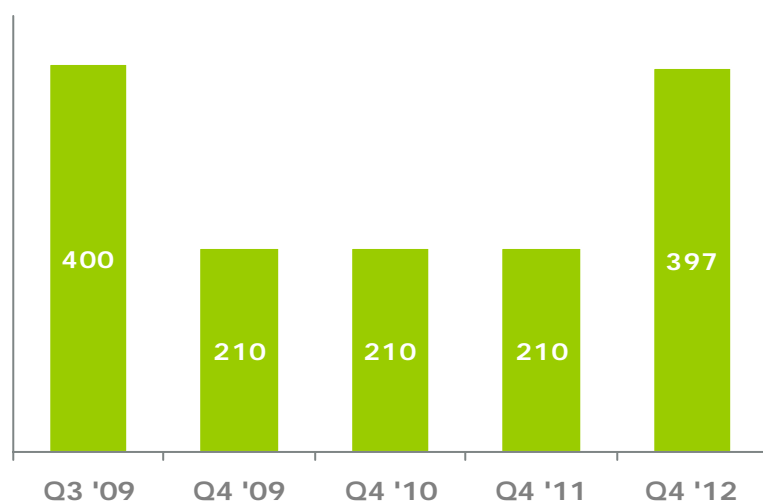
# Cash flow TomTom Group

in € millions	Q2 '09	Q2 '08	Q1 '09
Operating result	57	92	(16)
Depreciation and amortisation	29	13	26
Financial (losses)	(5)	(8)	(20)
Other	3	10	(9)
Changes in working capital	14	(51)	33
Cash generated from operations	98	55	13
Interest received	1	6	1
Interest paid	(3)	(7)	(31)
Tax received (paid)	1	(10)	(3)
Net cash flow from operating activities	96	44	(20)
Total cash flow used in investing activities	(12)	(1,791)	(32)
Total cash flow from financing activities	68	1,567	-
Net increase (decrease) in cash and cash equivalents	152	(180)	(52)

\* Includes the estimated effects of the private placement and rights issue

# The credit facility

Repayment schedule (in € million)



Pro forma borrowings (in € millions)	
Reported borrowings	1,394
Transaction costs netted with borrowings	32
<b>Contractual borrowings outstanding</b>	<b>1,427</b>
Private placement	71
Rights issue	359
<b>Gross proceeds from offering</b>	<b>430</b>
Estimated transaction costs equity offering	30
<b>Net proceeds from offering</b>	<b>400</b>
Proceeds to be received in Q3 2009	335
Cash balance on 30 June 2009	423
Finance leases	2
<b>Net borrowings</b>	<b>672</b>

Undrawn revolving credit facility €175 million

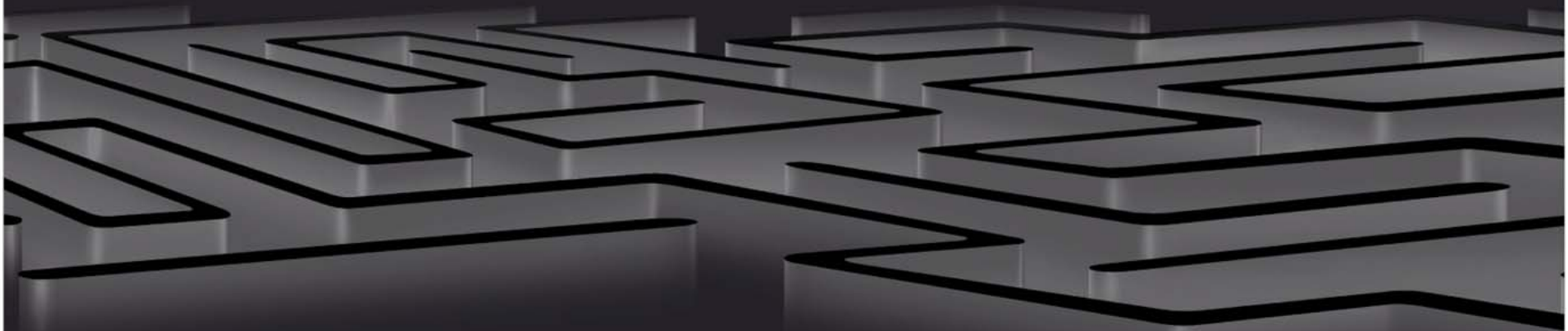
Covenant	2H 2009	1H 2010	2H 2010	1H 2011	2H 2011	1H 2012	2H 2012
Leverage ratio	3.50	3.50	3.00	2.50	2.00	2.00	2.00
Interest cover	4.50	4.50	5.00	5.00	5.00	5.00	5.00

## Balance sheet TomTom Group

in € millions	Q2 '09	FY '08	Q2 '09* pro forma
Goodwill	855	855	855
Intangible assets	992	1,011	992
Property, plant & equipment	46	53	46
Deferred tax assets	40	33	40
Investments	7	6	7
Inventories	64	145	64
Receivables, prepayments & financial instruments	291	342	291
Cash and equivalents	422	321	357
<b>Total assets</b>	<b>2,717</b>	<b>2,767</b>	<b>2,651</b>
Shareholders' equity	502	513	905
Provisions	103	113	103
Long-term liabilities	5	5	5
Deferred tax liability	226	229	226
Borrowings	1,394	1,388	991
Current liabilities (excl. provisions)	486	518	421
<b>Total equity and liabilities</b>	<b>2,717</b>	<b>2,767</b>	<b>2,651</b>



Questions?



# Outstanding Shares

Common shares outstanding end of Q1 2009	123,315,875
Common shares outstanding end of Q2 2009	124,819,979
<b>Average shares outstanding end of Q2 2009</b>	<b>124,438,375</b>
Share options as of end of Q1 2009	6,327,372
Exercised share options in Q2 2009	1,504,104
Granted share options Q2 2009	5,853,000
Average dilutive share options outstanding Q2 2009: 1,359,879 -/- 223,961 { <i>weighted average granted &amp; exercised options</i> }	1,135,918
Non dilutive share options: 1,135,918 * ( <i>exercise price</i> )/( <i>average share price</i> )	248,625
<i>Average shares outstanding from dilution of options</i> <sup>1</sup>	<i>887,293</i>
<b>Average fully diluted shares outstanding Q2 2009 (pre rights issue)</b>	<b>125,325,668</b>
Adjustment for rights issue (IAS 33.64 & IAS 33 app. A2)	1.21
<b>Average fully diluted shares outstanding Q2 2009 (post rights issue)</b>	<b>151,635,183</b>

<sup>1</sup> Average Q2 share price of €5.48



# Earnings per share adjustment post rights issue

	Q1 2008	Q2 2008	Q3 2008	Q4 2008	FY 2008	Q1 2009	Q2 2009
Reported net result attributable to the Group	7,256	51,647	57,704	(989,193)	(872,585)	(36,724)	19,933

<i>Average number of shares outstanding - pre rights issue</i>							
Basic (in 000s)	121,799	121,805	122,935	123,316	122,467	123,316	124,438
Diluted (in 000s)	125,870	124,503	124,673	124,640	123,465	124,599	125,326
EPS pre rights issue	0.06	0.42	0.47	(8.02)	(7.13)	(0.30)	0.16
Diluted EPS pre rights issue	0.06	0.41	0.46	(8.02)	(7.13)	(0.30)	0.16
Adj. diluted EPS post rights issue	0.09	0.47	0.57	0.67	1.81	(0.16)	0.27

<i>Average number of shares outstanding - post rights issue</i>							
Basic (in 000s)	147,368	147,375	148,742	149,203	148,176	149,203	150,561
Diluted (in 000s)	152,293	150,639	150,845	150,805	149,384	150,756	151,635
EPS post rights issue	0.05	0.35	0.39	(6.63)	(5.89)	(0.25)	0.13
Diluted EPS post rights issue	0.05	0.34	0.38	(6.63)	(5.89)	(0.25)	0.13
Adj. diluted EPS post rights issue	0.07	0.38	0.47	0.55	1.50	(0.13)	0.22