



# Investor presentation

Q2 2026





Location technology plays a crucial role in improving operations and products, helping customers **grow and innovate**



That is why the demand for location technology is **insatiable**, and requirements are high



TomTom provides the location technology that meets this demand, leveraging years of experience, advanced technology, and strong network effects to create a platform for **shared innovation** that enables us to **grow our market share**



# Insatiable market demand

Location technology is crucial for many use cases across all industries and sectors

**€15bn**

location technology market...



**Strong growth**

... of which

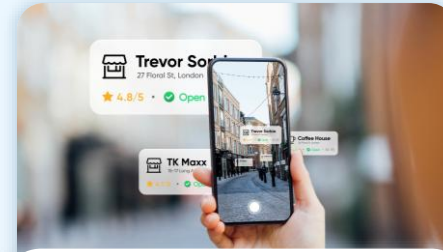
**€4bn**

directly addressable today

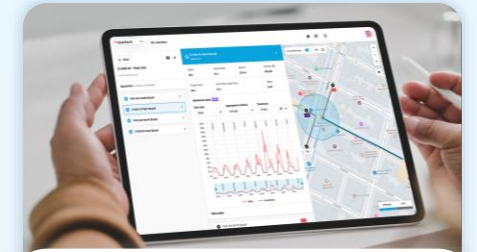
## A wide variety of use cases supported...



**Efficient movement of people and goods**  
Real-time asset tracking and dynamic routing



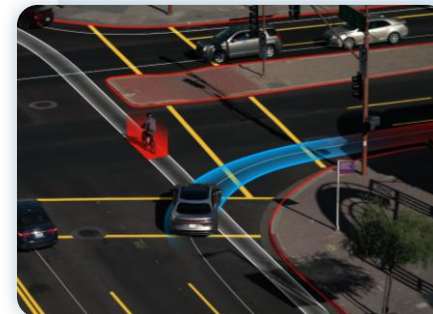
**Better exploration and discovery**  
Location-based recommendations, content, and pricing



**Location-informed decision-making**  
Maps for authorities, governments, insurers, and others

## ... with more coming into play over the mid- to long-term

**Self-driving and advanced safety**  
Vehicles increasingly rely on highly detailed, near real-time maps to support higher levels of autonomy



**Hundreds of adjacent use cases and future frontiers**  
From virtual reality, to AI-powered personal assistance and advanced robotics

# Why TomTom?

TomTom is uniquely positioned to meet the market's growing demands and requirements

## Established market position

- Known for flexible, cooperative approach, fostering innovation
- A **broad network of customers** across all market segments

Automotive

STELLANTIS

HYUNDAI  
MOTOR GROUP

VOLKSWAGEN  
GROUP

Supporting 65+  
brands in total

Enterprise

Microsoft

Uber

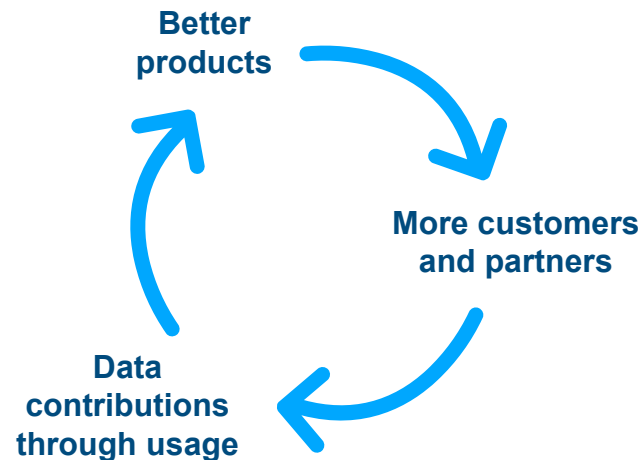
And  
many  
more

esri

alteryx

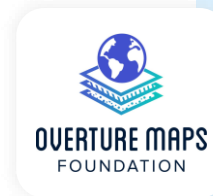
## Unique mapmaking technology

- A **platform** that ingests diverse data sources, incl. open and live data
- This creates **network effects**, leading to **versatile, valuable maps**



## Collaborative mapmaking approach

- We believe rising requirements can only be met through **standardization**
- Collaborating on interoperable map data reinforces **network effects**



Initiative to build interoperable, open map data on a common standard

Founded by

Microsoft Meta  
amazon tomtom

Joined by 30+ other companies

# Technology that meets markets demands

Our maps provide significant customer value-add, enabling market share growth

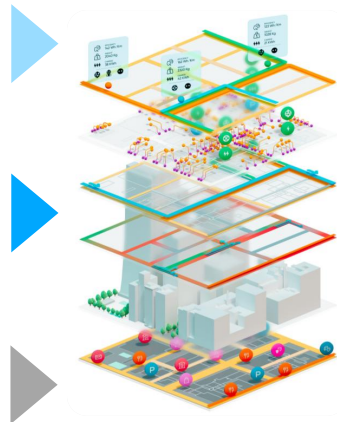
## Leveraging rich sources ...

- Our platform is **inherently compatible** with Overture's open data standard
- On top of the open data, we provide **proprietary value-add layers** and enable customers to add content and innovate

**Custom layers**, based on customer data

**Value-add layers**, such as Traffic or ADAS features, based on proprietary data

A stellar **base map**, based on open data



## ... to create versatile maps ...

- Our collaborative approach yields maps that include **fresher, richer detail** and **broader coverage**
- This makes the maps suitable for even the most advanced use cases



## ... that allow us to expand our market share in a growing market

Recent commercial success

C A R I A D  
A VOLKSWAGEN GROUP COMPANY

Uber **AECOM** **kapsch** >>>  **LOCUS**

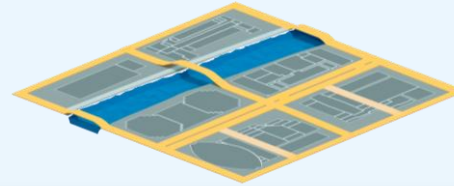
# Maps that become more valuable over time

Network effects accelerate the growth of our market share

## How we leverage network effects

- Customers and users share data, which our platform leverages to continuously improve our products
- This collaboration framework is broadened through Overture, with **companies sharing standardized data toward a greater good**
- As more companies join, **both quality and credibility rise**, as new users ascribe to a standard already adopted by so many others

## Examples of network effects at TomTom



### Base map

Leveraging Overture and OSM contributions



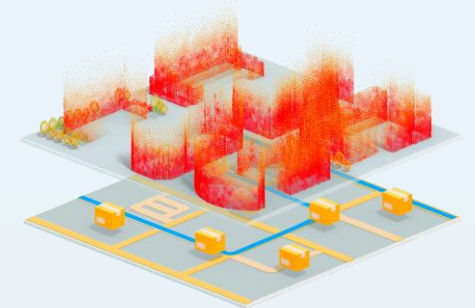
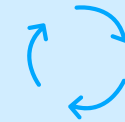
### Traffic

Generated through users' GPS probe data



### Advanced high-detail features (e.g., ADAS)

Made using sensor-derived observations from cars



### Shared and custom layers

Created by customers bringing in own data

# Differentiating from the competition

Our mapmaking technology and approach, reinforced by network effects, set us apart

## Concentrated playing field, due to high barriers of entry

### HERE

- Leading position in Automotive market
- Product legacy and backing from various OEMs

### Google

- Leading position in Enterprise market
- Focus on digital life integration, through APIs and SDKs

### Mapbox

- Focus on visualization toolset and APIs and SDKs

### Apple

- Focus on walled garden, maps not readily commercialized outside of it

### Other

- Niche, local players

## Our differentiators



### A true mapmaker

We provide proprietary, value-add map layers on top of a standardized base



### Standardization and collaboration take center stage

We leverage partnerships and network effects, a springboard for collaborative innovation



### Straightforward governance model

No undue influences on decision-making, allowing for flexibility on product roadmaps



### Pure-play

No ulterior, potentially competing business models, providing customers peace of mind

# Takeaways



## Insatiable demand for location technology

- The demand for location technology is insatiable, as it is critical to support existing and emerging use cases and help companies grow and innovate
- The multi-billion market for location technology is positioned for strong growth



## Unique value proposition

- Global, rich, and fresh maps created using a highly-automated mapmaking platform that ingests all relevant data, creating network effects
- Maps built on a standardized base, benefiting from open data contributions and additional credibility, accelerating network effects



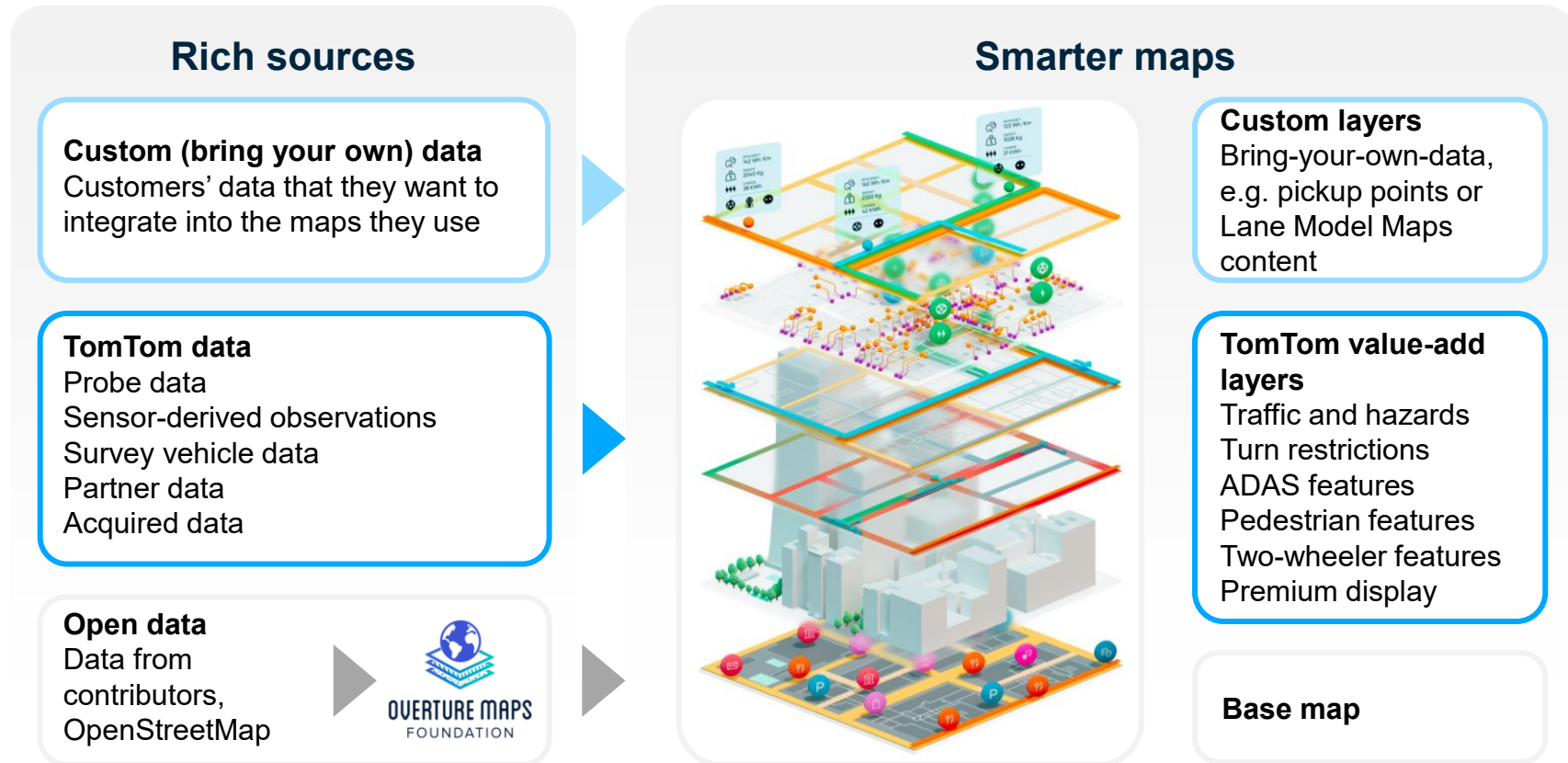
## Potential for operating leverage

- Market share gains translate into growing, high-margin revenues
- With growing revenues and limited incremental costs, operating leverage yields enhanced profitability and cash generation

# Appendix



# How we create smarter maps



- Our mapmaking platform is **inherently compatible** with the Overture Maps Foundation standard, and automatically ingests all relevant data, including data from the OpenStreetMap community
- On top of the open data, we provide **proprietary value-add layers** to create maps that answer all industry demands
- We aim to provide a **canvas** for customers and partners to build on and add content to

# Automotive customers

We provide maps, navigation, and traffic information to many carmakers, including\*:



Delivering maps, navigation software, and real-time traffic to power the built-in and app-based navigation experience across BMW Motorrad's entire, global motorcycle lineup



Powering Ford's connected vehicle system with real-time traffic globally



Powering the in-dash navigation experience with maps, real-time traffic and speed-camera information, supporting the entire European vehicle lineup of Hyundai, Kia, and Genesis



Supporting the digital cockpit platform with maps, navigation software, and connected services such as real-time traffic across Stellantis' 14 global brands, including Citroen, Dodge, Fiat, Jeep, Peugeot, Opel, and RAM



Supplying our location technology to enhance the in-vehicle experience across to smart's global line-up of intelligent electric vehicles



Providing advanced Orbis Maps and high-accuracy location data to CARIAD, powering automated-driving and navigation capabilities across future Volkswagen Group vehicles

... and more, serving over 75 brands in total

# Enterprise customers

We provide our location technology products to a broad variety of companies from different industries, such as\*:

alteryx

Supporting Alteryx' cloud- and location-based business analytics suites with location data and Maps APIs

BRIDGESTONE

Powering Bridgestone Mobility Solution's fleet management solution with full location technology stack

esri

Delivering global map and traffic data to Esri's comprehensive geospatial platform to enhance location intelligence

IFS

Providing precise maps, traffic data, and routing to power IFS's optimized planning and scheduling

Microsoft

Powering location-based services across Microsoft's solutions and collaborating on product innovation

STREETLIGHT  
Big Data for Mobility

Delivering traffic data to help inform transportation and infrastructure projects of all kinds with accurate insights

Uber

Providing maps and traffic data to power Uber's global platform

... and many more, incl. recently announced deals with

miovision

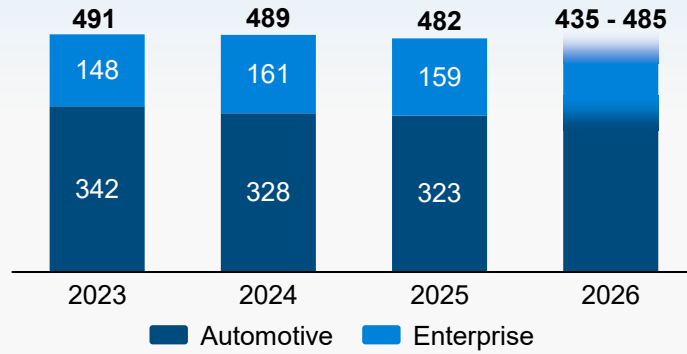
AECOM

kapsch >>>

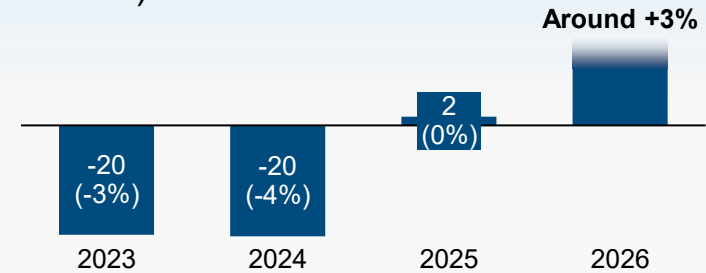
LOCUS

# Financial profile

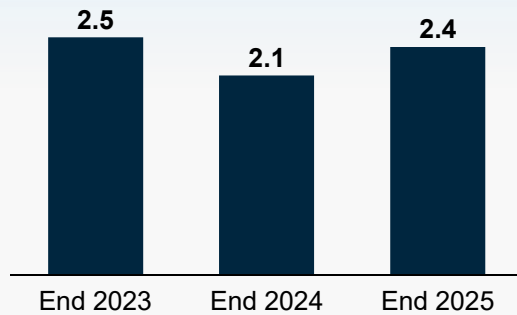
**Location Technology revenue**  
(in € millions)



**Operating results (operating margin)**  
(in € millions)



**Automotive backlog<sup>1</sup>**  
(in € billions)



**€248m**

net cash at the  
end of Q1 '26

**No debt**

# P&L

(€ in thousands)	Q4 '24	Q1 '25	Q2 '25	Q3 '25	Q4 '25	Q1 '26
Automotive	79,342	79,675	86,356	79,545	77,313	75,731
Enterprise	42,907	41,791	39,884	38,715	38,540	38,471
<b>Location Technology</b>	<b>122,249</b>	<b>121,466</b>	<b>126,240</b>	<b>118,260</b>	<b>115,853</b>	<b>114,202</b>
Consumer	19,990	18,938	19,958	18,624	15,350	14,953
<b>Revenue</b>	<b>142,239</b>	<b>140,404</b>	<b>146,198</b>	<b>136,884</b>	<b>131,203</b>	<b>129,155</b>
Cost of sales	(17,885)	(17,241)	(17,889)	(14,771)	(14,230)	(12,714)
<b>Gross profit</b>	<b>124,354</b>	<b>123,163</b>	<b>128,309</b>	<b>122,113</b>	<b>116,973</b>	<b>116,441</b>
<i>Gross margin</i>	87%	88%	88%	89%	89%	90%
Research and development expenses - Geographic data	(45,690)	(36,944)	(36,141)	(33,980)	(37,481)	(33,149)
Research and development expenses - Application layer	(46,736)	(47,437)	(53,171)	(47,418)	(37,597)	(40,779)
Sales and marketing expenses	(16,930)	(11,821)	(12,815)	(10,565)	(12,744)	(10,030)
General and administrative expenses <sup>1</sup>	(21,067)	(21,244)	(45,998)	(21,736)	(21,825)	(18,716)
<b>Total operating expenses</b>	<b>(130,423)</b>	<b>(117,446)</b>	<b>(148,125)</b>	<b>(113,699)</b>	<b>(109,647)</b>	<b>(102,674)</b>
<b>Operating result (EBIT)</b>	<b>(6,069)</b>	<b>5,717</b>	<b>(19,816)</b>	<b>8,414</b>	<b>7,326</b>	<b>13,767</b>
<i>EBIT margin</i>	(4%)	4%	(14%)	6%	6%	11%
Financial result	1,450	(22)	(752)	1,917	105	1,997
<b>Result before tax</b>	<b>(4,619)</b>	<b>5,695</b>	<b>(20,568)</b>	<b>10,331</b>	<b>7,431</b>	<b>15,764</b>
Income tax (expense)/gain	(1,107)	(2,681)	(3,064)	(1,233)	(2,307)	(2,100)
<b>Net result<sup>2</sup></b>	<b>(5,726)</b>	<b>3,014</b>	<b>(23,632)</b>	<b>9,098</b>	<b>5,124</b>	<b>13,664</b>

<sup>1</sup> Q2 '25 and Q4 '25 include a restructuring charge of respectively €25 million and €1 million.

<sup>2</sup> Net result is fully attributable to equity holders of the parent.

# Balance sheet

(€ in thousands)	31-Dec-24	31-Mar-25	30-Jun-25	30-Sep-25	31-Dec-25	31-Mar-26
Goodwill	192,294	192,294	192,294	192,294	192,294	192,294
Intangible assets	2,233	9,678	16,935	23,666	31,955	42,075
Other contract related assets	30,899	32,482	29,871	32,783	34,036	34,074
Lease assets, PP&E and other assets	64,417	61,067	58,864	55,112	55,709	56,621
Inventories	13,311	12,687	10,770	9,817	9,548	8,963
Trade receivables	78,538	83,723	62,291	55,302	64,875	62,375
Unbilled receivables	48,441	39,070	38,908	36,281	38,090	35,715
Prepayments and other receivables	30,632	33,709	29,092	26,131	26,879	30,354
Cash and cash equivalents and fixed-term deposits	263,653	257,152	266,530	266,945	262,802	248,058
<b>TOTAL ASSETS</b>	<b>724,418</b>	<b>721,862</b>	<b>705,555</b>	<b>698,331</b>	<b>716,188</b>	<b>710,529</b>
Total equity	138,847	142,991	119,701	131,421	139,617	145,431
Lease liability	43,516	41,387	41,097	38,622	40,347	42,327
Provisions	20,399	19,182	43,763	22,418	23,681	21,867
Trade payables	21,168	15,019	14,713	15,181	10,036	12,298
Deferred revenue	432,483	434,421	421,348	411,446	424,082	421,941
Other contract related liabilities	14,282	12,527	13,891	8,555	11,743	7,778
Income taxes	1,881	2,155	1,989	1,970	760	910
Accruals and other liabilities	51,842	54,180	49,053	68,718	65,922	57,977
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>724,418</b>	<b>721,862</b>	<b>705,555</b>	<b>698,331</b>	<b>716,188</b>	<b>710,529</b>

# Cash flow

(€ in thousands)	Q4 '24	Q1 '25	Q2 '25	Q3 '25	Q4 '25	Q1 '26
Operating result	(6,069)	5,717	(19,816)	8,414	7,326	13,767
Foreign exchange adjustments	(50)	(729)	(1,705)	(105)	(963)	560
Depreciation and amortization	8,923	4,616	4,515	4,350	4,511	4,544
Change in provisions	(4,117)	(1,155)	24,276	(21,157)	496	(1,366)
Other	1,109	2,921	3,299	3,642	3,310	3,125
Changes in working capital:	(2,091)	(4,487)	13,790	16,033	(4,495)	(9,703)
<b>Cash flow from operations</b>	<b>(2,295)</b>	<b>6,883</b>	<b>24,359</b>	<b>11,177</b>	<b>10,185</b>	<b>10,927</b>
Interest (paid) / received	2,117	1,112	1,360	1,292	1,200	170
Corporate income taxes paid	(2,638)	(2,247)	(3,446)	(2,087)	(2,881)	(1,694)
<b>Cash flow from operating activities</b>	<b>(2,816)</b>	<b>5,748</b>	<b>22,273</b>	<b>10,382</b>	<b>8,504</b>	<b>9,403</b>
<b>Cash flow from investing activities</b>	<b>(4,166)</b>	<b>(1,307)</b>	<b>(19,886)</b>	<b>(6,982)</b>	<b>19,567</b>	<b>(9,318)</b>
<b>Cash flow from financing activities</b>	<b>(2,447)</b>	<b>(2,457)</b>	<b>(2,120)</b>	<b>(2,385)</b>	<b>(3,305)</b>	<b>(12,819)</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>(9,429)</b>	<b>1,984</b>	<b>267</b>	<b>1,015</b>	<b>24,766</b>	<b>(12,734)</b>

## Additional information:

### Free cash flow

Cash flow from operating activities	(2,816)	5,748	22,273	10,382	8,504	9,403
Investments in intangible assets	—	(7,756)	(7,547)	(7,013)	(8,560)	(10,383)
Investments in property, plant and equipment	(2,293)	(955)	(863)	(528)	(975)	(1,086)
<b>Free cash flow</b>	<b>(5,109)</b>	<b>(2,963)</b>	<b>13,863</b>	<b>2,841</b>	<b>(1,031)</b>	<b>(2,066)</b>
% of revenue	(4%)	(2%)	9%	2%	(1%)	(2%)
Restructuring-related cash flow <sup>1</sup>	—	—	—	13,788	5,142	3,148
<b>Free cash flow excluding restructuring</b>	<b>(5,109)</b>	<b>(2,963)</b>	<b>13,863</b>	<b>16,629</b>	<b>4,111</b>	<b>1,082</b>
% of revenue	(4%)	(2%)	9%	12%	3%	1%

<sup>1</sup> Restructuring-related cash flows are related to the organizational realignment announced in June 2025.

# Shareholder structure and outstanding shares

## Major shareholder structure

	Number of shares	% of total
Harold Goddijn	16,135,261	12.9%
Corinne Vigreux	15,520,212	12.4%
Peter-Frans Pauwels	14,702,530	11.8%
Pieter Geelen	14,140,030	11.3%
<b>Total founders</b>	<b>60,498,033</b>	<b>48.4%</b>
Free float	62,437,019	49.9%
Treasury shares <sup>1</sup>	2,064,948	1.7%
<b>Total shares outstanding</b>	<b>125,000,000</b>	<b>100.0%</b>

Date as of 31 March 2026

<sup>1</sup> Treasury shares are related to TomTom's [share buyback program](#)

## Outstanding shares

	Q1 '26
Common shares outstanding at the end of the period	125,000,000
Shares in issue at the beginning of the period	124,494,163
Shares in issue at the end of the period	122,935,052
<b>Average shares in issue during the period<sup>1</sup></b>	<b>123,751,584</b>
<b>Average shares outstanding from dilution of RSUs and PSUs</b>	<b>4,370,120</b>
<b>Average fully diluted shares outstanding during the period<sup>2</sup></b>	<b>128,121,704</b>

Date as of 31 March 2026

<sup>1</sup> Shares held in treasury of 2,064,948 are taken into account when calculating the weighted average shares outstanding

<sup>2</sup> The average share price for the quarter was €5.48

# Important notice

## DISCLAIMER

This document contains certain forward-looking statements with respect to the financial position and results of TomTom's activities. We have based these forward-looking statements on our current expectations and projections about future events, including numerous assumptions regarding our present and future business strategies, operations and the environment in which we will operate in the future. These forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in the forward-looking statements, and you should not place undue reliance on them. Many of these risks and uncertainties relate to factors that are beyond TomTom's ability to control or estimate precisely, such as levels of customer spending in major economies, changes in consumer preferences, the performance of the financial markets, the levels of marketing and promotional expenditures by TomTom and its competitors, costs of raw materials, employee costs, exchange-rate and interest-rate fluctuations, changes in tax rates, changes in law, acquisitions or disposals, the rate of technological changes, political developments in countries where TomTom operates and the risk of a downturn in the market. Statements regarding market share, including TomTom's competitive position, contained in this document are based on outside sources such as specialized research institutes, industry and dealer panels in combination with management estimates. The forward-looking statements contained herein speak only as of the date they are made. We do not assume any obligation to update any public information or forward-looking statement in this document to reflect events or circumstances after the date of this document, except as may be required by applicable laws.

You will be solely responsible for your own assessment of the market and the market position of TomTom and you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of TomTom's business. This document does not constitute or form part of, and should not be constructed as, an offer or invitation to subscribe for or purchase any TomTom securities.

## Non-GAAP measures

The financial information in this report includes measures, which are not defined by generally accepted accounting principles (GAAP) such as IFRS. We believe this information, along with comparable GAAP measurements, gives insight to investors because it provides a basis for evaluating our operational performance. Non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information presented in compliance with GAAP. Wherever appropriate and practical, we provide reconciliations to relevant GAAP measures.

**Operational revenue** is IFRS revenue adjusted for the movement of gross deferred revenue

**Gross margin** is calculated as gross profit divided by IFRS revenue

**EBIT** is equal to the operating result

**Operating (EBIT) margin** is calculated as operating result divided by IFRS revenue

**Net cash** is defined as our cash and cash equivalents, plus cash held in fixed term deposits

**Free cash flow** is cash from operating activities minus investments in intangible assets and property, plant and equipment and excluding the restructuring payments related to the organizational realignment announced in June 2025



**TomTom NV**  
**De Ruijterkade 154**  
**1011 AC Amsterdam**  
**The Netherlands**

[ir@tomtom.com](mailto:ir@tomtom.com)

+31 20 757 5194

[www.tomtom.com](http://www.tomtom.com)

