



Q2 2024 Results

Harold Goddijn – CEO

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Growing traction in Enterprise



uses TomTom Orbis Maps to support strategic policy and operations



integrates TomTom Traffic to power ride-hailing and food delivery worldwide



Microsoft

works with TomTom Orbis Maps to support diverse location-based features across the Microsoft product suite

MOODY'S

selected TomTom location data to improve risk management solutions

Qualcomm

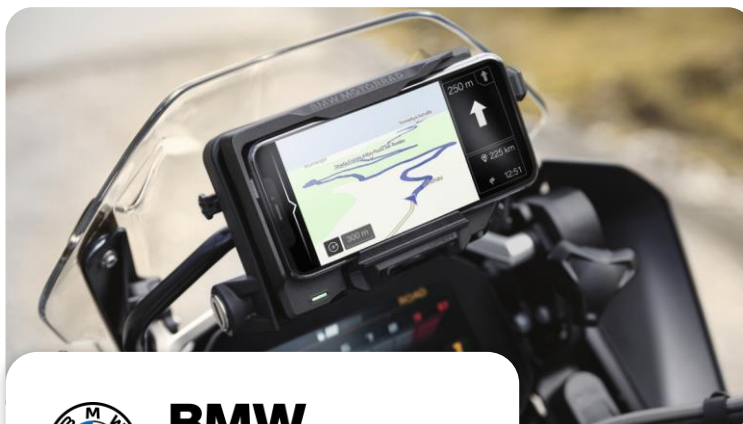
relies on TomTom maps to power its new asset tracking platform

Innovation in Automotive



**VOLKSWAGEN
GROUP**

Launch of the first models featuring the navigation solution CARIAD and TomTom co-developed



 **BMW
MOTORRAD**

Extended collaboration to supply our full navigation stack to BMW Motorrad's global lineup of motorcycles



Long-term industry trends support deeper integration and higher take rates for digital maps

Financial highlights for the quarter

- Group revenue of €152m (€157m in Q2 '23)
- Location Technology revenue of €129m (€128m in Q2 '23)
- Automotive operational revenue of €89m (€90m in Q2 '23)
- Free cash flow¹ was an outflow of €5m (inflow of €3m in Q2 '23)
- Net cash of €258m (€315m at the end of Q4 '23)

¹ Free cash flow in Q2 '23 excludes restructuring charges related to the Maps realignment announced in June 2022



Outlook

in € million	Updated outlook 2024	Previous outlook 2024	Actual 2023
Group revenue	570 – 610	570 – 610	585
Location Technology revenue	490 – 520	490 – 520	491
FCF ¹ as % of Group revenue	1% – 5%	> 5%	5%

In light of automotive industry developments and longer-than-anticipated sales cycles in Enterprise, we are not yet able to realize our financial ambition by 2025

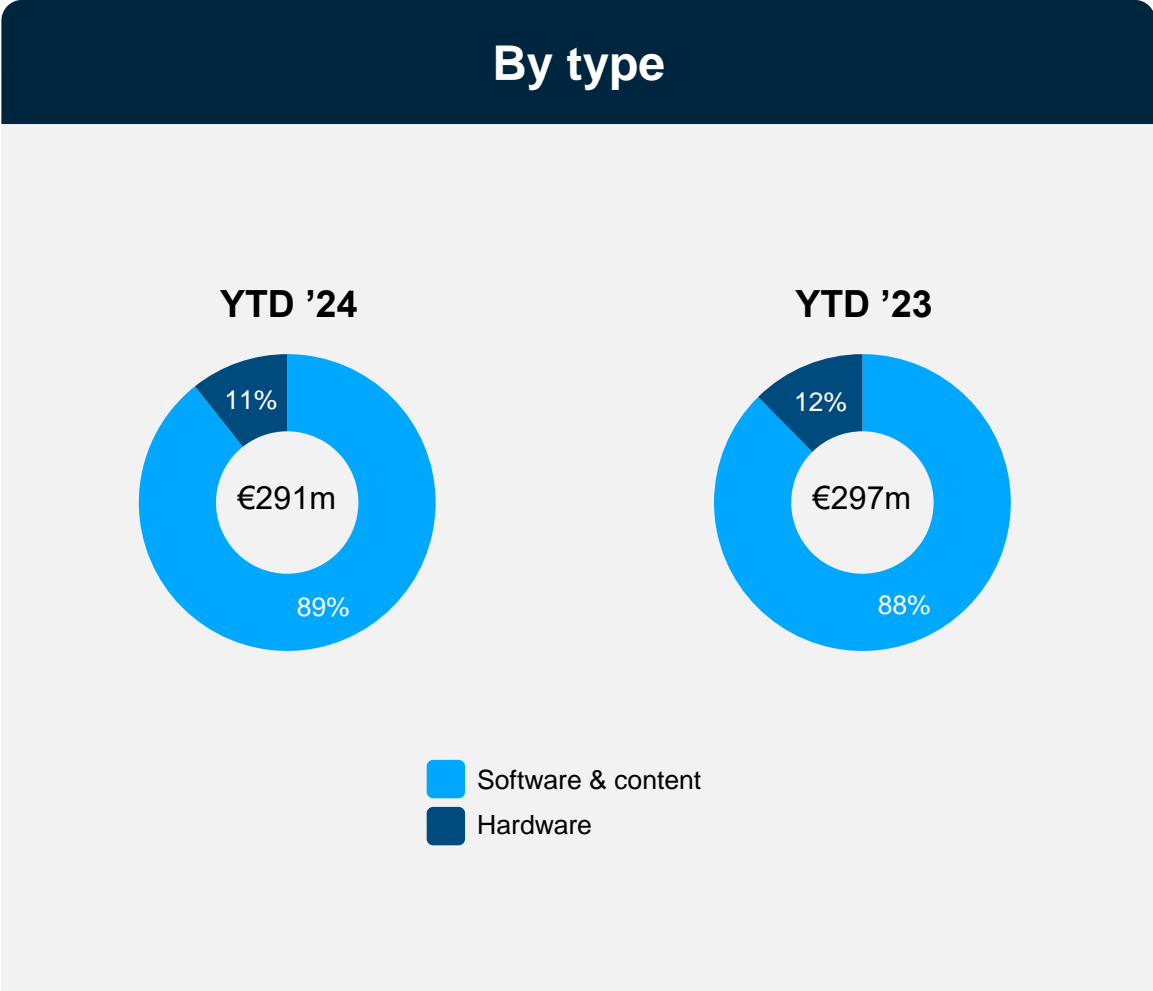
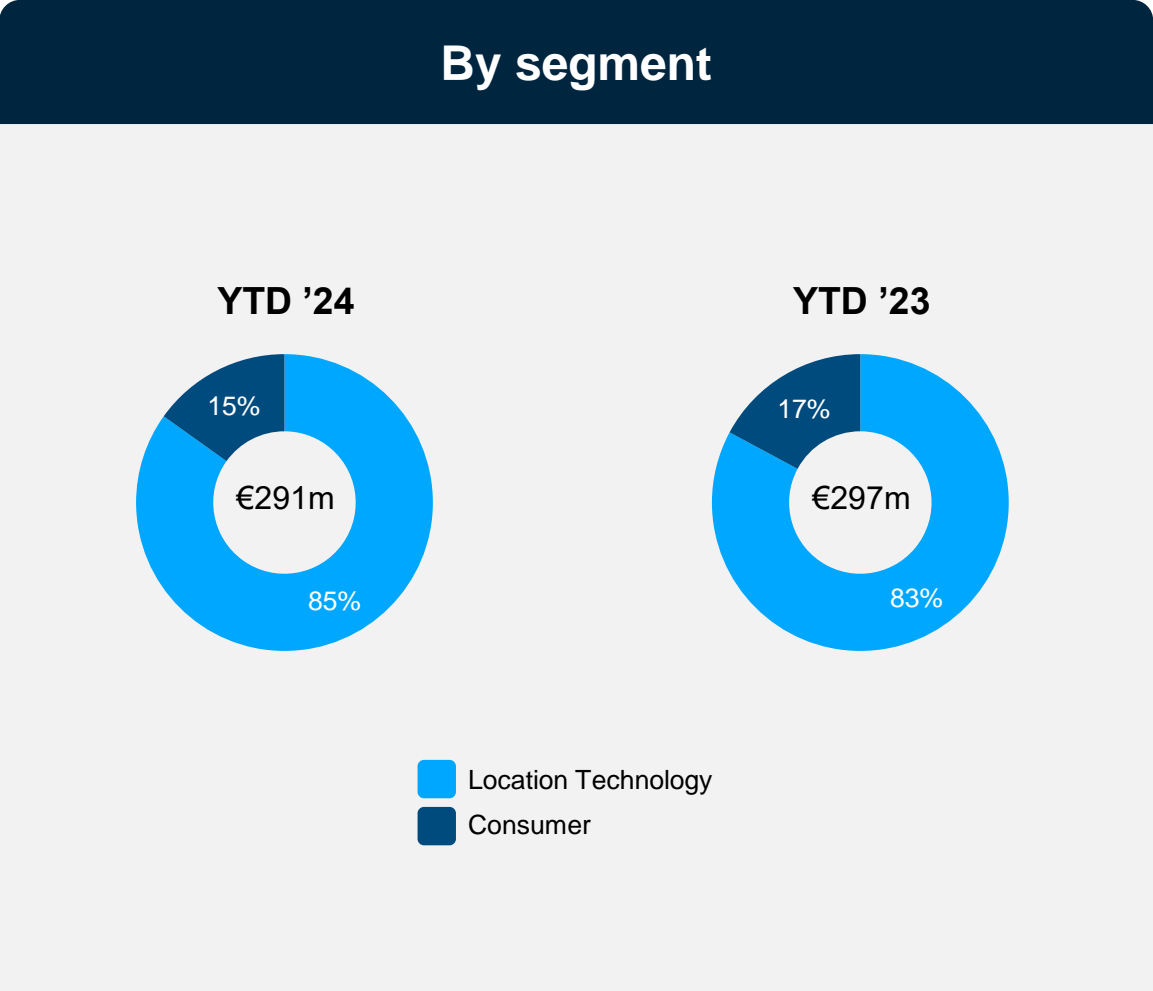
¹ Free cash flow in 2023 excludes restructuring charges related to the Maps realignment announced in June 2022



Thank you
Any questions?



Revenue breakdown



Balance sheet

(€ in thousands)	31-Mar-23	30-Jun-23	30-Sep-23	31-Dec-23	31-Mar-24	30-Jun-24
Goodwill	192,294	192,294	192,294	192,294	192,294	192,294
Intangible assets	36,534	30,427	25,170	20,275	15,828	11,392
Other contract related assets	32,806	34,632	33,478	35,019	36,811	27,742
Lease assets, PP&E and other assets	53,579	70,557	71,268	70,143	69,111	67,835
Inventories	14,002	12,550	14,140	14,823	15,105	11,666
Trade receivables	69,192	76,470	77,096	69,156	73,473	73,089
Unbilled receivables	46,177	51,589	47,458	42,778	43,768	48,322
Prepayments and other receivables	37,309	33,260	26,117	36,209	40,783	35,877
Cash and cash equivalents and fixed-term deposits	321,249	316,059	325,427	315,194	283,857	258,123
TOTAL ASSETS	803,142	817,838	812,448	795,891	771,030	726,340
Total equity	206,815	208,014	202,829	181,588	159,654	143,086
Deferred tax liability	1,281	692	427	1,040	1,403	757
Lease liability	33,897	50,166	48,139	46,713	47,079	46,929
Provisions	25,022	24,628	25,051	25,720	22,342	20,803
Trade payables	10,981	16,575	10,471	21,168	17,794	11,399
Deferred revenue	441,802	437,947	439,908	433,230	442,175	436,633
Other contract related liabilities	18,644	20,100	19,715	17,078	15,731	13,494
Income taxes	2,986	2,406	3,012	1,594	1,812	2,836
Accruals and other liabilities	61,714	57,310	62,896	67,760	63,040	50,403
TOTAL EQUITY AND LIABILITIES	803,142	817,838	812,448	795,891	771,030	726,340

P&L

(€ in thousands)	Q1 '23	Q2 '23	Q3 '23	Q4 '23	Q1 '24	Q2 '24	H1 '24	H1 '23
Automotive	81,120	90,898	82,476	87,806	83,257	87,337	170,594	172,018
Enterprise	36,905	37,296	36,760	37,403	35,345	41,402	76,747	74,201
Location Technology	118,025	128,194	119,236	125,209	118,602	128,739	247,341	246,219
Consumer	22,693	28,355	24,878	18,170	20,683	23,440	44,123	51,048
Revenue	140,718	156,549	144,114	143,379	139,285	152,179	291,464	297,267
Cost of sales	20,025	27,281	25,175	16,511	18,954	31,132	50,086	47,307
Gross profit	120,693	129,268	118,939	126,868	120,331	121,047	241,378	249,960
<i>Gross margin</i>	86 %	83 %	83 %	88 %	86 %	80 %	83 %	84 %
Research and development expenses - Geographic data	42,180	45,798	43,661	42,957	43,018	43,904	86,922	87,977
Research and development expenses - Application layer	42,461	49,410	47,263	45,485	45,908	46,270	92,178	91,871
Sales and marketing expenses	12,982	14,158	14,180	15,760	13,642	14,905	28,547	27,140
General and administrative expenses	20,423	23,459	22,573	33,026	22,677	21,166	43,843	43,882
Total operating expenses	118,046	132,825	127,677	137,228	125,245	126,245	251,490	250,870
Operating result (EBIT)	2,647	-3,557	-8,738	-10,360	-4,914	-5,198	-10,112	-910
<i>EBIT margin</i>	2 %	-2 %	-6 %	-7 %	-4 %	-3 %	-3 %	-0.3 %
Financial result	1,598	699	3,371	332	2,843	2,438	5,281	2,299
Result before tax	4,245	-2,858	-5,367	-10,028	-2,071	-2,760	-4,831	1,389
Income tax (expense)/gain	-1,272	-1,597	-2,523	-1,608	-2,797	448	-2,349	-2,870
Net result¹	2,973	-4,455	-7,890	-11,636	-4,868	-2,312	-7,180	-1,481

¹ Net result is fully attributable to equity holders of the parent.

Cash flow

(€ in thousands)	Q1 '23	Q2 '23	Q3 '23	Q4 '23	Q1 '24	Q2 '24	H1 '24	H1 '23
Operating result	2,647	-3,557	-8,738	-10,360	-4,914	-5,198	-10,112	-910
Foreign exchange adjustments	38	-1,027	1,118	-1,343	883	568	1,451	-989
Depreciation and amortization	12,508	11,180	9,837	10,091	8,905	8,870	17,775	23,688
Change in provisions	-455	-697	308	-1,754	-371	-1,513	-1,884	-1,152
Other	2,401	3,810	2,627	3,622	2,786	3,651	6,437	6,211
Changes in working capital:	-7,853	-7,886	11,104	7,960	-15,813	-10,927	-26,740	-15,739
Cash flow from operations	9,286	1,823	16,256	8,216	-8,524	-4,549	-13,073	11,109
Interest (paid) / received	1,109	2,005	2,257	2,574	2,393	2,147	4,540	3,114
Corporate income taxes paid	-2,587	-3,620	-2,197	-2,427	-2,434	-1,158	-3,592	-6,207
Cash flow from operating activities	7,808	208	16,316	8,363	-8,565	-3,560	-12,125	8,016
Cash flow from investing activities	-47,159	101,140	-112,446	4,911	2,586	18,160	20,746	53,981
Cash flow from financing activities	-3,456	-2,745	-2,918	-14,339	-22,032	-20,945	-42,977	-6,201
Net increase/(decrease) in cash and cash equivalents	-42,807	98,603	-99,048	-1,065	-28,011	-6,345	-34,356	55,796
Additional information:								
Free cash flow								
Cash flow from operating activities	7,808	208	16,316	8,363	-8,565	-3,560	-12,125	8,016
Investments in intangible assets	0	0	0	0	0	0	0	0
Investments in property, plant and equipment	-1,371	-2,868	-4,337	-3,281	-851	-1,123	-1,974	-4,239
Free cash flow	6,437	-2,660	11,979	5,082	-9,416	-4,683	-14,099	3,777
% of revenue	5%	-2%	8%	4%	-7%	-3%	-5%	1%
Restructuring-related cash flow ¹	4,043	5,792	944	399	0	0	0	9,835
Free cash flow excluding restructuring	10,480	3,132	12,923	5,481	-9,416	-4,683	-14,099	13,612
% of revenue	7%	2%	9%	4%	-7%	-3%	-5%	5%

¹ Restructuring-related cash flows are related to the Maps realignment announced in June 2022.

Outstanding shares

	Q2 '24	YTD '24
Common shares outstanding at the end of the period	132,366,672	132,366,672
Shares in issue at the beginning of the period	124,930,566	127,649,310
Shares in issue at the end of the period	122,759,759	122,759,759
Average shares in issue during the period¹	123,920,662	125,139,073 [A]
Average shares outstanding from dilution of restricted stock units	2,804,670	3,316,766 [B]
Average fully diluted shares outstanding during the period²	126,725,332	128,455,839 [A+B]

¹ Shares held in treasury of 9,606,913 are taken into account when calculating the weighted average shares outstanding.

² The average share price for the first half of the year was €6.44. The average share price for the quarter was €5.93.

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

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 (excluding restructuring) minus investments in intangible assets and property, plant and equipment

Gross deferred revenue is deferred revenue before the netting of unbilled receivables



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