

Changes to financial reporting

TomTom updates segment revenue reporting in line with automotive strategy

As of Q1 2014, TomTom will make some changes to its reporting as follows:

- The hardware component of sales to automotive clients will be reported in *Consumer* instead of in *Automotive* in order to clearly identify automotive revenue which comes from content and software. This is the main change. Additionally, due to client portfolio redistribution a minor amount of revenue will be moved from *Licensing* to *Automotive*;
- *Stock compensation* costs will be included in R&D, Marketing and SG&A expenses and no longer separately disclosed in line with best practice.

For comparison purposes only, restated 2013 figures on a full year basis are presented in the table below:

(€ in millions)	FY '13 OLD	restate	FY '13 NEW
Consumer	567.0	+84.8	651.8
Automotive	192.4	-81.5	110.9
Licensing	119.4	-3.3	116.0
Business Solutions	84.6	-	84.6
REVENUE	963.5		963.5
Research and development expenses	165.4	+2.7	168.2
Amortisation of technology and databases	81.4	-	81.4
Marketing expenses	62.6	+0.2	62.8
Selling, general and administrative expenses	178.3	+5.0	183.3
Stock compensation	8.0	-8.0	
TOTAL OPERATING EXPENSES	495.7		495.7

Totals are based on non-rounded figures.

The quarterly figures and the restated half and full year segment EBIT figures for 2013 are attached.

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For more information

TomTom Investor Relations

ir@tomtom.com

+31 20 757 5194

Appendix A – restated quarterly figures for comparison purposes only

(€ in millions)	Q1 '13 OLD	restate	Q1 '13 NEW	Q2 '13 OLD	restate	Q2 '13 NEW
Consumer	101.2	+22.3	123.6	148.9	+22.7	171.6
Automotive	50.7	-21.7	29.0	52.1	-21.8	30.3
Licensing	30.2	-0.6	29.6	29.4	-0.9	28.6
Business Solutions	19.4	-	19.4	19.9	-	19.9
REVENUE	201.6		201.6	250.2		250.2
Research and development expenses	38.2	+0.8	39.0	43.6	+0.8	44.4
Amortisation of technology and databases	18.9	-	18.9	19.4	-	19.4
Marketing expenses	10.7	+0.1	10.7	11.2	+0.1	11.3
Selling, general and administrative expenses	43.2	+0.6	43.8	43.6	+1.5	45.1
Stock compensation	1.5	-1.5		2.3	-2.3	
TOTAL OPERATING EXPENSES	112.4		112.4	120.2		120.2

Totals are based on non-rounded figures.

(€ in millions)	Q3 '13 OLD	restate	Q3 '13 NEW	Q4 '13 OLD	restate	Q4 '13 NEW
Consumer	151.4	+18.8	170.3	165.4	+21.0	186.4
Automotive	43.7	-17.8	25.9	45.9	-20.2	25.8
Licensing	27.7	-1.0	26.7	32.1	-0.9	31.2
Business Solutions	21.2	-	21.2	24.1	-	24.1
REVENUE	244.0		244.0	267.5		267.5
Research and development expenses	40.3	+0.8	41.1	43.3	+0.3	43.7
Amortisation of technology and databases	21.0	-	21.0	22.2	-	22.2
Marketing expenses	12.8	+0.1	12.8	27.9	-	27.9
Selling, general and administrative expenses	46.2	+2.8	49.0	45.3	+0.2	45.5
Stock compensation	3.7	-3.7		0.5	-0.5	
TOTAL OPERATING EXPENSES	123.9		123.9	139.2		139.2

Totals are based on non-rounded figures.

Appendix B – restated segment EBIT figures for comparison purposes only

(€ in millions)	H1 '13 OLD	restate	H1 '13 NEW	FY '13 OLD	restate	FY '13 NEW
Consumer	10.5	+0.6	11.1	25.7	+7.6	33.2
Automotive	-2.9	-1.5	-4.4	-0.6	-11.1	-11.8
Licensing	-5.1	-0.4	-5.5	-13.3	+2.4	-10.9
Business Solutions	11.9	+1.3	13.2	24.8	+1.2	26.0
Unallocated expenses	-6.7	-	-6.7	-11.0	-	-11.0
EBIT	7.7		7.7	25.5		25.5

Totals are based on non-rounded figures.