

## TomTom reports first quarter 2011 results

### Financial highlights Q1 2011

- Revenue of €265 million compared to €268 million in Q1 2010
- Automotive revenue grew by 53% to €60 million
- Content and services grew to 36% of total revenue
- Gross margin of 53% and EBIT margin of 7%
- Net result of €11 million compared to €3 million in Q1 2010
- New banking facilities in place until 2016

### Operational highlights Q1 2011

- LIVE Services announced and new models launched in US
- Nike+ SportWatch GPS well received
- First LIVE Services subscriptions sold by OEM customers
- Blue&Me TomTom LIVE extended to the Lancia Ypsilon
- Traffic Stats portal launched for the GIS market
- 5" (13 cm) PRO range launched for the professional market

### Outlook full year 2011

- Revenue guidance reduced to between €1,425 and 1,475 million
- EPS guidance unchanged; broadly flat EPS compared to 2010

### Key figures<sup>2</sup>

(in € millions)	Q1 '11	Q1 '10	Y.o.Y. change	Q4 '10	Q.o.Q. change
Revenue	265	268	-1%	516	-49%
Gross result	141	144	-2%	237	-40%
Gross margin	53%	54%		46%	
EBITDA	44	44	1%	95	-53%
EBITDA margin	17%	16%		18%	
EBIT result	18	17	7%	65	-72%
EBIT margin	7%	6%		13%	
Net result	11	3	243%	52	-80%
EPS, € diluted	0.05	0.01	240%	0.23	-80%
Adjusted EPS <sup>2</sup> , € diluted	0.10	0.07	40%	0.29	-65%

<sup>1</sup>For the outlook on earnings per share for 2011 we used an estimate of the average diluted share count of 226 million shares

<sup>2</sup>Operating expenses include restructuring charges of €0.6 million in Q1 2011, €1.4 million in Q1 2010 and €1.3 million in Q4 2010

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