

TomTom Pre Q1 '24 Consensus

TomTom € millions	Q1 '24 Average	Q1 '24 Min	Q1 '24 Max	2024 Average	2024 Min	2024 Max	2025 Average	2025 Min	2025 Max	2026 Average	2026 Min	2026 Max
<b>Revenue</b>	<b>144</b>	<b>140</b>	<b>150</b>	<b>591</b>	<b>578</b>	<b>598</b>	<b>647</b>	<b>630</b>	<b>674</b>	<b>681</b>	<b>654</b>	<b>712</b>
Location technology	123	119	130	507	495	518	572	557	600	611	586	640
Automotive	85	81	90	351	342	366	390	373	403	415	407	423
Enterprise	38	37	41	156	151	163	181	159	212	196	164	233
Consumer	20	19	21	84	80	89	75	68	80	70	68	72
<b>Gross profit</b>	<b>124</b>	<b>119</b>	<b>135</b>	<b>508</b>	<b>496</b>	<b>529</b>	<b>561</b>	<b>537</b>	<b>580</b>	<b>592</b>	<b>578</b>	<b>604</b>
Gross margin (%)	86%	83%	90%	86%	84%	89%	87%	84%	89%	87%	84%	89%
Operating expenses	126	122	128	514	506	521	541	519	563	561	529	595
<b>Operating result (EBIT)</b>	<b>-2</b>	<b>-8</b>	<b>8</b>	<b>-6</b>	<b>-24</b>	<b>18</b>	<b>21</b>	<b>-1</b>	<b>36</b>	<b>31</b>	<b>7</b>	<b>49</b>
<b>EBITDA</b>	<b>7</b>	<b>1</b>	<b>13</b>	<b>31</b>	<b>11</b>	<b>51</b>	<b>52</b>	<b>32</b>	<b>66</b>	<b>62</b>	<b>54</b>	<b>74</b>
EBITDA margin (%)	5%	1%	9%	5%	2%	9%	8%	5%	10%	9%	8%	11%
<b>Net result</b>	<b>-1</b>	<b>-10</b>	<b>11</b>	<b>-7</b>	<b>-30</b>	<b>14</b>	<b>18</b>	<b>1</b>	<b>34</b>	<b>27</b>	<b>7</b>	<b>44</b>
Automotive operational revenue	85	81	90	351	342	362	392	373	404	410	407	413
<b>FCF (excl. restructuring)</b>	<b>-8</b>	<b>-15</b>	<b>-2</b>	<b>29</b>	<b>17</b>	<b>42</b>	<b>45</b>	<b>29</b>	<b>57</b>	<b>58</b>	<b>50</b>	<b>65</b>
FCF margin (%)	-6%	-10%	-1%	5%	3%	7%	7%	5%	9%	8%	7%	10%
<b>Net cash</b>	<b>287</b>	<b>284</b>	<b>291</b>	<b>302</b>	<b>284</b>	<b>322</b>	<b>331</b>	<b>290</b>	<b>355</b>	<b>373</b>	<b>356</b>	<b>391</b>

Note: Sum of min. and max. individual components may not be equal to (sub)totals, as figures reflect individual contributions.