Revenue													
Revenue 243 234 253 258 268 269 279 273 270	TomTom FUR in millions unless stated otherwise	02 '17	02 '17	02 '17	2017	2017	2017	2018	2018	2018	2019	2019	2019
Revenue 243 234 233 945 999 963 988 939 1.013 996 958 1.667 1.015	ESIX III IIIIIIISIIS UIIIESS STUTEU STITEI WISC	1											
Consumer	Revenue		234	253	945	929	963	958	939	1,013	996	958	1,067
Soft revenue	BU split												
Automotive 43 42 45 169 167 175 215 208 227 273 248 235 % of revenue 18% 17% 19% 18% 18% 19% 22% 22% 22% 22% 22% 22% 22% 22% Licarsing 34 33 37 137 134 141 141 137 155 147 140 170 % of revenue 18% 13% 14% 14% 14% 15% 15% 15% 15% 14% 14% Ne freenatics 43 41 44 170 167 174 189 181 201 207 109 226 % of revenue 18% 17% 19% 18% 18% 18% 201 207 20% 22% Product spit Hardware 116 103 124 428 386 453 388 364 425 378 38% 43% Nof revenue 48% 44% 50% 45% 42% 48% 42% 38% 45% 38% 36% 42% Nof revenue 52% 50% 56% 55% 52% 58% 58% 55% 62% 62% 62% 62% 573 659 % of revenue 52% 50% 56% 55% 52% 58% 58% 55% 62% 62% 62% 62% 62% Gross result 148 143 155 587 575 612 619 603 658 664 641 708 Research & development expenses 51 50 52 203 202 206 209 201 216 216 200 227 Marketing expenses 127 23% 22%	Consumer	123	112	129	468	446	480	412	398	449	370	347	423
Morf revenue 18% 17% 19% 18% 18% 18% 184 141 137 157 147 140 157 157 147 140 157 157 157 147 140 157 1	% of revenue	51%	48%	52%	50%	48%	50%	43%	42%	44%	37%	36%	40%
Licensing	Automotive	43	42	45	169	167	175	215	208	227	273	248	295
Marter M	% of revenue	18%	17%	19%	18%	18%	19%	22%	21%	24%	27%	23%	29%
Telematics 43	Licensing	34	33	37	137	134	141	141	137	155	147	140	170
\$\frac{\text{Product}}{\text{product}} \ \text{product}{\text{product}} \ \text{product}{pr	% of revenue	14%	13%	14%	14%	14%	15%	15%	15%	15%	15%	14%	16%
Product split Hairdware 116 103 124 428 386 453 398 364 425 378 337 408 48% 50% 45% 42% 48% 42% 48% 42% 386 453 38% 364 425 378 337 408 42% 386 453 38% 45% 38% 36% 41% 42% 386 453 38% 36% 425 378 337 408 42% 386 453 38% 36% 425 378 337 408 42% 386 453 38% 36% 425 378 337 408 42% 386 453 38% 36% 425 378 337 408 42% 386 453 38% 36% 425 378 337 408 42% 48% 42%													
Hardware 116 103 124 4.28 386 453 398 364 425 378 357 408 365 365 365 455 386 455 386 455 386 455 386 455 386 455 386 455 386 455 386 455 386 455 386 455 386 455 386 455 386 455 386 455 386 455 386 455 386 455 386 366 455 386 366 455 386 366 455 386 366	•	18%	17%	19%	18%	18%	18%	20%	19%	20%	21%	20%	21%
Marketing expenses 48% 44% 50% 45% 42% 48% 42% 33% 45% 38% 30% 41% 38% 30% 41% 38% 30% 31% 3	•												
Data, software & services 127 119 131 516 491 541 561 516 694 626 573 659 64% 65% 55% 52% 58% 58% 55% 52% 58% 55% 62% 66% 59% 66% 66% 59% 64% 66%													
Sof revenue	•												
Costs of sales 95 89 98 358 348 372 339 320 355 332 311 370 Gross result 148 143 155 587 575 612 619 603 658 664 641 708 Gross result 62% 62% 62% 62% 64% 64% 65% 63% 66% 67% 64% 66% Research & development expenses 51 50 52 203 202 206 209 201 216 216 220 227 Amortisation of technology & database 23 22 25 93 90 99 99 90 108 100 90 111 Warketing expenses 19 14 23 71 56 80 70 56 82 70 56 82 Warrewnue 87 67 evenue 88 6% 10% 88 6% 9% 7% 56 82 70 56 82 88 6% 10% 88 6% 9% 77 56 82 270 56 82 20% 12% 22% 22% 21% 239 211 19 14 23 71 56 80 70 56 82 70 56 82 87 60 10% 88 6% 9% 77 56 82 270 56 84 Wo frevenue 19 14 23 71 56 80 70 56 82 70 56 82 Warrewnue 19 14 23 71 56 80 70 56 82 70 56 82 Warrewnue 19 14 23 71 56 80 70 56 82 70 56 84 Wo frevenue 19 14 23 71 56 80 70 56 82 70 56 84 Wo frevenue 19 14 23 71 56 80 70 56 82 70 56 84 Wo frevenue 19 14 23 71 56 80 70 56 82 70 56 84 Wo frevenue 19 14 23 71 56 80 70 56 82 70 56 84 Wo frevenue 19 14 23 71 56 80 70 56 82 70 56 82 Wo frevenue 19 14 23 71 56 80 70 56 82 70 56 82 Wo frevenue 19 14 23 71 56 80 70 56 82 70 56 82 Wo frevenue 19 14 23 71 56 80 70 56 82 70 56 82 Wo frevenue 19 14 23 71 56 80 70 56 82 70 56 82 Wo frevenue 19 14 23 71 56 80 70 56 82 70 56 82 Wo frevenue 19 14 23 71 56 80 70 56 82 70 56 82 Wo frevenue 19 14 23 71 56 80 70 56 82 70 56 82 Wo frevenue 10 18 55 206 619 39 332 208 192 399 211 194 Wo frevenue 10 10 10 10 10 10 10 10 10 10 10 10 10 1	•												
Gross result Gross margin Gross result Gross margin Sross	% of revenue	52%	50%	56%	55%	52%	58%	58%	55%	62%	62%	59%	64%
Gross margin	Costs of sales	95	89	98	358	348	372	339	320	355	332	311	370
Research & development expenses	Gross result												
## Of revenue ## Amortisation of technology & database ## Amortisation of technology ## Amortisation of the first in the first i	Gross margin	61%	60%	62%	62%	61%	64%	65%	63%	66%	67%	64%	68%
Amortisation of technology & database	Research & development expenses	51	50	52	203	202	206	209	201	216	216	200	227
## Sof revenue	% of revenue	21%	20%	21%	22%	21%	22%	22%	21%	23%	22%	19%	23%
Marketing expenses 19 14 23 71 56 80 70 56 82 70 56 84 % of revenue 8% 6% 10% 8% 6% 9% 7% 56 82 70 56 84 % of revenue 50 43 55 206 193 232 208 192 239 211 194 247 Total operating expenses 142 139 145 574 567 585 587 574 613 596 578 634 % of revenue 6 1 12 13 0 27 32 14 44 68 37 88 Operating result 0 0 0 0 0 0 1 0 00 1 1 0 2 Operating result 0 0 0 0 0 0 0 0 1 1 4 <	Amortisation of technology & database	23	22	25	93	90	99	99	90	108	100	90	111
% of revenue 8% 6% 10% 8% 6% 10% 7% 6% 9% 7% 5% 9% 7% 5% 9% 7% 5% 9% 7% 5% 9% 7% 5% 9% 7% 5% 9% 7% 5% 9% 7% 5% 9% 7% 5% 9% 7% 5% 9% 7% 5% 9% 7% 5% 9% 7% 5% 9% 7% 23% 22% 2	% of revenue	9%	9%	10%	10%	10%	11%	10%	9%	12%	10%	9%	11%
Selling, general and administrative expenses % of revenue 20% 18% 22% 22% 22% 20% 24% 22% 22% 21% 24% 21% 20% 23% 21% 20% 23% % of revenue 59% 57% 60% 61% 60% 61% 60% 61% 60% 63% 60% 56% 62% Operating result Operating margin 0 (0) 0 0 0 (0) 1 0 (0) 1 1 0 0 (0) 1 1 0 2 Result before tax 6 1 12 14 1 28 32 14 45 68 37 89 Income tax (1) (2) 0 (2) (6) 1 (4) (9) 0 (9) (14) (4) Net result Net result Net margin 237.1 236.9 237.4 237.2 236.7 238.3 237.3 236.7 238.9 237.4 236.7 239.5 Earnings per share (in €) - diluted Adjusted earnings per share (in €) - diluted Adjusted earnings per share (in €) - diluted Net result Tax effect of adjustments Acquisition-related expenses & gains Tax effect of adjustments Acquisiti	Marketing expenses	19	14	23	71	56	80	70	56	82	70	56	84
% of revenue 120% 18% 22% 22% 20% 24% 22% 21% 24% 22% 21% 24% 22% 23% 23% 24% 22% 21% 24% 22% 21% 20% 23% 23% 25% 634 634 60% 55% 578 634 634 60% 61% 60% 61% 60% 63% 60% 56% 62% 62% 60% 61% 60% 61% 60% 63% 60% 56% 62% 62% 60% 61% 60% 61% 60% 63% 60% 56% 62% 62% 60% 61% 60% 63% 60% 56% 62% 62% 60% 61% 60% 63% 60% 56% 62% 62% 60% 61% 60% 63% 60% 56% 62% 62% 60% 61% 60% 63% 60% 56% 62% 62% 60% 61% 60% 63% 60% 56% 62% 62% 60% 61% 60% 61% 60% 63% 60% 56% 62% 62% 60% 61% 60% 63% 60% 56% 62% 62% 60% 61% 60% 61% 60% 63% 60% 56% 62% 62% 60% 61% 60% 63% 60% 56% 62% 62% 60% 61% 60% 63% 60% 56% 62% 62% 60% 61% 60% 63% 60% 56% 62% 62% 60% 61% 60% 63% 60% 56% 62% 62% 60% 61% 60% 63% 60% 56% 62% 60% 61% 60% 63% 60% 56% 62% 60% 61% 60% 61% 60% 63% 60% 56% 62% 60% 61% 60% 63% 60% 56% 62% 60% 61% 60% 61% 60% 63% 60% 56% 62% 60% 61% 60% 61% 60% 63% 60% 56% 62% 60% 61% 60% 61% 60% 61% 60% 61% 60% 61% 60% 63% 60% 56% 62% 60% 60% 61% 60% 61% 60% 61% 60% 61% 60% 60% 63% 60% 56% 62% 60% 60% 61% 61% 60% 61% 61% 61% 61% 61% 61% 61% 61% 61% 61		8%	6%	10%	8%	6%	9%	7%	6%	9%	7%	5%	9%
Total operating expenses	Selling, general and administrative expenses	50	43	55	206	193	232	208	192	239	211	194	247
% of revenue 59% 57% 60% 61% 60% 61% 60% 63% 60% 56% 62% Operating result Operating margin 6 1 12 13 0 27 32 14 44 68 37 88 Net financial result 0 (0) 0 0 (0) 1 0 (0) 1 1 0 2 Result before tax 6 1 12 14 1 28 32 14 45 68 37 89 Income tax (1) (2) 0 (2) (6) 1 (4) (9) 0 (9) (14) (4) Net result Net margin 23 1 1 1 1 1 2 2 1 2 1 2 1 2 1 1 1 2 1 2 1 2 1 2 1 2 1 2 1 2 1 1 2 2 2 2 2 2	% of revenue	20%	18%	22%	22%	20%	24%	22%	21%	24%	21%	20%	23%
Operating result Operating margin 6 1 12 13 0 27 32 14 44 68 37 88 Net financial result 0 (0) 0 0 (0) 1 0 (0) 1 1 0 0 1 1 0 2 2 2 1 1 1 0 2 2 1 1 1 0 2 2 1 1 1 0 2 1 1 0 2 1 1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 1 1 0 2 2 1 1 1 1 0 2 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 <td< td=""><td>Total operating expenses</td><td>142</td><td>139</td><td>145</td><td>574</td><td>567</td><td>585</td><td>587</td><td>574</td><td>613</td><td>596</td><td>578</td><td>634</td></td<>	Total operating expenses	142	139	145	574	567	585	587	574	613	596	578	634
Operating margin 2% 0% 5% 1% 0% 3% 3% 1% 4% 7% 4% 9% Net financial result 0 (0) 0 0 0 1 0 (0) 1 1 0 2 Result before tax 6 1 12 14 1 28 32 14 45 68 37 89 Income tax (1) (2) 0 (2) (6) 1 (4) (9) 0 (9) (14) (4) Net result Net result Net margin 5 1 10 12 0 21 28 12 39 59 34 75 3% 8% Average # diluted shares (in millions) 237.1 236.9 237.4 237.2 236.7 238.3 237.3 236.7 238.9 237.4 236.7 238.3 Earnings per share (in €) - diluted 0.02 0.00 0.04 0.05 0.00	% of revenue	59%	57%	60%	61%	60%	61%	61%	60%	63%	60%	56%	62%
Net financial result 0 (0) 0 (0) 1 0 (0) 1 0 (0) 1 1 0 2 Result before tax 6 1 12 14 1 28 32 14 45 68 37 89 Income tax (1) (2) 0 (2) (6) 1 (4) (9) 0 (9) (14) (4) (4) Net result Net result Net margin 2% 0% 4% 1% 0% 2% 3% 1% 4% 6% 3% 8% Average # diluted shares (in millions) 237.1 236.9 237.4 237.2 236.7 238.3 237.3 236.7 238.9 237.4 236.7 239.5 Earnings per share (in €) - diluted Adjusted earnings per share (in €) - diluted 0.02 0.00 0.04 0.05 0.00 0.09 0.12 0.05 0.36 0.45 0.34 0.52 Net result Minority Interest Acquisition-related expenses & gains Tax effect of adjustments (3) (3) (3) (3) (12) (13) (11) (12) (13) (11) (12) (13) (11) (12) (13) (12) (13) (12) (13) (12) (13) (12) (13) (11) (12) (13) (12) (13) (12) (13) (12) (13) (12) (13) (12) (13) (12) (13) (12) (13) (12) (13) (14) (122) (13) (12) (13) (14) (122) (13) (12) (13) (12) (13) (14) (122) (13) (12) (13) (14) (15 26 289 222 348) Net cash	Operating result	6	1	12	13	0	27	32	14	44	68	37	88
Result before tax 6 1 12 14 1 28 32 14 45 68 37 89 Income tax (1) (2) 0 (2) (6) 1 (4) (9) 0 (9) (14) (4) Net result Net margin 5 1 10 12 0 21 28 12 39 59 34 75 Net margin Average # diluted shares (in millions) 237.1 236.9 237.4 237.2 236.7 238.3 237.3 236.7 238.9 237.4 236.7 239.5 Earnings per share (in €) - diluted Adjusted earnings per share (in €) - diluted 0.02 0.00 0.04 0.05 0.00 0.09 0.12 0.05 0.32 0.26 0.36 0.45 0.34 0.52 Net result Minority Interest Acquisition-related expenses & gains Tax effect of adjustments Adjusted net result 94 85 102 140 130 160 196 165 226 289 222 348	Operating margin	2%	0%	5%	1%	0%	3%	3%	1%	4%	7%	4%	9%
Income tax (1) (2) 0 (2) (6) 1 (4) (9) 0 (9) (14) (4)	Net financial result	0	(0)	0	0	(0)	1	0	(0)	1	1	0	2
Net result Net margin 5 1 10 12 0 21 28 12 39 59 34 75 Average # diluted shares (in millions) 237.1 236.9 237.4 237.2 236.7 238.3 237.3 236.7 238.9 237.4 236.7 238.3 Earnings per share (in €) - diluted 0.02 0.00 0.04 0.05 0.00 0.09 0.12 0.05 0.17 0.25 0.14 0.32 Adjusted earnings per share (in €) - diluted 5 1 10 12 0 0.00 0.09 0.12 0.05 0.17 0.25 0.14 0.32 Net result Minority Interest Acquisition-related expenses & gains Tax effect of adjustments 15 14 15 59 58 60 59 58 60 60 59 61 Adjusted net result 17 13 21 59 47 67 75 61 86 107 81 123 Net cash 94 85 102 140 130 160 196 165	Result before tax	6	1	12	14	1	28	32	14	45	68	37	89
Net margin 2% 0% 4% 1% 0% 2% 3% 1% 4% 6% 3% 8% Average # diluted shares (in millions) 237.1 236.9 237.4 237.2 236.7 238.3 237.3 236.7 238.9 237.4 236.7 239.5 Earnings per share (in €) - diluted 0.02 0.00 0.04 0.05 0.00 0.09 0.12 0.05 0.17 0.25 0.14 0.32 Adjusted earnings per share (in €) - diluted 5 1 10 12 0 0.02 0.26 0.36 0.45 0.34 0.52 Net result 5 1 10 12 0 21 28 12 39 59 34 75 Minority Interest 60 0	Income tax	(1)	(2)	0	(2)	(6)	1	(4)	(9)	0	(9)	(14)	(4)
Net margin 2% 0% 4% 1% 0% 2% 3% 1% 4% 6% 3% 8% Average # diluted shares (in millions) 237.1 236.9 237.4 237.2 236.7 238.3 237.3 236.7 238.9 237.4 236.7 239.5 Earnings per share (in €) - diluted 0.02 0.00 0.04 0.05 0.00 0.09 0.12 0.05 0.17 0.25 0.14 0.32 Adjusted earnings per share (in €) - diluted 5 1 10 12 0 0.02 0.26 0.36 0.45 0.34 0.52 Net result 5 1 10 12 0 21 28 12 39 59 34 75 Minority Interest 60 0	Nick was ulk	_		10	42		24	20	42	20	F0	24	75
Average # diluted shares (in millions) 237.1 236.9 237.4 237.2 236.7 238.3 237.3 236.7 238.9 237.4 236.7 239.5 Earnings per share (in €) - diluted 0.02 0.00 0.04 0.05 0.09 0.25 0.20 0.28 0.32 0.26 0.36 0.45 0.34 0.52 Net result Minority Interest Acquisition-related expenses & gains Tax effect of adjustments Adjusted net result Adjusted net result 94 85 102 140 130 160 196 165 226 289 222 348													
Earnings per share (in €) - diluted Adjusted earnings per share (in €) - diluted 0.02 0.07 0.05 0.09 0.25 0.00 0.25 0.20 0.28 0.12 0.05 0.17 0.25 0.14 0.32 0.26 0.36 0.45 0.45 0.34 0.52 Net result Acquisition-related expenses & gains Tax effect of adjustments Adjusted net result 17 13 21 0.05 0.09 0.25 0.00 0.09 0.12 0.05 0.17 0.05 0.17 0.25 0.14 0.32 0.26 0.36 0.45 0.45 0.34 0.52 Net cash 0.17 0.25 0.14 0.32 0.26 0.36 0.45 0.45 0.34 0.52 15 14 15 59 58 60 59 58 60 60 59 61 17 13 21 59 47 67 75 61 86 107 81 123 Net cash			226.0			226.7	220.2						
Adjusted earnings per share (in €) - diluted 0.07 0.05 0.09 0.25 0.20 0.28 0.32 0.26 0.36 0.45 0.34 0.52 Net result Minority Interest Acquisition-related expenses & gains Tax effect of adjustments 15 14 15 59 58 60 59 58 60 60 59 61 Adjusted net result 17 13 21 59 47 67 75 61 86 107 81 123 Net cash 94 85 102 140 130 160 196 165 226 289 222 348	Average # unuted shares (in millions)	237.1	230.9	237.4	237.2	230.7	230.3	237.3	230.7	230.9	237.4	230.7	239.3
Minority Interest Acquisition-related expenses & gains 15 14 15 59 58 60 59 58 60 60 59 61 Tax effect of adjustments (3) (3) (3) (3) (12) (13) (11) (12) (13) (11) (12) (13) (12) (13) (12) (13) (11) (12) (13) <t< td=""><td>· , ,</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	· , ,												
Minority Interest Acquisition-related expenses & gains 15 14 15 59 58 60 59 58 60 60 59 61 Tax effect of adjustments (3) (3) (3) (3) (12) (13) (11) (12) (13) (11) (12) (13) (12) (13) (12) (13) (11) (12) (13) <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>													
Acquisition-related expenses & gains Tax effect of adjustments Adjusted net result 15 14 15 59 58 60 59 58 60 60 59 61 (12) (13) (11) (12) (13) (11) (12) (13) (11) (12) (13) (11) (12) (13) (11) (12) (13) (14) (15) (15) (16) (17) (17) (18) (17) (18) (19) (19) (19) (10) (10) (10) (11) (11) (12) (13) (11) (12) (13) (12) (13) (12) (13) (12) (13) (14) (15) (15) (16) (17) (18) (17) (18) (19) (19) (19) (19) (19) (19) (19) (19		5	1	10		-		28	12	39	59	34	75
Tax effect of adjustments (3) (3) (3) (12) (13) (11) (12) (13) (11) (12) (13) (11) (12) (13) (11) (12) (13) (12) (12) (13) (12) (13) (12) (13) (12) (13) (12)	· ·	15	1/1	15	1 1			50	58	60	60	59	61
Adjusted net result 17 13 21 59 47 67 75 61 86 107 81 123 Net cash 94 85 102 140 130 160 196 165 226 289 222 348	-												
	•	1 1				, ,	, ,			' '	1 1		
	Net cash	94	85	102	140	130	160	196	165	226	289	222	348
31 30 34 143 129 148 127 123 130 129 123 134	CAPEX	31	30	34	143	129	148	127	123	130	129	123	134