



July 19, 2017

TomTom reports second quarter 2017 results

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Financial summary Q2 '17

- | Revenue of €253 million (Q2 '16: €265 million)
- | Gross margin of 63% (Q2 '16: 55%)
- | EBITDA of €45 million (Q2 '16: €44 million)
- | Non-cash impairment charge on the entire goodwill of the Consumer segment of €169 million
- | Net result of -€160 million (Q2 '16: €12 million)
- | Adjusted EPS¹ of €0.09 (Q2 '16: €0.10)
- | Net cash position of €82 million (Q2 '16: €58 million)

Operational summary Q2 '17

- | TomTom High Definition (HD) map coverage expanded to all motorways in Western Europe
- | TomTom Traffic service expanded to 64 countries from 54 countries
- | TomTom and Baidu have joined forces to develop global HD maps
- | Collaboration with Bosch announced to create first radar localisation map layer
- | Telematics passes milestone of 750,000 subscribed vehicles

New share buy-back program

TomTom intends to repurchase ordinary TomTom shares for an amount up to €50 million, representing 2.5% of total issued share capital.²

Outlook 2017

Full year revenue outlook updated; we now expect to deliver full year revenue around the lower end of our guidance of between €925 million and €950 million.

Outlook for adjusted EPS¹ of around €0.25 is unchanged.

Key figures

(€ in millions, unless stated otherwise)	Q2 '17	Q2 '16	Y.o.Y. change	H1 '17	H1 '16	Y.o.Y. change
Automotive & Licensing	87.0	68.1	28%	161.1	131.5	23%
Telematics	40.1	39.9	0%	80.7	77.0	5%
Consumer	126.3	157.2	-20%	224.3	273.9	-18%
REVENUE	253.4	265.2	-4%	466.2	482.4	-3%
GROSS RESULT	160.6	145.3	11%	293.0	268.6	9%
<i>Gross margin</i>	63%	55%		63%	56%	
EBITDA	45.2	43.7	4%	73.2	69.3	6%
<i>EBITDA margin</i>	18%	16%		16%	14%	
OPERATING RESULT (EBIT)	-159.5	12.8		-164.4	8.4	
<i>EBIT margin</i>	-63%	5%		-35%	2%	
NET RESULT	-160.1	12.2		-164.6	17.0	
ADJUSTED NET RESULT	21.0	23.2	-10%	28.0	30.7	-9%
EPS, € fully diluted	-0.68	0.05		-0.70	0.07	
Adjusted EPS ¹ , € fully diluted	0.09	0.10	-11%	0.12	0.13	-10%

Change percentages and totals calculated before rounding.

This report includes the following non-GAAP measures: gross margin, EBIT (margin), EBITDA (margin), adjusted net result, adjusted EPS and net cash, which are further explained on page 21 of this report.

¹ Earnings per fully diluted share count adjusted for acquisition-related expenses & gains and material restructuring costs on a post-tax basis.

² Based on the closing price of TomTom (TOM2) share on Euronext Amsterdam on 18 July 2017 of €8.72.

TomTom's Chief Executive Officer, Harold Goddijn

“Our strategy is to build on our navigation technologies to provide location-based content, software, and services to business customers, with high margins and recurring income. Combined Automotive, Licensing and Telematics revenue grew by 18% year on year in the quarter, ahead of expectations.”

View the full TomTom reports second quarter 2017 results release on [our quarterly results website](#).