

TomTom												
EUR in millions unless stated otherwise												
	Q3 '17	Q3 '17	Q3 '17	2017	2017	2017	2018	2018	2018	2019	2019	2019
	average	min	max	average	min	max	average	min	max	average	min	max
Revenue	223	214	233	929	918	939	884	796	935	898	788	963
BU split												
Consumer	106	96	115	442	424	458	323	258	383	255	184	324
% of revenue	47%	45%	50%	48%	46%	49%	37%	32%	41%	28%	23%	34%
Automotive	44	39	47	183	173	188	231	208	251	289	248	313
% of revenue	20%	17%	21%	20%	18%	20%	26%	22%	28%	33%	26%	35%
Licensing	34	32	36	140	138	145	144	136	155	149	136	171
% of revenue	15%	14%	17%	15%	15%	16%	16%	15%	18%	17%	15%	19%
Telematics	40	38	42	164	161	169	180	168	191	196	177	213
% of revenue	18%	16%	19%	18%	17%	18%	21%	18%	23%	22%	19%	24%
Revenue type split												
Hardware	91	75	105	395	374	449	310	200	398	258	127	363
% of revenue	41%	35%	48%	43%	41%	48%	35%	25%	44%	28%	16%	39%
Data, software & services	132	113	139	534	482	549	578	514	626	645	572	713
% of revenue	59%	52%	65%	58%	52%	59%	65%	56%	75%	72%	61%	84%
Costs of sales	80	74	85	343	337	351	295	236	350	275	198	361
Gross result	143	140	148	586	578	593	590	557	621	622	586	675
Gross margin	64%	63%	65%	63%	62%	64%	67%	62%	71%	70%	63%	75%
Research & development expenses	52	49	55	209	202	215	210	200	230	216	200	253
% of revenue	23%	22%	25%	22%	22%	23%	24%	22%	27%	24%	21%	28%
Amortisation of technology & database	24	23	26	96	92	100	99	90	110	101	90	112
% of revenue	11%	10%	12%	10%	10%	11%	11%	10%	13%	11%	10%	13%
Marketing expenses	15	10	21	67	60	79	56	37	80	54	30	82
% of revenue	7%	5%	9%	7%	7%	8%	6%	5%	9%	6%	4%	9%
Selling, general and administrative expenses	50	45	53	202	190	211	194	163	208	194	161	213
% of revenue	22%	20%	24%	22%	20%	23%	22%	21%	24%	22%	20%	25%
Impairment charge				169	169	169						
% of revenue				18%	18%	18%						
Total operating expenses	141	138	147	742	736	750	559	511	592	565	512	601
% of revenue	63%	61%	68%	80%	79%	81%	63%	60%	67%	63%	59%	69%
Operating result	1	(6)	6	(155)	(165)	(144)	31	12	50	57	32	89
Operating margin	1%	(3%)	3%	(17%)	(18%)	(15%)	3%	1%	6%	6%	3%	10%
Net financial result	(0)	(0)	0	2	1	4	(0)	(3)	1	0	(3)	2
Result before tax	1	(6)	6	(153)	(164)	(141)	30	12	47	58	32	89
Income tax	(0)	(2)	2	(3)	(8)	(1)	(3)	(9)	2	(6)	(17)	4
Net result	1	(6)	5	(157)	(166)	(149)	28	10	50	51	26	81
Net margin	0%	(3%)	2%	(15%)	(18%)	2%	3%	1%	6%	6%	3%	9%
Average # diluted shares (in millions)	237.2	235.1	239.5	236.8	232.8	239.1	236.0	232.8	239.7	236.1	232.8	240.3
Earnings per share (in €) - diluted	0.00	(0.03)	0.02	(0.66)	(0.70)	(0.62)	0.12	0.04	0.21	0.22	0.11	0.34
Adjusted earnings per share (in €) - diluted	0.05	0.02	0.07	0.25	0.21	0.27	0.32	0.24	0.39	0.41	0.30	0.54
Net result	1	(6)	5	(157)	(166)	(149)	28	10	50	51	26	81
Minority Interest	0	0	0	0	(0)	0	0	(0)	0	(0)	(1)	0
Acquisition-related expenses & gains	15	14	16	60	58	63	60	55	65	59	55	65
Tax effect of adjustments	(3)	(4)	(3)	(13)	(14)	(12)	(13)	(14)	(11)	(13)	(14)	(12)
Impairment charge				169	169	169						
Adjusted net result	13	5	17	59	50	65	74	56	93	98	72	127
Net cash	89	66	124	99	73	124	159	123	217	245	169	334
CAPEX	31	29	34	139	125	154	130	120	140	132	123	150