



Q2 2015 RESULTS

Harold Goddijn – CEO

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CONSUMER

OPERATIONAL HIGHLIGHTS Q2 2015

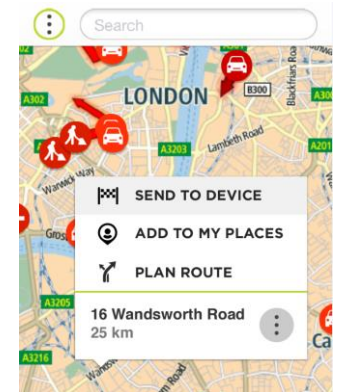
- Launch of the TomTom Bandit action camera with a built-in media server - easiest way to edit and share video highlights
- MyDrive portal and apps introduced, connecting best-in-class traffic-dependent routing service to PNDs
- New GO PNDs with lifetime world maps and lifetime speed cameras introduced



TOMTOM BANDIT

STRATEGIC PRIORITIES

- Maximise value from the PND category and establish a multi-product consumer business
- Explore opportunities to diversify into product categories that have a natural fit with our brand, distribution channel and product design capabilities



TOMTOM MyDrive APP

AUTOMOTIVE & LICENSING

OPERATIONAL HIGHLIGHTS Q2 2015

- The new Fiat 500 equipped with TomTom maps, LIVE services and connected navigation
- Partnership with Luxoft announced to integrate Navkit into AllView automotive infotainment solution
- Global agreement with Apple for maps and related information renewed and extended
- Map footprint extended to Australia

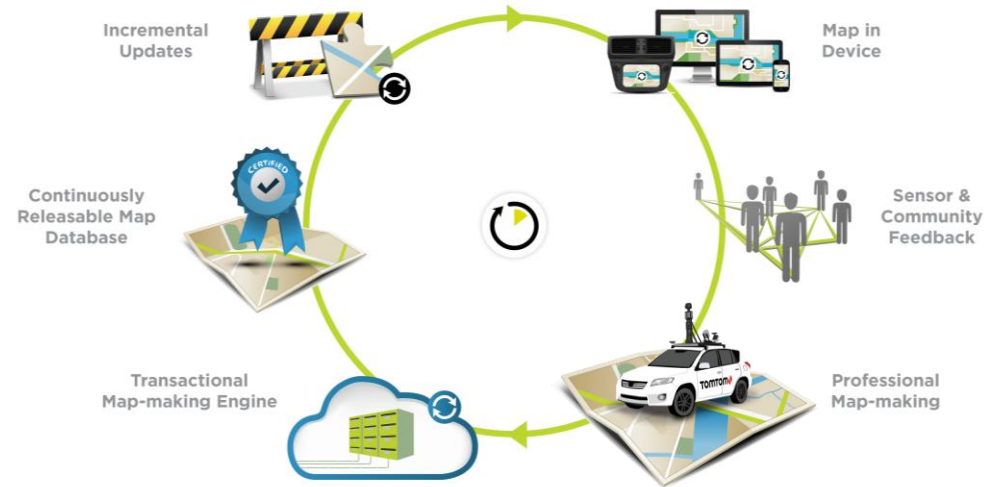
STRATEGIC PRIORITIES

- Launch the new map-making platform and use it to deliver real-time maps
- Offer class-leading modular location technologies including maps, traffic and navigation for a number of customer applications including in-car navigation, automated driving, GIS, and consumer OEMs

OUR NEW MAP-MAKING PLATFORM

- The map is updated continuously using transactions with automatic quality checks
- An update is available to customer applications as soon as the transaction has completed
- This helps us to dramatically reduce the time between change detection and publishing a new map, which we can also do incrementally to deliver “real-time maps”
- Some customer applications such as automated driving place a high premium on being up-to-date with the latest real-world changes
- We expect to have fully replaced our map-making system with the transaction-based platform this year

TOMTOM'S 'CLOSED LOOP' MAP-MAKING PROCESS



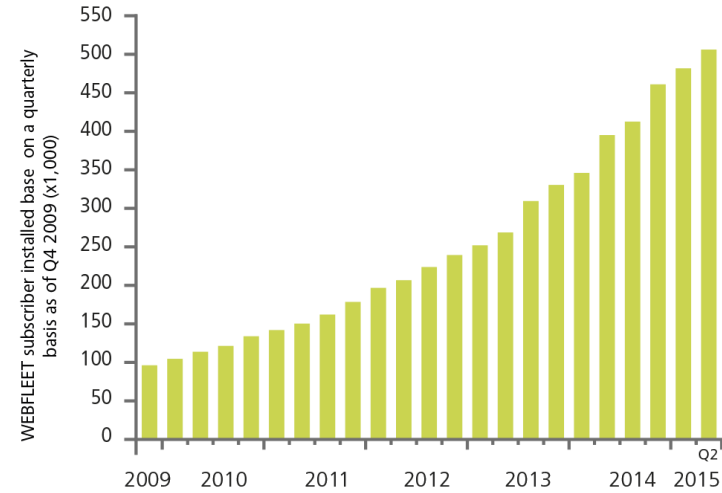
TELEMATICS

OPERATIONAL HIGHLIGHTS Q2 2015

- 507,000 vehicles subscribed to our WEBFLEET SaaS platform, a 28% increase YoY
- Awarded as the 2015 Best Commercial Vehicle Systems Integrator at the TU-Automotive Awards in Detroit
- Annual developers conference held in June
- Integration of recent acquisitions DAMS Tracking and Fleetlogic according to plan

STRATEGIC PRIORITIES

- Continue to expand our market leadership
- Grow through a combination of organic growth and targeted acquisitions



WEBFLEET subscriber installed base (#)

FINANCIAL HIGHLIGHTS Q2 2015

- Consumer PND down 3%; Sports revenue up mid double digit
- Automotive revenue contracted as anticipated
- Licensing delivered mid double-digit revenue growth and includes €5 million catch-up of Q1
- Continued strong growth in Telematics' installed base and recurring subscription revenue
- Profitability adversely impacted by FX movements
 - YoY decrease in gross margin was mainly due to strengthening of the US dollar
- Adjusted EPS¹ of €0.05 (Q2 '14: €0.08)
- Net cash of €77 million (Q2 '14: €51 million)

Revenue per business unit

(in € millions, unless stated otherwise)	Q2 '15	Q2 '14	y.o.y. change	H1 '15	H1 '14	y.o.y. change
Consumer	164.9	168.5	-2%	286.6	293.6	-2%
Automotive	26.0	30.6	-15%	49.6	59.8	-17%
Licensing	38.6	27.2	42%	67.6	53.2	27%
Telematics	35.1	25.6	37%	66.1	50.7	30%
REVENUE	264.6	252.0	5%	469.9	457.3	3%

Key figures at constant currency rates for USD and GBP

Actual key Q2 '15 / H1 '15 financials recalculated based on last year (Q2 '14 / H1 '14) FX rates	Q2 '15 actual reported	Q2 '15 recalculated at Q2 '14 FX rates ¹	H1 '15 actual reported	H1 '15 recalculated at H1 '14 FX rates ¹
(in € millions, unless stated otherwise)				
Revenue	264.6	252.8	469.9	451.4
Gross result	134.6	143.1	244.5	257.9
Gross margin	51%	57%	52%	57%
EBIT	0.6	12.0	-4.5	15.5
EBIT margin	0%	5%	-1%	3%
P&L RATES IN €	Q2 '15	Q2 '14	H1 '15	H1 '14
US dollar	1.10	1.38	1.13	1.37
GB pound	0.72	0.82	0.74	0.82

¹The Q2 '15 / H1 '15 income and expenses in US dollar and GB pound have been reconverted to euro using Q2 '14 / H1 '14 average exchange rates. All other foreign currencies have not been converted.

FULL YEAR OUTLOOK 2015 RE-ITERATED

- Revenue expected to grow to around €1 billion
- Adjusted EPS¹ expected of around €0.20
- We now expect the level of investment (both CAPEX and OPEX) in our core technologies to be modestly higher than last year

¹Earnings per fully diluted share count adjusted for acquisition-related amortisation on a post-tax basis



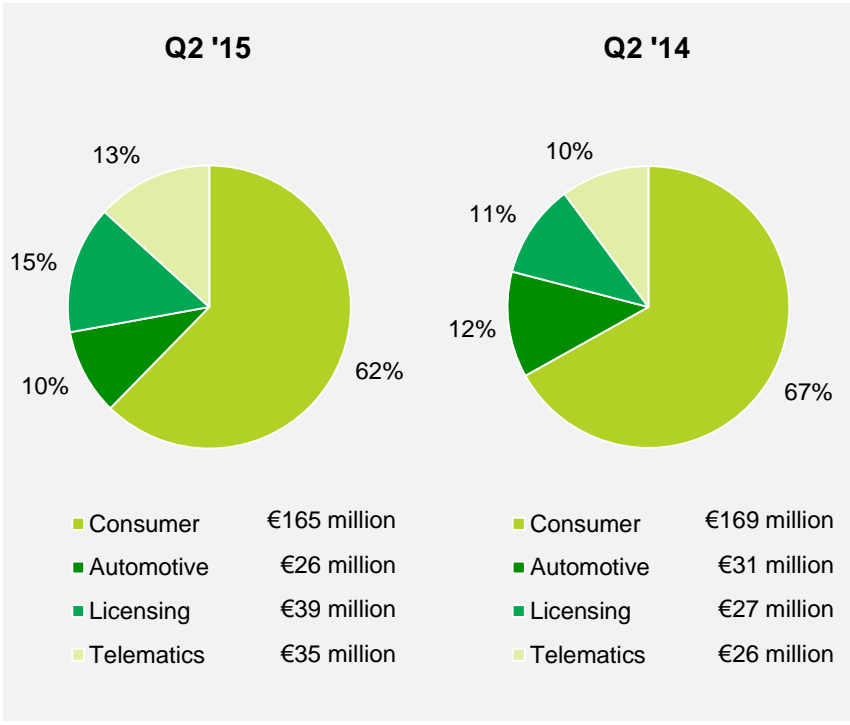
THANK YOU

Any questions?

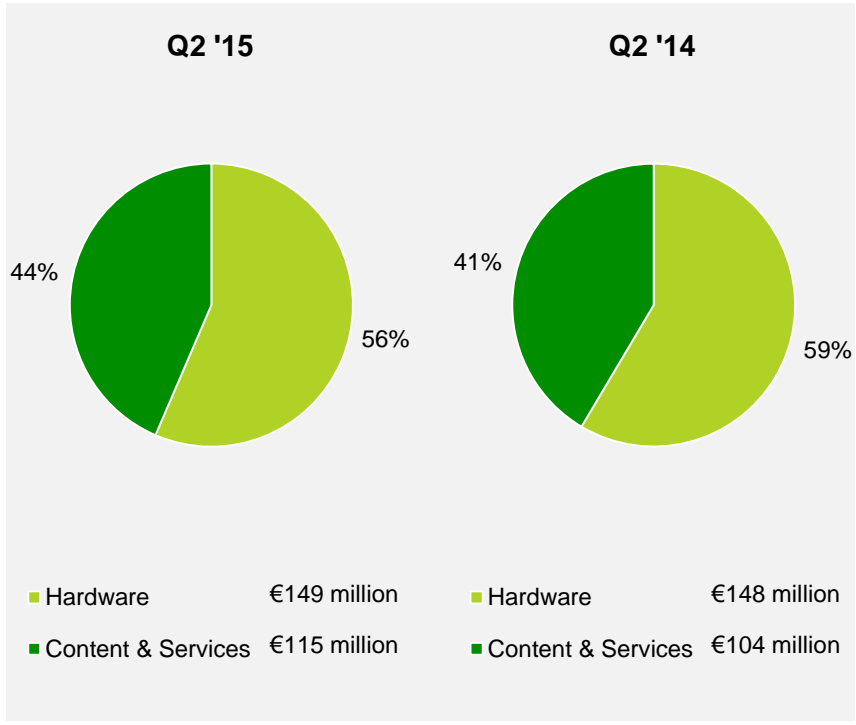
REVENUE BREAKDOWN – QUARTERLY

Q2 '15 group revenue: €265 million; Q2 '14: €252 million

BREAKDOWN BY SEGMENT



BREAKDOWN BY CATEGORY



QUARTERLY P&L STATISTICS

(in € thousands)	Q1 '14	Q2 '14	Q3 '14	Q4 '14	Q1 '15	Q2 '15	H1 '15	FY '14
REVENUE	205,378	251,951	234,564	258,399	205,275	264,613	469,888	950,292
Cost of sales	88,089	112,089	101,271	125,517	95,403	129,993	225,396	426,966
GROSS RESULT	117,289	139,862	133,293	132,882	109,872	134,620	244,492	523,326
Research and development expenses	43,178	46,225	39,052	45,559	43,290	52,071	95,361	174,014
Amortisation of technology and databases	21,182	21,114	26,227	19,578	18,522	18,644	37,166	88,100
Marketing expenses	9,298	21,499	18,993	19,768	9,748	25,297	35,045	69,559
Selling, general and administrative expenses	42,120	40,792	41,178	46,449	43,381	38,029	81,410	170,539
TOTAL OPERATING EXPENSES	115,778	129,630	125,450	131,354	114,941	134,041	248,982	502,212
OPERATING RESULT (EBIT)	1,511	10,232	7,843	1,528	-5,069	579	-4,490	21,114
EBITDA	29,695	36,905	41,001	28,224	21,424	27,841	49,265	135,825
Interest result	-1,020	10	-1,017	-1,118	-204	-223	-427	-3,145
Other financial result	-1,176	-306	-657	-1,581	-2,574	301	-2,273	-3,720
Result of associates	136	-75	232	81	97	116	213	374
RESULT BEFORE TAX	-549	9,861	6,401	-1,090	-7,750	773	-6,977	14,623
Income tax gain / (charge)	8,103	-1,010	-619	1,558	845	1,762	2,607	8,032
NET RESULT	7,554	8,851	5,782	468	-6,905	2,535	-4,370	22,655
MARGINS								
Gross margin	57%	56%	57%	51%	54%	51%	52%	55%
EBITDA margin	14%	15%	17%	11%	10%	11%	10%	14%
EBIT margin	1%	4%	3%	1%	-2%	0%	-1%	2%
EARNINGS PER SHARE (in €)								
Diluted EPS	0.03	0.04	0.03	0.00	-0.03	0.01	-0.02	0.10
Diluted Adjusted EPS ¹	0.08	0.08	0.07	0.04	0.01	0.05	0.06	0.27

¹Earnings per fully diluted share count adjusted for acquisition-related amortisation on a post-tax basis

QUARTERLY BALANCE SHEET STATISTICS

(in € thousands)	31-Mar-14	30-Jun-14	30-Sep-14	31-Dec-14	31-Mar-15	30-Jun-15
ASSETS						
NON-CURRENT ASSETS						
Goodwill	381,569	381,569	381,569	381,569	381,569	381,569
Other intangible assets	798,468	799,394	786,997	800,583	797,524	807,822
Other non-current assets	37,758	38,646	39,589	52,021	59,505	68,543
TOTAL NON-CURRENT ASSETS	1,217,795	1,219,609	1,208,155	1,234,173	1,238,598	1,257,934
CURRENT ASSETS						
Inventories	46,212	41,314	54,828	46,575	46,747	48,488
Receivables, prepayments & derivatives	142,624	180,592	170,351	167,650	155,331	197,365
Cash and cash equivalents	219,279	226,324	278,621	152,949	117,367	121,627
TOTAL CURRENT ASSETS	408,115	448,230	503,800	367,174	319,445	367,480
TOTAL ASSETS	1,625,910	1,667,839	1,711,955	1,601,347	1,558,043	1,625,414
EQUITY AND LIABILITIES						
TOTAL EQUITY	864,130	874,511	890,713	900,596	914,951	938,443
Deferred tax liability	166,356	163,896	162,791	166,551	166,578	162,366
Non-current borrowings	99,445	99,608	99,739	48,925	39,005	44,089
Current borrowings	74,219	74,284	74,381	0	0	0
Provisions	88,277	90,822	85,552	82,570	79,858	75,994
Trade payables	74,111	87,562	93,350	88,218	79,109	101,679
Deferred revenue	109,234	107,980	138,999	145,680	143,079	145,153
Accruals and other liabilities	150,138	169,176	166,430	168,807	135,463	157,690
TOTAL LIABILITIES	761,780	793,328	821,242	700,751	643,092	686,971
TOTAL EQUITY AND LIABILITIES	1,625,910	1,667,839	1,711,955	1,601,347	1,558,043	1,625,414
<i>Net cash</i>	<i>44,279</i>	<i>51,324</i>	<i>103,621</i>	<i>102,949</i>	<i>77,367</i>	<i>76,627</i>

QUARTERLY CASH FLOW STATISTICS

(in € thousands)	Q1 '14	Q2 '14	Q3 '14	Q4 '14	Q1 '15	Q2 '15	H1 '15	FY '14
Operating result	1,511	10,232	7,843	1,528	-5,069	579	-4,490	21,114
Financial gains/(losses)	380	-34	150	-2,452	1,970	1,974	3,944	-1,956
Depreciation and amortisation	28,184	26,673	33,158	26,696	26,493	27,262	53,755	114,711
Other	6,537	263	-3,749	-2,627	-2,763	8	-2,755	424
Changes in working capital ¹	-49,332	1,236	33,560	14,963	-32,528	-1,914	-34,442	427
CASH GENERATED FROM OPERATIONS	-12,720	38,370	70,962	38,108	-11,897	27,909	16,012	134,720
Interest received	103	1,061	145	158	116	173	289	1,467
Interest (paid)	-895	-824	-628	-1,470	-239	-315	-554	-3,817
Corporate income taxes (paid)/received	-1,127	-5,364	-2,834	-4,416	-1,209	20	-1,189	-13,741
CASH FLOWS FROM OPERATING ACTIVITIES	-14,639	33,243	67,645	32,380	-13,229	27,787	14,558	118,629
CASH FLOWS FROM INVESTING ACTIVITIES	-23,878	-27,028	-21,742	-33,838	-23,953	-44,107	-68,060	-106,486
CASH FLOWS FROM FINANCING ACTIVITIES	52	399	5,366	-124,200	1,198	20,554	21,752	-118,383
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENT	-38,465	6,614	51,269	-125,658	-35,984	4,234	-31,750	-106,240

¹ Includes the movement of non-current deferred revenue.

OUTSTANDING SHARES AND ADJUSTED EPS Q2 '15

Common shares outstanding end of Q1 '15	225,591,782
Common shares outstanding end of Q2 '15	228,919,020
Average shares outstanding in Q2 '15	227,240,417 (A)
In the money share options as of Q1 '15	14,329,833
In the money share options as of Q2 '15	12,338,245
Average potential dilutive share options outstanding Q2 '15*	12,338,245
Non dilutive share options:	5,135,145
<i>Average shares outstanding from dilution of options**</i>	7,203,100 (B)
<i>Average shares outstanding from dilution of other equity-settled grants</i>	103,649 (C)
Average fully diluted shares outstanding Q2 '15***	234,547,166 (A+B+C)
* In the money options during the quarter based on average share price for the quarter	
** Weighted average diluted options based on the period outstanding during the quarter	
*** The average share price for the quarter was €8.93	
Adjusted earnings per share calculation (in € million)	
Net result attributed to equity holders	2.6
Amortisation of acquired intangibles	13.0
Tax effect of adjustments	-3.2
ADJUSTED EARNINGS	12.4
ADJUSTED EARNINGS PER SHARE (in €)	
Basic	0.05
Diluted	0.05

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