



Q4 AND FY 2015 RESULTS

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CONSUMER

OPERATIONAL HIGHLIGHTS

- Within Drive, we maintained our leading market position and continued to strengthen our navigation-based product offering
- Within Sports, we continued to diversify and expand our presence globally



STRATEGIC PRIORITIES

- Extract value from the Drive category
- 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

AUTOMOTIVE & LICENSING

OPERATIONAL HIGHLIGHTS

- Automotive bookings exceeded €300 million in 2015
- Traffic deal with BMW in Russia, Australia and New Zealand announced; Daimler chooses TomTom navigation in its new Mercedes me app
- Multi-year agreement with Uber announced to provide worldwide maps and traffic data

STRATEGIC PRIORITIES

- Take advantage of the new map-making platform to deliver better maps, at lower cost, in real-time
- Continue to win market share in Automotive

OUR NEW MAP-MAKING PLATFORM

- New map-making platform is live
- The map is updated continuously with automatic quality checks
- This dramatically reduces the time between change detection and publishing a new map, which we can also do incrementally to deliver “real-time maps”
- Enables us to deliver better maps, at lower cost, in real-time
- Fundamental to making Autonomous Driving a reality

TOMTOM'S CLOSED LOOP MAP-MAKING PROCESS



TELEMATICS

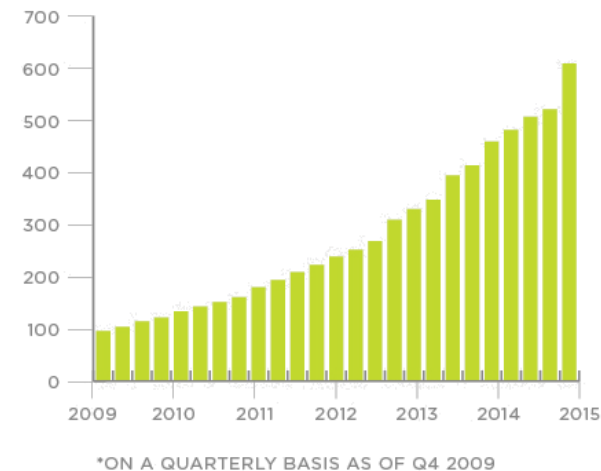
OPERATIONAL HIGHLIGHTS

- Acquisition of Finder at the end of 2015; expanding our leading position in Poland
- 605k vehicles under subscriptions, a 30% increase YoY
- Recognised as the largest and fastest-growing telematics provider in Europe (Berg Insight)

STRATEGIC PRIORITIES

- Expand the WEBFLEET installed base
- Expand the eco-system of software and hardware partners
- Diversify into the aftermarket Connected Car opportunity

TELEMATICS SUBSCRIBERS
INSTALLED BASE* IN THOUSANDS



FINANCIAL HIGHLIGHTS

- Four business units delivered revenue growth in the fourth quarter; 2015 revenue of over €1 billion, 6% higher compared with €950 million last year
- Resilient PND revenue in Consumer; Sports delivered a 40% revenue growth year on year
- Automotive business developed as anticipated; newly booked business continued at record levels
- Licensing delivered mid double-digit revenue growth
- Continued growth in Telematics' installed base and recurring revenue
- Profitability adversely impacted by FX movements and impairment charge
 - YoY decrease in gross margin was mainly due to strengthening of the USD
 - At constant currency rates for the USD and GBP, gross and operating result were higher YoY
- Adjusted EPS¹ for the year of €0.21
- Net cash of €98 million

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

FULL YEAR OUTLOOK 2016

- Revenue to grow to around €1,050 million
- Adjusted EPS¹ expected to grow by around 10% to €0.23
- We expect the level of investment (both CAPEX and OPEX) to be higher than last year

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



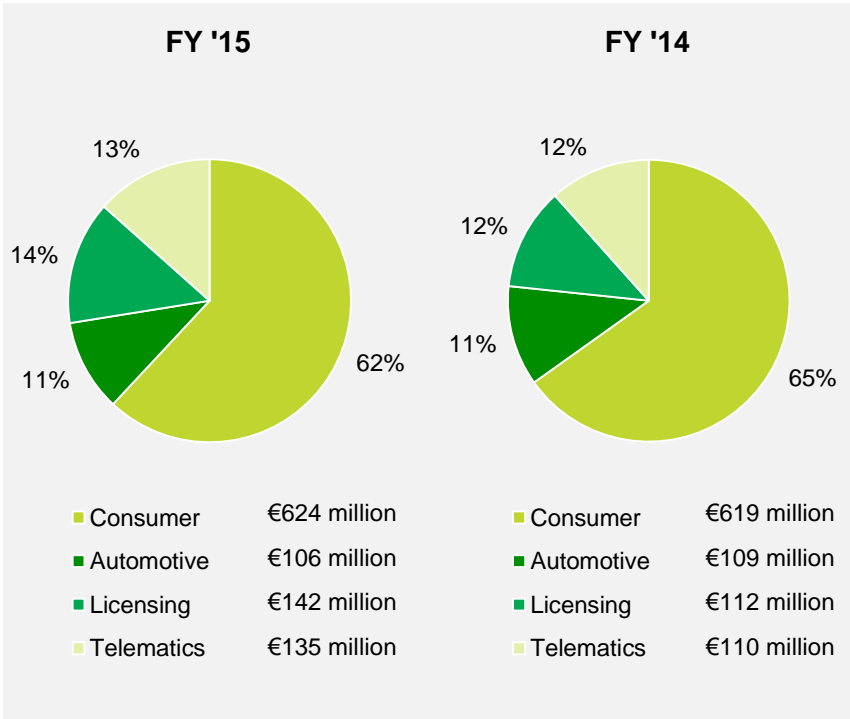
THANK YOU

Any questions?

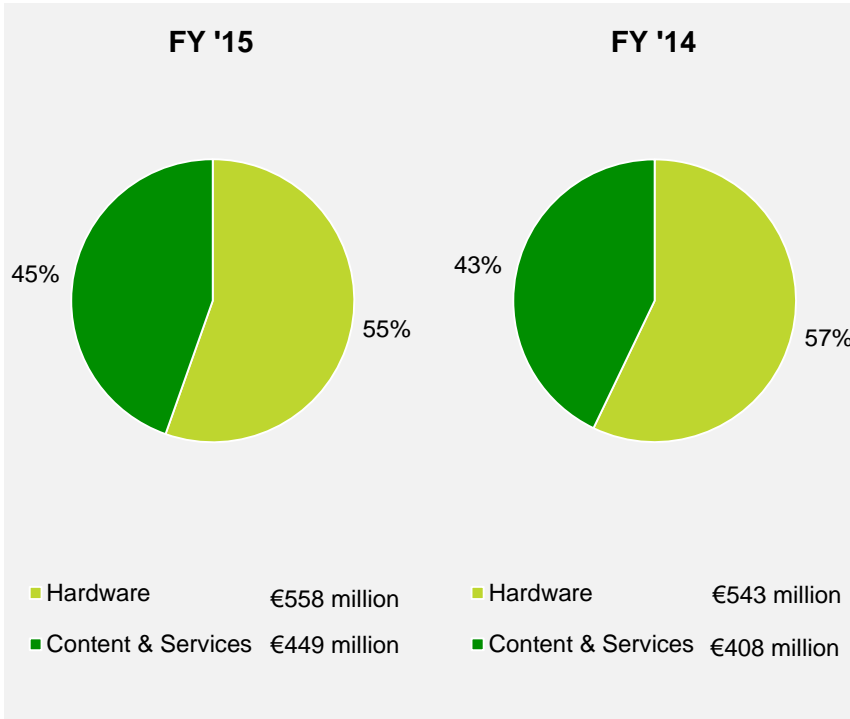
REVENUE BREAKDOWN – QUARTERLY

FY '15 group revenue: €1,007 million; FY '14: €950 million

BREAKDOWN BY SEGMENT



BREAKDOWN BY CATEGORY



QUARTERLY P&L STATISTICS

(in € thousands)	Q3 '14	Q4 '14	Q1 '15	Q2 '15	Q3 '15	Q4 '15	FY '15	FY '14
REVENUE	234,564	258,399	205,275	264,613	254,231	282,488	1,006,607	950,292
Cost of sales	101,271	125,517	95,403	129,993	119,161	143,523	488,080	426,966
GROSS RESULT	133,293	132,882	109,872	134,620	135,070	138,965	518,527	523,326
Research and development expenses	39,052	45,559	43,290	52,071	43,275	46,807	185,443	174,014
Amortisation of technology and databases	26,227	19,578	18,522	18,644	19,589	19,939	76,694	88,100
Marketing expenses	18,993	19,768	9,748	25,297	22,616	25,777	83,438	69,559
Selling, general and administrative expenses	41,178	46,449	43,381	38,029	44,703	46,239	172,352	170,539
TOTAL OPERATING EXPENSES	125,450	131,354	114,941	134,041	130,183	138,762	517,927	502,212
OPERATING RESULT (EBIT)	7,843	1,528	-5,069	579	4,887	203	600	21,114
EBITDA	41,001	28,224	21,424	27,841	32,692	41,739	123,696	135,825
Interest result	-1,017	-1,118	-204	-223	-328	-170	-925	-3,145
Other financial result	-657	-1,581	-2,574	301	-2,633	-2,437	-7,343	-3,720
Result of associates	232	81	97	116	-210	164	167	374
RESULT BEFORE TAX	6,401	-1,090	-7,750	773	1,716	-2,240	-7,501	14,623
Income tax (charge) / gain	-619	1,558	845	1,762	8	23,179	25,794	8,032
NET RESULT	5,782	468	-6,905	2,535	1,724	20,939	18,293	22,655
MARGINS								
Gross margin	57%	51%	54%	51%	53%	49%	52%	55%
EBITDA margin	17%	11%	10%	11%	13%	15%	12%	14%
EBIT margin	3%	1%	-2%	0%	2%	0%	0%	2%
EARNINGS PER SHARE (in €)								
Diluted EPS	0.03	0.00	-0.03	0.01	0.01	0.09	0.08	0.10
Diluted Adjusted EPS ¹	0.07	0.04	0.01	0.05	0.05	0.10	0.21	0.27

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

QUARTERLY BALANCE SHEET STATISTICS

(in € thousands)	30-Sep-14	31-Dec-14	31-Mar-15	30-Jun-15	30-Sep-15	31-Dec-15
ASSETS						
Goodwill	381,569	381,569	381,569	381,569	381,569	403,437
Other intangible assets	786,997	800,583	797,524	807,822	813,185	810,908
Other non-current assets	39,589	52,021	59,505	68,543	70,703	75,908
TOTAL NON-CURRENT ASSETS	1,208,155	1,234,173	1,238,598	1,257,934	1,265,457	1,290,253
Inventories	54,828	46,575	46,747	48,488	53,848	48,657
Receivables, prepayments & derivatives	170,351	167,650	155,331	197,365	200,020	193,093
Cash and cash equivalents	278,621	152,949	117,367	121,627	124,427	147,565
TOTAL CURRENT ASSETS	503,800	367,174	319,445	367,480	378,295	389,315
TOTAL ASSETS	1,711,955	1,601,347	1,558,043	1,625,414	1,643,752	1,679,568
EQUITY AND LIABILITIES						
TOTAL EQUITY	890,713	900,596	914,951	938,443	939,292	970,533
Deferred tax liability	162,791	166,551	166,578	162,366	159,206	149,806
Non-current borrowings	99,739	48,925	39,005	44,089	29,171	44,254
Current borrowings	74,381	0	0	0	0	4,287
Provisions	85,552	82,570	79,858	75,994	71,708	67,638
Trade payables	93,350	88,218	79,109	101,679	109,077	94,951
Deferred revenue	138,999	145,680	143,079	145,153	190,338	186,873
Accruals and other liabilities	166,430	168,807	135,463	157,690	144,960	161,226
TOTAL LIABILITIES	821,242	700,751	643,092	686,971	704,460	709,035
TOTAL EQUITY AND LIABILITIES	1,711,955	1,601,347	1,558,043	1,625,414	1,643,752	1,679,568
<i>Net cash</i>	<i>103,621</i>	<i>102,949</i>	<i>77,367</i>	<i>76,627</i>	<i>94,427</i>	<i>98,278</i>

QUARTERLY CASH FLOW STATISTICS

(in € thousands)	Q3 '14	Q4 '14	Q1 '15	Q2 '15	Q3 '15	Q4 '15	FY '15	FY '14
Operating result	7,843	1,528	-5,069	579	4,887	203	600	21,114
Financial gains/(losses)	150	-2,452	1,970	1,974	-6,586	278	-2,364	-1,956
Depreciation, amortisation and impairment ¹	33,158	26,696	26,493	27,262	27,805	41,536	123,096	114,711
Other	-3,749	-2,627	-2,763	8	-578	-8,265	-11,598	424
Changes in working capital ²	33,560	14,963	-32,528	-1,914	23,407	24,580	13,545	427
CASH GENERATED FROM OPERATIONS	70,962	38,108	-11,897	27,909	48,935	58,332	123,279	134,720
Interest received	145	158	116	173	103	112	504	1,467
Interest (paid)	-628	-1,470	-239	-315	-347	-57	-958	-3,817
Corporate income taxes (paid)/received	-2,834	-4,416	-1,209	20	-2,031	-830	-4,050	-13,741
CASH FLOWS FROM OPERATING ACTIVITIES	67,645	32,380	-13,229	27,787	46,660	57,557	118,775	118,629
CASH FLOWS FROM INVESTING ACTIVITIES	-21,742	-33,838	-23,953	-44,107	-31,135	-55,020	-154,215	-106,486
CASH FLOWS FROM FINANCING ACTIVITIES	5,366	-124,200	1,198	20,554	-11,965	19,484	29,271	-118,383
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	51,269	-125,658	-35,984	4,234	3,560	22,021	-6,169	-106,240

¹ Q4 '15 and FY '15 includes an impairment of €11 million on certain Automotive software assets

² Includes movements in the non-current portion of deferred revenue presented under Non-Current liabilities

OUTSTANDING SHARES AND ADJUSTED EPS Q4 '15

Common shares outstanding end of Q3 '15	229,567,948
Common shares outstanding end of Q4 '15	230,495,981
Average shares outstanding in Q4 '15	230,130,697 (A)
In the money share options as of Q3 '15	11,505,694
In the money share options as of Q4 '15	10,532,136
Average potential dilutive share options outstanding Q4 '15*	10,532,136
Non dilutive share options:	3,076,228
<i>Average shares outstanding from dilution of options**</i>	7,455,908 (B)
<i>Average shares outstanding from dilution of other equity-settled grants</i>	69,000 (C)
Average fully diluted shares outstanding Q4 '15***	237,655,605 (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 €10.66	
Adjusted earnings per share calculation (in € million)	
Net result attributed to equity holders	20.8
Remeasurement of DTL	-7.5
Amortisation of acquired intangibles	13.1
Tax effect of adjustments	-3.3
ADJUSTED EARNINGS	23.1
ADJUSTED EARNINGS PER SHARE (in €)	
Basic	0.10
Fully diluted	0.10

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