



Q4 AND FY 2016

RESULTS

8 February 2017

TomTom 

HAROLD GODDIJN – CEO
TACO TITULAER – CFO



OPERATIONAL HIGHLIGHTS

- Automotive order intake exceeded €300 million in 2016
- 'Innovation Supplier of the Year 2016' - FCA Group
- Partnership with Microsoft announced to bring location-based services to Azure platform
- Collaborations with SAP, MapQuest and Pitney Bowes extended
- 696k vehicles subscribed to our Telematics service platform, a 15% increase YoY
- >1 million Consumer Sports devices shipped in 2016

STRATEGIC PRIORITIES



AUTOMOTIVE & LICENSING

GROW THROUGH TECHNOLOGY LEADERSHIP IN **MAPS, TRAFFIC AND NAVIGATION**

INVEST IN **AUTOMATION, MODULARITY** AND INDUSTRY **STANDARD INTERFACES**

TARGET NEW GROWTH OPPORTUNITIES IN **ADAS** AND **AUTONOMOUS DRIVING**



TELEMATICS

CAPITALISE ON THE **GROWING SCALE** OF OUR **FLEET MANAGEMENT BUSINESS**

DIVERSIFY INTO OTHER **CONNECTED CAR SERVICES** OPPORTUNITIES

GROW OUR **PARTNER ECOSYSTEM**



CONSUMER

GROW OUR **SPORTS WEARABLE BRAND** IN EUROPE

EXPLOIT **NICHE OPPORTUNITIES** IN **DRIVE TAKING ADVANTAGE** OF OUR **DEVICE PLATFORMS** AND **CAPABILITIES**

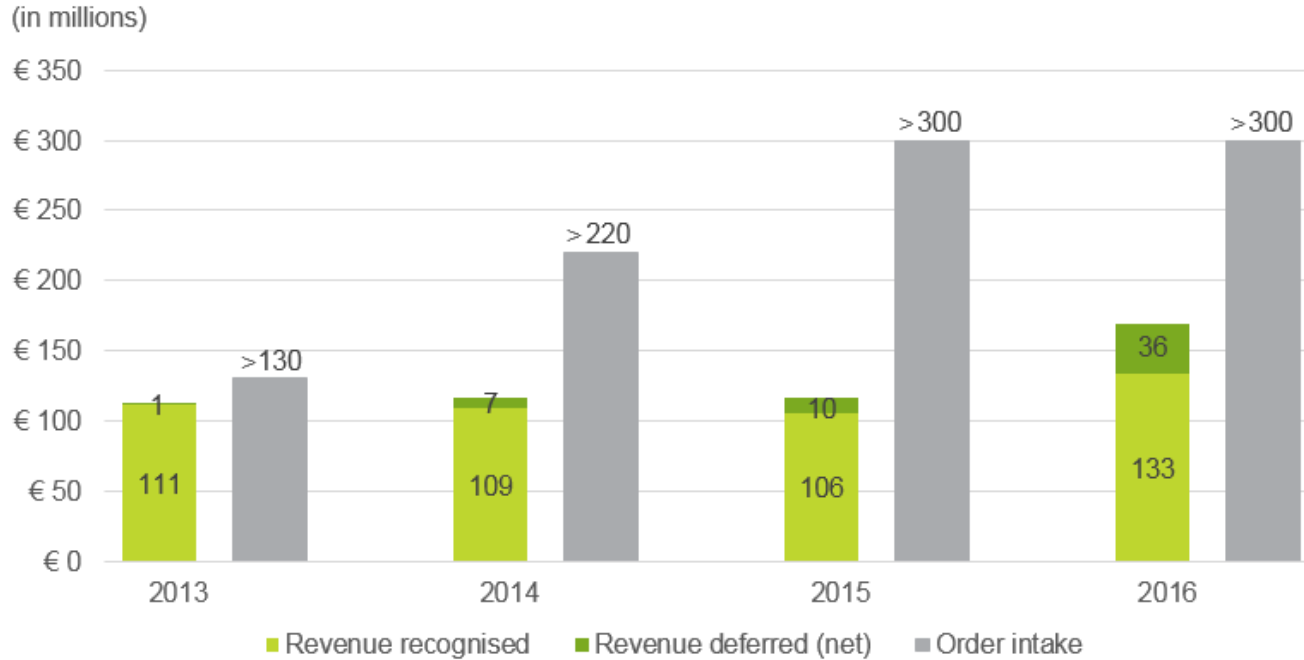
FINANCIAL HIGHLIGHTS FY 2016

- Revenue of €987 million (FY '15: €1,007 million)
- Gross result grew with 9% YoY
- EBITDA grew with 14% YoY
- EBIT of €9 million (FY '15 : €1 million)
- Adjusted EPS¹ of €0.23 (FY '15: €0.21)
- Net cash of €133 million

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

AUTOMOTIVE ORDER INTAKE

vs revenue recognised and deferred revenue



FULL YEAR OUTLOOK 2017

- Revenue in the range of €925 million to €950 million
Adjusted EPS¹ of around €0.25
- The combined revenue of Automotive, Licensing and Telematics businesses to grow above 10%, reiterating our previous expectations of revenue CAGR of 15% between 2016 and 2020
- PND revenue to continue to decline, which will be only partially offset by a growing Sports business
- Level of investments (both CAPEX and OPEX) to show a modest increase compared with 2016², excluding acquisitions

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

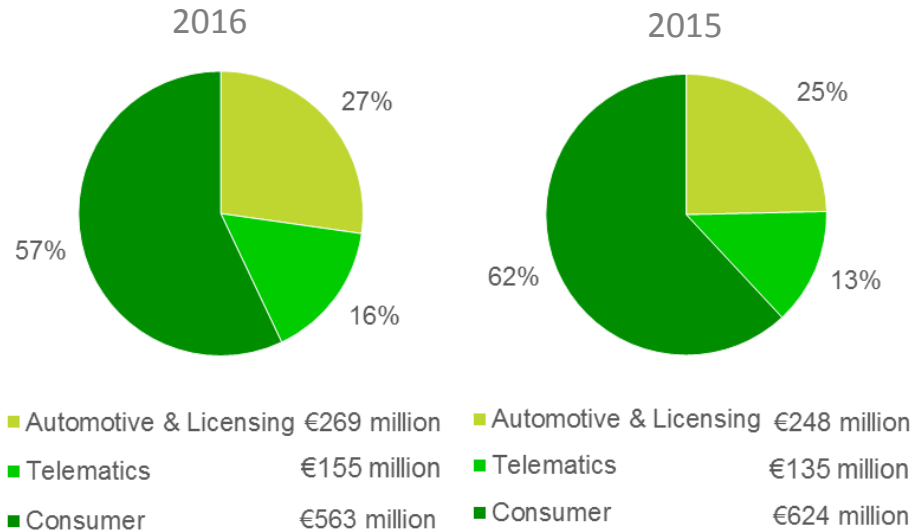
² In 2016, CAPEX was €118 million and OPEX was €557 million.

THANK YOU
Any questions?

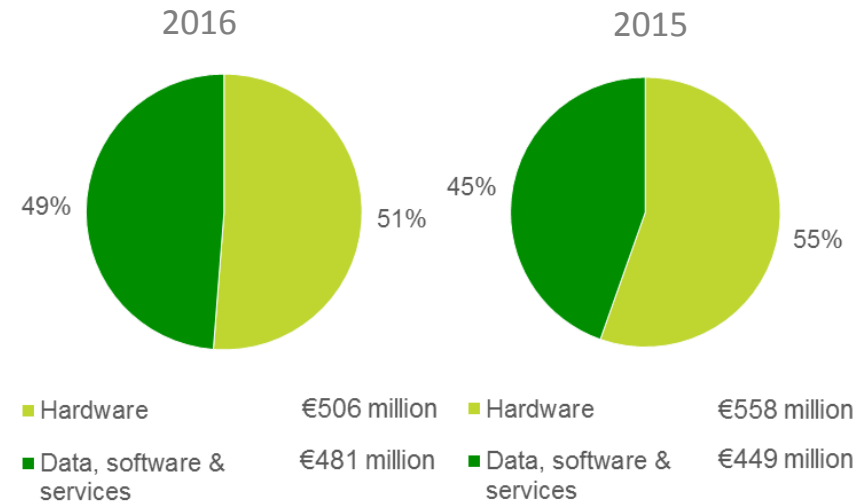
REVENUE BREAKDOWN – ANNUALLY

FY '16 group revenue: €987 million; FY '15: €1,007 million

BREAKDOWN BY SEGMENT



BREAKDOWN BY CATEGORY



QUARTERLY P&L STATISTICS

(€ in thousands)	Q3 '15	Q4 '15	Q1 '16	Q2 '16	Q3'16	Q4 '16	FY '16	FY '15
REVENUE	254,231	282,488	217,155	265,225	239,331	265,618	987,329	1,006,607
Cost of sales	119,161	143,523	93,850	119,967	94,690	112,594	421,101	488,080
GROSS RESULT	135,070	138,965	123,305	145,258	144,641	153,024	566,228	518,527
Research and development expenses	43,275	46,807	44,533	45,675	50,680	49,585	190,473	185,443
Amortisation of technology and databases	19,589	19,939	20,626	21,107	22,571	27,222	91,526	76,694
Marketing expenses	22,616	25,777	15,058	21,545	19,159	24,847	80,609	83,438
Selling, general and administrative expenses	44,703	46,239	47,401	44,179	51,278	51,868	194,726	172,352
TOTAL OPERATING EXPENSES	130,183	138,762	127,618	132,506	143,688	153,522	557,334	517,927
OPERATING RESULT (EBIT)	4,887	203	-4,313	12,752	953	-498	8,894	600
EBITDA	32,692	41,739	25,557	43,693	33,093	38,554	140,897	123,696
Interest result	-328	-170	-305	-377	-404	-285	-1,371	-925
Other financial result	-2,633	-2,437	1,711	-1,233	513	-2,001	-1,010	-7,343
Result of associates	-210	164	327	134	97	178	736	167
RESULT BEFORE TAX	1,716	-2,240	-2,580	11,276	1,159	-2,606	7,249	-7,501
Income tax gain / (charge)	8	23,179	7,346	911	-594	-2,954	4,709	25,794
NET RESULT	1,724	20,939	4,766	12,187	565	-5,560	11,958	18,293
MARGINS								
Gross margin	53%	49%	57%	55%	60%	58%	57%	52%
EBITDA margin	13%	15%	12%	5%	14%	15%	14%	12%
EBIT margin	2%	0%	-2%	5%	0%	0%	1%	0%
EARNINGS PER SHARE (in €)								
Diluted EPS	0.01	0.09	0.02	0.05	0.00	-0.02	0.05	0.08
Diluted Adjusted EPS ¹	0.05	0.10	0.03	0.10	0.05	0.05	0.23	0.21

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

QUARTERLY BALANCE SHEET STATISTICS

(€ in thousands)	30-Sep-15	31-Dec-15	31-Mar-16	30-Jun-16	30-Sep-16	31-Dec-16
ASSETS						
NON-CURRENT ASSETS						
Goodwill	381,569	403,437	403,529	400,412	400,770	400,318
Other intangible assets	813,185	810,908	806,684	806,271	807,112	795,771
Other non-current assets	49,083	49,927	52,592	52,554	51,818	56,385
TOTAL NON-CURRENT ASSETS	1,243,837	1,264,272	1,262,805	1,259,237	1,259,700	1,252,474
CURRENT ASSETS						
Inventories	53,848	48,657	57,476	50,955	60,933	54,078
Receivables, prepayments & derivatives	200,020	193,093	178,152	233,201	219,161	179,749
Cash and cash equivalents	124,427	147,565	114,630	136,391	129,262	142,527
TOTAL CURRENT ASSETS	378,295	389,315	350,258	420,547	409,356	376,354
TOTAL ASSETS	1,622,132	1,653,587	1,613,063	1,679,784	1,669,056	1,628,828
EQUITY AND LIABILITIES						
TOTAL EQUITY	939,292	970,533	970,017	992,268	988,967	996,737
Deferred tax liability	137,586	123,825	116,998	110,443	96,688	97,282
Non-current borrowings	29,171	44,254	64,336	77,420	47,503	9,586
Current borrowings	0	4,287	0	0	0	0
Provisions	71,708	67,638	62,776	65,079	62,100	90,816
Trade payables	109,077	94,951	79,167	93,504	93,581	76,630
Deferred revenue	190,338	186,873	183,321	188,084	205,548	204,407
Accruals and other liabilities	144,960	161,226	136,448	152,986	174,669	153,370
TOTAL LIABILITIES	682,840	683,054	643,046	687,516	680,089	632,091
TOTAL EQUITY AND LIABILITIES	1,622,132	1,653,587	1,613,063	1,679,784	1,669,056	1,628,828
<i>Net cash</i>	<i>94,427</i>	<i>98,278</i>	<i>49,630</i>	<i>58,391</i>	<i>81,262</i>	<i>132,527</i>

QUARTERLY CASH FLOW STATISTICS

(€ in thousands)	Q3 '15	Q4 '15	Q1 '16	Q2 '16	Q3 '16	Q4 '16	FY '16	FY '15
Operating result	4,887	203	-4,313	12,752	953	-498	8,894	600
Financial gains/(losses)	-6,586	278	954	-553	-1,960	2,794	1,235	-2,364
Depreciation and amortisation	27,805	41,536	29,870	30,941	32,140	39,052	132,003	123,096
Other	-578	-8,265	-2,270	5,792	-1,606	11,008	12,924	-11,598
Changes in working capital ¹	23,407	24,580	-40,506	-14,225	31,228	26,568	3,065	13,545
CASH GENERATED FROM OPERATIONS	48,935	58,332	-16,265	34,707	60,755	78,924	158,121	123,279
Interest received	103	112	42	44	42	57	185	504
Interest (paid)	-347	-57	-264	-338	-364	-261	-1,227	-958
Corporate income taxes (paid)/received	-2,031	-830	-1,870	-1,151	-6,695	-3,046	-12,762	-4,050
CASH FLOWS FROM OPERATING ACTIVITIES	46,660	57,557	-18,357	33,262	53,738	75,674	144,317	118,775
CASH FLOWS FROM INVESTING ACTIVITIES	-31,135	-55,020	-31,370	-30,156	-31,848	-26,352	-119,726	-154,215
CASH FLOWS FROM FINANCING ACTIVITIES	-11,965	19,484	17,092	19,162	-28,854	-36,884	-29,484	29,271
NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS	3,560	22,021	-32,635	22,268	-6,964	12,438	-4,893	-6,169

¹ Includes the movement of non-current deferred revenue.

OUTSTANDING SHARES AND ADJUSTED EPS

per 31 December 2016, average over Q4 2016

Common shares outstanding end of Q3 '16	232,610,886	
Common shares outstanding end of Q4 '16	232,886,736	
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Average shares outstanding during Q4 '16	232,725,323	(A)
In the money share options end of Q3 '16	8,687,873	
In the money share options end of Q4 '16	8,125,043	
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Average potential dilutive share options outstanding during Q4 '16*	8,286,456	
Non dilutive share options:	5,582,147	
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<i>Average shares outstanding from dilution of options**</i>	2,704,309	(B)
Average fully diluted shares outstanding during Q4 '16***	235,429,632	(A+B)
* 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 €7.86		
Adjusted earnings per share calculation (in € million)		
Net result attributed to equity holders	-5.5	
Remeasurement of DTL	5.3	
Amortisation of acquired intangibles	14.2	
Tax effect of adjustments	-2.7	
ADJUSTED EARNINGS	11.3	
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ADJUSTED EARNINGS PER SHARE (in €)		
Basic	0.05	
Diluted	0.05	

DISCLAIMER

This document contains certain forward-looking statements with respect to the financial position and results of TomTom's activities. We have based these forward-looking statements on our current expectations and projections about future events, including numerous assumptions regarding our present and future business strategies, operations and the environment in which we will operate in the future. These forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in the forward-looking statements, and you should not place undue reliance on them. Many of these risks and uncertainties relate to factors that are beyond TomTom's ability to control or estimate precisely, such as levels of customer spending in major economies, changes in consumer preferences, the performance of the financial markets, the levels of marketing and promotional expenditures by TomTom and its competitors, costs of raw materials, employee costs, exchange-rate and interest-rate fluctuations, changes in tax rates, changes in law, acquisitions or disposals, the rate of technological changes, political developments in countries where TomTom operates and the risk of a downturn in the market. Statements regarding market share, including TomTom's competitive position, contained in this document are based on outside sources such as specialised research institutes, industry and dealer panels in combination with management estimates.

The forward-looking statements contained herein speak only as of the date they are made. We do not assume any obligation to update any public information or forward-looking statement in this document to reflect events or circumstances after the date of this document, except as may be required by applicable laws.

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