



TomTom Conference Call Third quarter 2007 Financial Results

24 October 2007

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This Presentation speaks as of 24 October 2007. You should be aware that the Presentation has not been updated to reflect any changes to the affairs of the Company since that date.



Offer for Tele Atlas - Update

- Offer Memorandum published on 2 October
- Acceptance period commenced 3 October and will close 4 December (unless extended)
- TomTom was advised that the waiting period pursuant to the HSR Act was terminated on 15 October
- TomTom filed Form CO with the European Commission
- Goal to close transaction before end 2007



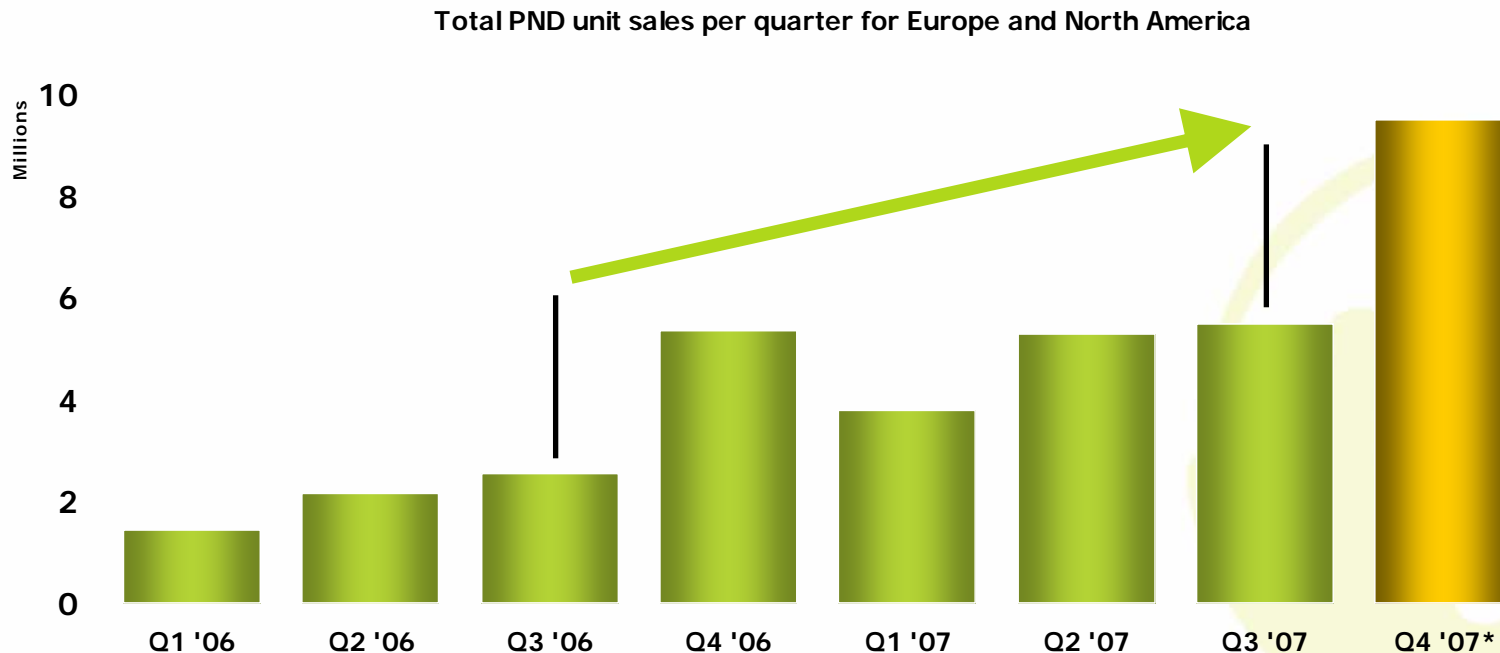
Third Quarter 2007 Results

Third Quarter Highlights

- €427 million revenue
- Record number of 2.2 million PNDs shipped
- Record gross margin of 49% and operating margin of 31%
- Record net profit of €99 million
- Record cash generation of €153 million
- New products and Map Share[™] technology delivered

Rapid Market Growth

- **Continued strong growth in third quarter:**
 - European PND market grew 80% y.o.y to 3.7m units
 - North American PND market more than tripled y.o.y to 1.8m units
- **Clear seasonal trend with significant underlying growth**
- **Large fourth quarter expected**



Launch Real Time Traffic Solution



- Successful testing period of real time traffic concluded
- Launch of traffic service in the Netherlands in November
- UK roll-out planned first half 2008
- Discussions with operators for other countries progressing according to plan

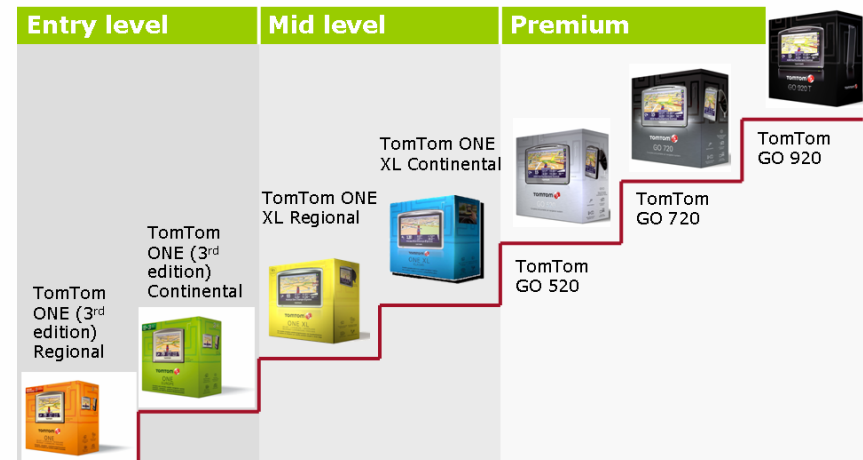


TomTom 2007 Priorities - Recap

- Deliver exciting roadmap of new products and services
- Be first to market with key innovations
- Maintain 50% market share in Europe and increase market share in North America
- Roll-out travel time information service in the Netherlands and prepare for roll-out to other geographies
- Provide easy access to the network and better content for our customers
- Develop aftermarket sales to address growing installed base

Fundamentally better navigation is our vision and current and future TomTom customers will benefit from this

- We are well positioned for the fourth quarter:
 - A leading European Market Share
 - Continued strengthening of our North American presence
 - Supported by new marketing campaigns
- Broad portfolio of product and services lined up
 - In November we will launch our real time traffic service in Holland
- We have increased our estimate of unit shipments to 9-10 million for the full year





Third Quarter 2007 Financials

Financial Summary

<i>in € millions</i>	Q3 '07	Q3'06	Δ	Q2'07
Revenue	427	353	21%	380
Gross Profit	208	154	35%	169
Gross Margin	48.8%	43.5%	-	44.6%
Operating Profit	133	101	33%	93
Operating Profit Margin	31.3%	28.5%	-	24.5%
Net Profit	99	73	36%	68
Net Profit Margin	23.1%	20.6%	-	18.0%

* Percentages are based on non-rounded numbers

Financial Summary

<i>in € millions</i>	YTD 2007	YTD 2006	Δ
Revenue	1,103	886	24%
Gross Profit	496	360	38%
Gross Margin	45%	41%	
Operating Profit	283	215	32%
Operating Margin	26%	24%	
Net Profit	211	142	49%
Net Profit Margin	19%	16%	

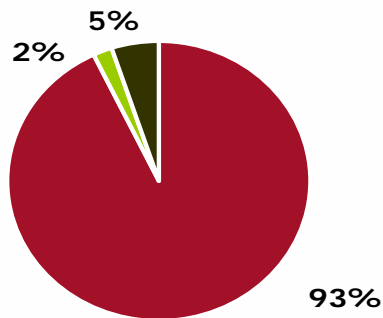
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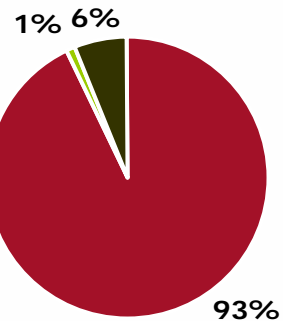
Revenue by Product and Geography

By Product Group

FY 2006

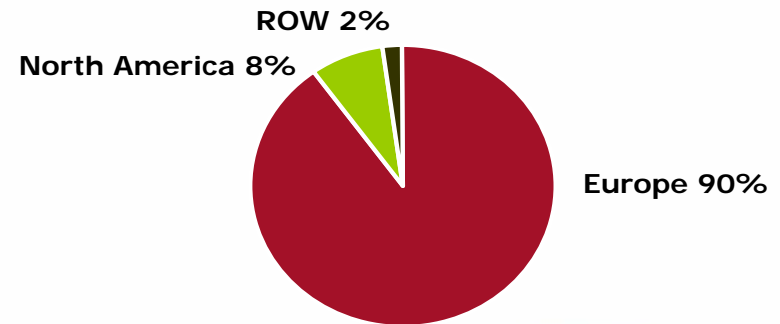


Q3 2007

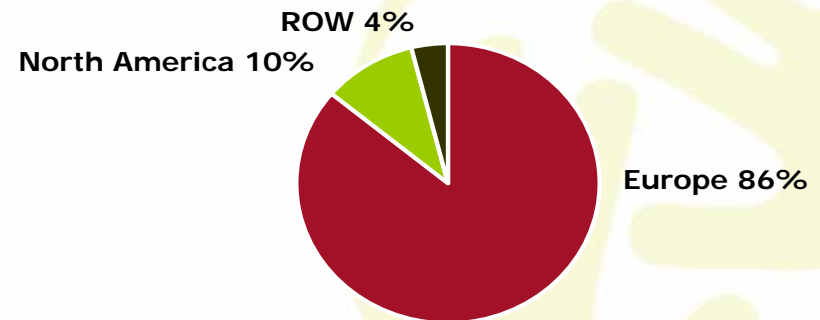


By Geography

FY 2006



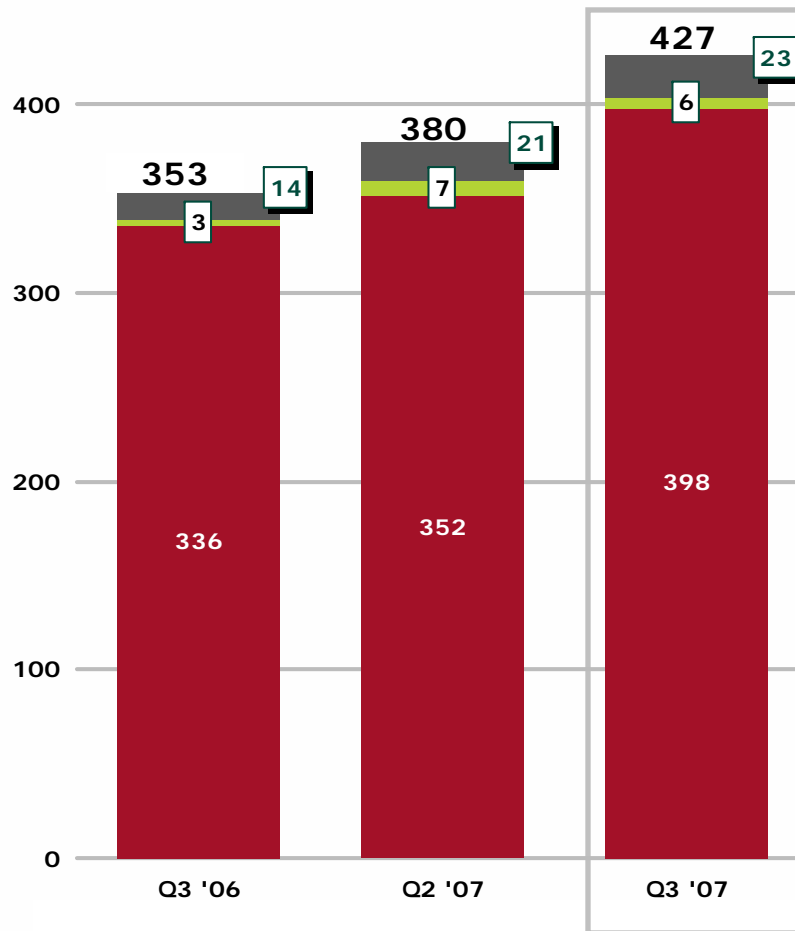
Q3 2007



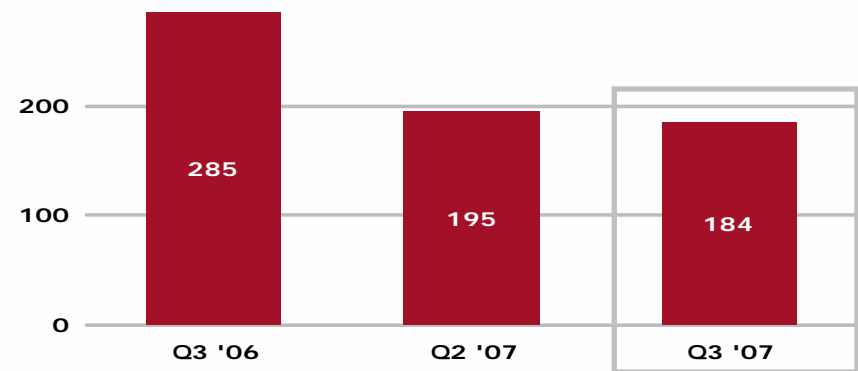
■ PNDs ■ PDA/smartphone solutions ■ Other

Third Quarter Revenue Analysis

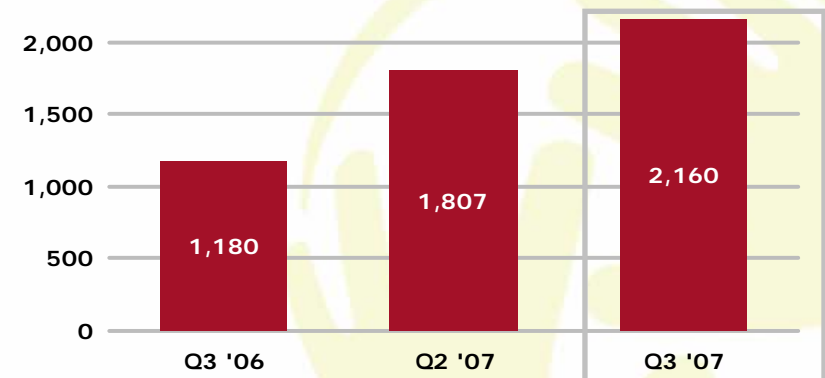
Revenue (in € millions)



ASP PNDs (in €)



Units PNDs (in '000s)



■ PNDs ■ PDA/smartphone solutions ■ Other

Operating Expenses Overview

<i>in € millions</i>	Q3 '07	Q2 '07	Q3 '06
R&D	16.5	13.5	8.6
<i>% of revenue</i>	3.9%	3.6%	2.4%
Marketing	21.1	33.3	15.5
<i>% of revenue</i>	4.9%	8.8%	4.4%
Other SG&A	28.3	21.5	24.0
<i>% of revenue</i>	6.6%	5.6%	6.8%
Operating expenses	65.9	68.3	48.1
<i>% of revenue</i>	15.4%	18.0%	13.6%
Accounting charge for share options	8.9	7.8	5.1
<i>% of revenue</i>	2.1%	2.0%	1.4%
Total operating expenses	74.8	76.1	53.2
<i>% of revenue</i>	17.5%	20.0%	15.1%

* Percentages are based on non-rounded numbers

Earnings Overview

<i>in € millions</i>	Q3 '07	Q2 '07	Q3 '06
Operating profit	133.5	93.4	100.6
Net financial income and expenses	0.3	(0.4)	3.3
<i>of which FX losses</i>	<i>(5.7)</i>	<i>(5.0)</i>	<i>0.8</i>
Taxation	(35.2)	(24.6)	(31.2)
<i>effective tax rate</i>	<i>26.3%</i>	<i>26.5%</i>	<i>30.1%</i>
Net Profit	98.5	68.3	72.6
Average diluted shares outstanding (in millions)	119.2	117.4	117.0
Diluted EPS (in €)	0.83	0.58	0.62

* Percentages are based on non-rounded numbers

Cash Flow Overview

<i>in € millions</i>	Q3 '07	Q2 '07	Q3 '06
Operating profit	133.5	93.4	100.6
Depreciation and amortization	6.2	5.1	4.5
Additions to provisions	10.2	20.8	10.3
Changes in working capital	26.9	(14.8)	2.0
Other operating items	1.2	0.5	0.1
Cash generated from operations	178.0	105.0	117.4
Interest received	6.0	4.6	2.7
Tax paid	(24.9)	(37.1)	(19.0)
Net cash flow from operating activities	159.1	72.5	101.1
Total cash flow used in investing activities	(7.0)	(29.4)	(4.4)
Total cash flow from financing activities	0.4	0.6	0.0
Net increase in cash and cash equivalents	152.5	43.7	96.7

Balance Sheet

<i>in € millions</i>	Q3 '07	Q2 '07	Q4 '06
Non-Current Assets			
Intangible Assets	56.5	59.8	39.2
Property, plant & equipment	14.3	10.3	7.9
Deferred Tax Assets	18.4	17.9	12.1
Current Assets			
Inventories	124.1	65.9	123.0
Receivables, Prepayments & Financial Instruments	279.7	283.4	283.0
Cash and Equivalents	708.8	556.4	437.8
Total Assets	1,201.9	993.7	903.0
Shareholders' Equity	784.1	678.6	550.8
Provisions	76.9	66.7	43.8
Long-term Liabilities	0.9	1.0	1.3
Current Liabilities	340.1	247.4	307.1
Total Equity and Liabilities	1,201.9	993.7	903.0

* Totals are based on non-rounded numbers



Full Year 2007 Outlook Strengthened

- European PND market of 15 - 16 million units
- North American PND market of 8 - 9 million units
- We expect our volumes of PNDs to double to between 9 million and 10 million units worldwide
- We narrow our full year revenue guidance range to between €1.7 billion and €1.8 billion
- Seasonal marketing expenditure and promotional activity in fourth quarter
- We expect a gross margin of > 40% of revenue
- We expect an operating margin of well in excess of 20%



Questions?



Annex

For further information please contact TomTom Investor Relations

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Operating Expenses Overview

<i>in € millions</i>	YTD 2007	YTD 2006	Δ
R&D	40.6	23.4	73%
<i>% of revenue</i>	3.7%	2.6%	
Marketing	75.2	56.2	34%
<i>% of revenue</i>	6.8%	6.3%	
Other SG&A	72.4	51.4	41%
<i>% of revenue</i>	6.6%	5.8%	
Operating expenses	188.3	131.0	44%
<i>% of revenue</i>	17.1%	14.8%	
Accounting charge for share options	24.3	14.8	64%
<i>% of revenue</i>	2.2%	1.7%	
Total operating expenses	212.5	145.8	46%
<i>% of revenue</i>	19.3%	16.5%	

* Percentages are based on non-rounded numbers

Accounting Charge for Share Based Compensation

- Under IFRS, share options have to be accounted in the P&L through a specific charge.
- TomTom accounts for this charge as follows:
 - At the date of issuance, options are valued by a Black & Scholes model and the calculations are reviewed by our auditors;
 - The monthly charge to the P&L is calculated as total value of the options / number of months of the vesting period.
- For Q3 2007, total accounting charge for share options was: €7.4m.
 - € 2.3m {Nov'06} + € 0.2m {Aug '06} + € 0.2m {May '06} + € 0.1 {Feb '06};
 - € 3.2m {Nov '05} and € 1.2m {Aug '05} and € 0.2m {before Aug '05}.
- In May 2007 TomTom introduced a Share Based Incentive Plan. In Q3 we have recognised expenses for an amount of €1.6m. These expenses are estimated by TomTom and benchmarked with a model that is built together with third party. This model will be applied consistently over the vesting period of the share plan.

Outstanding Shares

Common shares outstanding end of Q2 2007	113,284,572
Common shares outstanding end of Q3 2007	113,482,059
Average shares outstanding end of Q3 2007	113,421,954
Share options as of end of Q2 2007	10,290,915
Exercised share options in Q3 2007	197,487
Anti-dilutive shares options	0
Average share options outstanding Q3 2007: 10,290,915 -/- 137,382 { <i>weighted average of exercised options in Q3</i> } -/- 0	10,153,532
Non dilutive share options: 10,153,532 * (<i>exercise price</i>)/(<i>average share price</i>)	4,386,311
Average shares outstanding from dilution of options ¹	5,767,221
Average fully diluted number of shares outstanding Q3 2007	119,189,175

¹ Calculated according to Treasury Method using an average Q3 share price of €46.62

Share Options Vesting Schedule

Number of options in 2007-2010 (in '000s)

1 Nov 2007	1 Dec 2007	10 Aug 2008	10 Nov 2008	28 Feb 2009	9 May 2009	8 Aug 2009	9 Nov 2009	8 Mar 2010	
1,500									€3.75
	182								€3.75
		1,110							€26.44
			3,308						€28.82
				105					€25.50
					113				€37.68
						188			€28.58
							1,705		€33.96
								30	€30.91

At June 30 2007 there were 1.7m vested options that have not been exercised
(average exercise price € 0.75)



End