

TomTom EUR in millions unless stated otherwise	Q4 '17 average	Q4 '17 min	Q4 '17 max	2017 average	2017 min	2017 max	2018 average	2018 min	2018 max	2019 average	2019 min	2019 max
Revenue	218	213	223	902	897	907	862	806	950	872	798	988
BU split												
Consumer	96	84	112	417	405	434	307	262	412	234	185	350
<i>% of revenue</i>	44%	39%	52%	46%	45%	48%	35%	32%	43%	27%	23%	35%
Automotive	46	30	51	183	167	187	238	217	251	300	282	313
<i>% of revenue</i>	21%	14%	24%	20%	19%	21%	28%	23%	29%	35%	29%	37%
Licensing	33	28	35	139	134	141	142	139	146	146	142	152
<i>% of revenue</i>	15%	13%	17%	15%	15%	16%	17%	15%	18%	17%	15%	19%
Telematics	42	41	44	163	161	164	175	169	181	191	177	208
<i>% of revenue</i>	19%	19%	21%	18%	18%	18%	20%	19%	22%	22%	21%	23%
Revenue type split												
Hardware	90	75	124	366	351	400	276	204	368	216	127	333
<i>% of revenue</i>	41%	35%	57%	41%	39%	44%	33%	25%	43%	25%	16%	39%
Data, software & services	128	94	139	536	502	546	569	485	627	633	524	705
<i>% of revenue</i>	59%	43%	65%	59%	56%	61%	67%	57%	75%	75%	61%	84%
Costs of sales	78	73	84	328	323	335	277	242	319	248	199	291
Gross result	140	133	146	574	567	580	585	553	631	623	595	697
<i>Gross margin</i>	64%	61%	66%	64%	63%	64%	68%	66%	70%	72%	69%	75%
Research & development expenses	50	46	54	206	202	209	210	198	216	217	198	233
<i>% of revenue</i>	23%	22%	25%	23%	22%	23%	24%	22%	27%	25%	23%	28%
Amortisation of technology & database	25	24	28	97	95	99	100	96	105	102	98	107
<i>% of revenue</i>	12%	11%	13%	11%	11%	11%	12%	11%	13%	12%	11%	13%
Marketing expenses	12	7	15	59	54	63	43	28	55	39	26	50
<i>% of revenue</i>	5%	3%	7%	7%	6%	7%	5%	4%	6%	4%	3%	6%
Selling, general and administrative expenses	50	47	58	208	192	219	194	165	213	190	163	217
<i>% of revenue</i>	23%	21%	27%	23%	21%	24%	22%	21%	24%	22%	20%	23%
Impairment charge				169	169	169						
<i>% of revenue</i>				19%	19%	19%						
Total operating expenses	137	133	141	741	737	745	547	513	581	549	514	607
<i>% of revenue</i>	63%	62%	64%	82%	82%	83%	63%	61%	65%	63%	61%	65%
Operating result	3	(4)	8	(167)	(173)	(163)	38	18	50	74	44	93
<i>Operating margin</i>	1%	(2%)	4%	(19%)	(19%)	(18%)	4%	2%	6%	9%	5%	11%
Net financial result	0	(0)	1	2	1	3	(0)	(1)	0	0	0	1
Result before tax	3	(4)	8	(165)	(171)	(161)	38	18	51	75	44	93
Income tax	(0)	(2)	2	(1)	(3)	1	(3)	(10)	2	(7)	(17)	4
Net result	3	(6)	7	(167)	(174)	(163)	35	16	52	68	40	94
<i>Net margin</i>	1%	(3%)	3%	(18%)	(19%)	(18%)	4%	2%	6%	8%	5%	10%
Average # diluted shares (in millions)	237.1	232.6	241.0	236.9	232.6	238.5	237.0	232.6	238.8	237.1	232.6	239.4
Earnings per share (in €) - diluted	0.01	(0.03)	0.03	(0.70)	(0.73)	(0.68)	0.15	0.07	0.22	0.28	0.17	0.40
Adjusted earnings per share (in €) - diluted	0.06	0.03	0.08	0.26	0.23	0.27	0.32	0.22	0.38	0.45	0.38	0.55
Net result	3	(6)	7	(167)	(174)	(163)	35	16	52	68	40	94
Minority Interest	(0)	(0)	0	0	(0)	0	0	(0)	0	0	0	0
Acquisition-related expenses & gains	13	0	16	59	46	62	51	0	64	51	0	64
Impairment charge				169	169	169						
Restructuring charge				15	15	16						
Tax effect of adjustments	(2)	(3)	0	(15)	(17)	(13)	(11)	(14)	0	(11)	(14)	0
Adjusted net result	14	7	19	61	54	65	75	52	91	108	89	130
Net cash	99	78	115	99	78	115	181	114	229	284	192	369
CAPEX	26	10	32	141	125	148	129	124	140	134	125	150