

TomTom									
EUR in millions unless stated otherwise									
	Q1 '18 average	Q1 '18 min	Q1 '18 max	2018 average	2018 min	2018 max	2019 average	2019 min	2019 max
Revenue	191	178	203	807	800	816	807	786	851
BU split									
Automotive	53	47	60	235	223	270	291	259	378
% of revenue	28%	26%	29%	29%	28%	33%	36%	32%	44%
Enterprise	31	30	33	129	123	140	132	126	143
% of revenue	16%	15%	17%	16%	15%	18%	16%	15%	18%
Telematics	42	40	43	172	170	175	185	177	194
% of revenue	22%	21%	24%	21%	21%	22%	23%	21%	24%
Consumer	65	59	71	271	236	286	199	165	221
% of revenue	34%	32%	35%	34%	29%	35%	25%	19%	28%
Costs of sales	63	56	75	243	236	248	226	197	247
Gross result	128	119	138	564	557	575	581	558	604
Gross margin	67%	63%	69%	70%	69%	71%	72%	70%	75%
Research & development expenses	50	44	53	208	185	216	214	204	223
% of revenue	26%	25%	28%	26%	23%	27%	27%	24%	28%
Amortisation of technology & database	26	22	38	109	98	155	112	98	155
% of revenue	14%	11%	21%	13%	12%	19%	14%	12%	20%
Marketing expenses	8	6	11	37	24	48	30	8	45
% of revenue	4%	3%	6%	5%	3%	6%	4%	1%	5%
Selling, general and administrative expenses	46	34	54	188	150	210	191	160	211
% of revenue	24%	19%	28%	23%	19%	26%	24%	20%	26%
Total operating expenses	130	122	137	542	522	550	547	530	561
% of revenue	68%	65%	72%	67%	65%	68%	68%	65%	71%
Operating result (EBIT)	(3)	(8)	6	22	12	43	34	12	53
Operating margin	(2%)	(4%)	3%	3%	1%	5%	4%	1%	6%
EBITDA	34	31	39	161	147	173	179	162	187
EBITDA margin	18%	17%	19%	20%	18%	21%	23%	21%	24%
Net financial result	(0)	(0)	0	(1)	(1)	(0)	(0)	(1)	1
Result before tax	(3)	(8)	6	22	12	42	34	12	52
Income tax gain / (expense)	0	(2)	2	(2)	(7)	3	(3)	(6)	1
Net result	(2)	(7)	4	19	10	38	31	9	47
Net result margin	-1%	-4%	2%	2%	1%	5%	4%	1%	6%
Diluted number of shares (in millions)	235.5	233.7	236.9	235.4	233.7	237.0	235.5	233.7	237.4
Earnings per share (in €) - diluted	(0.01)	(0.03)	0.02	0.08	0.04	0.16	0.13	0.04	0.20
Adjusted earnings per share (in €) - diluted	0.05	(0.01)	0.15	0.24	0.18	0.28	0.25	0.16	0.32
Net result	(2)	(7)	4	19	10	38			
Minority Interest	0	0	0						
Movement of deferred and unbilled revenues and deferred CoS movement	8	5	11	43	34	50			
Tax effect on movement of deferred and unbilled revenues and deferred CoS movement	(2)	(2)	(1)	(10)	(12)	(8)			
Adjusted net result	6	(3)	11	54	41	60			
Net cash	131	105	159	193	179	201	279	253	329
CAPEX	35	30	39	146	124	155	153	150	157