

TomTom	Q2 '18			2018			2019		
EUR in millions unless stated otherwise	average	min	max	average	min	max	average	min	max
<b>Revenue</b>	<b>213</b>	<b>202</b>	<b>225</b>	<b>804</b>	<b>794</b>	<b>815</b>	<b>797</b>	<b>763</b>	<b>837</b>
<b>BU split</b>									
Automotive	56	53	61	222	215	234	273	251	297
% of revenue	26%	25%	28%	28%	27%	29%	34%	32%	37%
Enterprise	33	29	36	128	124	134	132	126	136
% of revenue	16%	14%	17%	16%	15%	17%	17%	15%	18%
Telematics	43	42	44	175	173	176	188	181	193
% of revenue	20%	19%	21%	22%	21%	22%	24%	23%	24%
Consumer	80	69	91	279	265	294	204	175	226
% of revenue	38%	34%	41%	35%	33%	36%	26%	23%	27%
<b>Revenue type split</b>									
Data, software & services	140	138	146	547	504	575	585	554	616
% of revenue	68%	65%	72%	68%	63%	72%	74%	70%	80%
Hardware	68	57	75	256	223	294	208	155	242
% of revenue	32%	28%	35%	32%	28%	37%	26%	20%	30%
Costs of sales	64	60	68	240	235	246	218	193	242
<b>Gross result</b>	<b>149</b>	<b>141</b>	<b>158</b>	<b>563</b>	<b>554</b>	<b>574</b>	<b>579</b>	<b>564</b>	<b>617</b>
Gross margin	70%	68%	71%	70%	70%	71%	73%	70%	75%
Research & development expenses	53	51	59	207	200	213	214	203	234
% of revenue	25%	23%	26%	26%	25%	27%	27%	25%	28%
Amortisation of technology & database	25	23	28	100	93	113	102	93	115
% of revenue	12%	11%	13%	12%	11%	14%	13%	12%	15%
Marketing expenses	11	7	15	36	27	45	32	15	40
% of revenue	5%	3%	7%	5%	3%	6%	4%	2%	5%
Selling, general and administrative expenses	49	48	52	198	190	208	200	189	222
% of revenue	23%	22%	25%	25%	23%	26%	25%	24%	27%
<b>Total operating expenses</b>	<b>139</b>	<b>134</b>	<b>145</b>	<b>542</b>	<b>528</b>	<b>551</b>	<b>547</b>	<b>537</b>	<b>579</b>
% of revenue	65%	63%	67%	67%	65%	69%	69%	66%	71%
<b>Operating result (EBIT)</b>	<b>10</b>	<b>6</b>	<b>13</b>	<b>21</b>	<b>6</b>	<b>36</b>	<b>32</b>	<b>26</b>	<b>42</b>
Operating margin	5%	3%	6%	3%	1%	4%	4%	3%	5%
<b>EBITDA</b>	<b>47</b>	<b>43</b>	<b>52</b>	<b>167</b>	<b>158</b>	<b>176</b>	<b>182</b>	<b>174</b>	<b>194</b>
EBITDA margin	22%	20%	23%	21%	20%	22%	23%	22%	24%
<b>Net financial result</b>	<b>0</b>	<b>(0)</b>	<b>1</b>	<b>2</b>	<b>(0)</b>	<b>3</b>	<b>1</b>	<b>(1)</b>	<b>3</b>
<b>Result before tax</b>	<b>10</b>	<b>6</b>	<b>14</b>	<b>23</b>	<b>7</b>	<b>36</b>	<b>33</b>	<b>26</b>	<b>42</b>
Income tax (expense) / gain	(1)	(2)	(1)	(4)	(8)	(0)	(4)	(7)	1
<b>Net result</b>	<b>9</b>	<b>5</b>	<b>13</b>	<b>19</b>	<b>5</b>	<b>29</b>	<b>29</b>	<b>20</b>	<b>39</b>
Net result margin	4%	2%	6%	2%	1%	4%	4%	2%	5%
Diluted number of shares (in millions)	233	232	234	233	232	234	233	232	234
<b>Earnings per share (in €) - diluted</b>	<b>0.04</b>	<b>0.02</b>	<b>0.05</b>	<b>0.08</b>	<b>0.02</b>	<b>0.12</b>	<b>0.12</b>	<b>0.08</b>	<b>0.17</b>
<b>Adjusted earnings per share (in €) - diluted</b>	<b>0.07</b>	<b>0.01</b>	<b>0.09</b>	<b>0.27</b>	<b>0.25</b>	<b>0.30</b>	<b>0.35</b>	<b>0.30</b>	<b>0.41</b>
Net result	9	5	13	19	5	29	29	20	39
Minority Interest	0	0	0	0	(0)	0	0	0	0
Movement of deferred and unbilled revenues and deferred CoS movement	9	(10)	18	57	51	67	67	50	89
Tax effect on movement of deferred and unbilled revenues and deferred CoS movement	(2)	(4)	2	(12)	(15)	(9)	(16)	(21)	(12)
<b>Adjusted net result</b>	<b>15</b>	<b>3</b>	<b>20</b>	<b>64</b>	<b>58</b>	<b>70</b>	<b>81</b>	<b>69</b>	<b>95</b>
<b>Net cash</b>	<b>128</b>	<b>85</b>	<b>151</b>	<b>174</b>	<b>111</b>	<b>230</b>	<b>247</b>	<b>140</b>	<b>368</b>
<b>CAPEX</b>	<b>36</b>	<b>27</b>	<b>43</b>	<b>139</b>	<b>120</b>	<b>156</b>	<b>144</b>	<b>130</b>	<b>159</b>