

## Second quarter and first half 2018 results

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### FINANCIAL AND OPERATIONAL HIGHLIGHTS

#### Financial summary Q2 '18

- | Revenue of €231 million (Q2 '17: €253 million)
- | Gross margin of 72% (Q2 '17: 64%)
- | EBITDA of €63 million (Q2 '17: €50 million)
- | Adjusted EPS<sup>1</sup> €0.05 (Q2 '17: €0.03)
- | Net cash position of €155 million (Q2 '17: €82 million)
- | Deferred revenue position of €277 million (Q2 '17: €240 million)

#### Operational summary Q2 '18

- | TomTom EV Service wins TU-Automotive Award and the CLEPA Innovation Award
- | Microsoft's Azure Maps, powered by TomTom, are now offered for general availability
- | Telematics recognised by Frost & Sullivan as Europe's Fleet Telematics company of the year

### Key figures

(€ in millions, unless stated otherwise)	Q2 '18	Q2 '17	y.o.y. change	H1 '18	H1 '17	y.o.y. change
Automotive & Enterprise	92.6	87.5	6%	172.4	165.0	4%
Telematics	43.9	41.0	7%	86.7	80.9	7%
Consumer	94.9	124.6	-24%	164.1	220.2	-25%
REVENUE	231.4	253.0	-9%	423.2	466.0	-9%
GROSS RESULT	165.6	162.6	2%	299.1	296.1	1%
Gross margin	72%	64%		71%	64%	
EBITDA	63.4	50.4	26%	107.6	84.4	28%
EBITDA margin	27%	20%		25%	18%	
OPERATING RESULT (EBIT)	24.9	-154.5		31.8	-156.0	
Operating margin	11%	-61%		8%	-33%	
NET RESULT	19.8	-156.4		26.2	-158.5	
ADJUSTED NET RESULT	11.7	7.0	67%	34.3	0.2	
EPS, € fully diluted	0.09	-0.67		0.11	-0.68	
Adjusted EPS <sup>1</sup> , € fully diluted	0.05	0.03	70%	0.15	0.00	

Change percentages and totals calculated before rounding.

### TOMTOM'S CHIEF EXECUTIVE OFFICER, HAROLD GODDIJN

"Our positive start to 2018 carried through in the second quarter of the year. Automotive continued to grow strongly and our gross margin further strengthened, resulting in year on year gross profit growth.

Our map production system has been reinforced through automated multi-source map fusion and machine learning, allowing for faster cycle times and lower operational costs. We are also happy to announce that Microsoft's Azure Maps, powered by TomTom, are now offered for general availability."

### OUTLOOK 2018

We are increasing our guidance for the year.

Due to higher demand from our Automotive customers, we now expect to deliver full year revenue of around €825 million. Previous full year

revenue guidance was around €800 million.

We expect our operational expenditure to show a modest decline compared to 2017, excluding impairment and restructuring.

The above effects will increase the adjusted EPS to at least €0.30.

<b>Outlook full year 2018</b>	<b>Updated</b>	<b>Previous</b>
Revenue	~ €825 million	~ €800 million
Gross margin	At least 70%	Close to 70%
OPEX	~ €550 million	~ €550 million
Adjusted EPS	At least €0.30	~ €0.25

<sup>1</sup> Earnings per fully diluted share count adjusted for movement of deferred revenue, unbilled revenue, deferred cost of sales, impairments and material restructuring and disposal costs on a post-tax basis.

View the full TomTom reports second quarter 2018 results release on [our quarterly results website](#).