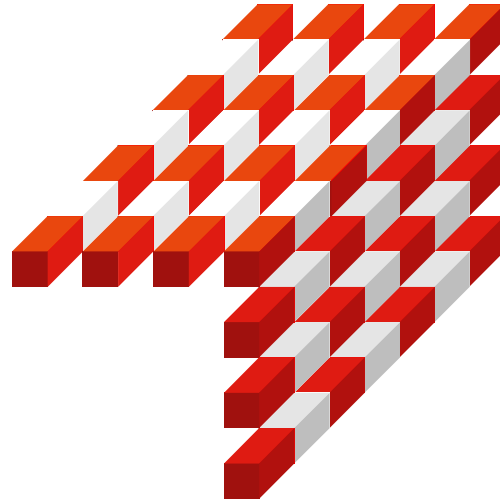


Delivering growth

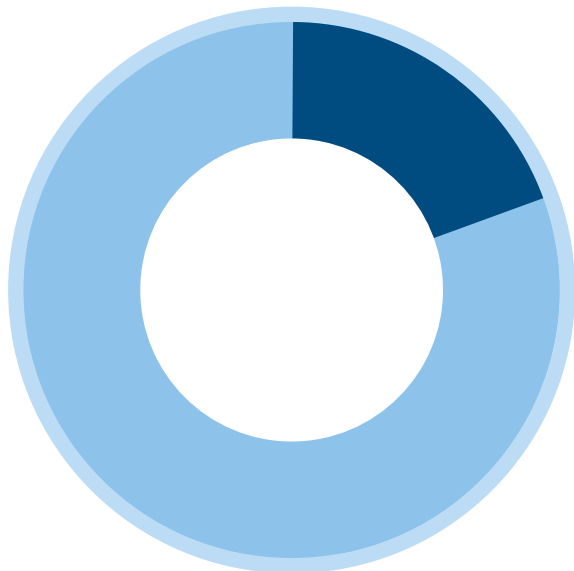


Taco Titulaer
Chief Financial Officer

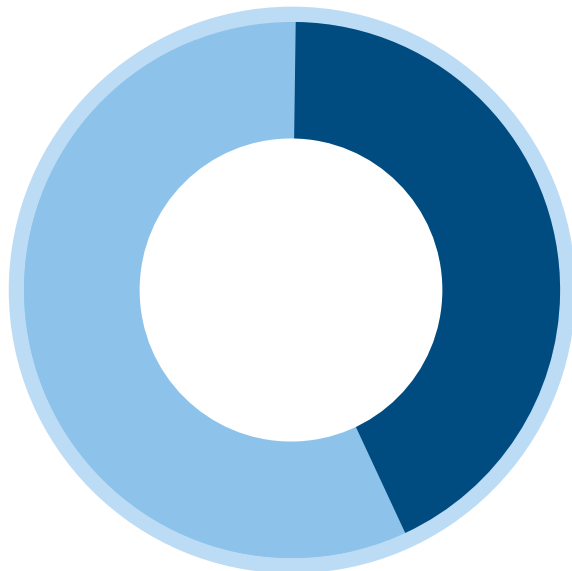
Successfully transitioned

Financial profile increasingly reflects the attractive software-oriented nature of our business

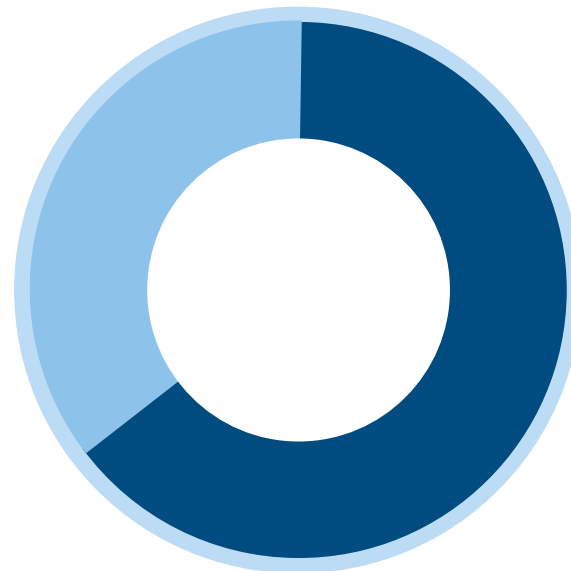
2009



2014



2019E



Software revenue

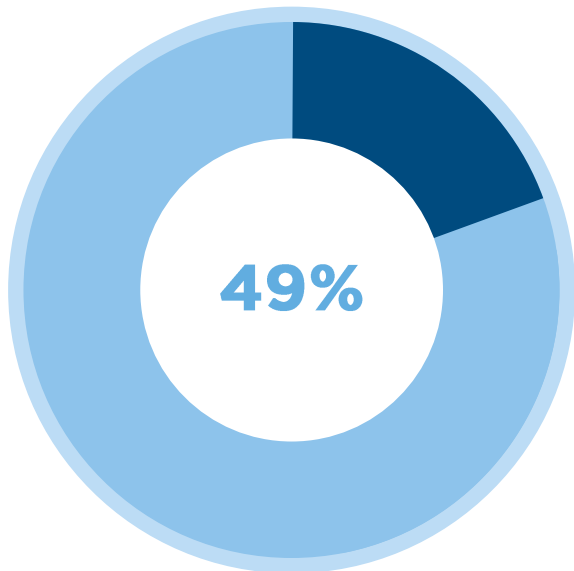


Hardware revenue

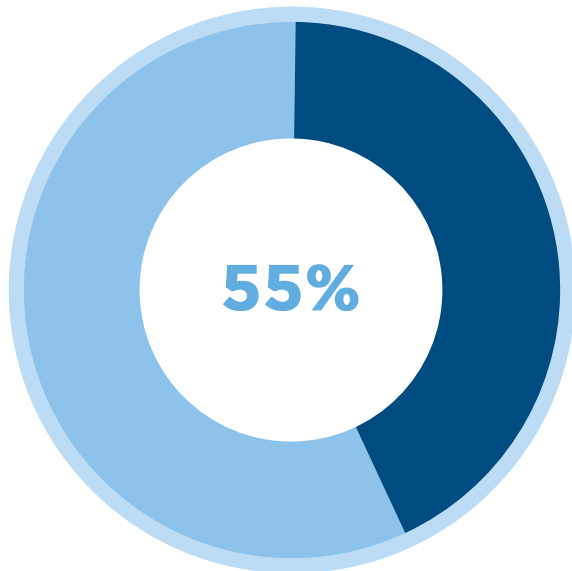
Successfully transitioned

Financial profile increasingly reflects the attractive software-oriented nature of our business

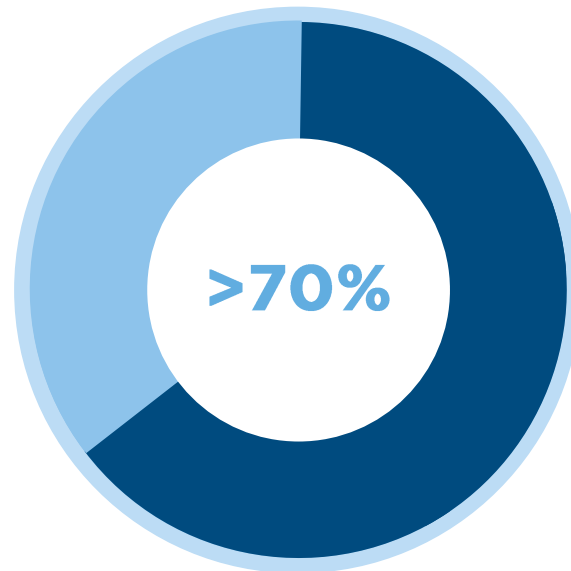
2009



2014



2019E



Software revenue

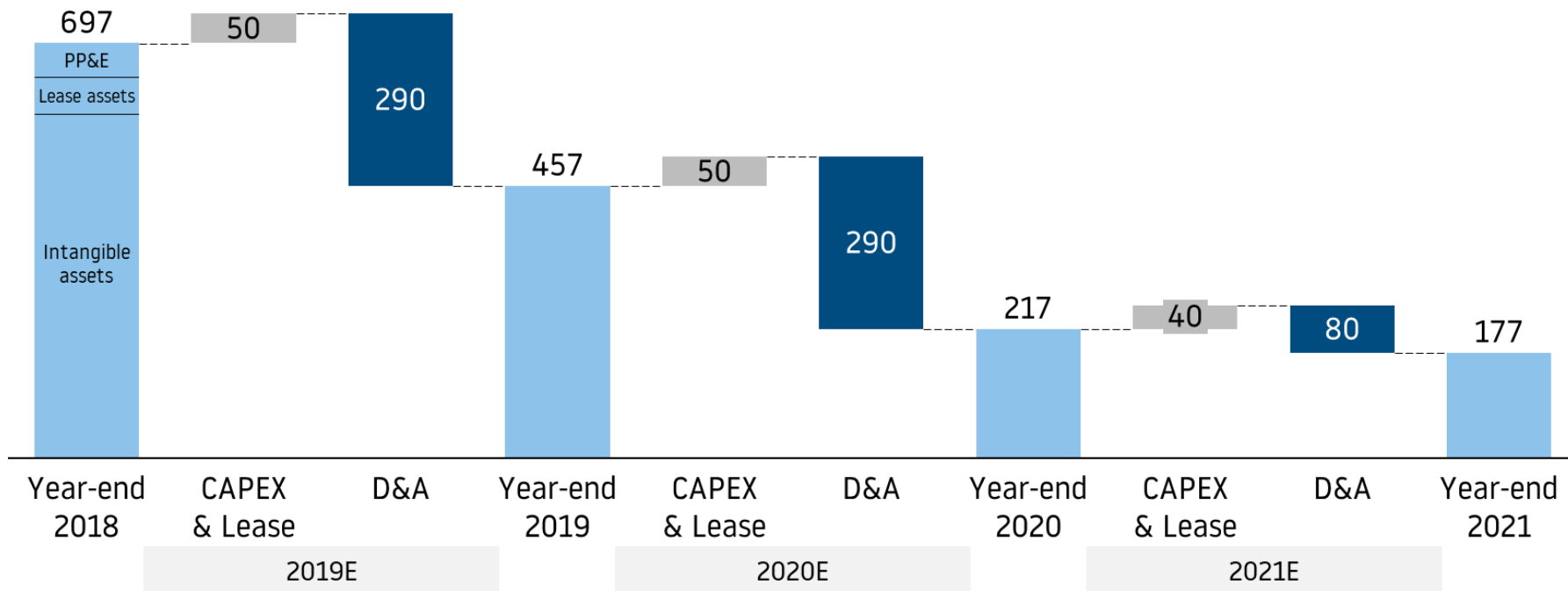


Hardware revenue

% is representing gross margin

SaaS will reduce our intangible assets

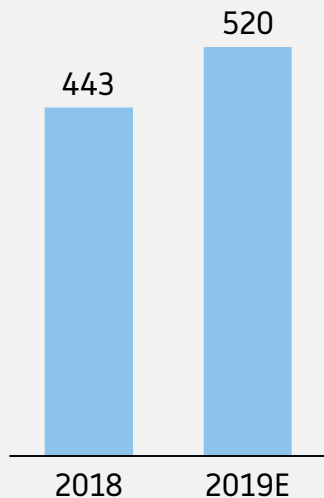
Continuously refreshed content and releasable software leads to a different balance sheet profile



Investing to capture mega trends

We will continue to invest in our transactional mapmaking platform to realize a higher degree of automation in content creation and further develop our online navigation software and Maps APIs

Total cash spend



Two-thirds is R&D

R&D cash spend



7% of R&D cash spend is CAPEX

R&D break-down

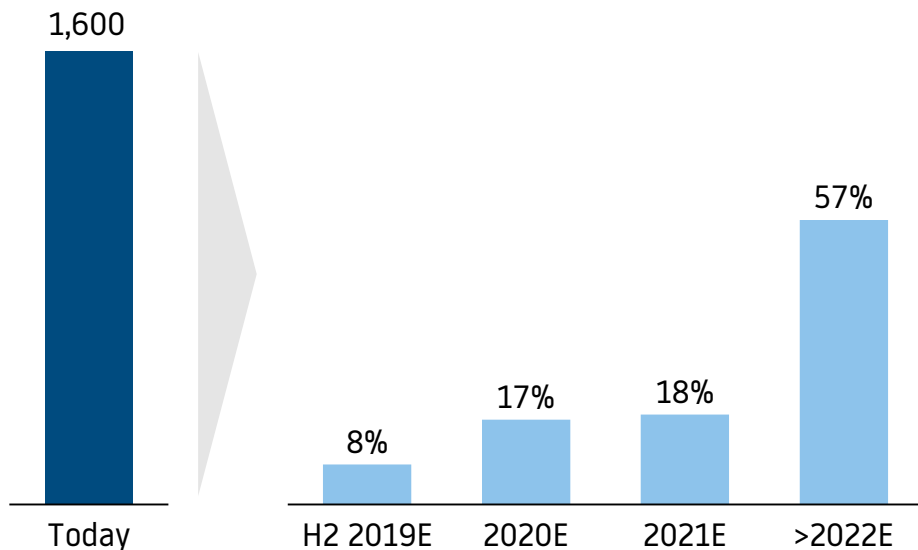
		Today	Trend
A	Content (70%)		
	• Sourcing	30%	↓
	• Processing	25%	↓
	• Engineering	45%	↑↑
B	Application layer (30%)		↑

Cash spend will increase over the coming years, though at a lower pace and within our financial framework

Automotive backlog

Introducing a new KPI to increase visibility on future Automotive revenue

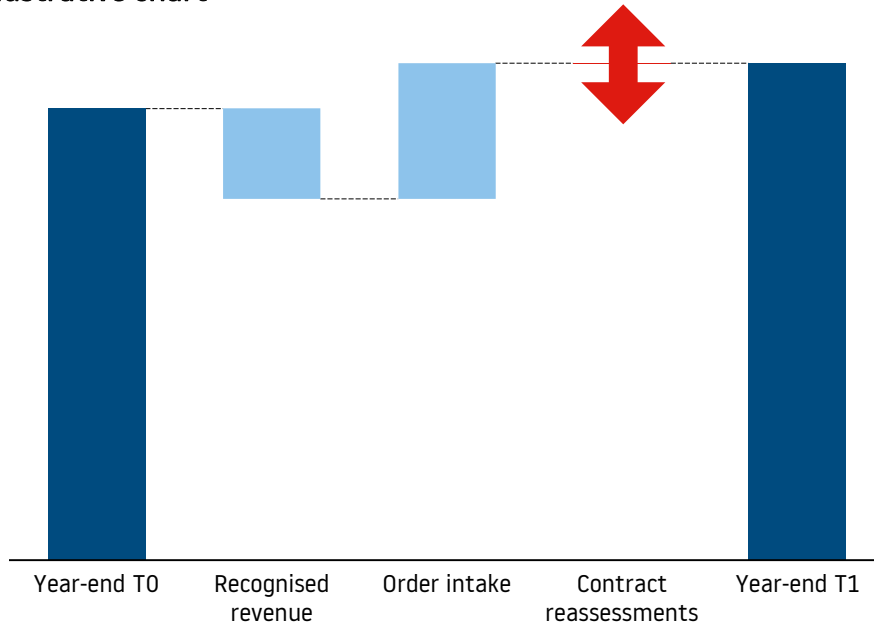
Estimated Automotive IFRS backlog phasing of revenues (in %)



- Automotive backlog is defined as the cumulative expected IFRS revenue from all awarded Automotive deals
- Automotive awards do not provide minimum volume or purchase requirements; volumes are based on our and our clients' estimates of car sales and take rates
- Reported revenue per year will deviate from the provided estimates in the table, due to the abovementioned reason and due to future awarded deals not yet included in the backlog amount

Automotive backlog explained

Illustrative chart

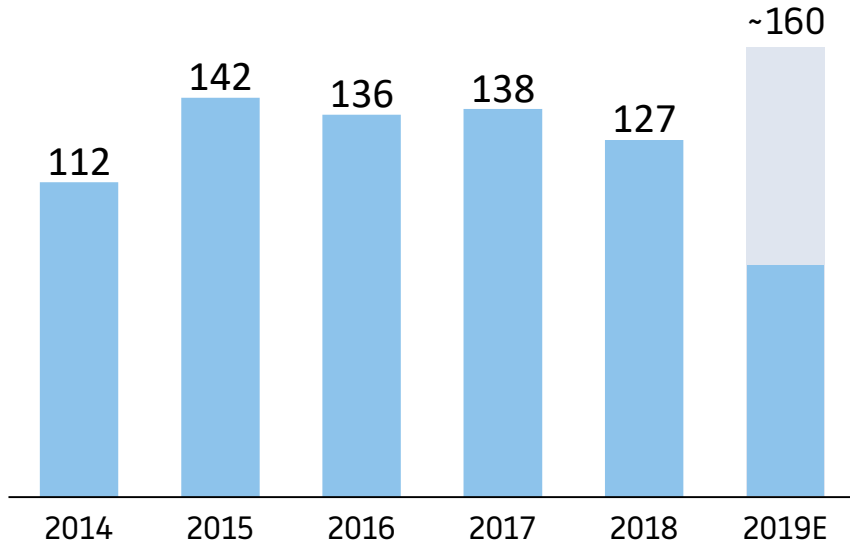


- Year on year change of the backlog is the result of the following:
 - Revenue recognition during the year
 - Estimate of all cumulative value of all awarded contracts during the year
 - Reassessment of the value of all awarded contracts from previous periods

Enterprise revenue

Enterprise contracts have a tenure of 2 – 6 years

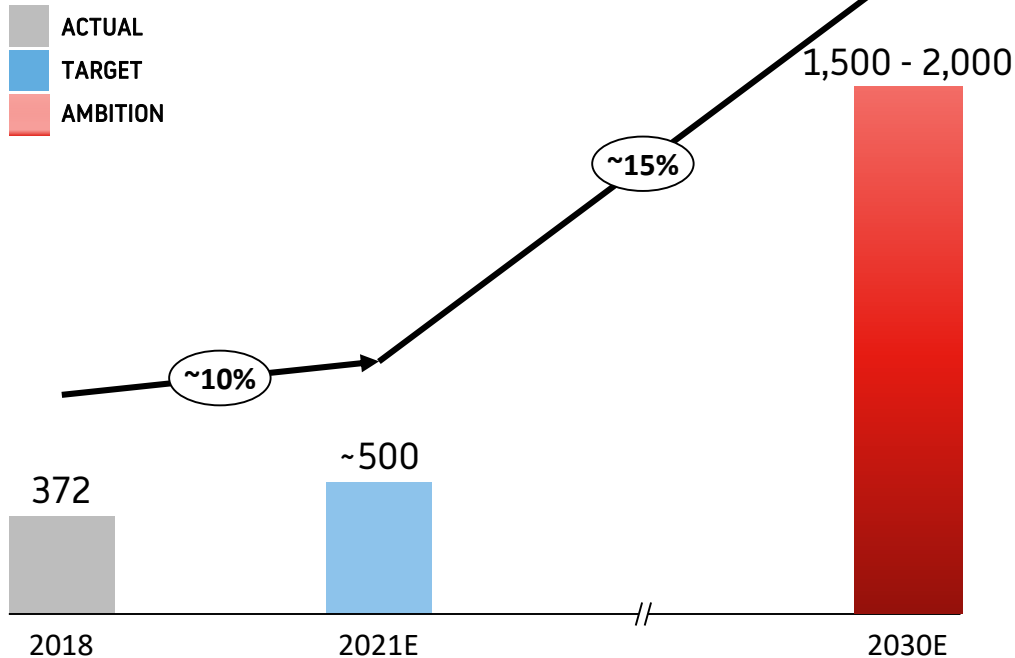
Enterprise Revenue (in € million)



Mid & long term outlook

Location Technology is expected to grow by 10% CAGR 2018 - 2021

Revenue Location Technology (in € million)



All percentages represent CAGR

Financial framework:

- Growth company
- We will further invest to capture the market opportunities
- We plan to continue to generate a positive FCF with a mid-term target of double digit FCF as a % of group revenue
- Next year, we will reassess our optimal balance sheet position, which could result, amongst other things, into a share buyback program

Important Notice

DISCLAIMER

This document contains certain forward-looking statements with respect to the financial position and results of TomTom's activities. We have based these forward-looking statements on our current expectations and projections about future events, including numerous assumptions regarding our present and future business strategies, operations and the environment in which we will operate in the future. These forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed in the forward-looking statements, and you should not place undue reliance on them. Many of these risks and uncertainties relate to factors that are beyond TomTom's ability to control or estimate precisely, such as levels of customer spending in major economies, changes in consumer preferences, the performance of the financial markets, the levels of marketing and promotional expenditures by TomTom and its competitors, costs of raw materials, employee costs, exchange-rate and interest-rate fluctuations, changes in tax rates, changes in law, acquisitions or disposals, the rate of technological changes, political developments in countries where TomTom operates and the risk of a downturn in the market. Statements regarding market share, including TomTom's competitive position, contained in this document are based on outside sources such as specialized research institutes, industry and dealer panels in combination with management estimates.

The forward-looking statements contained herein speak only as of the date they are made. We do not assume any obligation to update any public information or forward-looking statement in this document to reflect events or circumstances after the date of this document, except as may be required by applicable laws.

You will be solely responsible for your own assessment of the market and the market position of TomTom and you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of TomTom's business. This document does not constitute or form part of, and should not be constructed as, an offer or invitation to subscribe for or purchase any TomTom securities.

NON-GAAP MEASURES

The financial information in this report includes measures, which are not defined by generally accepted accounting principles (GAAP) such as IFRS. We believe this information, along with comparable GAAP measurements, gives insight to investors because it provides a basis for evaluating our operational performance. Non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information presented in compliance with GAAP. Wherever appropriate and practical, we provide reconciliations to relevant GAAP measures.

Automotive operational revenue is IFRS Automotive revenue adjusted for the movement of deferred and unbilled revenue

Gross margin is calculated as gross profit divided by revenue

EBIT is equal to our operating result

EBIT margin is calculated as operating result divided by revenue

EBITDA is equal to our operating result plus depreciation and amortization charges

EBITDA margin is calculated as operating result plus depreciation and amortization charges divided by revenue

Adjusted net result is calculated as net result of continuing operations attributed to equity holders adjusted for movement of deferred/unbilled revenue, impairments and acquisition related amortization on a post-tax basis

Adjusted EPS is calculated as adjusted net result divided by the weighted average number of diluted shares over the period

Automotive backlog is the cumulative expected IFRS revenue from all awarded Automotive deals

Free cash flow is cash flow before financing from continuing operations

Net cash is defined as our cash and cash equivalents, including cash classified as held-for-sale (IFRS 5) minus the nominal value of our outstanding bank borrowings

Thank you

TOMTOM 

