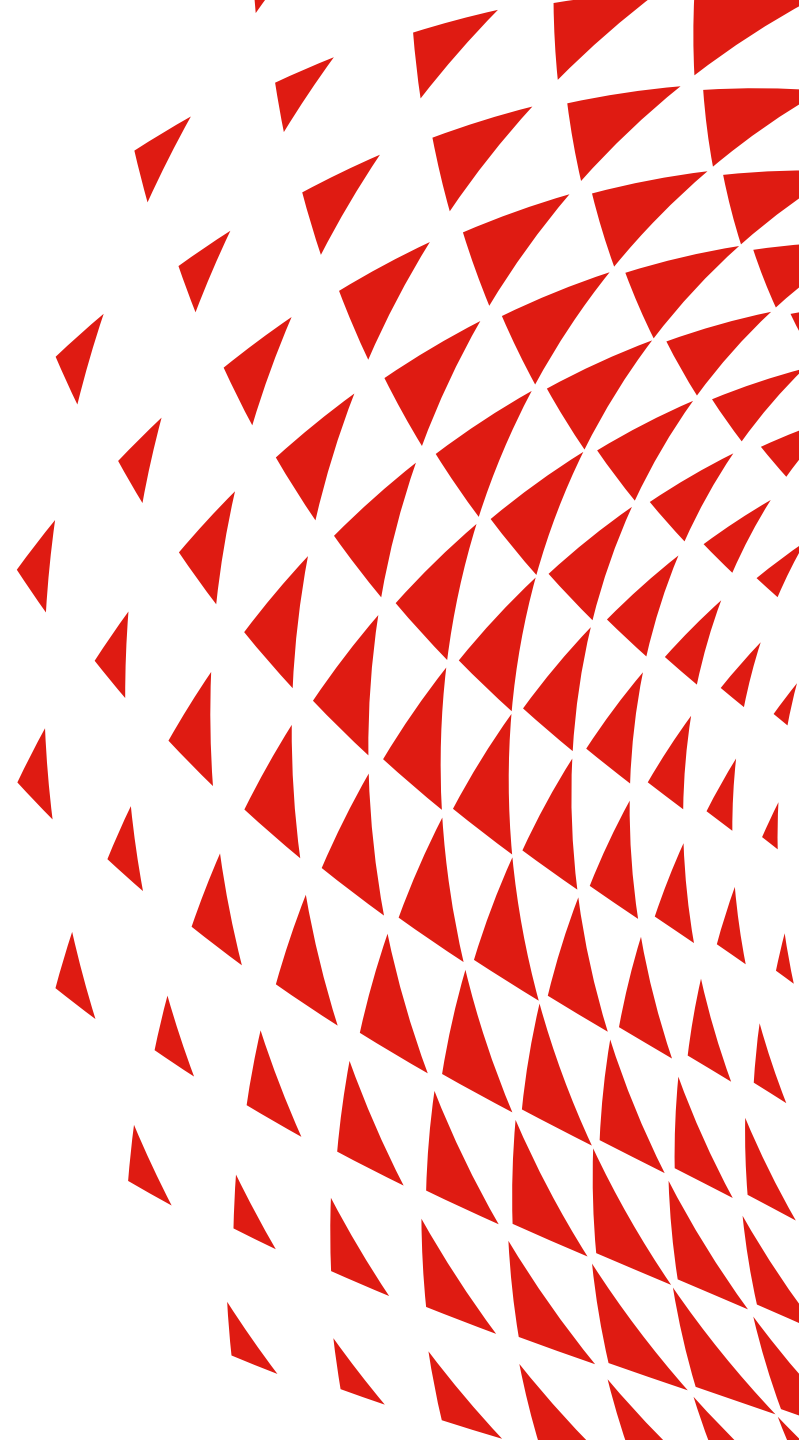




Set for Profitable Growth

Taco Titulaer | Chief Financial Officer

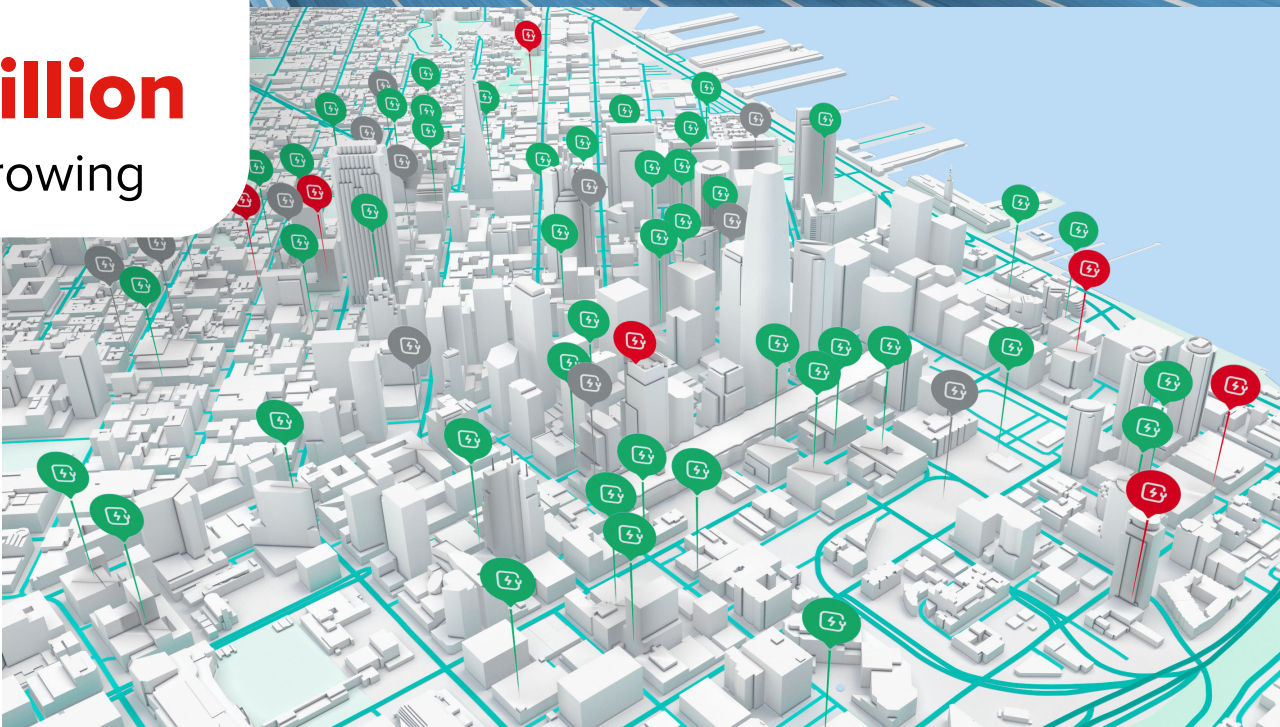
**Capital
Markets
Day** 2022





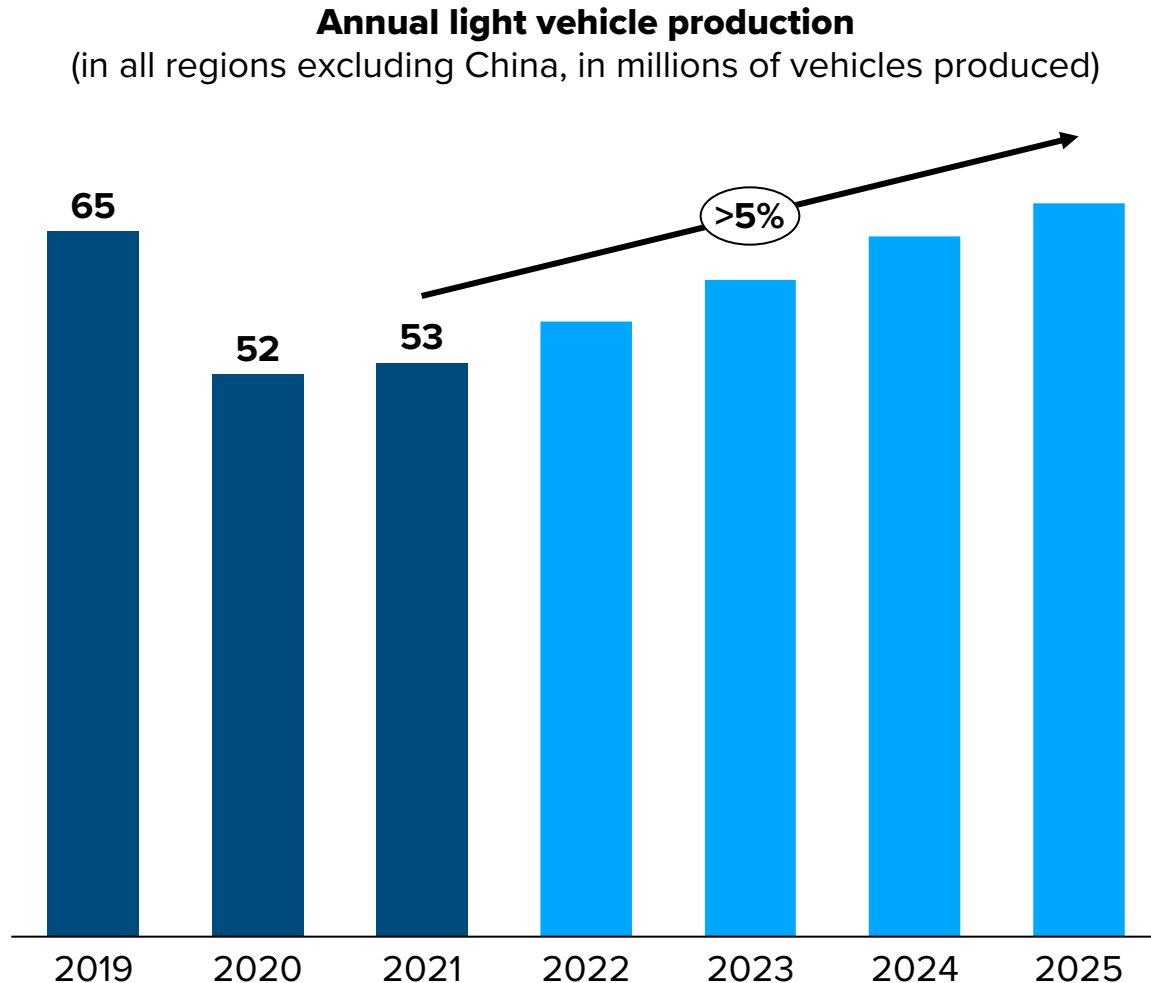
Location
technology
market

€3 billion
and growing



Resiliency in Automotive

Car production and take rates are increasing, as well as our market share



Car production volumes increase as the automotive industry recovers



Take rates increase due to push toward software-defined vehicle



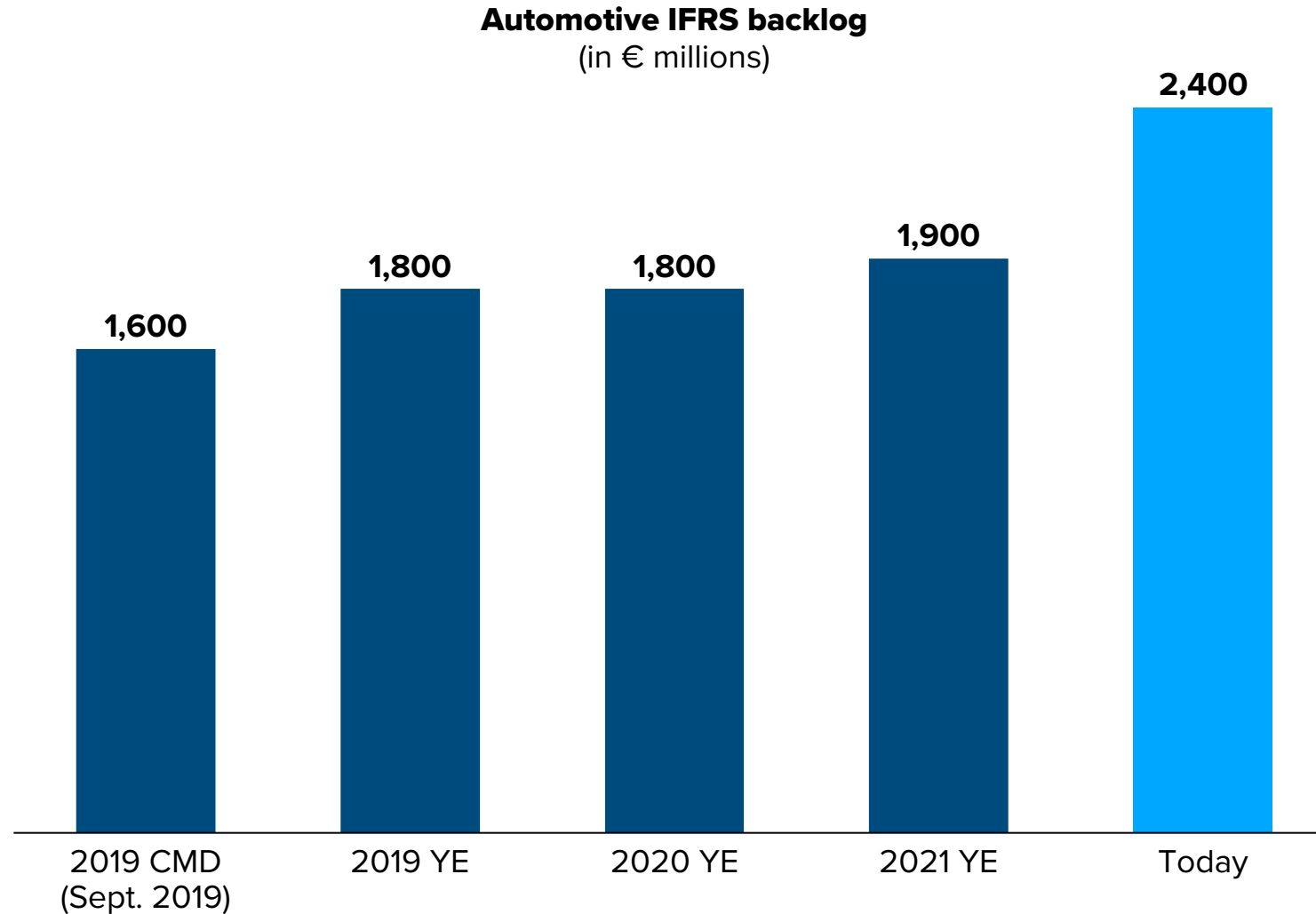
Market share increases based on the development of our backlog



Our **revenue per car** is expected to remain **stable**

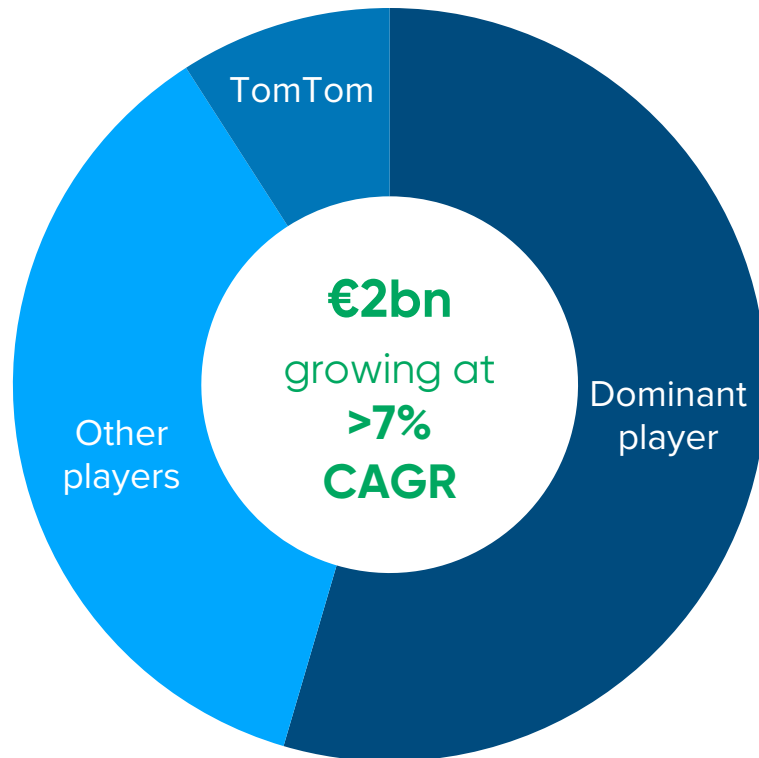
Automotive backlog

Our outlook is underpinned by a record backlog, demonstrating the competitiveness of our offerings



Opportunities in Enterprise

Capitalizing on growth in the Enterprise market with our new Maps Platform



Large, **expanding market**, as the reliance on location technology will only grow



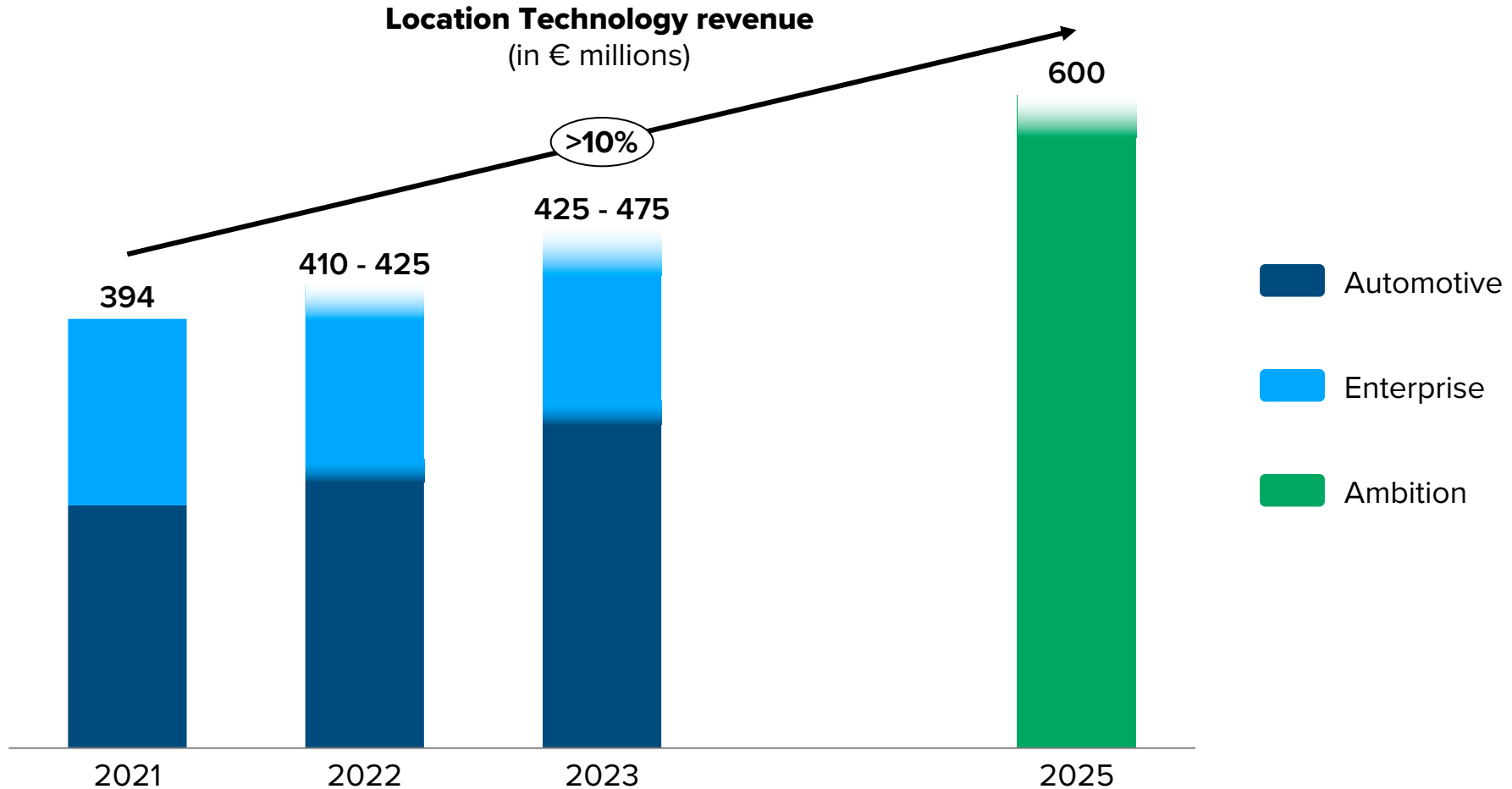
Relatively low market share, providing **significant opportunity to grow**



Maps Platform supports **more use cases** and covers more geographical areas

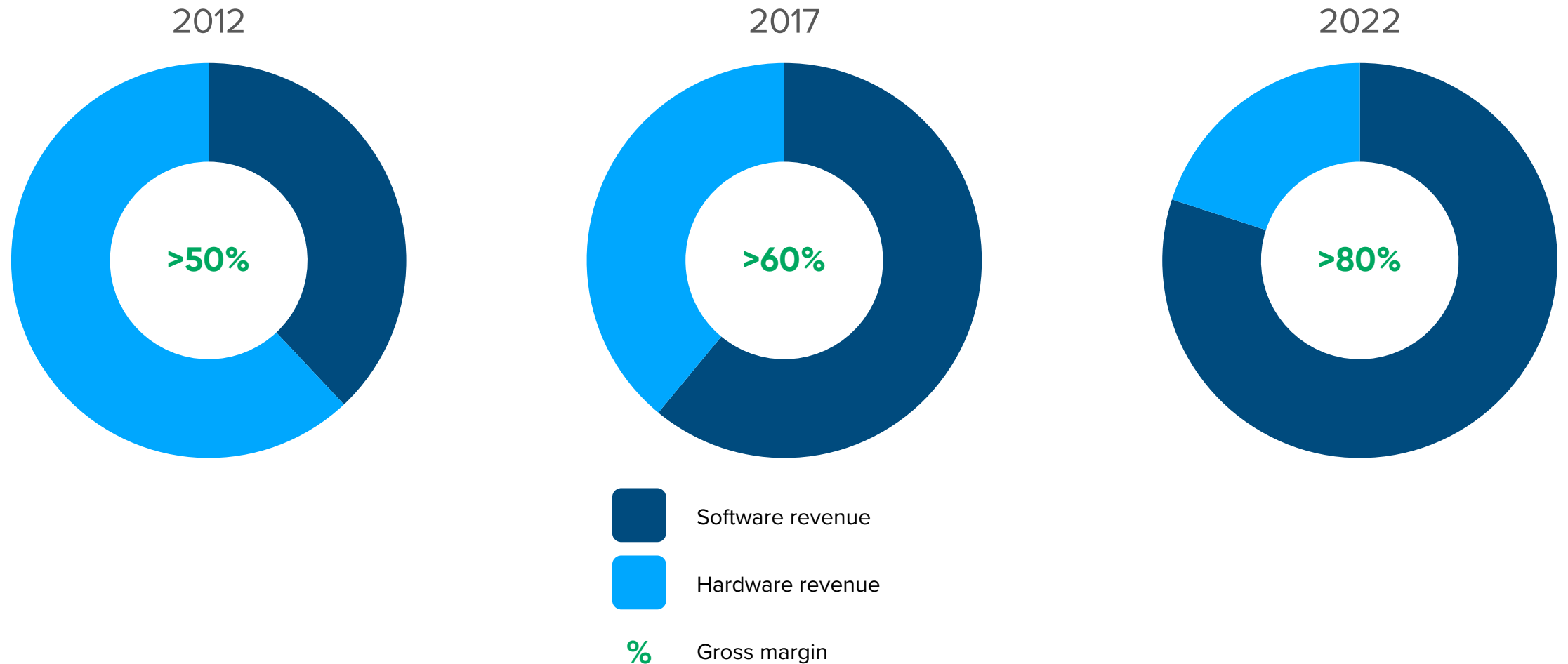
Revenue ambition

Ambition of €600 million of Location Technology revenue in 2025, supported by our new Maps Platform and strong Automotive backlog



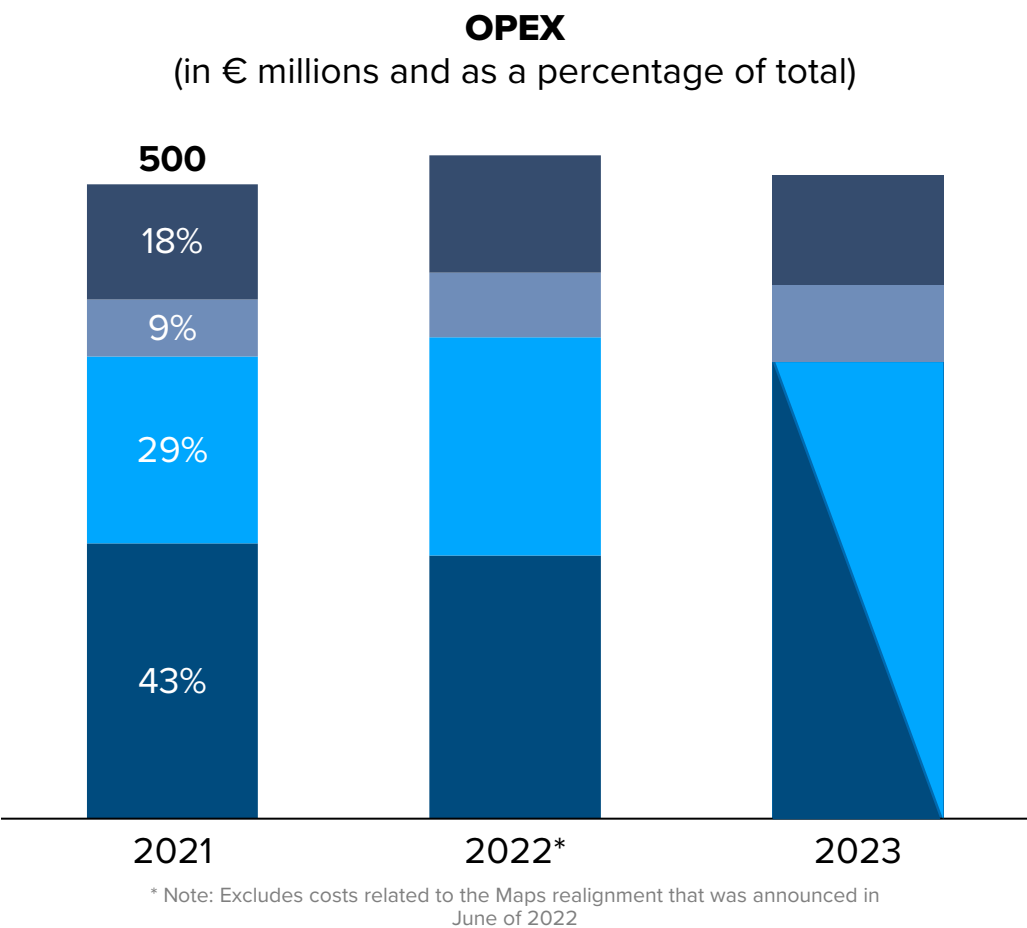
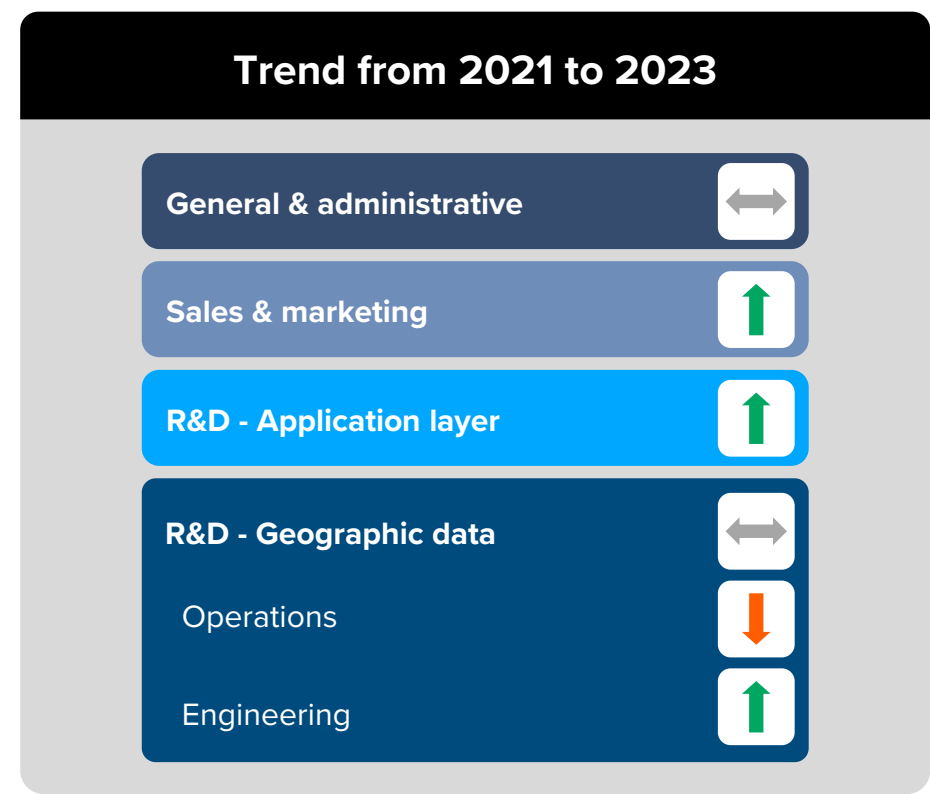
Increasing gross margins

Successful transition to a software company over the past decade, improving gross margins



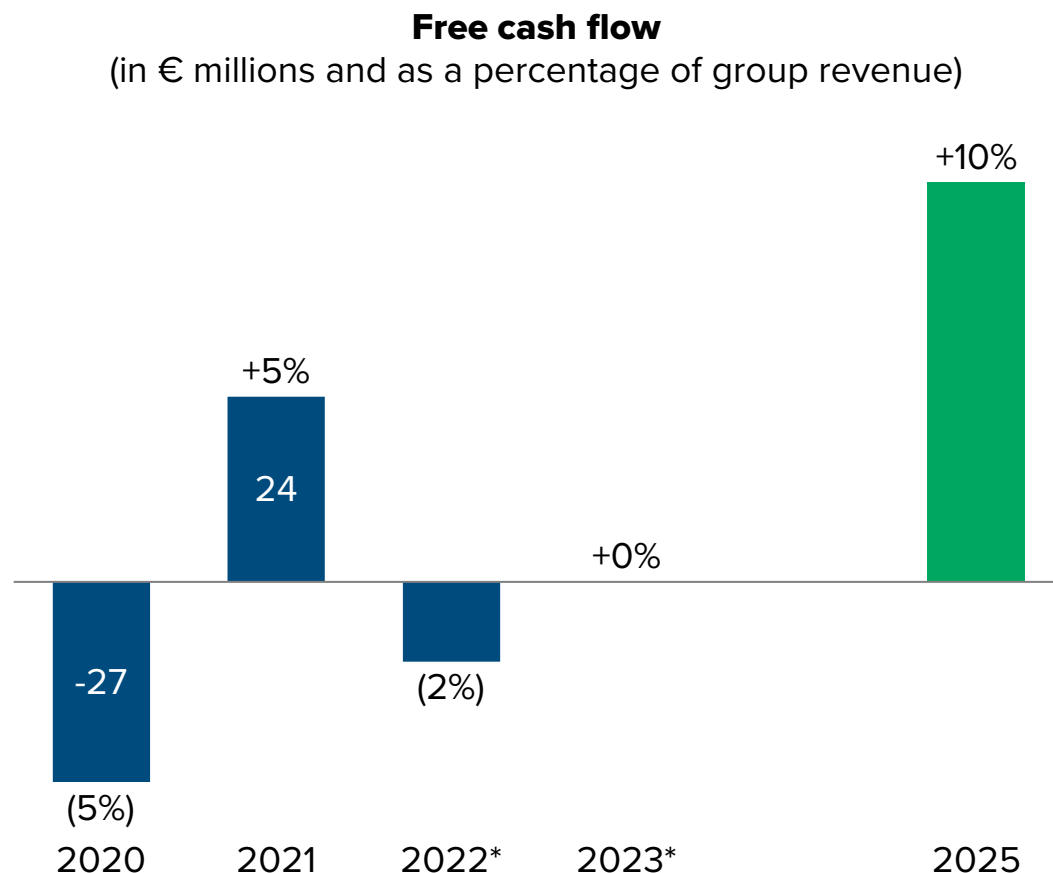
Investments in technology

Increased investments in value-add map layers, applications, and sales activities



Increasing free cash flow

Mid-term target of free cash flow generation of 10% of group revenue



* Note: Excludes costs related to the Maps realignment that was announced in June of 2022

Capital allocation

- > Profitable growth leads to a strengthening of our balance sheet
- > Once we stably generate positive free cash flows, we will reassess our options for capital redistribution
- > Over the last years, we have engaged in share buybacks to cover the dilutive effects of share-based compensation. We do not foresee a need to do so again in 2023

ESG

Our commitment to responsible business

Themes and KPIs

Theme	KPI
Technologies that reduce emissions and improve road safety	Potential CO ₂ emission savings enabled by our products
Employer of choice	Engagement Score
Diversity and inclusion	Gender diversity ratio
Security and data privacy	Percentage of engineers certifiably trained
CO ₂ emissions	Carbon footprint

Set for growth

€600 million Location Technology revenue ambition for 2025

More versatile product offering
Great opportunities in Enterprise
Strong Automotive backlog

FCF yield target of 10% in 2025

Responsible growth





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

Gross margin is calculated as gross profit divided by IFRS revenue

Free cash flow is cash from operating activities (excluding restructuring) minus capital expenditure (investments in intangible assets and property, plant and equipment)