

## TomTom Pre Q1 '22 Consensus

TomTom	Q1 '22	Q1 '22	Q1 '22	2022	2022	2022	2023	2023	2023
€ millions	Average	Min	Max	Average	Min	Max	Average	Min	Max
<b>Revenue</b>	<b>129</b>	<b>123</b>	<b>140</b>	<b>509</b>	<b>495</b>	<b>525</b>	<b>533</b>	<b>516</b>	<b>543</b>
Location technology	107	101	118	419	411	433	457	446	462
<i>Automotive</i>	64	56	75	252	238	268	304	298	313
<i>Enterprise</i>	43	42	44	167	162	173	153	145	164
Consumer	22	21	24	90	82	96	76	69	81
<b>Gross profit</b>	<b>106</b>	<b>101</b>	<b>116</b>	<b>419</b>	<b>406</b>	<b>436</b>	<b>449</b>	<b>432</b>	<b>464</b>
<i>Gross margin (%)</i>	83%	82%	83%	82%	82%	83%	84%	83%	86%
Operating expenses	126	123	128	506	488	525	478	457	501
<b>Operating result (EBIT)</b>	<b>-20</b>	<b>-26</b>	<b>-13</b>	<b>-87</b>	<b>-112</b>	<b>-53</b>	<b>-29</b>	<b>-49</b>	<b>7</b>
<b>Net result</b>	<b>-19</b>	<b>-26</b>	<b>-10</b>	<b>-78</b>	<b>-104</b>	<b>-41</b>	<b>-27</b>	<b>-48</b>	<b>6</b>
Automotive operational revenue	70	66	75	300	294	306	361	353	370
<b>FCF</b>	<b>-12</b>	<b>-16</b>	<b>-9</b>	<b>-23</b>	<b>-27</b>	<b>-19</b>	<b>36</b>	<b>31</b>	<b>42</b>
<i>FCF margin (%)</i>	-9%	-11%	-7%	-5%	-5%	-4%	7%	6%	8%
<b>Net cash</b>	<b>327</b>	<b>311</b>	<b>343</b>	<b>311</b>	<b>304</b>	<b>316</b>	<b>337</b>	<b>332</b>	<b>346</b>