

TomTom Pre Q3 '24 Consensus

TomTom	Q3 '24			2024			2025			2026		
€ millions	Average	Min	Max	Average	Min	Max	Average	Min	Max	Average	Min	Max
Revenue	142	138	143	574	570	578	606	582	630	641	608	683
Location technology	120	117	121	492	485	495	534	508	555	575	543	619
Automotive	81	80	83	337	333	342	362	349	377	389	371	424
Enterprise	38	38	41	155	152	158	172	158	189	186	166	217
Consumer	22	21	23	82	78	85	72	67	75	66	60	70
Gross profit	122	120	124	487	484	493	524	500	547	554	526	594
<i>Gross margin (%)</i>	86%	86%	87%	85%	85%	85%	86%	85%	88%	86%	86%	88%
Operating expenses	127	124	129	506	499	511	518	507	528	538	512	583
Operating result (EBIT)	-5	-8	-2	-18	-24	-13	6	-12	26	17	1	41
EBITDA	5	1	8	17	12	23	37	18	55	47	30	76
<i>EBITDA margin (%)</i>	3%	1%	6%	3%	2%	4%	6%	3%	9%	7%	5%	11%
Net result	-3	-9	0	-13	-23	-8	9	-13	27	19	4	41
Automotive operational revenue	82	81	85	337	331	342	365	348	387	377	376	378
FCF (excl. restructuring)	15	6	31	12	-2	20	40	24	52	40	13	63
<i>FCF margin (%)</i>	11%	4%	22%	2%	0%	4%	7%	4%	8%	6%	2%	9%
Net cash	272	261	285	274	229	288	295	258	321	315	288	341

Note: Sum of min. and max. individual components may not be equal to (sub)totals, as figures reflect individual contributions.