

FOURTH QUARTER AND FULL YEAR 2025 RESULTS

TomTom delivers record Automotive order intake and strengthened cash flow in 2025

TOMTOM'S CHIEF EXECUTIVE OFFICER, HAROLD GODDIJN

"TomTom's product portfolio empowers our partners to move faster, innovate with greater impact, and deliver solutions built for the future.

In Automotive, we have seen strong demand resulting in a record order intake and a backlog of €2.4 billion. We see momentum in automated driving, where our products are powering next-generation vehicle platforms, which is expected to support revenue growth in the mid-term.

In Enterprise, the launch of Orbis Maps has broadened and diversified our customer base, strengthening the resilience of the business. This positions us well to build on the progress we are generating across the company."

OPERATIONAL SUMMARY

- Power [CARIAD's Automated Driving systems](#) with TomTom's new Lane Model Maps
- Strengthen ties with [Uber](#) to enhance on-demand travel experiences globally
- Announce new products: [Lane Model Maps](#), [TomTom AI Agent](#), [ADAS SDK](#)
- Initiate €15 million [share buyback program](#)

FINANCIAL SUMMARY FOURTH QUARTER 2025

- Group revenue decreased by 8% to €131 million (Q4 '24: €142 million)
- Location Technology revenue decreased by 5% to €116 million (Q4 '24: €122 million)
- Automotive operational revenue decreased by 12% to €78 million (Q4 '24: €88 million)

FINANCIAL SUMMARY FULL YEAR 2025

- Group revenue decreased by 3% to €555 million (FY '24: €574 million)
- Location Technology revenue decreased by 2% to €482 million (FY '24: €489 million)
- Automotive operational revenue decreased by 1% to €322 million (FY '24: €326 million)
- Free cash flow¹ is an inflow of €32 million (FY '24: outflow of €4 million)
- Net cash of €263 million (FY '24: €264 million)
- Automotive backlog increased to €2.4 billion (FY '24: €2.1 billion)

KEY FIGURES

(€ in millions, unless stated otherwise)	Q4 '25	Q4 '24	y.o.y. change	FY '25	FY '24	y.o.y. change
Location Technology	115.9	122.2	(5%)	481.8	489.4	(2%)
Automotive	77.3	79.3	(3%)	322.9	328.0	(2%)
Enterprise	38.5	42.9	(10%)	158.9	161.4	(2%)
Consumer	15.4	20.0	(23%)	72.9	85.0	(14%)
Revenue	131.2	142.2	(8%)	554.7	574.4	(3%)
Gross result	117.0	124.4	(6%)	490.6	487.5	1%
Gross margin	89%	87%		88%	85%	
Operating expenses	(109.6)	(130.4)	(16%)	(488.9)	(507.8)	(4%)
Operating result (EBIT)	7.3	(6.1)		1.6	(20.3)	
Operating margin	6%	(4%)		0%	(4%)	
Net result	5.1	(5.7)		(6.4)	(17.3)	
Free cash flow¹ (FCF)	4.1	(5.1)		31.6	(4.2)	
FCF ¹ as a % of revenue	3%	(4%)		6%	(1%)	

¹ Free cash flow in 2025 excludes restructuring payments related to the organizational realignment announced in June 2025.

TOMTOM'S CHIEF FINANCIAL OFFICER, TACO TITULAER

"In 2025, we delivered a solid set of results, marked by a record Automotive order intake and a strong backlog of €2.4 billion. We closed the year at the upper end of our initial revenue guidance, while Location Technology revenue showed, both in the quarter and for the full year, a marginal decline at constant currencies compared with 2024. We achieved a robust free cash flow performance.

Looking ahead to 2026, our revenue will reflect the transition of some customers; however, this impact is temporary. We expect to return to top-line growth in 2027, supported by our refreshed customer mix and strong backlog. On profitability, for 2026, we anticipate a year-on-year improvement in operating result, while expecting a negative free cash flow. In 2027, driven by increased revenues and disciplined cost control, we expect a further step-up in operating margin."

OUTLOOK

(€ in millions)	Outlook 2026	Actual 2025
Revenue	495 - 555	555
Location Technology revenue	435 - 485	482
Operating margin	Around +3%	+0%

REVENUE AND SEGMENT PERFORMANCE FOR THE PERIOD

Revenue for the fourth quarter amounted to €131 million, a decrease of 8% compared with the same quarter last year (Q4 '24: €142 million). Full-year revenue amounted to €555 million, a decrease of 3% compared with the previous year (FY '24: €574 million).

LOCATION TECHNOLOGY

Location Technology revenue in the quarter decreased by 5% to €116 million (Q4 '24: €122 million). Full-year revenue was €482 million, a marginal decrease compared with last year (FY '24: €489 million). Location Technology segment EBIT in 2025 showed a sharp year-on-year increase. This improvement was driven mainly by the initiation of capitalization of engineering work related to our map layers that support automated driving use cases, lower amortization charges and an improved gross margin.

(€ in millions, unless stated otherwise)	Q4 '25	Q4 '24	y.o.y. change	FY '25	FY '24	y.o.y. change
Automotive	77.3	79.3	(3%)	322.9	328.0	(2%)
Enterprise	38.5	42.9	(10%)	158.9	161.4	(2%)
Location Technology revenue	115.9	122.2	(5%)	481.8	489.4	(2%)
Segment EBITDA				48.7	14.7	232%
EBITDA margin (%)				10%	3%	
Segment EBIT				31.3	(20.3)	
EBIT margin (%)				6%	(4%)	

Automotive generated reported revenues of €77 million in the quarter, representing a 3% decrease year on year. Automotive operational revenue in the quarter decreased by 12% to €78 million (Q4 '24: €88 million). For full year 2025, Automotive generated €323 million in revenue, representing a 2% year-on-year decrease. This decrease reflects lower car volumes at some customers and the ramp-down of certain car lines we supply. These effects were partially offset by the ramp-up of new car lines entering production. Taken together, these developments also resulted in a decline in our Automotive operational revenue. Full-year Automotive operational revenue decreased by 1% to €322 million (FY '24: €326 million).

Automotive operational revenue is calculated as follows:

(€ in millions, unless stated otherwise)	Q4 '25	Q4 '24	y.o.y. change	FY '25	FY '24	y.o.y. change
Automotive revenue	77.3	79.3	(3%)	322.9	328.0	(2%)
Movement of Automotive deferred revenue	0.5	8.9		(0.4)	(2.3)	
Automotive operational revenue	77.8	88.2	(12%)	322.5	325.7	(1%)

In the fourth quarter, Enterprise revenue decreased by 10% year on year, to €39 million (Q4 '24: €43 million). Full-year Enterprise revenue decreased by 2% to €159 million (FY '24: €161 million), mainly as a result of the depreciation of the US dollar. Enterprise revenue remained fairly consistent year-over-year when adjusted for currency fluctuations.

We have strengthened our competitive position with several product launches and good commercial traction. In Automotive, we announced that CARIAD selected TomTom's Orbis Lane Model Maps as a core component of the automated driving systems supporting Volkswagen Group brands. Lane Model Maps are providing lane-level geometry and attributes at scale to support ADAS and automated driving use cases. In addition, we introduced our ADAS SDK, enabling OEMs and Tier-1 suppliers to integrate map-based intelligence such as speed limits, road curvature and predictive horizon data directly into vehicle systems, accelerating deployment of regulatory-compliant driver assistance features.

We also evolved our in-vehicle experience stack through AI-powered voice and navigation capabilities, demonstrating flexibility and openness across voice ecosystems, including integrations with platforms such as Microsoft Azure, Alexa and SoundHound. This allows automakers to integrate TomTom's navigation and assistance functionality across different voice platforms.

In Enterprise, we have broadened and diversified our customer base. We expanded our global collaboration with Uber, integrating TomTom's maps, APIs and live services to enhance routing accuracy and on-demand mobility experiences worldwide. We continued to support enterprise and public-sector customers, including Miovision and Geolnt, leveraging our location data and analytics capabilities to enable traffic insights, infrastructure planning and geospatial intelligence across a range of use cases.

CONSUMER

Consumer reported revenue of €15 million for the quarter, 23% lower compared with the same quarter last year (Q4 '24: €20 million). Full-year revenue decreased by 14% to €73 million (FY '24: €85 million), in line with our expectations given the declining market for PNDs. In 2025, Consumer EBITDA and EBIT decreased year on year. This decrease reflected the decline in revenue, partly offset by an improved gross margin and cost efficiencies.

(€ in millions, unless stated otherwise)	Q4 '25	Q4 '24	y.o.y. change	FY '25	FY '24	y.o.y. change
Consumer revenue	15.4	20.0	(23%)	72.9	85.0	(14%)
Segment EBITDA				6.3	6.8	(8%)
EBITDA margin (%)				9%	8%	
Segment EBIT				5.6	6.2	(9%)
EBIT margin (%)				8%	7%	

RESULT FOR THE PERIOD

GROSS MARGIN

The gross margin for the quarter was 89%, two percentage points up compared with the same quarter last year (Q4 '24: 87%). This year-on-year improvement was mainly attributable to a higher proportion of higher-margin content and software in the revenue mix. For the full year, gross margin was 88%, a three percentage points increase compared with last year (2024: 85%). In addition to the higher proportion of higher-margin content and software revenue in our overall mix, the year-on-year improvement also reflects the more substantial releases of non-recurring engineering (NRE) costs in 2024.

OPERATING RESULT

Operating result (EBIT) in the quarter was a profit of €7 million (Q4 '24: loss of €6 million). Total operating expenses in the quarter were €110 million, a decrease of €21 million compared with the same quarter last year (Q4 '24: €130 million).

Full-year operating result (EBIT) was €2 million (FY '24: loss of €20 million), as the decrease in revenue was offset by improved gross margin and lower operating expenses. Total operating expenses were €489 million, versus €508 million in 2024. This year-on-year decrease in operating expenses was the result of the combined effect of the capitalization of the development cost associated with our Lane Model Maps and lower amortization charges, partly offset by our restructuring charges related to the organizational realignment announced in June 25.

FINANCIAL INCOME, EXPENSES AND INCOME TAX

The financial result for the quarter was an income of €0.1 million (Q4 '24: income of €1.5 million). The financial result for the year was an income of €1.2 million (FY '24: income of €8.7 million). For both the quarter and the full year, the year-on-year decline stemmed from reduced interest income on our cash balances as well as increased foreign exchange losses mainly related to the revaluation of balance sheet items.

The income tax expense for the quarter was €2.3 million, compared with €1.1 million in Q4 '24. The income tax expense for the year was €9.3 million, compared with €5.7 million in 2024.

CASH FLOW, LIQUIDITY, AND WORKING CAPITAL

In Q4 '25, free cash flow was an outflow of €1 million versus an outflow of €5 million in the same quarter last year. Full-year free cash flow was an inflow of €13 million, versus an outflow of €4 million last year.

The free cash flow includes payments related to the organizational realignment as announced in June 2025, which amounted to €5 million for the quarter and €19 million for the full year. Excluding these restructuring-related payments, free cash flow for the quarter was an inflow of €4 million and for the full year €32 million. This year-on-year improvement in free cash flow primarily reflects stronger working capital, driven by lower days sales outstanding (DSO) and higher personnel accruals, partially offset by a comparatively low trade payable balance.

A reconciliation from operating result to free cash flow, to net cash movement is presented below:

(€ in millions)	Q4 '25	Q4 '24	FY '25	FY '24
Operating result (EBIT)	7.3	(6.1)	1.6	(20.3)
Depreciation and amortization	4.5	8.9	18.0	35.6
Equity-settled stock compensation expenses	3.1	1.1	13.0	11.2
Other non-cash items	(0.3)	(4.2)	(0.8)	(5.6)
Movements in working capital (excl. deferred revenue)	(17.1)	(7.0)	29.2	(19.8)
Movements in deferred revenue	12.6	5.0	(8.4)	(0.7)
Interest and tax	(1.7)	(0.5)	(5.7)	1.0
Investments in property, plant and equipment, and intangible assets	(9.5)	(2.3)	(34.2)	(5.6)
Free cash flow	(1.0)	(5.1)	12.7	(4.2)
Lease payments	(2.5)	(2.4)	(9.5)	(9.0)
Cash flow from other investing and financing activities	(0.8)	(0.1)	(0.8)	(38.9)
Exchange rate differences on cash and fixed-term deposits	0.2	0.8	(3.3)	0.6
Net cash movement	(4.1)	(6.8)	(0.9)	(51.5)

During the fourth quarter, the deferred revenue position increased by €13 million, from €411 million to €424 million. The full-year movement in deferred revenue was a decrease of €8 million, from €432 million at the end of 2024 to €424 million.

The following table presents the deferred revenue including the effect of netting unbilled revenue:

(€ in millions)	31 December 2025	30 September 2025	31 December 2024
Automotive	429.1	428.6	429.5
Enterprise	17.0	16.6	19.2
Consumer	20.1	21.3	20.8
Gross deferred revenue	466.2	466.5	469.6
Less: Netting adjustment to unbilled revenue	(42.2)	(55.1)	(37.1)
Deferred revenue	424.0	411.4	432.5

Both in the fourth quarter and in the full year, investments in intangible assets increased compared with the same period last year, as we started to capitalize the development cost of our Lane Model Maps in 2025.

Cash flow from other investing and financing activities for the quarter included a €0.8 million cash outflow related to our €15 million share buyback program, announced at the end of 2025. The full year 2024 included a €39 million cash out related to our previous share buyback program of €50 million.

On 31 December 2025, the Group had no outstanding bank borrowings and reported a net cash position of €263 million (Q4 '24: €264 million).

- END -

CONSOLIDATED CONDENSED STATEMENT OF INCOME

(€ in thousands)	Q4 '25 Unaudited	Q4 '24 Unaudited	FY '25 Audited	FY '24 Audited
Revenue	131,203	142,239	554,689	574,382
Cost of sales	(14,230)	(17,885)	(64,131)	(86,876)
Gross profit	116,973	124,354	490,558	487,506
Research and development expenses - Geographic data	(37,481)	(45,690)	(144,546)	(176,967)
Research and development expenses - Application layer	(37,597)	(46,736)	(185,623)	(185,144)
Sales and marketing expenses	(12,744)	(16,930)	(47,945)	(60,052)
General and administrative expenses	(21,825)	(21,067)	(110,803)	(85,633)
Total operating expenses	(109,647)	(130,423)	(488,917)	(507,796)
Operating result	7,326	(6,069)	1,641	(20,290)
Financial result	105	1,450	1,248	8,749
Result before tax	7,431	(4,619)	2,889	(11,541)
Income tax	(2,307)	(1,107)	(9,285)	(5,744)
Net result¹	5,124	(5,726)	(6,396)	(17,285)
Earnings per share (in €):				
Basic	0.04	(0.05)	(0.05)	(0.14)
Diluted ²	0.04	(0.05)	(0.05)	(0.14)

¹ Fully attributable to the equity holders of the parent.

² When the net result is a loss, no additional shares from assumed conversion are taken into account as the effect would be anti-dilutive.

CONSOLIDATED CONDENSED BALANCE SHEET

	31 December 2025	31 December 2024
(€ in thousands)	Audited	Audited
Goodwill	192,294	192,294
Other intangible assets	31,955	2,233
Property, plant and equipment	16,862	22,018
Lease assets	37,773	41,111
Other contract-related assets	27,664	24,688
Deferred tax assets	1,074	1,288
Total non-current assets	307,622	283,632
Inventories	9,548	13,311
Trade receivables	64,875	78,538
Unbilled receivables	38,090	48,441
Other contract-related assets	6,372	6,211
Prepayments and other receivables	26,879	30,632
Fixed-term deposits	182,151	207,740
Cash and cash equivalents	80,651	55,913
Total current assets	408,566	440,786
Total assets	716,188	724,418
Total equity	139,617	138,847
Lease liabilities	31,798	34,552
Provisions	11,067	13,516
Deferred revenue	290,499	285,782
Total non-current liabilities	333,364	333,850
Trade payables	10,036	21,168
Lease liabilities	8,549	8,964
Provisions	12,614	6,883
Deferred revenue	133,583	146,701
Other contract-related liabilities	11,743	14,282
Income taxes	760	1,881
Accruals and other liabilities	65,922	51,842
Total current liabilities	243,207	251,721
Total equity and liabilities	716,188	724,418

CONSOLIDATED CONDENSED STATEMENT OF CASH FLOWS

(€ in thousands)	Q4 '25 Unaudited	Q4 '24 Unaudited	FY '25 Audited	FY '24 Audited
Operating result	7,326	(6,069)	1,641	(20,290)
Foreign exchange adjustments	(963)	(50)	(3,502)	547
Depreciation and amortization	4,511	8,923	17,992	35,553
Change in provisions	496	(4,117)	2,460	(6,119)
Equity-settled stock compensation expenses	3,116	1,109	12,978	11,152
Other non-cash movement	194	—	194	—
Changes in working capital:				
Change in inventories	523	1,272	4,440	3,816
Change in receivables and prepayments	(13,169)	(22,960)	24,569	(5,154)
Change in liabilities ¹ (excluding provisions)	8,151	19,597	(8,168)	(19,202)
Cash flow from operations	10,185	(2,295)	52,604	303
Interest received	1,597	2,564	6,652	10,882
Interest paid	(397)	(447)	(1,688)	(2,425)
Corporate income taxes paid	(2,881)	(2,638)	(10,661)	(7,408)
Cash flow from operating activities	8,504	(2,816)	46,907	1,352
Investments in intangible assets	(8,560)	—	(30,876)	—
Investments in property, plant and equipment	(975)	(2,293)	(3,321)	(5,576)
(Increase)/decrease in fixed-term deposits	29,102	(1,873)	25,589	19,921
Cash flow from investing activities	19,567	(4,166)	(8,608)	14,345
Payment of lease liabilities	(2,494)	(2,379)	(9,456)	(9,014)
Purchase of treasury shares	(811)	(68)	(811)	(38,880)
Cash flow from financing activities	(3,305)	(2,447)	(10,267)	(47,894)
Net increase/(decrease) in cash and cash equivalents	24,766	(9,429)	28,032	(32,197)
Cash and cash equivalents at the beginning of period	55,692	64,586	55,913	87,532
Exchange rate changes on foreign cash balances	193	756	(3,294)	578
Total cash and cash equivalents at the end of the period	80,651	55,913	80,651	55,913
Cash held in fixed-term deposits	182,151	207,740	182,151	207,740
Net cash at the end of the period	262,802	263,653	262,802	263,653

¹ Includes movements in the non-current portion of deferred revenue presented under non-current liabilities.

ACCOUNTING POLICIES

The condensed consolidated financial information for the three- and twelve- month period ended 31 December 2025 and the related comparative information has been prepared using accounting policies and methods of computation which are based on International Financial Reporting Standards (IFRS) as disclosed in the Financial Statements for the year ended 31 December 2025.

The consolidated and company financial statements of TomTom N.V. for the year ended 31 December 2025 have been prepared and audited and are authorized for issue on 4 February 2026. The quarterly condensed consolidated information in this press release is neither audited nor reviewed. Due to rounding, amounts may not add up precisely to totals. All change percentages are calculated before rounding.

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 as 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.

Operational revenue is IFRS revenue adjusted for the movement of gross deferred revenue

Gross margin is calculated as gross profit divided by IFRS revenue

EBIT is equal to our operating result

Operating (EBIT) margin is calculated as operating result divided by IFRS 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 IFRS revenue

Free cash flow is cash from operating activities minus investments in intangible assets and property, plant and equipment

(€ in thousands)	Q4 '25	Q4 '24	FY '25	FY '24
Cash flow from operating activities	8,504	(2,816)	46,907	1,352
Investments in intangible assets	(8,560)	—	(30,876)	—
Investments in property, plant and equipment	(975)	(2,293)	(3,321)	(5,576)
Free cash flow	(1,031)	(5,109)	12,710	(4,224)
Restructuring-related cash flow ¹	5,142	—	18,930	—
Free cash flow excl. restructuring¹	4,111	(5,109)	31,640	(4,224)

Net cash is cash and cash equivalents, plus cash held in fixed-term deposits

Gross deferred revenue is deferred revenue² before the netting of unbilled receivables

¹ Restructuring-related cash flows are related to the organizational realignment announced in June 2025.

² Deferred revenue reflects amounts not yet recognized as revenue as services still need to be delivered. Unbilled revenue represents amounts accrued for when a contractual right to invoice exists. When a single contract has both an accrual, based on contractual invoicing terms, and a deferral, because the underlying services are not yet fully delivered, the unbilled and the deferred positions are netted for presentation on the balance sheet.

FOR MORE INFORMATION

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AUDIO WEBCAST FOURTH QUARTER 2025 RESULTS

The information for our audio webcast is as follows:

Date and time: February 4, 2026 at 13:00 CET

<https://corporate.tomtom.com/investors/financial-publications/quarterly-results>

TomTom is listed at NYSE Euronext Amsterdam in the Netherlands

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ABOUT TOMTOM

Billions of data points. Millions of sources. Hundreds of communities.

We are the mapmaker bringing it all together to build the world's smartest map. We provide location data and technology to drivers, carmakers, businesses, and developers. Our application-ready maps, routing, real-time traffic, APIs and SDKs enable the dreamers and doers to shape the future of mobility.

Headquartered in Amsterdam with 3,300 employees around the globe, TomTom has been helping people find their way in the world for over 30 years.

For further information, please visit www.tomtom.com.

FORWARD-LOOKING STATEMENTS / IMPORTANT NOTICE

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 the company operates and the risk of a downturn in the market. Statements regarding market share, including the company'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.

This document contains inside information as meant in clause 7 of the Market Abuse Regulation.