	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1						**Communicated Automotive deals**								
2						*expected booked revenue excl. def rev.*								
3		*communicated auto deals (in millions)*	130,0	220,0	310,0	310,0								
4	**75%**	*deal booked directly as revenue*	**2013**	**2014**	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2021**	**2022**	**2023**	**2024**
5	2013	*130*			*12,675*	*28,275*	*28,275*	*28,275*						
6	2014	*220*				*21,45*	*47,85*	*47,85*	*47,85*					
7	2015	*310*					*30,225*	*67,425*	*67,425*	*67,425*				
8	2016	*310*						*30,225*	*67,425*	*67,425*	*67,425*			
9	2017	*350*							*34,125*	*76,125*	*76,125*	*76,125*		
10		*Totaal excl. def. rev*			*12,675*	*49,725*	*106,35*	*173,775*	*216,825*	*210,975*	*143,55*	*76,125*	*0*	*0*
11		*Total release def rev in P/L*				*1,06*	*5,20*	*14,06*	*28,54*	*42,71*	*49,81*	*40,94*	*26,46*	*11,24*
12		***Total expected revenue in P/L***			***12,68***	***50,78***	***111,55***	***187,84***	***245,37***	***253,69***	***193,36***	***117,07***	***26,46***	***11,24***
13														
14						*Release of deferred revnue into P/L*								
15						*1,06*	*1,06*	*1,06*	*1,06*					
16							*2,36*	*2,36*	*2,36*	*2,36*				
17							*1,79*	*1,79*	*1,79*	*1,79*				
18								*2,36*	*2,36*	*2,36*	*2,36*			
19								*3,99*	*3,99*	*3,99*	*3,99*			
20								*2,52*	*2,52*	*2,52*	*2,52*			
21									*2,36*	*2,36*	*2,36*	*2,36*		
22									*3,99*	*3,99*	*3,99*	*3,99*		
23									*5,62*	*5,62*	*5,62*	*5,62*		
24									*2,52*	*2,52*	*2,52*	*2,52*		
25										*3,99*	*3,99*	*3,99*	*3,99*	
26										*5,62*	*5,62*	*5,62*	*5,62*	
27										*5,62*	*5,62*	*5,62*	*5,62*	
28											*5,62*	*5,62*	*5,62*	*5,62*
29											*5,62*	*5,62*	*5,62*	*5,62*
30	**25%**	*Automotive revenue booked as deferred*												
31		130,0			*4,23*	*9,43*	*9,43*	*9,43*						
32		220,0				*7,15*	*15,95*	*15,95*	*15,95*					
33		310,0					*10,08*	*22,48*	*22,48*	*22,48*				
34		310,0						*10,08*	*22,48*	*22,48*	*22,48*	*19,38*	*-*	*-*
35		350,0							*11,38*	*25,38*	*25,38*	*25,38*	*87,50*	
36		***Totaal excl. def. rev***			***4,23***	***16,58***	***35,45***	***57,93***	***72,28***	***70,33***	***47,85***	***44,75***	***87,50***	***-***
37														
38		*% of deal booked as revenue (avg deal 4 y*	*Booked deals*	*release def. rev*										
39		*Year 1*	*0,0%*	*0,0%*										
40		*Year 2*	*13%*	*25%*										
41		*Year 3*	*29%*	*25%*										
42		*Year 4*	*29%*	*25%*										
43		*Year 5*	*29%*	*25%*										
44			*100%*	*100%*										