RESULTS PRESENTATION 3RDQTR2023











Disclaimer

This presentation **contains declarations that constitute forwardlooking statements**

regarding the intent, belief or current expectations of value creation, customer base dynamics, estimates regarding future financial results and other aspects of the activities.

Analysts and investors are cautioned not to place undue reliance on those forwardlooking statements, which speak only as of the date of this presentation. TIM S.A. undertakes no obligation to release publicly the results of any revisions to these forward-looking statements, those do not represent necessarily a formal guidance.

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Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ materially from those projected as a result of various factors. e

Financial figures are presented considering impacts from IFRS 16 adoption, unless otherwise indicated. Normalized numbers in this presentation are adjusted by the effects described in footnotes.

1) Net Revenue normalized due to the temporary effect from the inefficiency of PIS/COFINS, as a result of a contract signed between TIM S.A and Cozani (+R\$41.0 million in 1Q23). The merger of Cozani into TIM S.A. came into effect on April 1st, 2023.

- (2) Operating Costs normalized by: consulting expenses in the scope of the Oi Mobile acquisition and customer migration project (+R\$ 2.1 million in 3Q23, +R\$ 16.3 million in 2Q23, +R\$ 12.5 million in 1Q23 and +R\$ 15.4 million in 3Q22), PIS/COFINS credits generated in the intercompany agreement with Cozani (-R\$ 17.7 million in 1Q23), FUST/FUNTEL expenses related to the intercompany agreement with Cozani (+R\$ 886 thousand in 1Q23), expenses with specialized legal and administrative services (+R\$ 1.1 million in 3Q23, +R\$ 1.1 million in 2Q23, +R\$ 8.6 million in 3Q22, +R\$ 50.3 million in 2Q22 and +R\$ 8.4 million in 1Q22), payroll expenses related to the acquisition of Oi Mobile (+R\$ 8.4 million in 3Q23 and +R\$ 11.8 million in 1Q22) and expenses with the price adjustment from the sale of control over I-Systems (+R\$ 14.6 million in 3Q22).
- (3) EBITDA normalized according to the items indicated in the Revenue (+R\$ 41.0 million in 1Q23) and Costs (+R\$ 11.6 million in 3Q23, +R\$ 17.4 million in 2Q23, -R\$ 4.4 million in 1Q23, +R\$ 38.6 million in 3Q22, +R\$ 50.3 million in 2Q22 and +R\$ 20.3 million in 1Q22) sections. EBITDA-AL normalized excluding the impact of the fines related to the decommissioning of sites (+R\$98.3 million in 3Q23 and +R\$57.0 million in 2Q23).
- (4) Normalized Net Income according to the items described in the Revenue and Costs sections, as and non-recurring items in Income Tax and Social Contribution: tax credits related to the intercompany agreement with Cozani (-R\$ 8.2 million in 1Q23) and other tax effects (-R\$ 3.9 million in 3Q23, -R\$ 5.9 million in 2Q23, -R\$ 4.2 million in 1Q23, -R\$ 13.1 million in 2Q22, -R\$ 17.1 million in 2Q22 and -R\$ 6.9 million in 1Q22).

NET REVENUE GROWING HIGH-SINGLE DIGIT

(Normalized¹ Net Revenue in R\$ Mln; %YoY)

REMARKABLE OVERALL PERFORMANCE IS DRIVING SOLID REVENUE GROWTH





ROBUST DOUBLE-DIGIT GROWTH IN EBITDA METRICS, SUSTAINING SOLID MARGINS IMPROVEMENTS

A CONSISTENT PERFORMANCE LEADING TO A DOUBLE-DIGIT EBITDA GROWTH

(Normalized¹ EBITDA in R\$ Mln; %YoY)

STRONG GROWTH PACE IN EBITDA-AL AS WE ACCELERATE THE DECOMMISSIONING PLAN

(Normalized¹ EBITDA-AL in R\$ Mln; %YoY)



OpFCF GROWING ABOVE 40% AS THE EFFECTS FROM M&A TRANSACTION CONVERGE AND CONSOLIDATE



ROBUST NET INCOME EXPANSION AS A RESULT OF STRONG OPERATIONAL PERFORMANCE



NET INCOME BOOSTED BY EBITDA GROWTH AND TOWERS ACCELERATED DECOMMISSIONING PLAN

(Normalized¹ Net Income in R\$ Mln; %YoY)



(1) Normalized for the effects detailed in slide 2.

SUSTAINING A HEALTHY FINANCIAL PROFILE WITH SOLID CASH TRENDS



Main events that impacted cash flow in the period:

- **5G Auction:** Payment of the 2nd and • 3rd installment of EACE + 1 installment of license fee, totaling R\$ 320 Mln
- Fistel²: TFF Remains under suspension (total ~R\$ 2.3 Bln)
- Shareholders Remuneration: R\$ 235 Mln paid as IoC in 2022, R\$ 600 Mln • paid as Dividends in April'23 and R\$ 1,220 Mln paid as IoC in 2023

Normalized for the effects detailed in slide 2; (2) See Note 22 of the Financial Statements; (3) Cash & Cash Equivalents + Marketable Securities. (1)

IMPROVING NET FINANCIAL POSITION AND LEVERAGE (Net Debt in R\$ Mln; %)





Results Presentation

OUR EXCELLENT RESULTS PAVES THE WAY TO THE FUTURE

Key Results From 9M23 (YoY)

Net Revenue1EBITDA1Growth ofGrowth of+12.1%+16.8%of 48.5%

Capex on Revenues ¹ in 18.3%	EBITDA-AL ¹ – Capex +60.1%		Capex on Revenues ¹ 17.5%
		• •	EBITDA-AL ¹

Net Income¹ expanded +49.3%

Normalized by the effects detailed on slide 2.

R\$ 945Mln already

announced as IOC distribution in 2023

MUCH MORE TO COME IN OUR **INVESTOR** DAY, WE'RE **BUILDING** THE NEXT GENERATION **TIM...**