RESULTS
PRESENTATION
2NDQTR2025





TIMB LISTED

NYSE

TIMS
B3 LISTED NM
ISE B3

TIM

### **DISCLAIMER**





This presentation contains declarations that constitute forward-looking 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 forward-looking 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.



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.



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) Operating costs normalized by: costs with legal consulting services in the context of the closing of the dispute with C6 (+R\$ 1.1 million in 2Q25 and +R\$ 19.0 million in 1Q25).
- (2) Normalized EBITDA according to the items indicated in the Costs section.
- 3) Normalized Net Income according to the items indicated in the Costs section and by non-recurring effects on Income Tax and Social Contribution (-R\$ 387 thousand in 2Q25 and -R\$ 6.5 million in 1Q25).

### 6M25 Main Highlights



First half of the year driven by a clear vision and strong execution

On track towards our 2025 targets

+ **5.4**% YoY

in Service Revenue

+ **6.5**% YoY

in EBITDA<sup>1</sup> with 49.5% margin (+0.8 p.p. YoY)

R\$ 2.7 Bln

OpCF¹, with doubledigit expansion 17.1% of Capex on Revenues (-1.3 p.p. YoY)

5G Fund strong results

Gains driven by investees strong performance

R\$ **1.3** Bln already announced as IoC YTD

Most sustainable Brazilian company

#1 in B3 Sustainability Index (ISE)

**30**% of traffic in 5G<sup>2</sup> Coverage leadership boosting traffic offload from 4G to 5G



### Service revenue solid evolution driven by positive contribution from mobile

**NET SERVICE REVENUE PERFORMANCE** 

(Net Service Revenue in R\$ Mln: %YoY)



Total Net Revenues increased 4.8% YoY in 6M25 Mobile Service Revenue grew 5.9% YoY in 6M25



**CUSTOMER BASE MONETIZATION DROVE MOBILE SERVICE REVENUE GROWTH** 



#### **MOBILE ARPU**

Highest in the Industry R\$ 32.7/Mo in 2O25

+4.8% YoY in 2Q25



#### **NET ADDS EVOLUTION**

Postpaid (Ex-M2M) Net Adds on the positive side, improving our customer base

 $+451_{k}$ in 2Q25



### **REVENUE MIX ON POSTPAID**

Higher postpaid penetration in our revenue structure

~70% of MSR

# Fueling growth through client base shift

POSTPAID REVENUES HAVE EXPERIENCED RAPID ANNUAL GROWTH FOR 14 CONSECUTIVE QUARTERS

(Postpaid Revenues in R\$ Mln, % YoY)



# The best value proposition is driving robust Postpaid performance, confirming our leadership in ARPU

### Effective customer base management

+726k Postpaid (Ex-M2M)
Net Adds in 6M25

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O.8% Postpaid (Ex-M2M)
Churn 6M25

+15.1% Control to Pure Postpaid Migration YoY growth in 6M25

Offers in constant evolution

Improve customer base value proposition

Control plans offers were updated in June

The highest ARPU of the market

(+)

R\$ **54.8** 

Postpaid (Ex-M2M) ARPU in 6M25

### TIM's 360° approach: strategic investment to positively impact consumer perception



SÃO PAULO: STRONG POSITIVE FIRST SIGNS

Commercial evolution, while network modernization accelerates



new stores by the end of 2025 (8 delivered)



**ALL EYES ON MINAS GERAIS: NEXT** TRANSFORMATION STEP

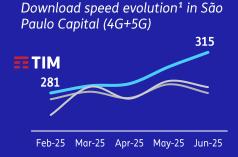
The 360° approach arrives in a new destination

Cities<sup>1</sup> with 5G 131 2x more cities covered May-25

Dec-25

Benefiting 10 Mln people

### The fastest network in São Paulo (capital)



Fastest 5G download speeds as well

+9% increase in 5G data traffic



**Benefiting** 

246 cities and

~10 Mln people

### New stores to enhance customer engagement

13 new stores by the end of 2025 (7 delivered)



New flagship store in Savassi neighborhood, expected for Aug'25

### Progress across B2B verticals: a consistent pipeline ramping up presence in the logistics vertical



R\$ 406 Mln in contracted revenue since 1024

~23<sub>Mln</sub>

Total<sup>1</sup> hectares covered with 4G

> Companies in our Portfolio



**OVER 7,000 KM OF ROADS COVERED WITH TIM'S 4G** 

+1,000 km Roads covered

630 km

Roads covered with monitoring cameras with real-time transmission

Pioneering digital connectivity project on **Brazilian highways** 



+2,000 km Roads covered

EcoNoroeste. **EcoRioMinas** and Ecovias do Araguaia



And more:













### ==

# Our Digital Ecosystem continues to evolve through partnerships and 5G Fund



### PARTNERSHIP WITH ELETROBRAS IS RAMPING UP

- Exclusive for B2B clients
- Up to 30% discount in energy bills over R\$ 10,000
- High-voltage connections (above 2.3 kV)
- First launch in Paraná and Santa Catarina
- Nationwide expansion is expected by September



- Up to 2 million customers reach
- Sales will be handled by TIM's existing SME sales agents.





Connecting Brazil from end to end: supporting small and mid-sized business



5G FUND – EARLY RETURNS ON VENTURE INVESTMENTS



R\$ 73 Mln for TIM in gains with all three invested companies contributing to fund performance



Fourth investment on the way – Quatá Investimento. A technology-driven credit-as-aservice provider that delivers financial solutions within their ecosystems

Smart capital allocation to support the new ventures of the future

### Three Years of 5G in Brazil: TIM Leads the Way



TIM HAS A LEADING ROLE IN THE POPULARIZATION OF FIFTH-GENERATION MOBILE TECHNOLOGY...

### Maintaining the leadership in number of cities covered



# raffic offload

efficiency

**mproved** 



...REDEFINING EFFICIENCY IN A CONNECTED WORLD

36%

### Availability and adoption helps traffic steering to 5G





Time spent by TIM clients on the 5G network:

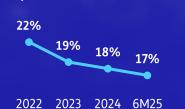
**51**% in Brazil

 $\sim$  70% in big cities (Rio de Janeiro and São Paulo)





Smart allocation is supporting capex efficiency Capex on Net Revenues (%)



Confirming expected efficiency: 5G R\$/Gb cost

is **30**% of 4G





### Artificial intelligence in action: delivering efficiency and cost savings

Projects Pipeline<sup>1</sup> (number of use cases)

100

Mapped

**Evolving Use Case mapping** to unlock new improvement opportunities

+56

**Prioritized** 

Choosing use cases with the **strongest strategic fit** and the highest value generation potential

24

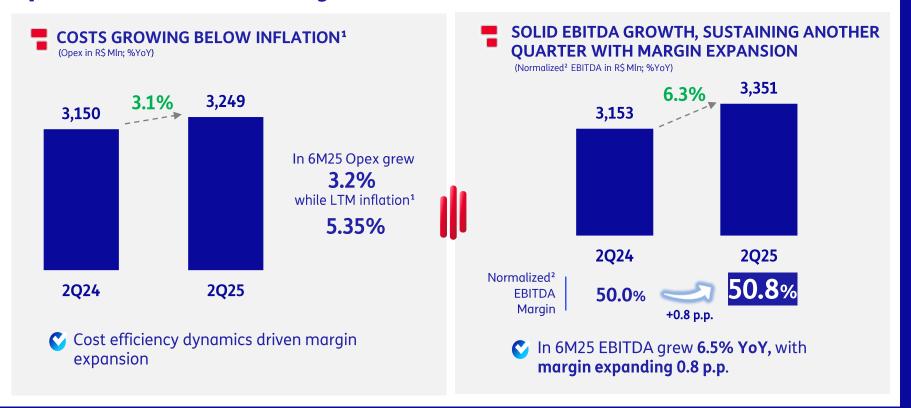
**Pilots** 

Most of our pilots are focused on operational and cost efficiency. But we also have projects focused on commercial and sales support.

**Executed** 

All projects executed to date are focused on operational improvements. 6 new projects in development scheduled for Q3 and Q4 of 2025

### Margin expansion driven by the benefits of successful operational efficiency initiatives towards cost control



# efficiency initiatives

**DISCIPLINED EBITDA-AL EXECUTION DRIVING MARGIN EXPANSION** 

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



In 6M25 EBITDA-AL grew 6.1% YoY, with margin expanding 0,4 p.p.

### Consistent EBITDA-AL and margin growth boosted by





### **Towers contracts renegotiation:**

+6.000

Decomissioned and redeployed sites in last 3 years

Advanced negotiations to re-engage 30%

of towers

For the remaining towers. we are continuing with renegotiation



### Ran Sharing project:

of 2G decommissioning conclusion

~50% of Single Grid achieved (3G/4G)

We are **ready to** accelerate the full network sharing



### **Rethinking Towers Strategy:**

Launched RFQ for build of

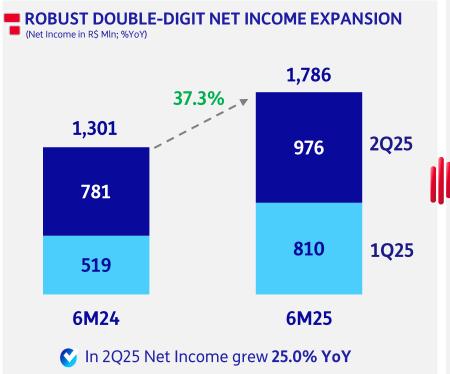
**1.000** 

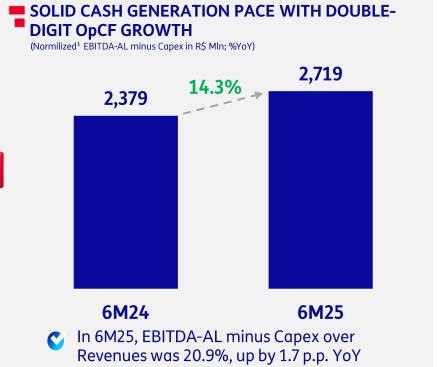
own towers, up to 2028

- **No change** in Capex quidance
- Limited impact on D&A

We are open to new partnerships opportunities

### Strong Net Income performance and cash generation as a result of sound operational execution





# Driving Impact: Important achievements across our

# **ESG** commitments

#### **BUILDING A SUSTAINABLE FUTURE – 2024 ESG REPORT**

### 100%

of the energy we consume comes from renewable sources1

### **52%**

of our employees are women, of which 37.4% are in **leadership positions** 

### ~60%

of the energy used comes from the **Distributed Generation (DG) Project** 

### 22.1%

of **black people** in leadership positions

We are committed to accessibility for people with disabilities, ensuring compliance with the legal employment quota and continuously advancing inclusion initiatives

#### RECOGNITIONS THAT ENDORSE OUR ESG EXCELLENCE



#### A CDP A LIST COMPANY

2<sup>nd</sup> year in a row present in the CDP's A List (Maximum Score) and recognized as Supplier **Engagement Leader** 

#### **LISTED IN ALL B3 SUSTAINABILITY INDEXES**

ISEB3 **ICO2**B3

The first and only telco recognized across all four B3 sustainability indexes. Being part of IGPTWB3 B3's Sustainability Index for 17 years
IDIVERSA B3 and recognized in 2025 as the most B3's Sustainability Index for 17 years in a row sustainable company in Brazil by ISE B3



#### AN AGE FRIENDLY COMPANY

First Telco granted with the international Age Friendly seal for our commitment to age diversity and the appreciation of professionals 50+

## **Driving progress** in second half of the year: focusing on execution to meet our targets







### **B2B IOT**

Developing our verticals and our portfolio while looking for new opportunities.





### **OPEX AND LEASES**

Efficiency program to address opex challenges, while we redefine our relationship with TowerCos.



### **TIM ULTRAFIBRA**

Conservative view of the market, while efficiency plan evolves and start to show positive signs.



### **ESG**

Advancing along a consistent trajectory.