



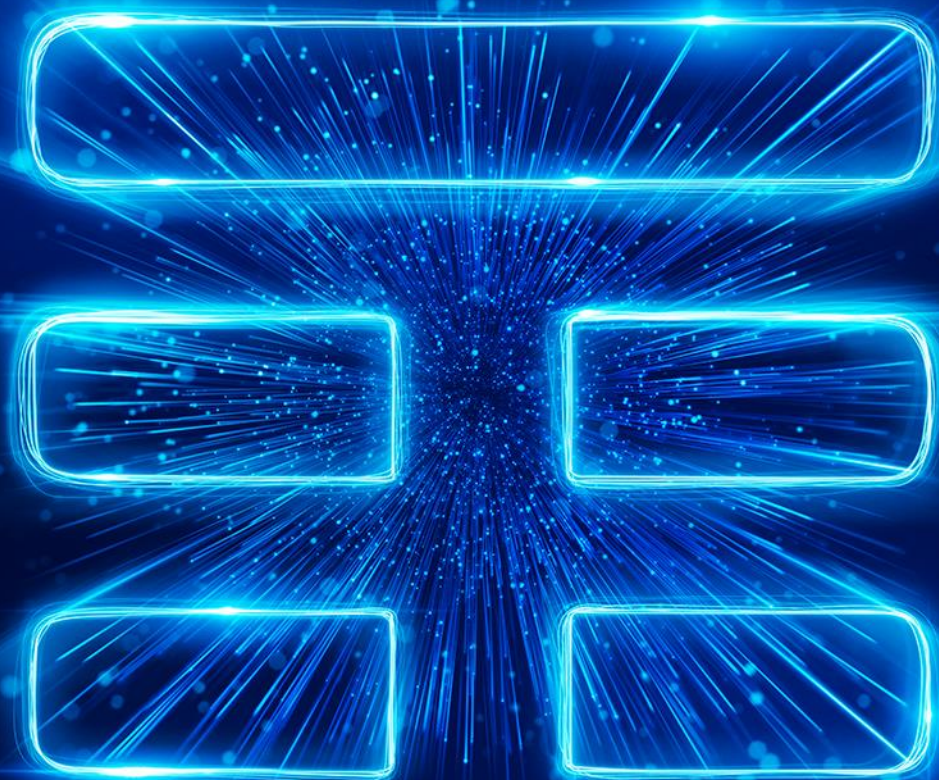
BRASIL DAY 2023

THE NEXT GENERATION TELCO

TIM. 25 YEARS
MAKING POSSIBILITIES ON
NEW YORK STOCK EXCHANGE.

25 YEARS

LISTED ON THE NY STOCK EXCHANGE



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.

Agenda



Opening remarks

10 min

25th Anniversary celebration



TIM's equity story

20 min

A unique asset in an evolving market



Strategy in action panels

85 min

Mobile: consolidate the best value proposition in a value driven market

B2B: Shaping a new market with high growth opportunities, leveraging our strengths in mobile

Broadband: selective approach to grow profitably in the Broadband market

Efficiency: our efficiency leadership is helping to finance our best value proposition to clients and drive value to shareholders



Closing

10 min

Value Creation: precise execution in the short-term to build a long-term success story

The background is a dark blue gradient with a complex network of glowing blue lines and dots, creating a sense of depth and digital connectivity. The lines radiate from a central point on the horizon, and the dots are scattered throughout, some appearing as bright spots of light.

B 2 B

Shaping a new
market with
**high growth
opportunities,**
Leveraging our
strengths in mobile

Our B2B expansion will enable the next wave of productivity for key Brazilian industries

Brazil's **infrastructure gap** offers a compelling business opportunity

<20%

of the territory with network coverage¹

>90%

of population covered¹

We are connecting **key growing sectors** to boost productivity

Agribusiness

Agribusiness: 24% of Brazil's GDP²
350 Mln ha total planted and farming area²

Logistics

+60% of all cargo transportation
+\$20 Bln invest. in infrastructure

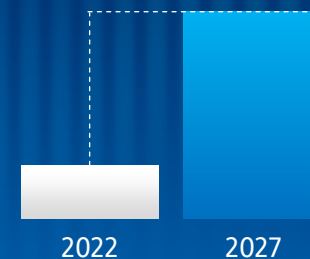
Utilities

+15 Mln poles in PPP for street lightning
+150 Mln meters in electric, water and gas³

Our **B2B strategy focuses on IoT**, while upholding traditional services

IoT

Connectivity Solutions (HW, SW and services)



4x

IoT BR revenue growth in the next five years⁴

We will expand using the IoT connectivity as a steppingstone to expand towards solutions and services

Scaling up new opportunities



1. Solid initiatives in place and will expand it

2A. Developing our solution portfolio

2B. New avenue to be developed in future

Examples of mapped use-cases



On-going

1. IoT Connectivity

Mobile Coverage

Private Network



Starting

2A. IoT Solutions beyond Connectivity

Smart lighting

Precision agriculture

Herd management



Under Construction

2B. IoT Solutions beyond Connectivity (5G based)

Autonomous Operations

Video surveillance & Analytics

Our business model is initially focusing on **IoT Connectivity** while also developing initial services **Beyond IoT Connectivity**



IoT Connectivity



Beyond IoT Connectivity



1. Mobile Coverage

Dedicated infrastructure to a 4G/5G coverage in a predefined area (industrial plants, highways...)

Project Deployment

Technical Project and infrastructure availed



Monthly fee

Connectivity fee



1. Private Network

4G/5G private network coverage and core, with Edge Computing option

Project Deployment

Technical Project and infrastructure availed



Monthly fee

Connectivity fee, operation and maintenance service



Equipment resale

Infrastructure equipment resale



2A. Smart Lighting

Public lighting solution

Project Deployment

Activation fee



Monthly fee

Connectivity fee per device



Equipment resale

Lighting equipment resale

We are partnering with leading companies in Brazil in four major verticals



Agribusiness

We've teamed up with Brazil's Agri leading companies...



Logistics

...the biggest concessions companies...



Utilities

...top energy and utilities business



Industry Opportunistic

...and are already starting to enter the industry vertical



R\$ 300 Mln in last 18 months of total contracted revenues

Incremental OpFCF margin

Projects' social impacts:
Coverage of 225 public schools,
85 health units, 1.3 Mln rural residents

Vídeo B2B

Link: https://www.youtube.com/watch?v=S0v_jw1Tvzs



**E este é só o começo da
revolução que a TIM**

Logistics: we are shaping this market through our long-lasting relationship and by offering innovative and integrated solutions

+4,500 Km

Of highway extension under existing contracts, with **3x more contracts** compared to 2022

of accumulated Kilometers of highways sold


ecorodovias
GRUPO
851 KM



Dec/22


WAY
306
1483 KM



Mar/23


epi


CCR



3191 KM

Jun/23


ecorodovias
GRUPO





4517 KM

Sep/23

Unlocking integrated revenues opportunities

 Freeflow

 Video surveillance

 Auto security management

Utilities: we are becoming the preferred PPP partner by leveraging solutions for energy efficiency in public lighting

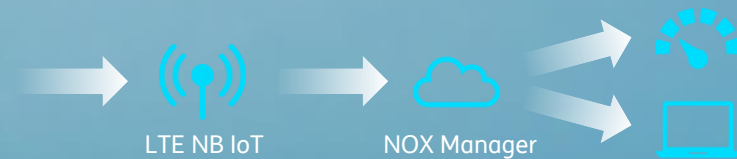
27x growth

of TIM smart-lightning equipment delivered in 2023¹



How it works?

- ☰ Systems with embedded connectivity
- 📡 Allows **remote telemanaging** for light poles
- 🔒 Improves **energy efficiency** and **service quality**



Case Example

33%

Reduction on energy consumption in Curitiba, Parana

Vídeo President Latin America at CNH Industrial (agribusiness)

Link: <https://www.youtube.com/watch?v=F9Li3ObzPP0>

CNH | TIM



RAFAEL MIOTTO
President Latin America at CNH Industrial

de primeira classe para os
setores de agricultura e construção,

Our expansion today is being fueled by the significant market growth potential to be unlocked across key verticals in Brazil



Agribusiness

Our achievements

16 Mln ha

Current planted area with TIM connectivity

Market potential to explore

350 Mln ha

Total planted and farming area



Logistics

>4.5K Km

Roads under concession with TIM connectivity

55K Km

Highways being auctioned for mandatory connectivity in a total of 1.7M km of roads



Utilities

150K

Installed smart light poles from TIM

>15 Mln

poles in PPP for street lighting until 2026

...and as pioneers, we have compelling reasons to persist in this direction, **molding this emerging market.**