

### **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 due to expenses related to legal advisory services associated with the settlement of the dispute with the former financial services partner (+R\$ 1.1 million in 2Q25 and +R\$ 19.0 million in 1Q25).
- (2) EBITDA normalized according to the items described in the 'Costs' item (+R\$ 1.1 million in 2Q25 and +R\$ 19.0 million in 1Q25).
- (3) Net Income normalized based on the items described in the 'Costs' item and due to non-recurring effects in Income Tax and Social Contribution (-R\$ 387 thousand in 2Q25 and -R\$ 6.5 million in 1O25).

+ **5.2**% YoY in Service Revenue, in 9M25

+ **6.7**% YoY in EBITDA<sup>1</sup> with 50.3% margin (+1.0 p.p. YoY), in 9M25

R\$ **4.5** Bln OpCF<sup>2</sup>, with doubledigit expansion, in 9M25

## The Most Diverse TelCo

Top 10 in the FTSE Russell Diversity & Inclusion Index 2025 **2025 Overview:** sustainable growth with robust cash conversion machine

**16.2**%

of Capex on Revenues (-0.7 p.p. YoY), in 9M25

R\$ **3.0** Bln in Net Income<sup>1</sup> (+42.2% YoY), in 9M25

R\$ 1.8 Bln announced as IoC

and R\$ 369 Mln in shares repurchased

## **B2B Mining**

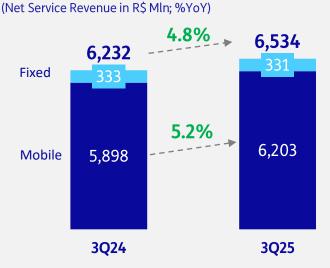
New partnership with Vale

revenue



## Mobile segment fuels continued growth in service

NET SERVICE REVENUE AT A SOLID PACE



- Net Service Revenues increased 5.2% YoY in 9M25
- Mobile Service Revenues grew 5.6% YoY in 9M25





#### **MOBILE ARPU**

Postpaid migrations are driving blended ARPU

R\$ **33.1** +4.6% YoY in 3Q25



#### **POSTPAID ARPU (Ex-M2M)**

More for more strategy helping ARPU evolution

**R\$ 55.5** +4.3% YoY in 3Q25

TIM ULTRAFIBRA: OPERATIONAL IMPROVEMENTS

ARE STARTING TO SHOW RESULTS



#### **BROADBAND ARPU FTTH**

Stable ARPU driving revenue dynamics

R\$ **94.1** in 3Q25



#### **CLIENT BASE**

8 months of positive net adds in client base

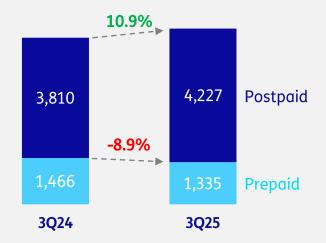
+**3.7**% in 3Q25 YoY



# Postpaid sustains its positive momentum, with gains in customer metrics, boosting revenue growth

POSTPAID CONTINUES TO LEAD WITH ROBUST QUARTERLY PERFORMANCE

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



...WHILE PREPAID DEMONSTRATES FIRST SIGNS OF STABILIZATION

THE POSTPAID DYNAMICS CONTINUE ON A POSITIVE TREND, SUPPORTED BY EFFICIENT CUSTOMER BASE MANAGEMENT

+414k

0.8%

Postpaid (Ex-M2M) Net Adds in 3Q25 Postpaid (Ex-M2M) Churn in 3Q25

+11.4%

Prepaid to Postpaid Migration YoY growth in 3O25



More for more also applied in below the line postpaid offers, optimizing cost-benefit equation



## Reinforcing network coverage leadership ...

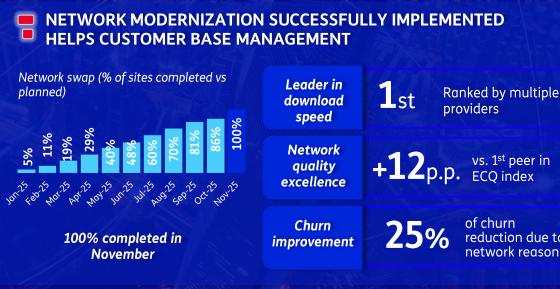
**KEY MILESTONE TO MAINTAIN COVERAGE LEADERSHIP** (# Cities with 5G) 1,000 BRAZIL 607 in Brazil 209

4Q24

Oct'25

... while São Paulo sets the pace for next-generation connectivity

SÃO PAULO



4022

4Q23

of churn

reduction due to

network reasons

# Best Service: Providing excellent service and meeting our customers' needs to establish ourselves as the preferred Telco





REVAMPED SERVICE APP IS HELPING TO IMPROVE CUSTOMER EXPERIENCE AND SELLING JOURNEY

**17.7Mln** > 33.4%

monthly unique users<sup>1</sup>

Penetration of unique users on the app¹

Digital Service<sup>2</sup> NPS

+4.9p.p. +11.6p.p.

Pure Postpaid

Prepaid

96.4%

of customers who accessed the app have their needs resolved on the first contact **1.9%** 

of customers who access the app require human contact

Capturing **53%**of e-commerce
share<sup>1</sup>

+15% YoY

Growth in recharges revenues through APP<sup>1</sup>

First to integrate App and mobile wallets



Integration with Apple Pay and Google Pay allow direct and secure recharges for prepaid customers, using biometrics...

... simplifying the customer journey and encouraging recurring recharges

(1) Measured in a 30-days period in September 2025; (2) NPS driven by digital service.

# TIM Mais – More benefits, more advantages, more experiences, and convenience for our customers

Revamped loyalty program with sweepstakes, discounts, gift cards, and experiences for TIM postpaid and control customers





## Mobile Ads monetization showing positive momentum

The positive trend in Mobile Ads and Data monetization reflects successful efforts to boost digital engagement and grow beyond connectivity revenues

+10.4%
Growth in Mobile

Ads Revenues

+**1,000**Campaigns in 9M25

+270
Advertisers

in 9M25

+**Z**X

Monthly average campaigns vs 9M24

+50 Mln

Queries for credit scoring and antifraud products



Targeted advertising for large brands using TIM's own and third-party inventory



Combining proprietary ad inventory with Google and Meta services

(1) MAU (Monthly Active Users) represents the number of unique users who interact with the app at least once during a month. The App was launched in February 2025.

# Connectivity as a key enabler of automation and environmental impacts reduction for the mining industry



**B2B IOT UPDATES** 

R\$ 435 Mln in contracted revenue since 1Q24

~23.5 Mln

Total hectares covered with 4G (+29.3% YoY)

>397<sub>k</sub> Smart light spots sold (+51% YoY)

**7,622** Km covered in highways (+62.2% YoY)



TIM SMART MINING: PROVIDING 5G CONNECTIVITY, IOT AND AI SOLUTIONS

#### Delivering enhancements in several key areas

Safety

Increase operational and worker safety

Efficiency

Mines that address process inefficiencies can reduce their CO<sub>2</sub> emissions

Reduce loss on extracted ore during processing

Monitoring

Increase communication in mines which are often located in geological remote areas

Identify vulnerabilities before they become flaws

Quality

Higher monitoring can ensure a better quality of mining process

#### Our clients portfolio

clients on TIM's mining portfolio



AngloAmerican

among others...



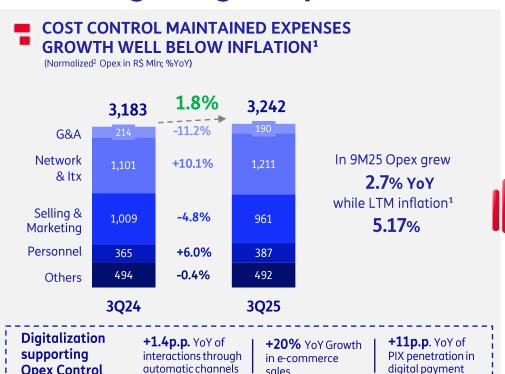
#### Vale as our anchor client

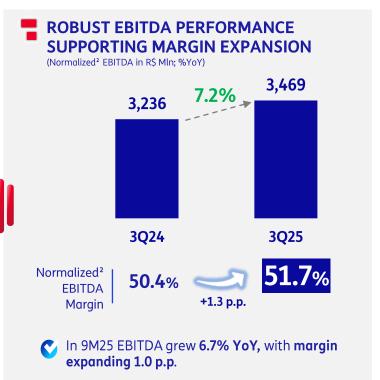
New agreement to implement 5G technology in Vale's operations in Brazil

 Focus on new Vale projects and operations that do not yet have full coverage from a private industrial network



## Discipline and efficiency measures led to another quarter of strong margin expansion





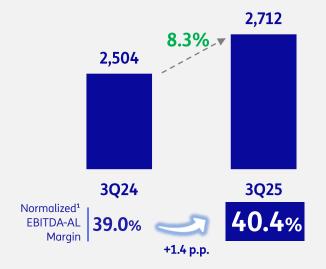
**Opex Control** 

sales

# Solid high-single digit expansion in EBITDA-AL with strong margin growth, in line with our lease efficiency plan

## MARGIN GROWTH UNDERPINNED BY SOUND EBITDA-AL EXECUTION

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



In 9M25 EBITDA-AL **grew 6.8% YoY**, with margin expanding **0.8p.p.** 

### **R** EVOLVING INICIATIVES TO KEEP LEASES ON TRACK

### New contract with IHS

- Minimum of 500 sites and up to 3,000 sites for a longer period
- ✓ No impact in Capex guidance and limited impact on D&A
- Expected financial savings on lease costs front

## Ran sharing agreement with Vivo

Cade approves network-sharing agreement extension

### **QUIT LEASES COST ON A STABLE LEVEL ACROSS THE YEAR**

(Leases in R\$ Mln; Leases as a % of Net Revenues, %)





## Robust execution drove record net income, solid cash generation, and higher shareholder returns

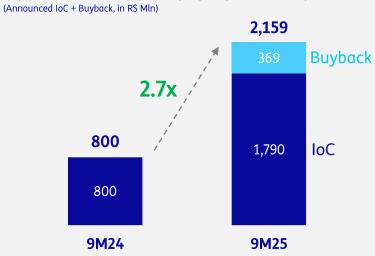
ACHIEVING THE HIGHEST NET INCOME EVER, WITH **ANOTHER ROBUST DOUBLE-DIGIT EXPANSION** 

(Net Income<sup>1</sup> in R\$ MIn: %YoY)









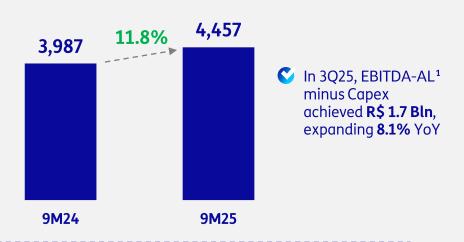
All set to meet the guidance: ~R\$ 2.1 to 2.3Bln in IoC/Dividends to be proposed by management and confirmed by the board in the coming months



## Strong operational cash flow supported a solid and resilient financial structure

## SOLID GROWTH IN OPCF, DRIVEN BY OUTSTANDING OPERATIONAL EXECUTION

(EBITDA-AL1 minus Capex in R\$ Mln; %YoY)



OPCF faced seasonal effects in Q3, due to the capex phasing strategy. A strong recovery is expected in Q4 to support the achievement of full-year guidance

## **=** ENSURING LONG-TERM FINANCIAL HEALTH



R\$ 6.5 Bln in Cash, +50.7% YoY
• TFF Total amount not paid is R\$ 4.0 Bln since 2020<sup>2</sup>



**R\$ 16,940 Mln** Debt, +4.0% YoY **R\$ 3,675 Mln** Debt-AL, -8.5% YoY



**R\$ 10,441 Mln** Net Debt, -12.9% YoY **-R\$ 2,853 Mln** Net Debt-AL



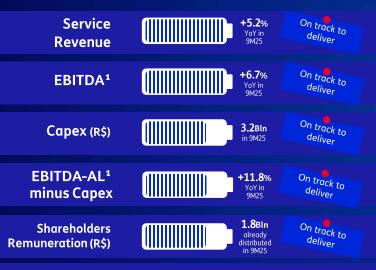
**0.79x** of Leverage (Net Debt/ LTM EBITDA¹) **-0.28x** of Leverage-AL (Net Debt-AL/ LTM EBITDA-AL¹)

Our focus on financial health supports our mission to deliver value to our shareholders and drive sustainable growth



# On track to achieve 2025 goals, and set the stage for 2026

## FY guidance (% of completion in 9M25)



Buyback program fully in place.

9M25 results are on the right path to deliver year's promises

#### Closing the Year on the Right Track

### Mobile

Postpaid to continue its solid trajectory, while prepaid is expected to maintain a sequentially stable pace

### B<sub>2</sub>B

We expect to finish the year with ~120 active clients, of which more than 20 were signed with new strategic customers throughout 2025

### **Broadband**

TIM Ultrafibra is showing a solid operational recovery and is expected to keep this trend in coming quarters

## **Efficiency**

We have consistently focused on efficiency initiatives, which will help to keep costs and leases under control

### Cash Flow

Strong momentum to continue with shareholder remuneration and reinvestment in the business