



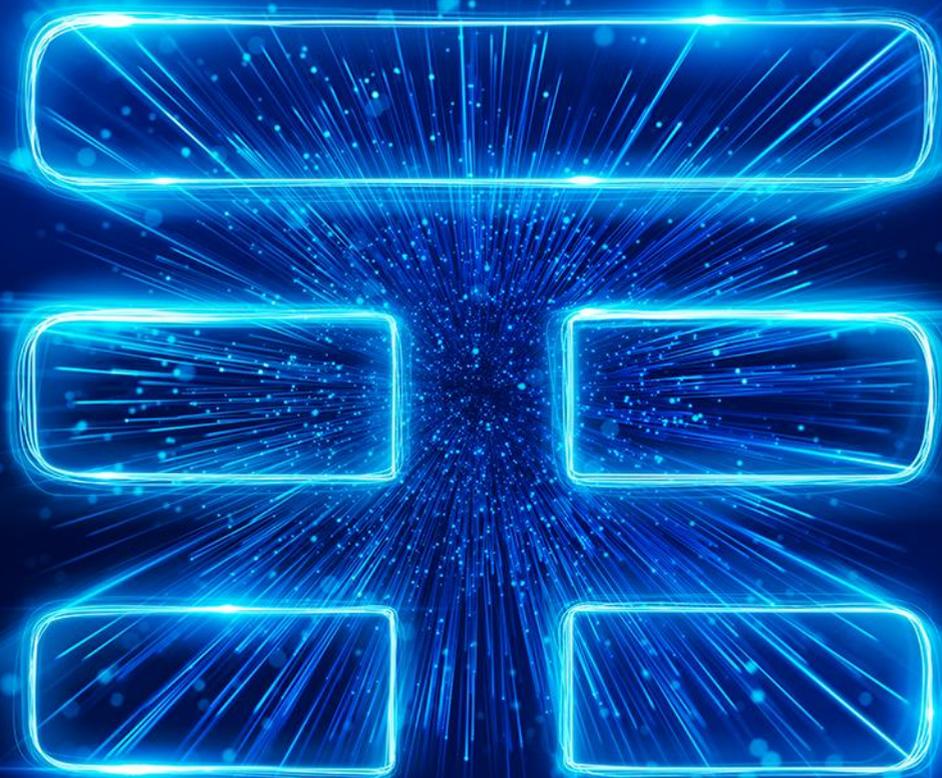
BRASIL DAY 2023

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



Value Creation

Precise execution in
the short-term to
**build a long-term
success story**

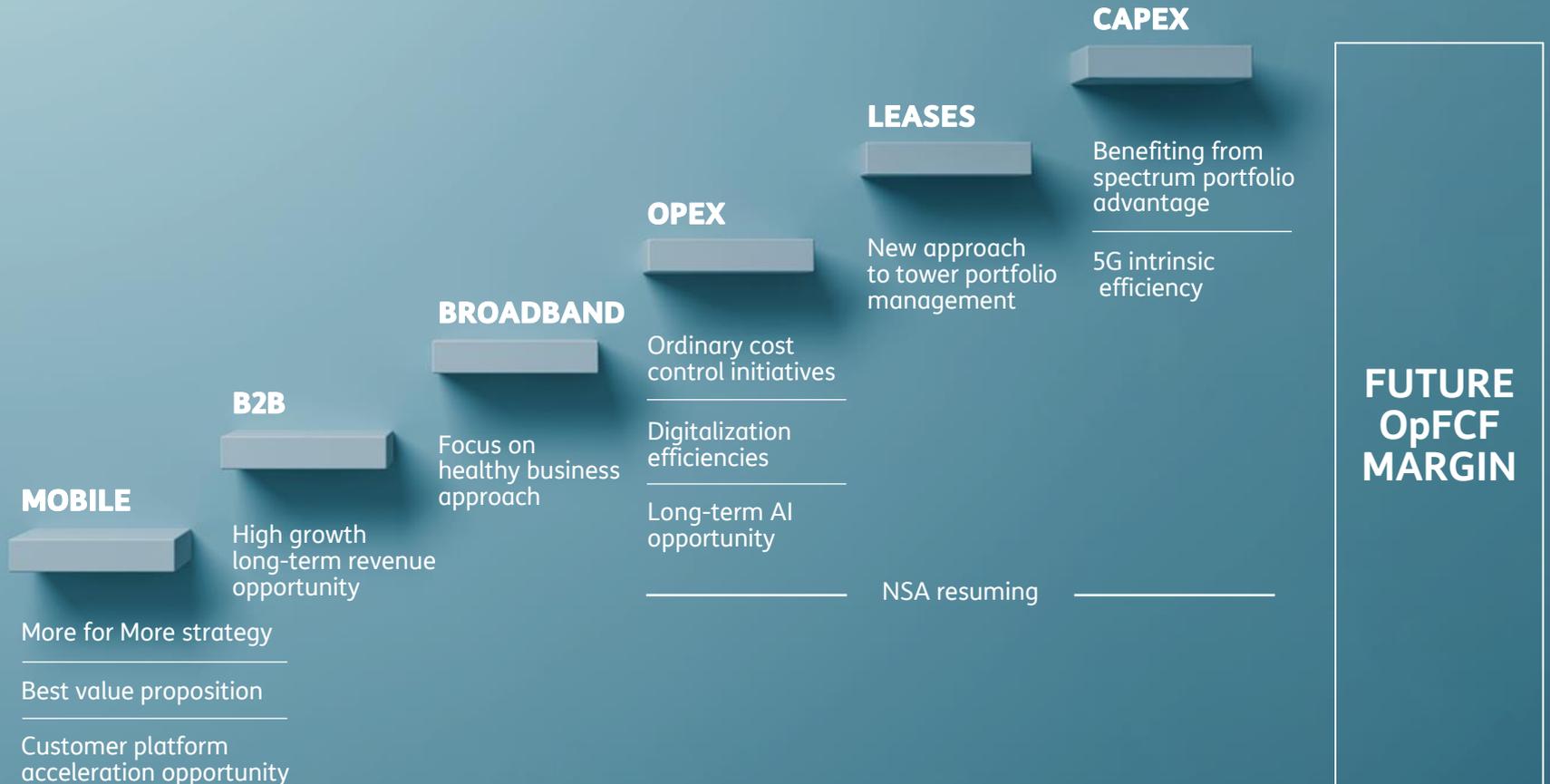
Building blocks of best value proposition to investors in LatAm

Our strategy and discipline are driving higher returns' levels

Revenue growth above inflation



Discipline on cash costs



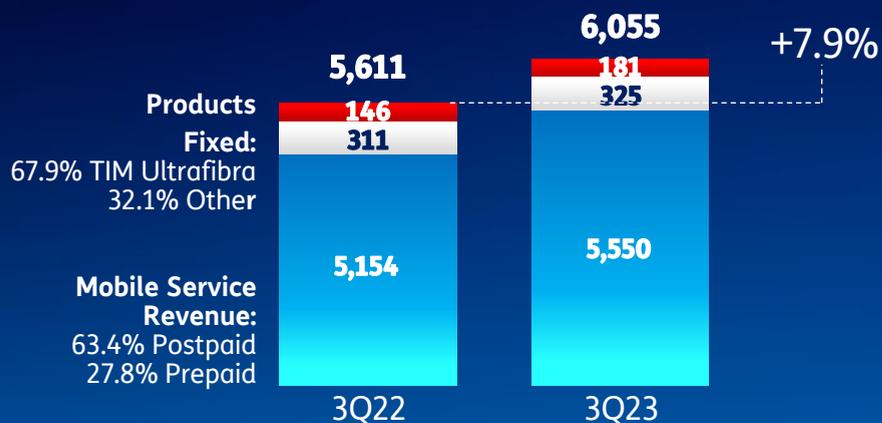
OpFCF MARGIN EXPANSION IS DRIVING OUR ROIC IMPROVEMENT OVERTIME

FCF Margin = EBITDA-AL minus Capex over Net Revenues

Revenue performance driven by new market dynamics in mobile, following outstanding postpaid trends

Net Revenue growing high-single digit

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



Service Revenues **+7.5%** YoY in 3Q23

Mobile Services Revenues **+7.7%** YoY in 3Q23

MOBILE



R\$ 30 (+21% YoY)
Highest ARPU of Brazil



+9.5% YoY
Postpaid revenues

B2B IOT



+64% YoY
Contracted revenues



+47% YoY
Sites sold

TIM ULTRAFIBRA



+9.7% YoY
Revenue growth

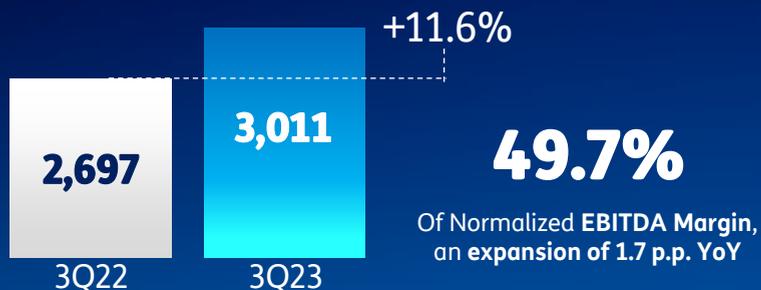


+11.6% YoY
Customer base

Growing EBITDA for 29 quarters in a row, synergies will keep the momentum going while accelerates EBITDA-AL

A consistent performance leading to a double-digit EBITDA growth

(Normalized¹ EBITDA in R\$ Mln; %YoY)



Costs under control, with OPEX growing below inflation rate (+4.5% YoY) in 3Q23 (IPCA LTM grew² +5.2%).

The efforts on cost efficiency front are paying off, with Bad Debt decreasing by 6.8% YoY.

Strong growth pace in EBITDA-AL as we accelerate the decommissioning PLAN

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



Leases costs **-10.3%** YoY in 3Q23

Decommissioning penalties **R\$ 98** Mln in 3Q23

Net income and OpFCF growing above 40%, following great operational performance and positive effects from M&A transaction

Net income performance boosted by better depreciation and financial expenses

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



R\$ 425 mln in Interest on Capital announced in 3Q23,
R\$ 945 mln in 9M23

Decommissioning effects are improving depreciation and financial expenses

Outstanding EBITDA-AL minus CAPEX performance

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



Capex on Revenues **18.3%** in 9M23

EBITDA-AL minus Capex **+60.1%** YoY in 9M23

Fastest expansion of OpFCF margin in LatAm

...and continuous cash flow expansion is expected in the coming years.

EBITDA-AL minus Capex margin

