

## 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.



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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) Net Revenue normalized by the temporary effect of inefficiency of PIS/COFINS taxes as a result of the contract between TIM S.A. and Cozani (+R\$41.0 million in 1Q23 and R\$49.6 million in 4Q22). The merger of Cozani into TIM S.A. was concluded on April 1st, 2023.
- (2) Operating Costs normalized by: expenses with consulting services within the scope of the acquisition project of Oi Mobile and customer migration (+R\$12.5 million in 1Q23 and +R\$25.2 million in 4Q22), PIS/COFINS taxes credits generated within the scope of the intercompany contract with Cozani (+R\$17.7 million in 1Q23 and +R\$7.1 million in 4Q22), expenses with FUST/FUNTEL within the scope of the intercompany contract with Cozani (+R\$886k in 1Q23 and +R\$7.1 million in 4Q22), expenses with specialized legal and administrative services (+R\$8.3 million in 4Q22 and +R\$8.4 million in 1Q22), expenses with the price adjustment from the sale of control of I-Systems (+R\$1.9 million in 4Q22), and payroll expenses also related to the acquisition of Oi's mobile assets (+R\$11.8 million in 1Q22).
- (3) EBITDA normalized according to the items described in the Revenue section (+R\$41.0 million in 1Q23 and +R\$49.6 million in 4Q22) and Costs section (-R\$4.4 million in 1Q23, +R\$28.9 million in 4Q22 and +R\$20.3 million in 1Q22).
- (4) The Income Tax and Social Contribution line was impacted by non-recurring items of -R\$4.2 million in 1Q23 and -R\$14.7 million in 4Q22, referring to tax credits related to the intercompany contract with Cozani, and of -R\$4.2 million in 1Q23, -R\$12.0 million in 4Q22 and -R\$6.9 million in 1Q22, referring to other taxes effects. Net Income normalized according to the items described in the Revenue and Costs sections and by non-recurring items in Income Tax and Social Contribution.

## SNAPSHOT OF A QUARTER OF STRONG DELIVERIES



Decommissioning totaled ~1,500 sites²

Partnership with Way Brasil

allying business and social:

Net Revenue<sup>1</sup> +20.2% YoY

• **4G** for over **600 km** of highways in the state of Mato Grosso do Sul

EBITDA¹ +23%, with 46% margin¹

• Transforming peoples' lives: benefitting +276k people, 108 public schools and 46 health units

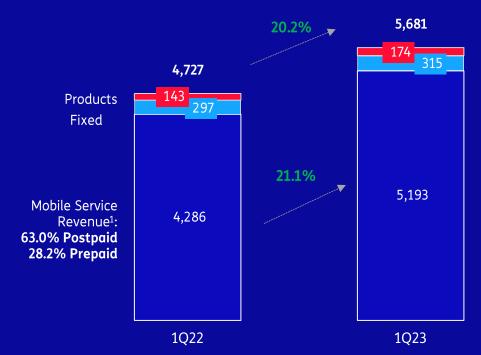
EBITDA AL¹ – Capex +2.1x YoY

1st IoC tranche **R\$ 230** Mln announced in April

# ROBUST GROWTH WITH SOLID PERFORMANCE FROM ALL REVENUE STREAMS

#### TOTAL NET REVENUE GROWS DOUBLE-DIGIT

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



- Mobile ARPU<sup>1</sup> is back to growth after the expected Oi's client integration dilution
- Fixed broadband ARPU grew YoY for the 17th consecutive quarter

## Service Revenues<sup>1</sup>

+20.2% YoY in 1Q23

Double-digit growth in Mobile and high-single digit in Fixed secured an excellent performance for service revenues.



## Mobile Service Revenues<sup>1</sup>

+21.1% YoY in 1Q23

Strong growth driven by organic dynamics and acquired customers' revenues.



## TIM UltraFibra Revenues

+9.4% YoY in 1Q23

Growing high single-digit, with focus on FTTH expansion.



## **Products Revenues**

+21.0% YoY in 1Q23

Clients now can use their bonuses to purchase accessories and laptops under loyalty agreements



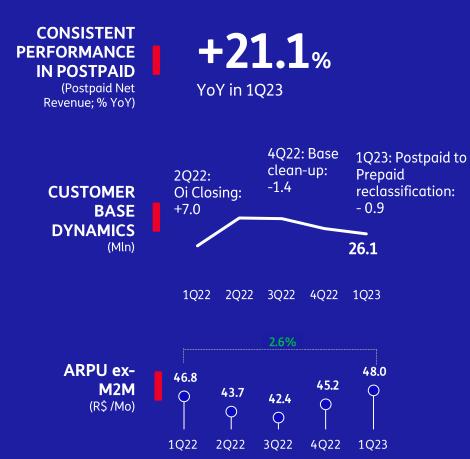
TIM S.A. – Investor Relations Results Presentation

## **MOBILE:** CONSISTENT PACE DRIVEN BY M&A AND VOLUME-TO-

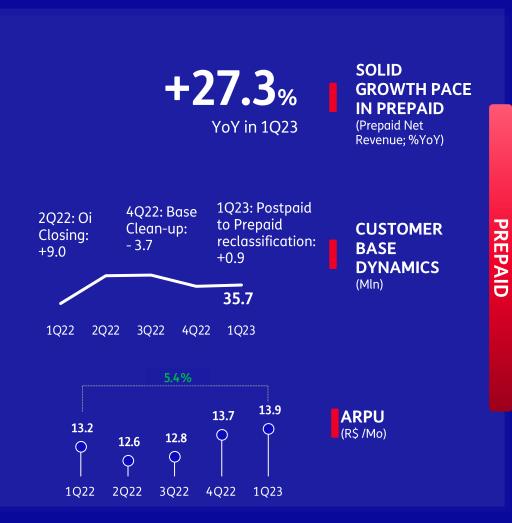


**VALUE STRATEGY** 

Customer base and ARPU still impacted by Oi Mobile assets acquisition. Starting from 2Q23 operational dynamics will be more organically driven.







# OI INTEGRATION: 100% DELIVERED



Mission accomplished on time

#### **NETWORK INTEGRATION**



Spectrum and nonoverlapped sites fully integrated in Mar/23

#### **CLIENTS MIGRATION**



Client base migration with clean-ups and adjustments completed in Apr/23

#### SITE DECOMMISSIONING



~1,500<sup>2</sup> sites physically decommissioned since Nov'22. Financial impacts to kick-in during 2023

## LEADERSHIP IN 5G: POSITIONING & EFFICIENCY



#1 in 5G availability helps to accelerate Capex efficiency with traffic offload

## AHEAD OF COMPETITION IN 5G ANTENNAS

~4,600 antennas¹ installed since Nov'22, **~1.7x¹ higher** than competitors

## FULL COVERAGE IN KEY MARKETS

Expanding full coverage concept to other geographies



Evolution of the 5G focused offer - increase in data package and addition of Twitch: +50GB for R\$ 20

# TIM IS THE BEST RANKED OPERATOR IN COMPLAINTS RESOLUTION



#### **#1 AT PROCON-SP**

~52% decrease in the volume of complaints (2022 vs 2021), improving TIM's result in 23 positions<sup>3</sup>





## #1 IN COMPLAINTS RESOLUTION AT ANATEL

TIM is the least complained operator in prepaid

RECLAME AQUI: #2 OF ALL COMPANIES AND THE ONLY ONE RECOMMENDED IN THE TELECOM MARKET



Ranking of the Best Companies that resolved the most in the last 30 days

## TIM ULTRAFIBRA: SOLID **EXECUTION ON FTTH, WHILE TESTING NEW MARKETS WITH POSITIVE EARLY SIGNS**

#### TIM ULTRAFIBRA IS THE BEST FIXED BROADBAND SERVICE IN THE COUNTRY



TIM's recognized once again, in the 6th edition of the Prêmio Canaltech award

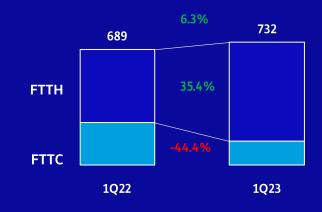
#### **EXPANSION IN SANTA CATARINA (MAR/23)**

TIM UltraFibra launched in 12 more cities in Santa Catarina, covering more than 540 thousand households in the region





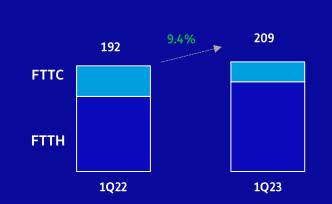
#### FTTH'S CUSTOMER BASE GROWS CONTINUALLY ('000)



 Total Net Adds 2x higher YoY, 43.8k additions in **FTTH in 1023** 

## TIM ULTRAFIBRA NET REVENUE PRESENTED **CONSISTENT GROWTH**

(R\$ Mln; %YoY)



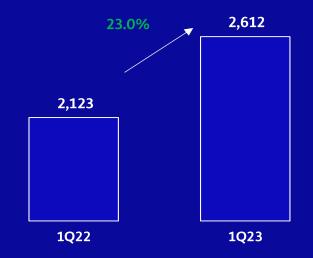
- Rising CEx level with faster speeds and stability: 77% of customer base on plans above or equal to 150 Mbps
- **34 cities¹ in Paraná** with TIM UltraFibra

# DOUBLE-DIGIT EBITDA GROWTH WHILE MARGIN EXPANSION RETURNS



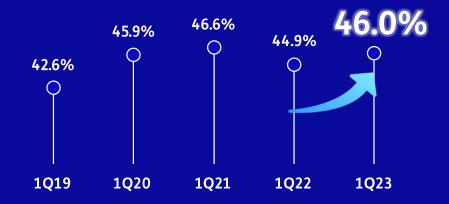
EBITDA BOOSTED BY THE ORGANIC REVENUE GROWTH AND M&A SYNERGIES

(Normalized¹ EBITDA in R\$ Mln; %YoY)



## RECOVERY OF THE MARGIN GROWTH

(Normalized¹ EBITDA Margin; %)

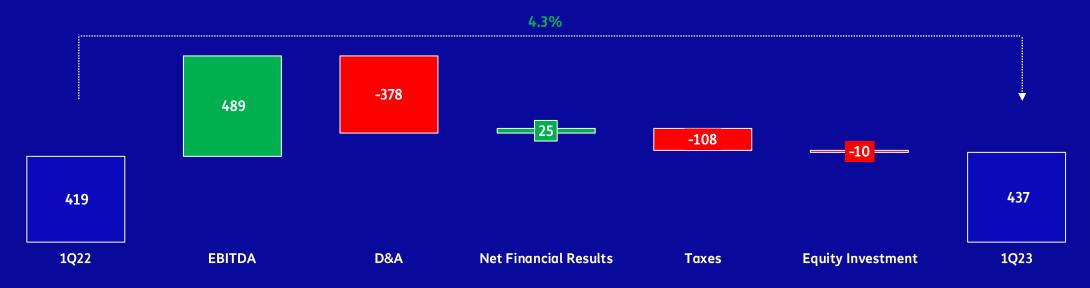


- Fiber last mile rental costs: fair comparison basis as the impact of the new model (I-Systems) is included in both quarters.
- Temporary Service Agreement (TSA): totaled R\$ 72.6 million in 1Q23 and it ended in April'23. M&A related expenses are mainly booked in Selling and Marketing group.
- Margin recovery due to:
  - Higher margin from Oi's former clients;
  - Digitalization efforts;
  - Ongoing cost control;
  - Termination of the TSA agreement in April.

# NET INCOME DRIVEN BY ORGANIC ELEMENTS AMID TEMPORARY **EXE**IMPACTS

#### NET INCOME POSITIVE PERFORMANCE DESPITE TEMPORARY IMPACTS

(Normalized<sup>1</sup> Net Income in R\$ Mln)



### **Net Income main impacts:**

- Impacts related to the provision for a civil contingency
- More assets with Oi acquisition: License, Towers, etc.

- Impact from adjustments related to Oi's assets useful life
- Sites' contracts renegotiation with improved conditions

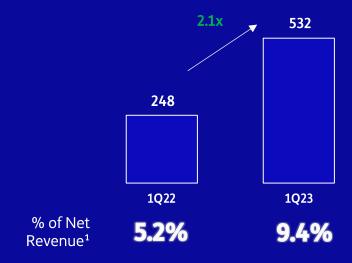
No benefit from IoC announcement (starts in April)

# CASH FLOW EXPANSION ACCELERATES SUPPORTING A HEALTHY BALANCE SHEET



#### **OPERATING CASH FLOWS IMPROVEMENT**

(EBITDA-AL<sup>1</sup> minus Capex in R\$ Mln; %YoY)



## SUSTAINABLE NET FINANCIAL POSITION AND LEVERAGE (Net Debt in R\$ Mln)



 Fistel<sup>2</sup>: TFF payment remains under discussion (~R\$ 2.3 Bln)

▶ EBITDA-AL¹ growth, smart Capex allocation, and M&A synergies start to drive operational cash flow dynamics.





# AFTER A YEAR, OI'S ASSETS ARE SUCCESSFULLY INTEGRATED

## Now we are focused on:

- **Mobile:** Healthier competition supports inflation recovery, while customer experience and best value proposition become a differentiator;
- **5G:** Deployment ahead of regulatory requirements and competition drives positioning and Capex efficiency;
- **Towers:** Decommissioning plan on track to reduce pressure on leases costs financial benefits expected for the second half;
- **Broadband:** Smart approach on commercial expansion focused on higher speeds, ARPU and customer experience improvement;
- **Customer Platform**: Pilot with Cartão de Todos in May and other partnerships to be announced in the next quarters;
- **B2B:** Sustaining segment evolution with the expansion of all verticals with emphasis in logistic (1,450 km of highways coverage sold), utilities (90k public smart lighting points sold) and agro (14.4 million hectares sold with LTE coverage and 29 million hectares with NB-IoT).