

# TIM S.A. Publicly-Held Company Corporate Taxpayer's ID (CNPJ/MF): 02.421.421/0001-11 Corporate Registry (NIRE): 33.300.324.631

#### MATERIAL FACT

### STRATEGIC PLAN 2023-2025: UPDATE PROJECTIONS (GUIDANCE)

TIM S.A. ("Company" or "TIM) (B3: TIMS3; NYSE: TIMB), in compliance with Article 157 of Law No 6,404 and the provisions of CVM Resolution N. 44, hereby informs its shareholders, the market in general and to other interested parties the result of the projections for the Strategic Plan 2022-2024 - disclosed to the market through a Material Fact dated as of February 23<sup>rd</sup>, 2022 and its complement, disclosed to the market through a Material Fact dated May 4<sup>th</sup>, 2022 - and update the projections for the next triennium (2023-2025).

The Company publishes this assessment after a year of consistent improvements, with the full achievement of the short-term goals outlined in its 2022-2024 Plan, which demonstrates the success of the strategy and consistent execution throughout 2022. These results were achieved in a year of great challenges and uncertainties in the external environment, but of great opportunities and sectoral transformations, of which TIM is the protagonist: the launch of 5G technology and the end of the cycle of consolidation of the mobile market.

Projections 2022-2024				
KPI	2022 Projection (Short Term)	2022 Results		
Service Revenues Growth	Double Digit (YoY)	+19.3% YoY		
EBITDA Growth	Double Digit (YoY)	+17.2% YoY		
CAPEX (investments)	~R\$ 4.8 bln	R\$ 4.7 bln		
% EBITDA – CAPEX over Net Revenues	>24%	25.5%		
Remuneration announced to shareholders	~ R\$ 2.0 bln	R\$ 1.4 bln in IoC and R\$ 0.6 bln in dividends		
Net Debit / EBITDA	~2x (~0.6, excluding leasing effects)	1.35x (0,17 ex-lease)		

For this new triennium, TIM projects an improvement in overall business dynamics, driven by the combination of a larger revenue base with a solid margin recovery trend and better CAPEX efficiency opportunities and a clear path to optimization of lease spending. This



dynamic will provide an expansion of cash flow, generating additional space for shareholder remuneration.

In the table below, TIM highlights the short and mid-term objectives for the period 2023-2025.

Projections 2023-2025				
KPI <sup>i</sup>	Short Term	Mid Term		
	(2023)	(2023-2025)		
		Mid single-digit		
Service Revenues	High single-digit	(above		
Growth (YoY)		Inflation)		
		(CAGR 22 -25)		
EBITDA Growth	Low double-digit	High single-digit		
	(YoY)	(CAGR 22 -25)		
Investments	Capex on net revenues:	Nominal CAPEX		
	Ratio < 20%	(∑ 23-25): ~R\$ 13.3		
	Rulio \ 20%	bln		
EBITDA-AL <sup>1</sup> minus CAPEX	Double digit VeV	Double-digit CAGR		
Growth	Double-digit YoY	22-25		
Remuneration announced to	~ R\$ 2.3 bln	Continuous		
nareholders <sup>2</sup>		evolution		

Note: These projections do not consider the implementation of tax reforms, regulatory changes, or new frequency auctions.

Lastly, TIM presents, as an attachment to this Material Fact, additional slides about the construction of 2023-2025 Strategic Plan and its guidance.

Rio de Janeiro, February 14th, 2023.

### TIM S.A.

Alberto Mario Griselli Chief Executive Officer, Chief Financial Officer and Investor Relations Officer

<sup>&</sup>lt;sup>1</sup> EBITDA-AL: Earnings Before Interests, Taxes, Depreciation and Amortization After Leases. The driver reflects the discount EBITDA of lease payments.

<sup>&</sup>lt;sup>2</sup> The target considers announcements of dividends and interest on equity in gross form.



# AFTER A LONG AND INTENSE JOURNEY OF DEVELOPMENT AND TRANSFORMATION, NOW IT'S TIME FOR THE NEXT GENERATION



TIM





Golden age



Surfed voice service growth wave

Challenged "long distance" paradigm through aggressive prepaid offers



Middle age

### 2012-2015

Overcame network quality crisis and regulatory agency's sales ban

Built foundations for the following stage (e.g., 4G auction)



Turnaround & Renaissance





Foundations for the future



THE NEXT
GENERATION TIM

### 2016-2018

Surfed data growth wave

Repositioned company strategy

Became profitable and cash positive by aggressively cutting costs

# 2019-2021

Closed M&A with Oi and IHS deal

Launched customer platform strategy

Consolidated profitability and leadership in offering innovation

# 2022 and beyond

Become the best mobile player in Brazil

Complete integration of Oi mobile customers and assets

Launch 5G coverage and services

Accelerate growth beyond connectivity

Deploy next wave of efficiencies

# WE BUILT A SOLID PLATFORM TO SUPPORT OUR JOURNEY TOWARDS NEXT GENERATION TIM





LARGEST MOBILE COVERAGE also due to Oi transaction (100% of municipalities by 2022)



INNOVATION DNA
WITH UNIQUE MOBILE
OFFERS (e.g., choice
bundle for postpaid, inflight connectivity for
domestic flights and
Prime Video for prepaid)



5G LEADERSHIP IN
OUR KEY
MARKETS (São
Paulo, Rio de
Janeiro, Curitiba
and Recife), with
broader coverage
and commercial
approach



HEAD START IN B2B/IOT SELECTED VERTICALS (e.g., agribusiness and logistics)



DISTINCTIVE
CUSTOMER
PLATFORM and
adjacent services
strategy by
partnerships across
industry verticals



FROM LEGACY BUSINESSES VS. COMPETITORS (e.g., shrinking revenue pools in fixed voice and Pay TV)

**LOWER DRAG** 



LEANEST
OPEX/CAPEX
STRUCTURE (ability
to deliver efficiency
with EBITDA growing
consistently and
improving Capex over
Revenues to lowest
levels)

UNIQUE ASSETS TO LEVERAGE THE POTENTIAL OF OUR ASPIRATIONS

# ON THE PATH TO REACH OUR ASPIRATION AFTER A TRANSFORMATIONAL 2022, THE NEXT GENERATION TIM STEP 2





# **MOBILE**

- Improve customer perception on mobile service quality
- Ensure value capture from Oi integration and take network quality to the next level
- Evolve customer experience, promoting step-changing improvements
- Continue in the forefront of innovation

BROADBAND

- Drive client lifetime value:
  - Improve quality with FTTC to FTTH migration;
  - Focus on customer value

 Accelerate growth through partnerships



Become the best mobile operator in Brazil



# **B2B/IOT TECH**

- Become a full orchestrator in B2B/IOT in selected verticals
- Partner with industrial leaders

 Foster 5G opportunities through partnerships and innovation initiatives Sustain and strengthen our broadband business



# **CUSTOMER PLATFORM**

- Scale-up

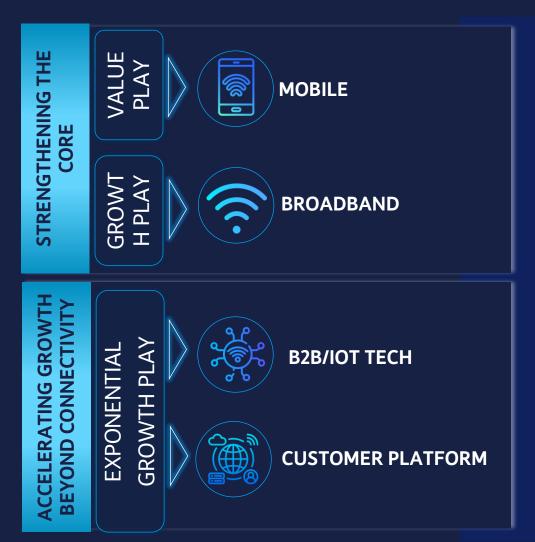
   partnership
   portfolio and
   maximize value
   capture from
   existing verticals
- New partnership in Health Care:
- Commercial partnership with "Grupo Cartão de Todos"

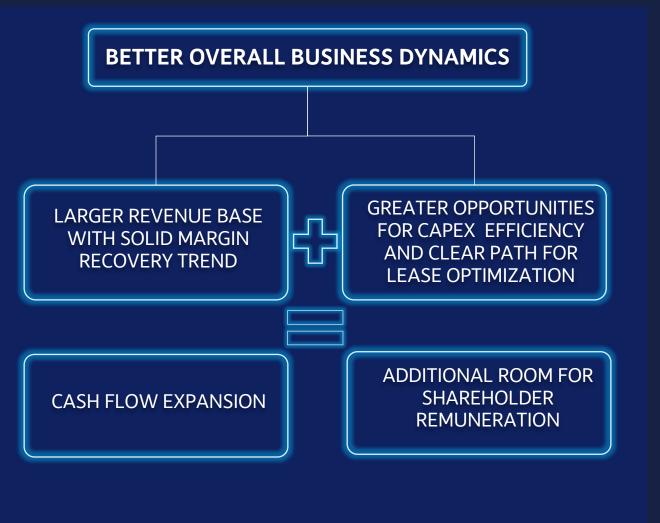
Create a portfolio of E2E solutions for selected verticals

Evolve customer platform strategy

# STRENGTHENING OUR CORE BUSINESS TO GENERATE CASH-FLOW TO SUSTAIN NEW AVENUES OF GROWTH AND INCREASE SHAREHOLDER REMUNERATION







# **NEXT GENERATION TIM STEP 2: UPDATED GUIDANCE 2023-25**



OBJECTIVES	DRIVERS	SHORT-TERM TARGETS (2023)	MID-TERM TARGETS (until 2025)
Revenue Sustainability	<ul> <li>Maintain focus on value with better customer base trend;</li> <li>Rational competitive environment;</li> <li>Churn normalization process;</li> <li>Broadband and new initiatives as a complement to growth dynamics.</li> </ul>	Service Revenues Growth: High single-digit YoY	Service Revenues Growth: Mid single-digit (above inflation) CAGR 22-25
Sustain High Profitability	<ul> <li>Manage inflationary pressure with traditional cost control;</li> <li>Contribution margin from Oi's former clients;</li> <li>Digital transformation: new opportunities with Oi's former clients and new initiatives.</li> </ul>	EBITDA Growth: Low double-digit YoY	EBITDA Growth: High single-digit CAGR 22-25
Efficient Investments	<ul> <li>Secure synergies from acquired spectrum;</li> <li>4G Traffic offload following 5G fast-paced rollout;</li> <li>Maintenance of an asset-light approach to FTTH expansion.</li> </ul>	Capex on revenues: <b>Ratio &lt; 20%</b>	Capex: ~ <b>R\$ 13.3 bln</b> Σ <b>23-25</b>
Expand Cash Generation	<ul> <li>EBITDA contribution as business dynamics evolves;</li> <li>Capex allocation: opportunities to "do more with less" in infrastructure;</li> <li>Execute Site Decommissioning Plan: "short-term pain for long-term gain".</li> </ul>	EBITDA-AL minus CAPEX Growth: <b>Double-digit YoY</b>	EBITDA-AL minus CAPEX Growth: <b>Double-digit CAGR 22-25</b>
Share Value Creation with Shareholders	<ul> <li>Cash generation as the main driver for shareholder remuneration¹;</li> <li>Net Income is NOT the limit (distributable reserves ~R\$ 7.5 billion).</li> </ul>	~ R\$ 2.3 bln	Continuous evolution