

RESULTS PRESENTATION

2ND QTR2022

 5G



TIMB
LISTED
NYSE

TIMS
B3 LISTED NM
ISE B3

 TIM

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 by: expenses with specialized legal and administrative services (+R\$50.3 million in 2Q22, +R\$8.4 million in 1Q22 and +R\$13.7 million in 2Q21), expenses with payroll related to the acquisition of Oi's mobile assets (+R\$11.8 million in 1Q22); (2) EBITDA normalized according to the items mentioned in the normalization of Costs; (3) Net income normalized by: tax credit and other effects (-R\$17.1 million in 2Q22, -R\$6.9 million in 1Q22 and -R\$4.6 million in 2Q21).

BIGGER AND BETTER THAN EVER

WITH A STRONG QUARTER,
TIM WELCOMES OI'S
CUSTOMERS

AND CELEBRATES THE
FIRST QUARTER OF THE
NEXT GENERATION TIM...

... GROWING FASTER WHILE
MAINTAINING HIGH
PROFITABILITY

+21.8%

Net revenue
YoY growth in
2Q22

+18.3%

EBITDA YoY
growth in 2Q22

Ahead in 5G

- » Supporting TIM's innovation DNA
- » Speed-up 4G offload

+20.1%

YoY EBITDA-
Capex increase
in 2Q22

26.8%

EBITDA-Capex/
Net Revenues

OI Acquisition

- » "Roaming like" phase concluded faster than expected (less than 1.5 month)
- » Welcoming more than 16 mln new customers
- » 29 area codes benefiting from better network

R\$ 270 mln

of IOC announced
in June

5.2%

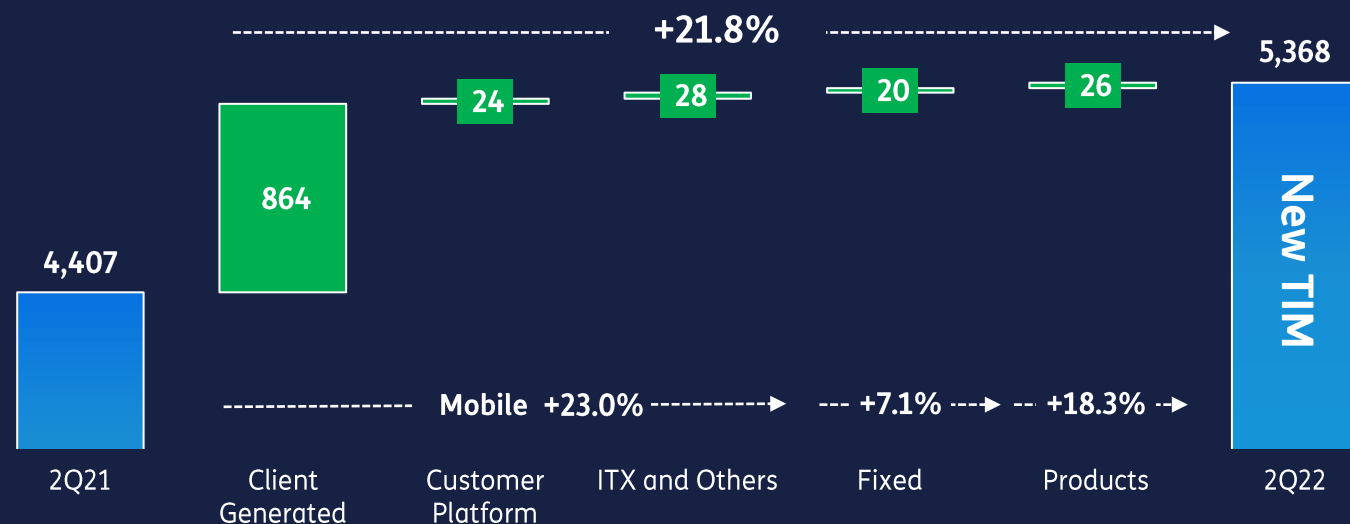
of C6 Bank total
Equity Stake¹ in
the 2Q22

(1) Estimated indirect stake considering the right to exercise subscription bonuses equivalent to approx. 4.8% of C6's share capital (see note 38 of the Financial Statements), and an additional 0.36% registered in July/22.

STARTING A NEW LEVEL FOR NET REVENUES...

TOTAL NET REVENUES (TIM + OI) AT HIGH SPEED

(R\$ mln)



...DRIVEN BY MOBILE PERFORMANCE AND OI ASSETS ACQUISITION

- » TIM standalone net revenues with **strong growth** of **12.6%** YoY, and Mobile ARPU of **R\$ 28.50** (10.7% growth YoY) in 2Q22
- » TIM standalone net service revenues growing **12.4%** YoY in 2Q22 and **10.4%** YoY in 1H22



Customer Platform

Revenues almost doubled YoY, driven by partnerships and advertising.



TIM Live

Growing 10% YoY, with focus on FTTH migration.



Client Generated

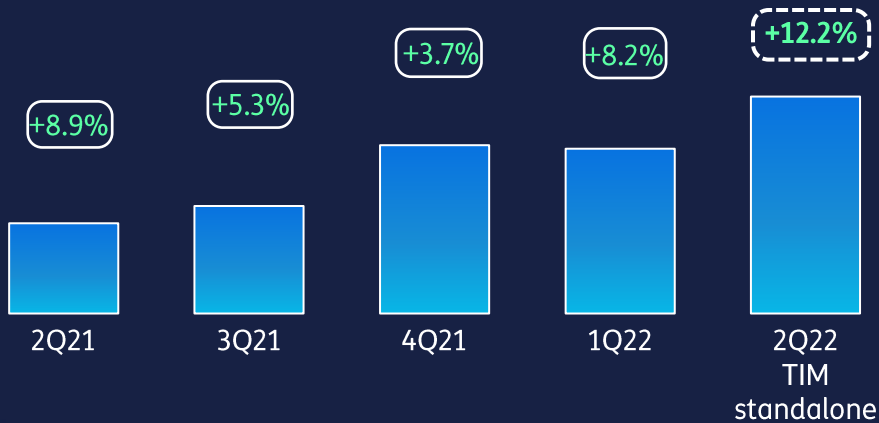
Strong growth driven by robust organic dynamics and acquired customer's revenues.

MOBILE: ANOTHER SOLID EXECUTION IN POSTPAID FRONT



CONSISTENT ORGANIC GROWTH PACE

(Postpaid Net Revenues in R\$ Mln; % YoY)



SOLID ORGANIC ARPU EVOLUTION

(ARPU Ex-M2M, R\$ /Mo)



DRIVEN BY VALUE STRATEGY

- Adding more customers in high value plans
- Price adjustments in control (mar/22) and postpaid (may/22)
- Rational competition environment
- Proactive migration of OI customers to TIM plans

ADDING MORE
VALUE TO OUR
OFFERS

BEYOND GIGA STRATEGY:

Amazon Prime as plug-in to Control (R\$ 14.90 with 2GB internet bonus) and in Postpaid, embedded in the TIM Black plans

Amazon Prime full portfolio for TIM clients:

PRIME OFFERS	PRIME VIDEO	AMAZON MUSIC
PRIME DELIVERY	PRIME GAMING	PRIME READING



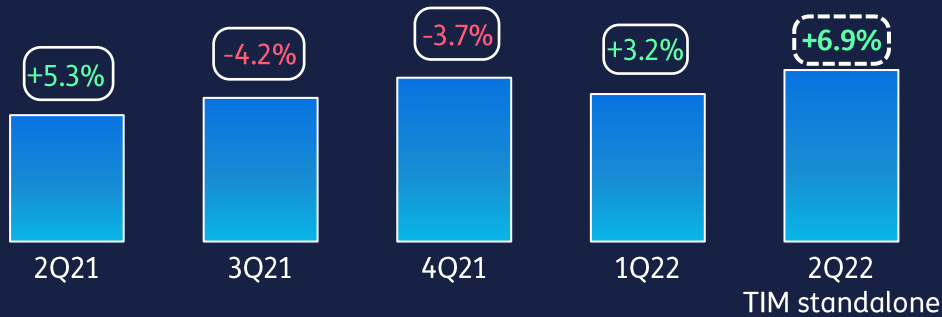
amazon prime

MOBILE: RECOVERY PACE IN PREPAID CONTINUES



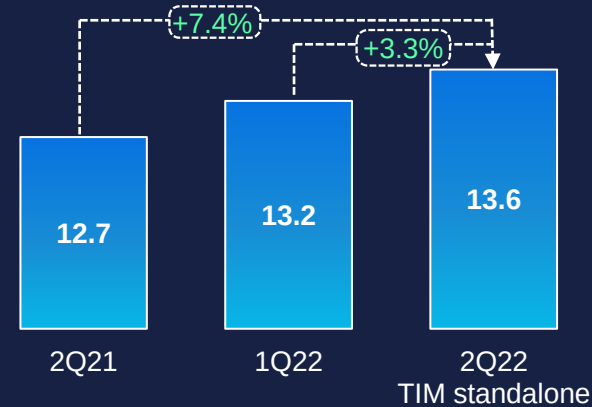
PREPAID RECOVERY CONTINUES

(Prepaid Net Revenues in R\$ Mln; % YoY)



WITH SOLID ARPU DYNAMICS

(R\$/Mo)



DRIVEN BY OPERATIONAL IMPROVEMENTS AND EXTERNAL ENVIRONMENT



of clients recharging up by 1.1% YoY in the end of June



Average spending per “Recharger” growing +3% YoY in the 2Q22



Rational competition environment



Despite high inflation, governmental aid remains supporting consumption for prepaid customers

BEST PREPAID OFFER WITH MUSIC & VIDEO

BEYOND GIGA STRATEGY:

Prime Video content is now included in TIM Pré Top and TIM Beta offers. Clients will access (only in mobile app) thousands of movies, series, live events and more.

Access to prime video depends on maintaining recharge activity: a R\$15 recharge gives 15 days of content.



ACCELERATING 5G LAUNCH: LEADERSHIP IN INNOVATION AND NETWORK, WHILE OFFLOADING 4G TRAFFIC



Launch in Brasília



- 1st location to commercially receive the 5G standalone technology
- Coverage reaches 50% of the Federal Capital population with 100 sites (2.5x regulatory requirements)
- Speeds are reaching ~1 Gbps (~1.7 Gbps on peak speed)

Only Player with an 5G focused offer in place



BOOSTER 5G

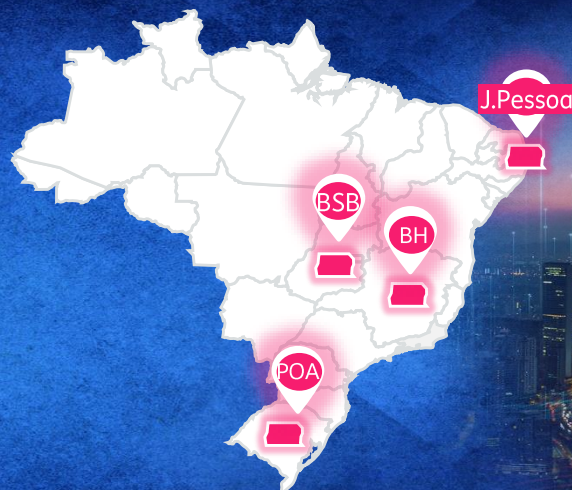
+10GB or +50GB for R\$20³

First 12 months free



Coming up next...

Front-runner in key markets, launch with broader coverage vs. regulatory requirements.



A total of 27 cities¹ will be launched until the end of 2022²

(1) 26 state capitals + Federal District; (2) Considering EAF timeline in place, as of Jul'22; (3)+10 GB in *Controle* offers and +50GB in *Postpaid* and *Familia* offers. Subscribing to the booster 5G within the first three months after its launch guarantees free access for a period of 12 months.

OI ASSETS INTEGRATION STATUS



Network migration ahead of plan with positive impact in quality-of-service, while client migration tests are going according to plan and preparations for mass migration are accelerating.



...MORE FOR MORE

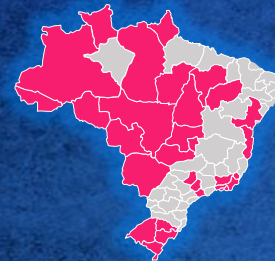
NETWORK MIGRATION

Migration Phases to be completed in 6 months¹

- 1 Roaming Like:** TIM's network is available to acquired clients through roaming process => improved coverage for migrated clients ✓
- 2 Site Retuning** (Oct' 22): Acquired clients stay 100% of time in TIM's network, sites are adjusted to use acquired spectrum => improved capacity for all clients
- 3 Full integration** (Dec' 22): OI's network shutdown, with non-overlapped sites being added to TIM's grid => improved coverage and capacity for all clients

Roaming Like phase concluded in June, ahead of plan...

- 29 area codes benefiting from better QoS and CEX



Regions where OI's clients come to TIM

- Brasília case study

Early signs of network improvements after 3-steps integration

+60%

Download speed gain for all customers² (Throughput)

+83%

Download speed gain for TIM customers² (Throughput)

Data monetization opportunity with the arrival of new clients and greater network availability.

+29%

4G Data traffic³

+45%

Data users⁴

CLIENTS MIGRATION

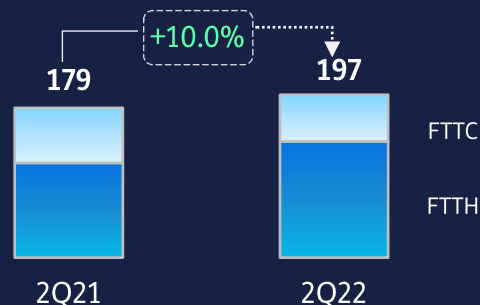
- In second half of July started the migration pilot and ramp-up phase for pre-paid and control customers
- Migration will start by pre-paid & control customers
- OI Clients migration in waves, starting in September 2022
- Maintenance of expectation to fully migrate clients in 12 months

(1) Estimate timeline; (2) - Ref.: Ookla (April to July'22); (3) - From April to July'22/ (4) - Unique data users on the TIM network (ref.: LC, April to July'22)

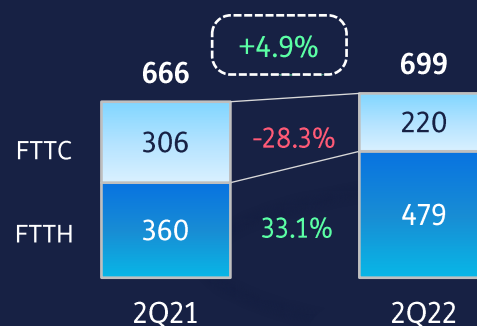
TIM LIVE: FTTH MIGRATION SUSTAINING GROWTH AND CHURN IMPROVEMENTS UNDER A NEW OPERATIONAL MODEL



TIM LIVE NET REVENUES MAINTAINING ITS DOUBLE DIGIT GOWTH LEVEL
(R\$ mln)



CUSTOMER BASE TRANSITION
(# connections in '000)



Total voluntary churn rate reduction (2,0 p.p. YoY) thanks to customer migration from FTTC to FTTH



FIBER COVERAGE EXPANSION WITH NEW AREAS AND NEW PORTS
(# of cabinets - OLTs)



HIGH VALUE SERVICE & PORTFOLIO SUPPORTING THE HIGHEST ARPU IN BRAZIL¹
(R\$ /Mo)

R\$ 91.40



PREMIUM PORTFOLIO

NETFLIX
Paramount+

PORTFOLIO EVOLUTION: NEW BROADBAND OFFERS TO BE LAUNCHED IN 2H22



Offering a better service at a competitive price



Tackling clients pain points and adjusting our competitive positioning (e.g. no installation fee)

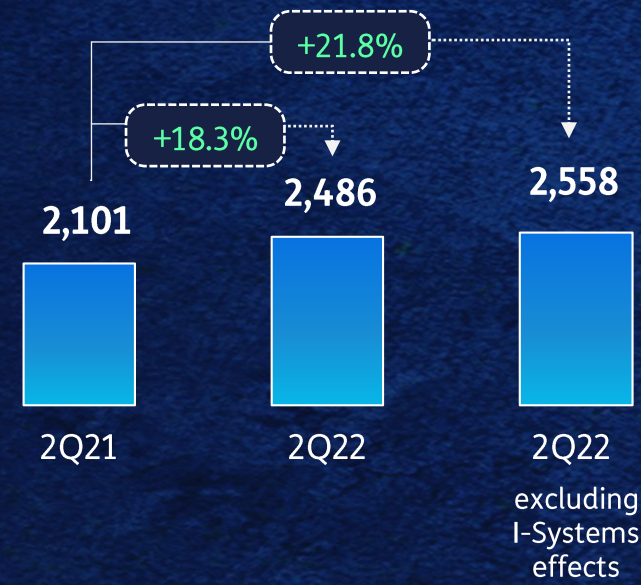
(1) Source: Internal Benchmarking among listed companies

ROBUST EBITDA GROWTH, DESPITE INFLATION AND TRANSITORY COST DYNAMICS



EBITDA ACCELERATES WITH DOUBLE-DIGIT GROWTH

(Normalized¹ EBITDA in R\$ Mln; %YoY)

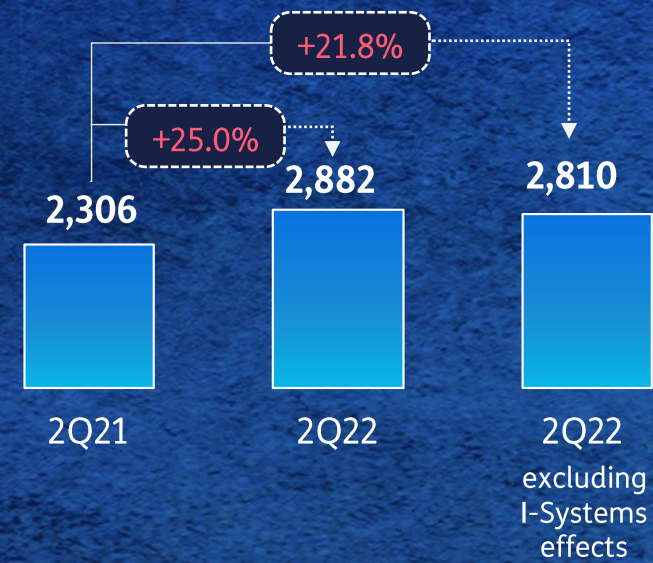


47.7%
Stable EBITDA margin excluding I-Systems in 2Q22

Robust level of EBITDA growth boosted by service revenue increase due to organic performance and M&A.

NEW COST DYNAMICS AFTER OI ACQUISITION AND I-SYSTEMS EFFECTS

(Normalized¹ Opex in R\$ Mln; % YoY)



Costs are impacted by 2 months of TSA (R\$ 49 mln) , which will end by April 2023.

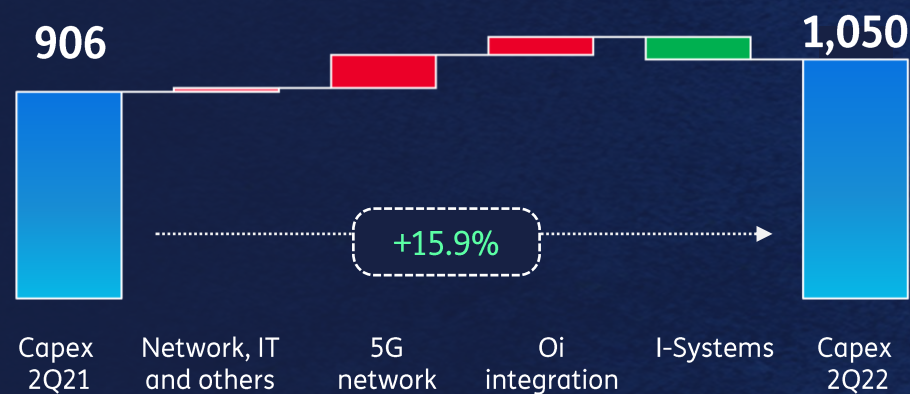
(1) Normalized by the effects detailed on slide 2.

STRONG CASH GENERATION DRIVEN BY REVENUES EXPANSION AND EFFICIENT INVESTMENT ALLOCATION



EFFICIENT CAPEX ALLOCATION, IN LINE WITH GUIDANCE

(R\$ Mln; %YoY)



RESULTING IN A SOLID CASH GENERATION

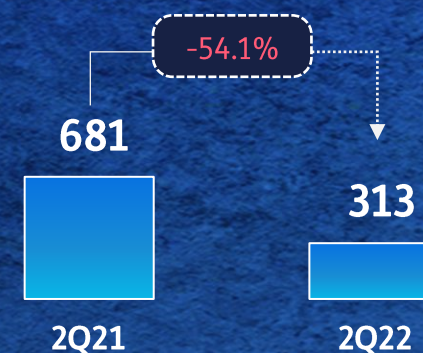
EBITDA-Capex

YoY Growth
+20.1%

% of Net Revenues
26.8%

NET INCOME TEMPORARILY IMPACTED BY M&A TRANSACTION

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



- **Temporary impact on net income:**
 - » Sites acquired from Oi (leases) are impacting depreciation and financial expenses.
- **IoC: R\$ 465 Mln** announced in 1H22, on the path to reach the ~R\$ 2 billion guidance.

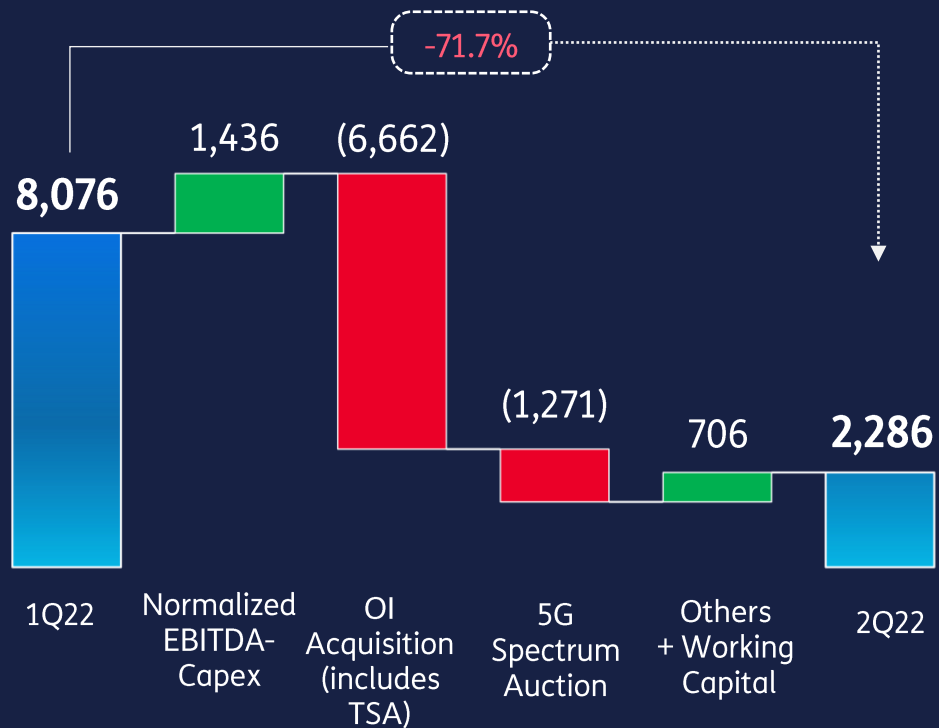
(1) Normalized by the effects detailed on slide 2.

HEALTHY LEVERAGE POSITION AFTER CLOSING, PROVING OUR BUSINESS LIQUIDITY AND FINANCIAL STRENGTH



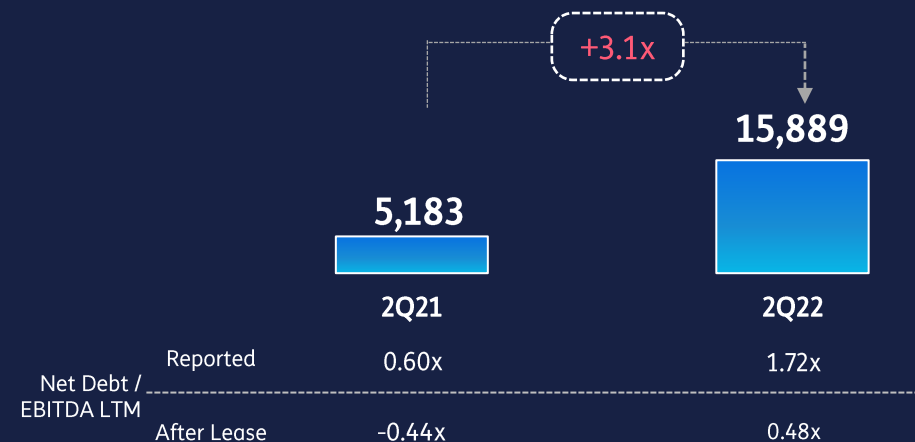
CASH POSITION MARKED BY RELEVANT CASH-OUT EVENTS: OI AND 5G AUCTION

(Cash and Cash Equivalents in R\$ Mln; %QoQ)



AFTER THE ACQUISITION, TIM SHOWS A NEW HEALTHY LEVEL OF NET FINANCIAL POSITION

(Net Debt in R\$ Mln)



Main NFP triggers

- **New credit line of R\$ 1 billion** to reinforce liquidity amid foreseen market volatility
- **Site leases from OI represented a IFRS16 debt of ~R\$ 2.9 billion**, which is below the original estimate as now we are considering the accelerated deactivation plan and other adjustments.

2Q22 ACHIEVEMENTS SUPPORTING TIM'S EVOLUTION TOWARDS THE BEST MOBILE OPERATOR IN BRAZIL

— Key Results From 1H22 —

M&A transaction closed, **integration started and is ahead of schedule**

TIM Live's **asset light model is taking off** and helping migration and expansion to FTTH

5G launch in Brasilia: 1st city to receive commercially the 5G technology

Solid financial results¹ (6M22, YoY) independently from M&A:

- Service Revenues: **+10.4%**
- Mobile Revenues: **+10.7%**
- EBITDA: **+6.7%**
- EBITDA-Capex: **+6.8%**

ESG at the core of our strategy and execution:

- Awarded as Great Place To Work
- Awarded with RA100 seal by "Reclame Aqui"

IoT business with great momentum to grow at fast pace:

- Main vertical is Agribusiness: >7 mln hectares of crops covered with more than 900 thd people impacted in rural areas;
- New partnerships in logistics, mining, agribusiness, utilities.

— What is coming in 2H22 —

Complete Network Migration while advancing in Customer Migration

ICMS tax reduction, benefiting customers and usage

5G rollout acceleration, reaching 27² cities by the end of the year

Customer Platform: **HealthTech partner** selected, deal negotiation

**NEXT
GENERATION
TIM IS
MATERIALIZING:
a better and
bigger company,
a new equity
story**

(1) Normalized by the effects detailed on slide 2; (2) Considering EAF timeline in place, as of Jul'22.