



Wrocław | 22.11.2023

Results Summary for the 3rd quarter of 2023



AGENDA

About us

Financial Results TIM Group

Sales Results TIM SA

Tender offer for the sale of TIM shares



About us:



Grupa TIM in brief

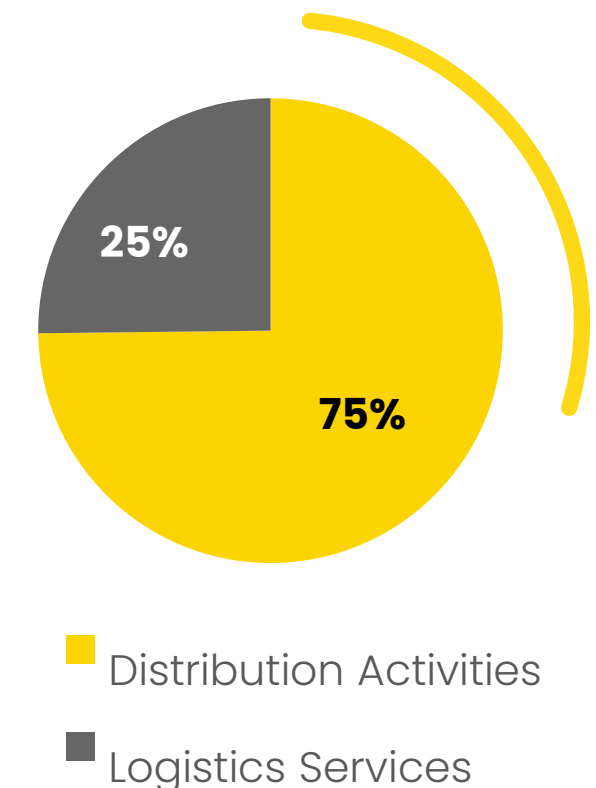


- **Leader in e-commerce B2B in Poland**
- Strategic development projects under the new strategy in progress
- Good financial results, stable cash flow and negative net interest debt.
- Waiting for the consent of UOKiK for the acquisition of control by the Würth Group



- **Dynamically growing player on the e-commerce market**
- Investments in the expansion of 3LP space rapidly increasing the scale of business
- Operational competencies and infrastructure specialized in logistics services for the e-commerce sector
- Continuation of the fulfillment of the development strategy
- Investment in warehouse automation dedicated to the e-commerce sector

EBITDA LTM GK TIM
by business lines:





Financial Results TIM Group

Selected Financial Results for TIM Group

TIM S.A. – the parent company of 3LP S.A., listed on the WSE.



Individual Data*:

1 416 mln zł

Unit Revenue TIM

85 mln zł

TIM Unit EBITDA

169 mln zł

Unit Revenue
3LP – logistics

29 mln zł

Unit EBITDA 3LP
– logistics

Consolidated Data GK TIM*:

Sales Revenue:

1 480 mln zł

EBITDA:

114 mln zł

Net Profit:

63 mln zł

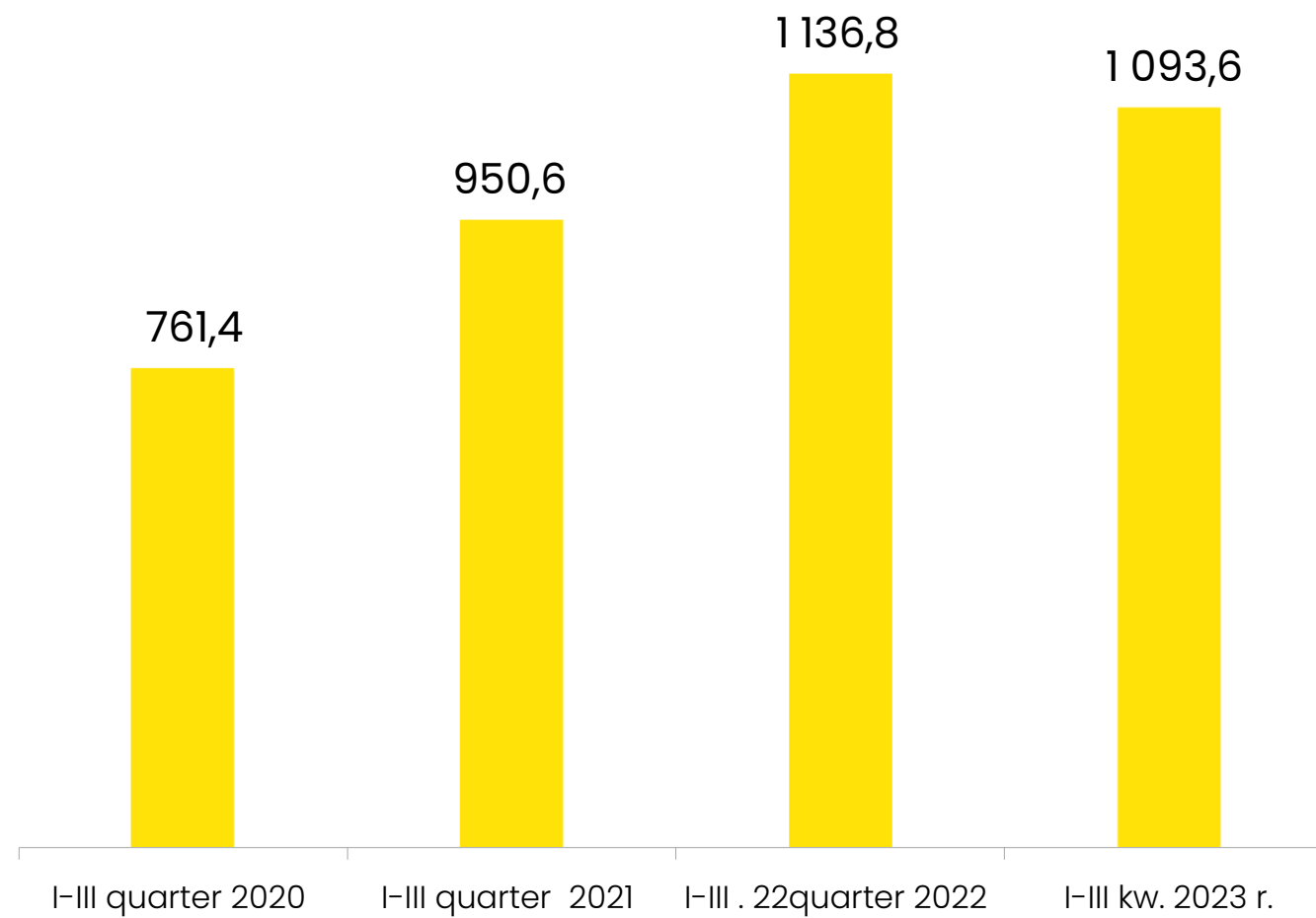
Total Assets*:

751 mln zł

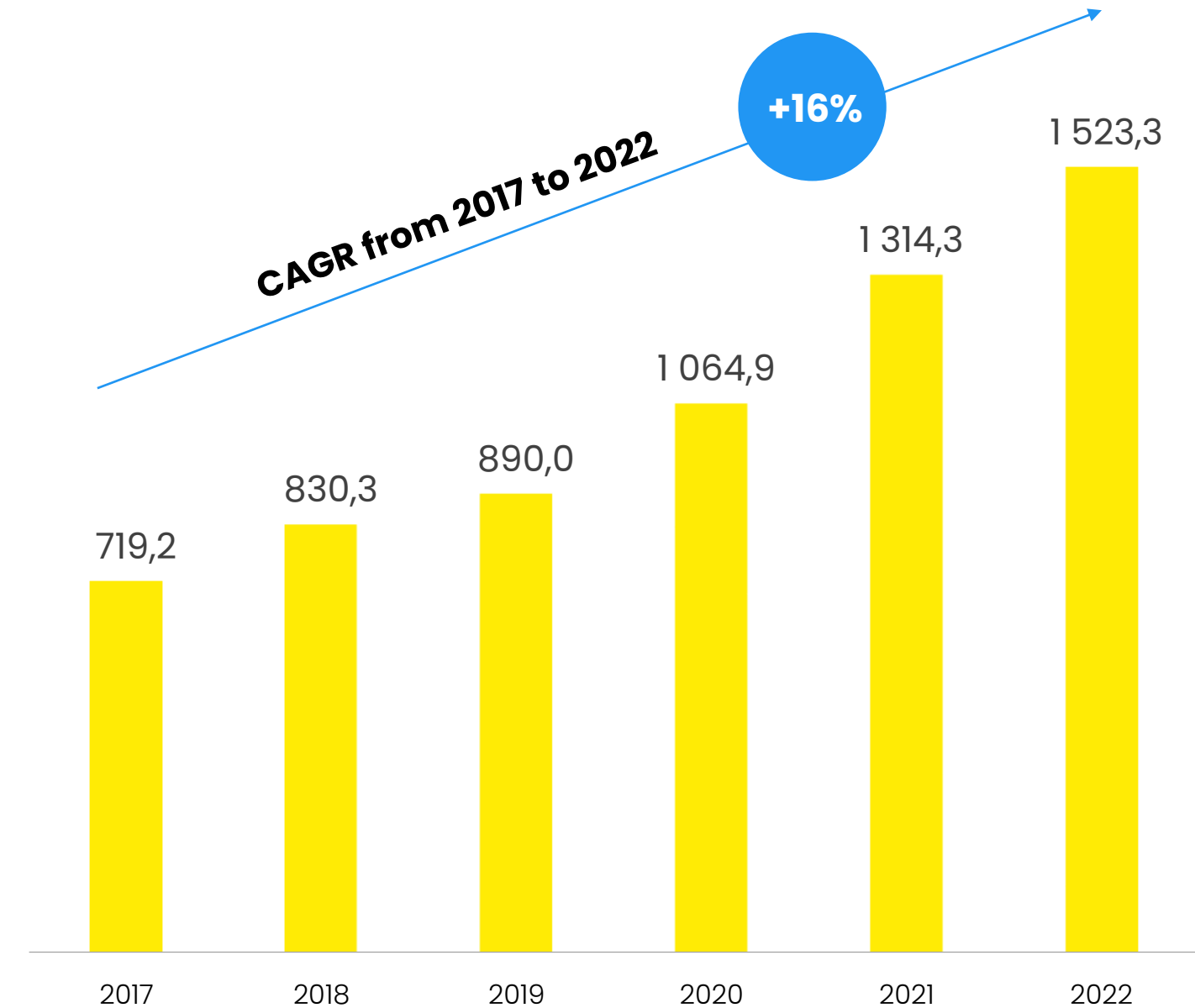
Data as at balance sheet date
30.09.2023/LTM

TIM Group – Revenues under pressure from macro conditions

Sales Revenue (mln PLN)



Revenue from 2017 to 2022 (mln PLN) & their mid-year growth



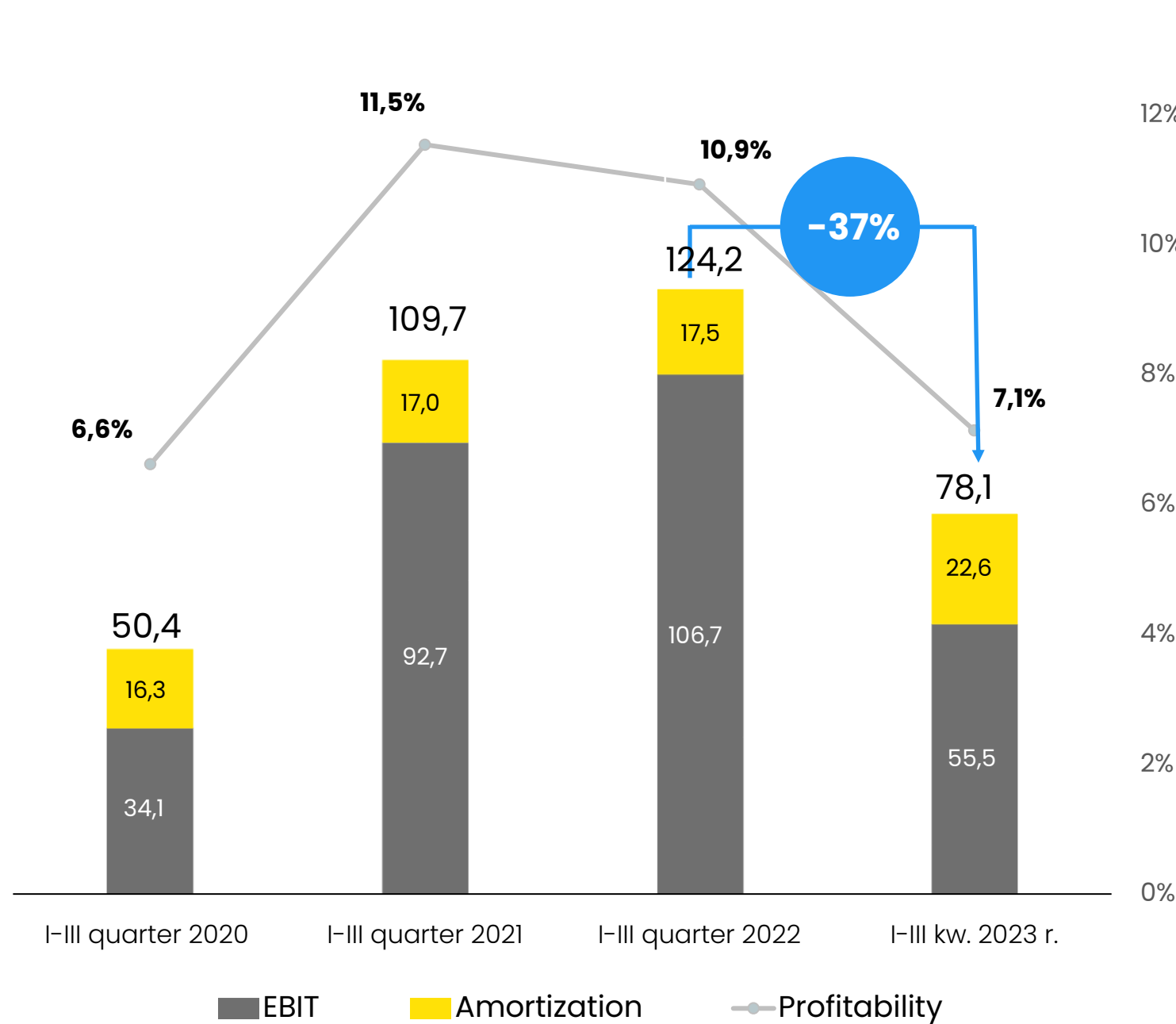
- A 4% decrease year-on-year. revenues in the first three quarters of 2023, resulting from a very high base in Q1-3 2022 and a slowdown in the economy

- The twofold increase in turnover between 2017 and 2022 confirms the Group's growth ambitions

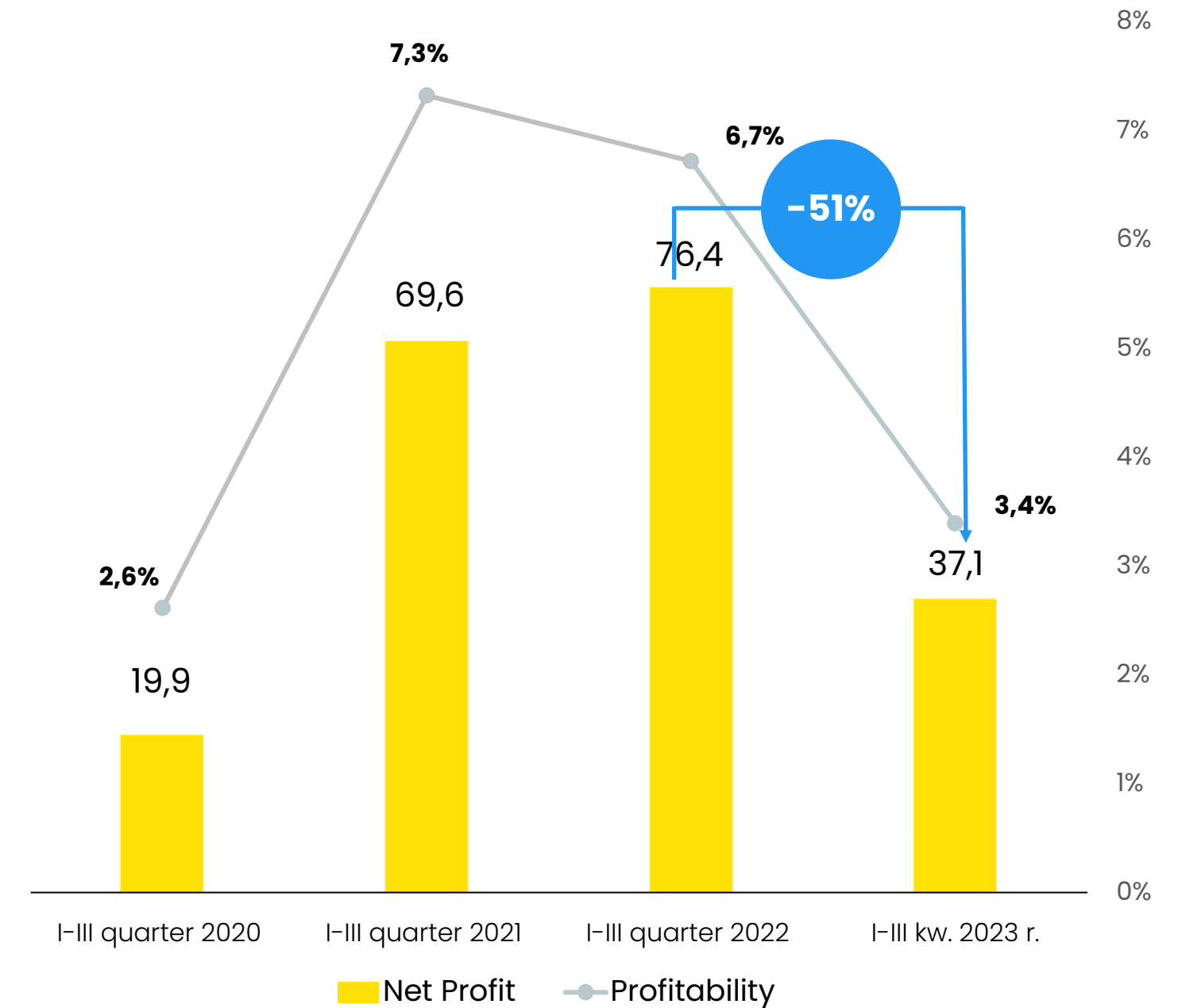


TIM Group – Profitability EBITDA & Net Profit

EBITDA (mln PLN)



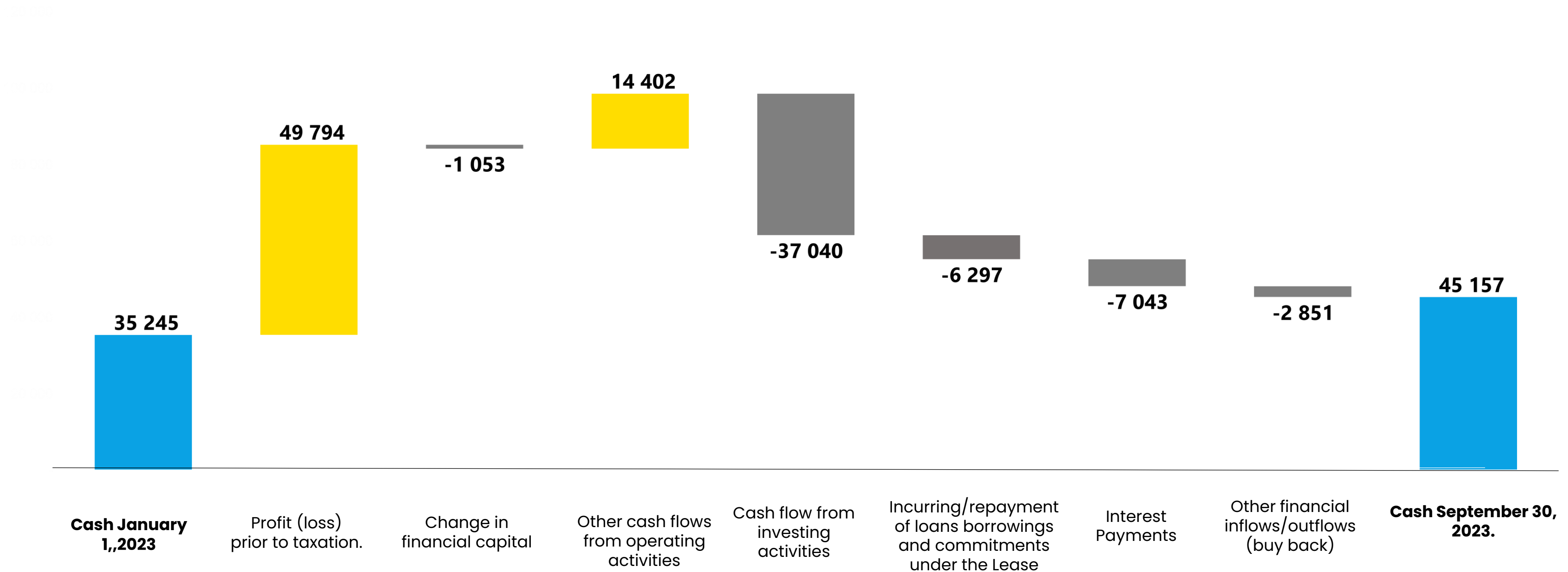
Net Profit (mln PLN)



- Deterioration of the Group's profitability due to the difficult macroeconomic environment and the costs of scaling up 3LP operations



TIM Group – cash flow



- Increase in positive net cash flow from operating activities to PLN 63.1 million (+12.5% y/y)



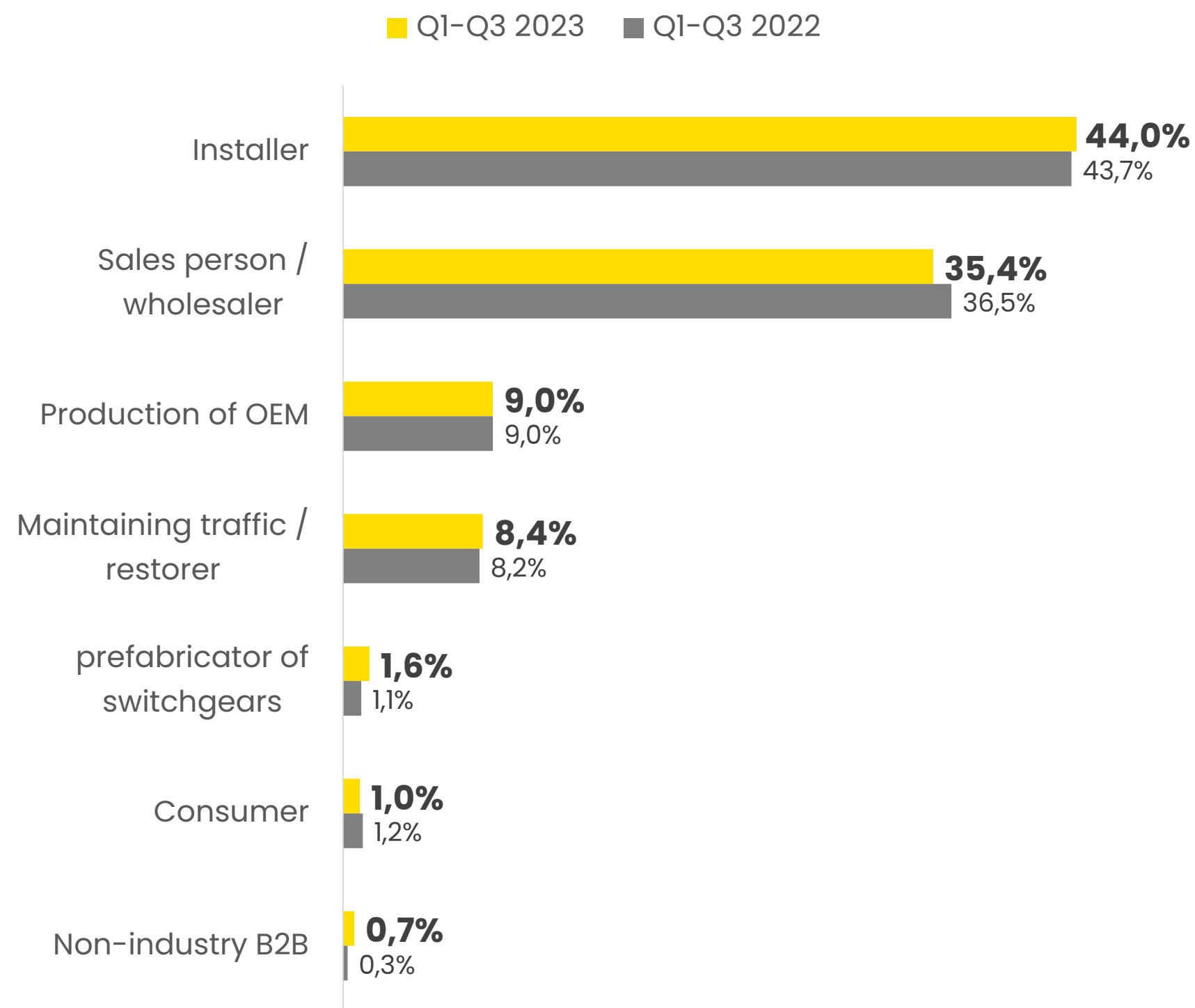
Sales Results TIM SA



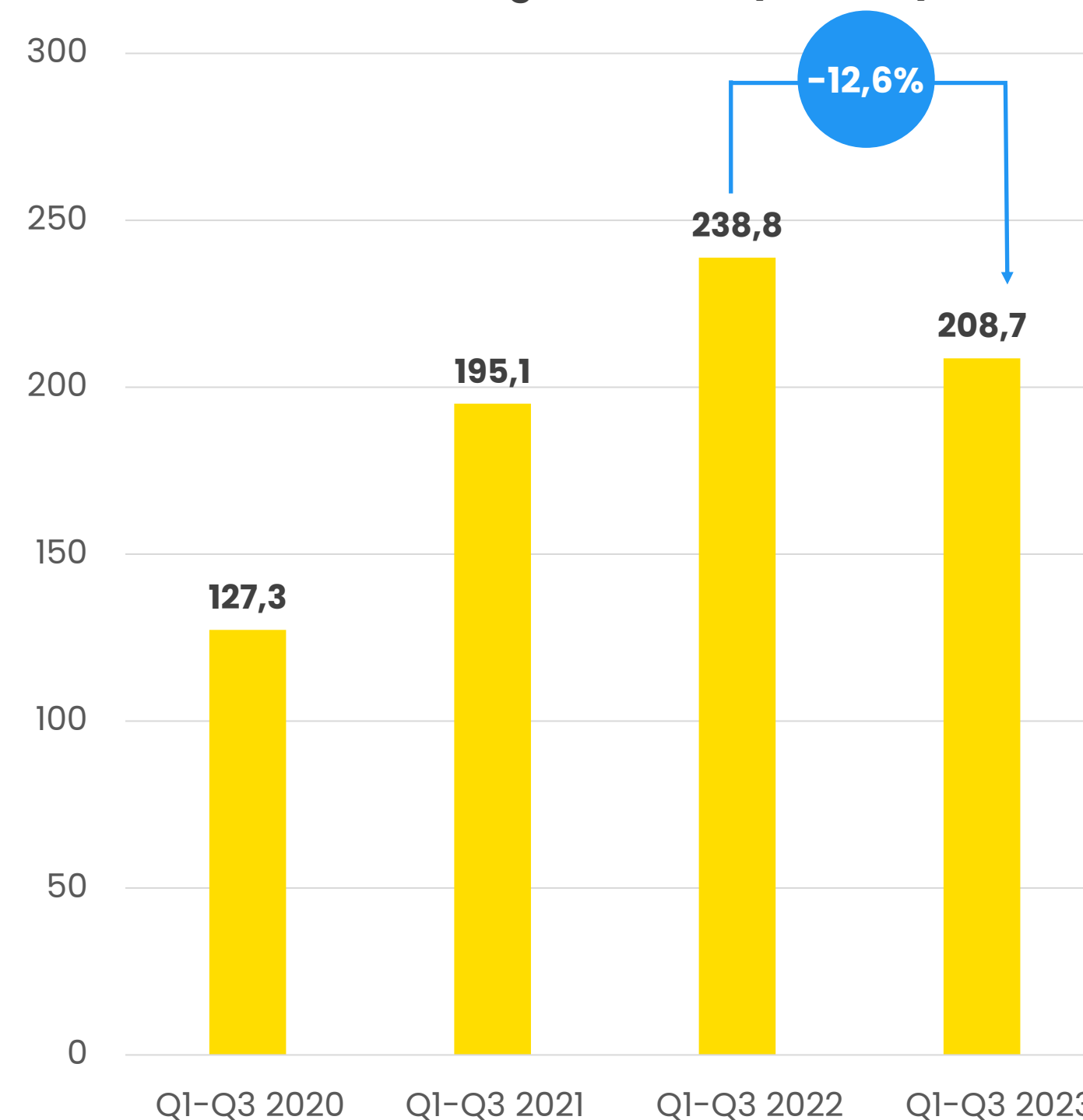


TIM S.A. – impact of customer structure on profitability

Revenue by customer segment



Gross Margin on Sales (mln PLN)



- At the end of Q3. In the first quarter of 2023, the number of key customers* amounted to 23,185, i.e. increased by 6.0% y/y.

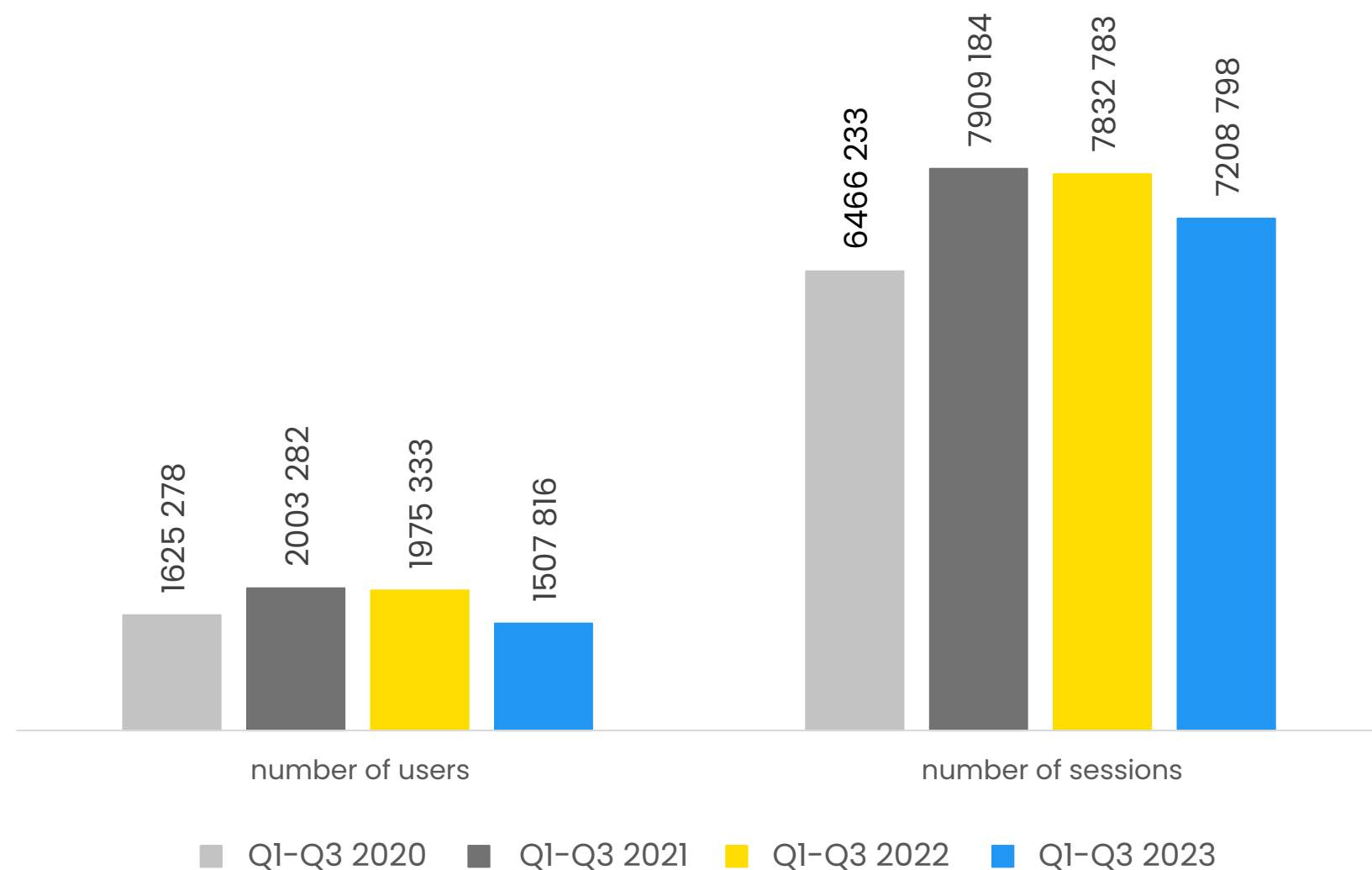
* A customer with sales higher than PLN 1.5 thousand per month in the last 12 months

- The downturn in the wholesale market of electrotechnical products causes a price war, which has a negative impact on the level of margins generated

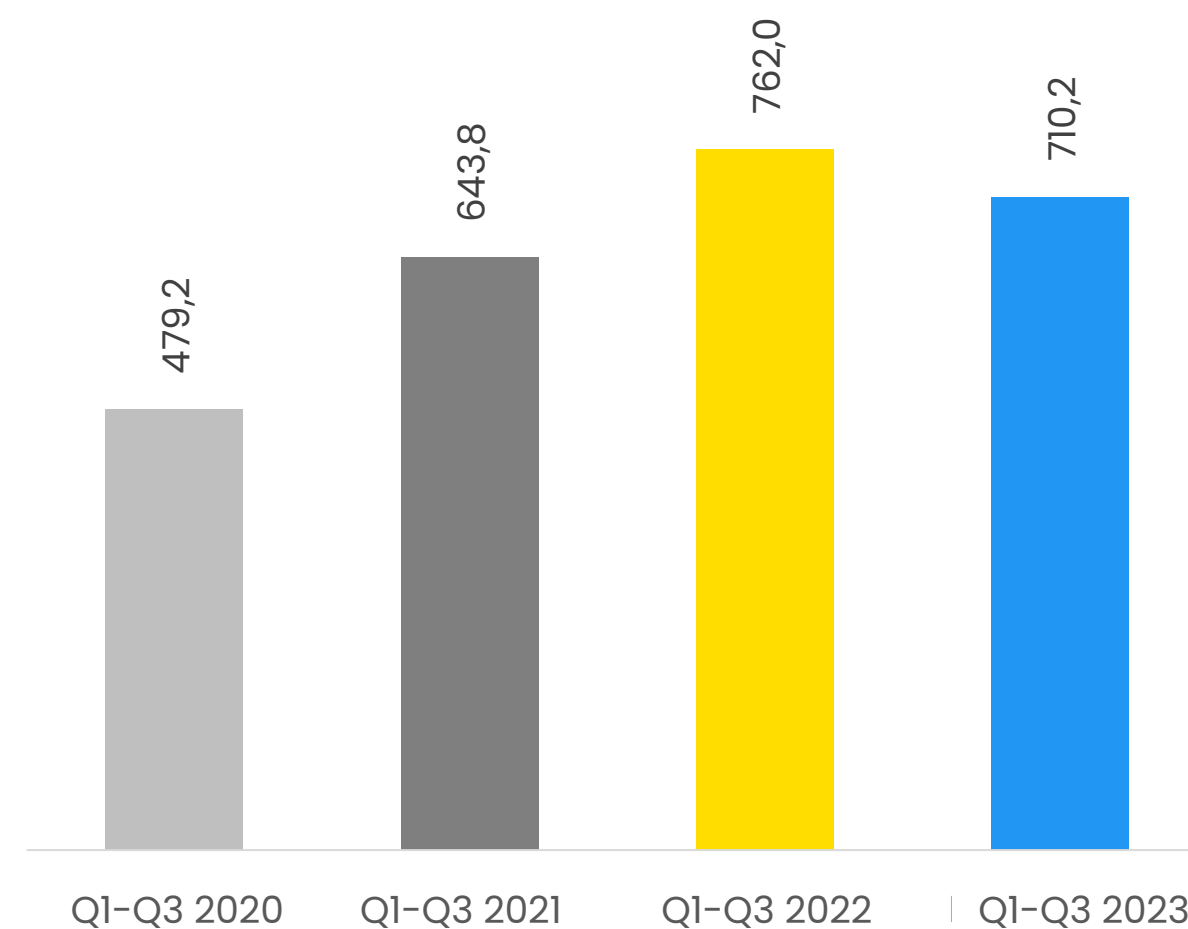


TIM S.A. – Efficiency of the e-commerce segment

Number of Users and Sessions



Sales of e-commerce (mln PLN)



+18%

YoY increase in engagement sessions

+8%

Y/oY increase in add-to-cart

+4,5%

Y/oY increase in conversion rate



Tender offer for the sale of TIM shares

Tender Offer for the sale of TIM S.A. (1) shares

- **On September 21, 2023**, the second Tender Offer **for the sale of 100% of shares in TIM S.A. by FEGA & Schmitt Elektrogroßhandel GmbH**, a member **of the Würth Group**, was announced.
- Subscriptions for the Tender Offer began on 28 September 2023 and will be accepted by brokerage houses until 6 December 2023.
- The price offered in the Tender Offer is PLN 50.69 per share, which means:

+7,8%

premium in relation to the the 6-month volume-weighted average price of the Company's shares preceding the date of announcing the intention of the second Tender Offer

+2,7%

premium in relation to the 3-month volume-weighted average price of the Company's shares preceding the date of the announcement of the intent
Second Tender Offer

+93,8%

premium over the last closing price prior to the Company's announcement of its strategic options review on August 22, 2022.

+34,1%

premium in relation to the last closing price of the Company's shares preceding the date of announcement of the intention of the first Tender Offer

Tender offer for the sale of TIM S.A. shares (2)

- The main shareholders and key managers of TIM S.A., including among others President of the Management Board of the Company Krzysztof Folta and Chairman of the Supervisory Board Krzysztof Wieczorkowski, **have already signed agreements under which they undertake to sell their shares under the Tender Offer.**
- The goal of the Caller is to achieve 100% of votes at the AGM.
- The Caller intends to withdraw TIM S.A. from the WSE.

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