



Wrocław | 22.11.2022

Results Summary for the 3rd Quarter 2022



AGENDA

About us

Financial and Sales
Results

TIM's Christmas
Charity



About us

1998
Wrocławskie Centrum Logistyczne
Wrocławskie Centrum Logistyczne

2008
Z Wrocławia do Siechnic
W podwawskiej gronie rusza nowoczesne centrum logistyczne, które skróciła zacieśnić do Siechnic (na 6 lat) przenosi się także siedziba TIM SA.

2011
Narodził się sklep TIM SA
TIM SA jako sieć sklepów internetowych z adresem sklep.tim.pl i sklepem - www.tim.pl

2013
Narodził się TIM.pl
Rusza e-sklep TIM SA. Później pod adresem sklep.tim.pl, a następnie - www.tim.pl

2014
Rebranding
Pierwsza w historii zmiana logotypu i identyfikacji wizualnej - symboliczne podkreślenie przejścia z epoki handlu tradycyjnego do modelu hybrydowego. Siedziba powraca do Wrocławia.

2016
Logistyczne zmiany
Rusza pierwsza rozbudowa centrum logistycznego w Siechnicach. Operatorem obiektu zostaje 3LP SA - nowa spółka w Grupie Kapitałowej TIM.

2018
70 x 2
Udział sprzedaży poprzez TIM.pl w obrotach TIM-u na stałe przekracza 70%. W październiku miesięczne przychody ze sprzedaży przebijają barierę 70 mln zł.

TIM Group in brief

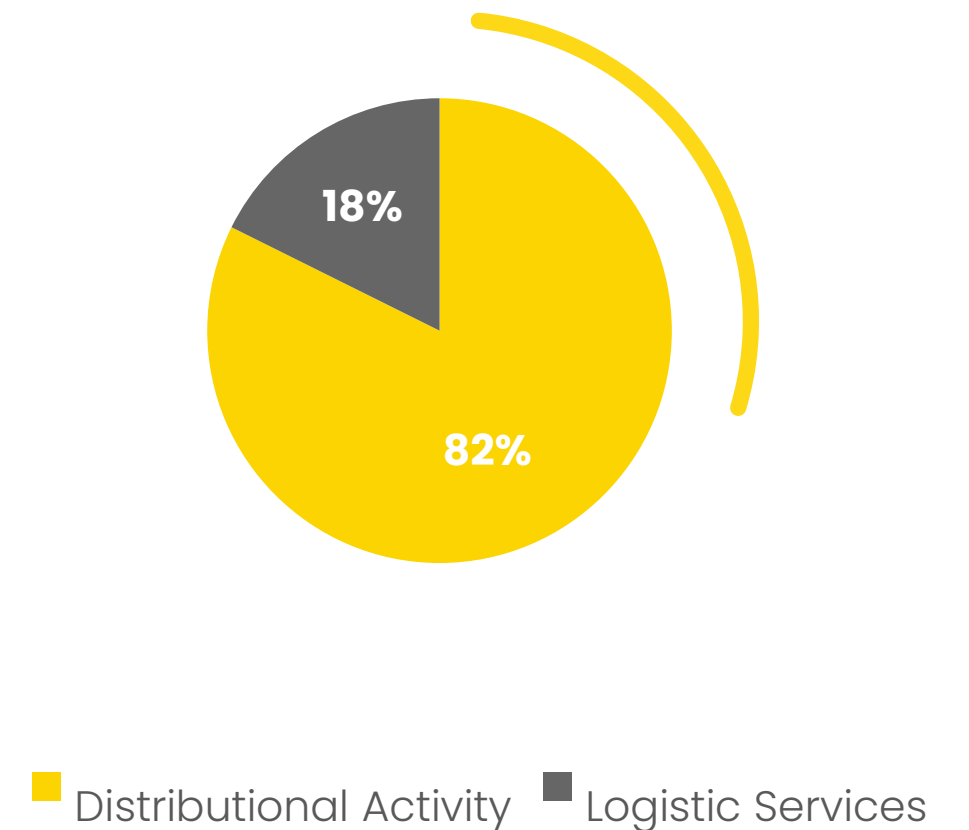


- **Leader in e-commerce B2B in Poland**
- Ambitious development plan based on the new development strategy.
- Growing Financial Results and lack of debt
- Attractive dividend policy



- **Dynamically growing player in the e-commerce market**
- investments in the expansion of 3LP space, increasing the scale of business in leaps and bounds
- Strong exposure to the e-commerce sector (infrastructure supporting the customer service of the logistics clients of this sector)
- Continuation of the Development Strategy

EBITDA LTM GK TIM
according to the
business line



Summary Q1-3 2022

1

Best Financial Results in the history of the TIM Group

- 1,137 mln PLN Revenues (+20% yr/yr)
- 124 mln PLN EBITDA (+13% yr/yr)
- 76 mln PLN Net Profit (+10% yr/yr)

2

Implementation of the new strategy TIM S.A.

- Further development of the e-commerce B2B platform
- Focus on electrical engineering and professional customers
- Financial goals to 2026.: 3 billion PLN revenues also 250 mln PLN EBITDA in TIM S.A.

3

Implementation of the dividend policy

- Payout in August of 2022 1,20 PLN per 1 share (totaling 26,7 mln PLN) II dividend installments in 2021
- Decision as to a payout in December of 2022 1,35 PLN per 1 share (totaling 30 mln PLN) advances for dividends for 2022

4

3LP S.A.

- Completion of building the new warehouse 25 thousand square meters in Siechnice
- Begin installation of the shuttle system automation system,
- Commercialization of new warehouse space (Syców)



(e)(m)commerce B2B long-term growth factor

600 bil PLN

The value of the annual market for B2B transactions in Poland concluded online.*

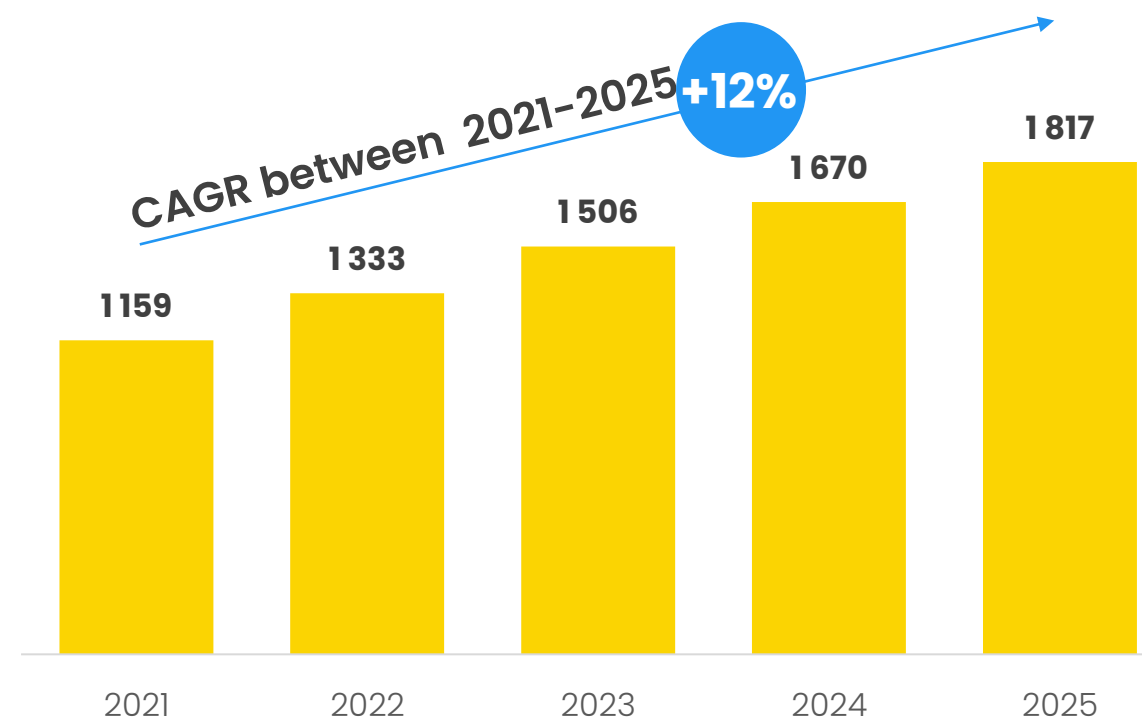
80%

of all sales interactions between companies by the end of 2025 will take place online.*

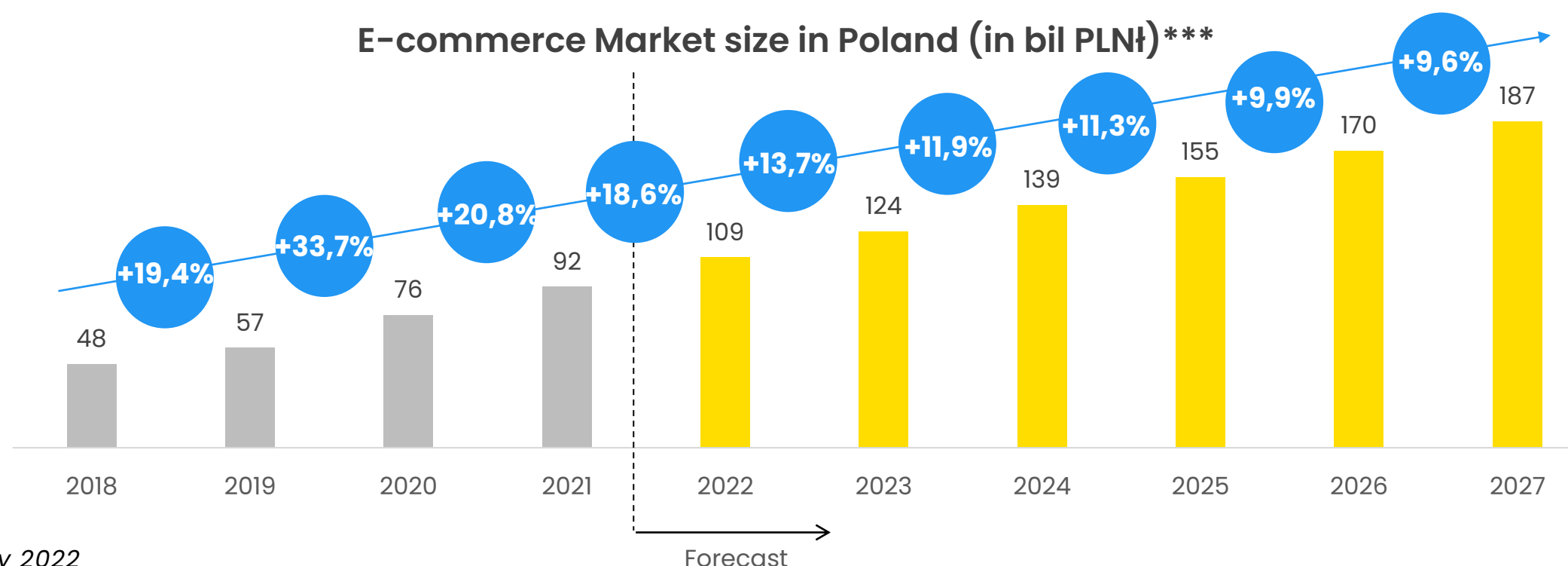
20%

Increase in turnover in e-commerce in Poland in 1H 2022 yr/yr****

Turnover forecast in e-commerce B2B in Europe (in bil USD)**



E-commerce Market size in Poland (in bil PLN)***



* „ e-commerce Market B2B in Poland”, Marketplanet, 2022

** digitalcommerce360.com

*** Market development prospects of e-commerce in Poland 2018-2027, Strategy, July 2022

**** GUS



Financial and Sales Results

Selected Financial Results of the TIM Group

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



TIM Grupa Kapitałowa

3LP

Unit data LTM:

1 434 mln PLN

TIM's YTD revenues

131 mln PLN

TIM's unit EBITDA

155 mln PLN

Unit Revenues 3LP – logistics

28 mln PLN

3LP's unit EBITDA – logistics

Consolidated data GK TIM LTM:

Sales Revenues:

1 501 mln PLN

EBITDA:

159 mln PLN

Net Profit:

99 mln PLN

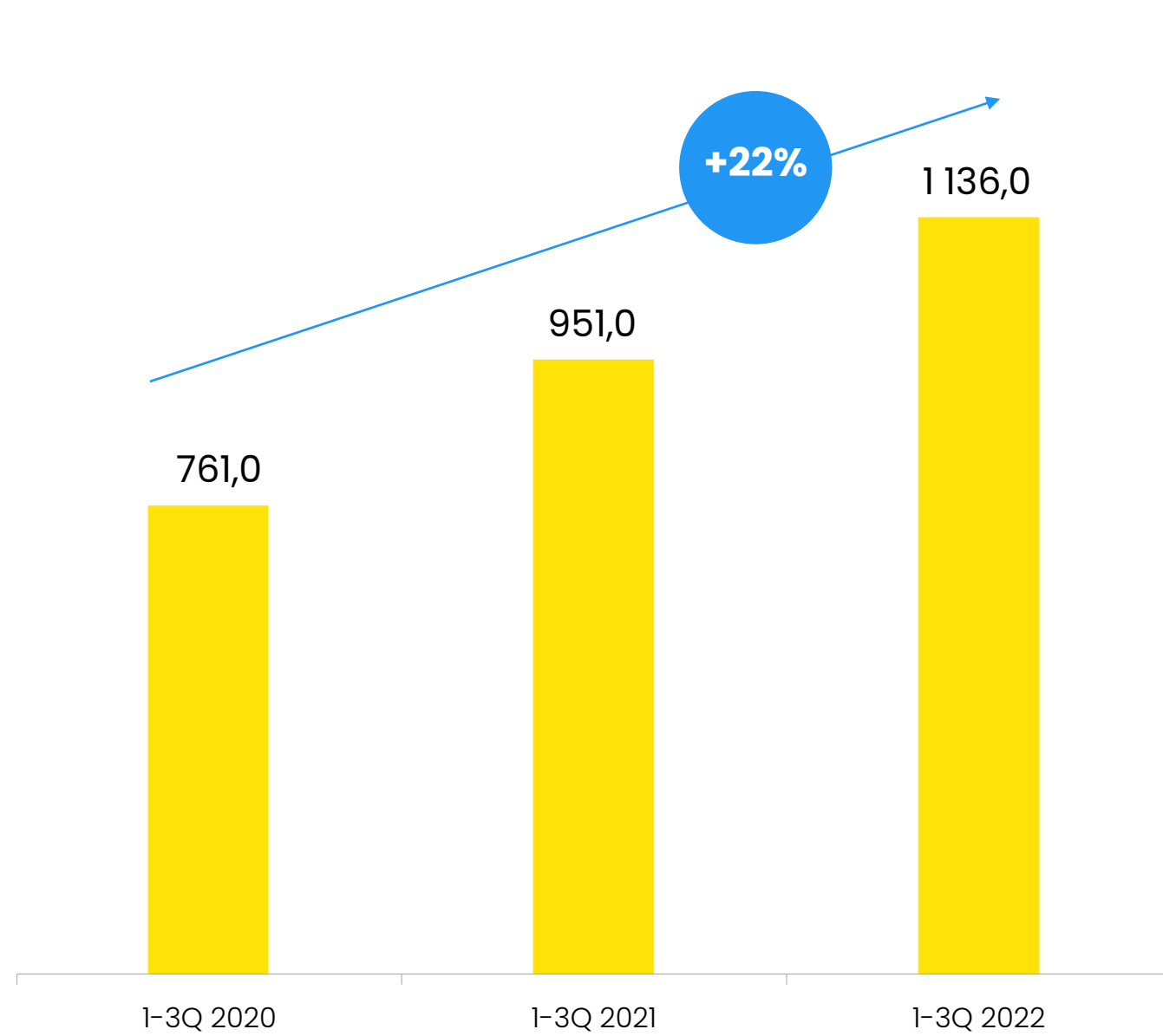
Total Assets*:

642 mln PLN

* Data as of the balance sheet date for 30.09.2022.

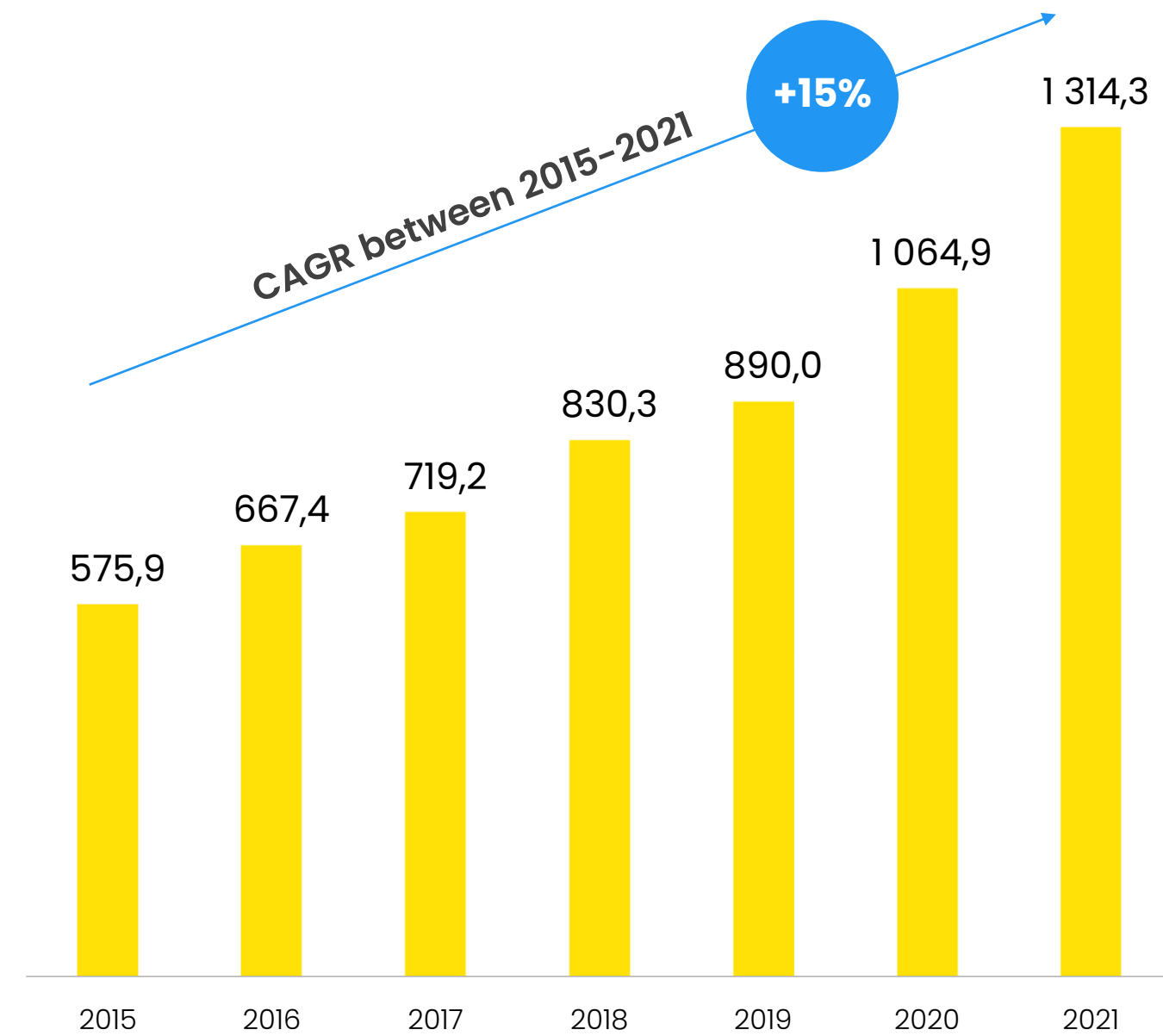
Dynamic Growth in Sales Revenues

Sales Revenues (mIn PLN)



- After 10 months 2022. (last reported data) TIM SA achieved over 1.217 mIn PLN revenues (+18% yr/yr).

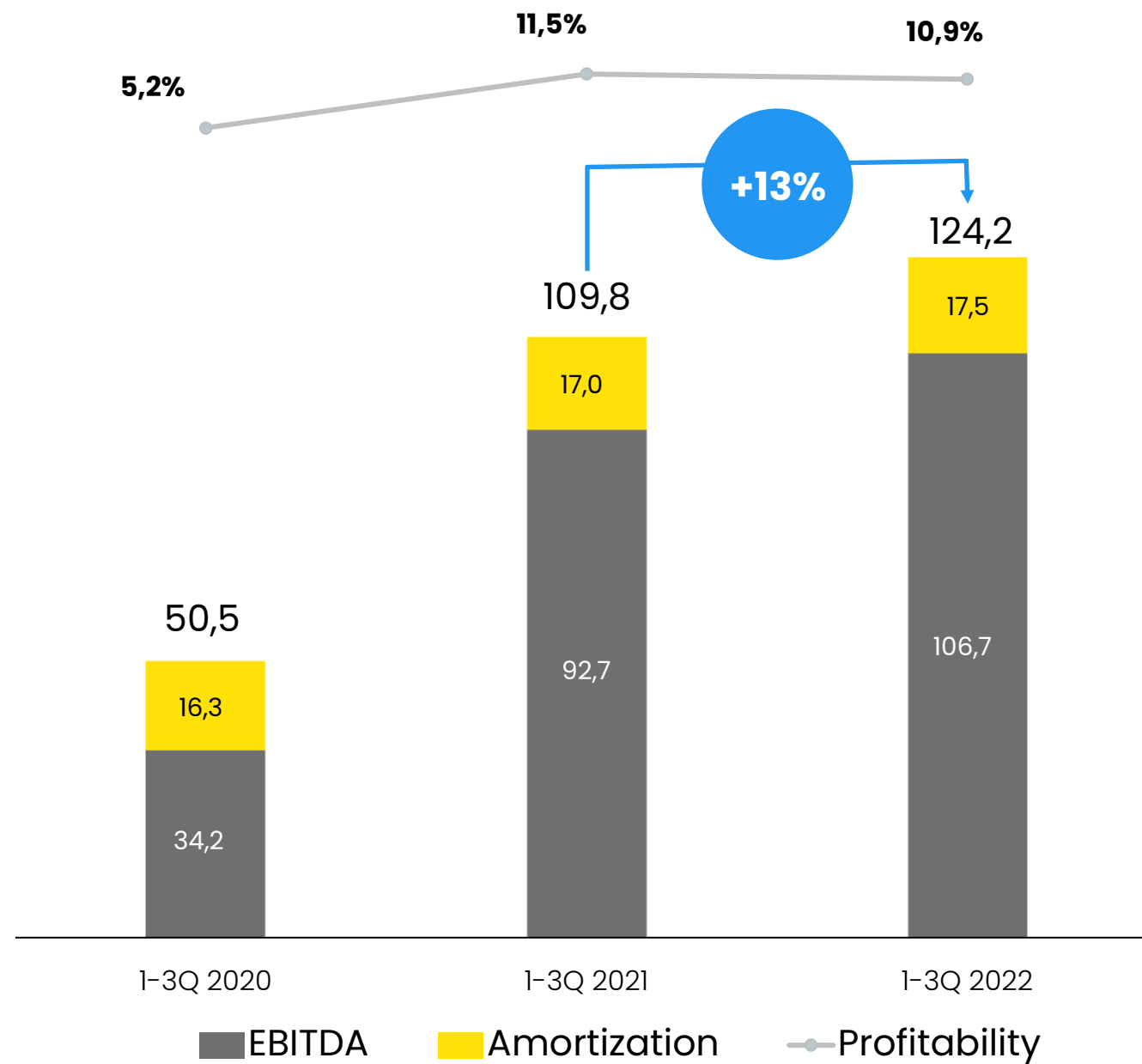
Revenues between 2015-2021 (mIn PLN) and their mid-year growth



- More than doubling of turnover between 2015 and 2021 confirms the Group's growth ambitions

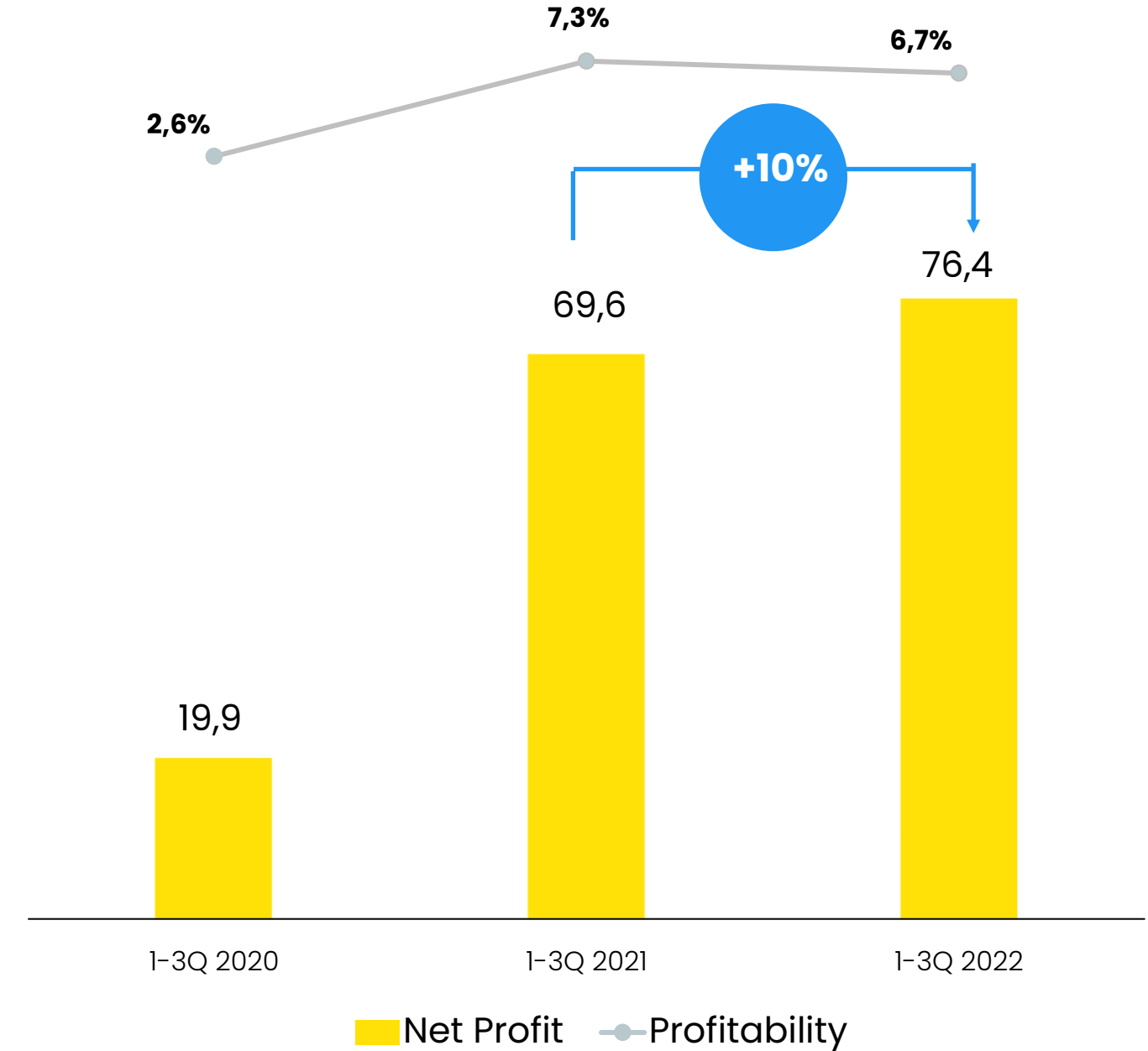
TIM Group – increase in profits and margins

EBITDA (mIn PLN)



- Positive dynamics of EBITDA despite a high base from 2021
- Maintaining high profitability EBITDA.

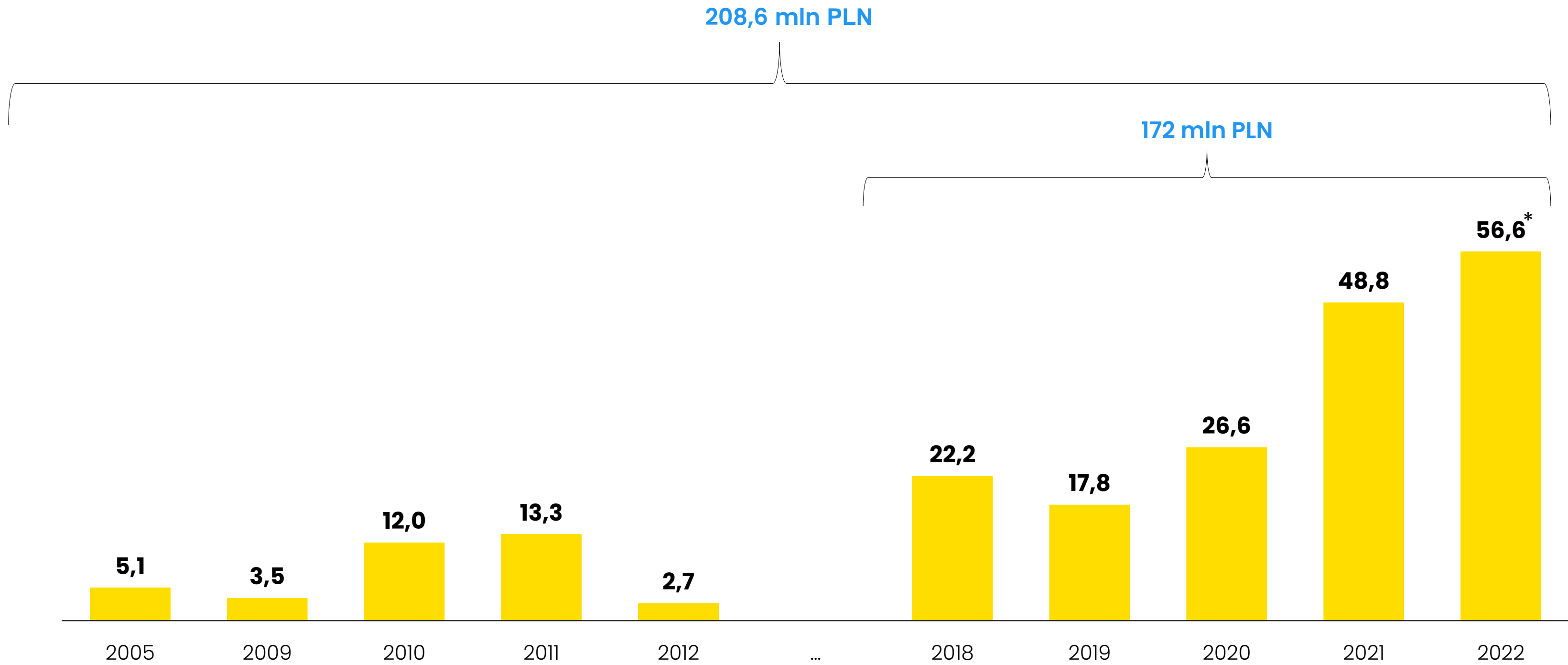
Net Profit (mIn PLN)



- 10% increase in net profit despite) unfavorable macroeconomic situation and weakening of PLN against EUR (6.5 million negative exchange rate differences)



Attractive Dividend Policy

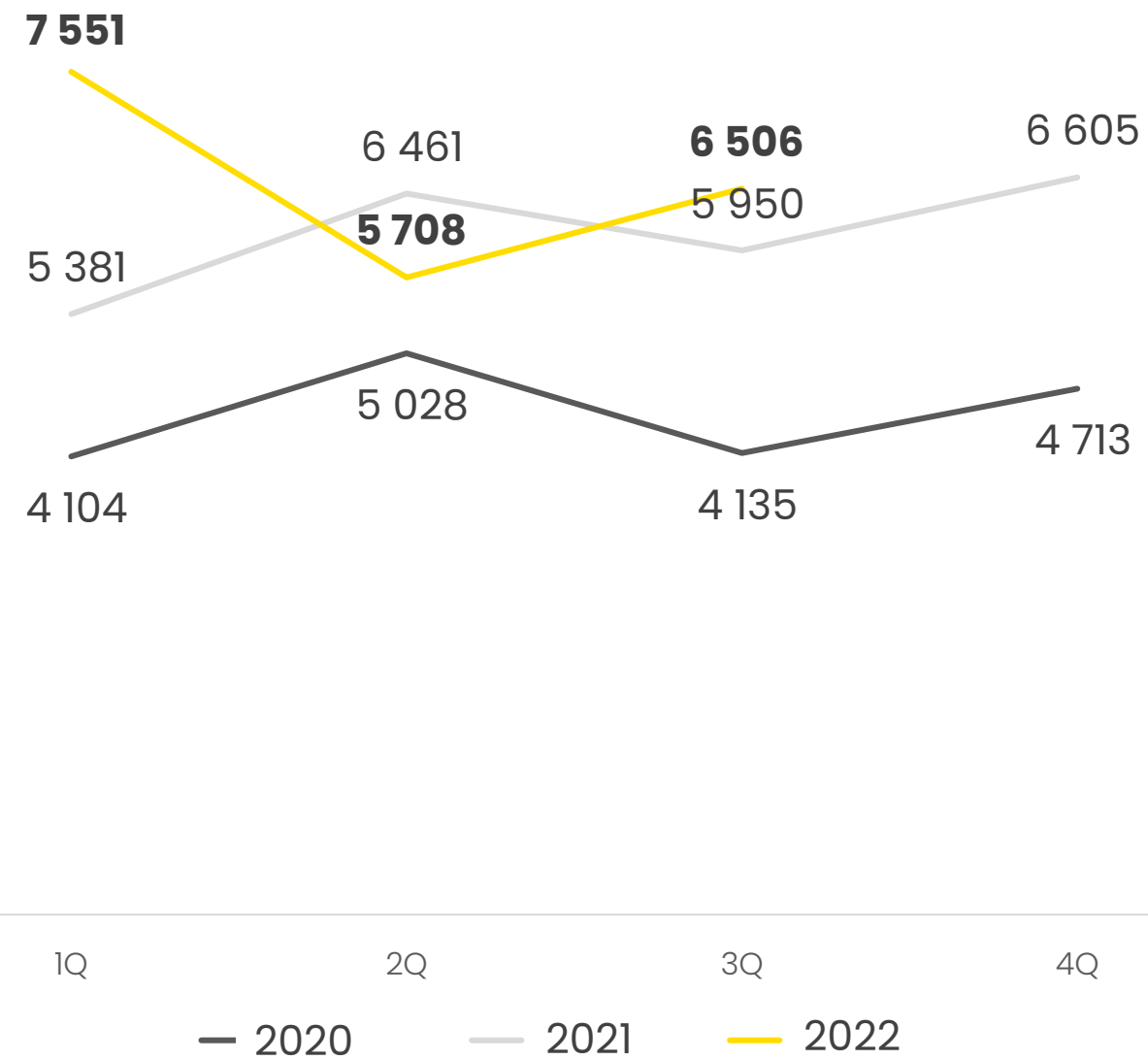


*including the 2022 dividend advance of PLN 1.35 per share approved for payment in December 2022 (a total of PLN 30 million).

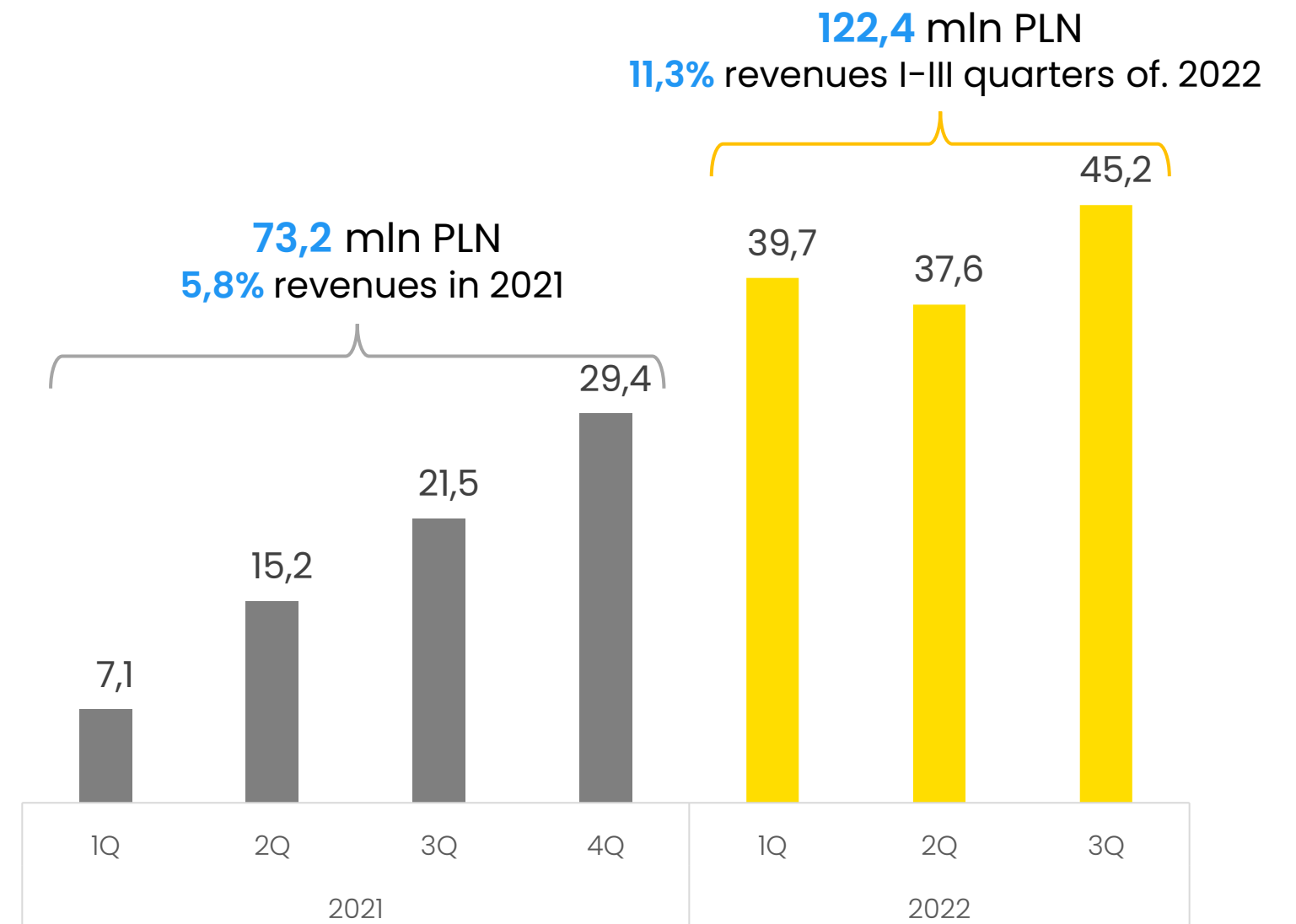


Sales to new clients

Number of gained clients in the given quarter



Sales to new clients*



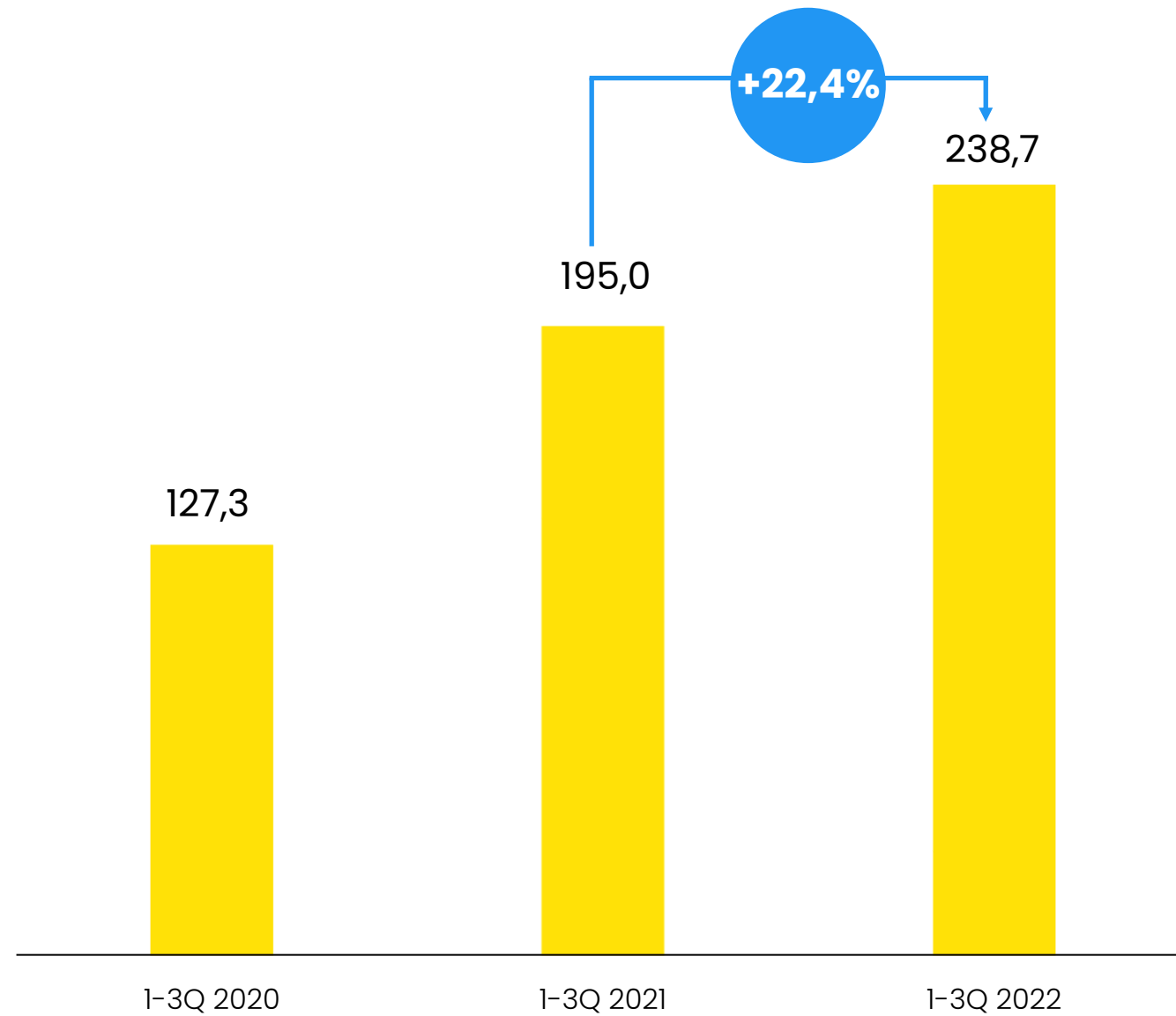
- Reduced interest in some product groups in Q2 of 2022, translated into the number of searches for them online
- Q3 of 2022 saw a marked rebound in the number of new customers acquired

- Sales to new customers account for 11.3% of total sales realized in the first 3 quarters of 2022.
- More registrations translate into volume of sales to new customers in Q3 of 2022

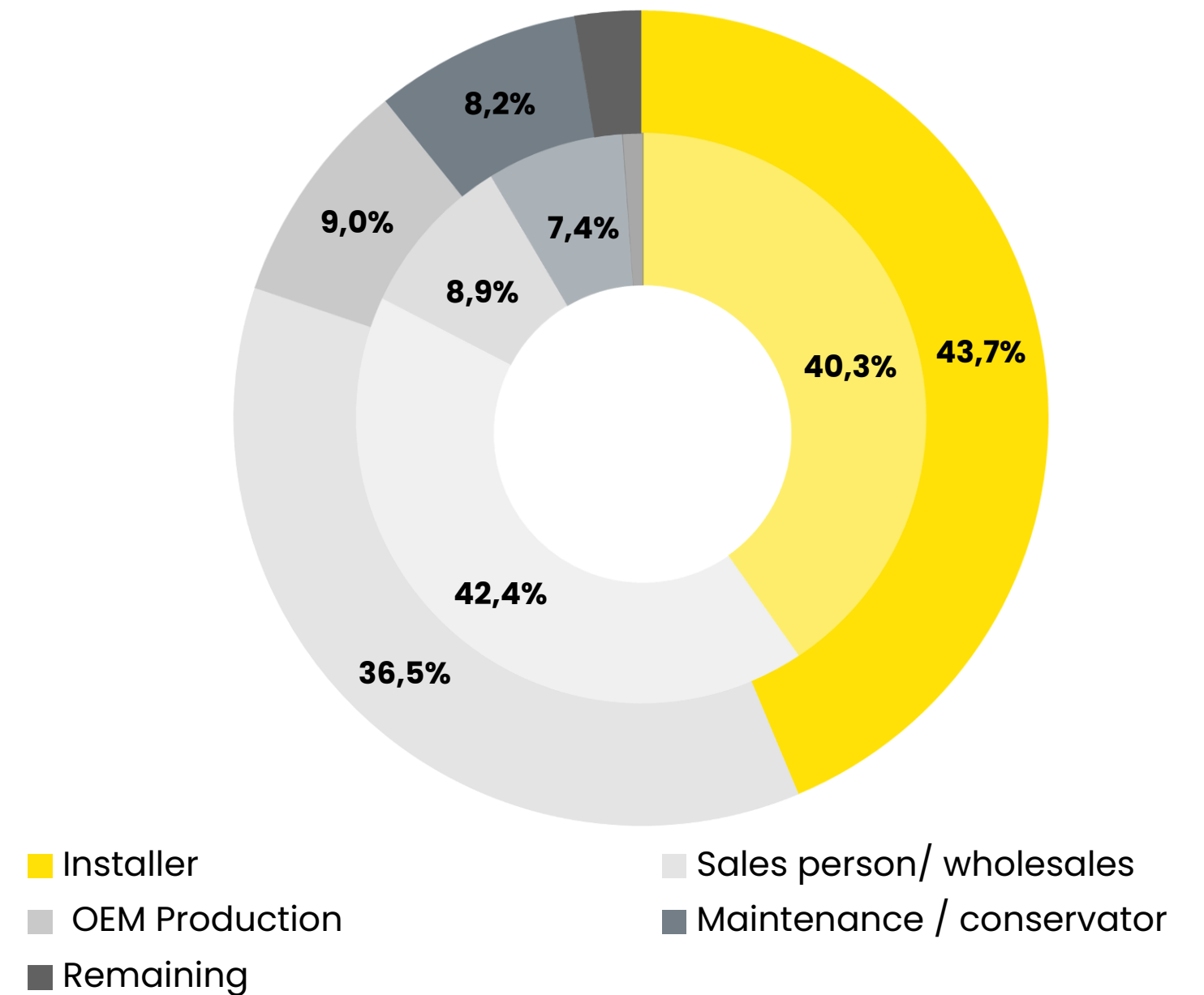
*client, with whom cooperation started as of 01.10.2020 r.

TIM S.A. – sales profitability and segmentation

Gross Sales Margin (PLN millions)



Revenue divided into client segments 1-3Q 2022 vs 1-3Q 2021 (%)



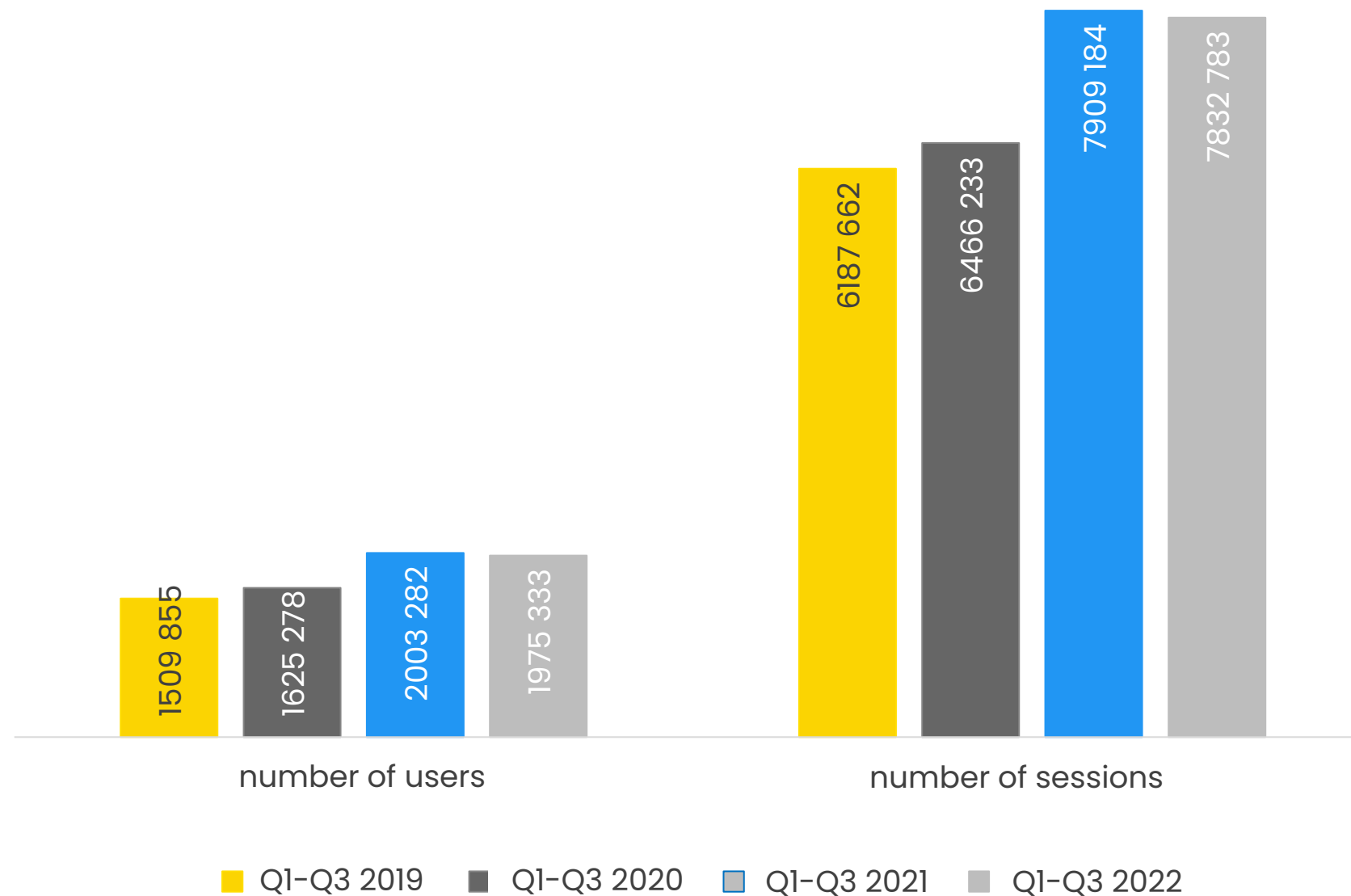
- After three quarters 2022 dynamic growth of the nominal gross sales margin from sales.

- At the end of 3Q 2022 number of key clients* accounted to 21 877 which is an increase of 28,9% yr/yr..

* Client making sales over 1,5 thousand PLN per month in the last 12 months.

TIM S.A. – increase in segment efficiency in e-commerce

Number of users and sessions



7,15%
Increase in conversion rate

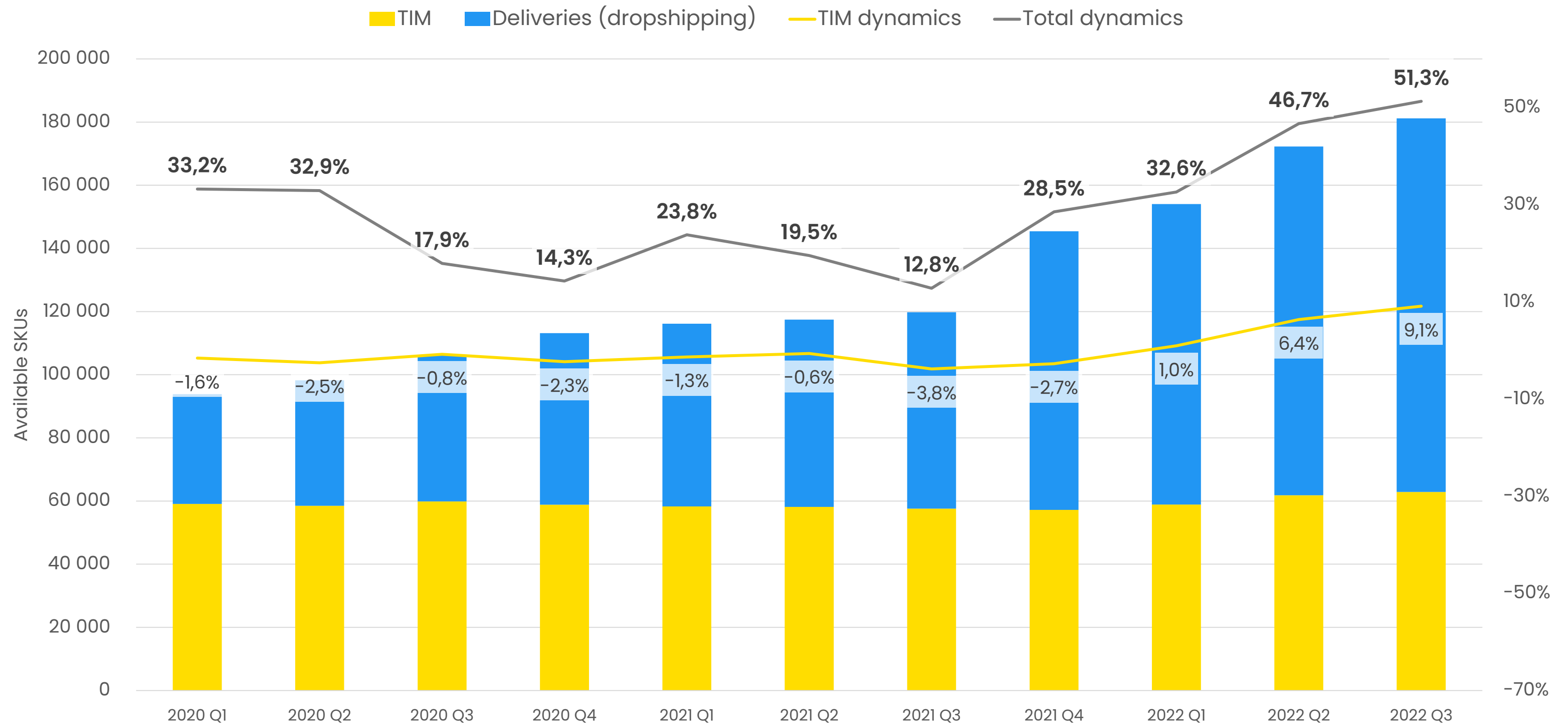
34,6%
Increase in page views

35,9%
Increase in the number of pages per session

- Optimization of online activities has translated into a significant improvement in the quality of traffic generated.
- This also had a positive impact on the conversion rate, which has been rising steadily for several quarters.



Product Offer





TIM's Christmas Charity





TIM Mikolajow (TIM of Santa Clauses)

2022

THIRD EDITION

TIM Mikolajow is TIM S.A.'s Christmas charity campaign, launched in 2020. At that time, the company's management ceased buying Christmas gifts for customers, in favour of supporting local institutions.

Each year the company's manufacturers and clients are invited to join TIM Mikolajow. The former enrich the budget of the campaign, while the latter select institutions through an online vote (one organization in each of the 17 regions where TIM operates). Such voting is currently underway, and this year's beneficiaries will be announced on December 6.

TIM MIKOLAJOW 2022 :

391 K PLN
charity budget

10% growth
compared with
2021

23 K PLN
for each region

10% growth
compared with
2021

48
suppliers

Increase of 37%
compared with
2021

17
regions

invariably as many
as TIM operates in

Legal Disclaimer

By reading the contents of this Presentation ("Presentation") or by attending the meeting at which the Presentation is presented or discussed, you shall be deemed to have accepted the contents of the following legal disclaimer.

The presentation has been prepared by TIM S.A. with its registered office in Wrocław ("TIM" or the "Company") solely for information purposes. Neither the Presentation nor any copy of the Presentation may be reproduced, distributed or transmitted, directly or indirectly, to any person for any purpose without the written consent of the Company. This Presentation does not constitute an investment recommendation or information recommending or suggesting an investment strategy. This Presentation does not contain a complete or comprehensive financial or commercial analysis of TIM or the TIM Group ("TIM Group"), nor does it present its positions and prospects in a complete or comprehensive manner.

The Company has prepared the Presentation with due diligence, but it may contain certain inaccuracies or generalisations. Therefore, it is recommended that any person intending to make an investment decision with respect to any securities issued by the Company or its subsidiaries should rely on the information disclosed in the Company's reports prepared in accordance with applicable law.

This presentation has been prepared for information purposes only and does not constitute an offer to buy or sell or a solicitation of an offer to buy or sell any securities or instruments or to participate in any commercial venture.

The presentation and the graphic objects, information, data and descriptions contained therein may contain forward-looking statements. However, such statements cannot be construed as an assurance or projection as to the expected future performance of the TIM Group or TIM Group companies. The presentation cannot be understood as a forecast of future results of TIM and the TIM Group.

It should be noted that such statements, including statements regarding expectations of future financial performance, do not constitute a guarantee or assurance that such will be achieved in the future. The information provided by the Company's representatives is based on the current expectations or views of the Company's representatives and is dependent on a number of factors that may cause the actual results achieved by the Company to be materially different from the results described in this document. Many of these factors are beyond the Company's knowledge, awareness and/or control or the Company's ability to predict.

Neither TIM, TIM Group companies, nor the members of its bodies, its directors, officers, advisers, shareholders or representatives of such persons shall be liable for any reason whatsoever arising out of the use of the Presentation. Furthermore, no information contained in the Presentation constitutes a commitment on the part of TIM Group, the Company, its representatives, shareholders, subsidiaries, advisors or representatives of such persons. Statistical data or information relating to the market on which the Company, TIM Group or TIM Group companies operate, used in this presentation, has been obtained from public sources or indicated in the content of the Presentation and has not been subject to additional or independent verification.

Neither TIM Group and its companies, nor the members of its bodies, its directors, officers, advisors, shareholders or representatives of such persons shall be obliged to provide recipients of the Presentation with any additional information or to update its content.

The Presentation is protected under the Act on Copyright and Related Rights.

Thank you for your attention and feel free to contact us.

Contact:

Michał Kostrowicki
TIM S.A.
ul. Jaworska 13
53-612 Wrocław, Poland
m.kostrowicki@tim.pl
+48 726 004 981

