Wrocław | 29.05.2023

Results summary 1st quarter of 2023

AGENDA

About us

Financial Results of TIM Group

Sales Results TIM SA

Tender offer for the sale of TIM shares


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.
2013
2014
Rebranding
Pierwsza w historii zmiana logotypu i identyfikacji wizualnej - symboliczne podkreślenie przejścia z epoki handlu tradycyjnego do modelu hybrydowego. Siedziba powraca do Wrocławia.
2011
2008
24h
2016
Logistyczne zmiany
Rusza pierwsza rozbudowa centrum logistycznego w Siechnicach. Operatorem obiektu zostaje 3LP SA – nowa spółka w Grupie Kapitałowej TIM.

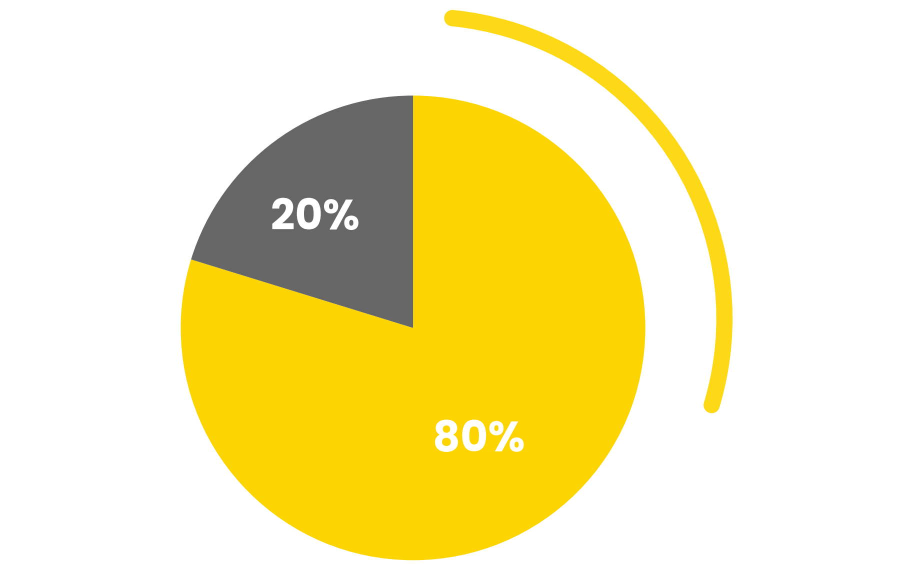
TIM

About us

TIM Group in brief

- **Leader in commerce B2B in Poland**
- Ambiitious development plan based on a new strategy
- Very good financial results, „strong” cash flow and negative net interest debt
- Attractive dividend policy

EBITDA LTM GK TIM by business lines:



- **Dynamically growing player on the e-commerce market**
- Investments in the expansion of 3LP space rapidly increasing the scale of business
- Operational competences and infrastructure specialized in logistics services for the e-commerce sector
- Continuation of fulfilling the development strategy

Financial Results of TIM Group

Selected Financial Results - TIM Group

TIM S.A. - the parent company of 3LP S.A., listed on the Warsaw Stock Exchange

TIM Grupa Kapitałowa

Individual Data:

1 424 mln PLN

Unit Revenue TIM

113 mln PLN

TIM Unit EBITDA

165 mln PLN

Unit Revenue 3LP – logistics

29 mln PLN

3LP Unit EBITDA – Logistics

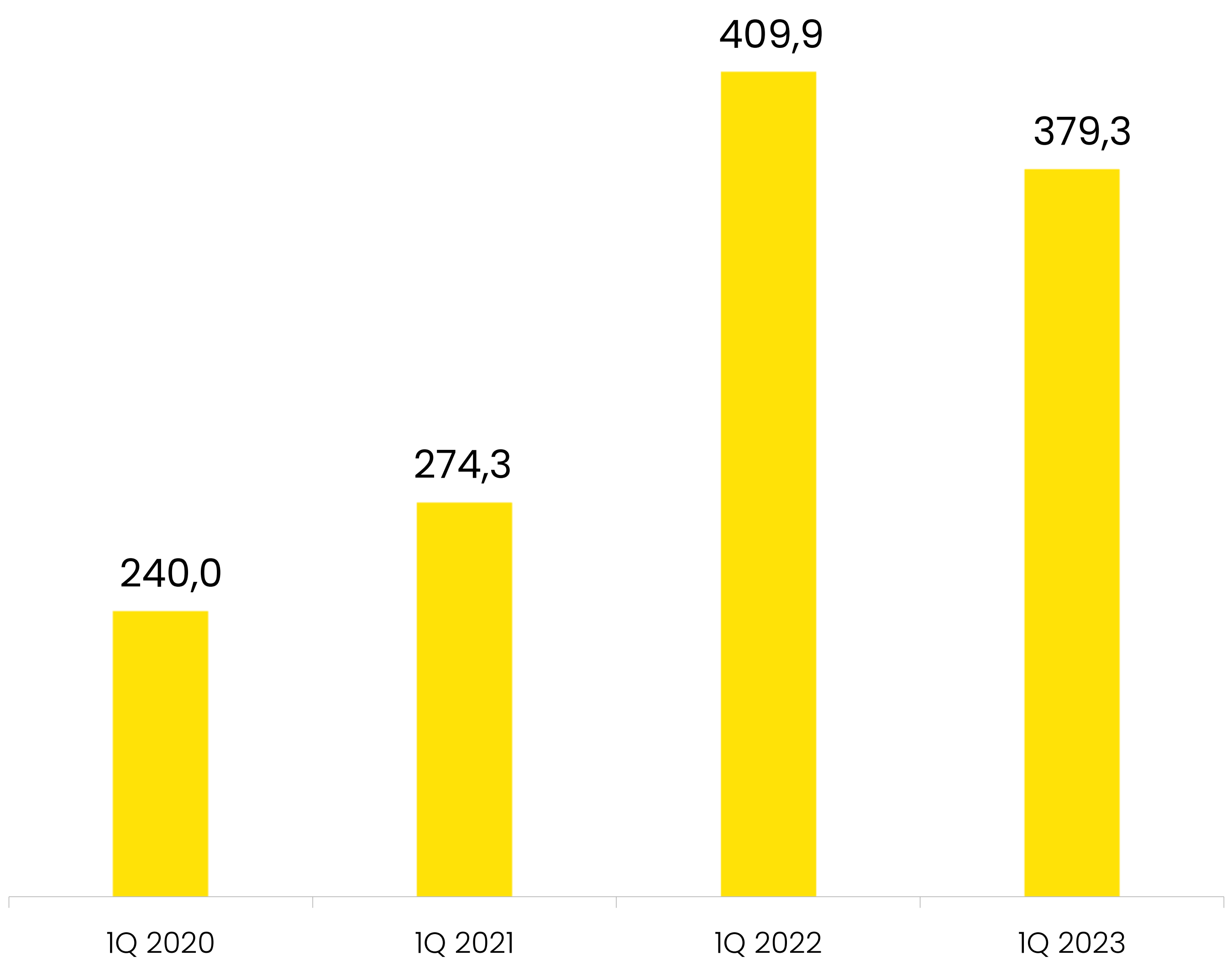
Consolidated Data GK TIM*:

Sales Revenue:	**1 493 mln PLN**
EBITDA:	**141 mln PLN**
Net profit:	**88 mln PLN**
Total Assets*:	**687 mln PLN**

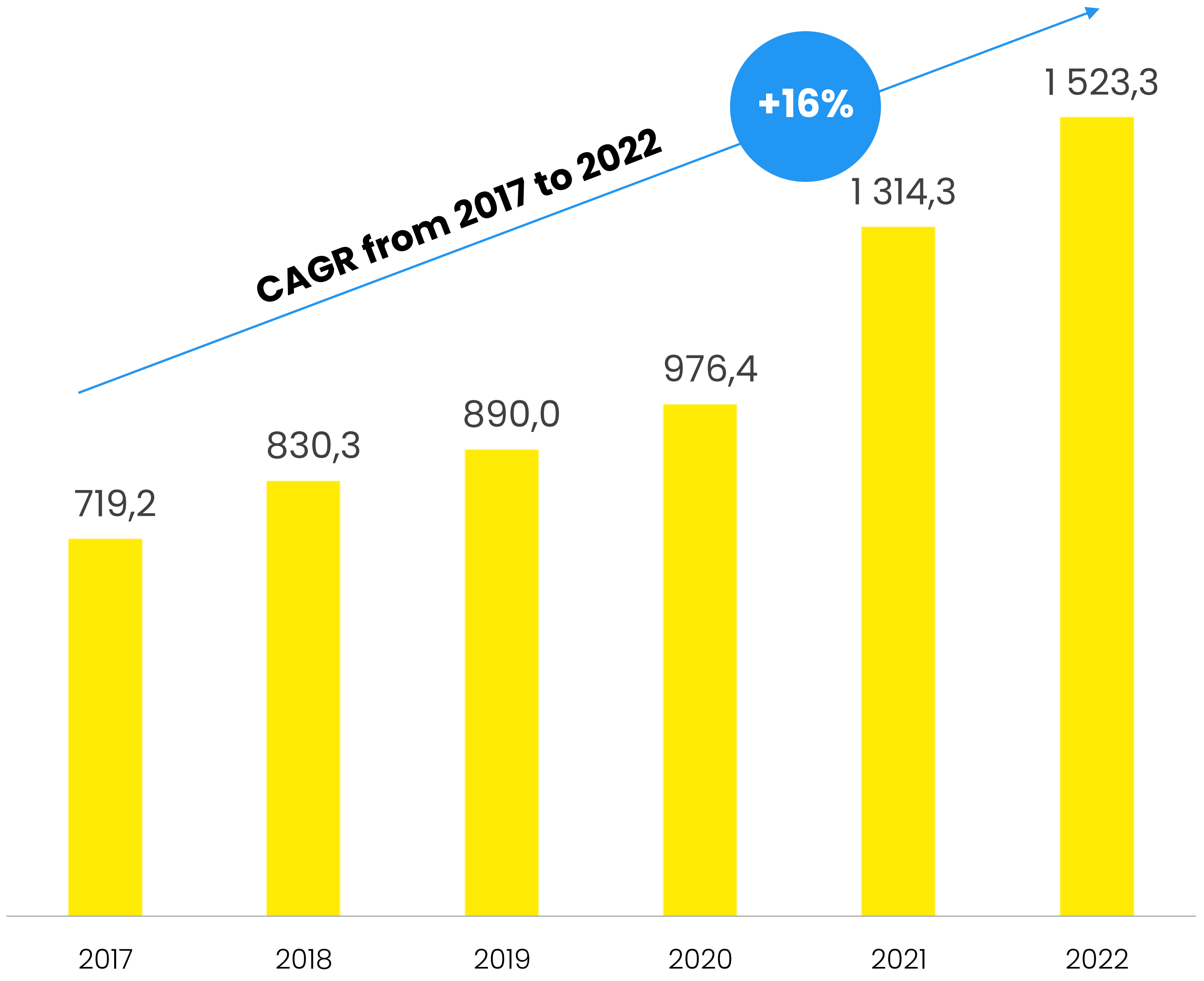
** Data for business day 31.03.2023 / LTM*

TIM Group – increase in sales revenue

Sales Revenue (mln PLN)



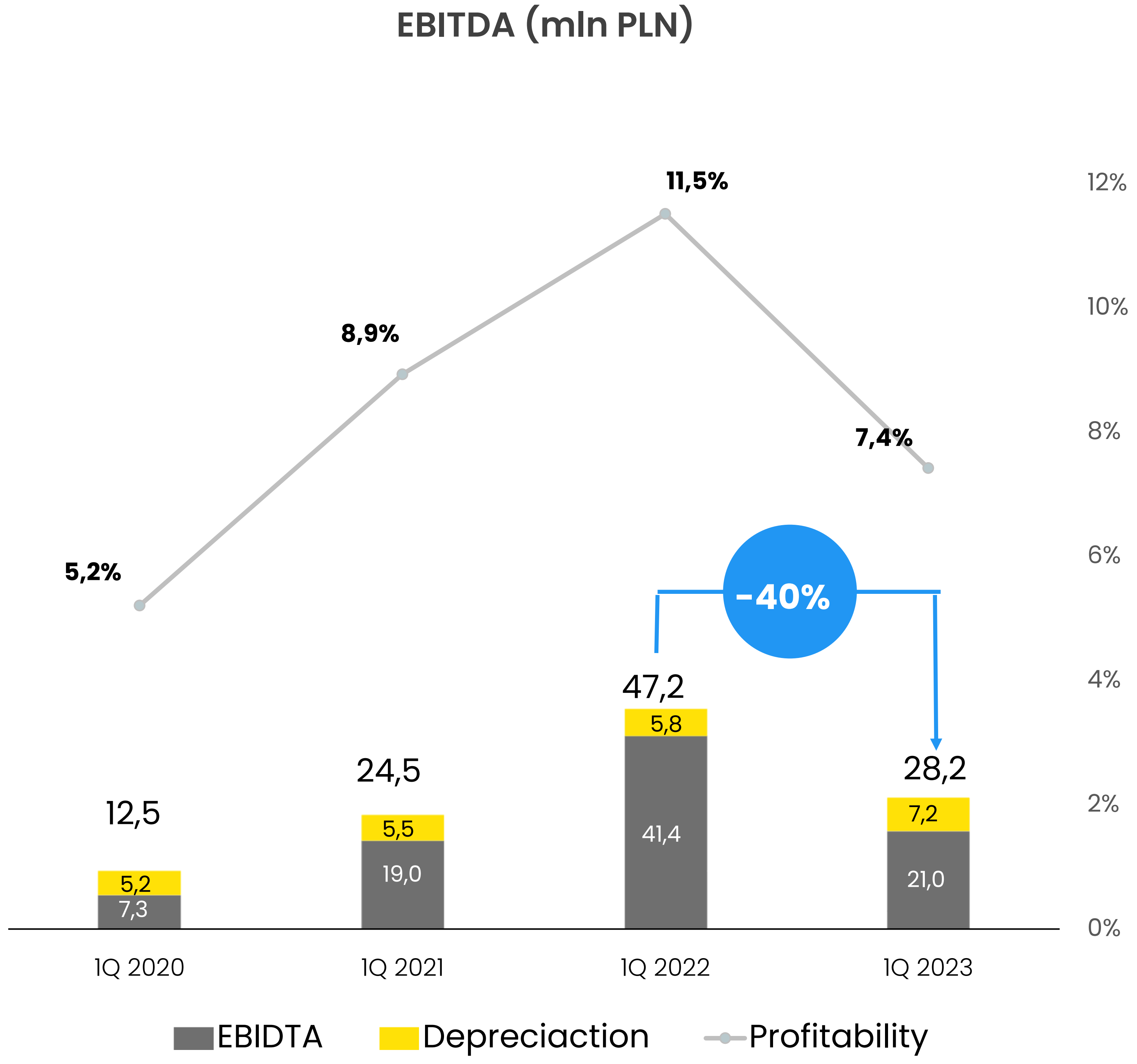
Revenue: 2017-2022 (mln PLN) & its average annual growth

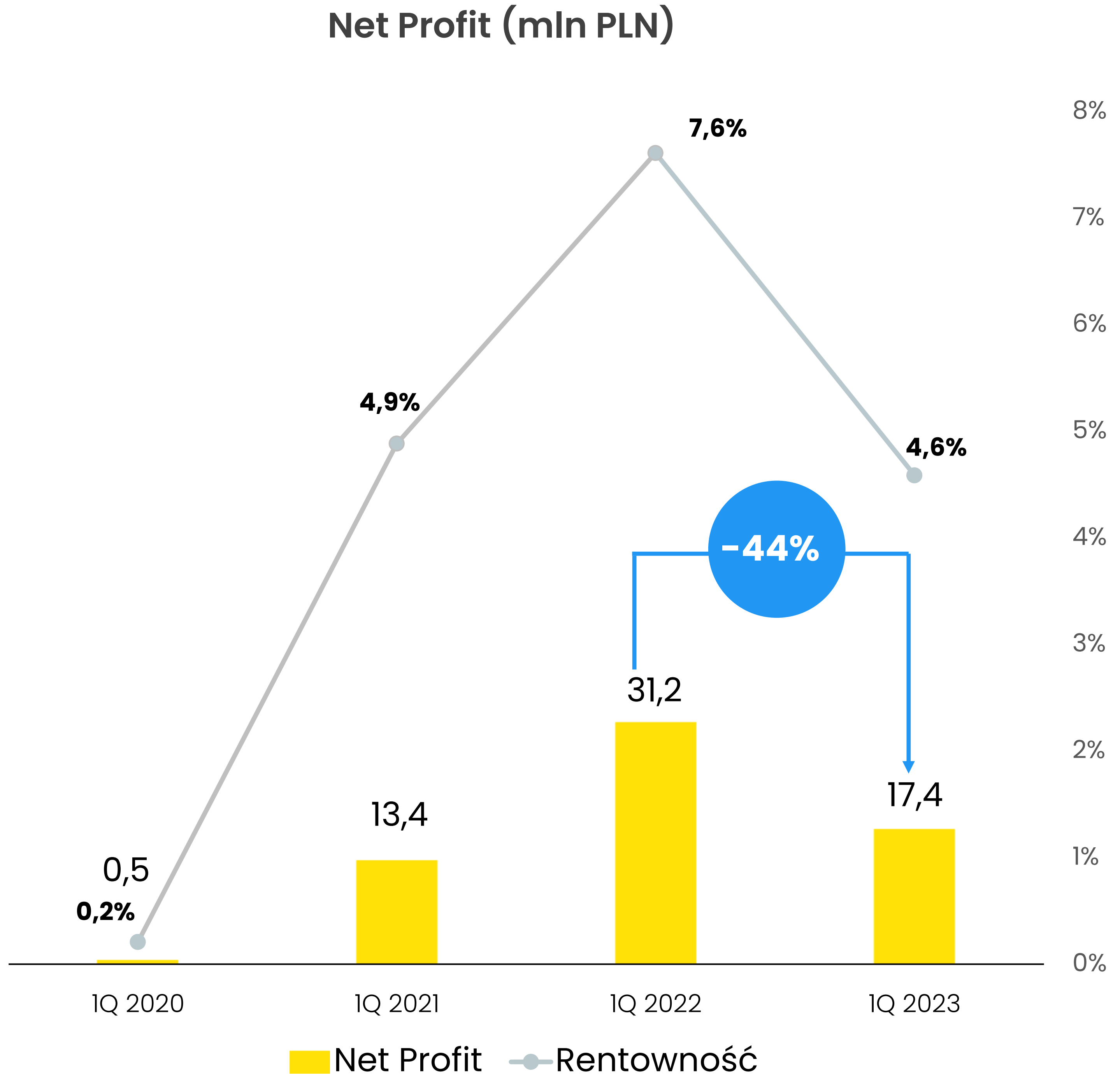


- 7% decrease y/y. revenues in the first quarter 2023, resulting from a very high base from the first quarter in 2022

- The twofold increase in turnover in 2017-2022 confirms the Group's development ambitions

TIM Group – profitability of EBITDA & Net Profit

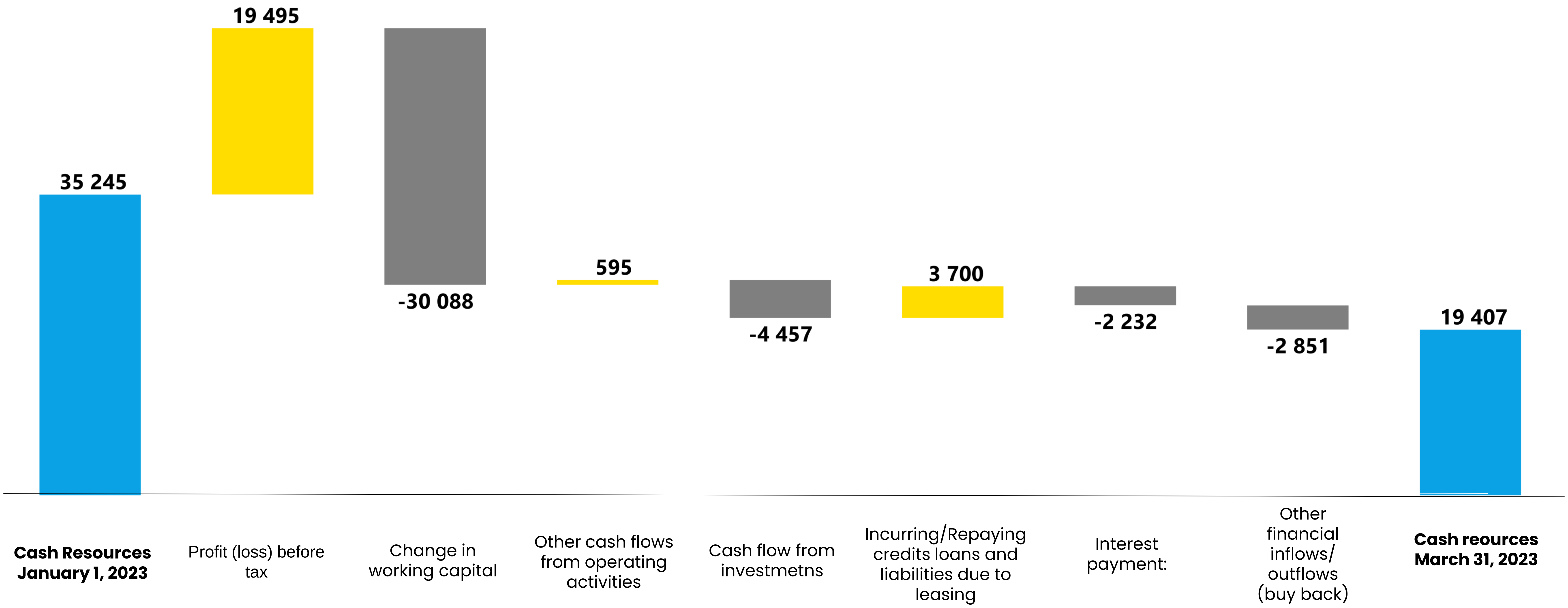




- EBIDTA decline due to high base in Q1 2022
- Maintaining good EBITDA profitability.

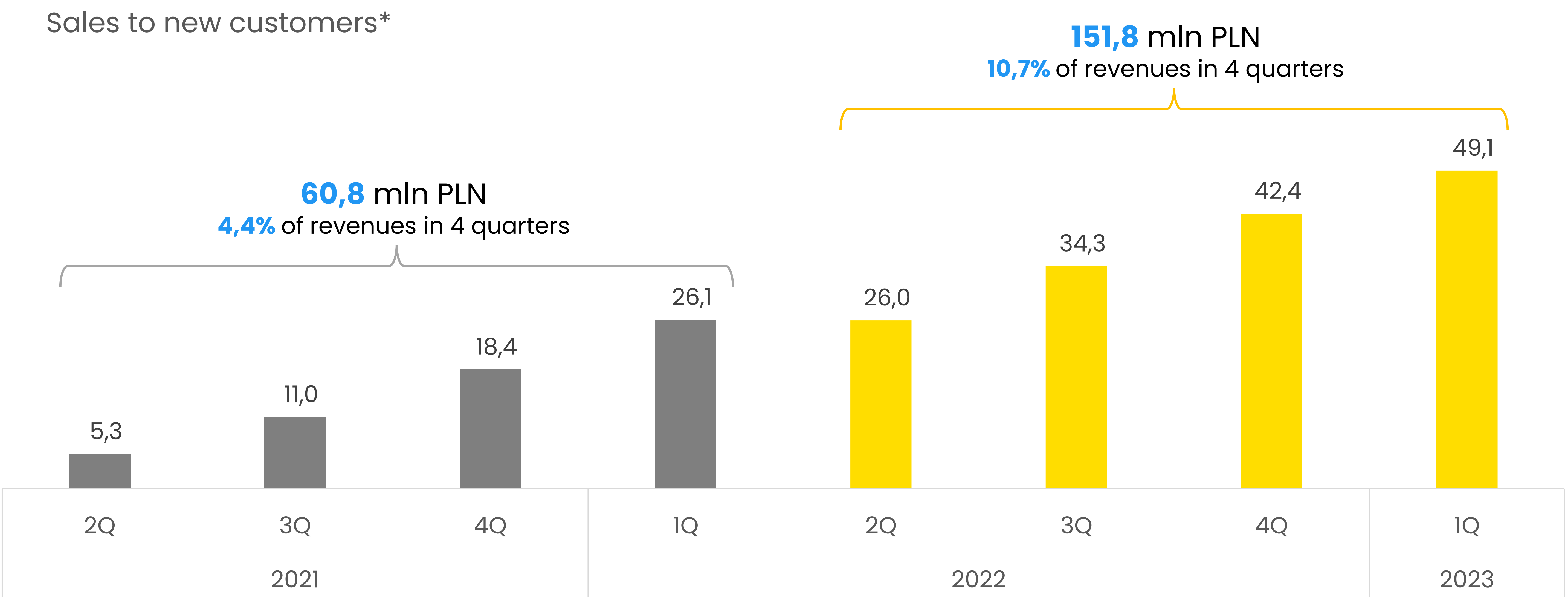
- 44% decrease in net profit due to lower revenues and lower TIM gross margin

TIM Group – cash inflows



Sales Results
TIM SA

TIM S.A. – sales to new customers*

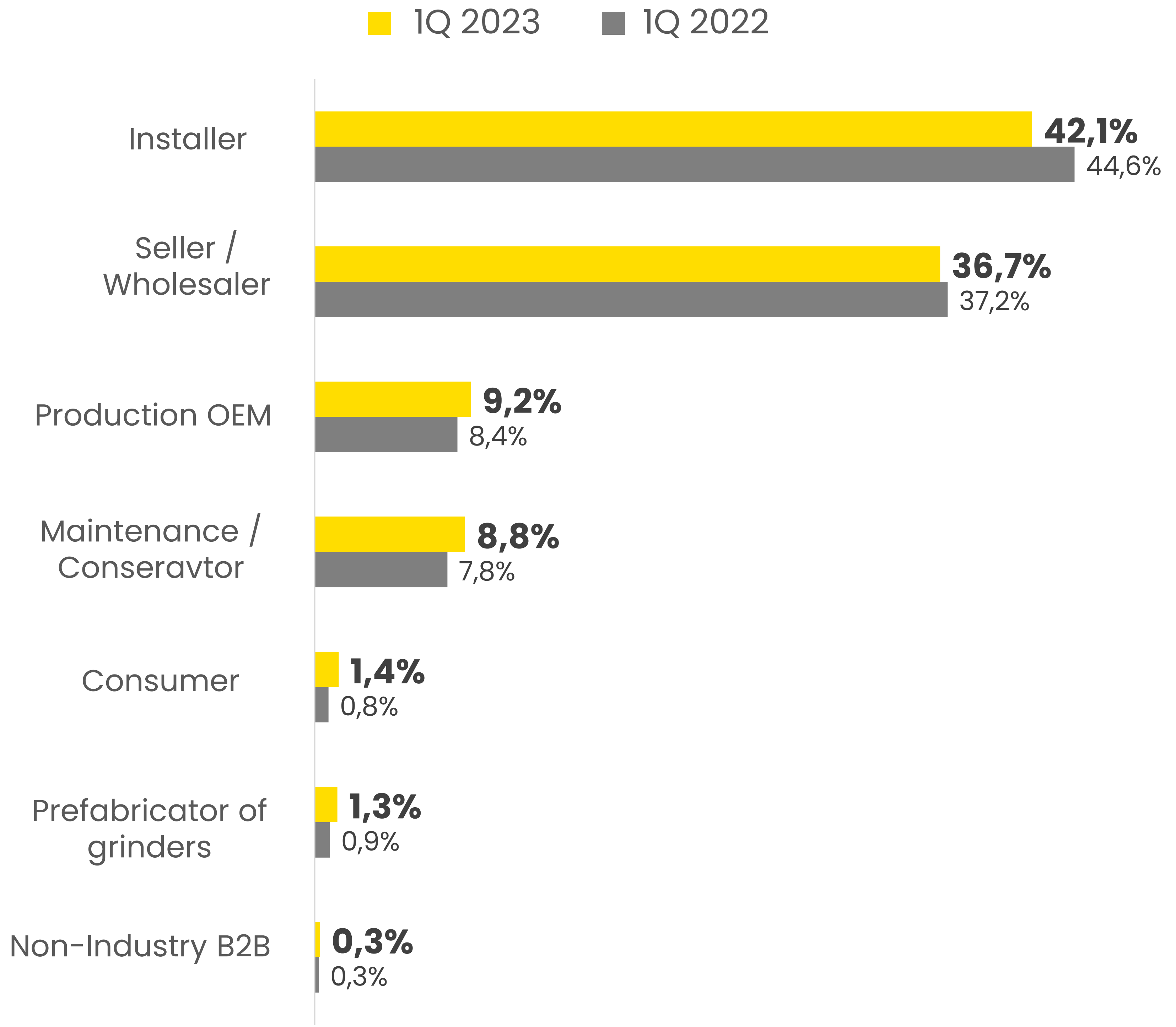


- Sales to new customers came to near 11% of the total realized sales as of the 2nd quarter of 2022 to the 1st quarter of 2023 .
- Growing sales to new customers is a significant competitive advantage

** clients with whom cooperation began on April 1, 2021*

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

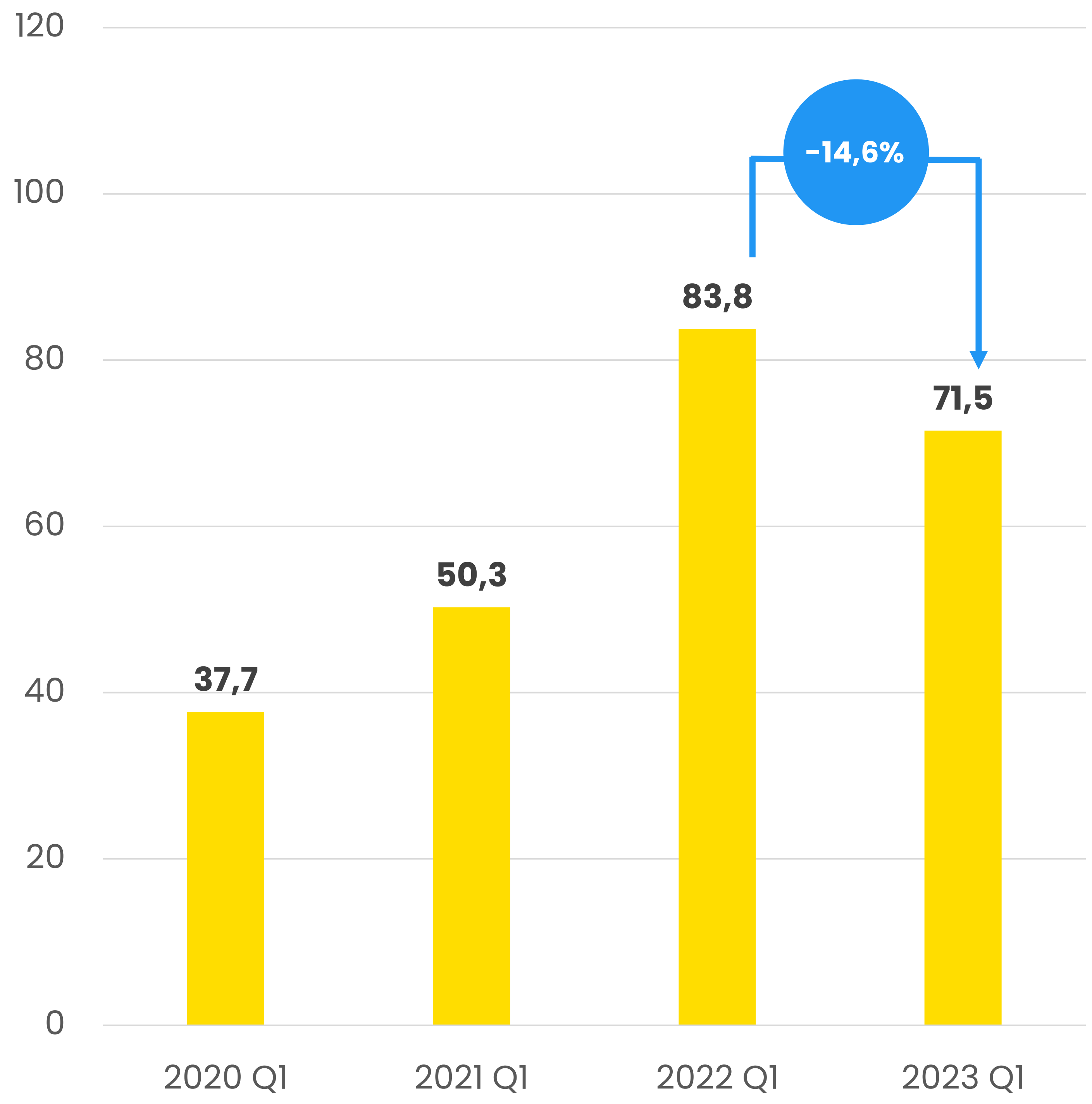
Revenue divided into customer segments



- End of 1st Quarter 2023 number of key clients* came to 23 208, which means growth. of18,7% yr,/yr.

A customer who buys more than 1.5 thousand PLN per month in the last 12 months

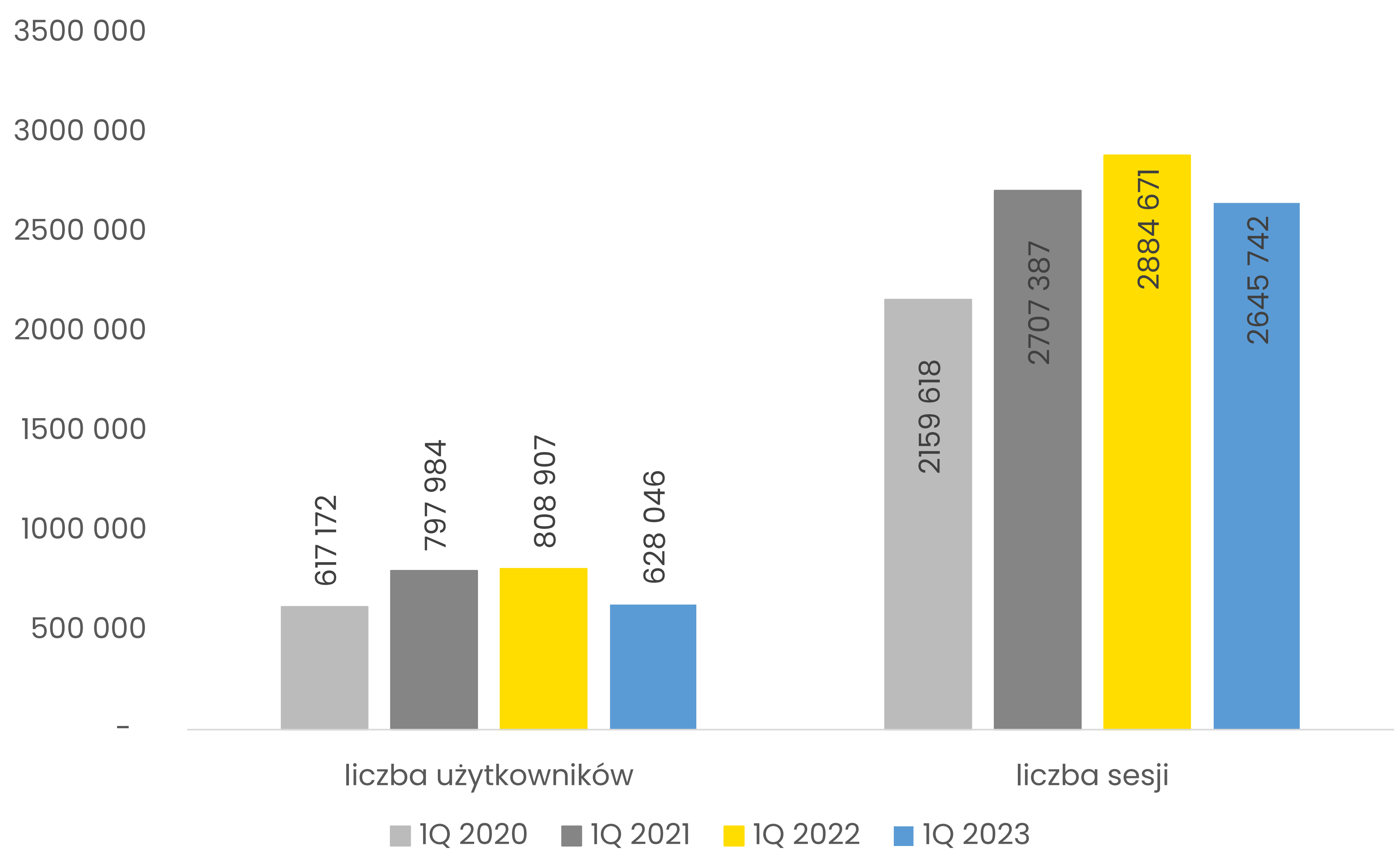
Gross Margin on Sales (mln PLN)



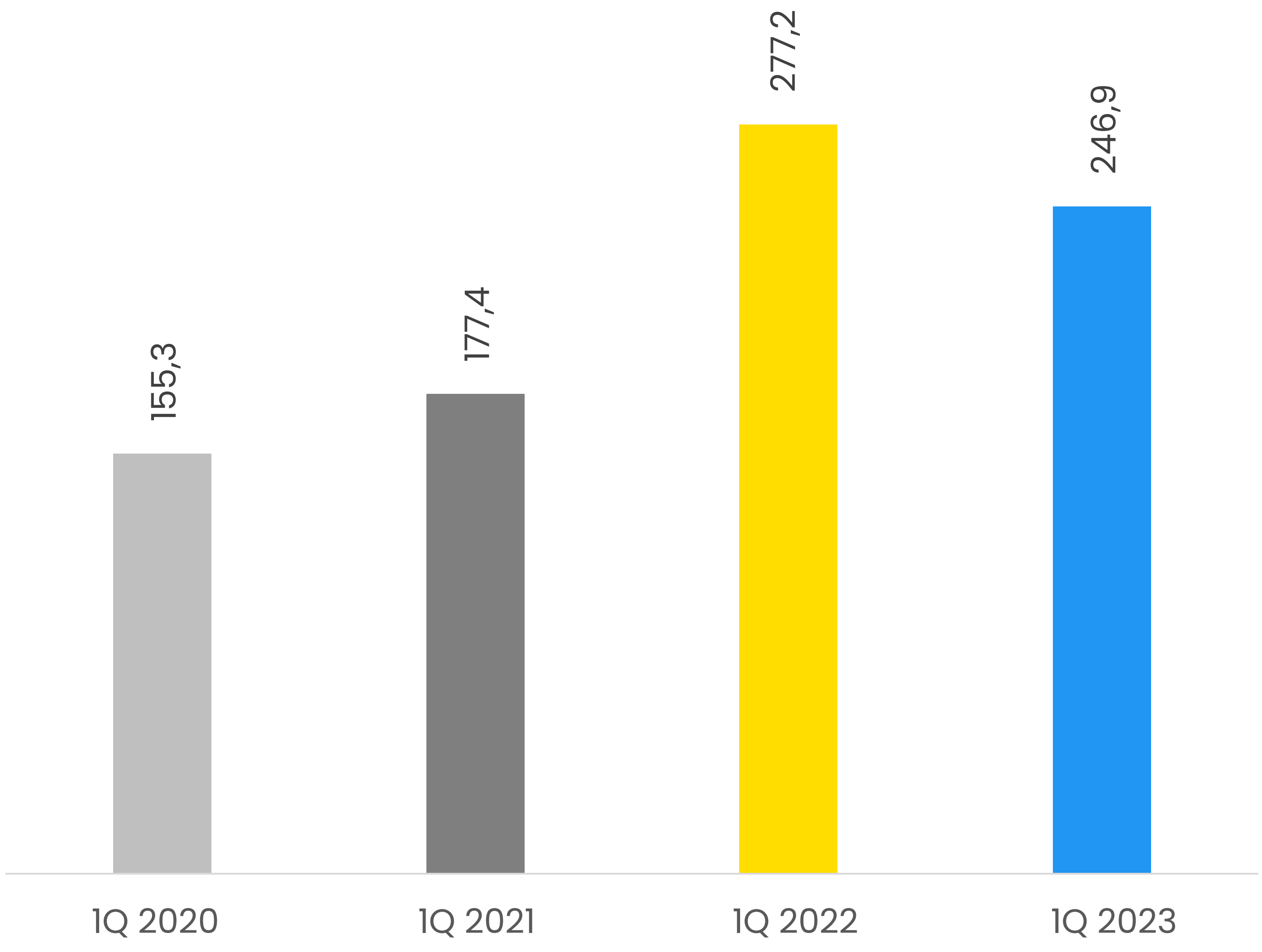
- The decrease in demand and a significant improvement in availability resulted in an increase in competition on the market, which limited the possibility of generating high margins on sales

TIM S.A. - Effectiveness of the e-commerce segment

Number of users and sessions



E-commerce Sales (mln PLN)



+83%

Incease up to 8,94 indicator page/session

35,8%

share of traffic from mobile devices

+12,3%

Increase in conversion rate value

Tender offer for TIM shares

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

- On April 20, 2023**, a Tender Offer for the sale of 100% of TIM S.A. shares was announced. by FEGA & Schmitt Elektrogroßhandel GmbH, part of the Würth Group.**

- **Subscriptions in the Tender Offer will be accepted by brokerage houses from April 26 to July 4, 2023.**

- The price offered in the Tender Offer is PLN 50.69 per share, which means:

+93,8%
premium over the last closing price prior to the Company's announcement of its review of strategic options on August 22, 2022.

+67,0%
premium compared to the 6-month average price weighted by the volume of the Company's shares preceding the date of announcement of the intention of the Tender Offer

+51,7%
premium compared to 3-month average price weighted by the volume of the Company's shares preceding the date of announcement of the intention of the Tender Offer

+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 Tender Offer

Tender Offer to TIM S.A. shares (2)

- Major shareholders and key managers of TIM S.A., including Krzysztof Folta, President of the Management Board of the Company, and Krzysztof Wieczorkowski, Chairman of the Supervisory Board, **have already signed agreements under which they undertake to sell their shares under the Tender Offer.**
- **The Summoner's goal is to achieve 100% of votes at the AGM.**
- **The Bidder intends to withdraw TIM S.A. from the Warsaw Stock Exchange.**
- **On April 28 Management Board of TIM S.A. submitted the position that the price proposed in the Tender Offer corresponds to the fair value of the Company. The position was accompanied by a fairness opinion prepared by KPMG**

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.

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

Contact:

Michał Kostrowicki
Corporate Communications Mangaer
TIM S.A.
ul. Jaworska 13
53-612 Wrocław

m.kostrowicki@tim.pl
+48 726 004 981