

9M 2025 Results

6 November 2025



Q3 2025 Highlights



Solid Group and Domestic operational and financial delivery, results on track

TIM Consumer: price dynamic marginally improving in Italy, PosteMobile MVNO signed, *TIM Energia* launched

TIM Enterprise: robust Cloud revenue growth, Lol signed for JV with Poste on sovereign open-source Cloud and AI

TIM Brasil: highly rational market, persistent growth and improving cash generation

Best non-IG corporate bond placement in last three years

9M '25 results on track both at Group and Domestic level

2025 organic figures, YoY comparison based on 2024 like-for-like, MSA and TSA included, Sparkle excluded unless otherwise specified, €bn and YoY trend ⁽¹⁾

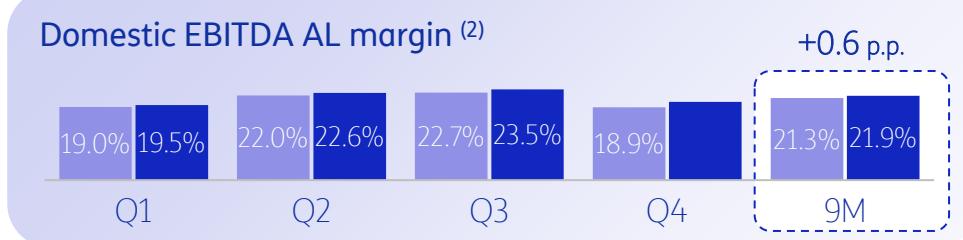
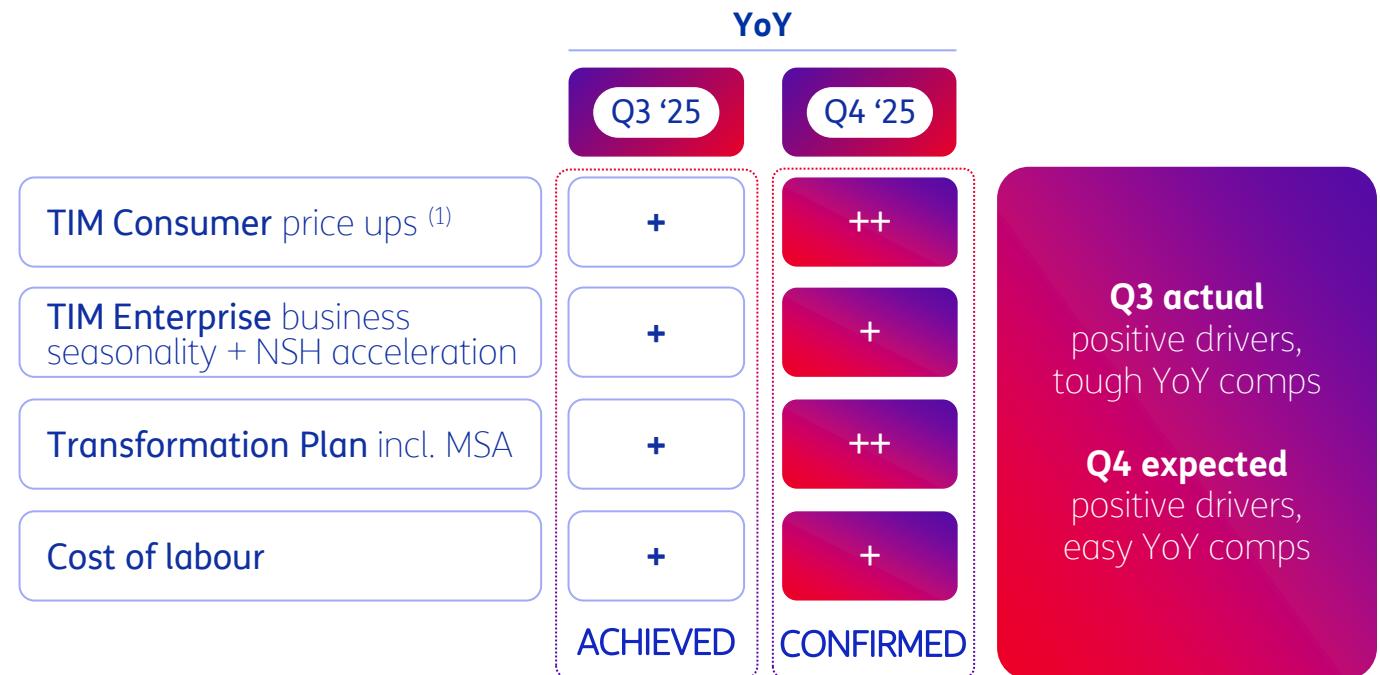
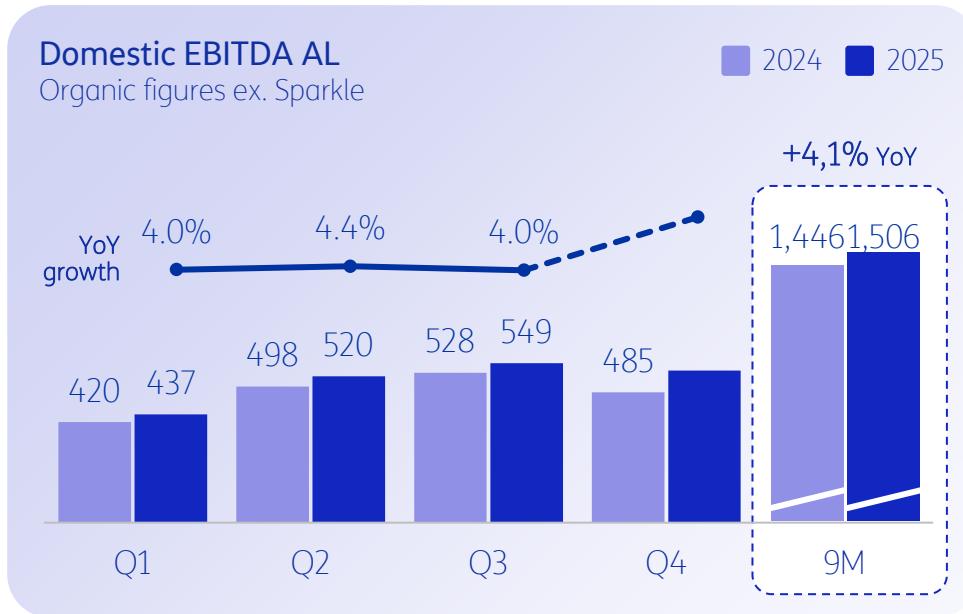


(1) Group figures at average exchange-rate YTD 6.32 R\$/€. Excluding non-recurring items and exchange rate fluctuations

(2) Adjusted Net Debt After Lease / LTM Organic EBITDA After Lease

Positive drivers unfolding, strong YoY EBITDA AL acceleration expected in Q4

All figures in €m



Q3 Domestic EBITDA AL margin increase
+0.8pp YoY, +0.9pp QoQ

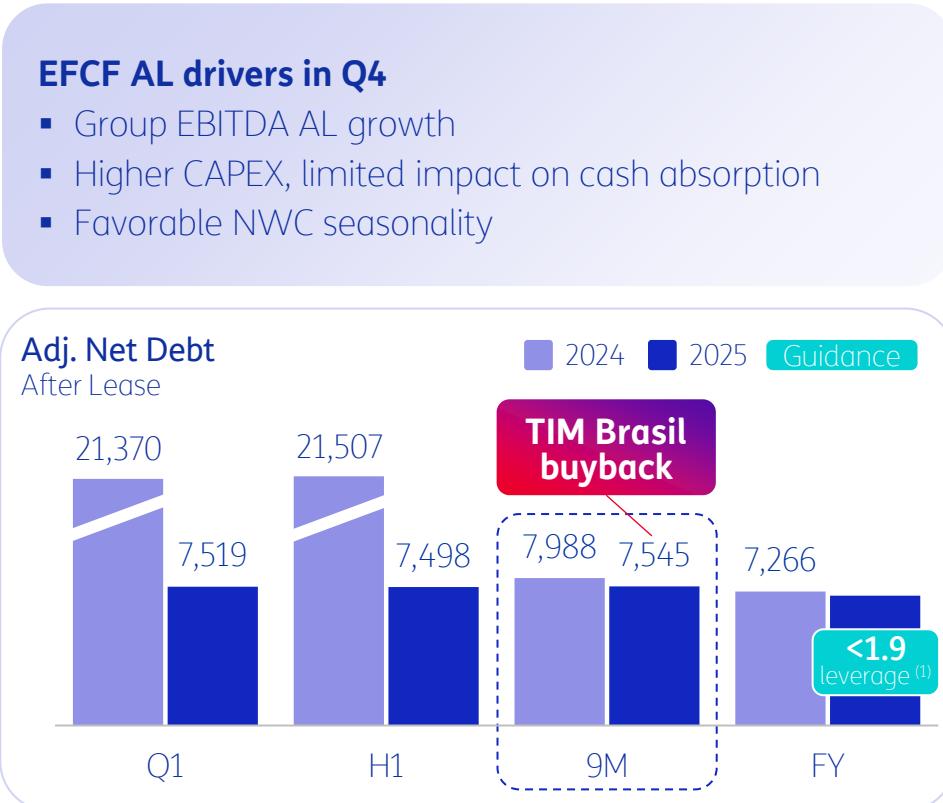
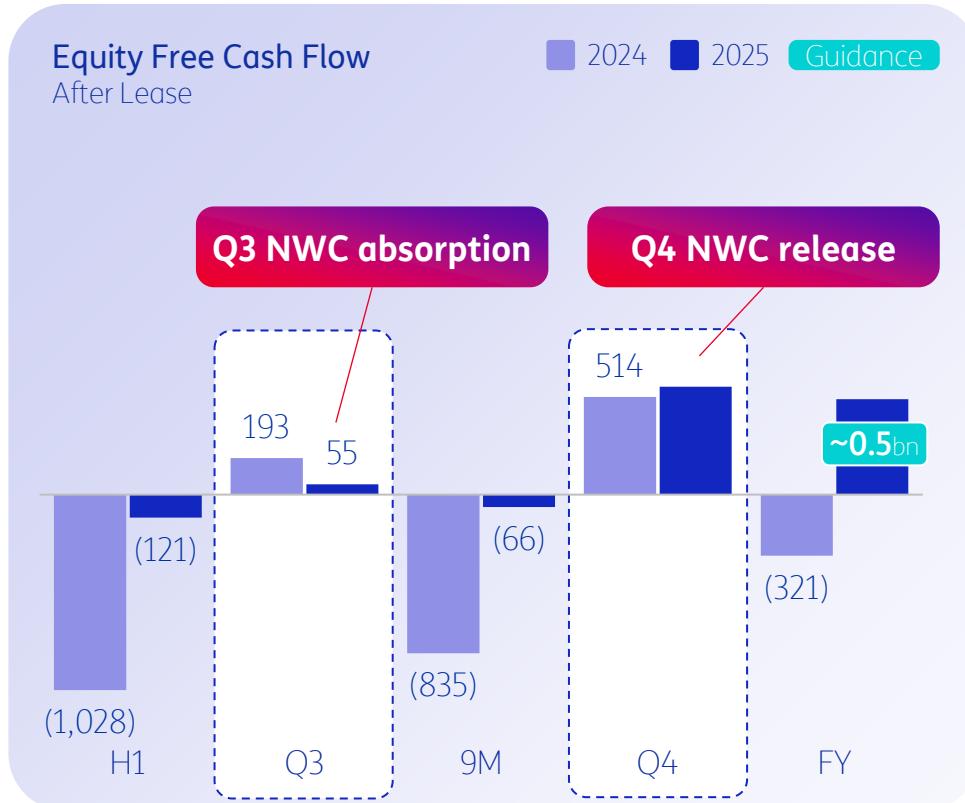


(1) Both on Consumer and SMB segment

(2) Domestic EBITDA After Lease / Domestic Revenues

EFCF AL consistent with expected trajectory, ramp-up in Q4

Figures incl. Sparkle, €m. H1 '24 TIM Group Integrated view figures



(1) Adjusted Net Debt After Lease / LTM Organic EBITDA After Lease; including the effect of '98 Concession fee on Net Debt, leverage would be ~1.7x

TIM Consumer with resilient top line

Organic figures, €bn and YoY trend



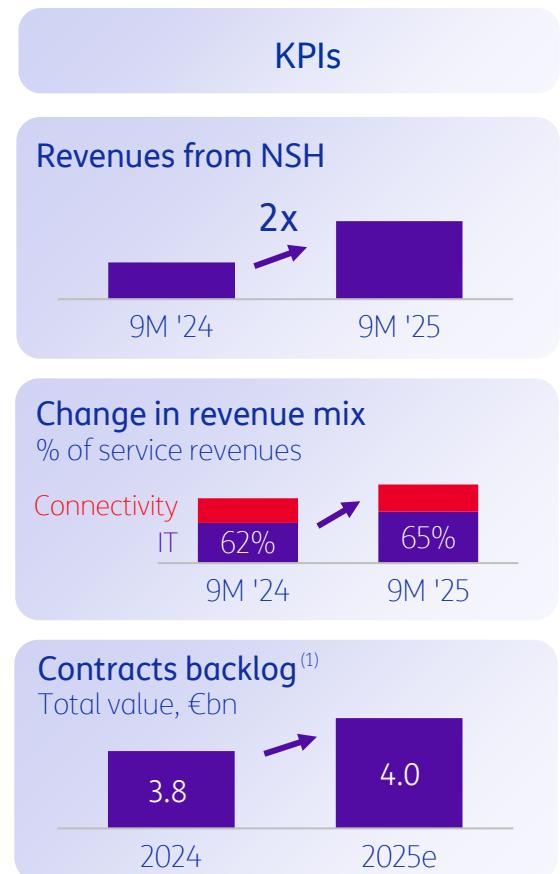
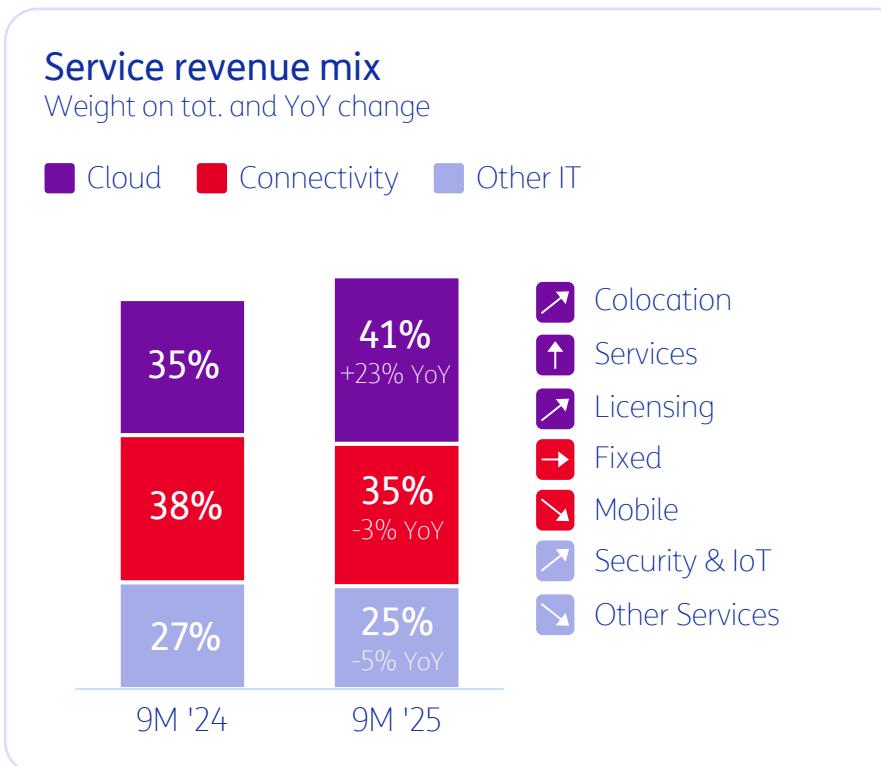
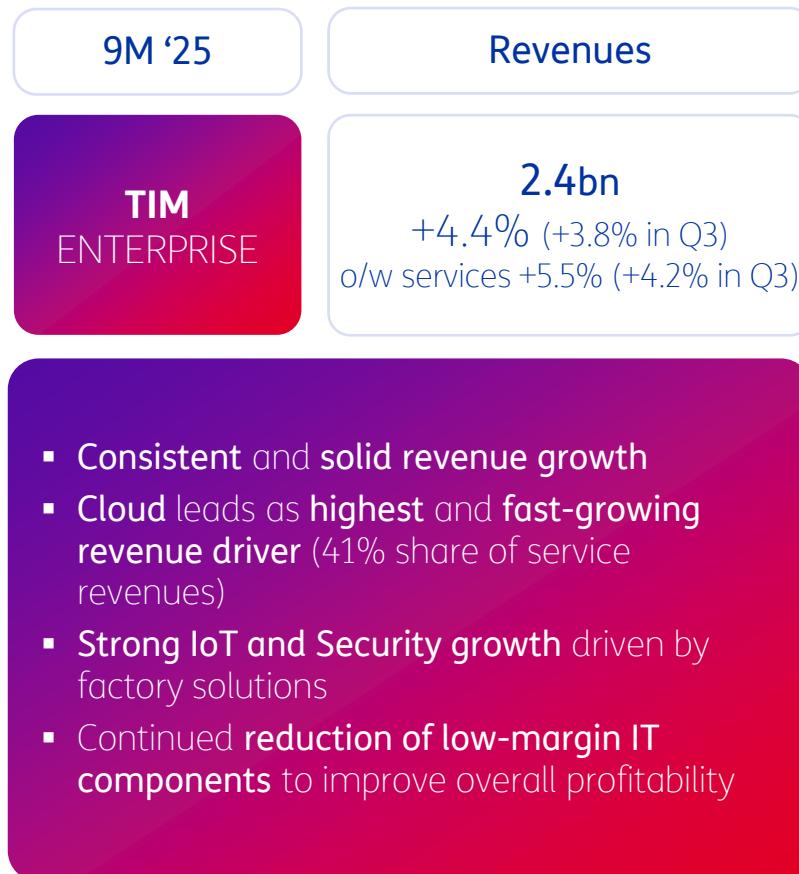
(1) Q3 '25 Fixed ARPU €32.5 (+5.6% YoY)

(2) Q3 '25 Mobile ARPU €10.7 (-0.5% YoY)

(3) Q3 '25 Consumer mobile churn 1.6% (as in Q3 '24), Q3 '25 Consumer fixed churn 1.3% (1.2% in Q3 '24)

TIM Enterprise solid growth fueled by Cloud services

Organic figures, €bn and YoY trend



Figures may not add up due to roundings

(1) Revenues from signed contracts to be delivered

TIM Brasil further delivering on operational excellence

Organic figures, €bn and YoY trend ⁽¹⁾



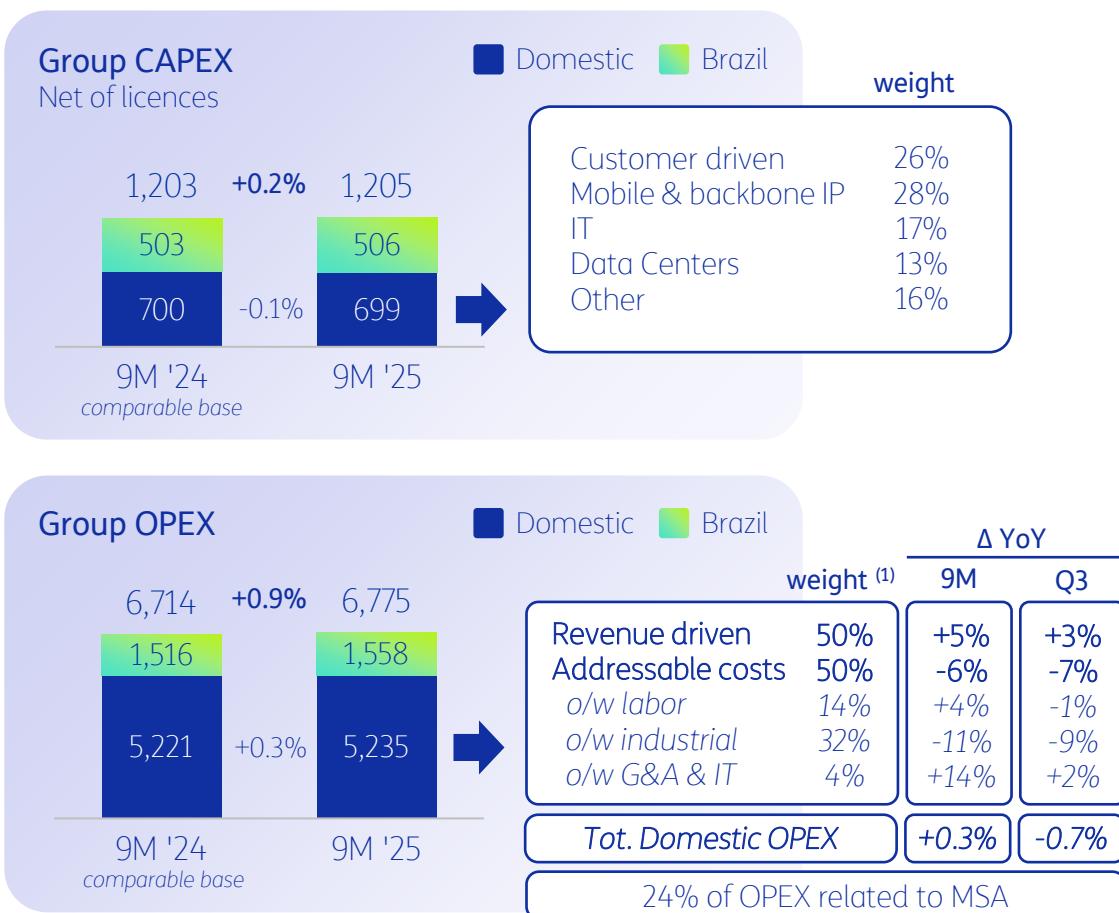
TIM Brasil #1 for 5G coverage of large cities



(1) Average exchange-rate YTD @ 6.32 R\$/€ (2) +2.7% vs. 5.2% IPCA LTM

Thorough CAPEX and OPEX control with Transformation Plan well on track

Organic figures ex. Sparkle, €m



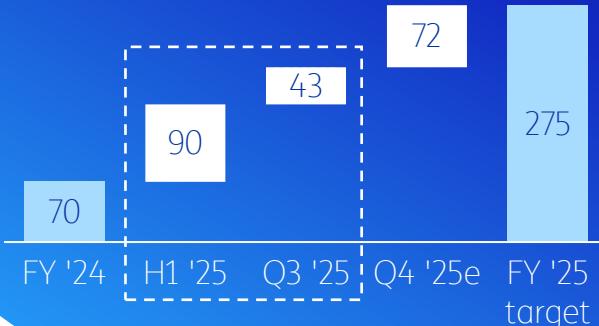
Domestic Transformation Plan

mitigating inertial total cash costs increase

Domestic EBITDA AL minus CAPEX
Savings vs inertial plan, €m

Cumulative savings 2025 savings

133m savings in 9M '25
65% of FY target achieved



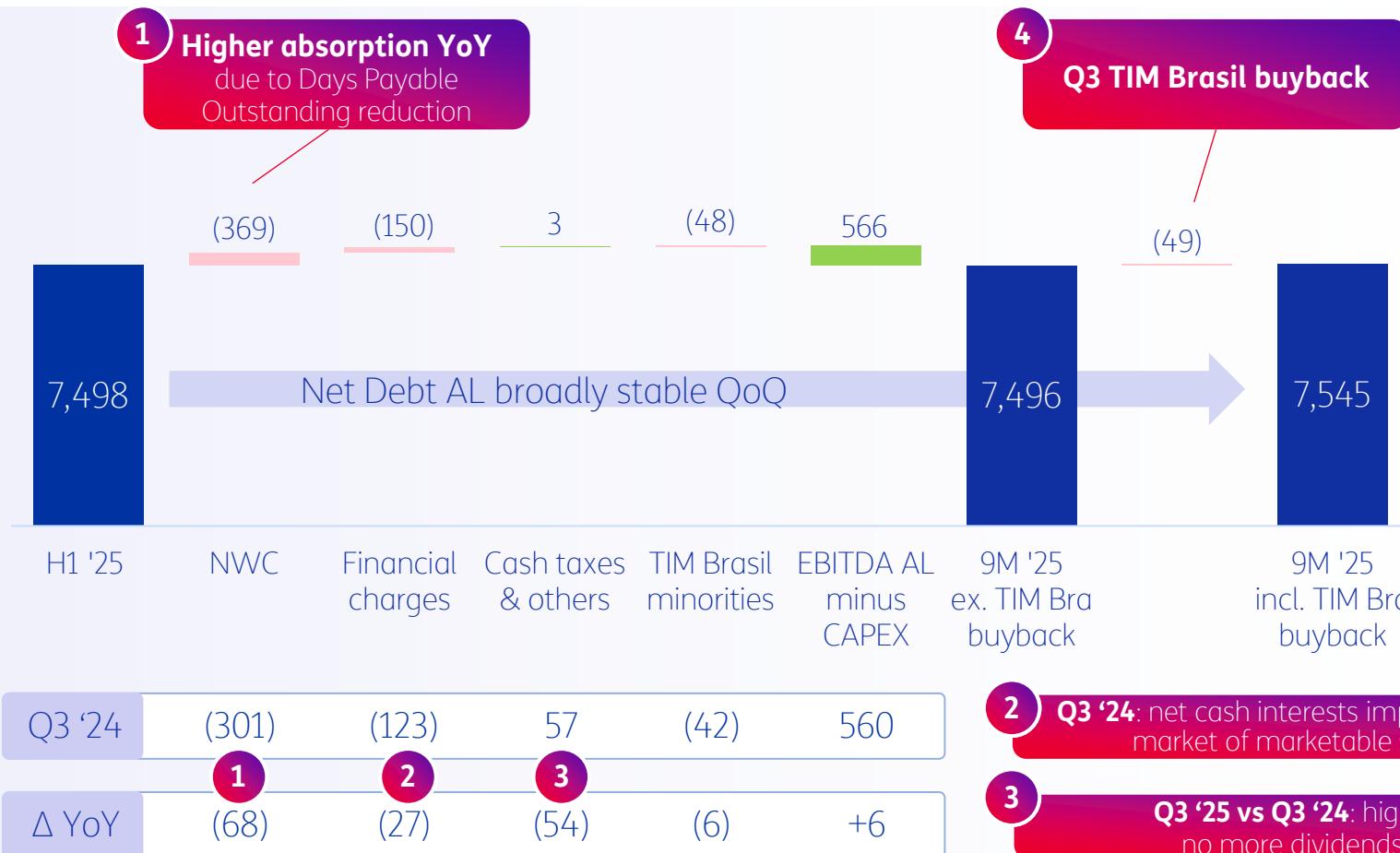
Key drivers in 9M

- Legacy technologies decommissioning
- ICT vendor consolidation
- Calibration of service profile on legacy customers @ effective service needs
- Labour cost optimization

(1) Weight on 9M '25 Domestic OPEX excluding capitalized costs and other income

Net debt AL evolution on track

Adjusted Net Debt After Lease, €m



WHAT TO EXPECT IN Q4

Positive Net Working Capital contribution due to favorable seasonality



TIM/Poste Italiane areas of synergies

TIM
CONSUMER

Posteitaliane

MVNO contract for PosteMobile



Contract signed
Migration in Q1 2026

Launch of TIM Energia powered by Poste Italiane



Available in 750+ TIM stores
Positive market reaction

Cross selling initiatives on retail and SMB customers



Under evaluation

TIM
ENTERPRISE

Posteitaliane

Cost savings from joint procurement



Under evaluation

JV with Poste on Cloud services based on Generative AI
and open-source technologies



Letter of Intent signed



Closing remarks



Results and cash dynamic on track,
strong acceleration expected in Q4

Guidance confirmed

Developing the strategic partnership with Poste Italiane,
ongoing initiatives to generate synergies

Q&A

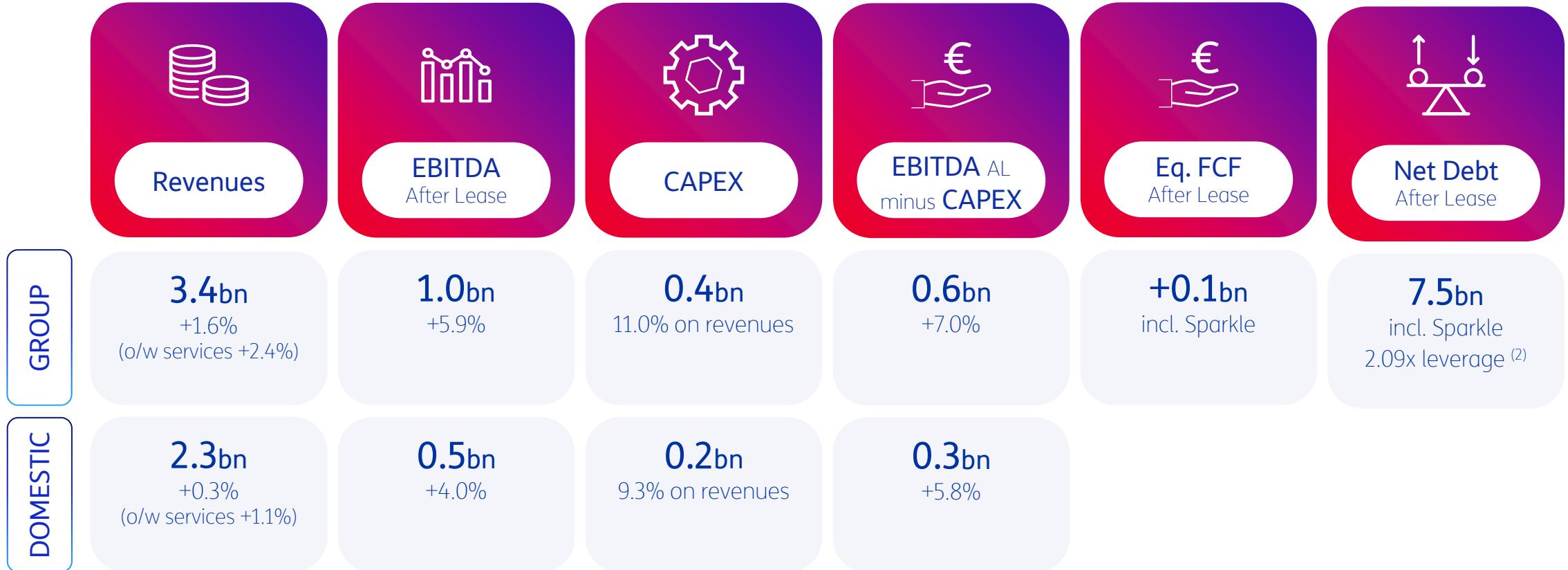


Annex



Q3 '25 results on track both at Group and Domestic level...

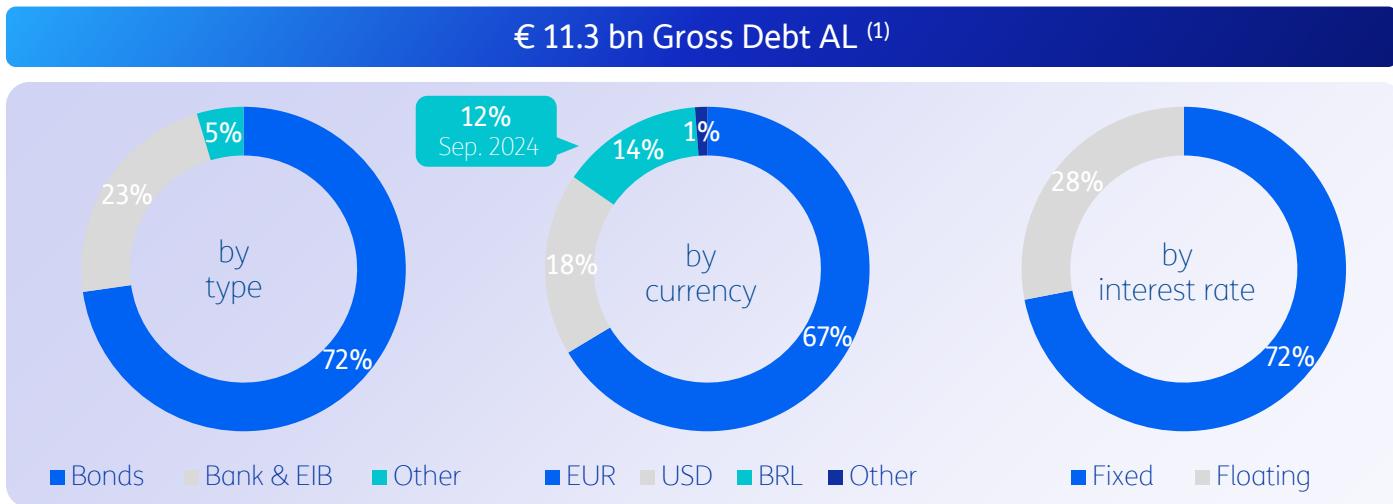
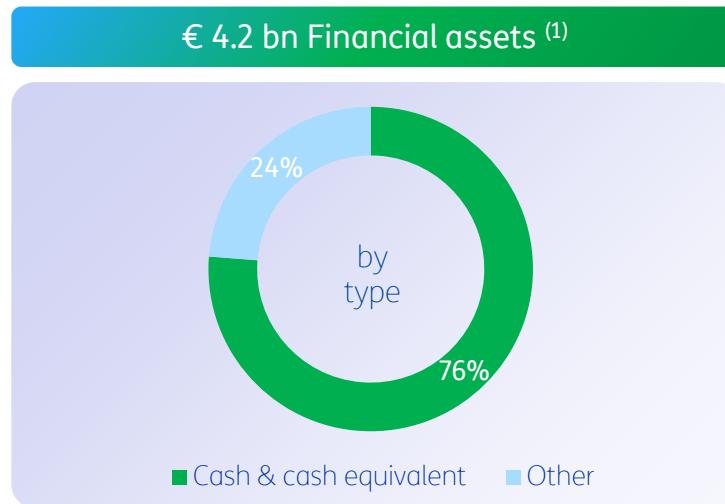
2025 organic figures, YoY comparison based on 2024 like-for-like, MSA and TSA included, Sparkle excluded unless otherwise specified, €bn and YoY trend ⁽¹⁾



(1) Group figures at average exchange-rate YTD 6.32 R\$/€. Excluding non-recurring items and exchange rate fluctuations

(2) Adjusted Net Debt After Lease / LTM Organic EBITDA After Lease

Capital structure



(1) Net of the adjustment due to the fair value measurement of derivatives and related financial liabilities/assets and discontinued operations

(2) Nominal amount. Average maturity: 5.8 years (bond 6.4 years)

Guidance 2025-'27

Excluding Sparkle and the effects of '98 Concession Fee. Organic pro-forma P&L figures ⁽¹⁾, €bn, YoY growth and 2024-'27 CAGR

TIM GROUP
TIM DOMESTIC

	2024 actual	2025	2026	2027
	Revenues 13.7 9.4	2-3% growth 1-2% growth		~3% CAGR 2-3% CAGR
	EBITDA After Lease 3.6 1.9	~7% growth 5-6% growth		6-7% CAGR 5-6% CAGR
	CAPEX on revenues 14.6% 12.9%	~14% 12-13%		~13% ~11%
	Eq. FCF After Lease ^(2, 3) ~0.5		~0.9	~1.1
	Leverage ⁽⁴⁾ <2.0x	<1.9x ⁽⁵⁾		

(1) Excluding non-recurring items, change in consolidation area and exchange rate fluctuations. Group P&L figures @ avg. exchange-rate 5.83 R\$/€) (2) TIM Brasil flows based on annual exchange-rate published in Bloomberg Survey based on major banks projections as of 9 January '25 (avg. exchange rate @ 6.18 R\$/€ in '25, 6.37 R\$/€ in '26 and 6.20 R\$/€ in '27) (3) **Including the effect of '98 Concession fee, 2025 Equity FCF would be ~€ 1.5bn** (4) Adj. Net Debt AL/Organic EBITDA After Lease. Net Debt of TIM Brasil based on consensus exchange rate evolution (EoP exchange rate @ 6.21 R\$/€ in '25) (5) **Including the effect of '98 Concession fee on Net Debt, leverage would be ~1.7x**



Disclaimer

This presentation contains statements that constitute forward looking statements regarding the intent, belief or current expectations of future growth in the different business lines and the global business, financial results and other aspects of the activities and situation relating to the TIM Group. Such forward looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ materially from those projected or implied in the forward-looking statements as a result of various factors. Consequently, TIM makes no representation, whether expressed or implied, as to the conformity of the actual results with those projected in the forward-looking statements. Forward-looking information is based on certain key assumptions which we believe to be reasonable as of the date hereof, but forward-looking information by its nature involves risks and uncertainties, which are outside our control, and could significantly affect expected results.

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.

The **9M '25 and Q3 '25 Financial results** are prepared in accordance with the International Financial Reporting Standards issued by the International Accounting Standards Board and endorsed by the EU (designated as "IFRS").

The accounting policies and consolidation principles adopted in the preparation of the **9M '25 and Q3 '25 Financial Results** of the TIM Group are the same as those adopted in the TIM Group Annual Audited Consolidated Financial Statements as of 31 December 2024, to which reference can be made, except for the amendments to the standards issued by IASB and adopted starting from 1 January 2025.

Please note that the **9M '25 and Q3 '25 Financial Results** of the TIM Group are **unaudited**.

Alternative Performance Measures

The TIM Group, in addition to the conventional financial performance measures established by IFRS, uses certain alternative performance measures for the purposes of enabling a better understanding of the performance of operations and the financial position of the TIM Group. In particular, such alternative performance measures include: EBITDA, EBIT, Organic change and impact of non-recurring items on revenue, EBITDA and EBIT; EBITDA margin and EBIT margin; net financial debt (carrying and adjusted amount), Equity Free Cash Flow, Operating Free Cash Flow (OFCF) and Operating Free Cash Flow (net of licenses). Moreover, following the adoption of IFRS 16, the TIM Group uses the following additional alternative performance indicators: EBITDA After Lease ("EBITDA-AL"), Adjusted Net Financial Debt After Lease and Equity Free Cash Flow After Lease.

Such alternative performance measures are **unaudited**.

These figures should not be considered as a substitute for the economic and financial information of which they provide a different detail, are **unaudited**, are produced for explanatory purposes only, and may differ from those that will be published in the financial statements prepared in accordance with IFRS.

- In the **TIM Group 9M 2025** financial results, **Sparkle** has been classified, in accordance with IFRS 5, as **Discontinued operations**, as all the condition necessary for the completion of the sale are met. Therefore, the **TIM Domestic perimeter does not include Sparkle**, unless otherwise specified
- In order to provide a better understanding of business performance, **organic 9M 2024 like-for-like data are presented**. Such data includes Sparkle as a Discontinued Operation (as required by IFRS 5 for comparison purposes), as well as the NetCo transaction as if it had occurred at the beginning of the reporting period (January 1)
- **Cash flows and Net Debt After Lease are based on actual results** either for 2025 and for 2024



Further questions please contact the IR team



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GruppoTIM.it

