



Wrocław | 25.05.2022

# Results Summary For the 1st quarter of 2022



## **AGENDA**

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Markets of Operation

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Financial Results





# About us





# TIM Group in brief

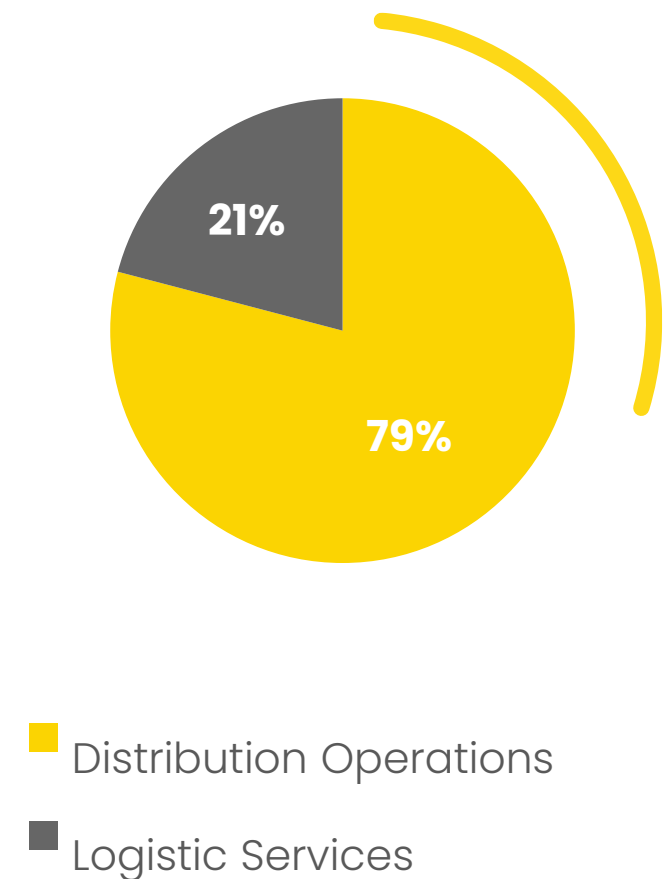


- **Leader of e-commerce B2B in Poland**
- An ambitious development plan based on new development strategy
- Growing financial results and low level of debt
- Attractive dividend policy



- **Dynamically growing player on the e-commerce service market**
- Investment in the expansion of the 3LP area rapidly increases the scale of business
- Strong exposure on the e-commerce sector (infrastructure specialized in the logistic service of customers from that sector )
- Continuation of the development strategy regardless of the suspension of the IPO

**EBITDA LTM GK TIM**  
by lines of business:



# Summary Q1 2022

**1**

## Best annual financial results in the history of the TIM Group

- 410 mln PLN revenues (+49% r/r)
- 47 mln PLN EBITDA (+92% r/r)
- 31 mln PLN net profit (+132% r/r)

**2**

## The adopted dividend policy and the payment of a record dividend for 2021

- Policy assuming payment of dividends in the amount of **one** PLN per share (22,2 mln PLN) + 50% excess net profit TIM over the amount of 22,2 mln PLN
- 53,3 mln PLN – dividend proposal for 2021

**3**

## Completion of work on new long-term 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 plus 250 million PLN EBITDA in TIM S.A.

**4**

## 3LP S.A.

- Construction of a new warehouse 25 thousand square metres + automation
- Continuation of the strategy of further dynamic development, regardless of the suspension of the IPO





# Markets of Operation

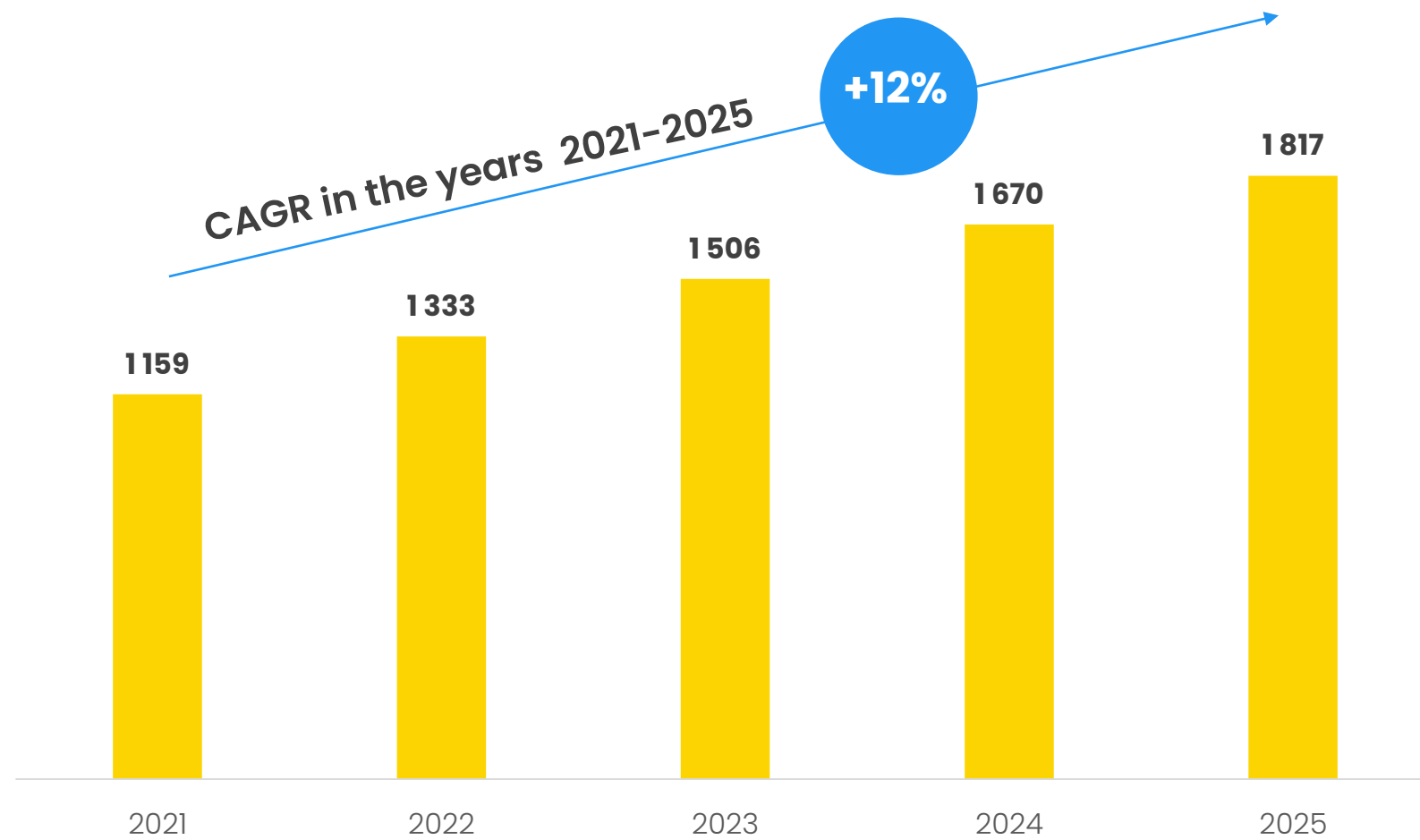




# (e)(m)commerce B2B long-term growth driver

Consumerization of B2B – in the perspective of 5 to 10 years internet pages dedicated to B2C user and to B2B user will be difficult to differentiate. \*

Turnover forecast e-commerce B2B in Europe (in billions USD)



Value of the e-commerce B2B market in Europe (2025)\*\*

## 2 bln USD

### 87%

Poles use the internet\*

### 58,7%

of Polish consumers declare that they buy something online every week.\*

### 76%

of european companies that operate in B2B expect at least stable growth in sales in 2022+\*\*

### 80%

generation Z in USA uses cell phones in order to make a purchase in e-commerce B2B\*

\* "Digital 2022. Global overview report.", we are social, Hootsuite, 2022

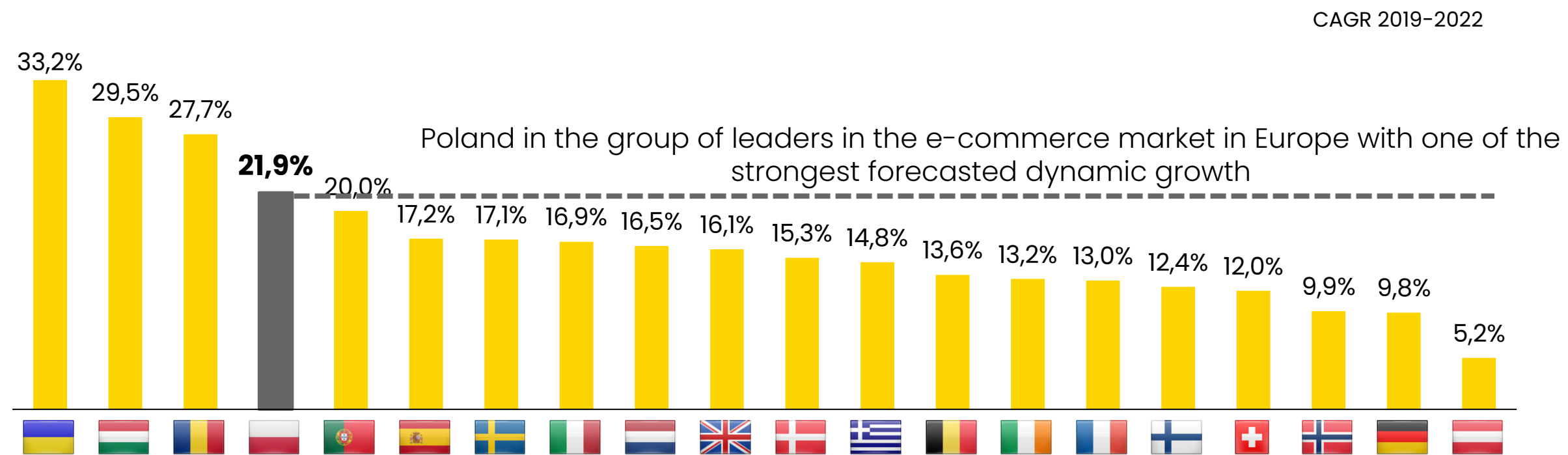
\*\* [digitalcommerce360.com](https://digitalcommerce360.com)



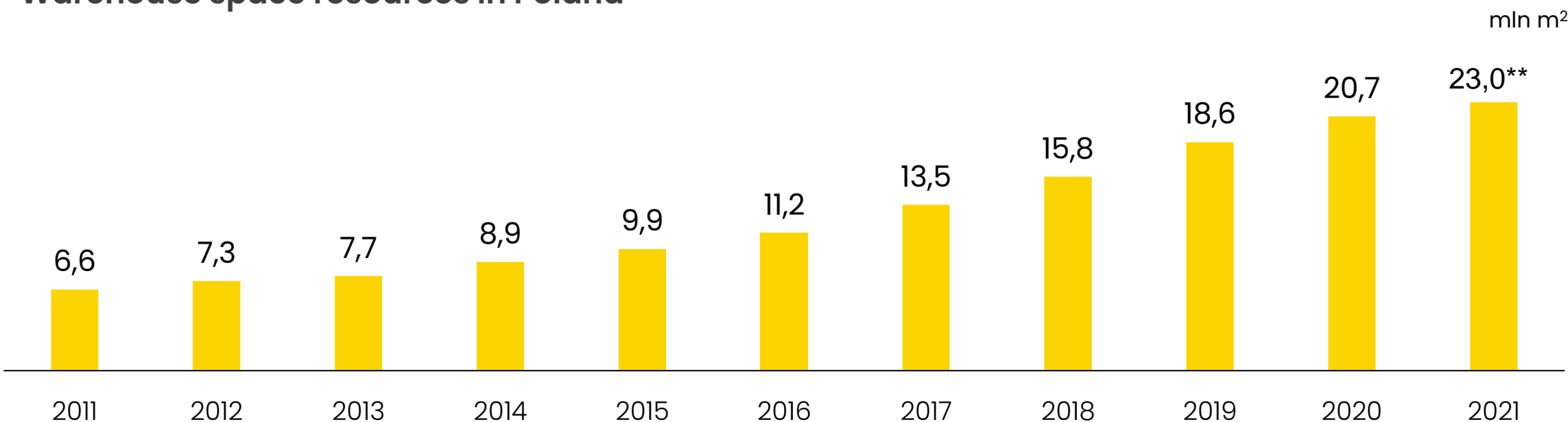


# Growing demand for warehouse space in Poland supported by dynamically developing e-commerce

## Forecasted growth dynamics in e-commerce market\*



## Warehouse space resources in Poland\*



Changing consumer habits support the dynamic growth of e-commerce and rapid digitization of business purchases.

**12%** (up 162 billion PLN in 2026) – estimated CAGR sales growth of online goods in Poland between 2020 and 2026.

**40%** (up to approx. 637 billion PLN) – estimated dynamic growth of e-commerce B2B in Poland in 2021. (year by year)

Growth of e-commerce a key factor in the increase of demand for warehouse space and logistic services.

**Estimated share of e-commerce exceeds 1/3 of the entire demand for warehouse space on the Polish market.**

The pandemic confirmed that efficient logistic processes are the foundation of effective e-commerce activity.

\* Euromonitor, Cushman & Wakefield  
\*\* Data at the end of 3Q2021, forecast





# Financial Results

# Selected financial results of TIM Group

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



**TIM** Grupa Kapitałowa



## Unit data LTM:

**1 387 mln zł**

Unit Revenues TIM

**132 mln zł**

EBITDA unit TIM

**147 mln zł**

Unit Revenues 3LP – logistics

**35 mln zł**

EBITDA unit 3LP – logistics

## Consolidated data GK TIM LTM:

Sales Revenues:

**1 450 mln zł**

EBITDA:

**167 mln zł**

Net profit:

**110 mln zł**

Total Assets\*:

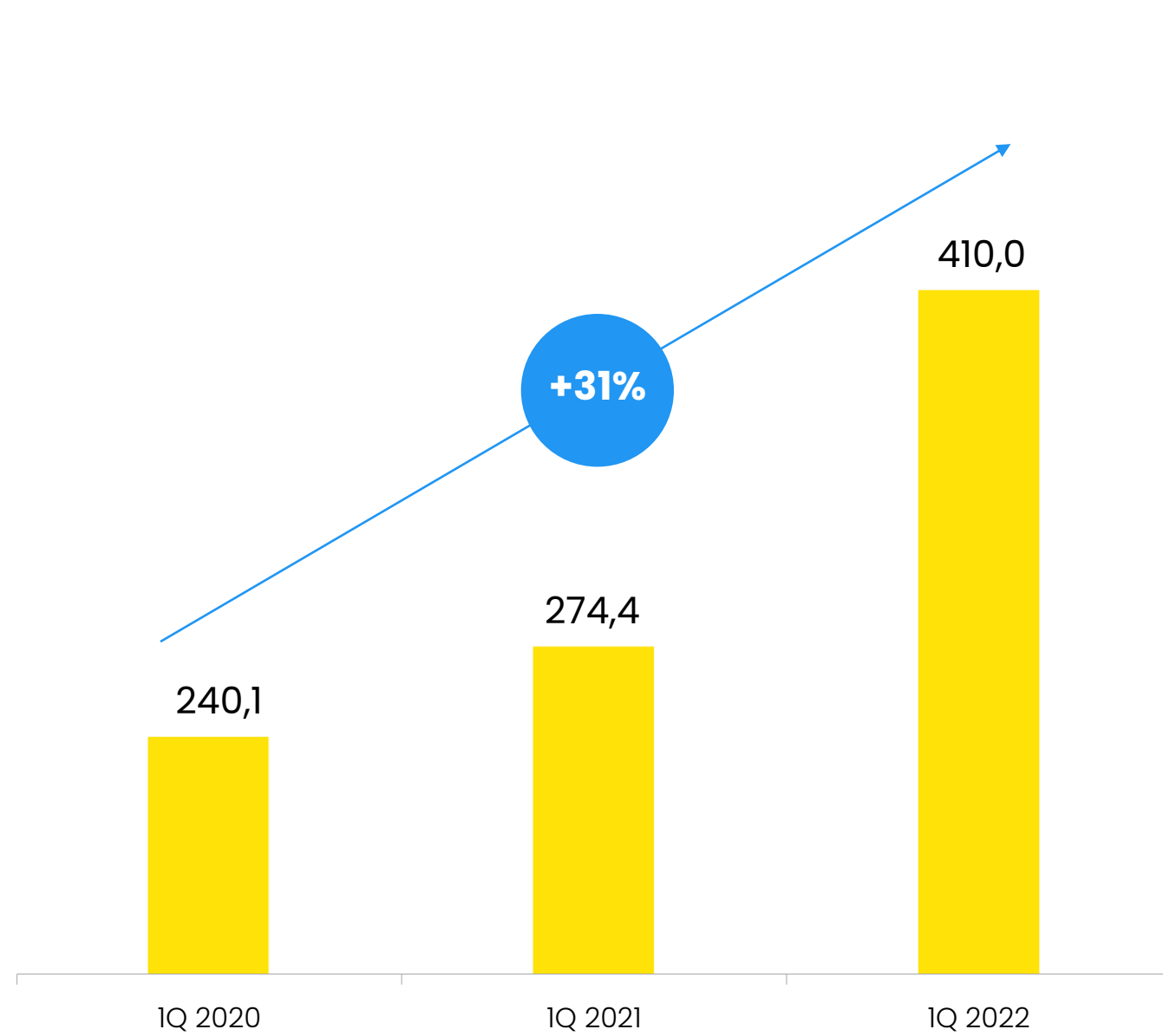
**668 mln zł**

\* Data for the balance sheet date: 31.03.2022



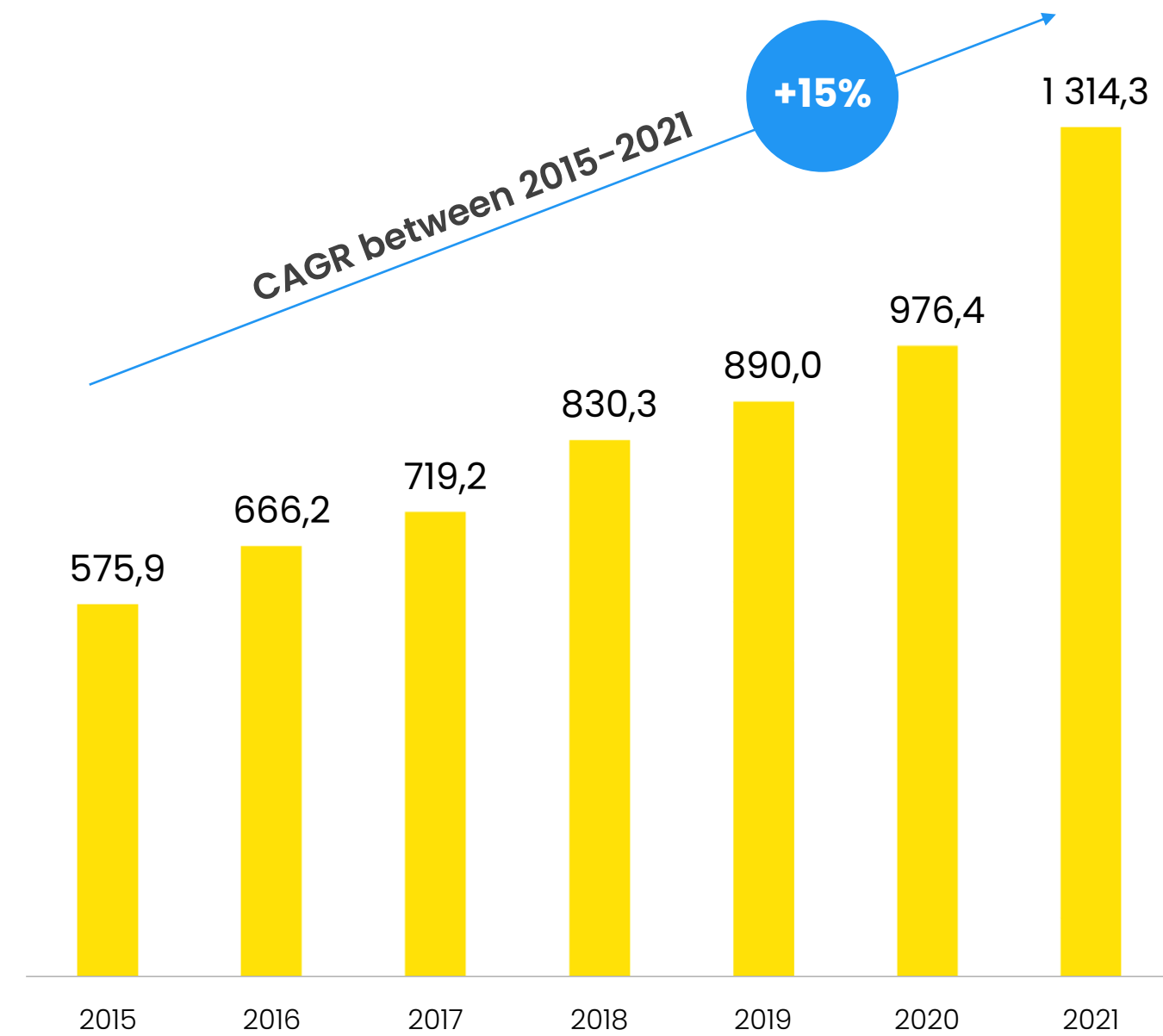
# TIM Group – dynamic growth in sales revenues

Sales Revenues (mIn PLN)



- After 4 months 2022 (latest reported data) TIM SA achieved over 509 mln PLN revenues (+40,2% year/year).

Revenues between 2015 and 2021 (mIn PLN) and their annual growth

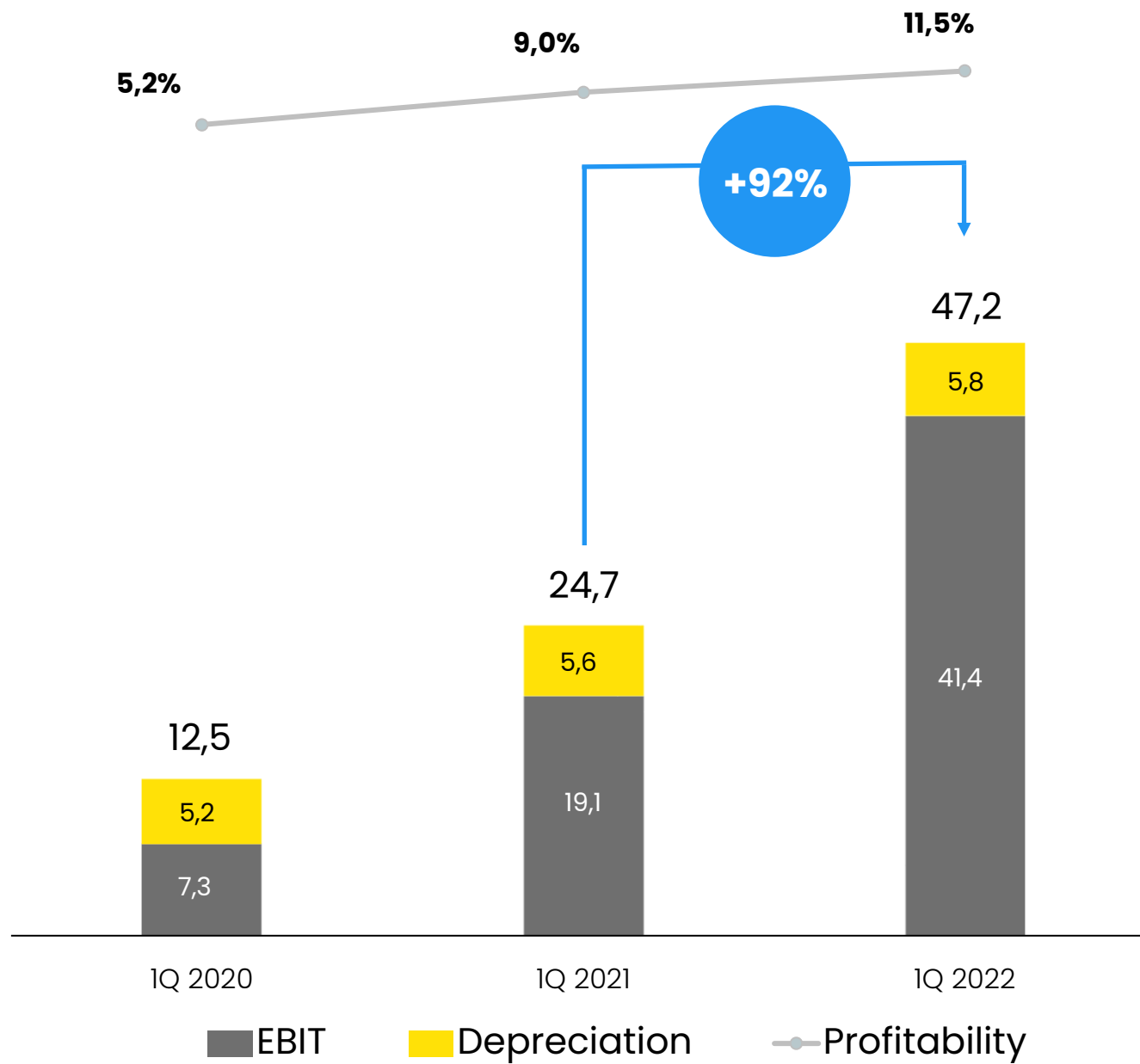


- Over two-fold increase in turnover between 2015 and 2021 confirms the TIM Group’s growth ambitions.



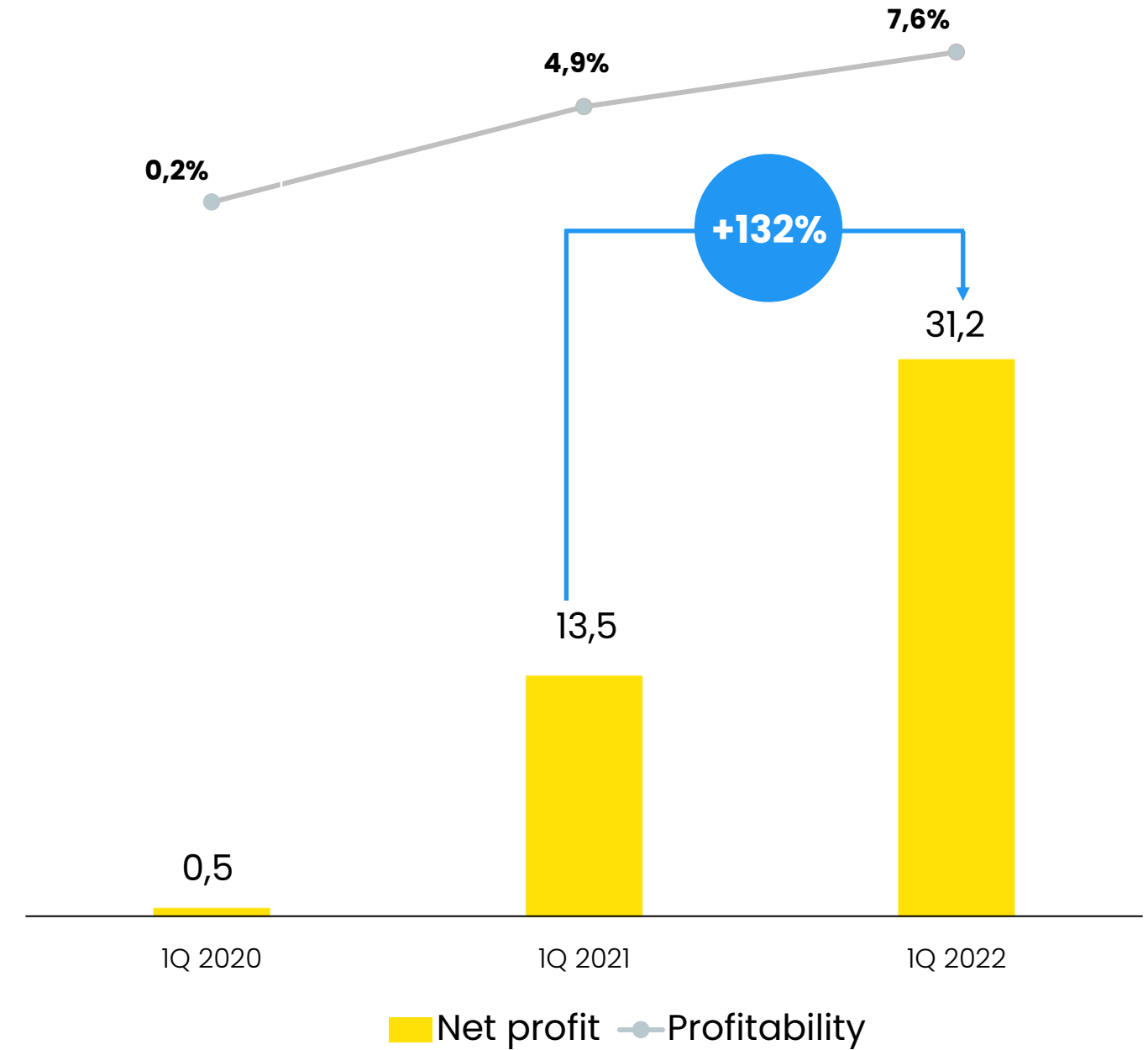
# TIM Group – increase of profits and margins

### EBITDA (mIn PLN)



- Jump profits EBITDA in periodic reports.
- Dynamic increase in margins to the first quarter of 2021.

### Net Profit (mIn PLN)

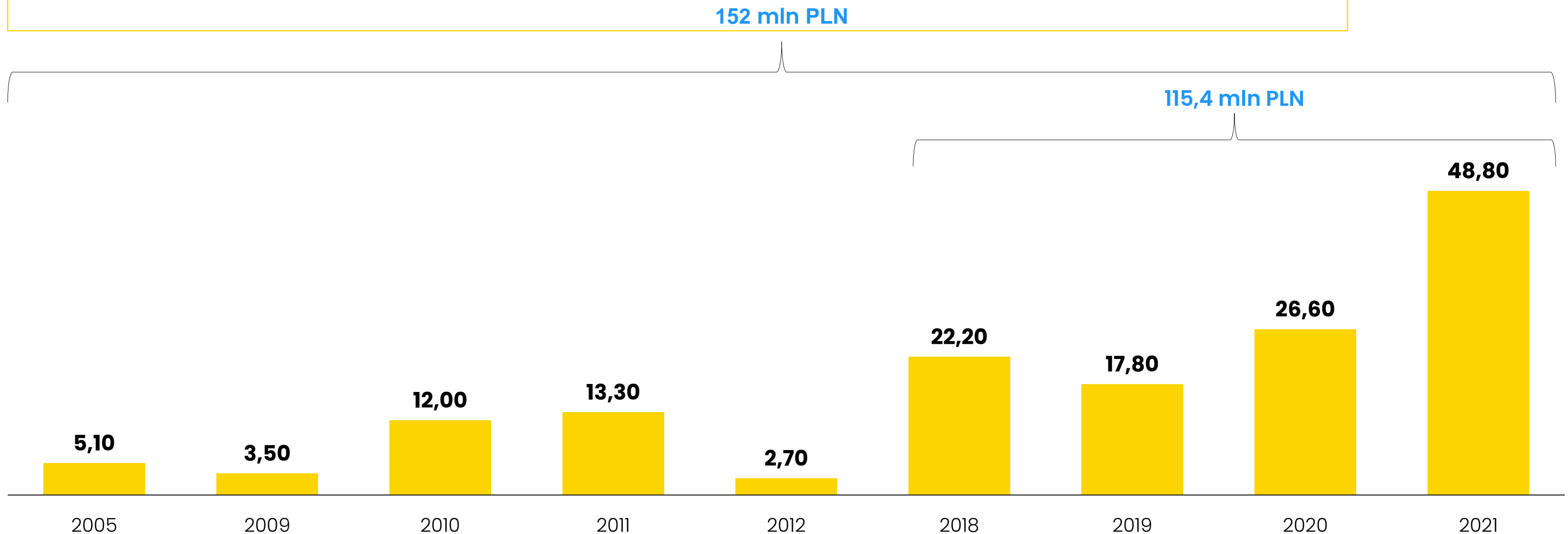


- Over two-fold net profit increase and significant improvement of profitability during the first quarter of 2022 to same period in the previous year.



# Dividend payment from 2005 to 2021 (mIn PLN)

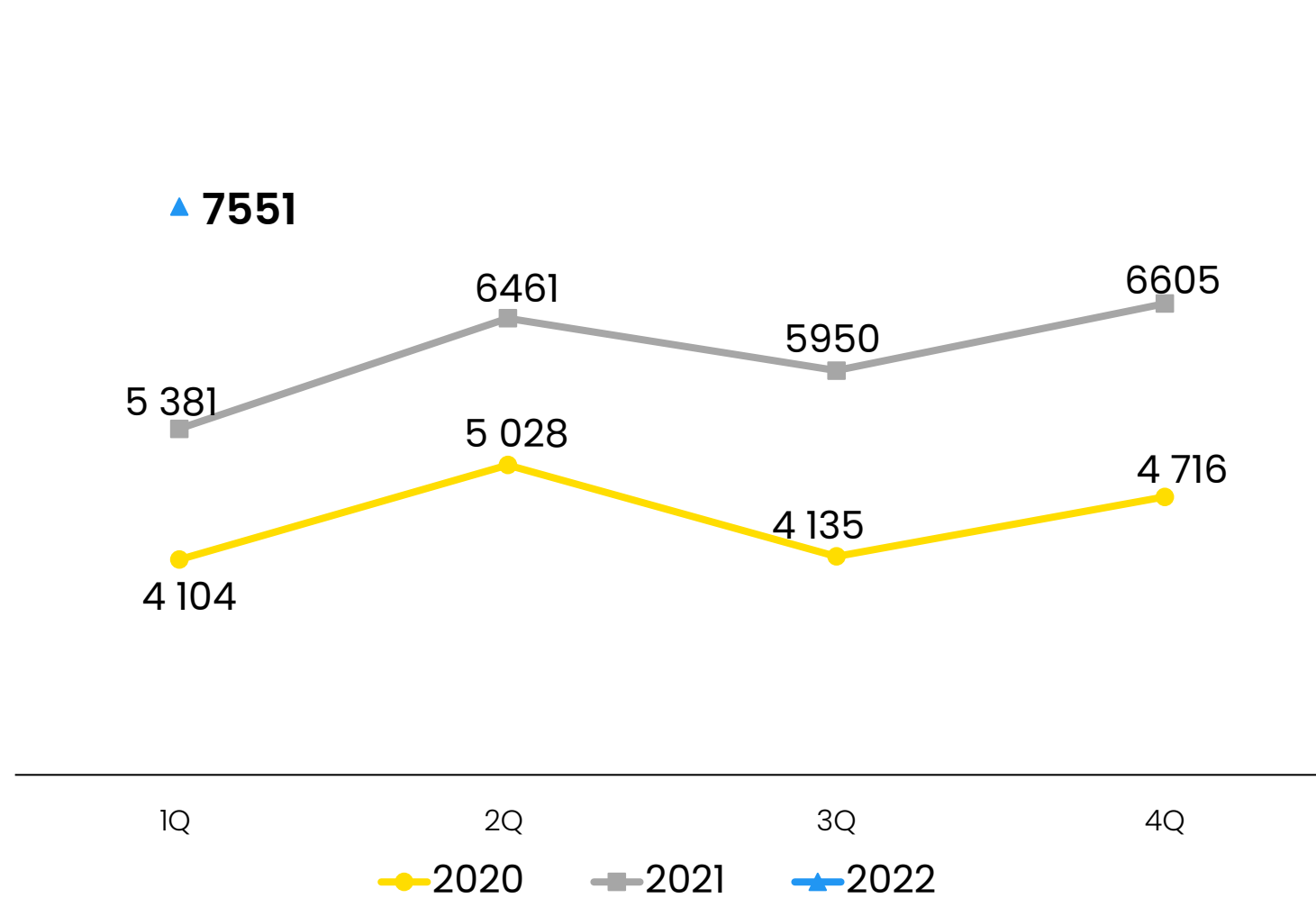
- Per the recommendations of the company's board, after the decision of GMS TIM **paid an additional 1,20 PLN dividend per share** (in total: 26,6 mIn PLN).
- **Total paid dividend by TIM for 2021 reached 2,40 PLN per share** (53,3 mIn PLN)\*.
- **Dividend day** was recommended for for **27 of July in 2021**, and **payday** - for **11 of August of 2022**



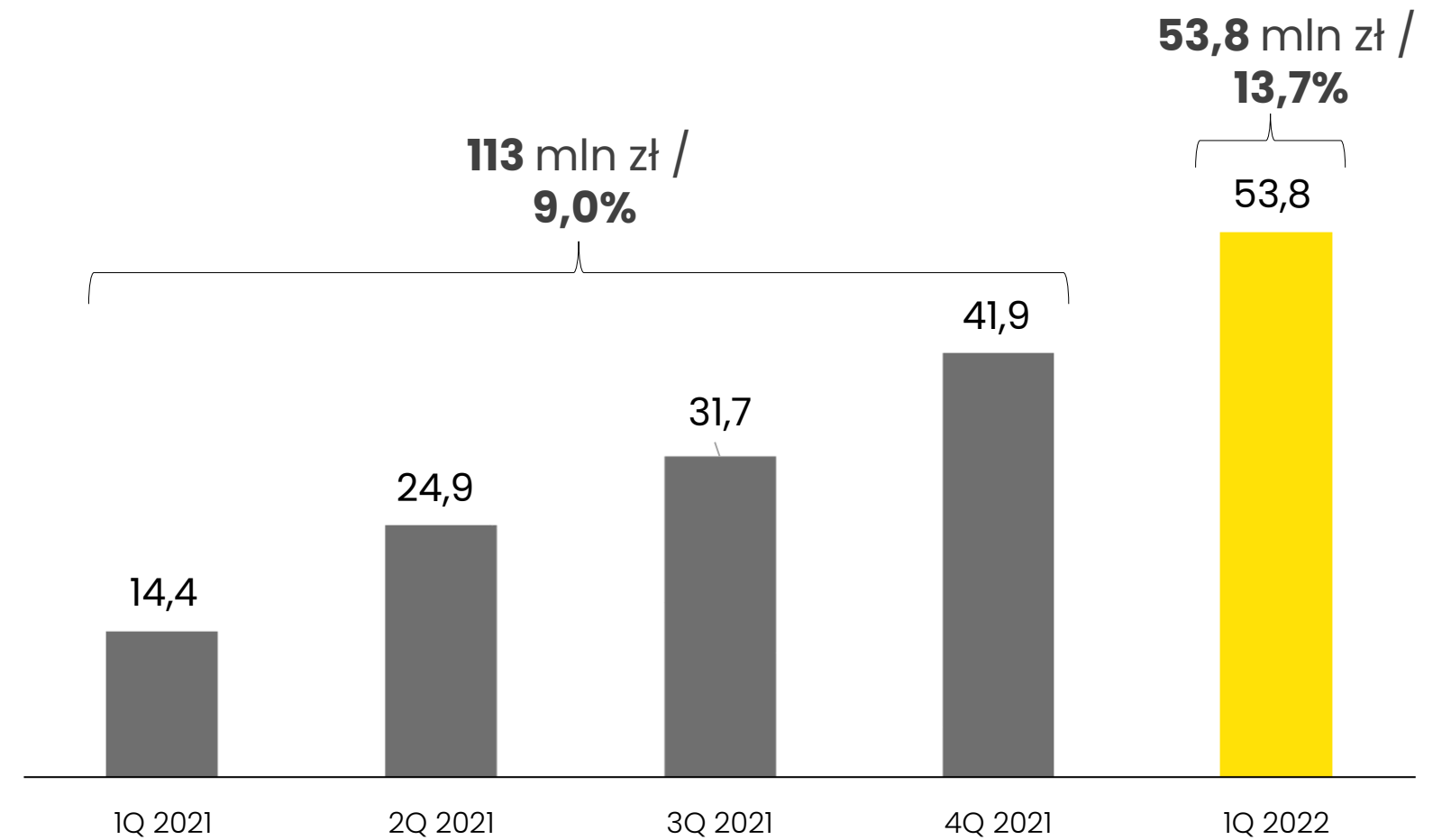
\*taking into account paid in December of 2021 advance payment for the anticipated dividend in the amount of 1,20 zł per share

# TIM S.A. – systematic improvement of sales indicators

Number of new clients



Sale to new clients



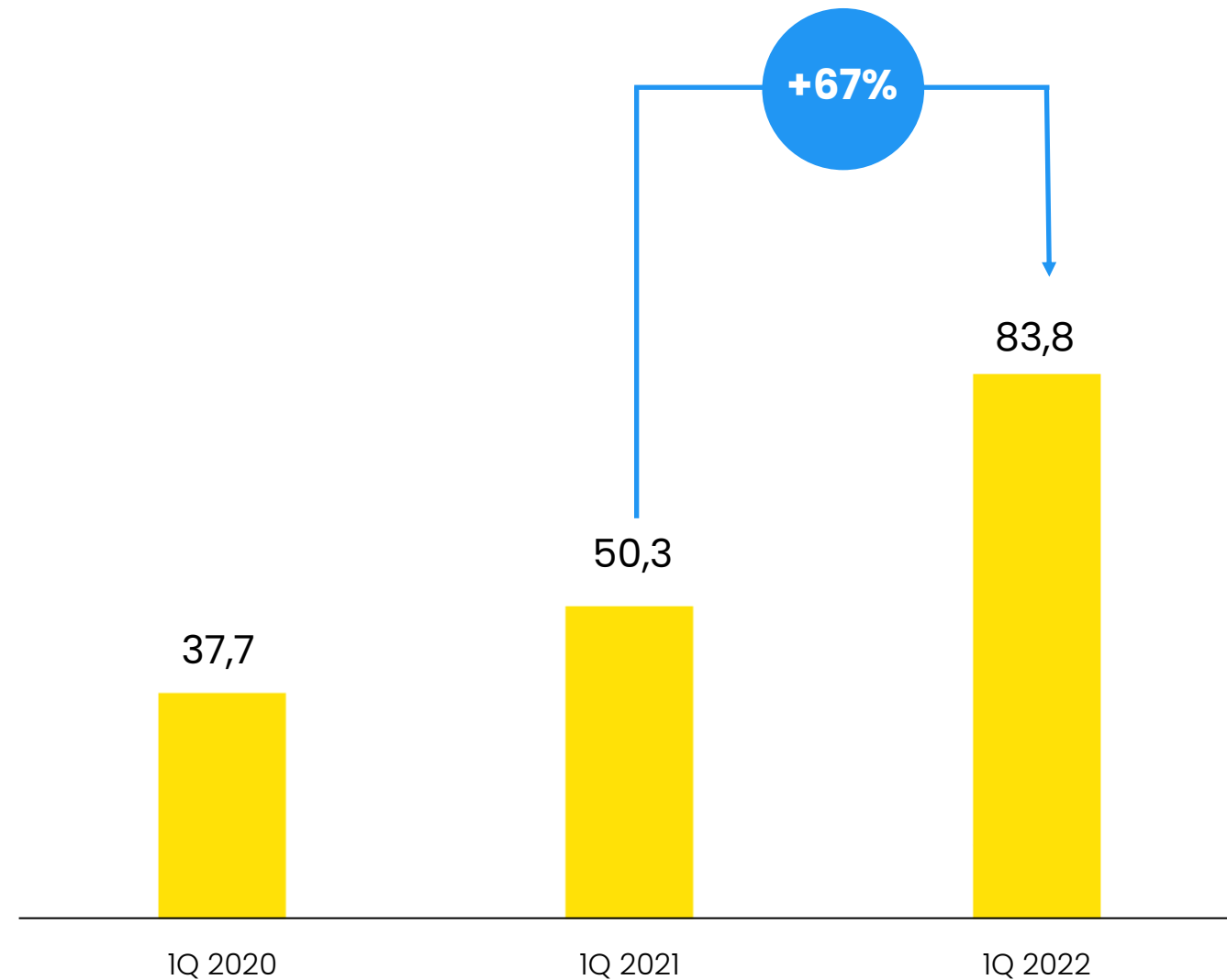
- Significant growth in the interest in e-commerce.
- Maintained growth trend and great dynamics in the area of obtaining new users for the TIM.pl platform

- The value of the sales to new clients is growing with each quarter.
- Sales to new clients is close to 14% of the entire sales completed in the 1st Quarter of 2022.

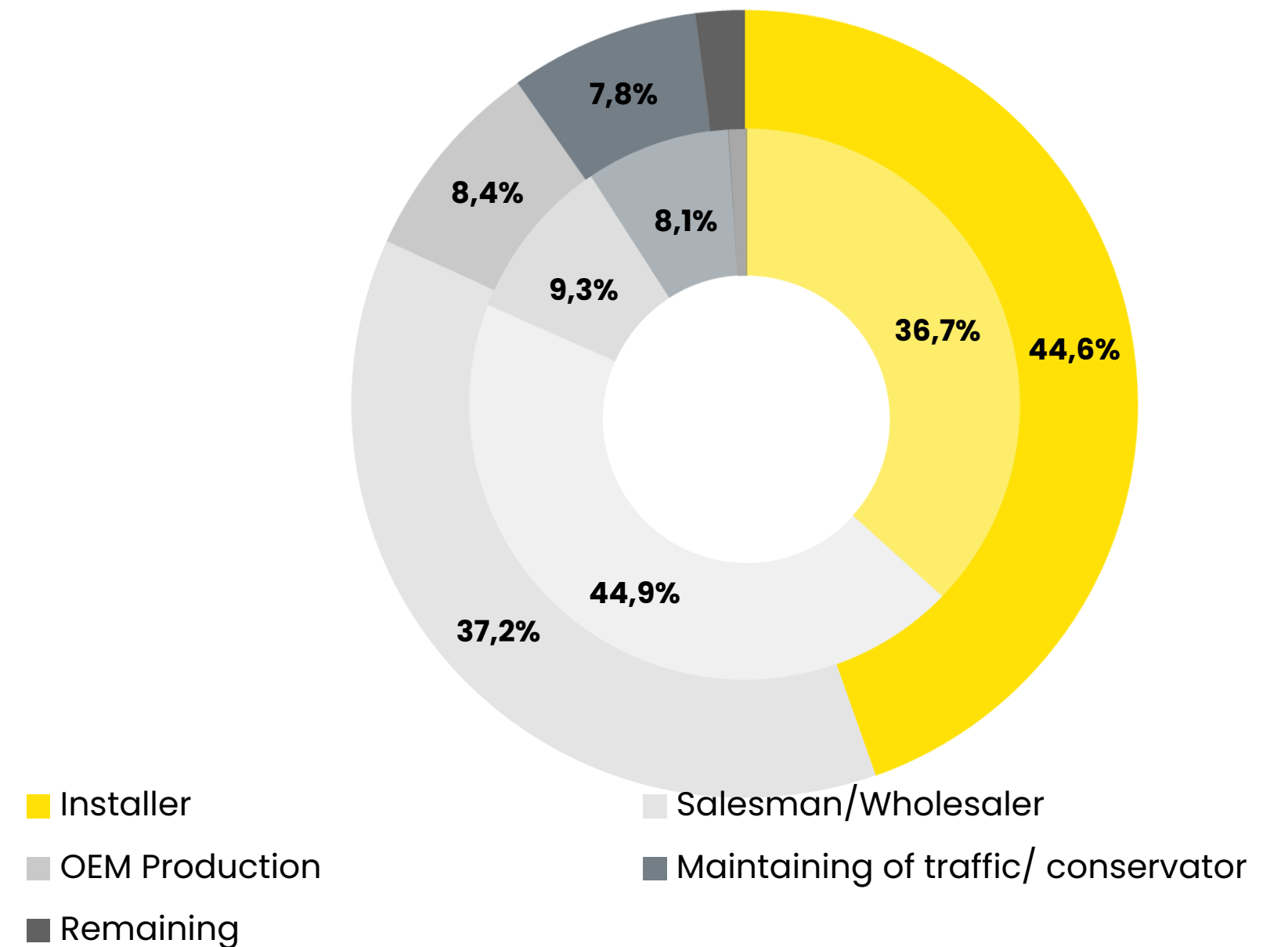


# TIM S.A. – sales profitability and segmentation

Gross margins on sales (mIn PLN)



Revenues divided into client segments 1 Quarter 2022 vs 1 Quarter 2021 (%)



- In 1Q 2022 dynamic growth of nominal gross margins from sales.

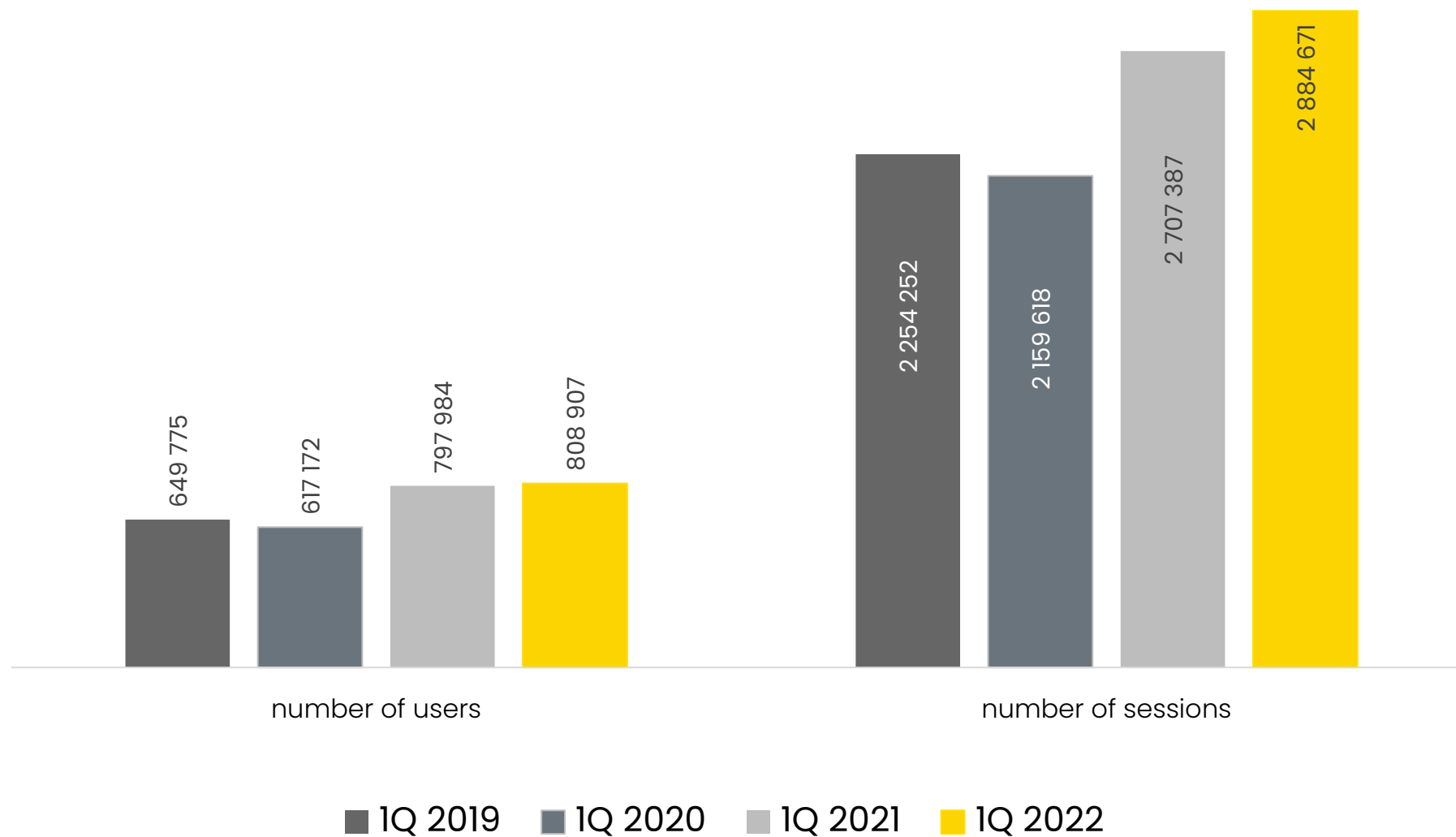
- At the end of 1Q 2022 number of key\* clients came to 19 550, thousand. An increase of 29,6% year by year.

\* Client who makes purchases over 1,5 thousand PLN monthly in the last 12 months.



# TIM S.A. – segment efficiency gains of e-commerce

Number of users and sessions



**54,7%**

of users is derived from organic movement (SEO)

**33,5%**

represents the share of users from the Ads channel

**30,3%**

share of revenues from the SEO channel in total online revenues

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Contacts:

Michał Kostrowicki  
TIM S.A.  
Ul. Jaworska 13  
53-612 Wrocław

[m.kostrowicki@tim.pl](mailto:m.kostrowicki@tim.pl)  
+48 726 004 981

Tomasz Gutowski  
InnerValue  
Ul. Koszykowa 54  
00-675 Warszawa

[T.Gutowski@innervalue.pl](mailto:T.Gutowski@innervalue.pl)  
+48 794 444 574

