



Wrocław | 21.09.2023

Results Summary For the first 6 months of 2023



AGENDA

About us

Financial Results for TIM Group

Sales Results for TIM SA

Tender offer for the sale of TIM shares



About us

1987
Wrocławskie Zakłady
Przemysłowe
Zakłady Przemysłowe
Zakłady Przemysłowe

1998
Wrocławskie Zakłady
Przemysłowe
Zakłady Przemysłowe
Zakłady Przemysłowe

2011
Narodziła się Grupa Kapitałowa TIM
TIM SA jako pierwsza w branży
zakładów przemysłowych w Polsce
została zarejestrowana jako
Grupa Kapitałowa TIM SA

2013
Narodził się TIM.pl
Początkowo 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.

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

2016
Logistyczne zmiany
Rusza pierwsza rozbudowa centrum
logistycznego w Siechnicach. Operatorem
objektu 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

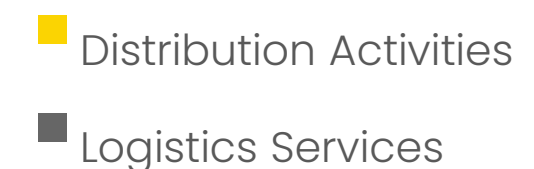
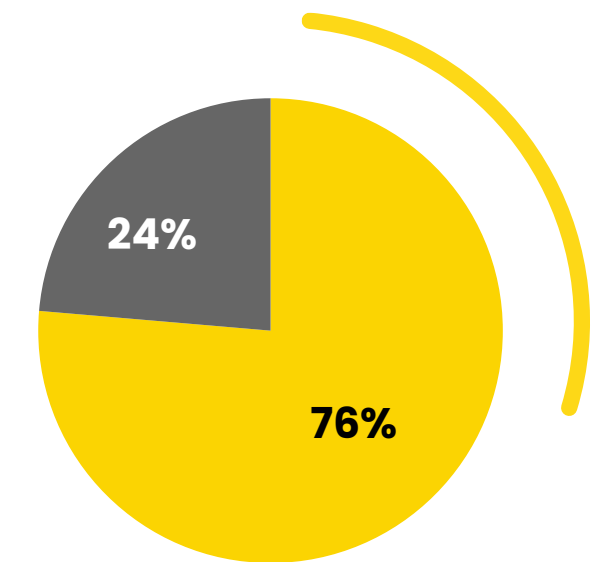


- **Leader in e-commerce B2B in Poland**
- Strategic development projects under the new strategy in progress
- Good financial results, stable cash flow and negative net interest debt.
- Waiting for the consent of UOKiK (Office of Competition and Consumer Protection) for the acquisition of control by 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 TIM Group
by business lines:





Financial Results for TIM Group

Selected financial results for TIM Group

TIM S.A. – the parent company of 3:P SA, listed on the WSE



Capital Group



Individual Data *:

**1 419 mln
PLN**

Unit RevenueTIM

92 mln PLN

TIM Unit EBITDA

166 mln PLN

Unit Revenue
3LP – logistics

29 mln PLN

Unit EBITDA
3LP – logistics

Consolidated Data GK TIM*:

Sales Revenue:

**1 484 mln
PLN**

EBITDA:

121 mln PLN

Net Profit:

75 mln PLN

Total Assets*:

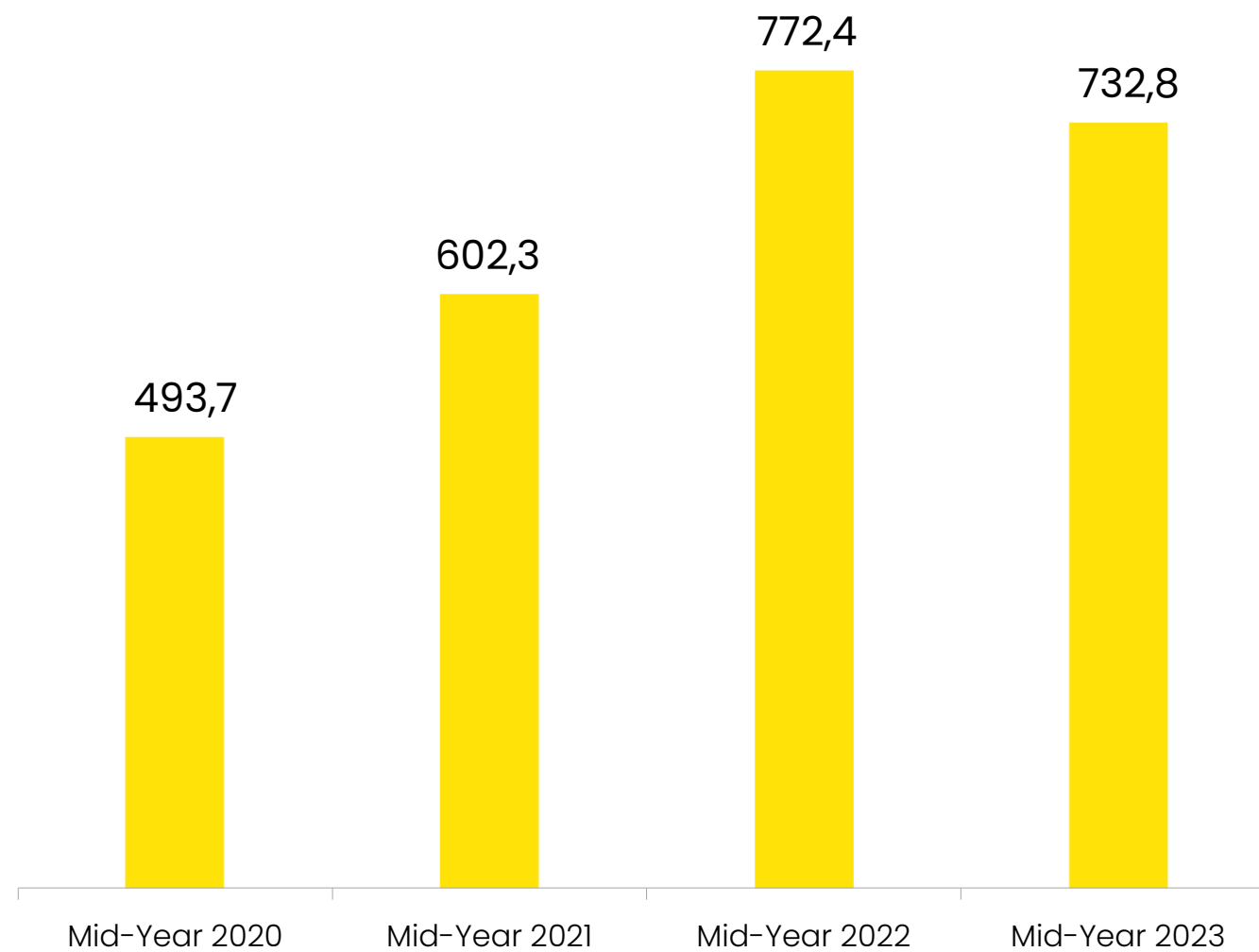
**694 mln
PLN**

* Data as of the close of the business day
30.06.2023

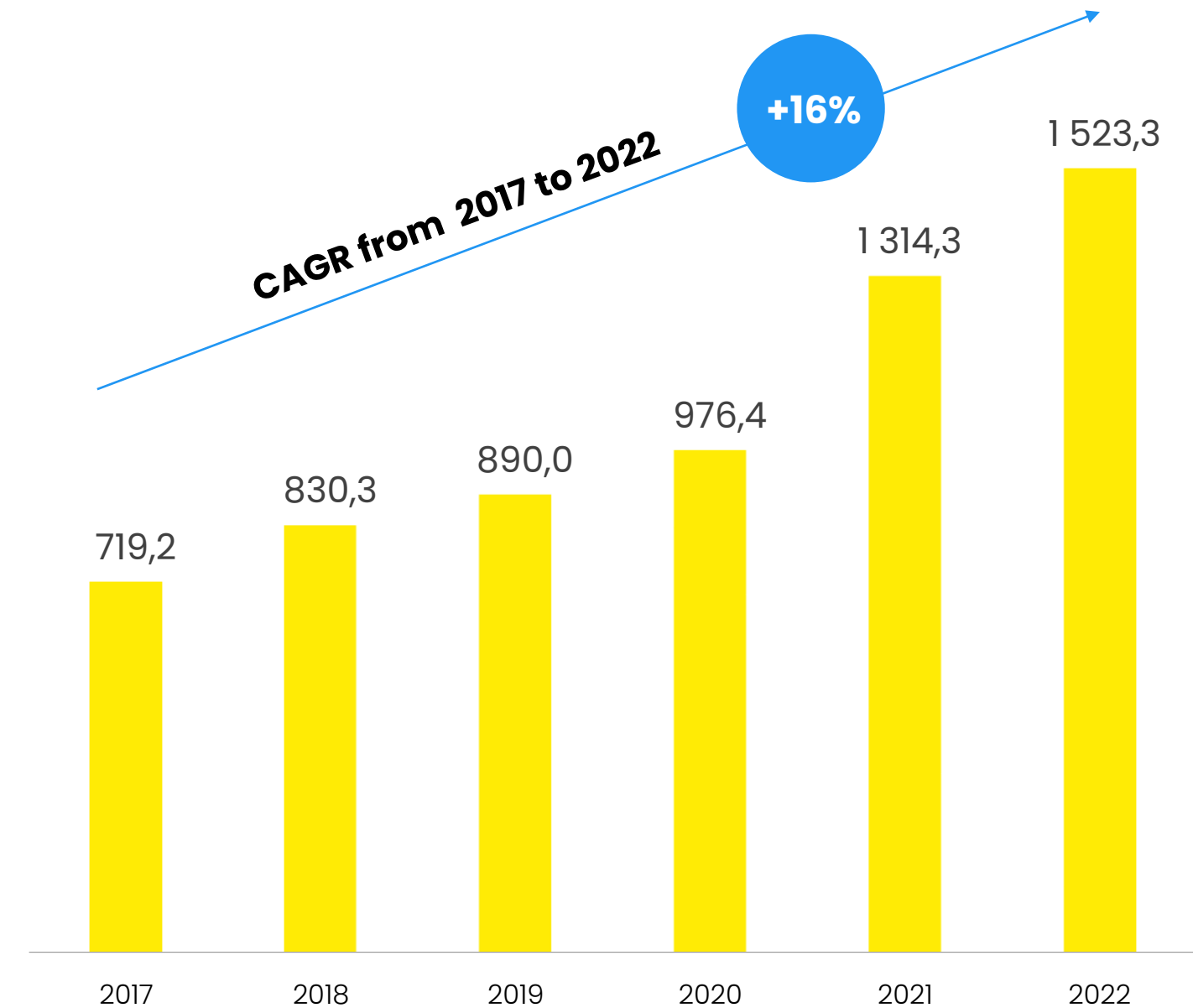


TIM Group – Revenues under pressure from macro conditions

Sales Revenue (mln PLN)



Revenue from 2017 to 2023 (mln PLN) & their mid-year growth



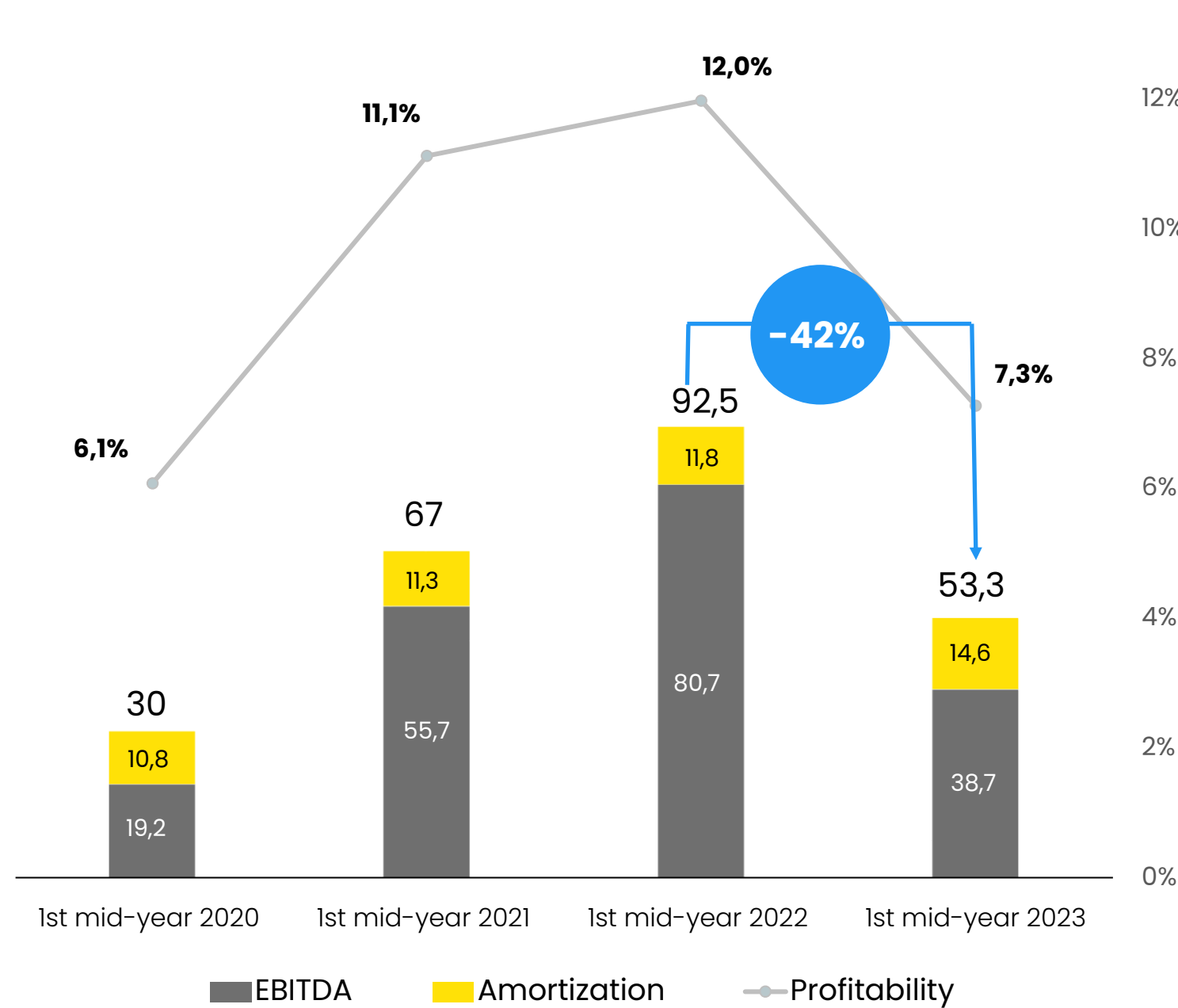
- 5% decrease y/y. revenues in the first half of 2023, resulting from a very high base in the first half of 2022 and a slowdown in construction

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

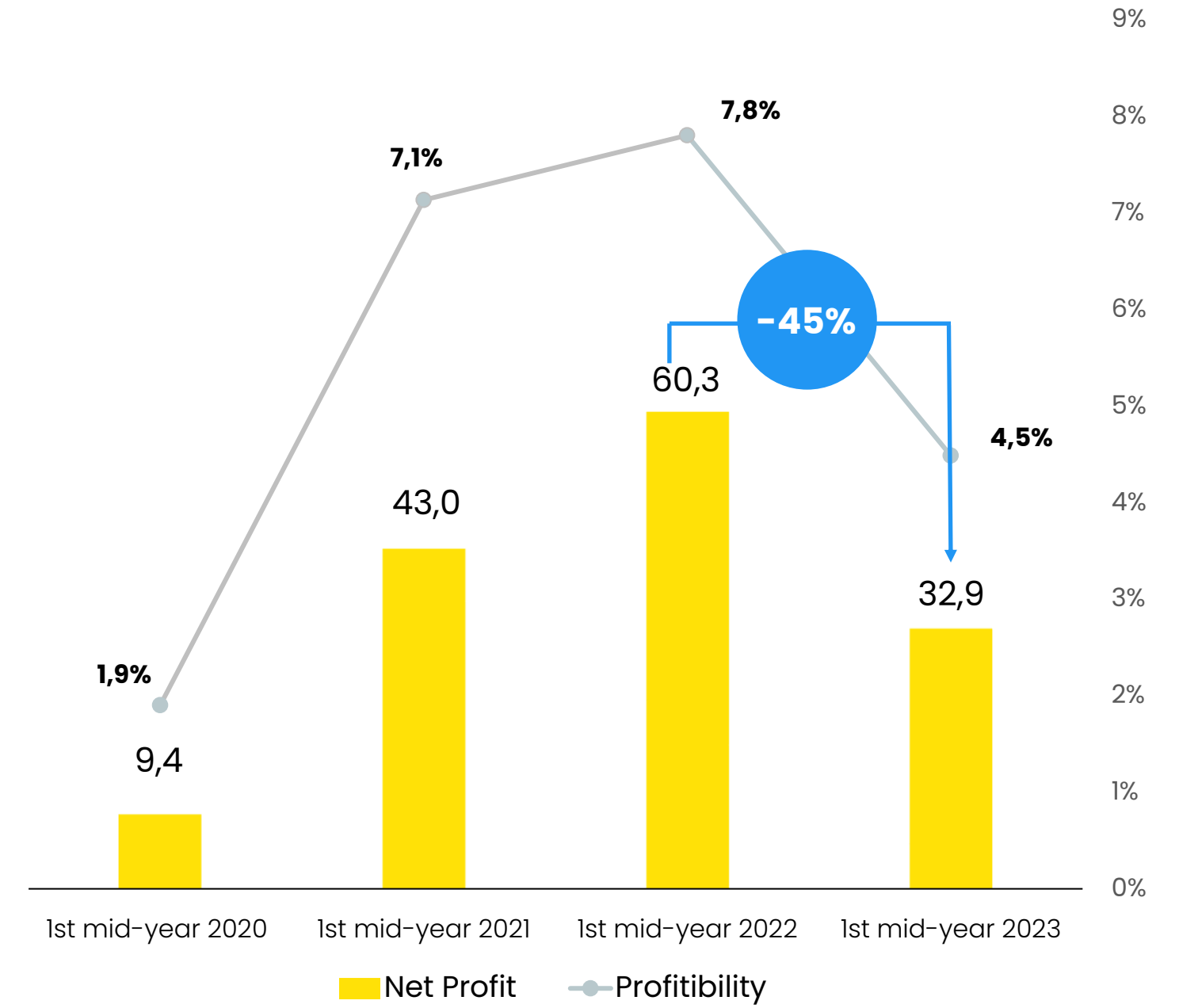


TIM Group – profitability EBITDA & Net Profit

EBITDA (mIn PLN)



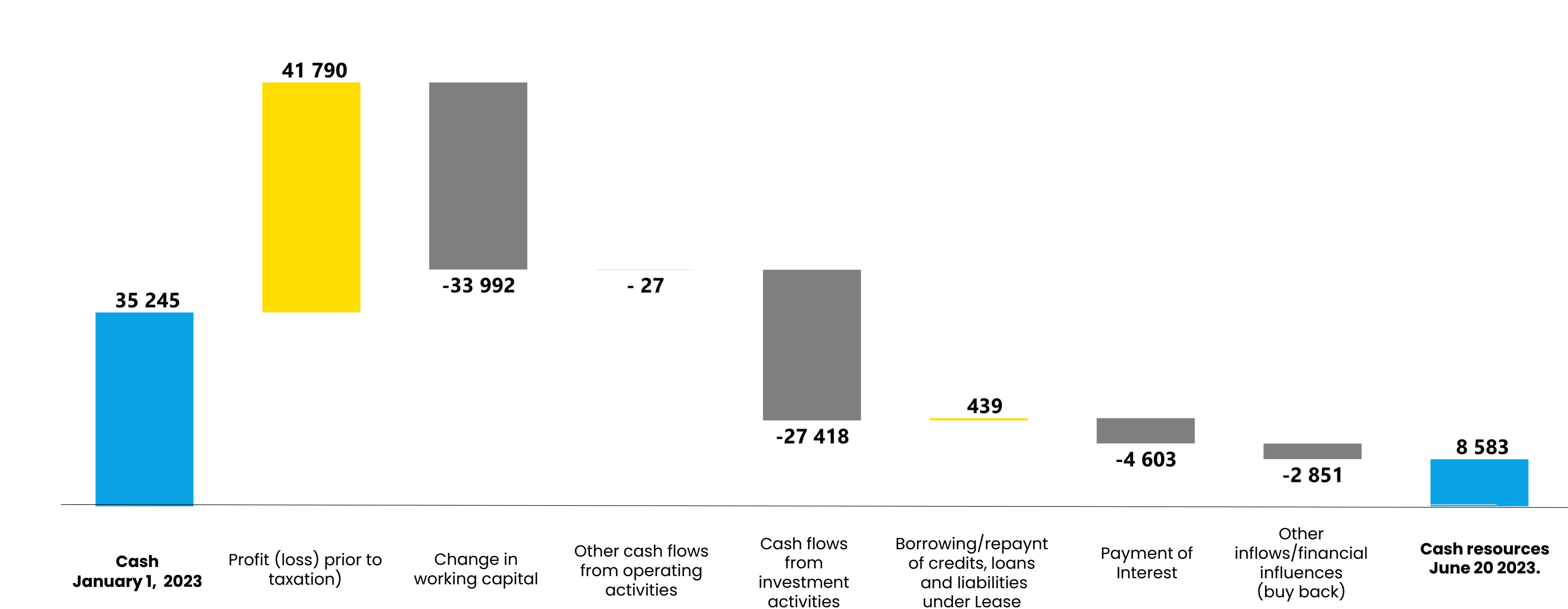
Net Profit(mIn PLN)



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



TIM Group – cash flow



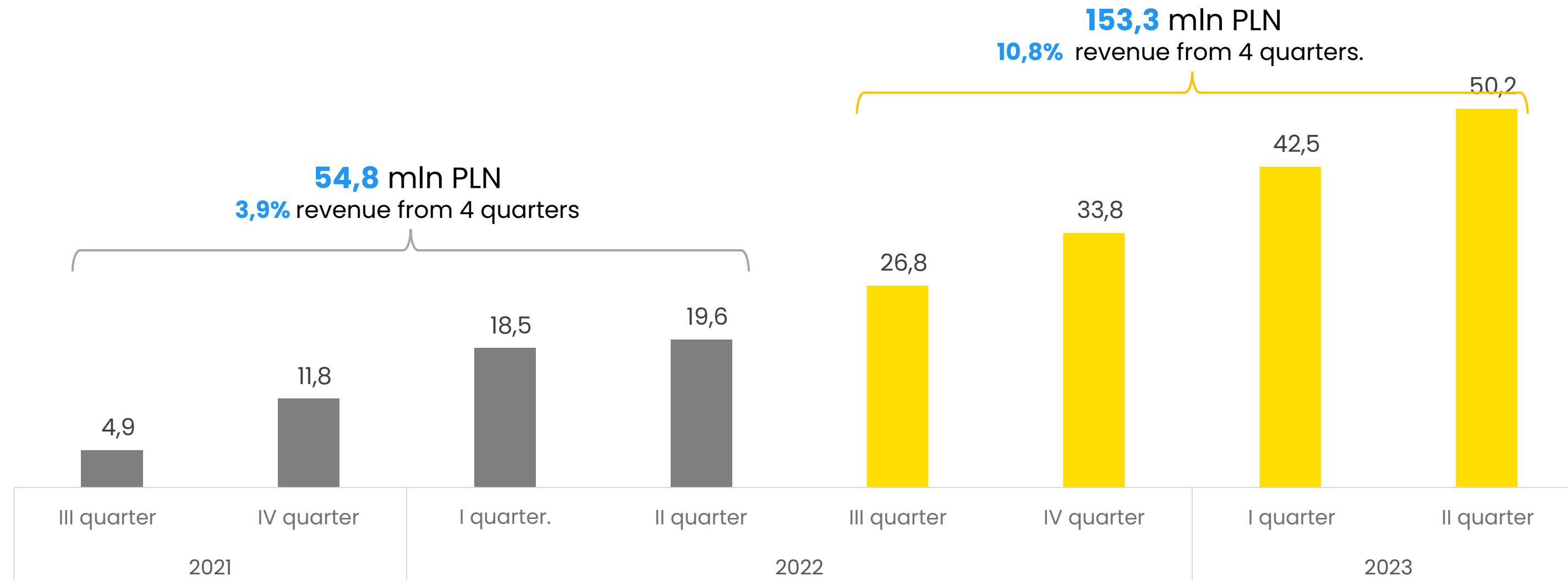


Financial Results for TIM SA





TIM S.A. – Sales to new clients*



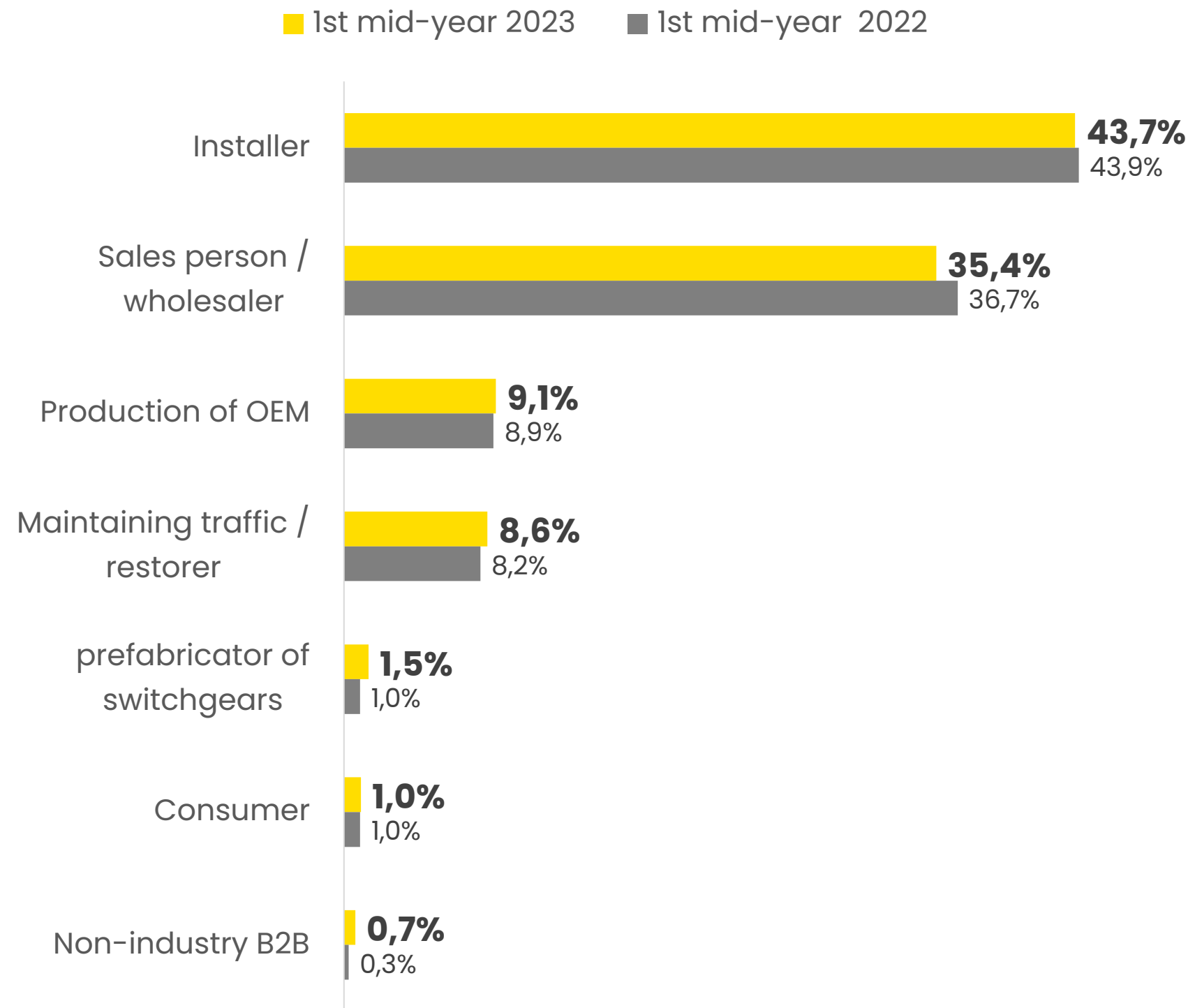
- Sales to new customers account for nearly 11% of total sales since the third quarter. 2022 to Q2 2023
- Growing sales to new customers is a significant competitive advantage

* A client with whom cooperation has started as of 01,07,2021

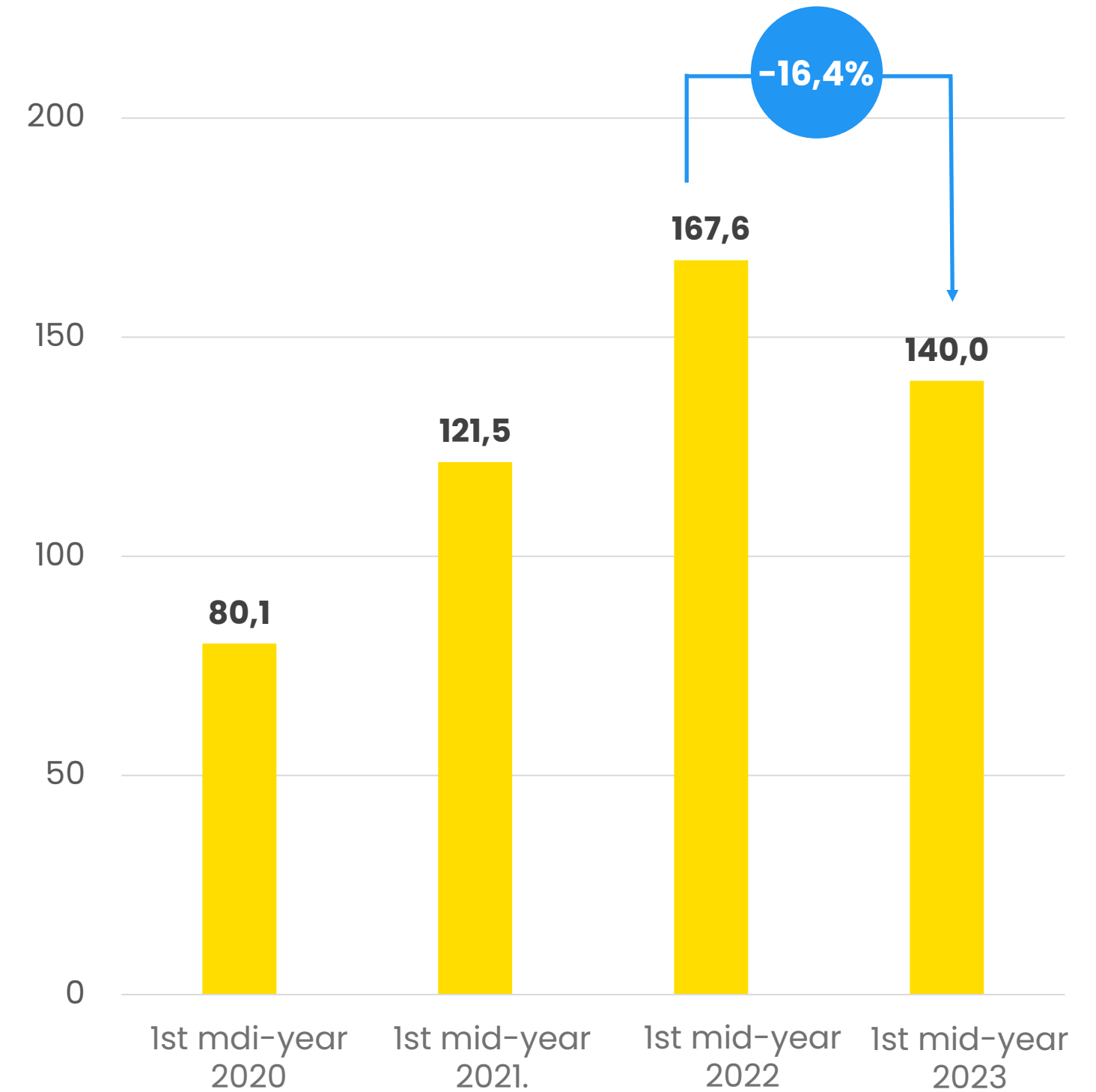


TIM S.A. – impact of customer structure on profitability

Revenue by customer segment



Gross Margin on Sales (mln PLN)



- End of II quarter 2023 number of key clients* amounted to 23 445, increased by 14,7% rdr.

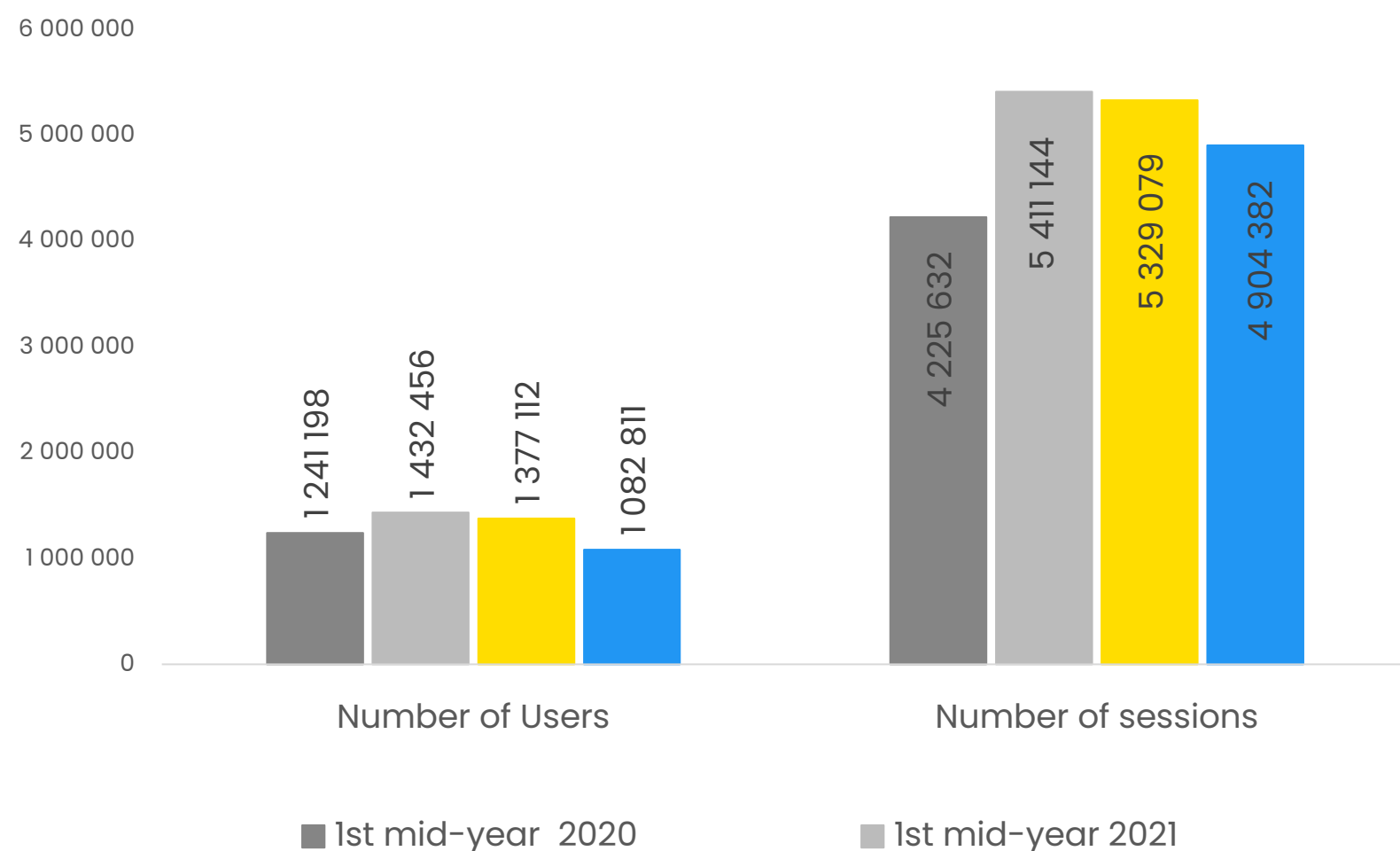
* Client purchasing over 1,5 thousand. PLN monthly in the last 12 months.

- The decline in demand and the increase in price sensitivity of customers limit the possibility of generating high margins on sales

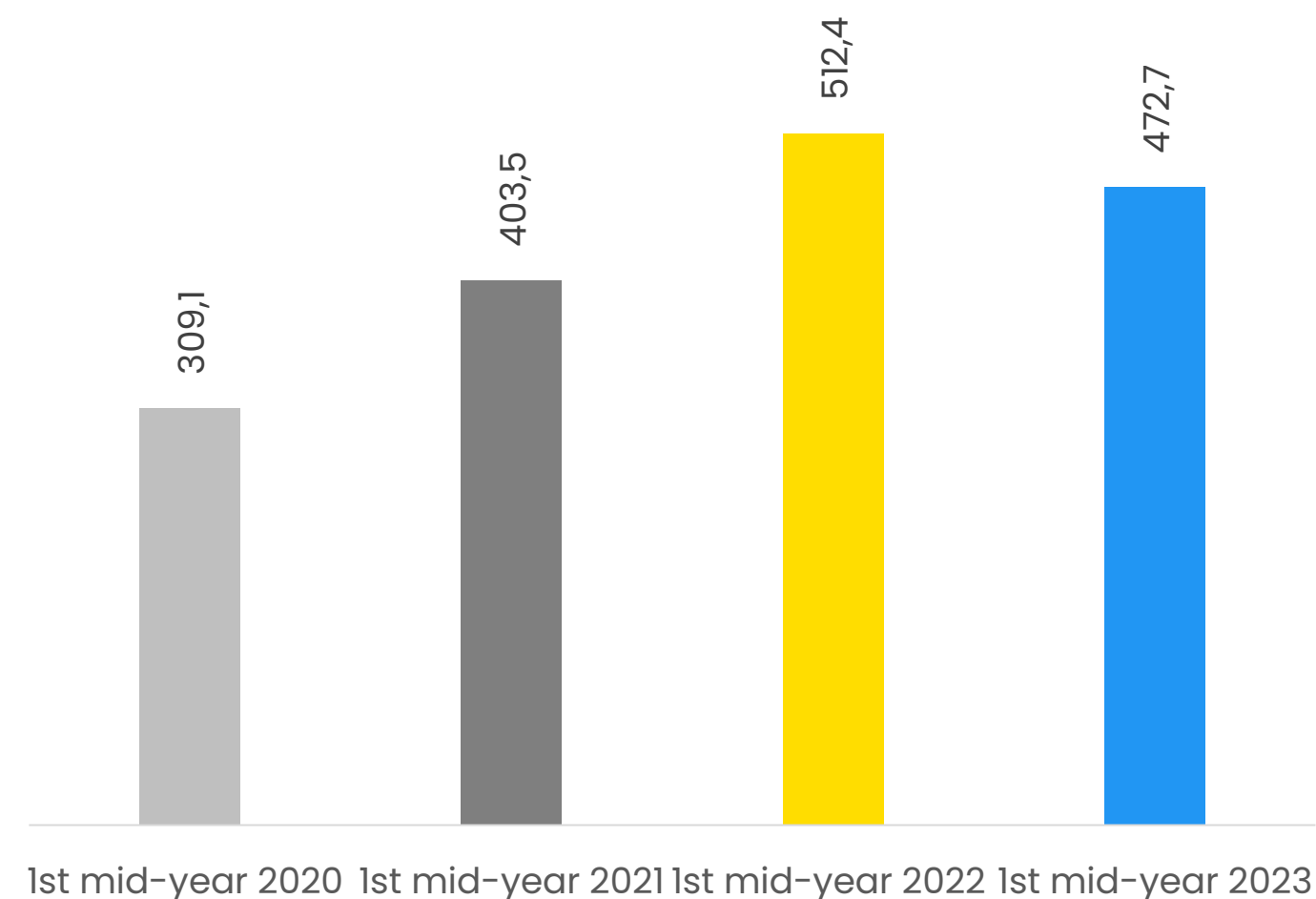


TIM S.A. – Efficiency of the e-commerce segment

Number of users & sessions



Sales of e-commerce (mln PLN)



+32%

Increase in the average number of individuals browsing the site per session

+23%

Increase in the number of transactions from mobile channels

+11,7%

Increase in conversion rate value



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 100% of shares in TIM S.A. was announced by FEGA & Schmitt Elektrogroßhandel GmbH, part of the Würth Group.
- Subscriptions in the Tender Offer will be accepted by brokerage houses as of **September 28 to October 27, 2023**
- The price offered in the Tender Offer is PLN 50.69 per 1 share, which means:

+7,8%

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

+2,7%

premiums in relation to 3-month volume-weighted average price of the Company preceding the date of announcement of intentions Meeting request

+93,8%

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

+34,1%

ibonus 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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