TIM Group FY '24 Financial & Operating Figures



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Disclaimer

The 2024 financial results have been extracted or derived, with the exception of some data, from the 2024 Annual Report of the TIM Group examined and approved by the TIM Board of Directors on 5 March 2025, which has been prepared in accordance with 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 2024 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 2023, except for the amendments to the standards issued by IASB and adopted starting from 1 January, 2023.

Please note that as of today, the audit work by our independent auditors (E&Y) on the TIM Consolidated and Separate Financial Statements for the year ended 31 December 2024 has not yet been completed.

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 licences). 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.

Following the NetCo disposal, in order to provide a better understanding of business performance, organic economic and financial information relating to performance in 2024 and 2023 for the so-called TIM ServCo perimeter are presented, restated on the basis of managerial information. This organic information is prepared by simulating the separation of the fixed network, with the creation of the NetCo component and the consequent definition of the TIM ServCo perimeter as if it had taken place at the start of the reporting period (1 January). Therefore, for all organic data the 'like-forlike' definition is used to highlight both organic information (Business Unit Brazil) and organic information as restated above (TIM S.p.A., Business Unit Domestic, TIM Group), simulating for the first half of 2024, the impact of the relationship between TIM and NetCo/FiberCop, governed by the Master Service Agreement (MSA) and recording, for the second half of the year, the actual accounting impact of the MSA and the Transitional Services Agreement (TSA). Such managerial figures should not be considered as substitutes for the economic and financial information for which they provide a reclassification, are unaudited, and are produced for explanatory purposes only. These figures, which are the result of managerial simulations, may differ materially from those that will be published in future financial statements under IFRS.

Foreign exchange:

- TIM Brasil P&L figures and Capex translated @ '24 average exchange rate 5.83 R\$/€;
- Group Equity FCF includes TIM Brasil flows translated @ '24 average exchange rate 5.83 R\$/€. It also includes the positive effects of significant hedging of TIM Brasil Equity FCF;
- Year-end Group Net Debt includes year-end TIM Brasil Net Debt translated @ '24 year-end exchange rate 6.43 R\$/€.

The information contained herein should not be viewed as complete and exhaustive.



Key Financials

€m, IFRS 16 & After Lease view. TIM Consumer and TIM Enterprise 2023 and 2024 figures have been restated to reflect a minor change in internal cost allocation, without affecting the Domestic perimeter figures

		ORGANIC ⁽¹⁾									0/	w MSA/TSA ⁽⁵⁾			
	9M '23 comparable	9M '24	Change YoY abs	Change YoY %	Q4 '23 comparable	Q4 '24	Change YoY abs	Change YoY %	FY '23 comparable	FY '24	Change YoY abs	Change YoY %	9M '24	Q4 '24	FY '24
REVENUES	10,329	10,681	352	3.4	3,733	3,812	79	2.1	14,062	14,493	431	3.1	117	55	172
TIM Domestic (2)	7,274	7,404	130	1.8	2,737	2,758	21	0.8	10,011	10,162	151	1.5	117	55	172
o/w TIM Consumer (3)	4,516	4,527	11	0.2	1,524	1,551	27	1.8	6,040	6,078	38	0.6	60	31	91
o/w TIM Enterprise (3)	2,164	2,273	109	5.0	998	1,018	20	2.0	3,162	3,291	129	4.1	57	24	81
o/w Sparkle	748	740	(8)	(1.1)	273	231	(42)	(15.4)	1,021	971	(50)	(4.9)	-	-	-
TIM Brasil	3,083	3,304	221	7.2	1,006	1,062	56	5.7	4,089	4,366	277	6.8	-	-	-
SERVICE REVENUES	9,632	10,025	393	4.1	3,417	3,472	55	1.6	13,049	13,497	448	3.4	117	55	172
TIM Domestic (2)	6,669	6,849	180	2.7	2,460	2,465	5	0.2	9,129	9,314	185	2.0	117	55	172
o/w TIM Consumer (3)	4,145	4,168	23	0.6	1,393	1,378	(15)	(1.1)	5,538	5,546	8	0.1	60	31	91
o/w TIM Enterprise (3)	1,962	2,102	140	7.1	884	915	31	3.5	2,846	3,017	171	6.0	57	24	81
o/w Sparkle	714	715	1	0.1	243	214	(29)	(11.9)	957	929	(28)	(2.9)	-	-	-
TIM Brasil	2,991	3,203	212	7.1	967	1,015	48	5.1	3,958	4,218	260	6.6	-	-	-
EQUIPMENT	697	656	(41)	(5.9)	316	340	24	7.6	1,013	996	(17)	(1.7)	-	-	-
TIM Domestic (2)	605	555	(50)	(8.3)	277	293	16	5.8	882	848	(34)	(3.9)	-	-	-
TIM Brasil	92	101	9	9.8	39	47	8	19.1	131	148	17	12.7	-	-	-
OPEX	7,340	7,431	91	1.2	2,716	2,723	7	0.3	10,056	10,154	98	1.0	(1,410)	(451)	(1,861)
TIM Domestic	5,767	5,772	5	0.1	2,221	2,200	(21)	(0.9)	7,988	7,972	(16)	(0.2)	(1,410)	(451)	(1,861)
TIM Brasil	1,595	1,682	87	5.5	503	529	26	5.1	2,098	2,211	113	5.4	-	-	-
EBITDA	2,989	3,250	261	8.7	1,017	1,089	72	7.1	4,006	4,339	333	8.3	(1,293)	(396)	(1,689)
TIM Domestic (2)	1,507	1,632	125	8.3	516	558	42	8.1	2,023	2,190	167	8.3	(1,293)	(396)	(1,689)
o/w TIM Consumer									1,237	1,407	170	13.7			(1,527)
o/w TIM Enterprise									662	700	38	5.7			(162)
o/w Sparkle	87 1,488	53 1,622	-34 134	(39.1)	39 503	31 533	(8)	(20.5)	126	2155	(42)	(33.6)	-	-	-
TIM Brasil				9.0			30	6.3	1,991	2,155	164	8.3	-		-
EBITDA After Lease	2,472	2,745	273	11.1	864	927	63	7.3	3,336	3,672	336	10.1	(1,293)	(396)	(1,689)
TIM Domestic (2)	1,385	1,499	114	8.3	472	515	43	9.0	1,857	2,014	157	8.5	(1,293)	(396)	(1,689)
o/w TIM Consumer o/w TIM Enterprise									1,084 654	1,240 691	156 37	14.4 5.7			(1,527) (162)
o/w Sparkle	85	53	-32	(37.6)	38	31	(7)	(18.4)	123	84	(39)	(31.7)	_	-	(102)
TIM Brasil	1,093	1,250	157	14.4	394	414	20	5.7	1,487	1,664	177	11.9	-	-	-
CAPEX net of licences	1,423	1,334	-89	(6.3)	641	757	116	18.1	2,064	2,091	27	1.3			
TIM Domestic ⁽⁴⁾	859	776	-83	(9.7)	432	535	103	23.8	1,291	1,311	20	1.5			
o/w TIM Consumer									894	863	(31)	(4.0)			
o/w TIM Enterprise									293	351	58	20			
o/w Sparkle	61	76	15	24.6	45	21	(24)	(53.3)	106	97	(9)	(7.9)			
TIM Brasil	564	558	-6	(1.1)	209	222	13	6.3	773	780	7	1,0			
EBITDA AL - CAPEX net of licences	1,049	1,411	362	34.5	223	170	-53	(24.3)	1,272	1,581	309	24.2			
TIM Domestic	526	723	197	37.5	40	-20	-60		566	703	137	24.2			
o/w TIM Consumer									190	377	187	98.4			
o/w TIM Enterprise	2/	(22)			/7\	10	47	(2/20)	361	340	(21)	(5.8)			
o/w Sparkle TIM Brasil	24 529	(23) 692	-47 163	n.m. 30.9	(7) 185	10 192	17 7	(242.9) 5.1	17 714	-14 884	(31) 170	(182.4) 23.8			
THE DIGGIT	323	032	103	20.3	103	132	/	5.1	/14	004	1/0	23.0			



TIM Consumer

	ORGANIC (1)											
	9M '24	Change YoY abs	Change YoY %	Q4 '24	Change YoY abs	Change YoY %	FY '24	Change YoY abs	Change YoY %			
REVENUES	4,527	11	0.2	1,551	27	1.8	6,078	38	0.6			
SERVICE REVENUES	4,168	23	0.6	1,378	(15)	(1.1)	5,546	8	0.1			
Retail (Consumer+SMB)	3,698	(8)	(0.2)	1,225	(29)	(2.3)	4,923	(37)	(0.7)			
Wholesale & other	410	16	4.1	122	(2)	(1.6)	532	14	2.7			
o/w MVNOs	179	28	18.5	47	0	0.0	226	28	14.1			
o/w VISE	134	4	3.1	36	3	9.1	170	7	4.3			
MSA	60	15	33.3	31	16	106.7	91	31	51.7			
EQUIPMENT & HANDSETS	359	(12)	(3.2)	173	42	32.1	532	30	6.0			
Fixed lines ('000)	7,245	(341)	(4.5)	7,169	(331)	(4.4)	7,169	(331)	(4.4)			
o/w Consumer	6,321	(315)	(4.7)	6,254	(300)	(4.6)	6,254	(300)	(4.6)			
Broadband lines ('000) ⁽²⁾	6,655	(255)	(3.7)	6,167	(677)	(9.9)	6,167	(677)	(9.9)			
o/w Consumer (2)	5,835	(256)	(4.2)	5,349	(676)	(11.2)	5,349	(676)	(11.2)			
UBB lines ('000)	5,455	71	1.3	5,478	74	1.4	5,478	74	1.4			
Churn rate % ³⁾	11.3%		1.5 p.p.	3.9%		0.1 p.p.	15.2%		1.6 p.p.			
o/w Consumer	11.3%		1.7 p.p.	3.9%		0.1 p.p.	15.1%		1.7 p.p.			
ARPU Consumer (€/month)	30.1	2.1	7.7	30.7	1.8	6.2	30.2	2.1	7.3			
Mobile lines ('000)	16,101	(439)	(2.7)	15,984	(413)	(2.5)	15,984	(413)	(2.5)			
o/w Consumer	14,557	(497)	(3.3)	14,416	(480)	(3.2)	14,416	(480)	(3.2)			
Human	15,913	(427)	(2.6)	15,791	(409)	(2.5)	15,791	(409)	(2.5)			
o/w Consumer	14,556	(497)	(3.3)	14,415	(480)	(3.2)	14,415	(480)	(3.2)			
Human Calling	13,399	(332)	(2.4)	13,280	(298)	(2.2)	13,280	(298)	(2.2)			
o/w Consumer	12,041	(402)	(3.2)	11,904	(369)	(3.0)	11,904	(369)	(3.0)			
Not Human (M2M)	187	(11)	(5.7)	193	(4)	(1.9)	193	(4)	(1.9)			
Churn rate % ⁴⁾	14.5%		0.5 p.p.	4.9%		(0.2 p.p.)	19.4%		0.2 p.p.			
o/w Consumer	14.7%		0.6 p.p.	4.9%		(0.3 p.p.)	19.7%		0.4 p.p.			
ARPU Consumer - Human calling (€/month)	10.6	(0.1)	(1.3)	10.6	(0.4)	(3.8)	10.6	(0.2)	(1.9)			

TIM Enterprise

	ORGANIC (1)											
	9M '24	Change YoY abs	Change YoY %	Q4 '24	Change YoY abs	Change YoY %	FY '24	Change YoY abs	Change YoY %			
REVENUES	2,273	109	5.0	1,018	20	2.0	3,291	129	4.1			
SERVICE REVENUES	2,102	140	7.1	915	31	3.5	3,017	171	6.0			
Enterprise	2,045	139	7.3	891	25	2.9	2,936	164	5.9			
o/w Connectivity	781	(16)	(2.1)	280	(5)	(1.8)	1,061	(21)	(1.9)			
o/w Cloud	700	127	22.1	350	65	22.8	1,050	192	22.4			
o/w Security	114	52	84.1	59	6	11.3	173	58	50.4			
o/w IoT	46	10	26.8	23	2	9.5	69	12	21.1			
o/w Other IT	404	(33)	(7.6)	179	(44)	(19.7)	583	(76)	(11.5)			
MSA	57	1	1.8	24	6	33.3	81	7	9.5			
PRODUCT/EQUIPMENT	171	(31)	(15.3)	103	(11)	(9.6)	274	(42)	(13.3)			

TIM Brasil

€m, IFRS 16 & After Lease view

	ORGANIC (1)											
	9M '23 comparable	9M '24	Change YoY abs	Change YoY %	Q4 '23 comparable	Q4 '24	Change YoY abs	Change YoY %	FY '23 comparable	FY '24	Change YoY abs	Change YoY %
REVENUES	3,083	3,304	221	7.2	1,006	1,062	56	5.7	4,089	4,366	277	6.8
SERVICE REVENUES	2,991	3,203	212	7.1	967	1,015	48	5.1	3,958	4,218	260	6.6
Mobile Services Wireline Services	2,823 168	3,028 175	205 7	7.3 4.4	913 54	962 53	49 (1)	5.4 0.1	3,736 222	3,990 228	254 6	6.8 3.3
HANDSETS	92	101	9	9.8	39	47	8	19.1	131	148	17	12.7
OPEX	1,595	1,682	87	5.5	503	529	26	5.1	2,098	2,211	113	5.4
EBITDA	1,488	1,622	134	9.0	503	533	30	6.3	1,991	2,155	164	8.3
EBITDA Margin	48.3%	49.1%		0.8 p.p.	49.9%	50.1%		0.2 p.p.	48.7%	49.4%		0.7 p.p.
EBITDA After Lease	1,093	1,250	157	14.4	394	414	20	5.7	1,487	1,664	177	11.9
EBITDA AL Margin	35.5%	37.8%		2.3 p.p.	38.9%	38.9%		0.0 p.p.	36.4%	38.1%		1.7 p.p.
CAPEX net of licences	564	558	(6)	(1.1)	209	222	13	6.3	773	780	7	1,0
% on revenues	18.3%	16.9%		(1.4 p.p.)	20.6%	20.7%		0.1 p.p.	18.9%	17.9%		(1.0 p.p.)
Exchange rate AVG YTD (R\$/euro)		5.69								5.83		
Mobile Lines ('000) (2)	61,254	62,149	895	1.5	61,248	62,058	810	1.3	61,248	62,058	810	1.3
ARPU Mobile (R\$/month) (3)	29.0	31.1	2.1	7.0	31.1	32.3	1.2	3.9	29.5	31.4	1.9	6.2
TIM UltraFibra Lines ('000)	791	793	2	0.3	802	790	(12)	(1.6)	802	790	(12)	(1.6)
ARPU TIM UltraFibra (R\$/month)	97.3	97.8	0.5	0.5	95.9	95.5	(0.4)	(0.4)	96.9	97.2	0.3	0.3

Profit & Loss

€m, Reported figures, IFRS 16

		TIM Group				
	Q3 '24	Q4 '24	H2 '24	FY '24 ⁽¹⁾		
REVENUES	3,569	3,812	7,381	14,442		
Other Income	66	118	184	233		
TOTAL OPERATING REVENUES AND OTHER INCOME	3,635	3,930	7,565	14,675		
Acquisition of goods and services	(2,118)	(2,329)	(4,447)	(8,017)		
Employee benefits expenses	(334)	(373)	(707)	(1,478)		
Other operating expenses	(152)	(196)	(348)	(662)		
Internally generated assets and Others	68	54	122	307		
EBITDA	1,099	1,086	2,185	4,825		
EBITDA Margin	30.8%	28.5%	29.6%	33.4%		
Depreciation and amortization	(784)	(772)	(1,556)	(3,189)		
Gains (losses) on disposals of non-current assets	14	(11)	3	3		
Impairment reversals (losses) on non-current assets	-	(80)	(80)	(94)		
EBIT	329	223	552	1,545		
EBIT Margin	9.2%	5.8%	7.5%	10.7%		
Income (loss) equity invest. valued equity method	3	63	66	55		
Net Financial Income / (Expenses)	(279)	(252)	(531)	(1,343)		
Profit (loss) before tax from continuing operations	53	34	87	257		
Income tax expense	(67)	(74)	(141)	(174)		
Profit (loss) from continuing operations	(14)	(40)	(54)	83		
Discontinued operations/Non-current assets held for sale (1)	195	(2)	193	(447)		
PROFIT (LOSS)	181	(42)	139	(364)		
Parent Company	137	(101)	36	(610)		
Minorities	44	59	103	246		



Cash Flow & Net Debt

€m, Reported figures, After Lease view

	TIM Gro	up - Integrated	view		TIM Group		
	Q1 '24	Q2 '24	H1 '24	Q3 '24	Q4 '24	H2 '24	
EBITDA After Lease CAPEX net of licences	1,157 (940)	1,323 (990)	2,480 (1,930)	931 (371)	924 (757)	1,855 (1,128)	
EBITDA AL - CAPEX net of licences	217	333	550	560	167	727	
CHANGE IN WORKING CAPITAL net of licences	(510)	(226)	(736)	(301)	462	161	
OPERATING FREE CASH FLOW net of licences	(293)	107	(186)	259	629	888	
Financial Expenses Cash Taxes & Other	(339) (341)	(396) 234	(735) (107)	(123) 57	(120) 5	(243) 62	
EQUITY FREE CASH FLOW After Lease	(973)	(55)	(1,028)	193	514	707	
Dividends and change in Equity Disposal and Financial investments Licences	(39) (9) O	(37) (21) (24)	(76) (30) (24)	(42) 13,368 0	(41) 249 0	(83) 13,617 0	
NET CASH FLOW After Lease	(1,021)	(137)	(1,158)	13,519	722	14,241	
Adj. Net Debt After Lease EoP	21,370	21,507	21,507	7,988	7,266	7,266	
LTM Organic EBITDA After Lease				3,673	3,672	3,672	
Leverage (Adj. Net Debt AL / LTM Organic EBITDA AL)				2.17	1.98	1.98	



Balance Sheet - Assets

	TIM Gr	oup - Integrate	TIM Group		
	31 Dec. 2023	31 Mar.2024	30 Jun. 2024	30 Sep. 2024	31 Dec. 2024
CURRENT ASSETS	10,880	9,123	8,492	9,073	9,186
Trade and miscellaneous receivables and other current assets	4,699	5,134	5,069	4,546	4,146
Cash and cash equivalents	2,912	1,285	661	2,164	2,924
Discontinued operations/assets held for sale	-	-	-	-	-
Securities other than investments, other financial receivables and other current financial assets	2,571	2,024	2,101	1,878	1,651
Inventories	345	388	364	314	297
Current income tax receivables	191	154	166	139	124
Current financial receivables arising from lease contracts	162	138	131	32	44
Other investments	-	-	-	-	-
NON-CURRENT ASSETS	51,279	51,044	49,634	28,790	28,477
Intangible assets	26,292	26,123	25,634	17,262	17,041
Goodwill	19,170	19,160	19,067	11,125	11,030
Intangible assets with a finite useful life	7,122	6,963	6,567	6,137	6,011
Tangible assets	14,692	14,743	14,667	4,545	4,560
Property, plant and equipment owned	14,692	14,743	14,667	4,545	4,560
Right of Use assets	5,515	5,419	5,177	3,450	3,467
Other assets	4,780	4,759	4,156	3,533	3,409
Miscellaneous receivables and other non-current assets	2,187	2,195	2,108	1,594	1,795
Non-current financial assets	1,215	1,178	753	767	686
o/w receivable for lease contracts	112	111	108	43	40
o/w other non-current financial assets	1,103	1,067	645	724	646
Deferred tax assets	701	700	650	549	513
Other investments	140	150	155	155	150
Investments in associates and joint ventures accounted for using the equity method	537	536	490	468	265
TOTAL ASSETS	62,159	60,167	58,126	37,863	37,663



Balance Sheet - Liabilities

	TIM Gr	oup - Integrated	d view	TIM Group		
	31 Dec. 2023	31 Mar.2024	30 Jun. 2024	30 Sep. 2024	31 Dec. 2024	
CURRENT LIABILITIES	16,020	14,560	22,527	10,735	11,511	
Trade and miscellaneous payables and other current liabilities	9,384	9,053	8,773	6,899	7,074	
Current financial liabilities	6,609	5,484	13,737	3,815	4,393	
o/w liabilities for financing contracts and others	5,771	4,627	12,931	3,276	3,870	
o/w liabilities for lease contracts	838	857	806	539	523	
Liabilities directly associated with Discontinued operations/Non-current assets held for sale	-	-	-	-	-	
Current income tax payables	27	23	17	21	44	
NON-CURRENT LIABILITIES	28,626	28,600	19,113	13,429	12,791	
Non-current financial liabilities	26,027	25,951	16,498	11,930	11,149	
o/w liabilities for financing contracts and others	21,284	21,285	12,084	9,479	8,728	
o/w liabilities for lease contracts	4,743	4,666	4,414	2,451	2,421	
Miscellaneous payables and other non-current liabilities	1,326	1,345	1,332	773	896	
Employee benefits	511	514	498	200	200	
Provisions	679	693	668	448	485	
Deferred tax liabilities	83	97	117	78	61	
TOTAL LIABILITIES	44,646	43,160	41,640	24,164	24,302	
EQUITY	17,513	17,007	16,486	13,699	13,361	
Equity attributable to equity owners of the Parent	13,646	13,197	12,742	12,247	11,957	
Equity attributable to Minority Interests	3,867	3,810	3,744	1,452	1,404	
TOTAL LIABILITIES & EQUITY	62,159	60,167	58,126	37,863	37,663	



Further questions

please contact the IR team









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