



/ VIDEOCONFERÊNCIA DE RESULTADOS 1T25

» Dennis Herszkowicz - CEO
Gilsomar Maia - CFO
Sergio Serio - Head de RI

◀ 2025/ Maio



AVISO LEGAL

As informações contidas nesta apresentação e eventuais declarações que possam ser feitas durante esta videoconferência, relativas às perspectivas de negócios, projeções e metas operacionais e financeiras da TOTVS, constituem-se em crenças e premissas da Diretoria da Companhia, bem como em informações atualmente disponíveis. Considerações futuras não são garantias de desempenho. Elas envolvem riscos, incertezas e premissas, pois se referem a eventos futuros e, portanto, dependem de circunstâncias que podem ou não ocorrer. Investidores devem compreender que condições econômicas gerais, condições da indústria e outros fatores operacionais podem afetar o desempenho futuro da TOTVS e podem conduzir a resultados que diferem materialmente daqueles expressos em tais considerações futuras.

Crescemos muito além das projeções de 5 anos atrás

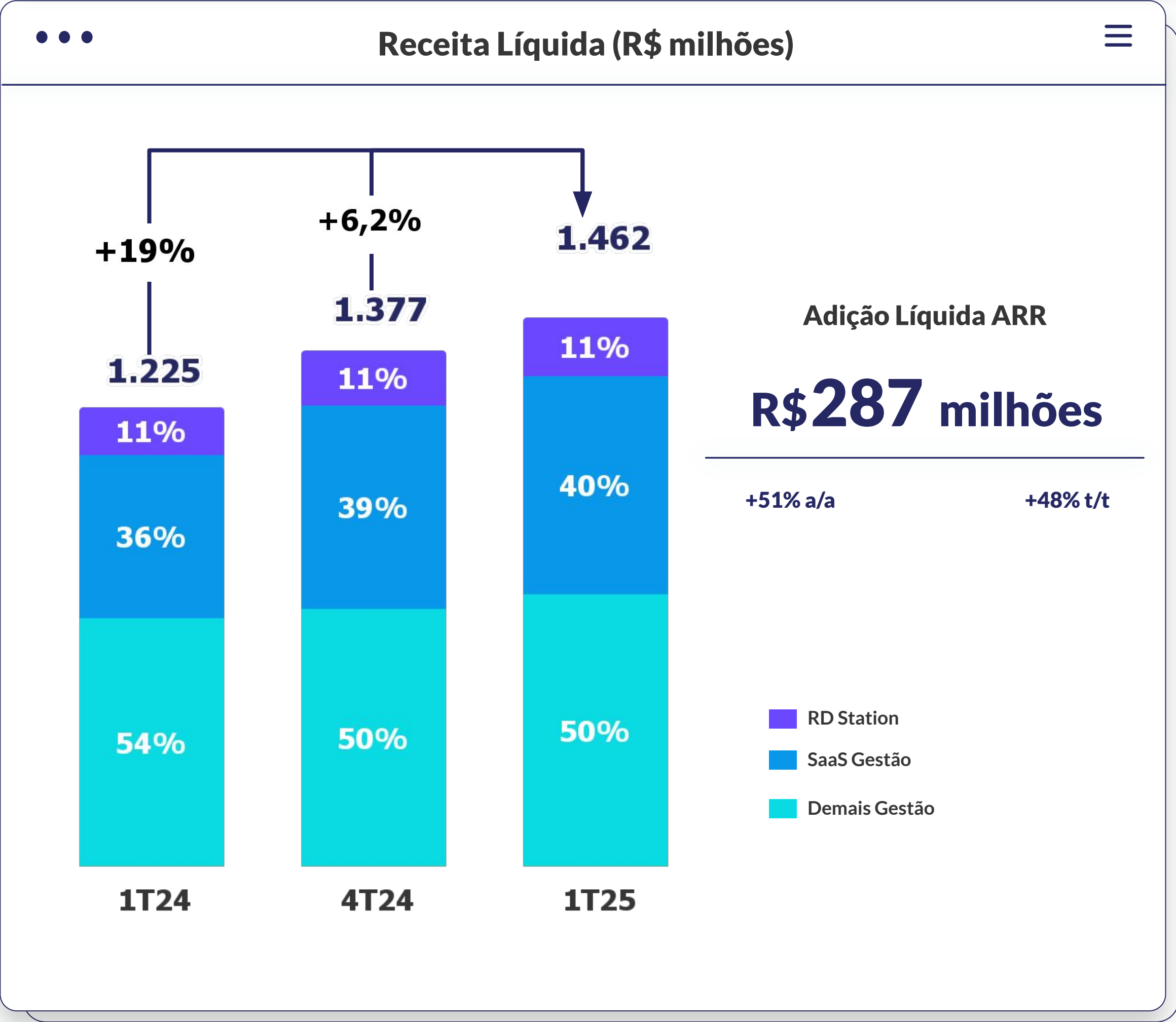
As projeções de mercado estimavam menos de $\frac{3}{4}$ da receita efetivamente realizada pela BU Gestão.

O CAGR de 5 e 10 anos da BU Gestão cresce 1,2x mais que o próprio mercado, que por sua vez cresce 2x o PIB Nominal.

CAGR	2014-24	2020-24
PIB Nominal ¹	6,6%	8,1%
	2x	1,8x
Mercado Gestão ²	13,4%	14,9%
	1,2x	1,3x
TOTVS Gestão ³	15,6%	18,7%

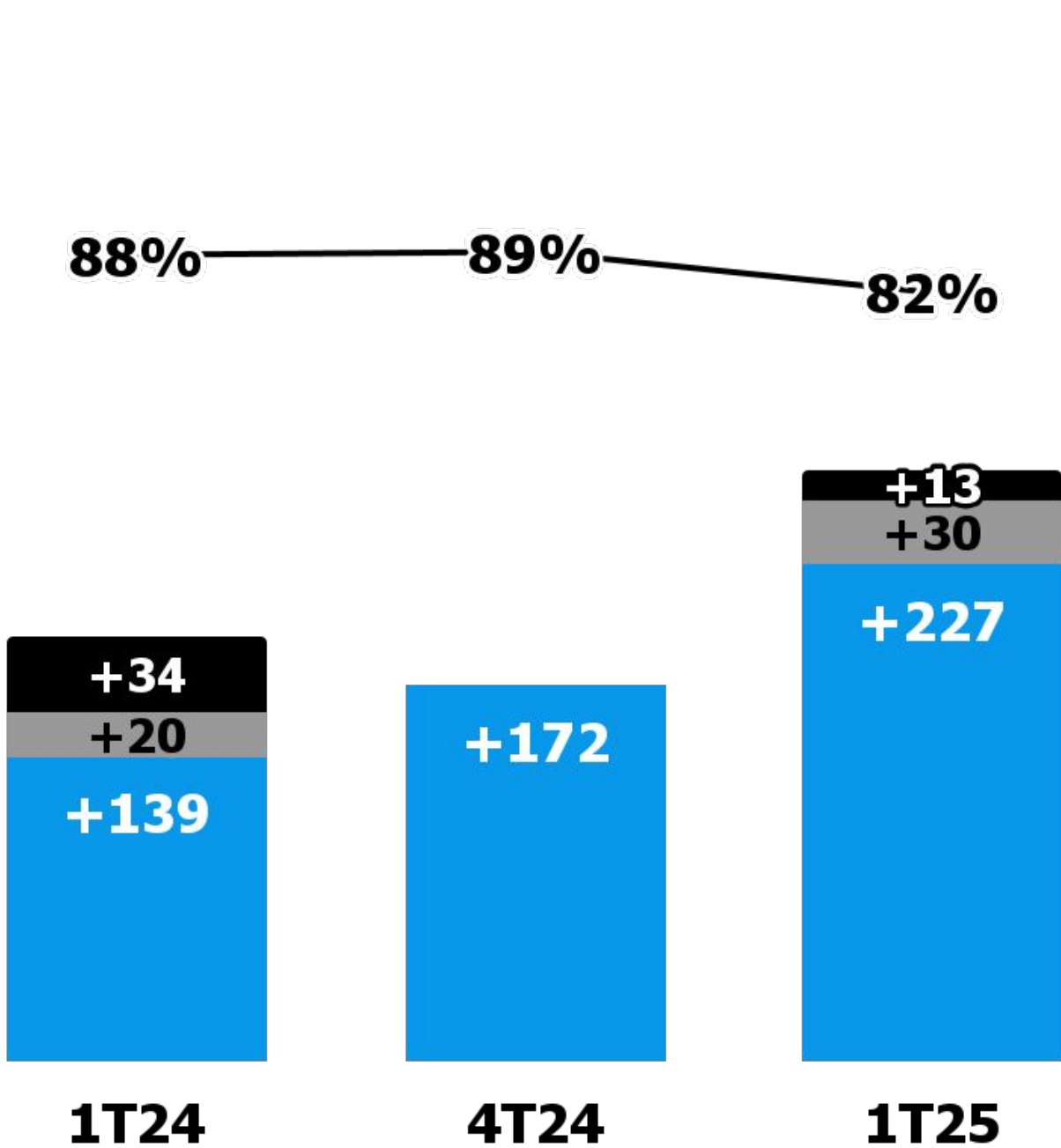
CAGR	2014-24	2020-24
PIB Nominal ¹	6,6%	8,1%
	3,6x	2,9x
Mercado RD Station ²	23,7%	23,8%
	2,6x	2,4x
TOTVS RD Station ⁴	62,4%	32,7%

Avanço de **44% a/a** do **Lucro Líquido Ajustado** com crescimento de **19% a/a** da **Receita Líquida Total**

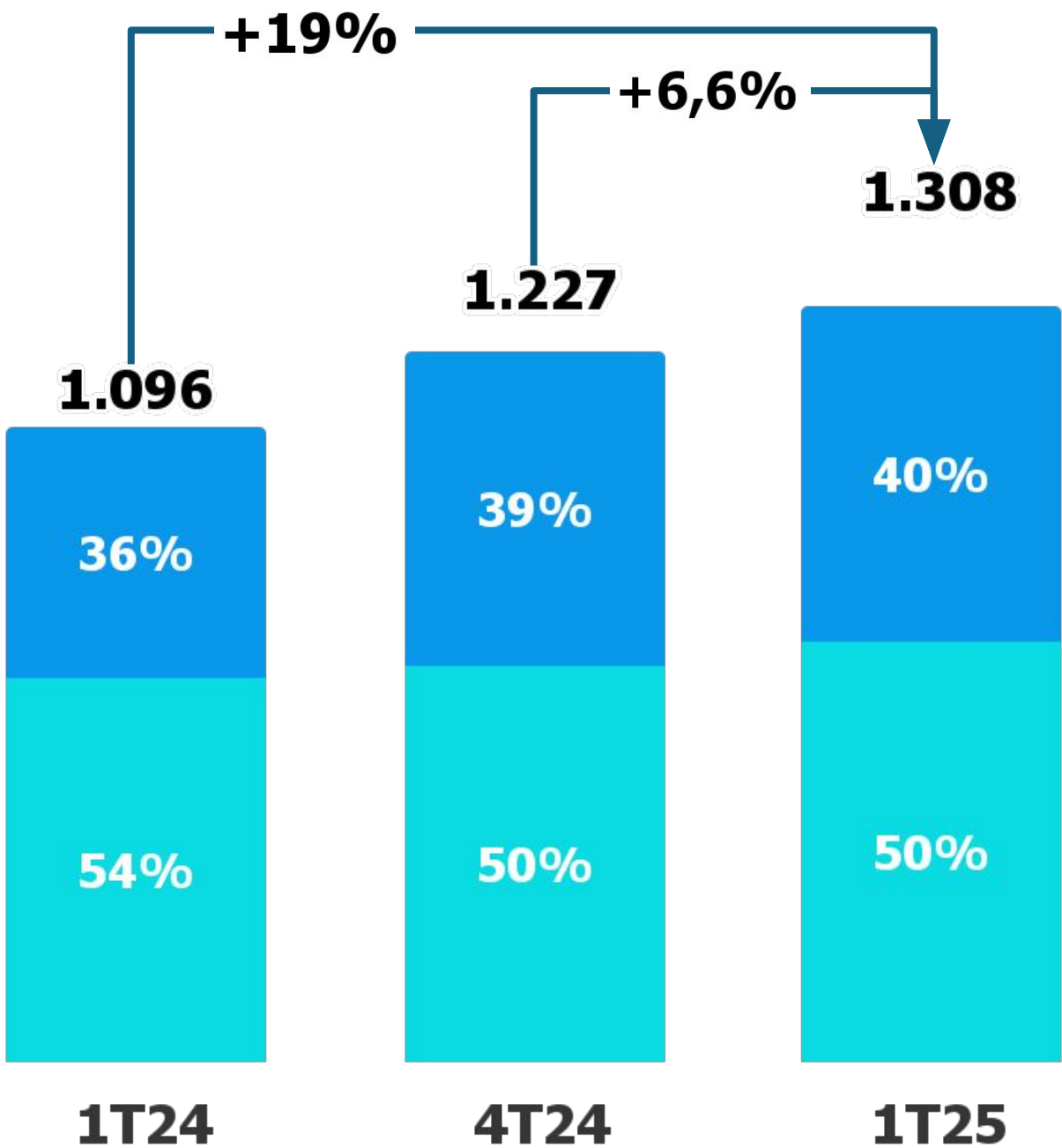
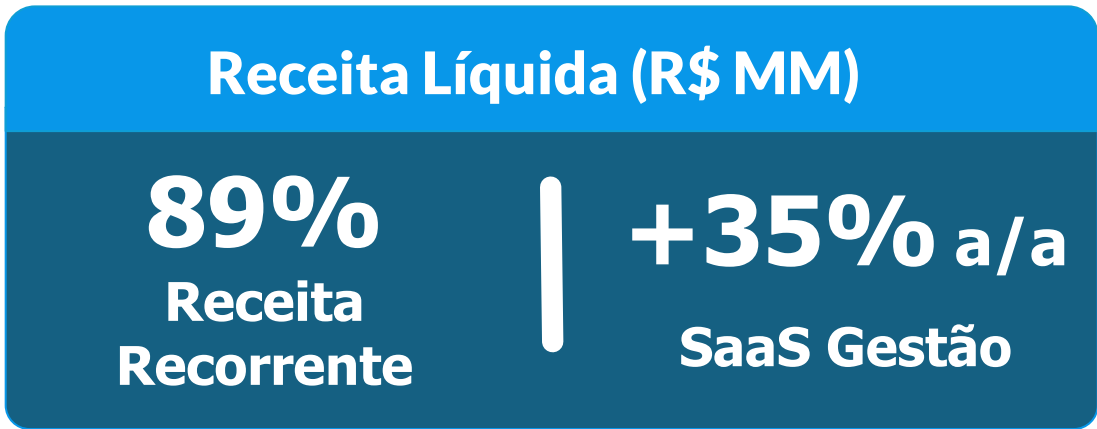


Crescimento de **24% da Receita Recorrente** e de **22% no EBITDA Ajustado**,
resultando em **60 pontos base de expansão de Margem** a/a

RECEITA

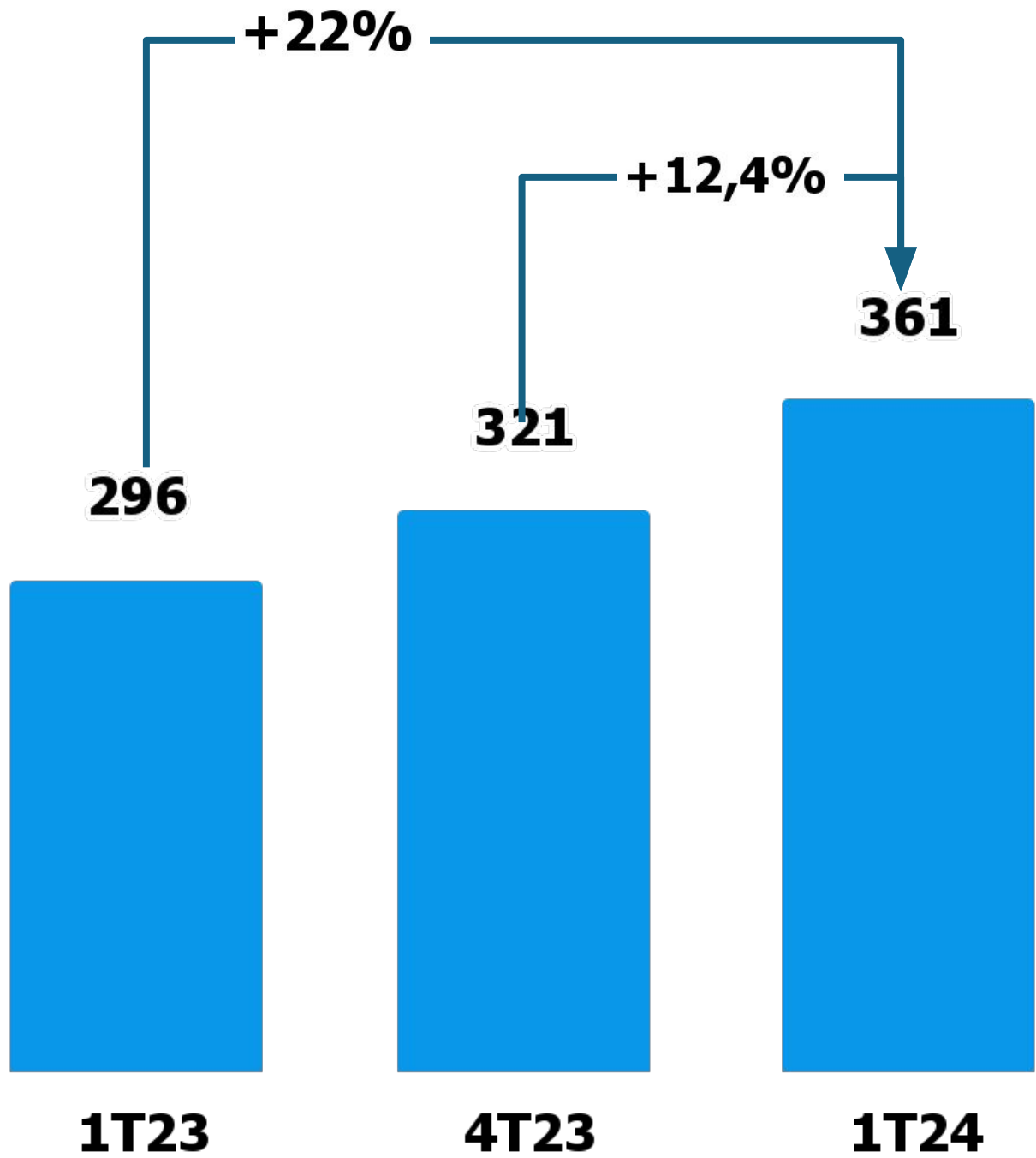


Adição Líquida de ARR
Adição Corporativa
Adição Inorgânica
% Volume excl. Modelo Corporativo LTM



SaaS Gestão
Demais Gestão

EBITDA AJUSTADO (R\$ MM)



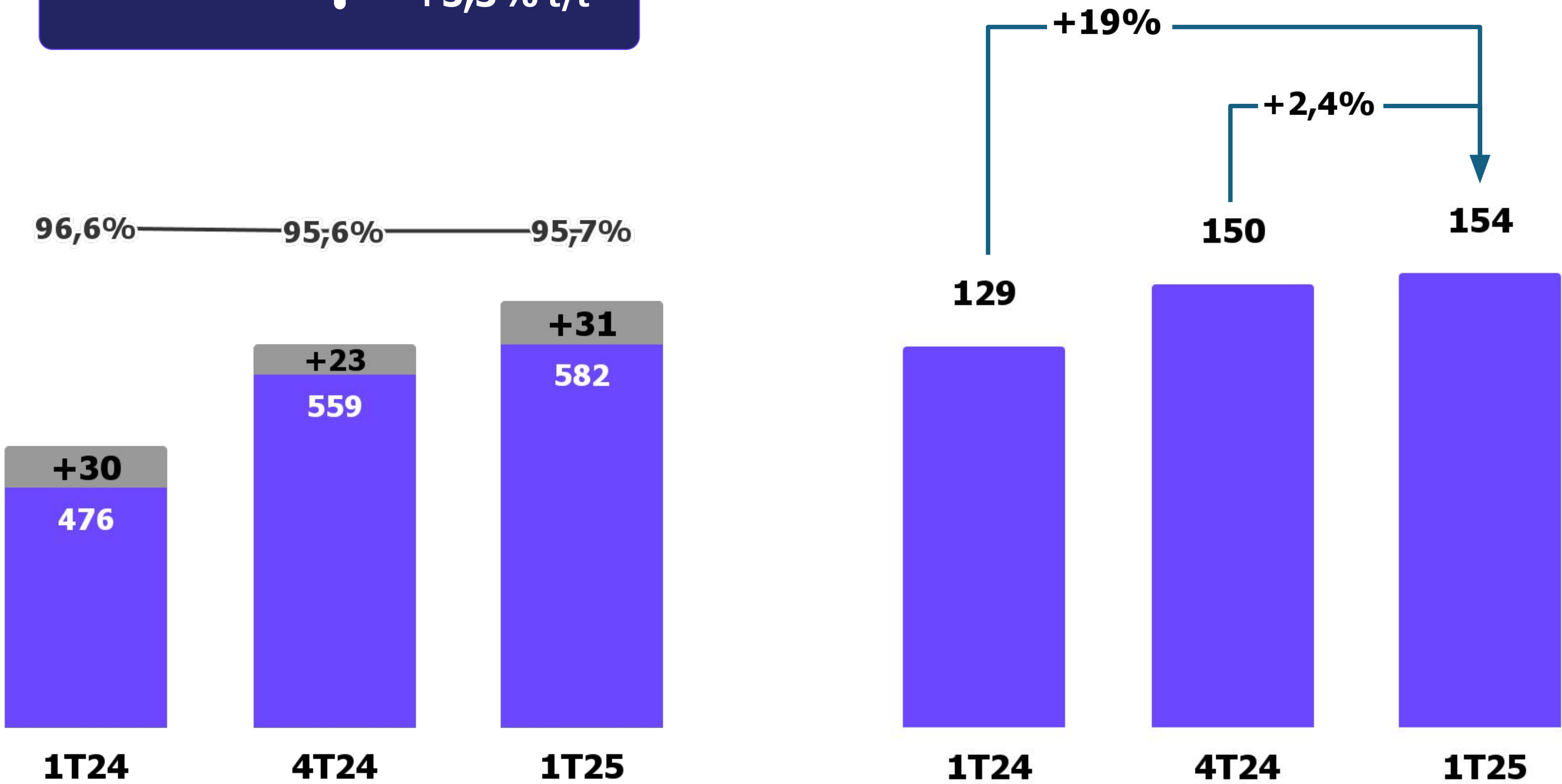
Crescimento de **19% da Receita Recorrente**,
com aumento de **430 pontos base a/a** da Margem EBITDA Ajustada

RECEITA

ARR (R\$ MM)

R\$612 MM | **+21% a/a**
+5,3% t/t

Receita Líquida (R\$ MM)

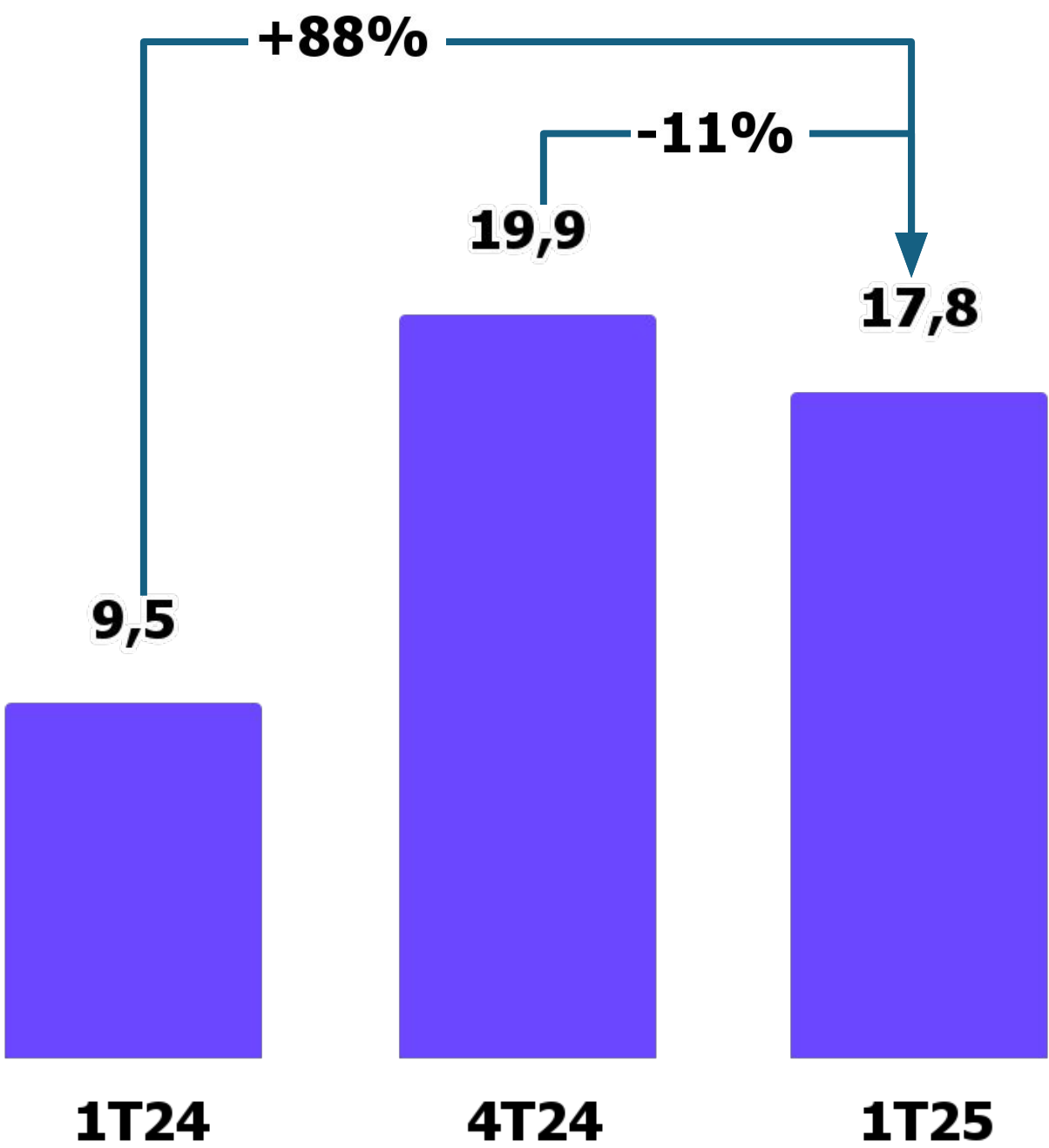


ARR - Baseline
ARR - Adição Líquida
Taxa de Retenção

EBITDA AJUSTADO (R\$ MM)

11,6%
Margem EBITDA

+430 pb a/a
-170 pb t/t



Receita Líquida de Funding cresceu 26% e o Lucro Ajustado ficou 5,6x maior do que o 1T24

RECEITA

Produção de Crédito (R\$ bi)

64,7 dias
Prazo médio

|

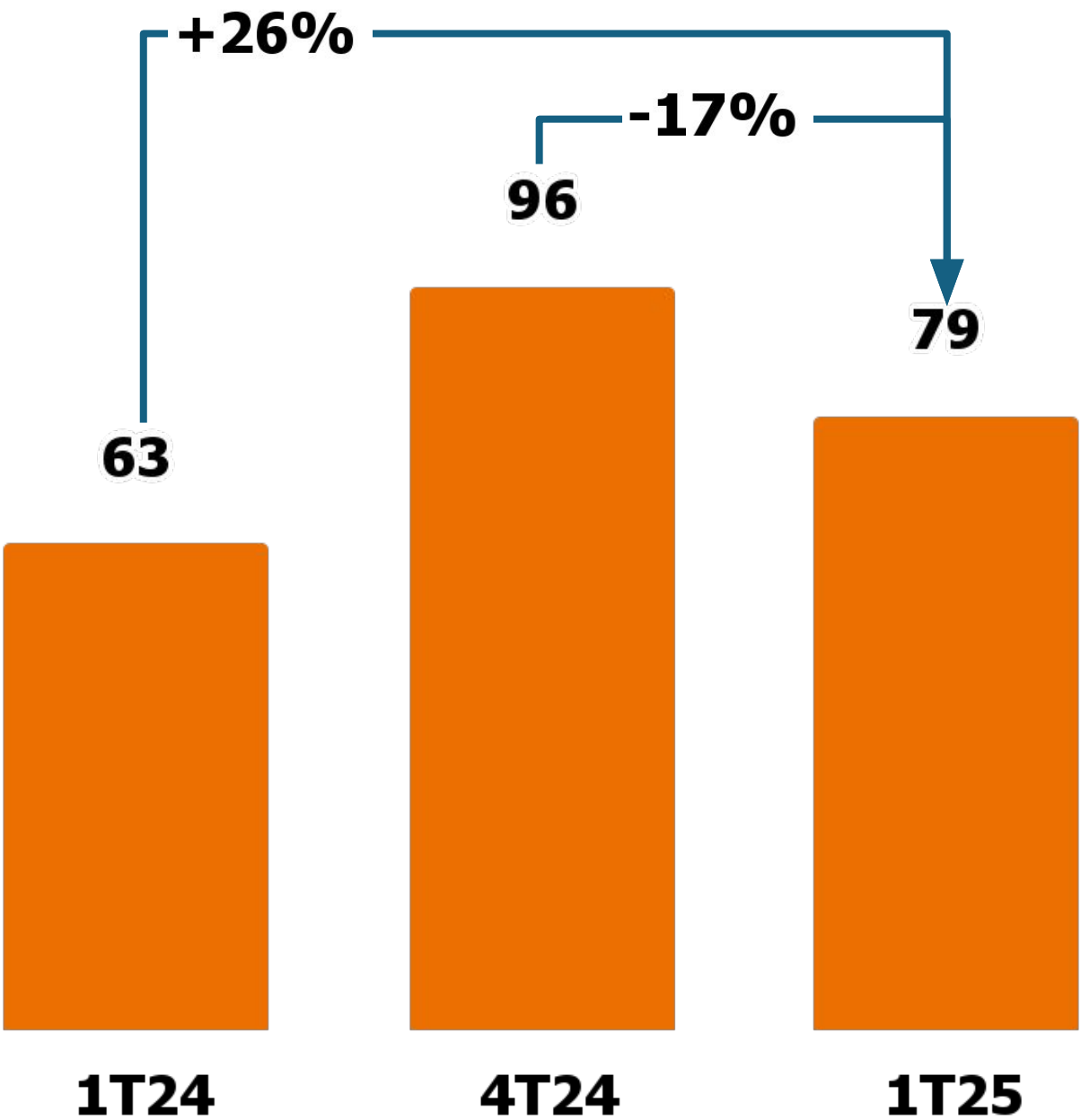
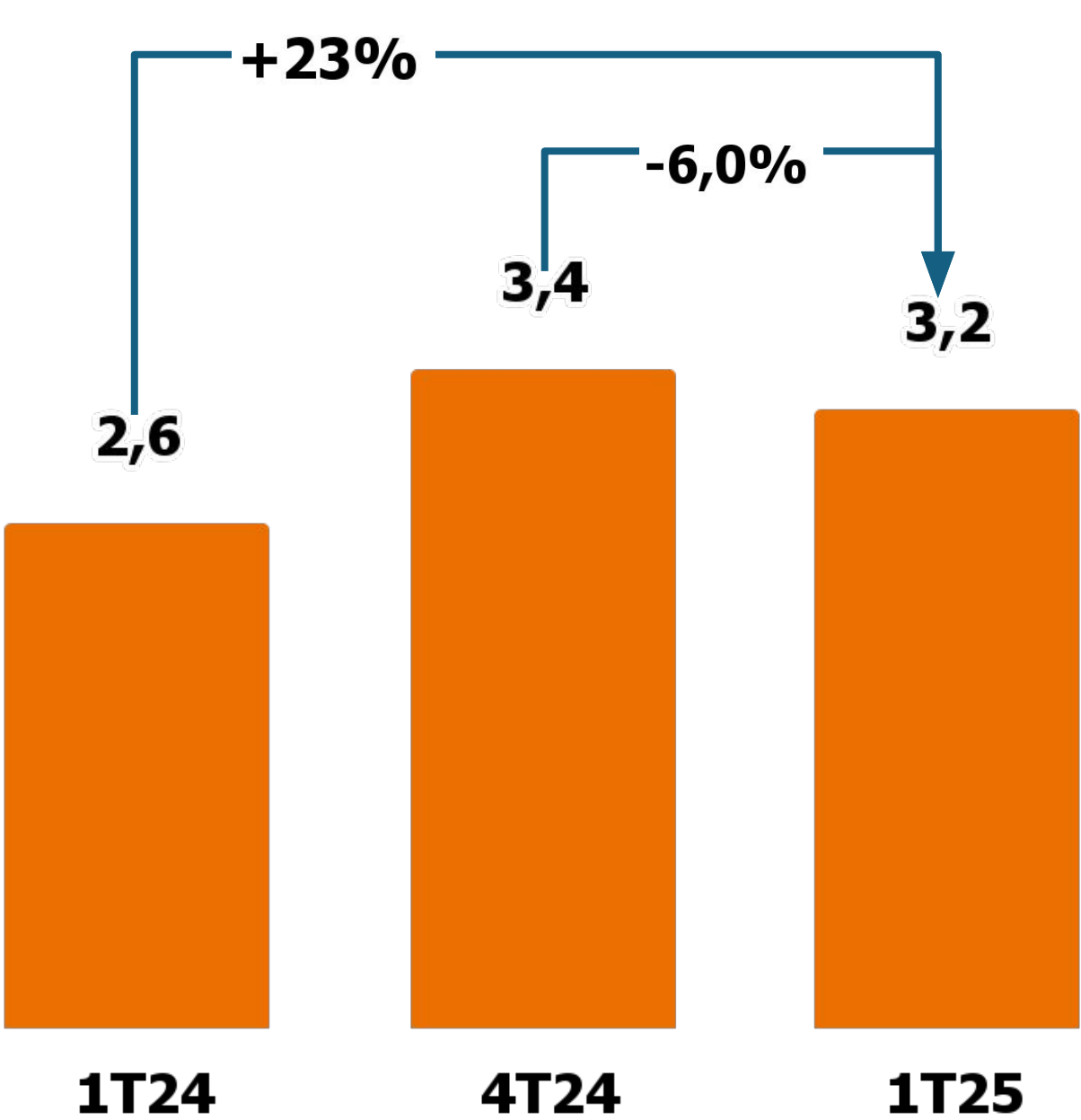
-0,5% a/a
-7% t/t

Receita Líquida de Funding

R\$2,1 bi
TPV - Pix

|

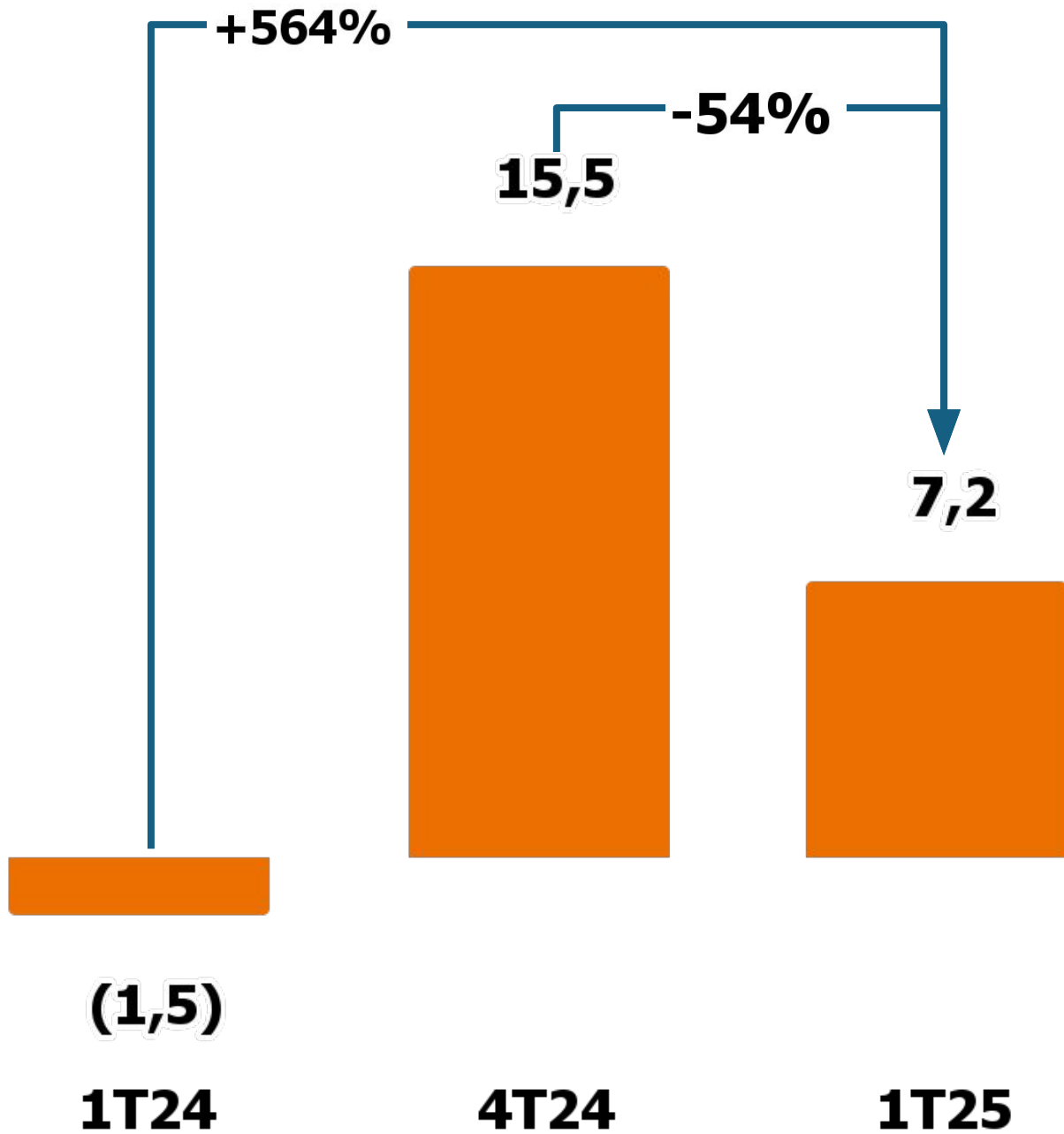
+52% a/a
-4% t/t



LUCRO AJUSTADO (R\$ MM)

8,7%
Margem Lucro

+11,2% a/a
-7,4% t/t



OBRIGADO



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+55 (11) 99585-7887

ri@totvs.com.br

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/ EARNINGS VIDEO CONFERENCE 1Q25

» Dennis Herszkowicz - CEO
Gilsomar Maia - CFO
Sergio Serio - IR HEAD

◀ 2025/ May



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All information contained in this presentation and any statements that may be made during this video conference connected to TOTVS' business prospects, projections, and operating and financial goals are based on beliefs and assumptions of the Company's Management, as well as information currently available. Forward-looking statements are not any guarantee of performance. They involve risks, uncertainties and assumptions as they refer to future events and, hence, depend on circumstances that may or may not occur. Investors should understand that general economic conditions, industry conditions, and other operating factors may also affect the future results of TOTVS and may lead those results to differ materially from those mentioned in such forward-looking statements.

We have grown far beyond projections from 5 years ago

Market projections estimated revenue less than $\frac{3}{4}$ of what was actually achieved by the Management BU.

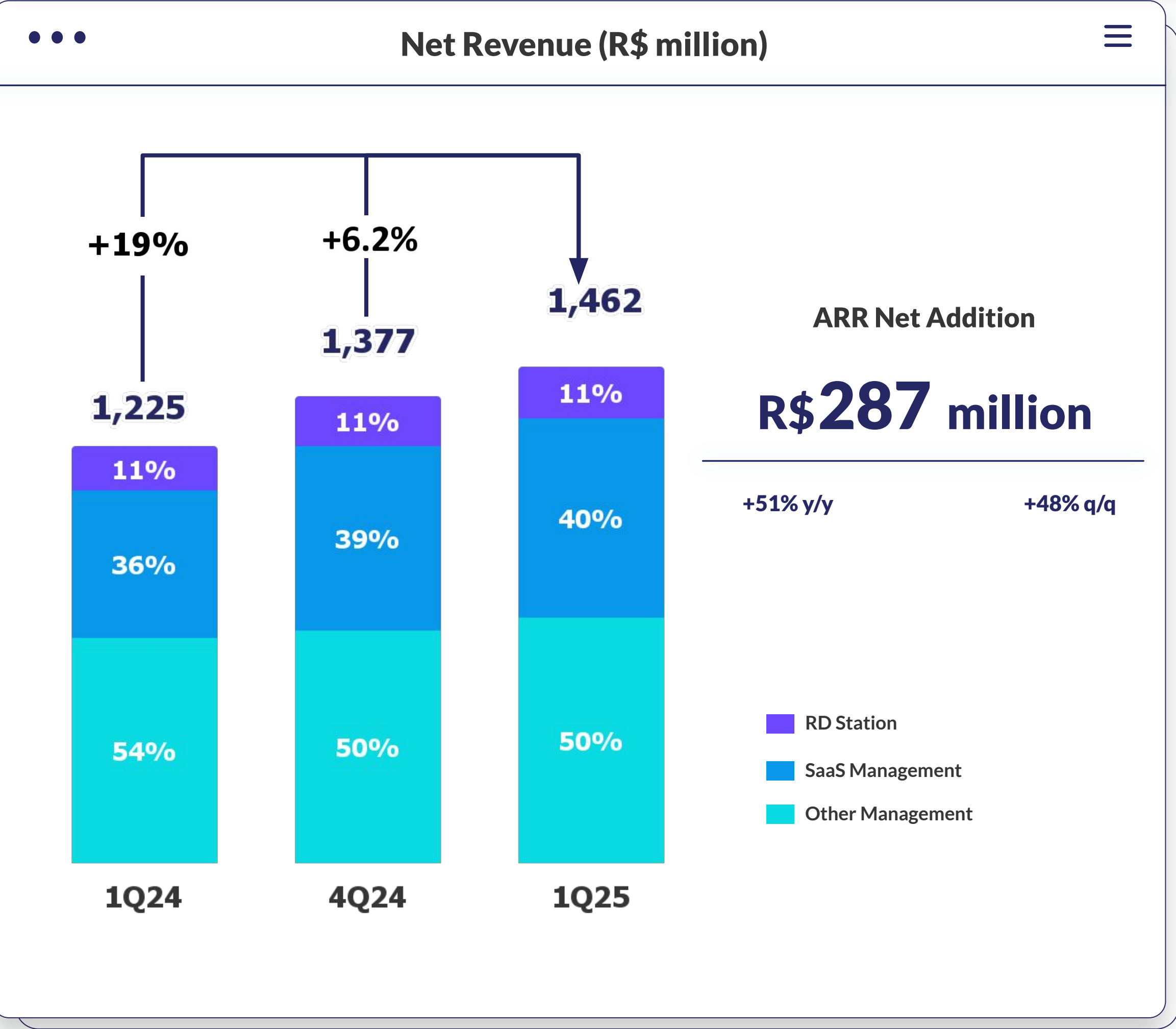
The 5-10 year CAGR of Management BU grows 1.2x more than the market itself, which in turn grows 2x the Nominal GDP.

CAGR	2014-24	2020-24
Nominal GDP ¹	6.6%	8.1%
Mgmt Market ²	13.4%	14.9%
TOTVS Mgmt ³	15.6%	18.7%

CAGR	2014-24	2020-24
Nominal GDP ¹	6.6%	8.1%
RD Station Market ²	23.7%	23.8%
TOTVS RD Station ⁴	62.4%	32.7%



+44% y/y increase in **Adjusted Net Income** with +19% y/y growth in **Total Net Revenue**



Adjusted EBITDA

R\$379 million

+24%y/y +11% q/q

Adjusted Net Income

R\$228 million

+44% y/y -3.5% q/q

EBITDA Margin

25.9%

+90 bp y/y +110 bp q/q

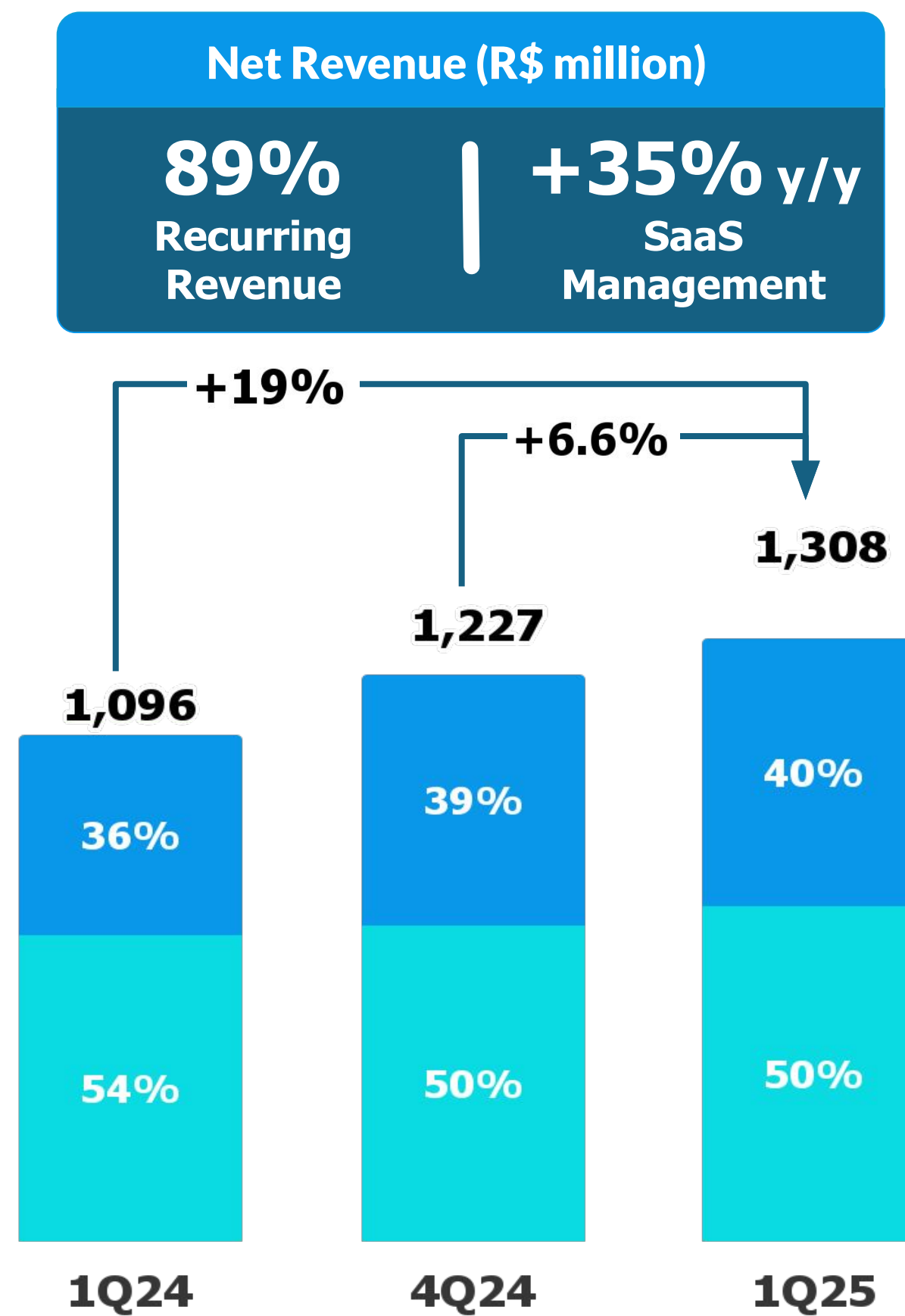
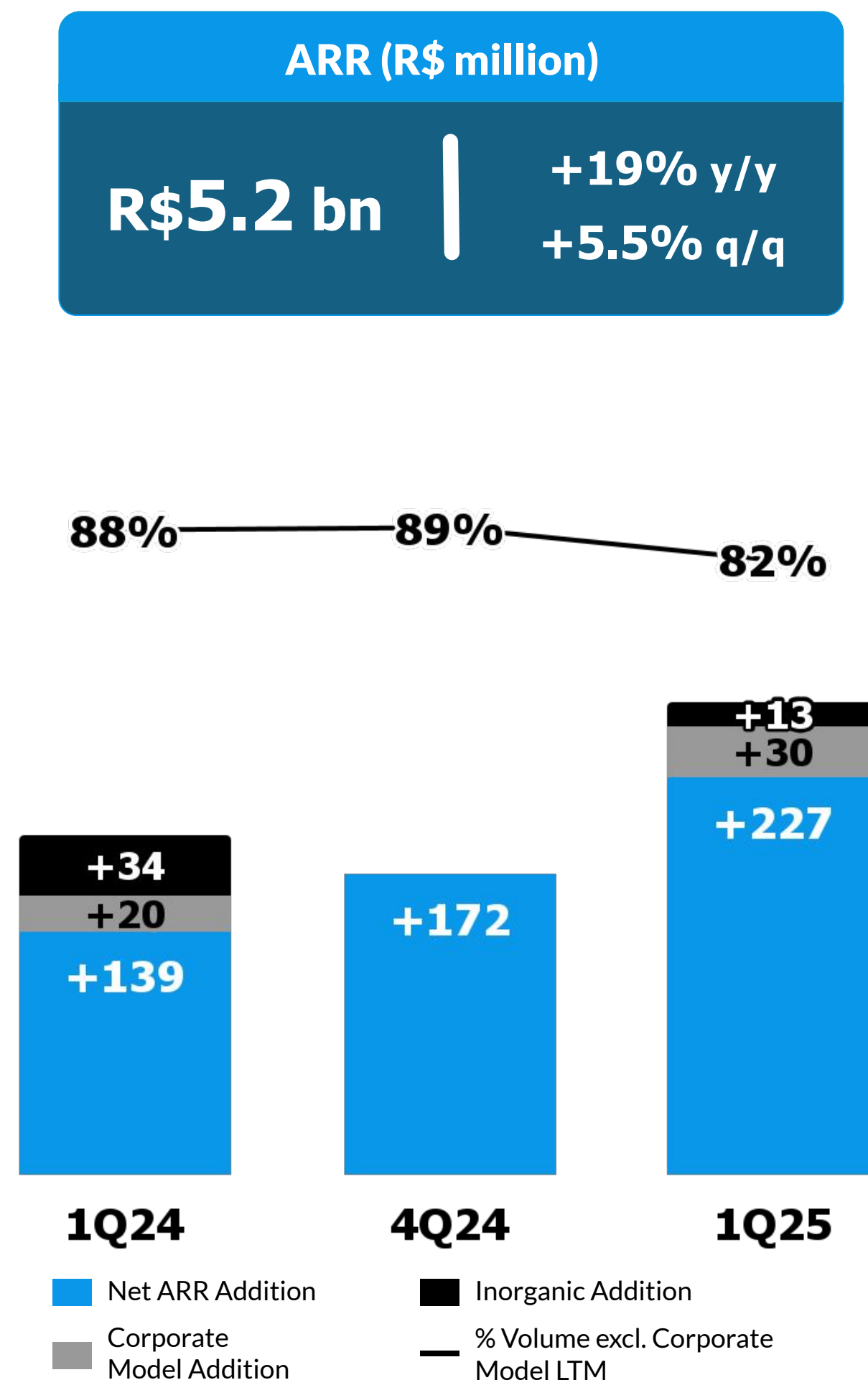
Free Cash Flow

R\$129 million

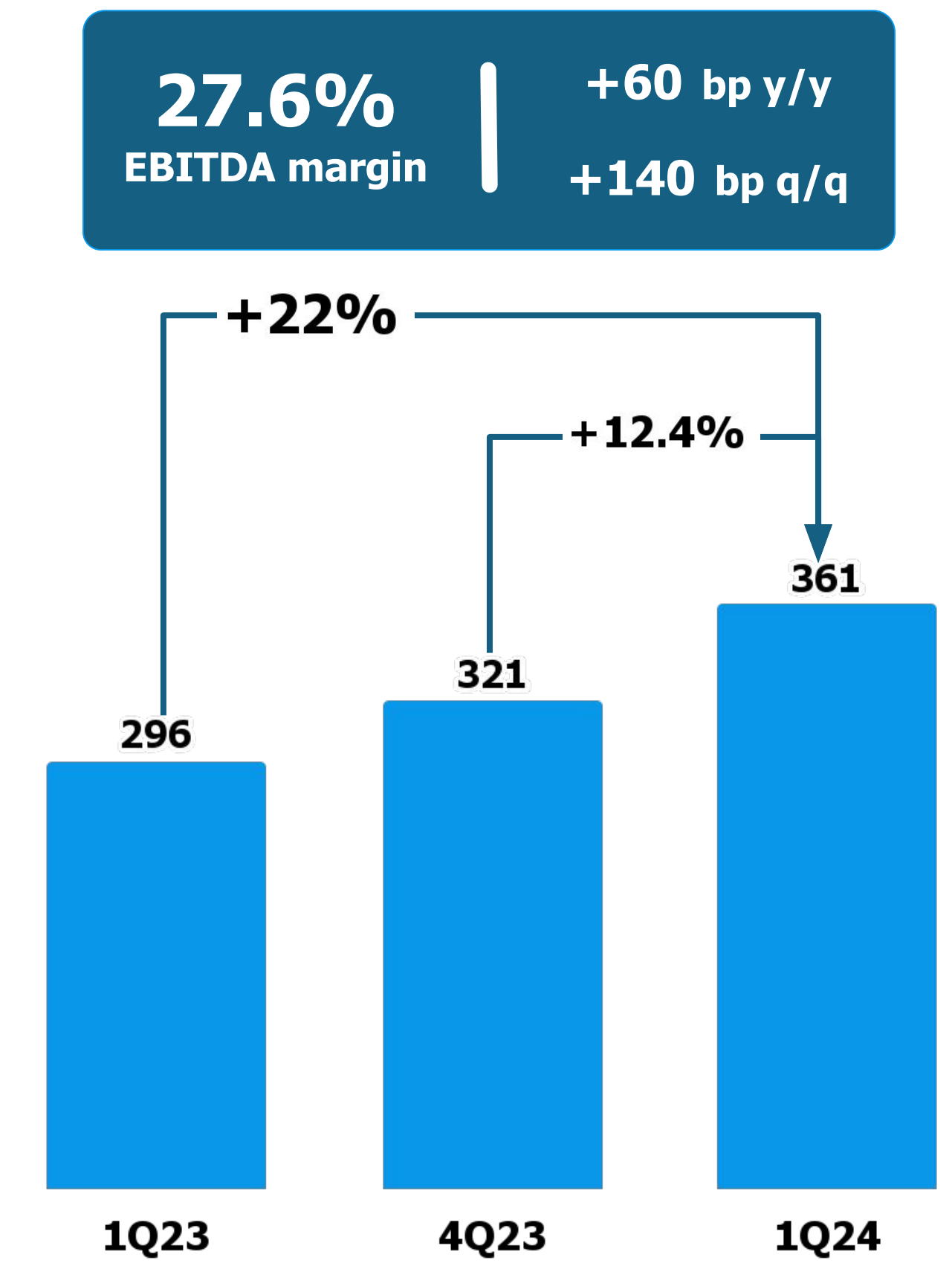
-3.8% y/y -52% q/q

24% growth in Recurring Revenue and **22% growth in Adjusted EBITDA**, resulting in a **60 basis point y/y Margin expansion**

REVENUE



ADJUSTED EBITDA (R\$ million)





19% growth in **Recurring Revenue**,
with **Adjusted EBITDA Margin** expanding by **430 basis points** y/y

REVENUE

ADJUSTED EBITDA (R\$ million)

ARR (R\$ million)

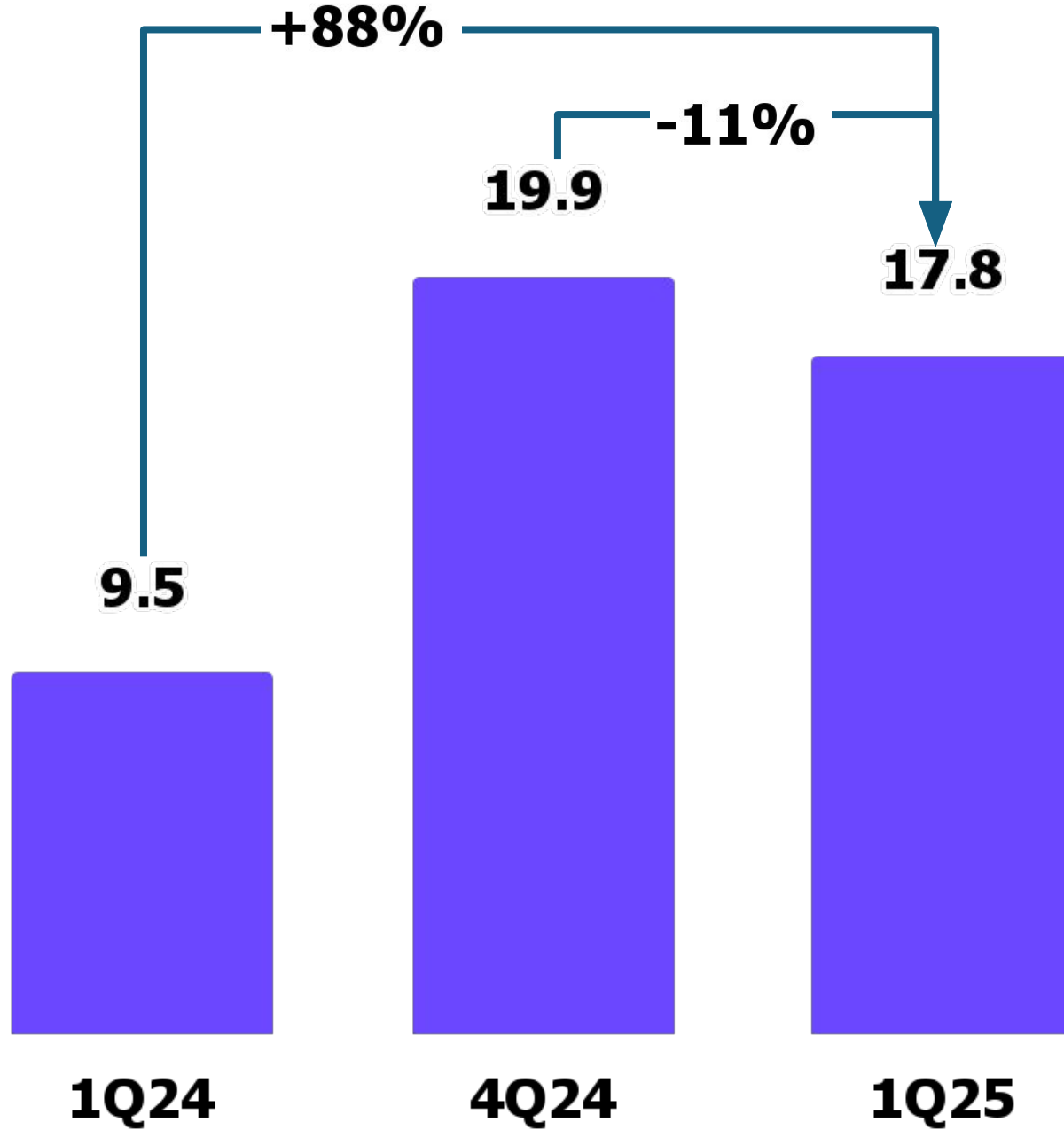
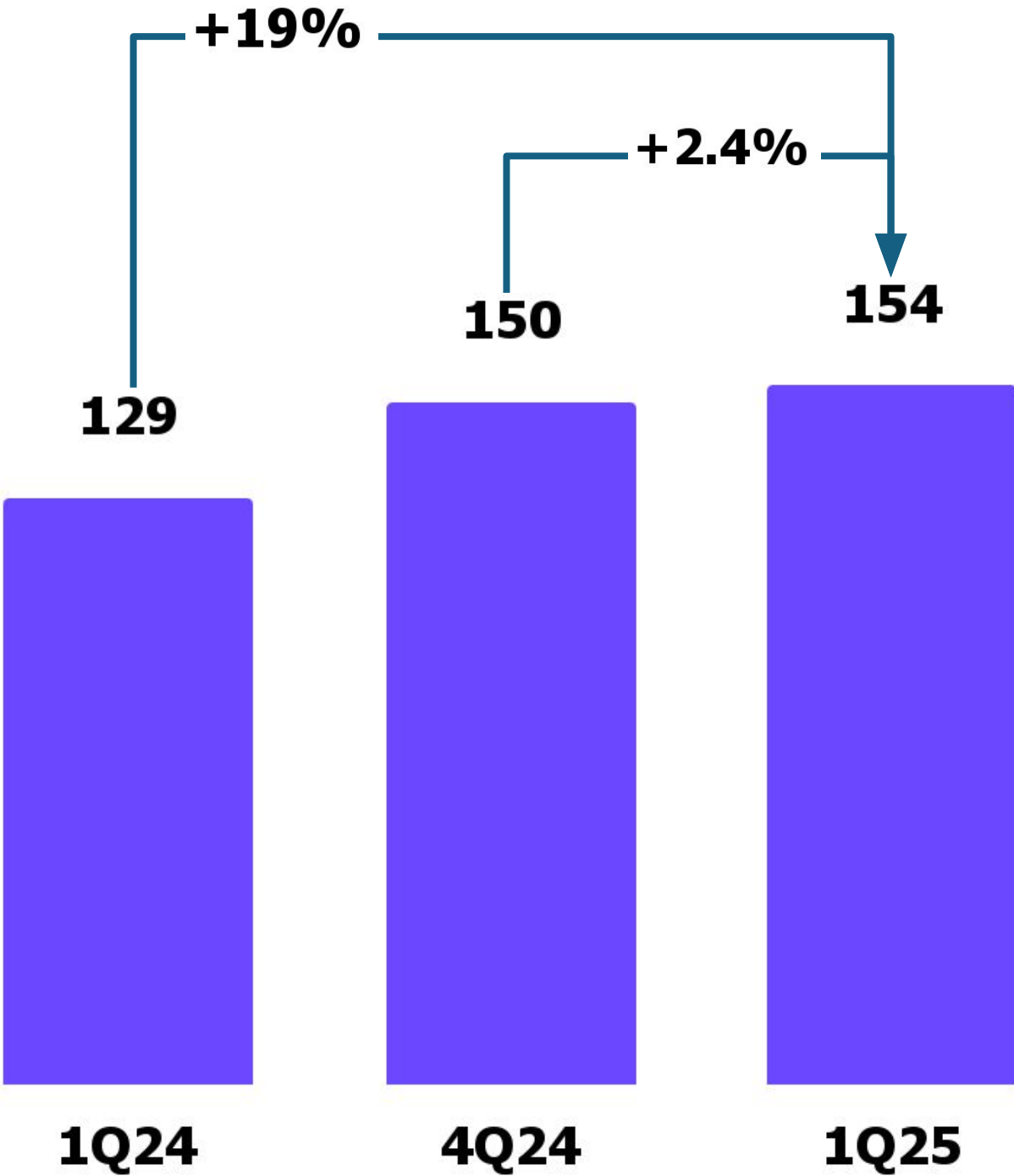
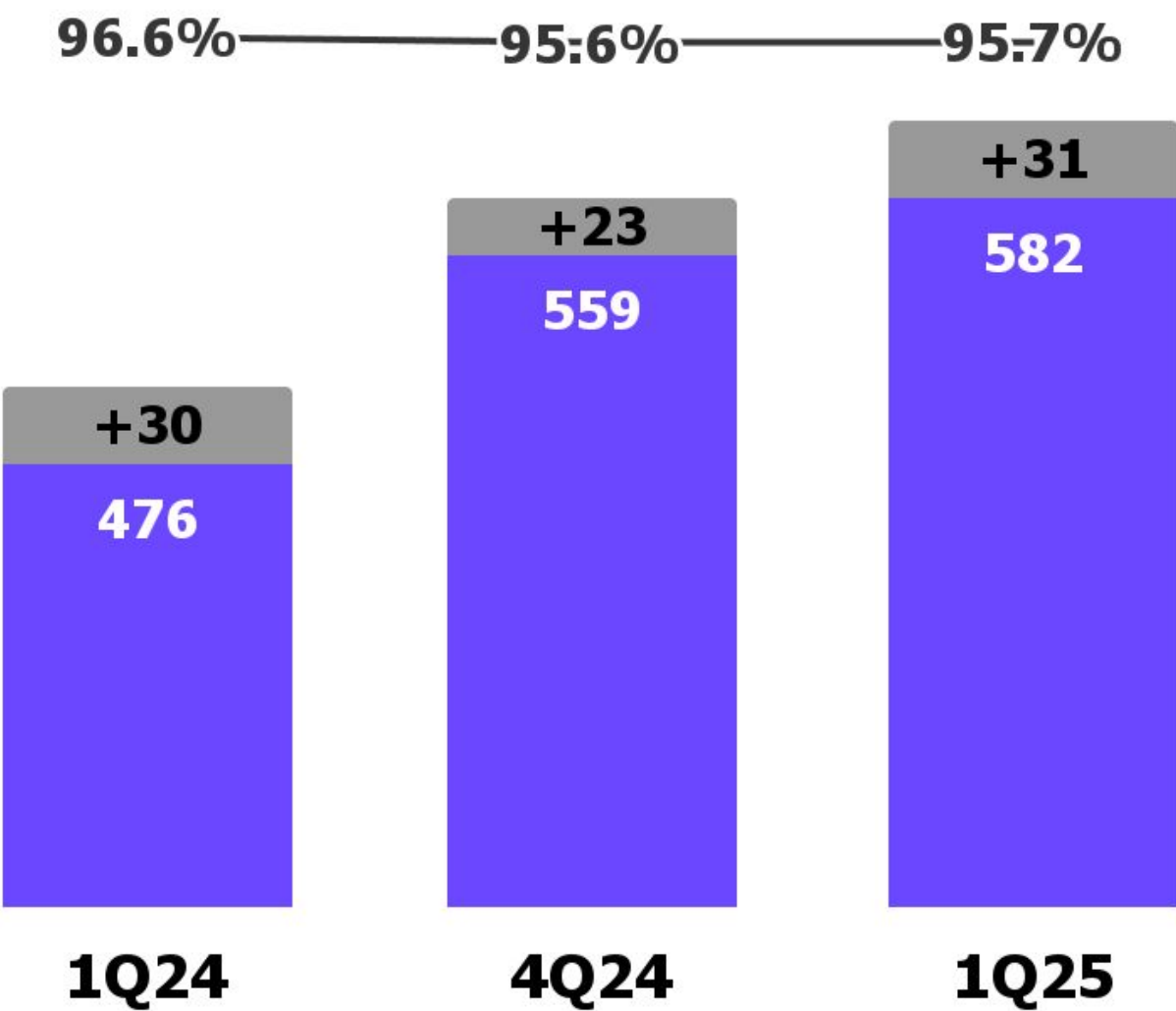
R\$612
million

+21% y/y
+5.3% q/q

Net Revenue (R\$ million)

11.6%
EBITDA Margin

+430 bp y/y
-170 bp q/q

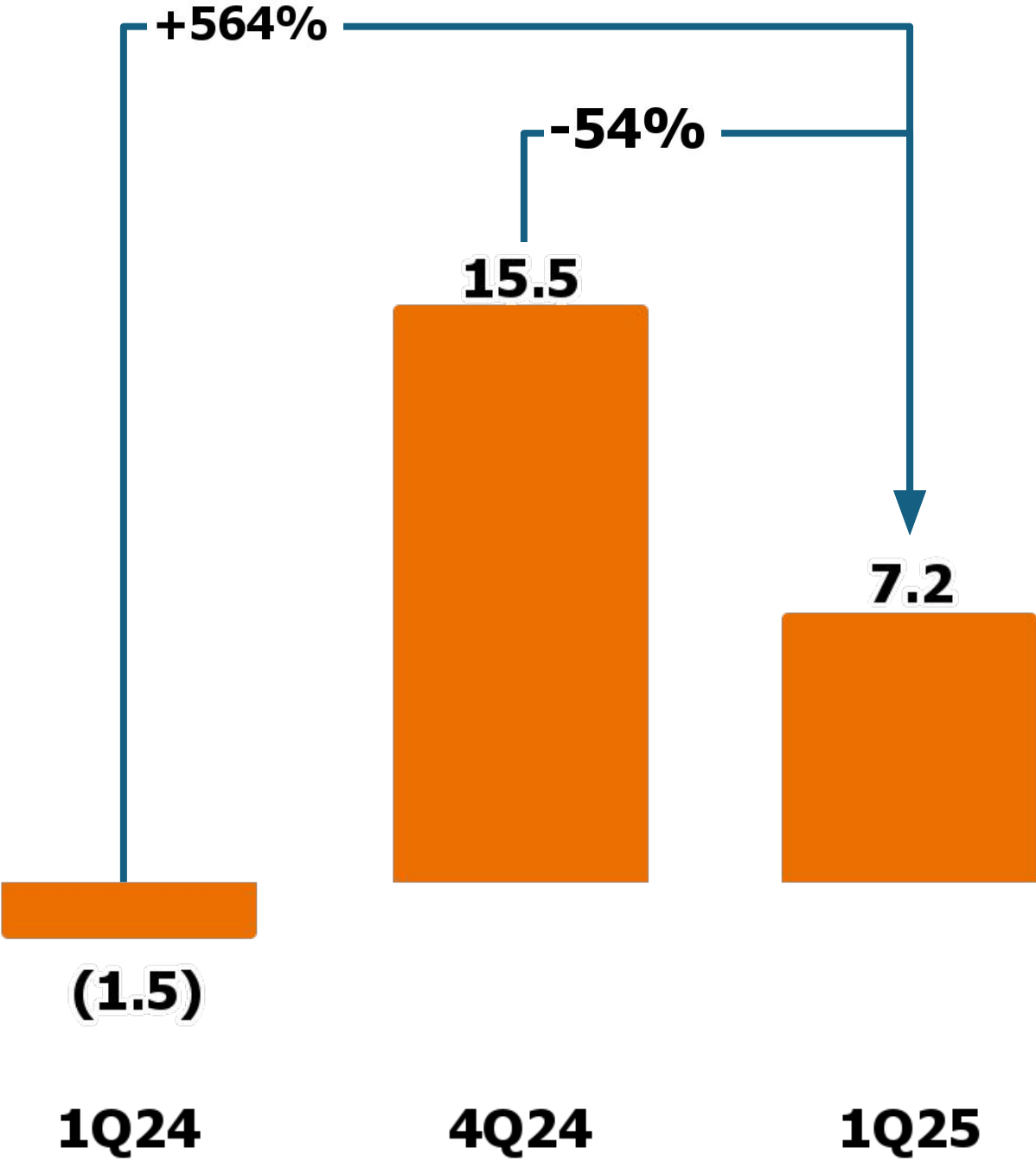
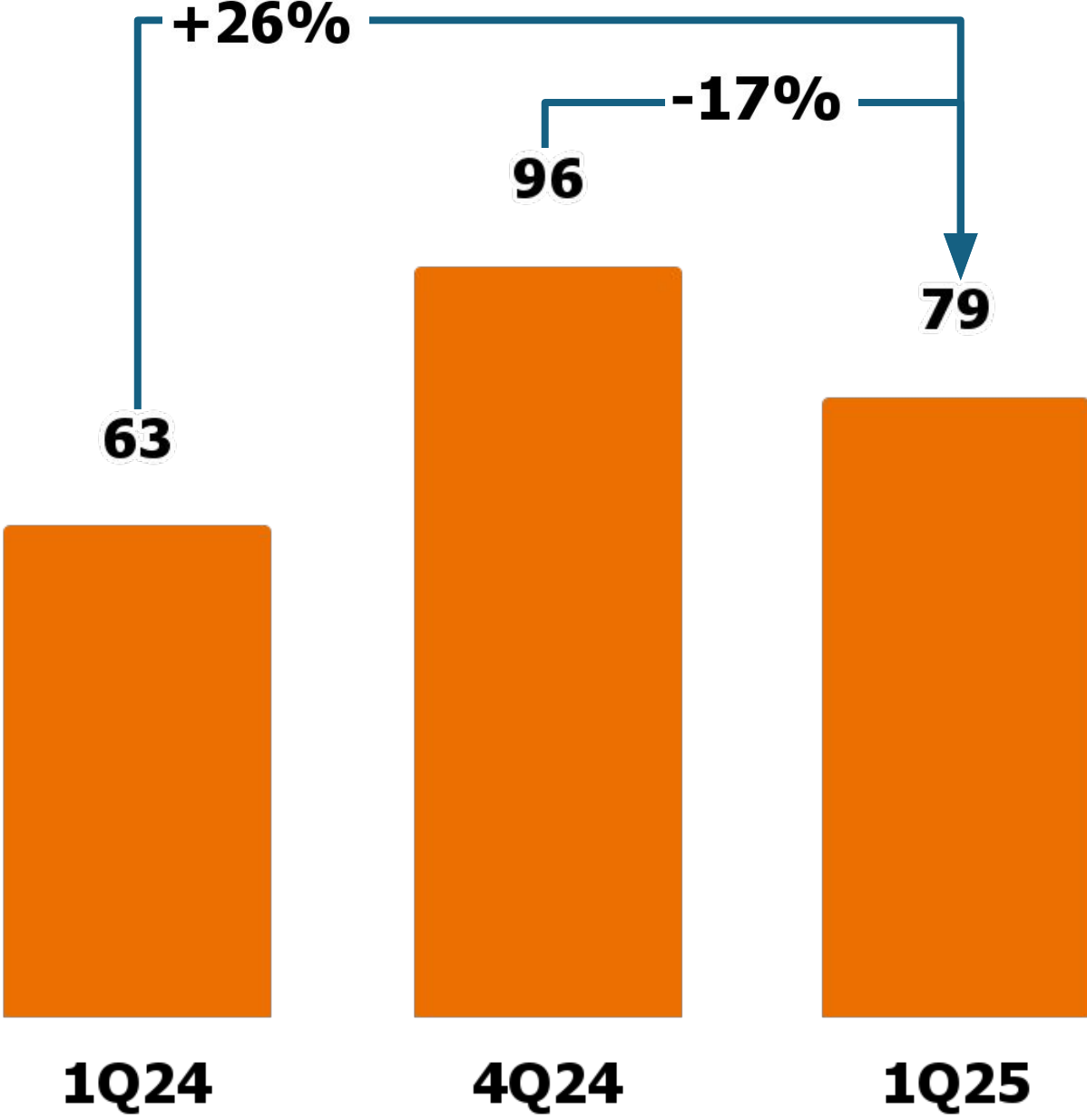
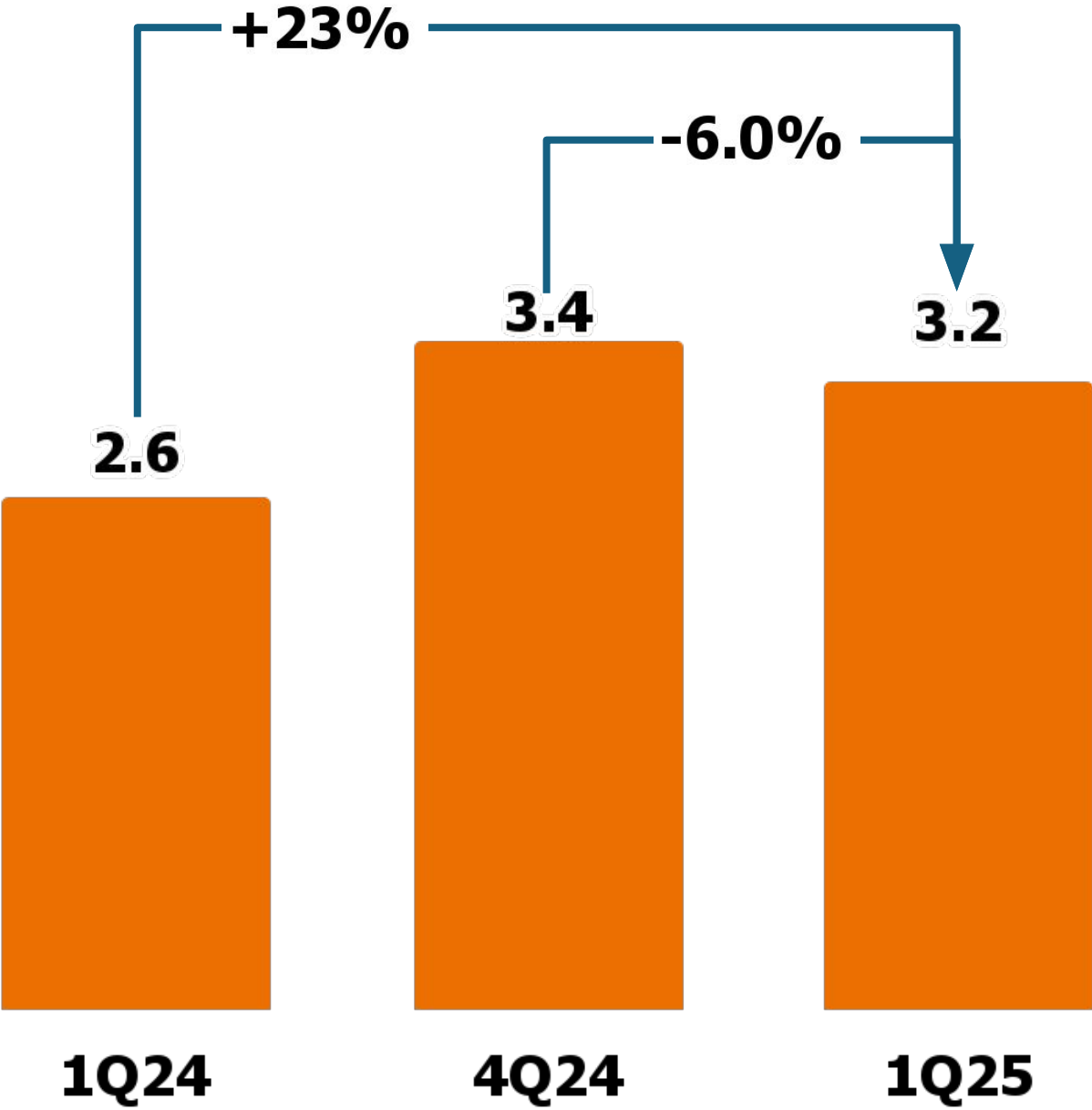
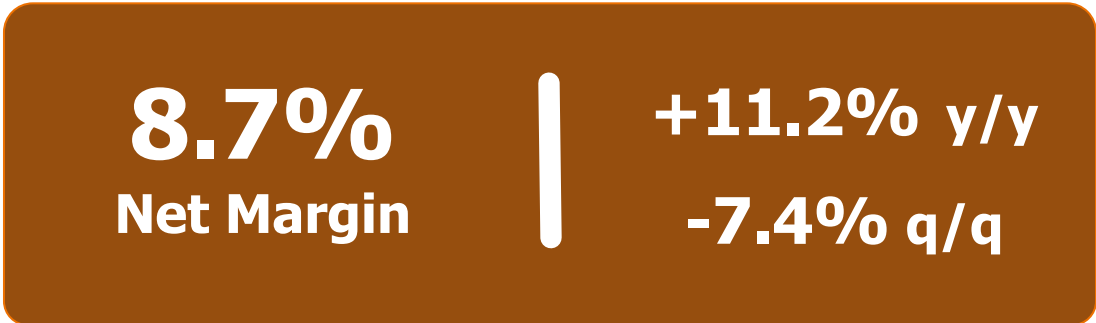
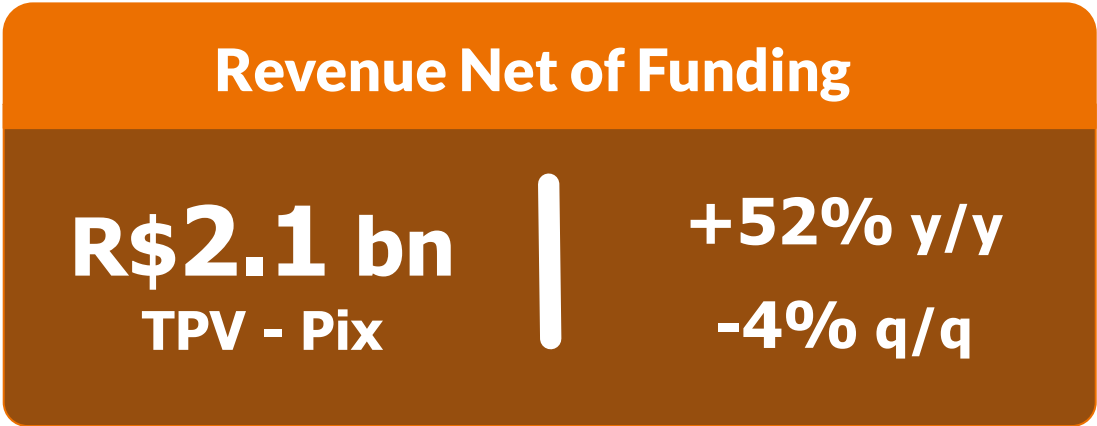


ARR - Baseline
ARR - Net Addition
Retention Rate

Revenue Net of Funding grew **26%**, and **Adjusted Net Income** was **5.6x higher** than in 1Q24

REVENUE

NET INCOME (R\$ million)



THANKS



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