



VIDEOCONFERÊNCIA DE RESULTADOS 2T25

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



Agosto/2025



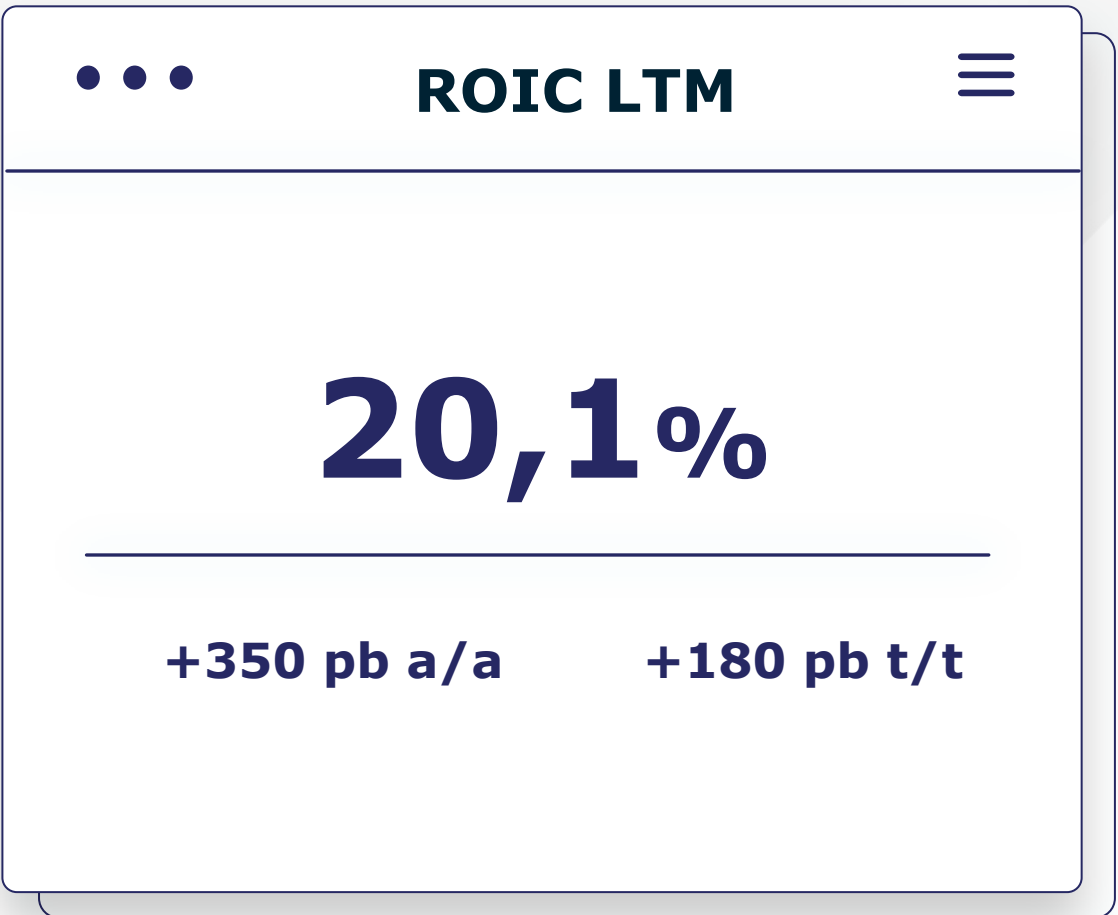
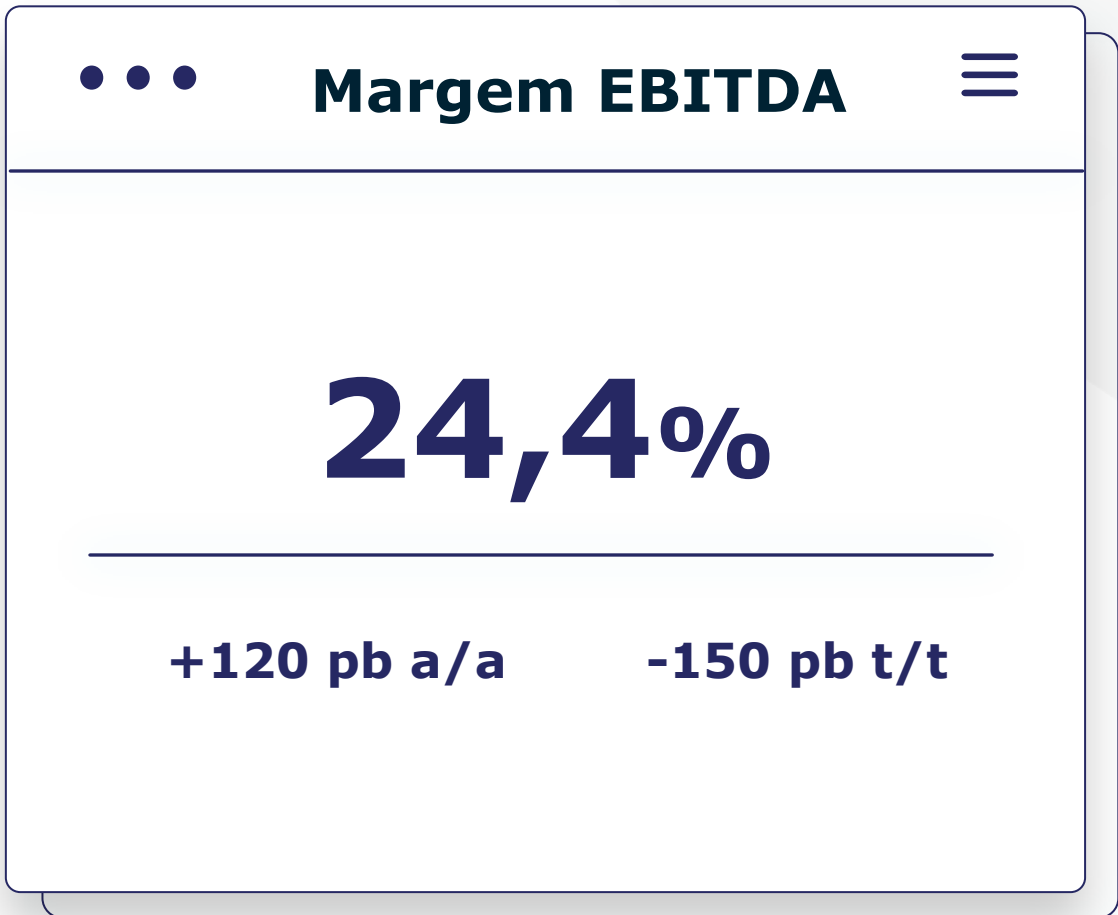
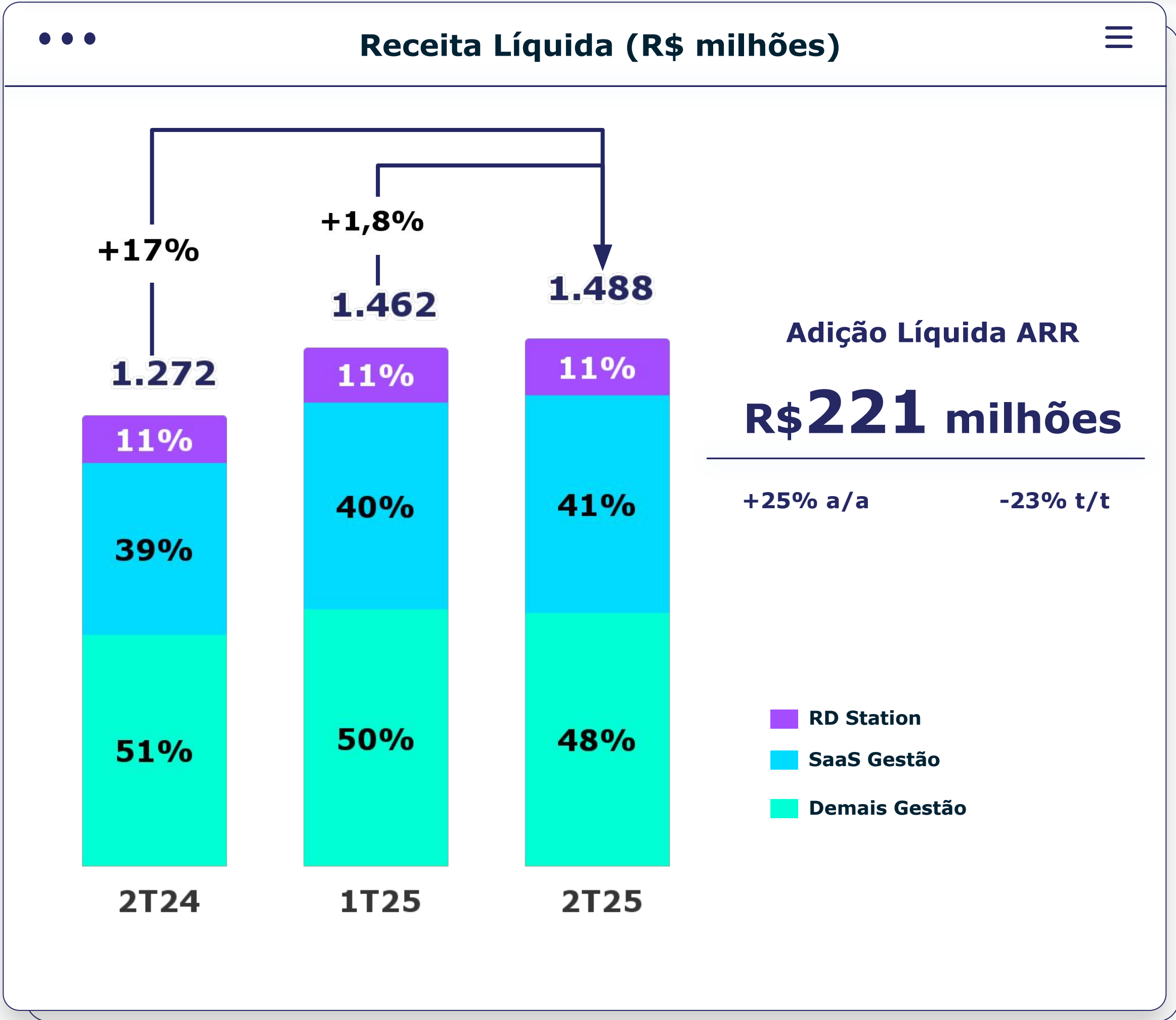
As informações contidas nesta apresentação e eventuais declarações que possam ser feitas durante esta videoconferência, relativas às perspectivas de negócios, projeções e metas operacionais e financeiras da TOTVS, constituem-se em crenças e premissas da Diretoria da Companhia, bem como em informações 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.



Na TOTVS, acreditamos que a **simplicidade** é uma enorme **qualidade**. Por isso, nossa estratégia é definida em uma única frase:

**AUMENTAR NOSSA
RELEVÂNCIA EM
NOSSOS CLIENTES.**

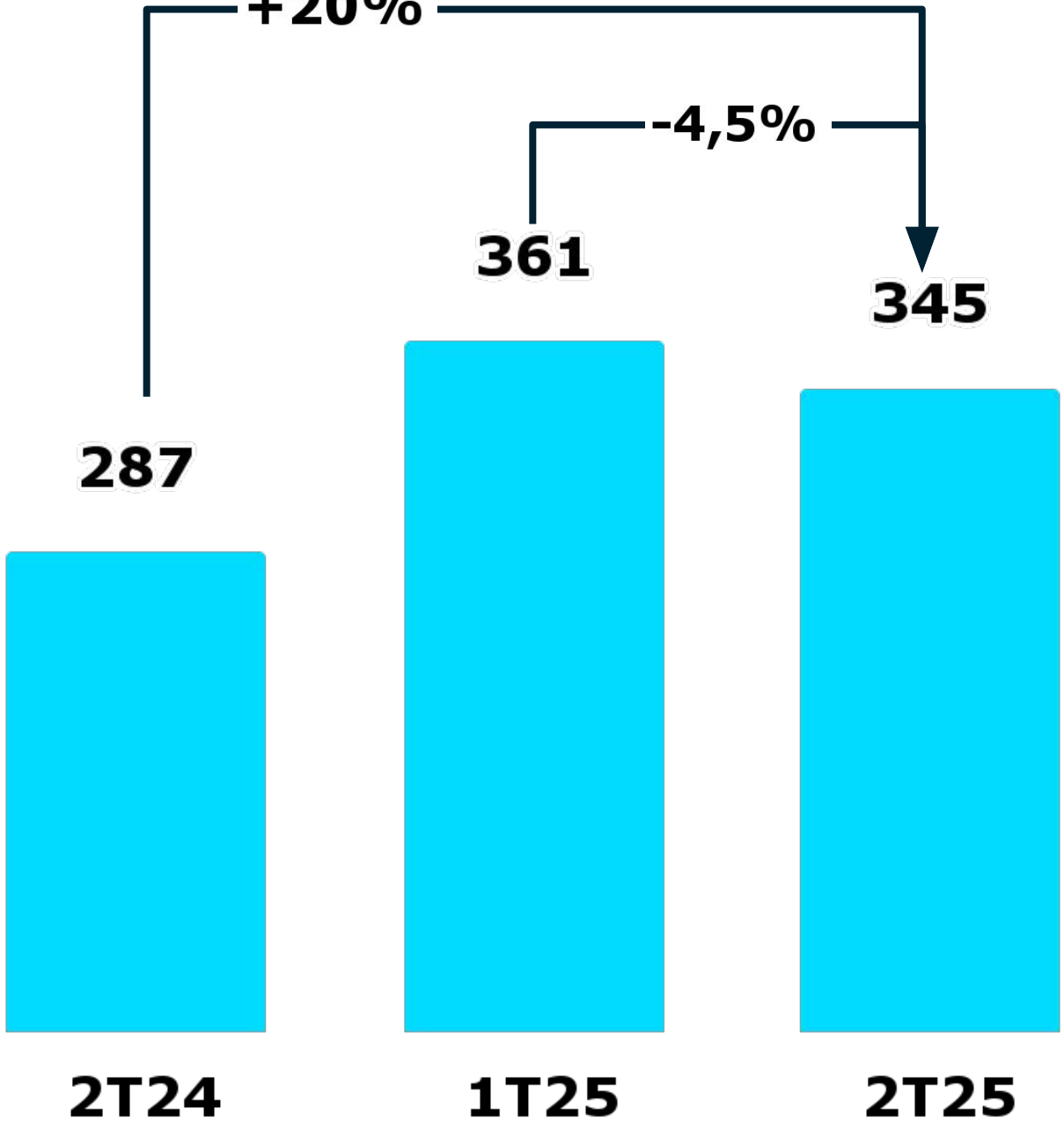
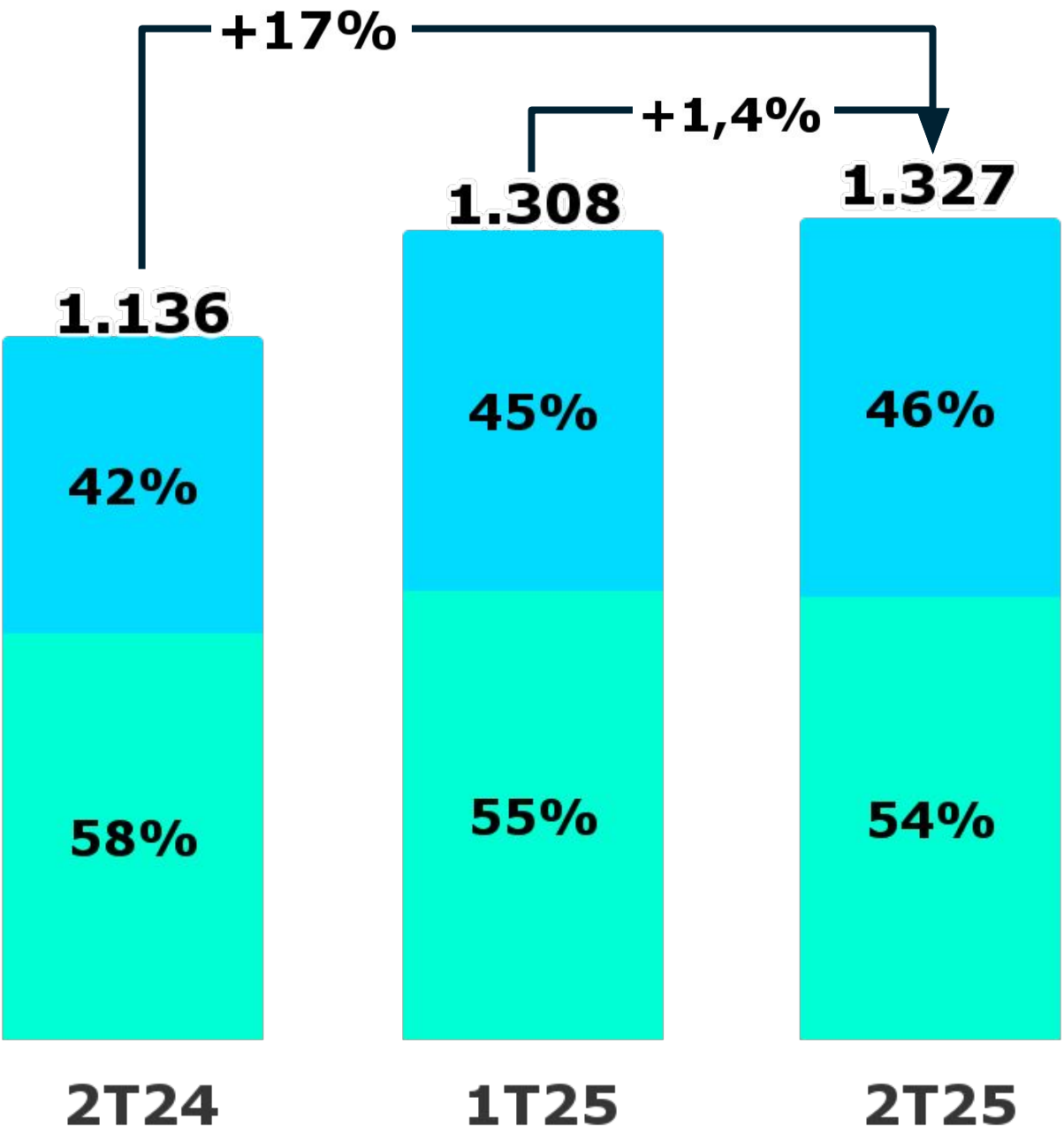
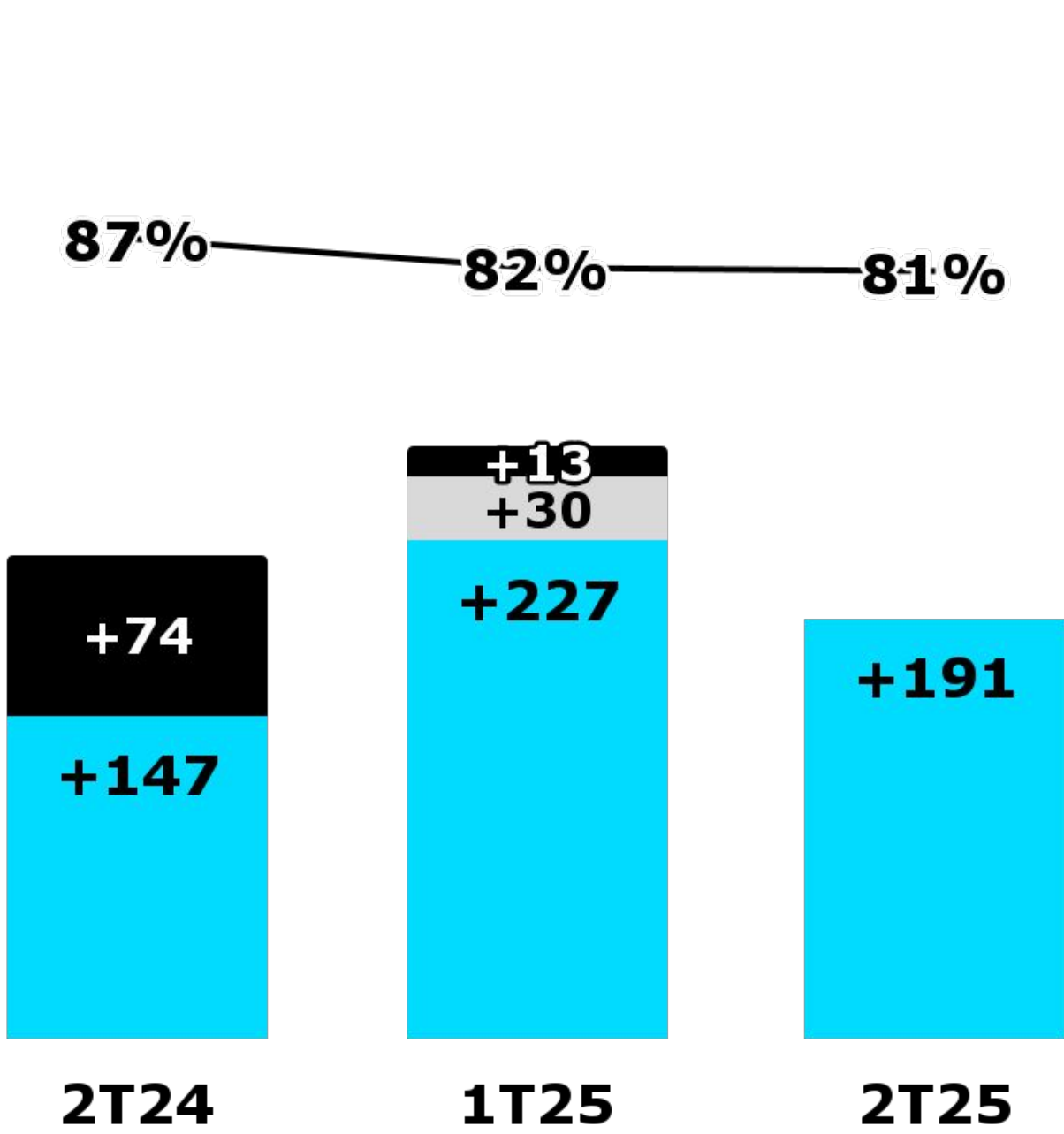
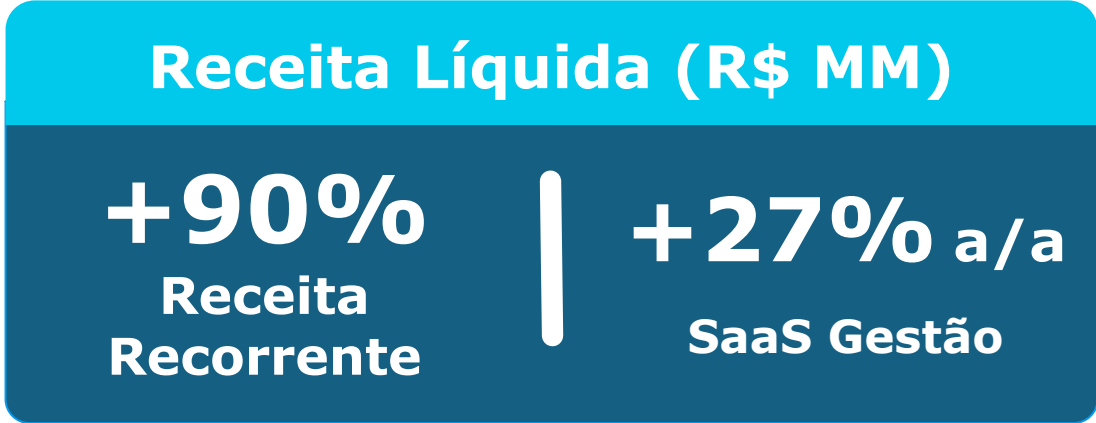
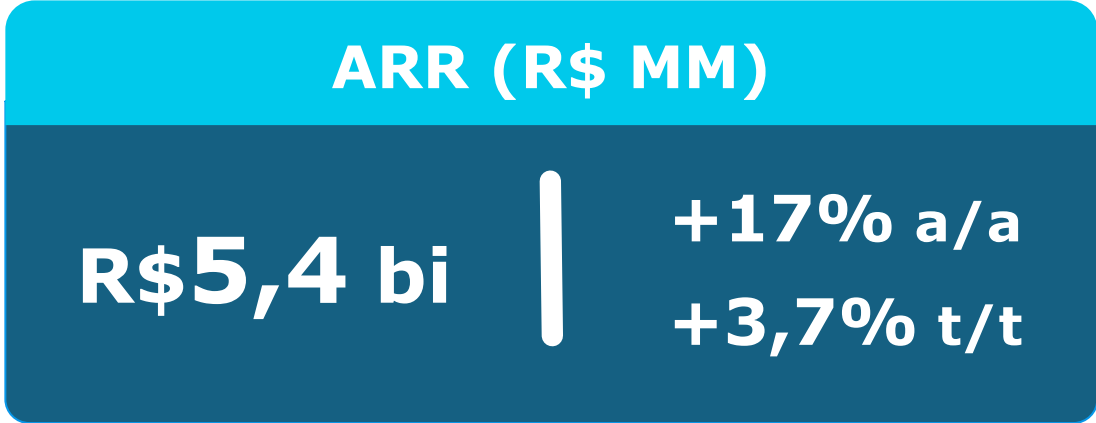
Avanço de **51% a/a do Lucro Líquido Ajustado** com crescimento de **17% a/a da Receita Líquida Total**



Crescimento de **20% da Receita Recorrente** e de **20% no EBITDA Ajustado**,
resultando em **70 pontos base de expansão de Margem a/a**

RECEITA

EBITDA AJUSTADO (R\$ MM)



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

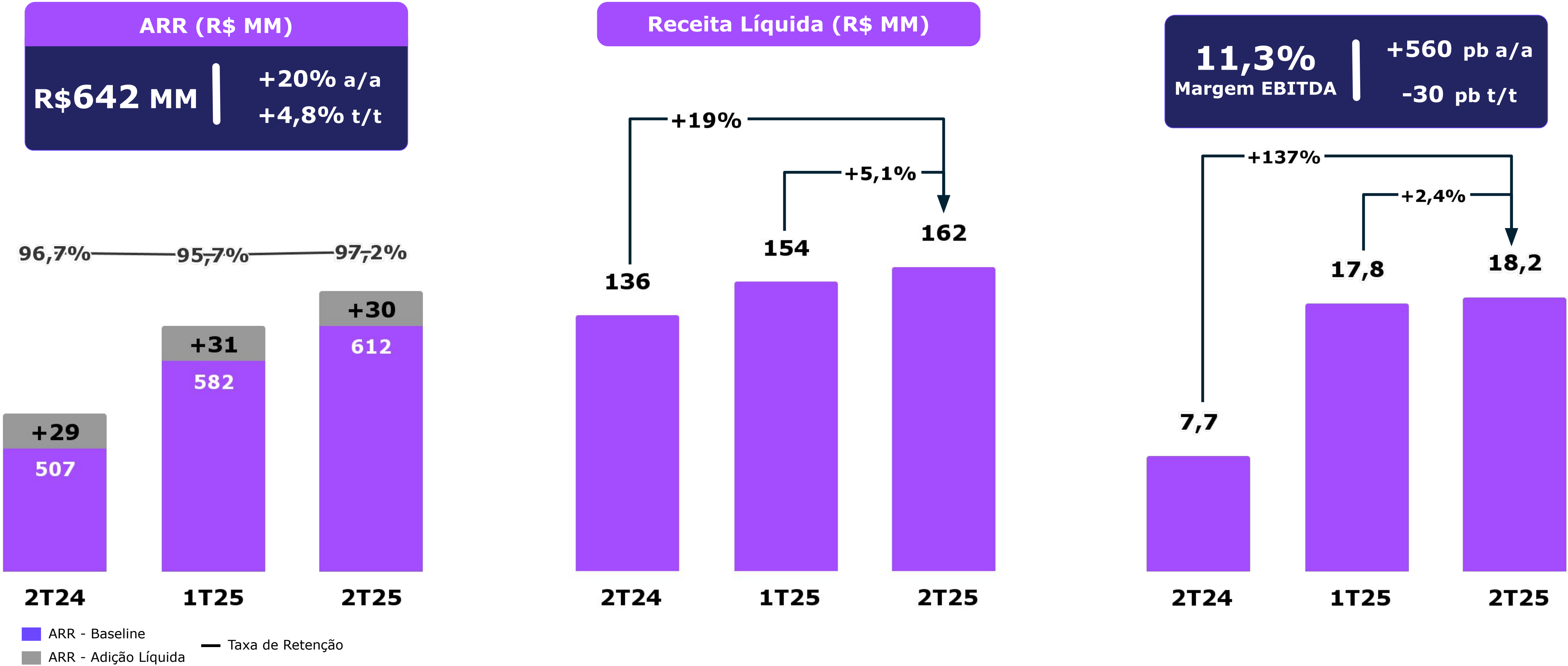
SaaS Gestão | Demais Gestão

2T25 - RD STATION

Crescimento de **19%** da **Receita Recorrente**,
com aumento de **560 pontos base a/a** da Margem EBITDA Ajustada

RECEITA

EBITDA AJUSTADO (R\$ MM)



Receita Líquida de Funding cresceu 3,8% a/a, e o Lucro Ajustado ficou 2,8x maior do que o 2T24

RECEITA

LUCRO AJUSTADO (R\$ MM)

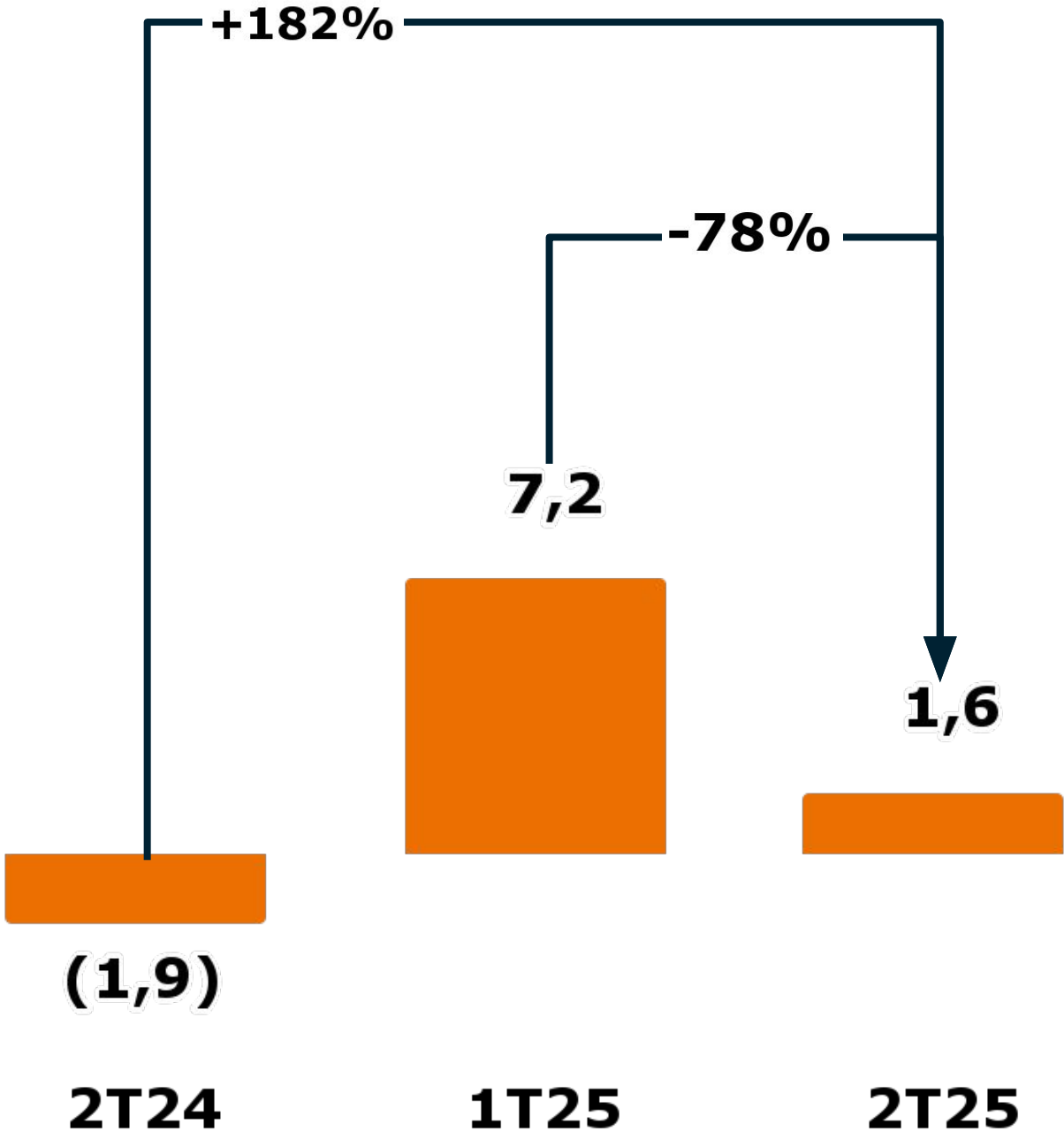
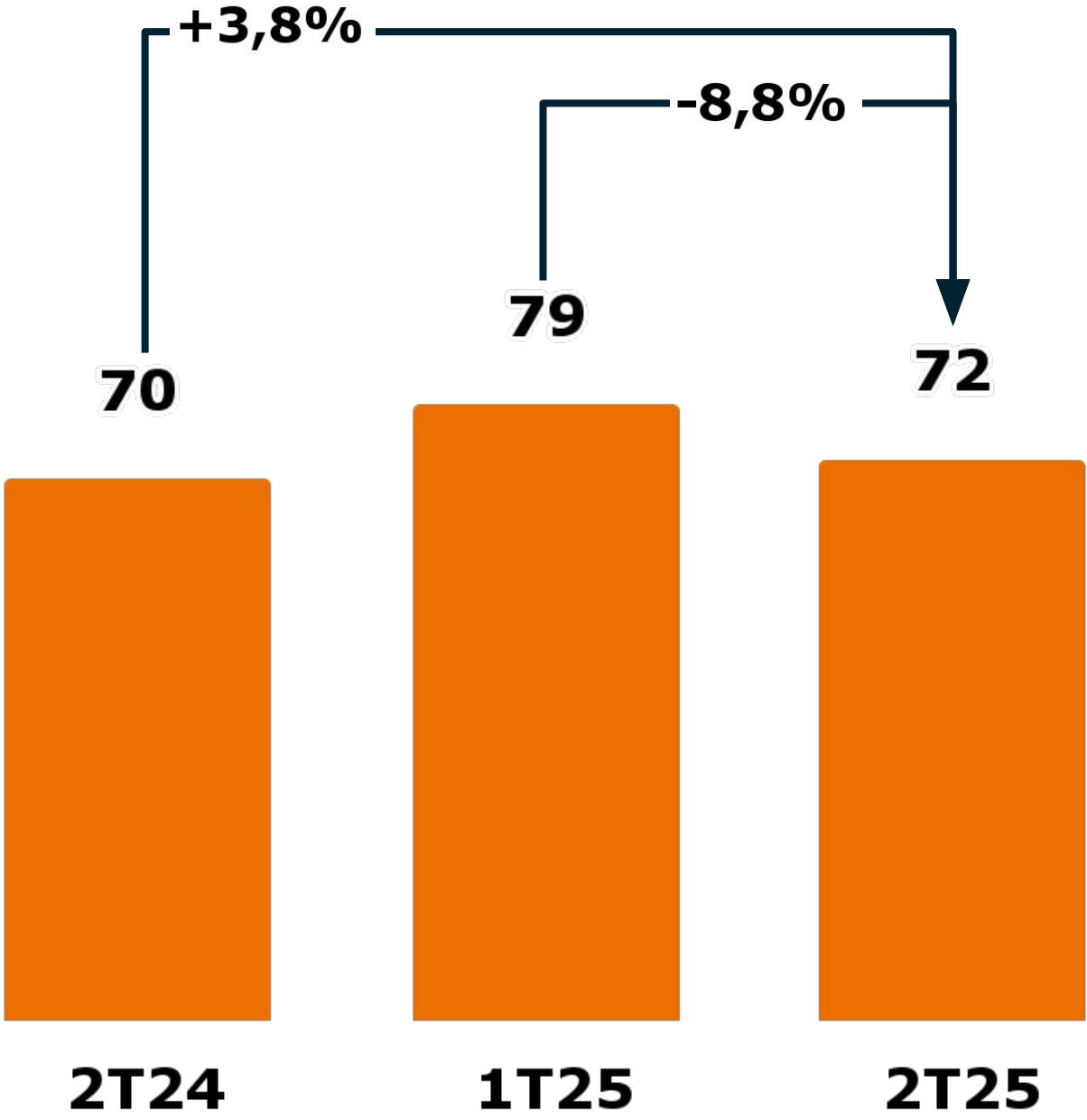
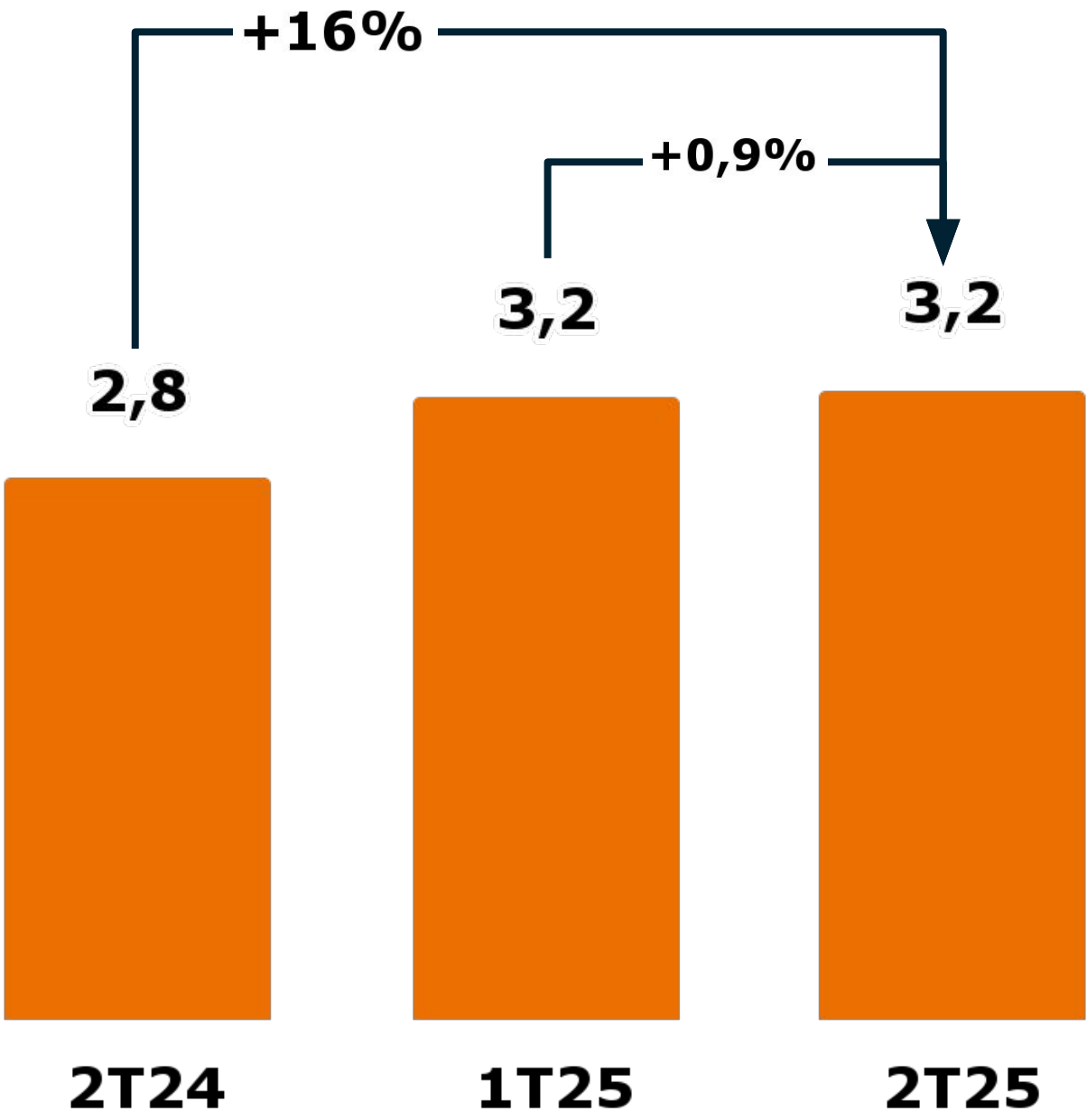
Produção de Crédito (R\$ bi)

60,3 dias | +1,4% a/a
Prazo médio | -6,7% t/t

Receita Líquida de Funding

R\$2,2 bi | +39% a/a
TPV - Pix | +5,4% t/t

2,1% | +480 pb a/a
Margem Lucro | -700 pb t/t



Obrigado



Relações com Investidores

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EARNINGS VIDEO CONFERENCE 2Q25

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



August/2025



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.

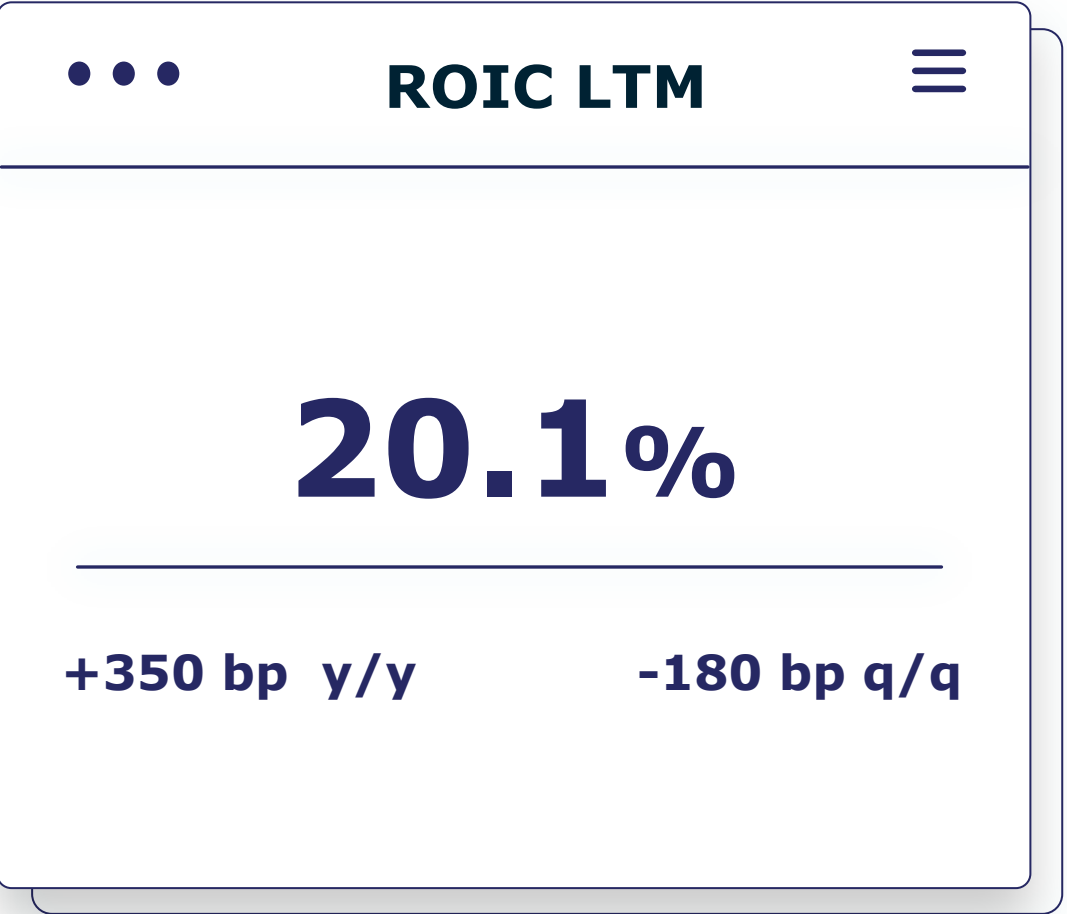
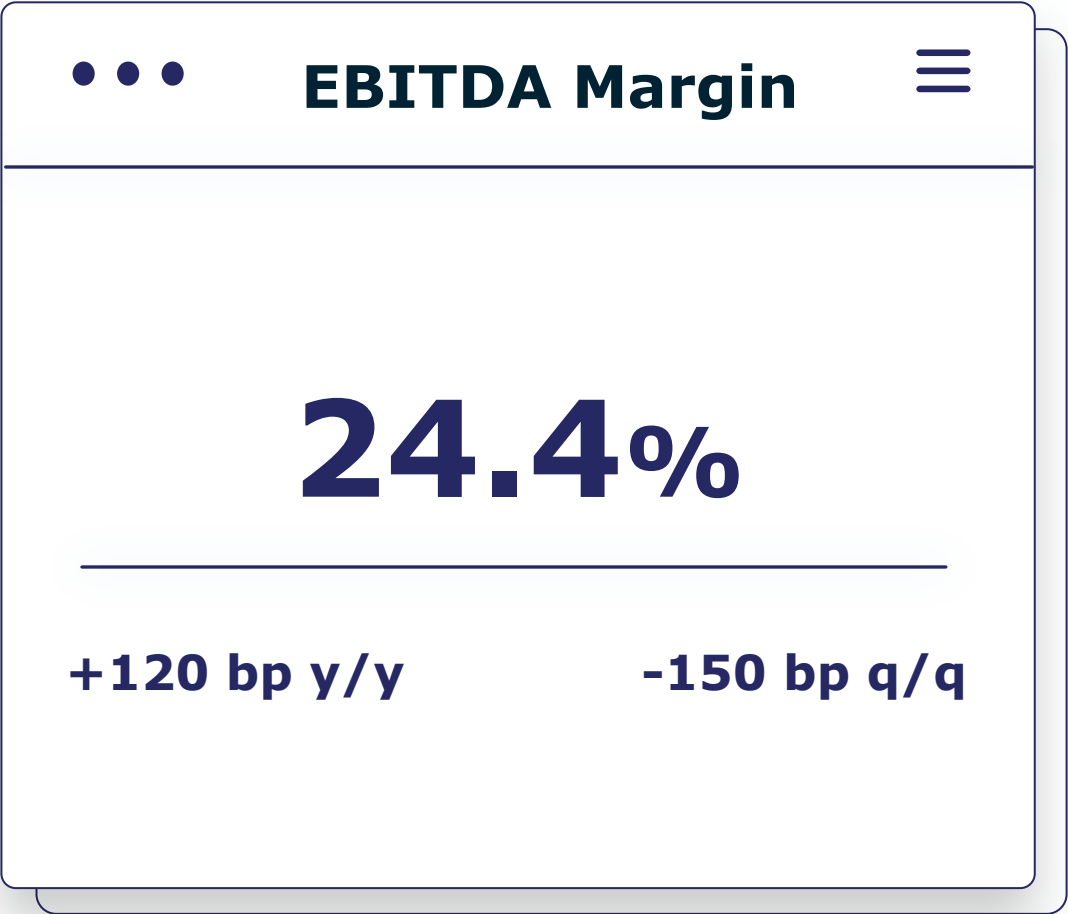
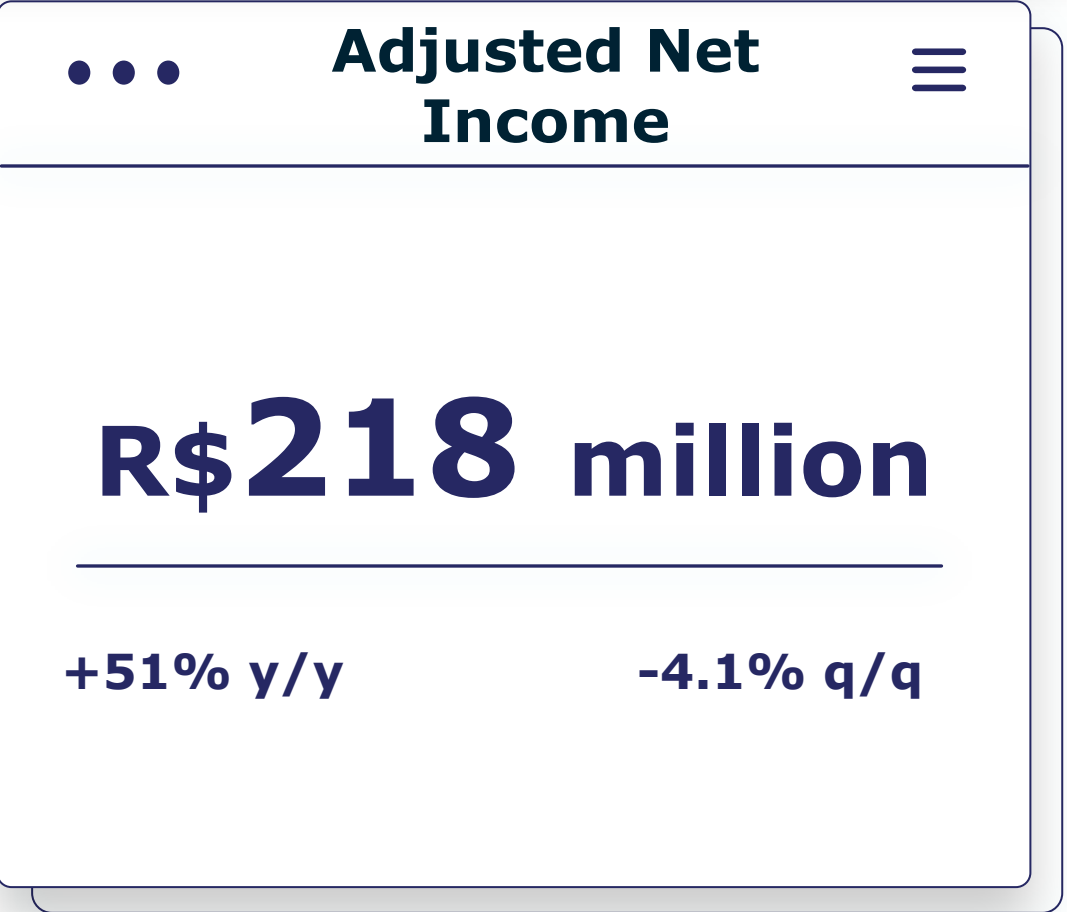
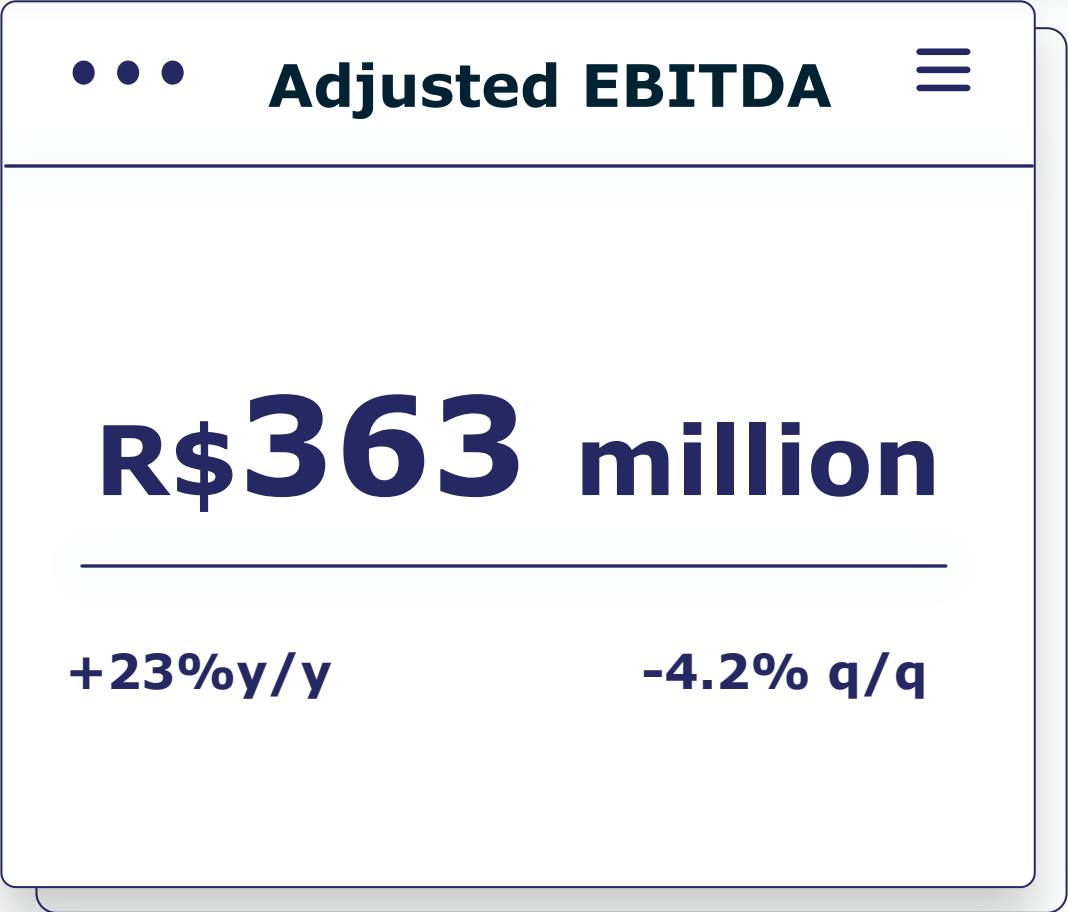
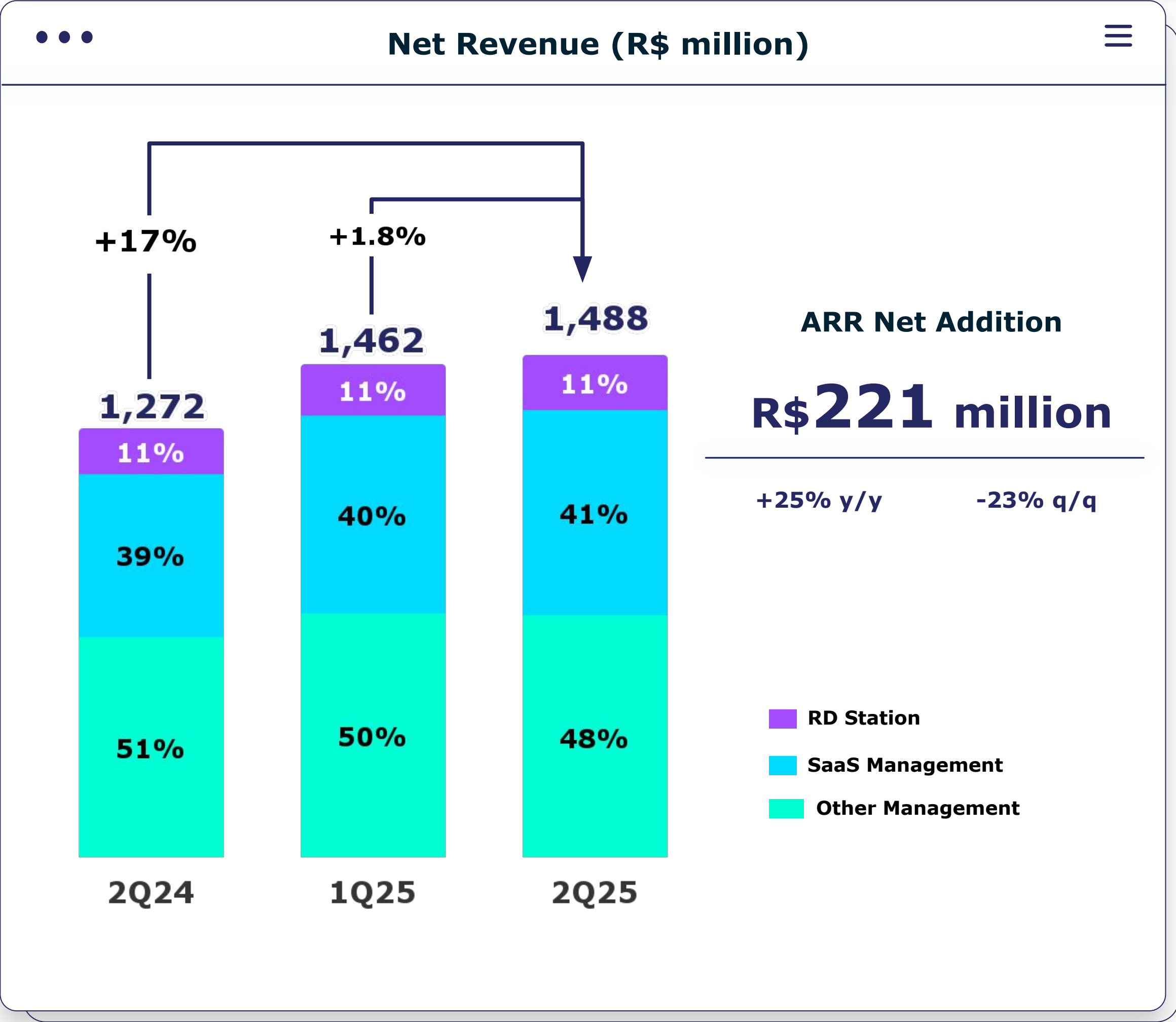


At TOTVS, we believe **simplicity** is a **enormous** asset. That's why our strategy is defined in a single phrase:

**INCREASE OUR
RELEVANCE TO OUR
CUSTOMERS.**

2Q25 - CONSOLIDATED

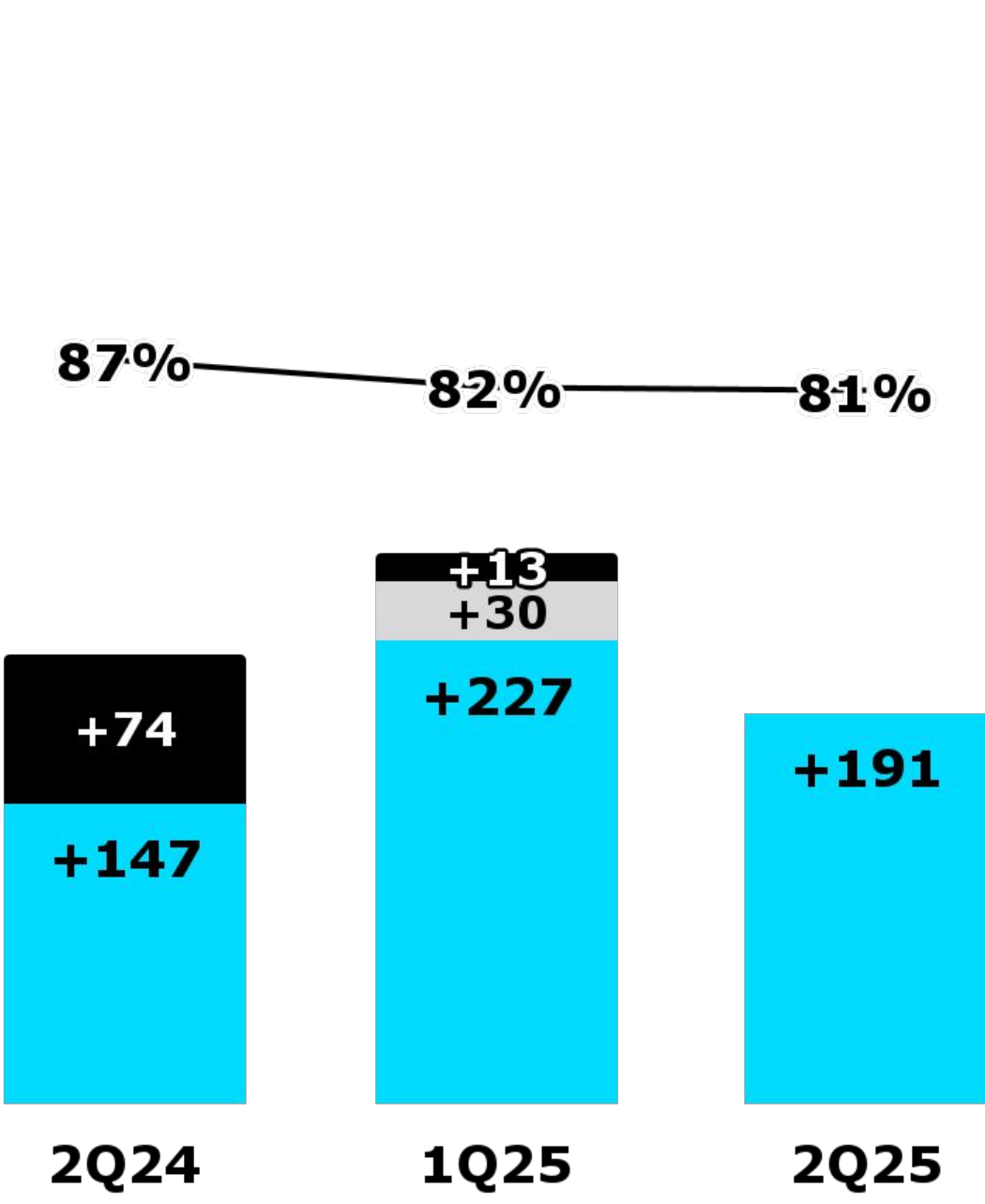
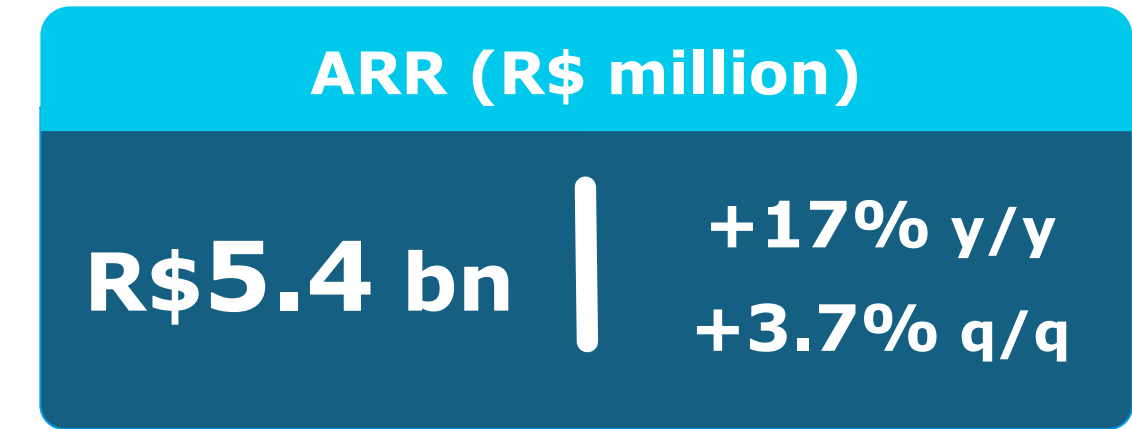
+51% y/y increase in *Adjusted Net Income* with +17% y/y growth in *Total Net Revenue*



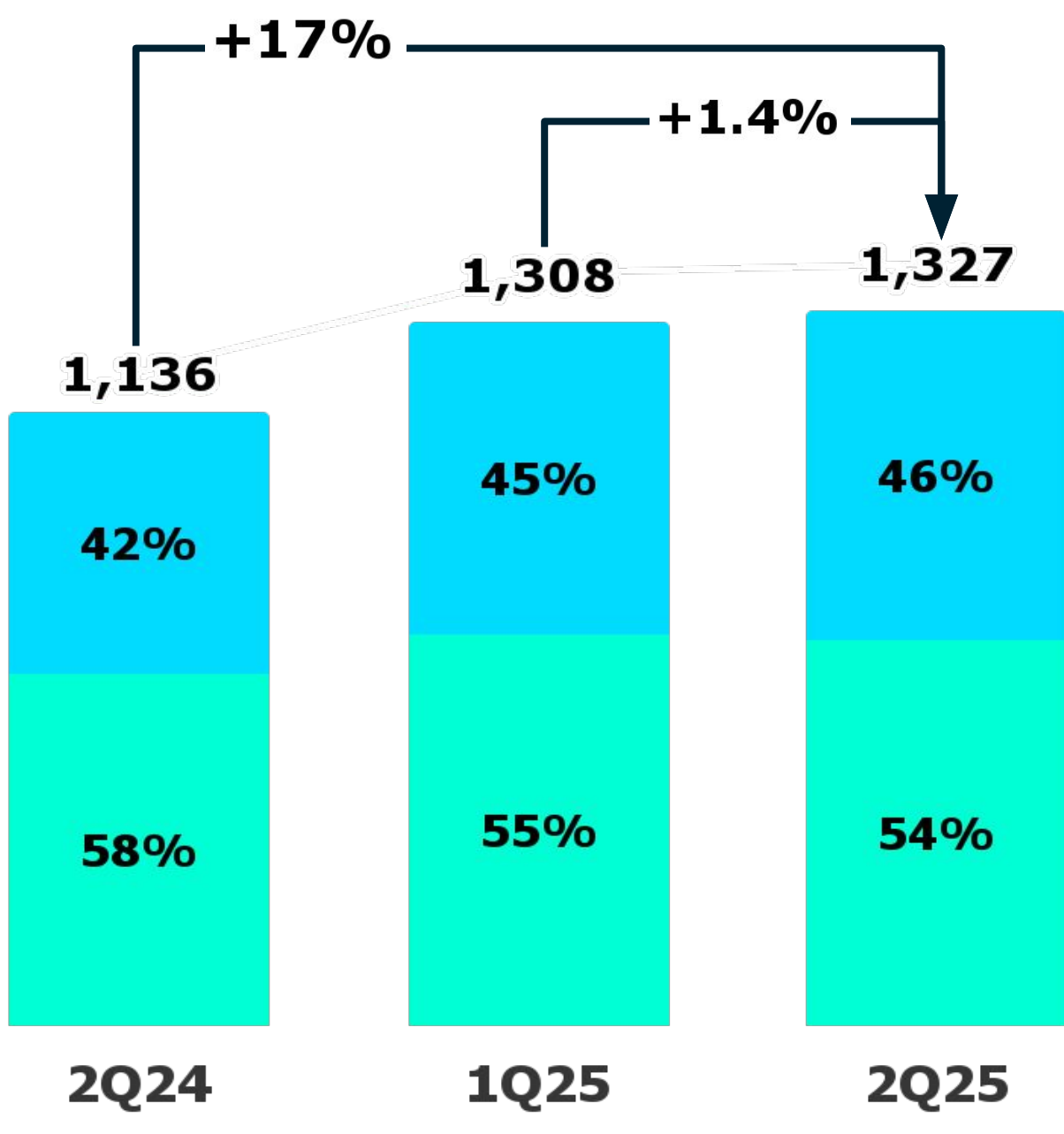
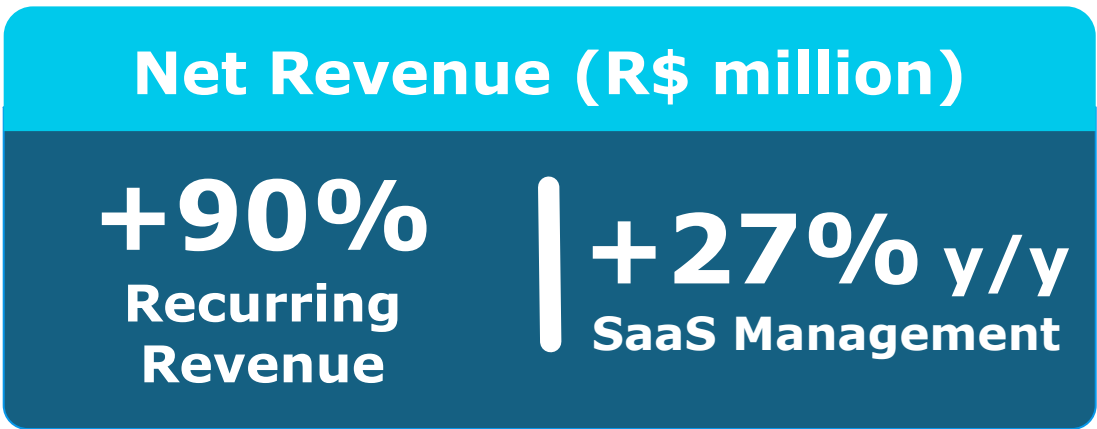
2Q25 - MANAGEMENT

20% growth in *Recurring Revenue* and 20% growth in *Adjusted EBITDA*, resulting in a 70 basis point y/y *Margin expansion*

REVENUE

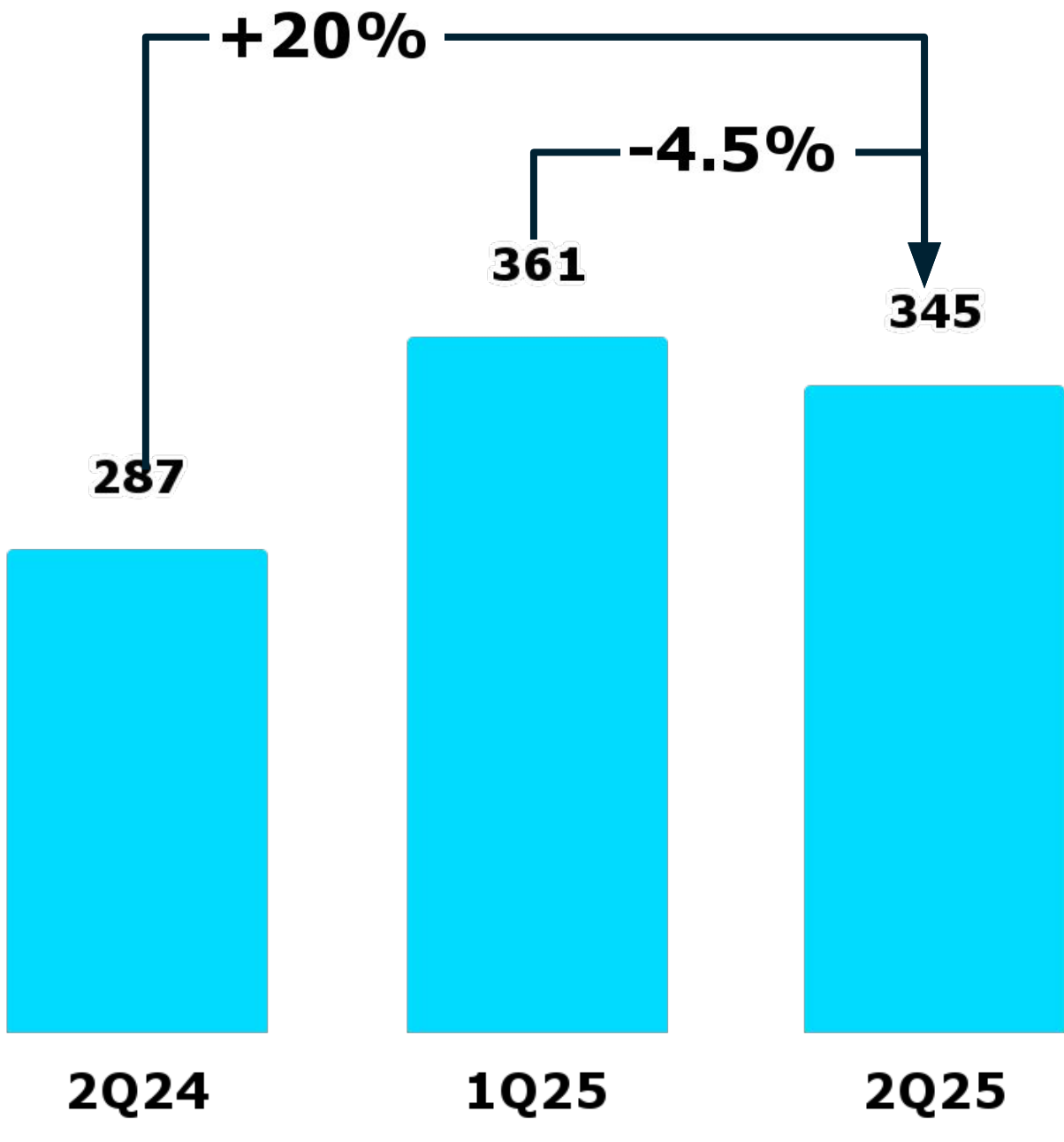


Net ARR Addition
Inorganic Addition
Corporate Model Addition
% Volume excl. Corporate Model LTM



SaaS Management
Other Management

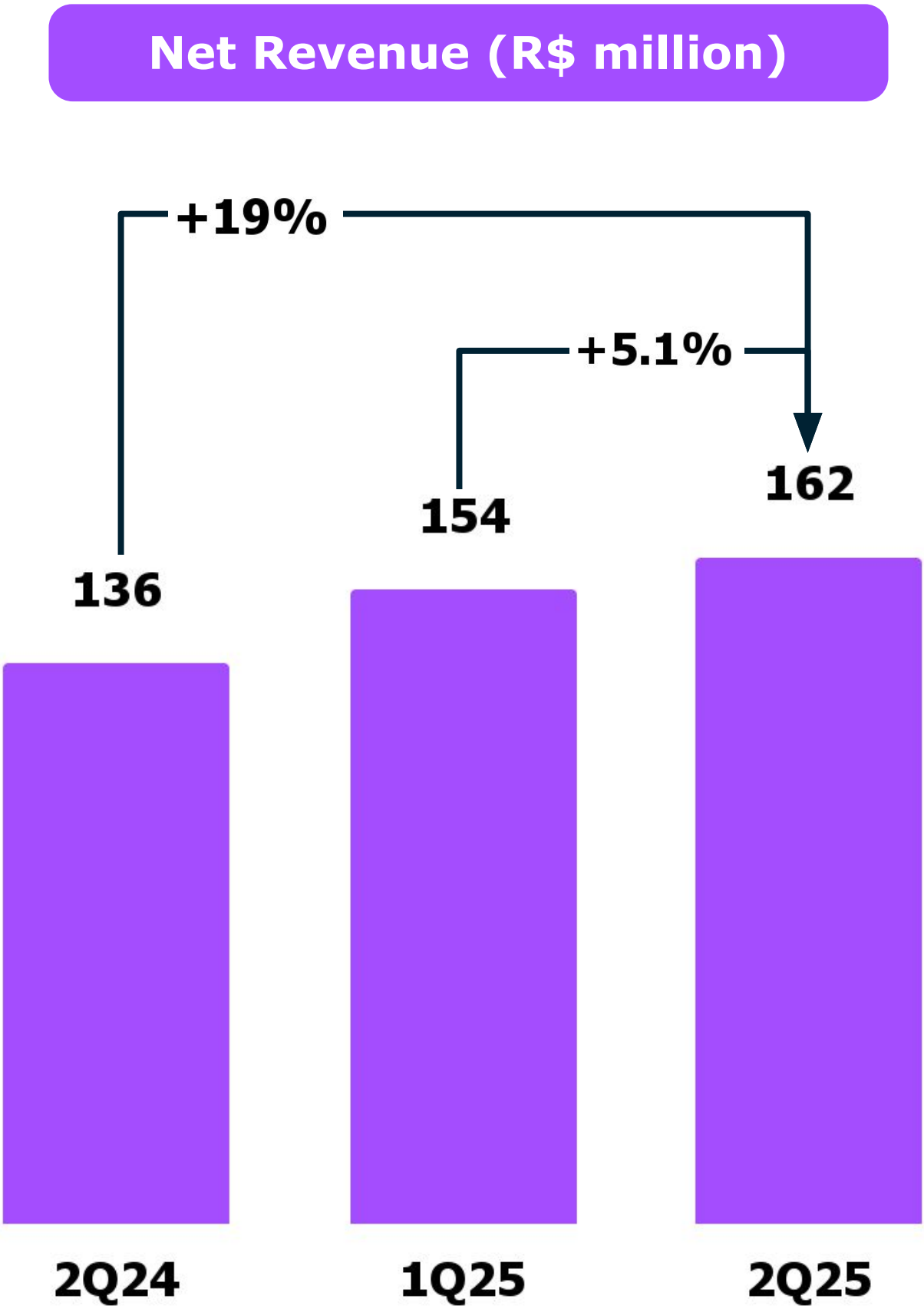
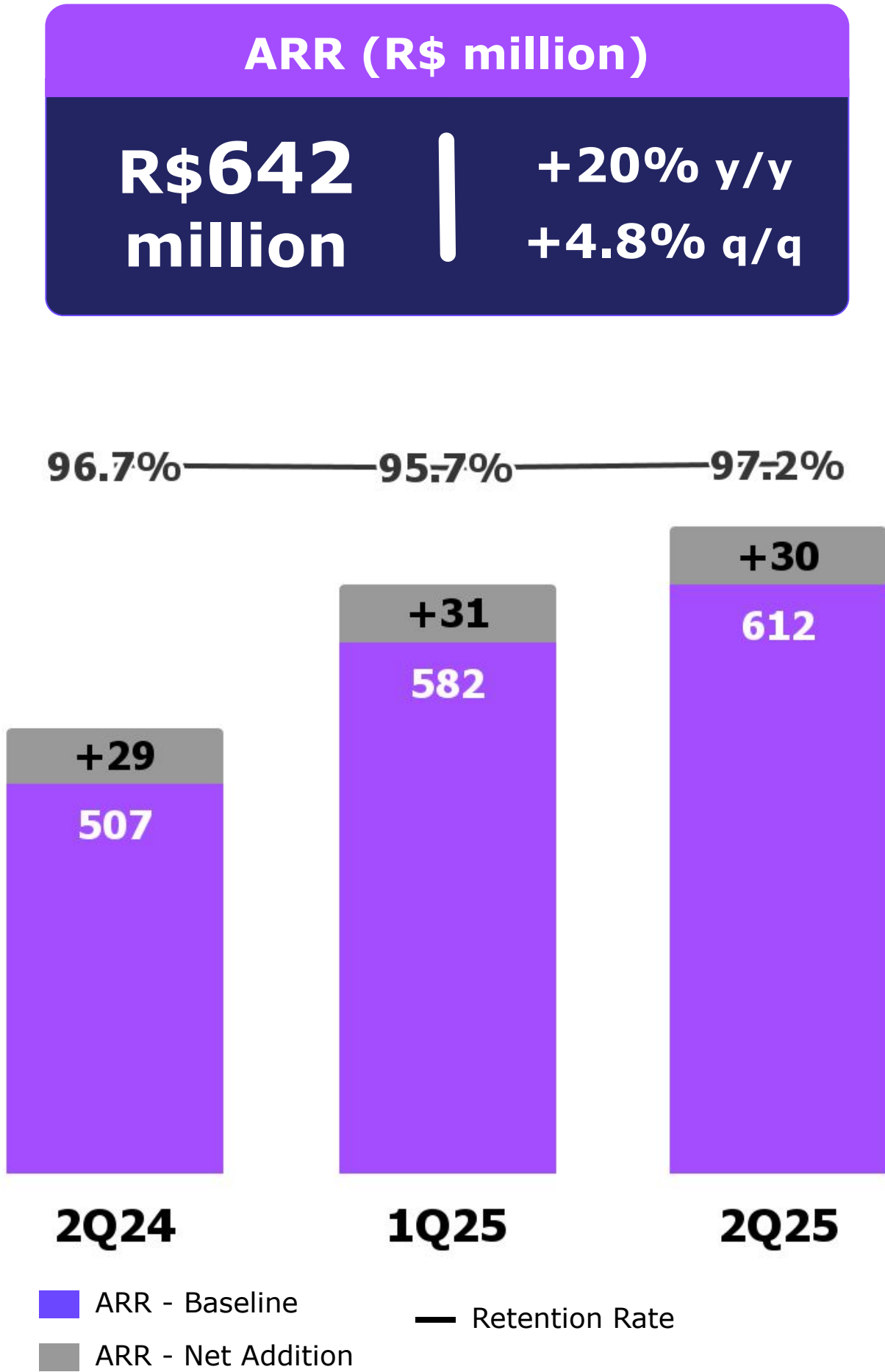
ADJUSTED EBITDA (R\$ million)



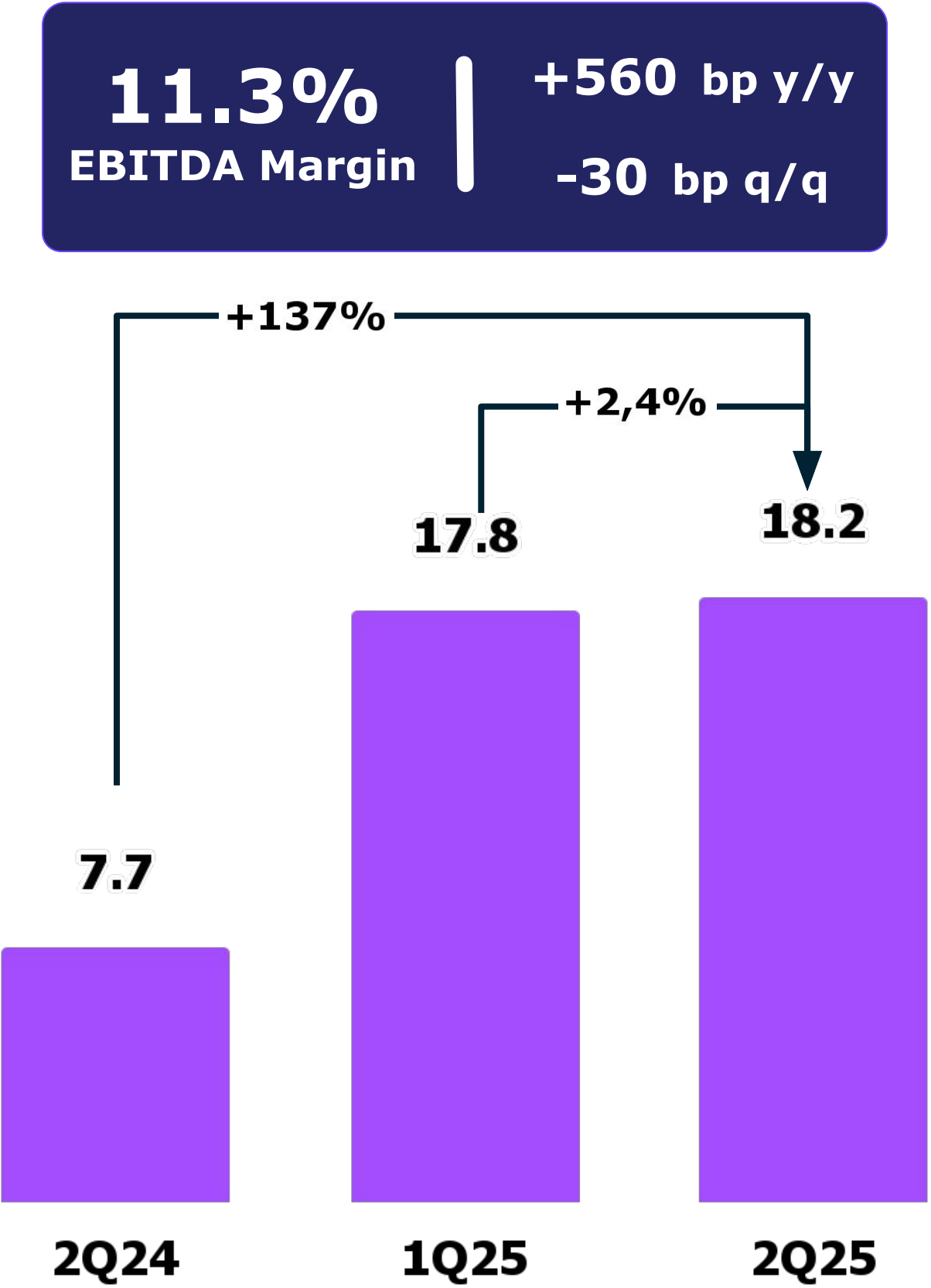
2Q25 - RD STATION

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

REVENUE



ADJUSTED EBITDA (R\$ million)



Revenue Net of Funding grew 3.8% y/y, and Net Income was 2.8x higher than 2Q24

REVENUE

NET INCOME (R\$ million)

Credit Production (R\$ billion)

60.3 days
Average term

+1.4% y/y
-6.7% q/q

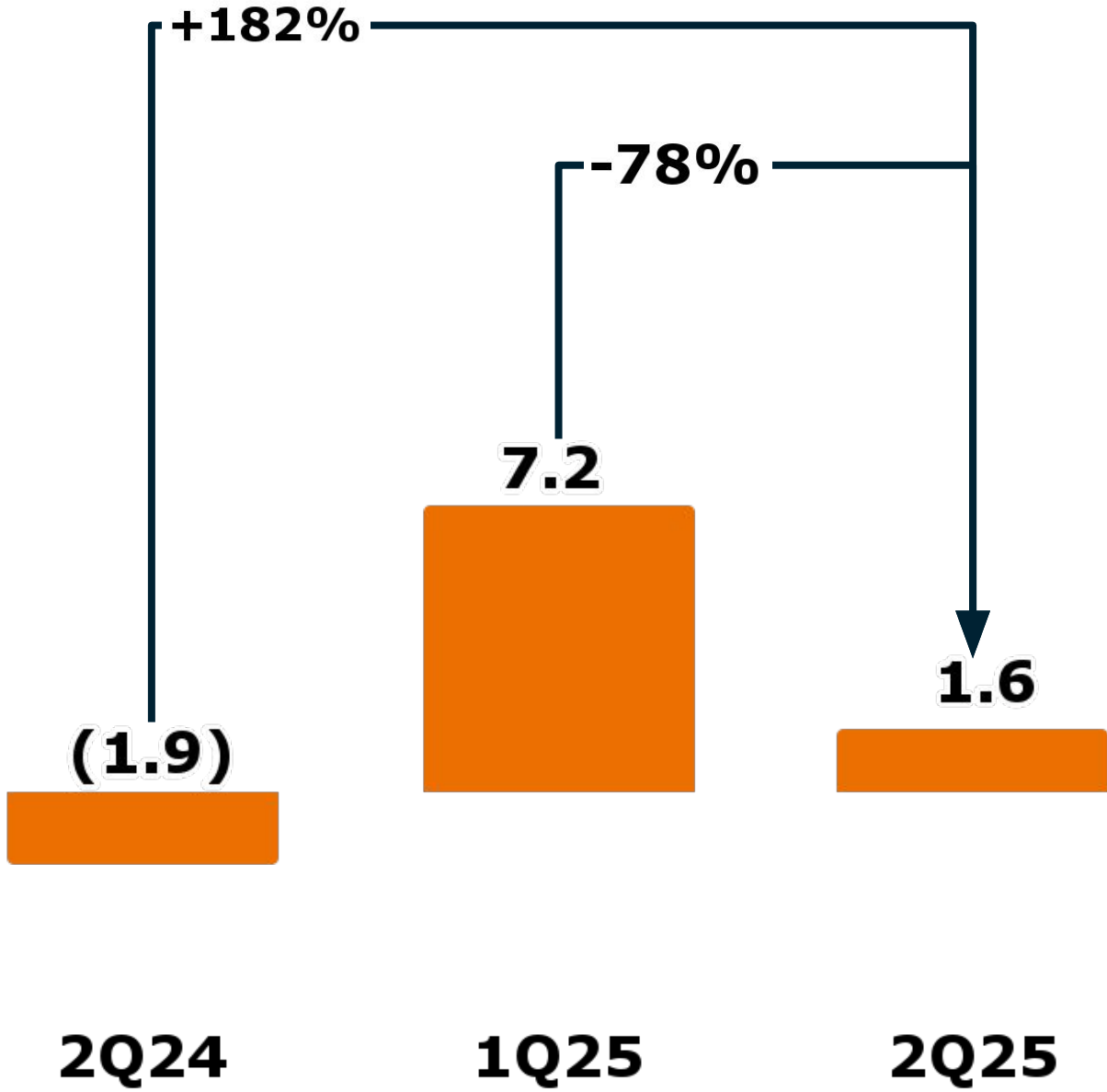
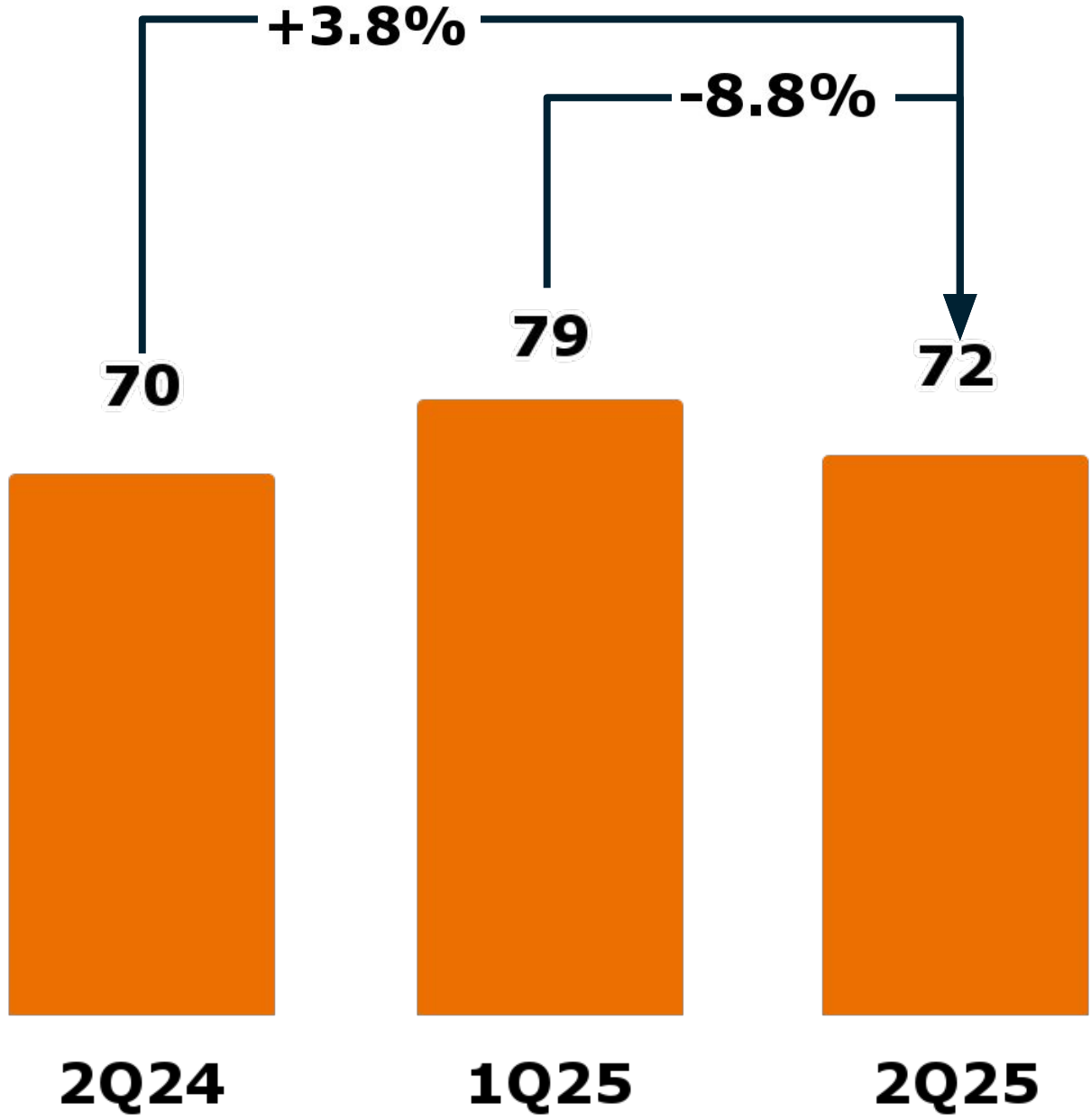
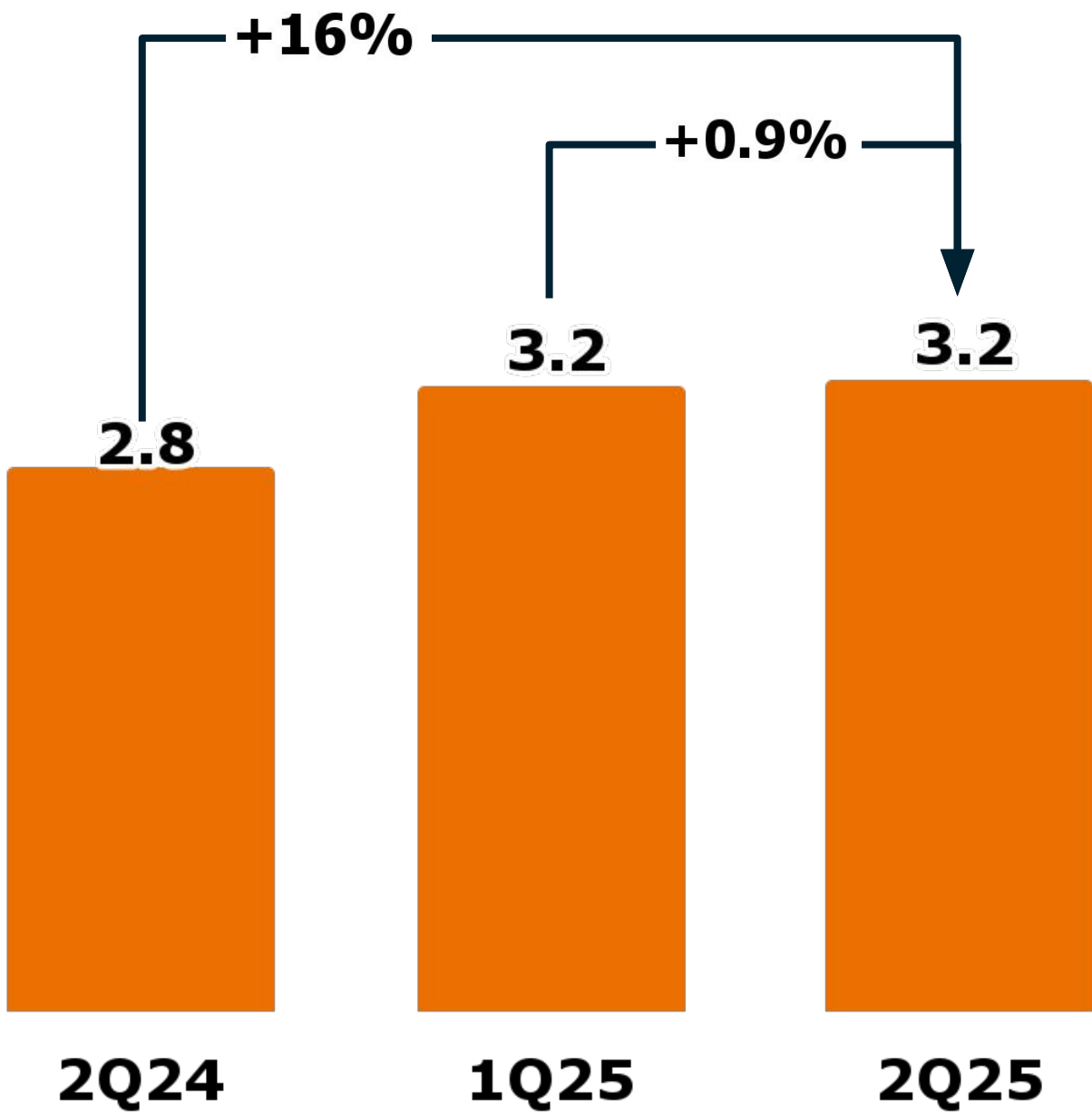
Revenue Net of Funding

R\$2.2 bn
TPV - Pix

+39% y/y
+5.4% q/q

2.1%
Net Margin

+480 bp y/y
-700 bp q/q



Thanks



Investors Relations

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