



VIDEOCONFERÊNCIA DE RESULTADOS 3T25

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



Novembro/2025



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.



**A tese e os pilares do
ERP Banking da Techfin
estão comprovadas**



**Aumento de 3,3x dos Limites
Praticados**

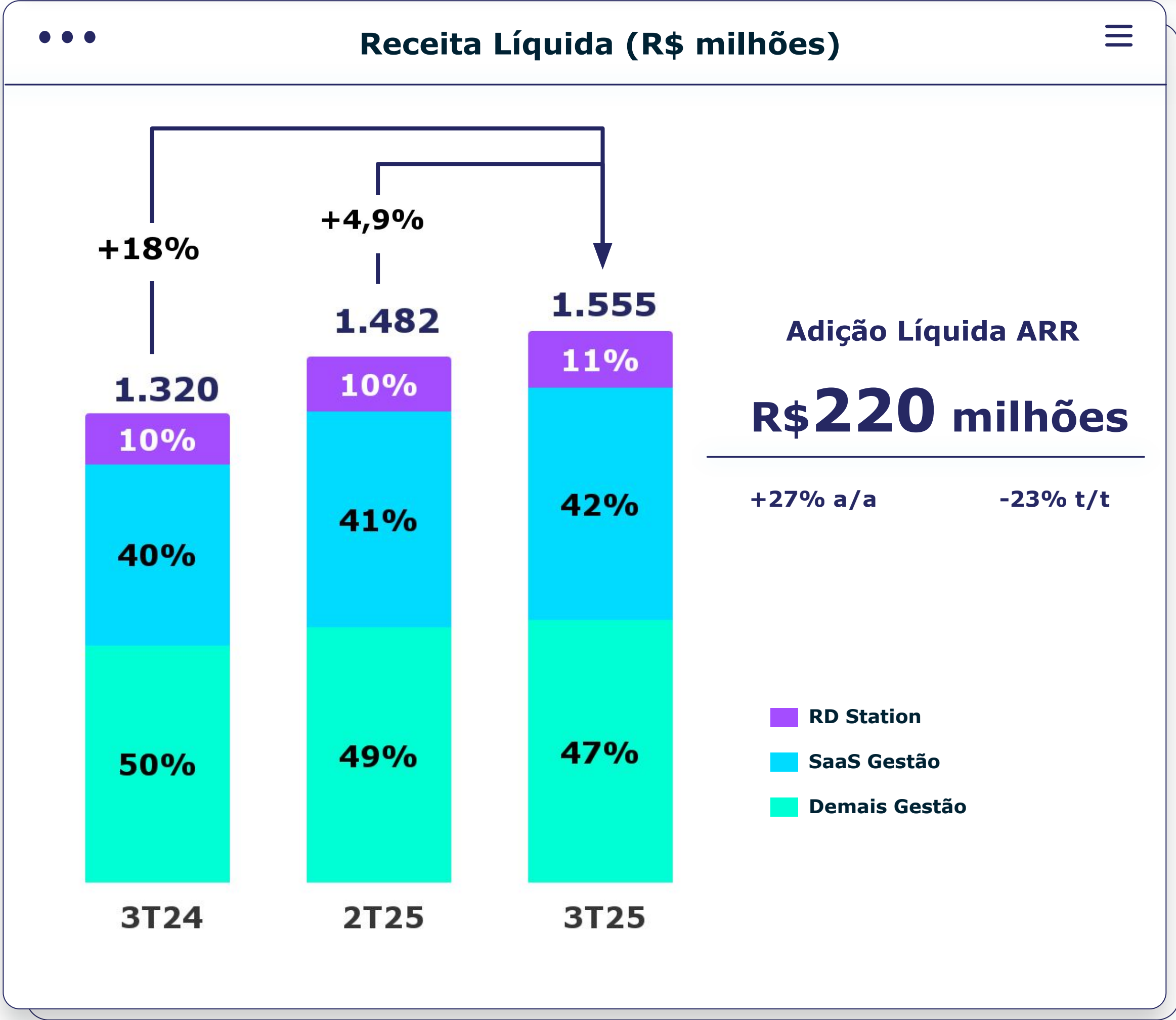


**Aumento de ~3x no ticket médio
do PIX**



**Inadimplência ~67% abaixo
da média de Mercado**

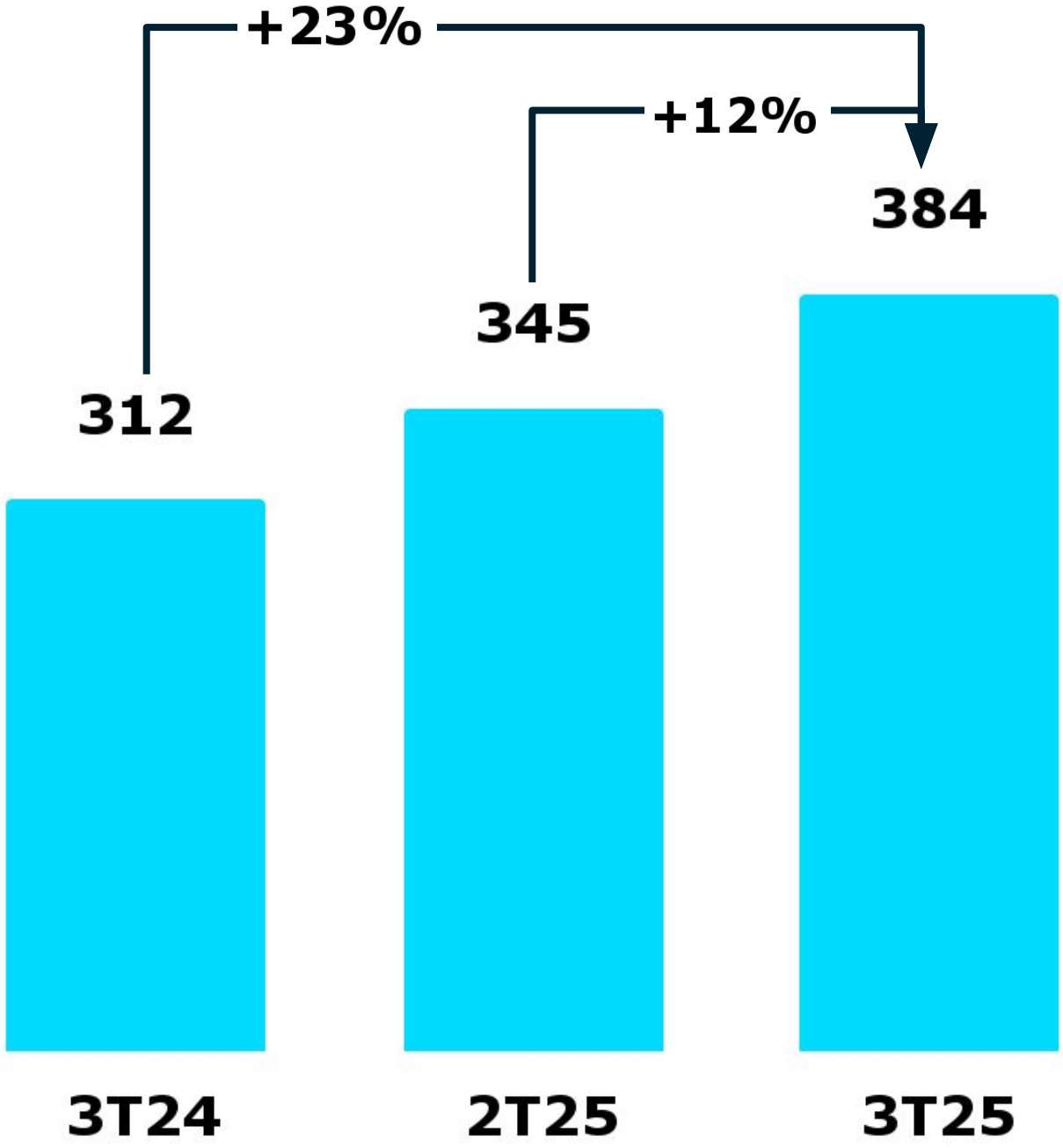
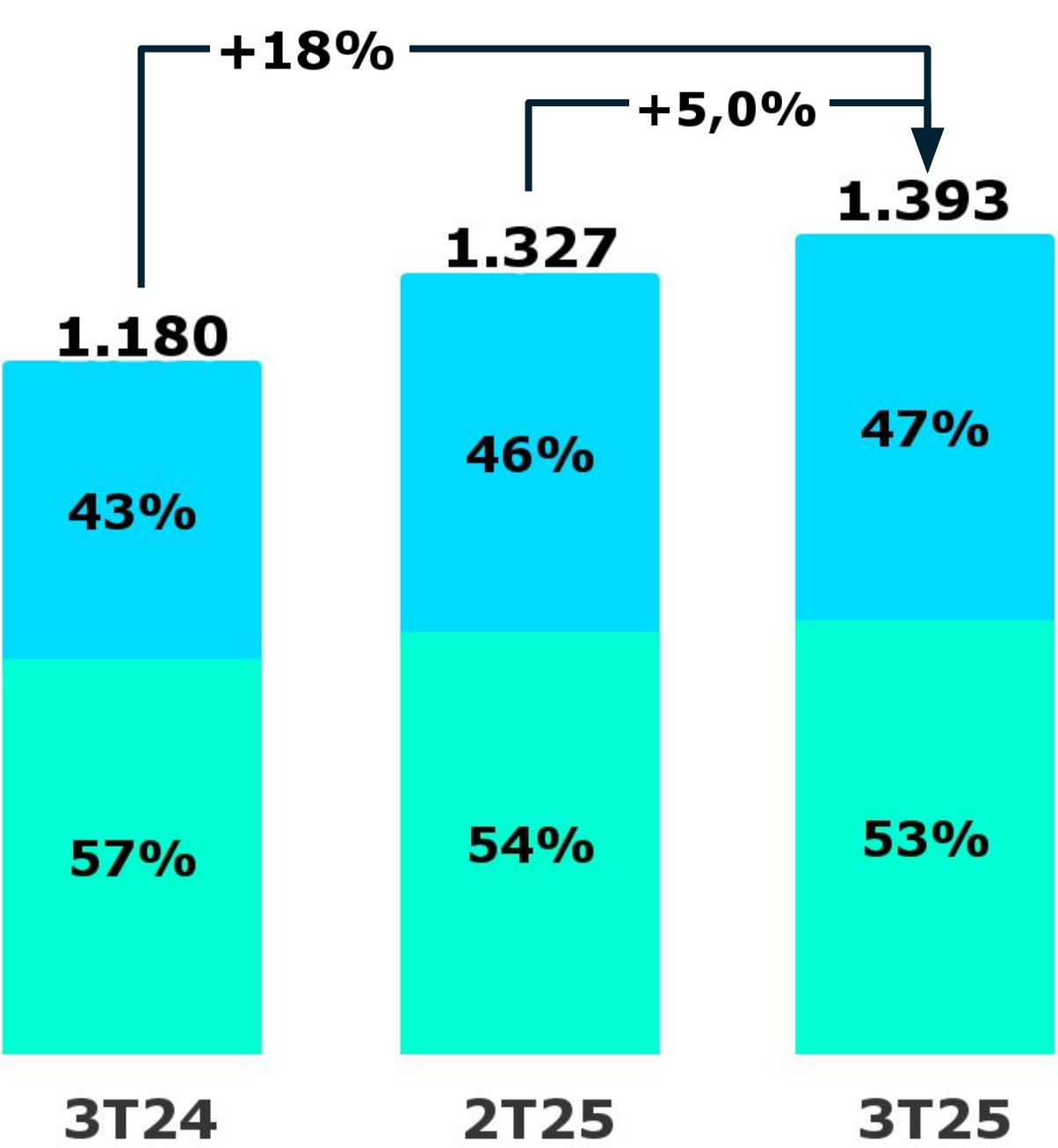
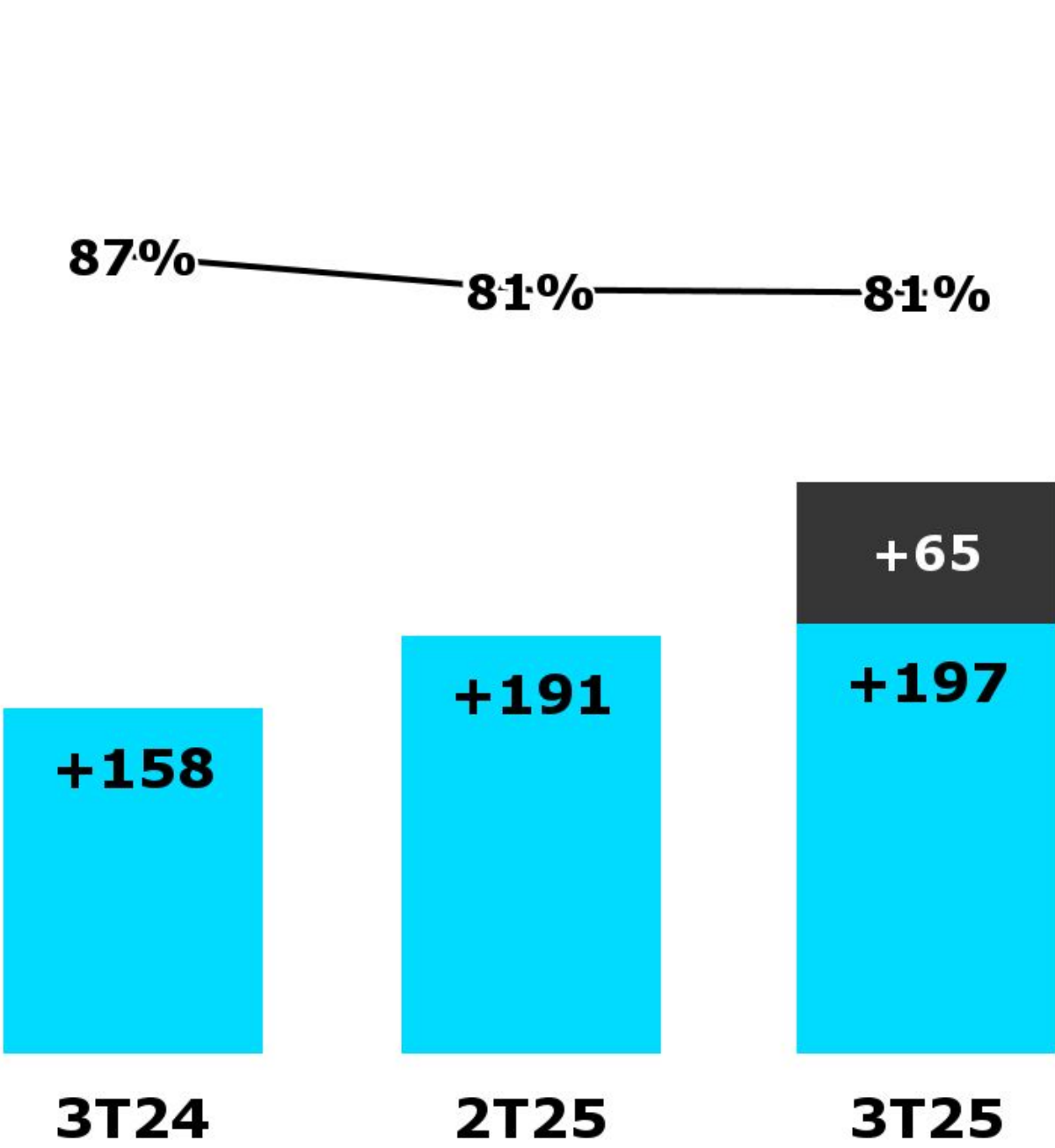
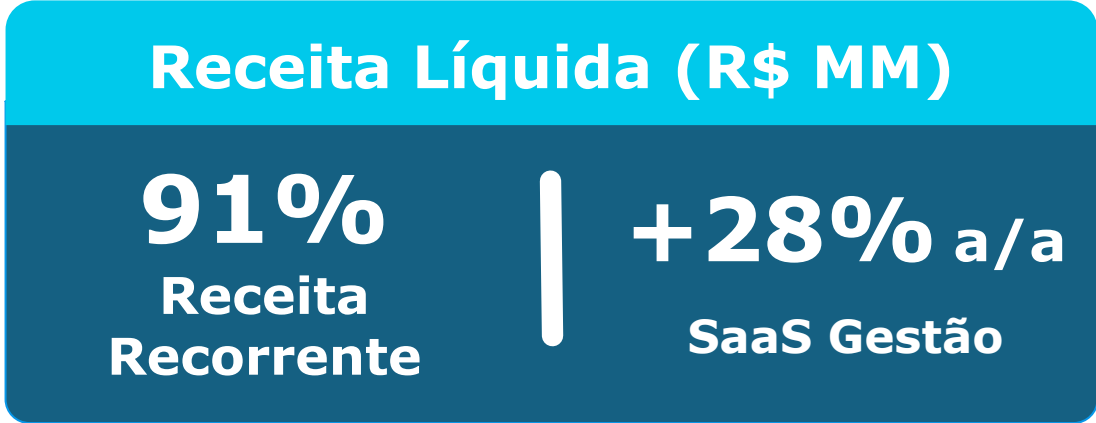
Avanço de **23% a/a do EBITDA Ajustado** com crescimento de **20% a/a da Receita Recorrente**



Crescimento de **21% a/a da Receita Recorrente** e **23% a/a do EBITDA Ajustado**,
resultando em **+110pb a/a de expansão de Margem**

RECEITA

EBITDA AJUSTADO (R\$ MM)



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

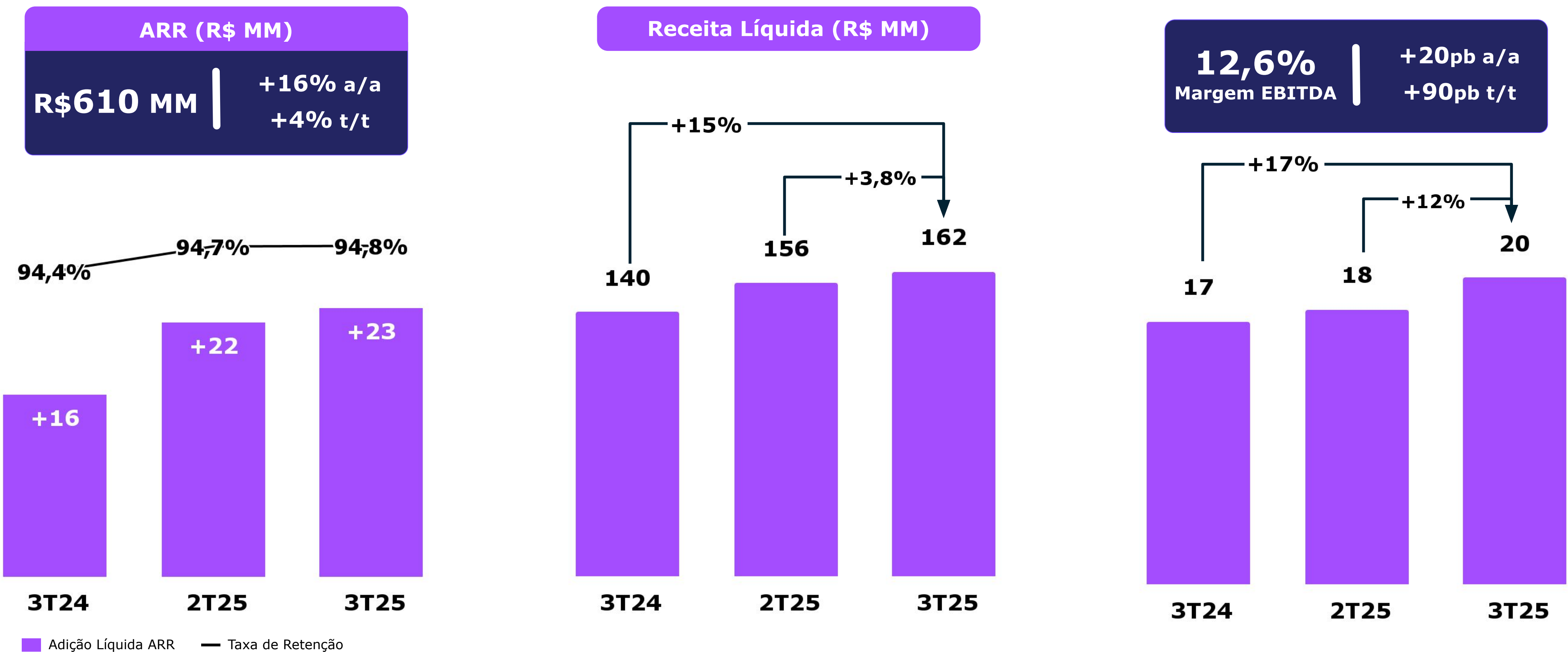
SaaS Gestão | Demais Gestão

3T25 - RD STATION

Crescimento de **15% a/a da Receita Recorrente**,
com forte recuperação da **Adição Líquida de ARR** crescendo **47% a/a**

RECEITA

EBITDA AJUSTADO (R\$ MM)



Crescimento de **30% a/a da Receita Líquida de Funding** e **72% a/a do Lucro Ajustado**

RECEITA

LUCRO AJUSTADO (R\$ MM)

Produção de Crédito (R\$ bi)

67,1 dias
Prazo médio

+4,7% a/a
+11,3% t/t

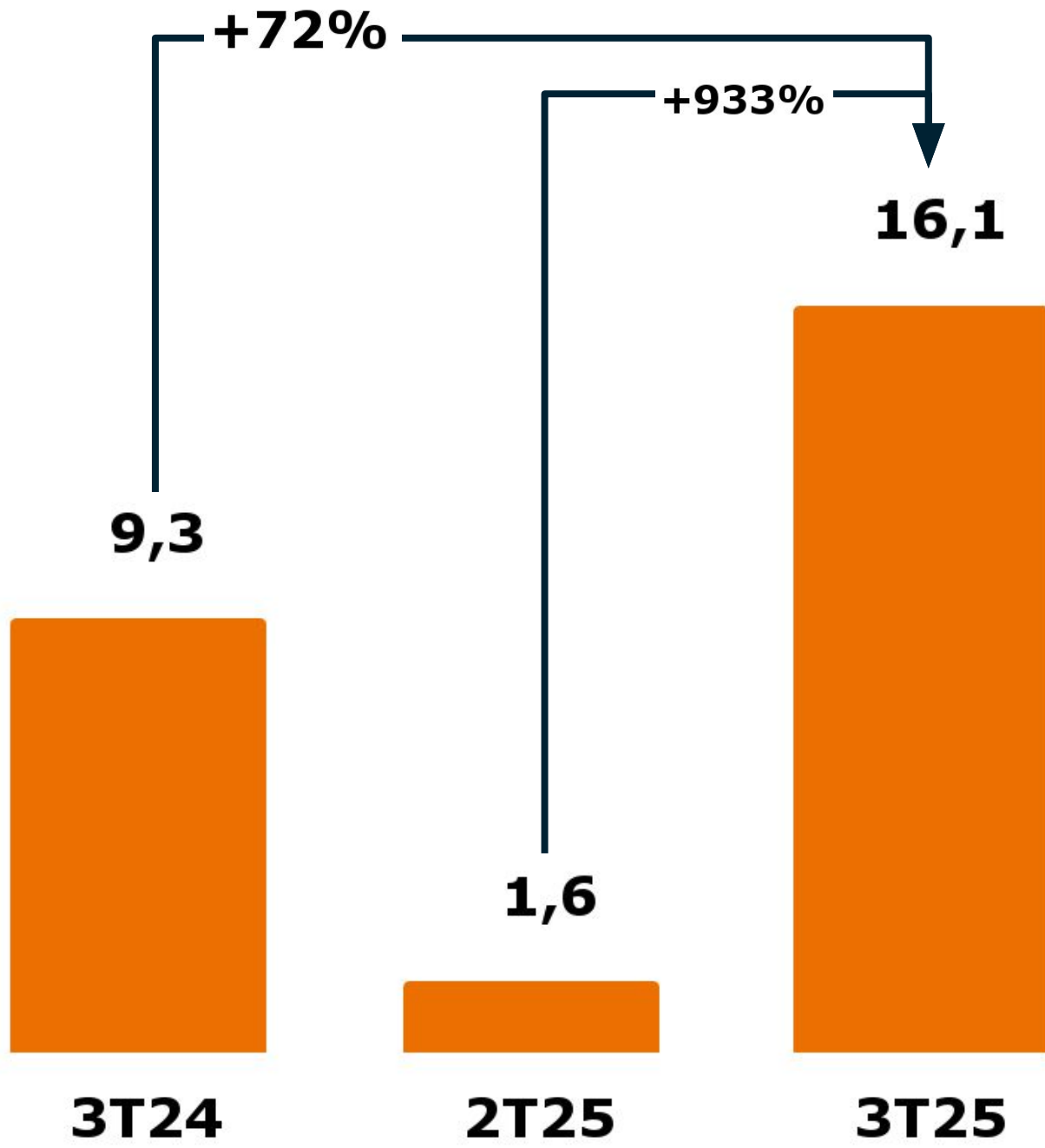
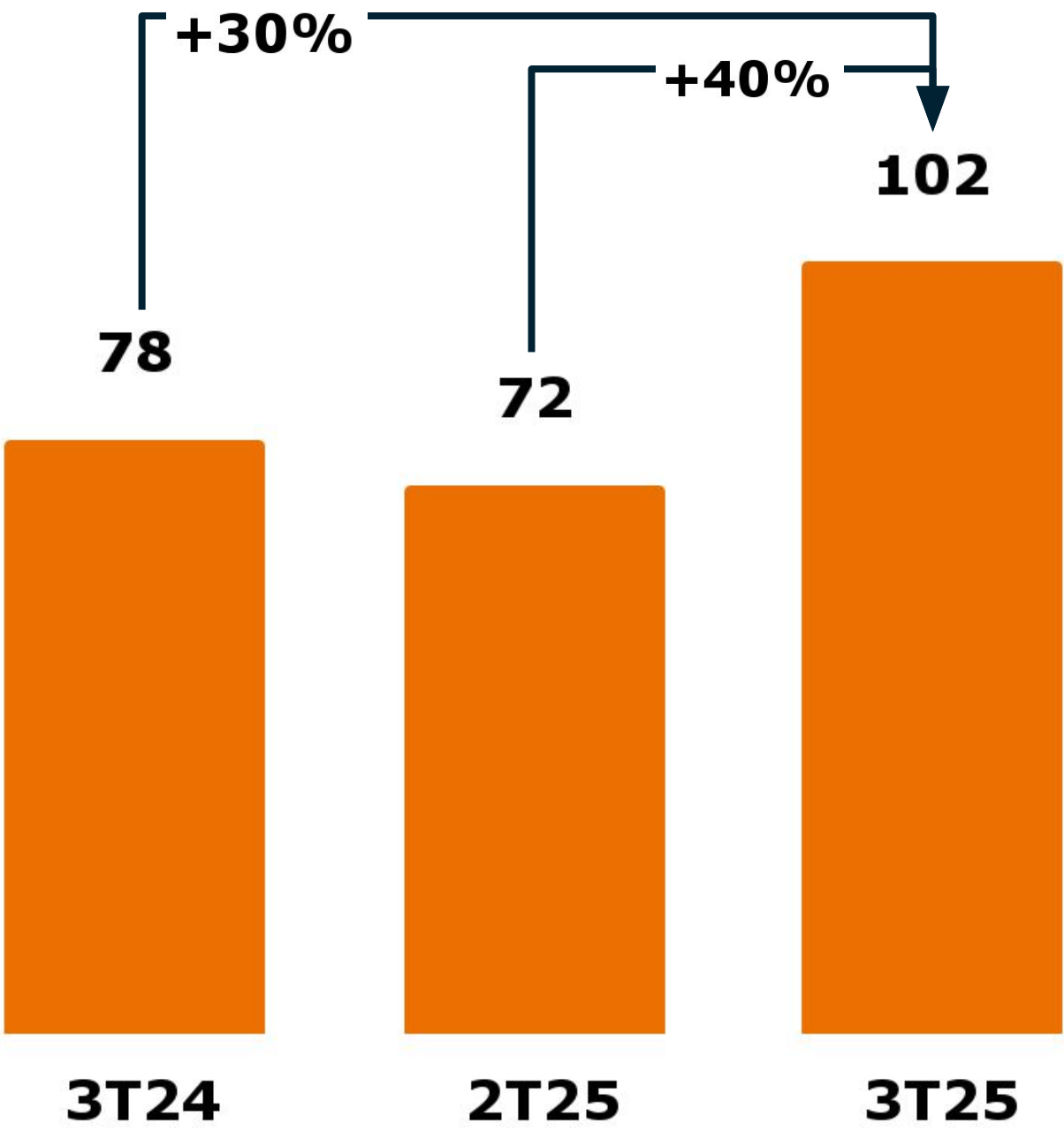
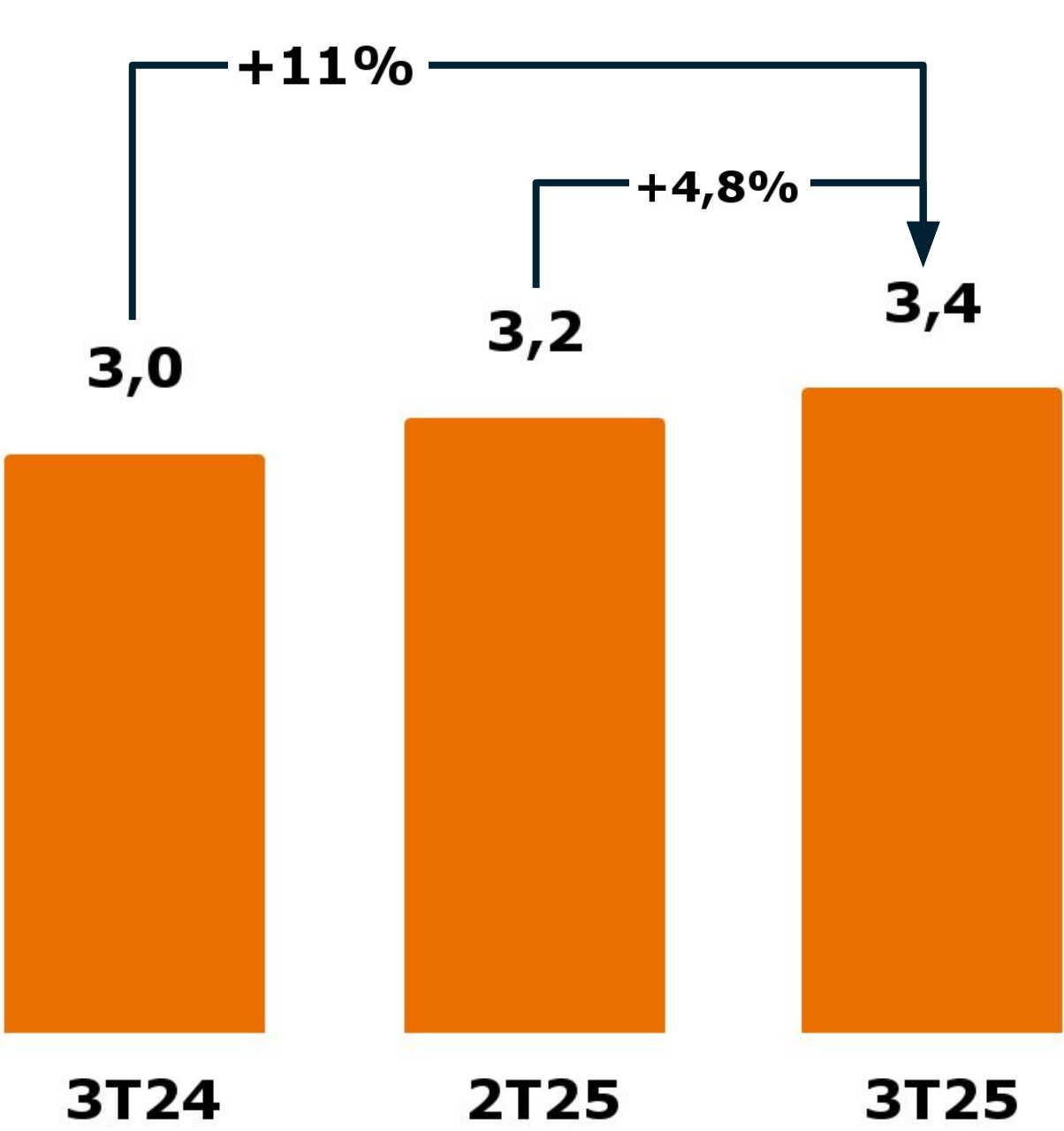
Receita Líquida de Funding

R\$2,3 bi
TPV - Pix

+32% a/a
+10% t/t

15,8%
Margem Lucro

+390pb a/a
+1370pb t/t



Obrigado



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EARNINGS VIDEO CONFERENCE 3Q25

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



November/2025

LEGAL NOTICE

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.



The thesis and pillars of Techfin's **ERP Banking** are now proven



3.3x increase in applied Limits.



~3x increase in the PIX¹ average ticket

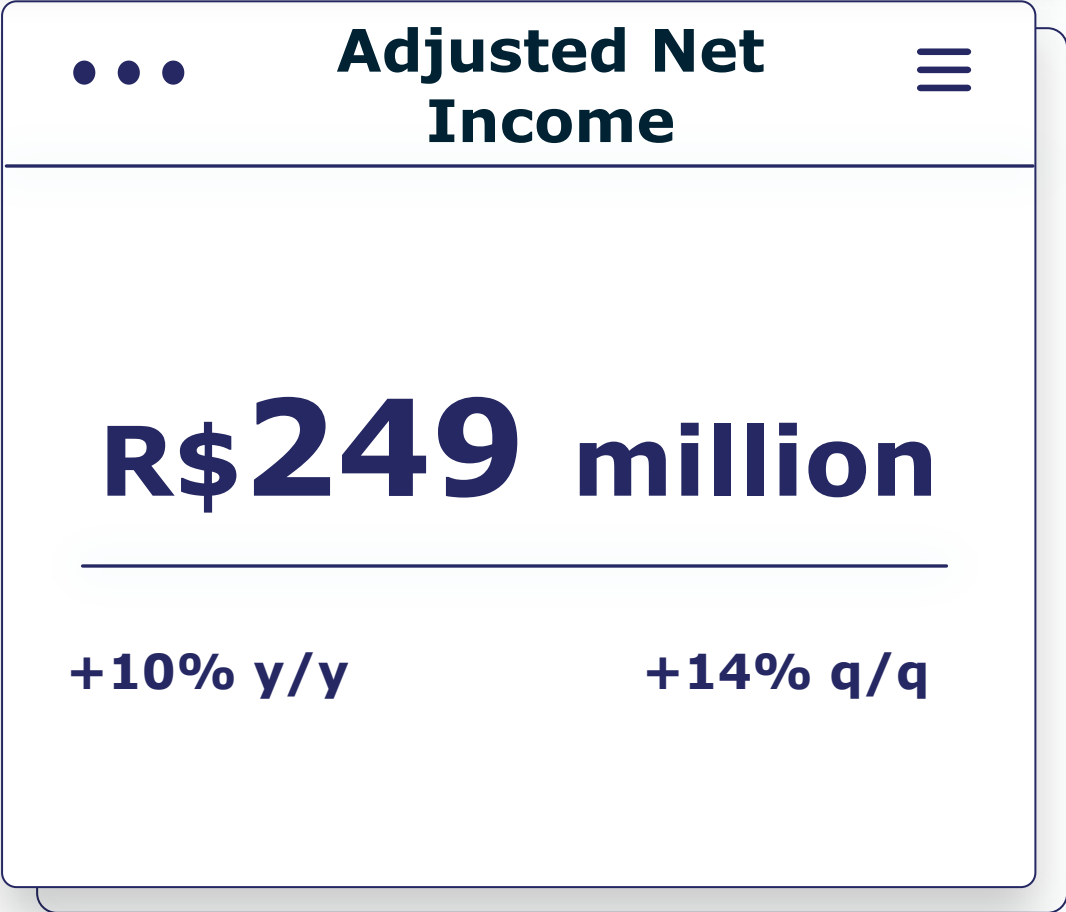
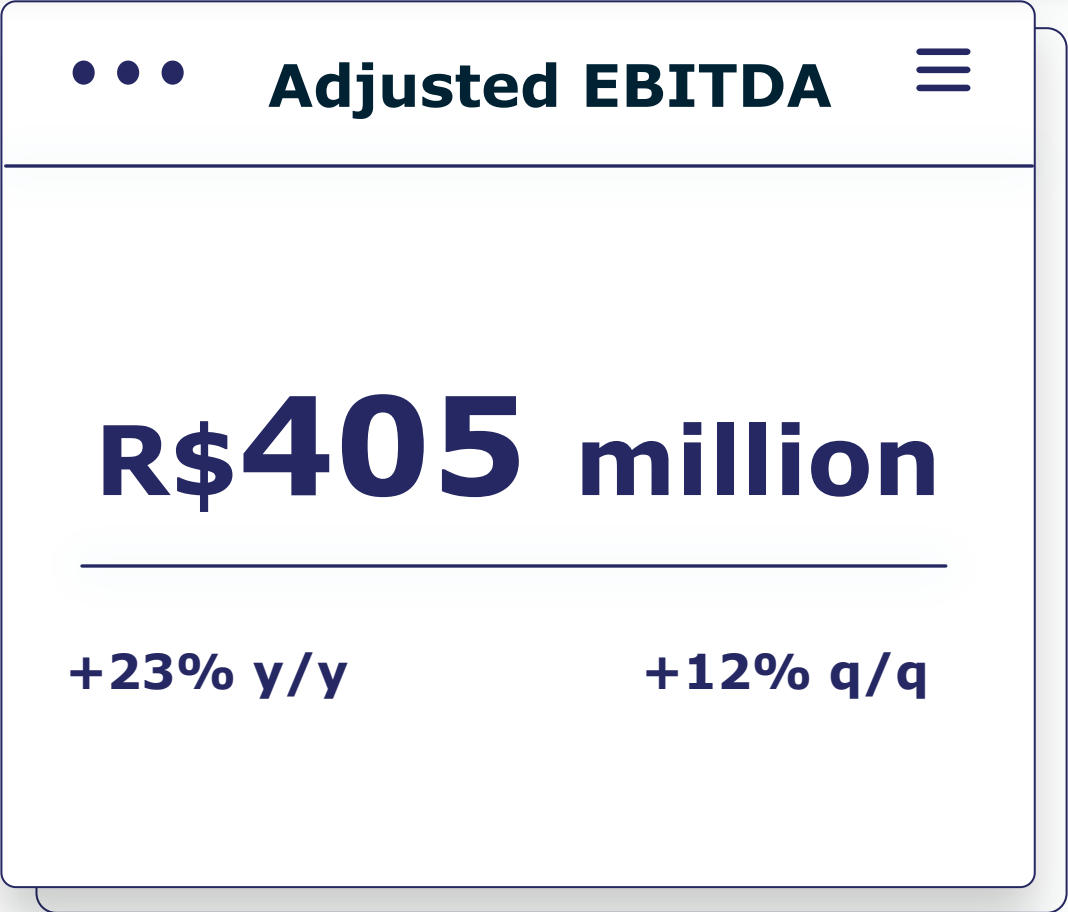
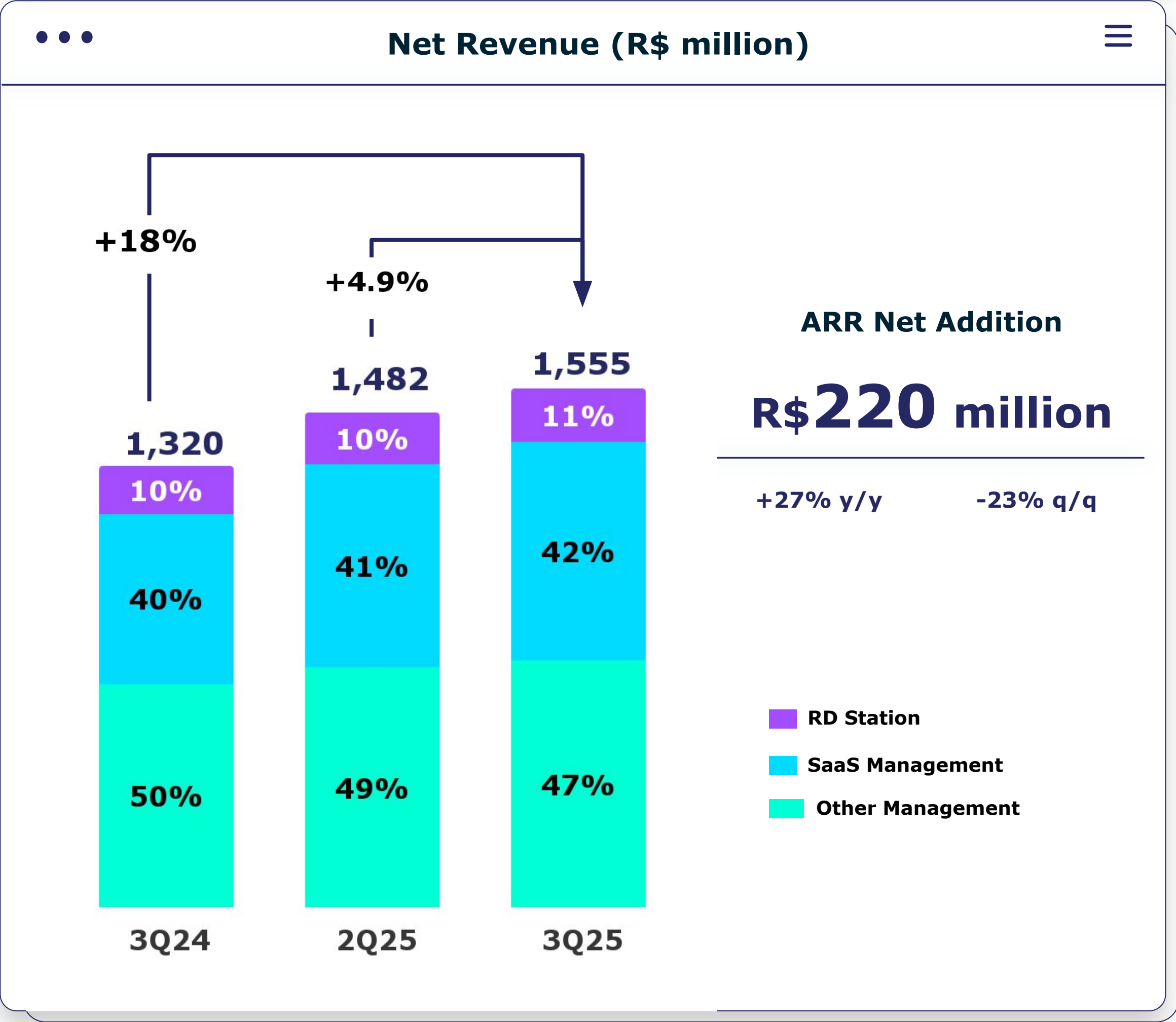


Delinquency ~67% below the market average.

¹PIX: The Brazilian instant payment system

3Q25 - CONSOLIDATED

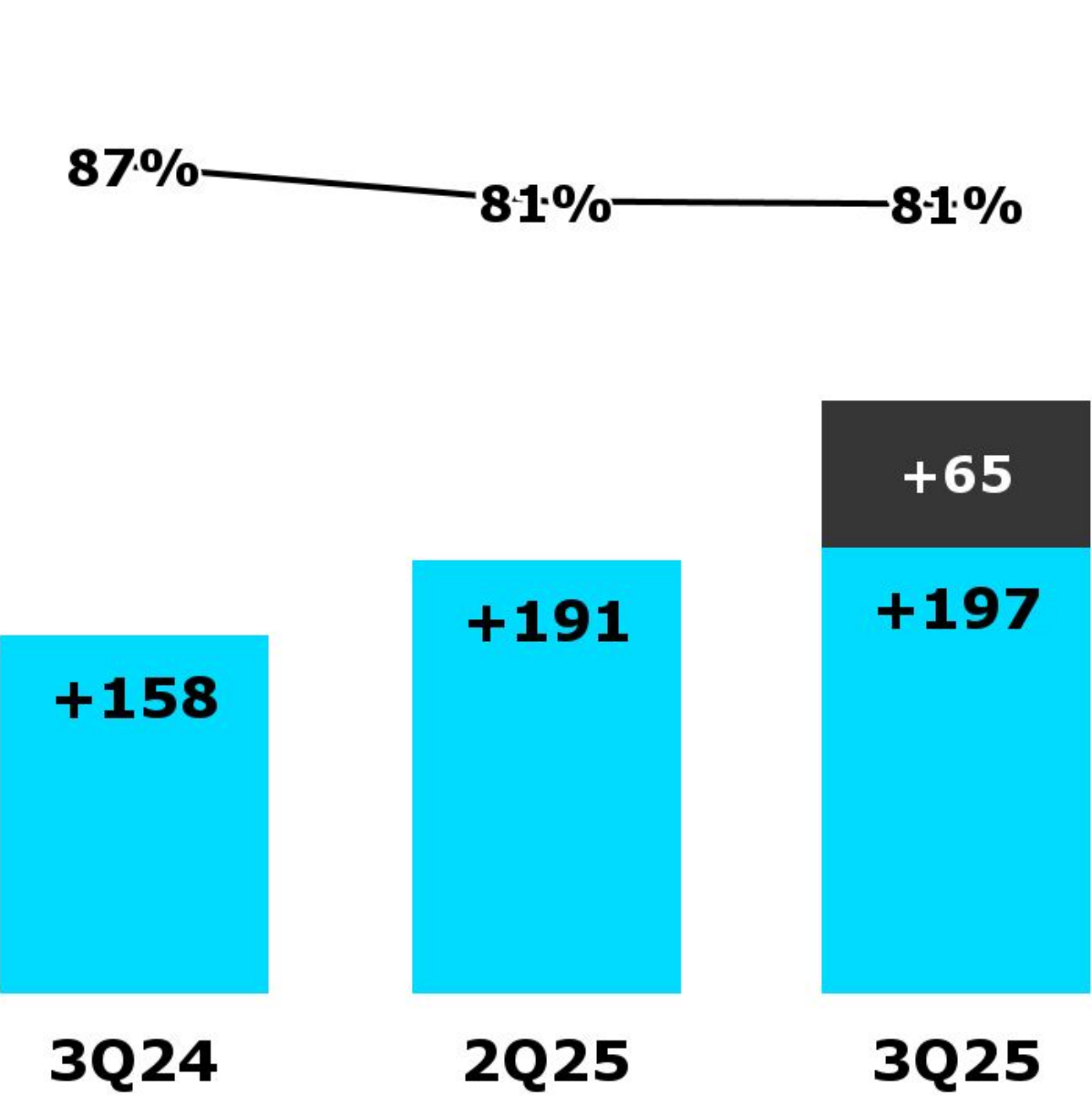
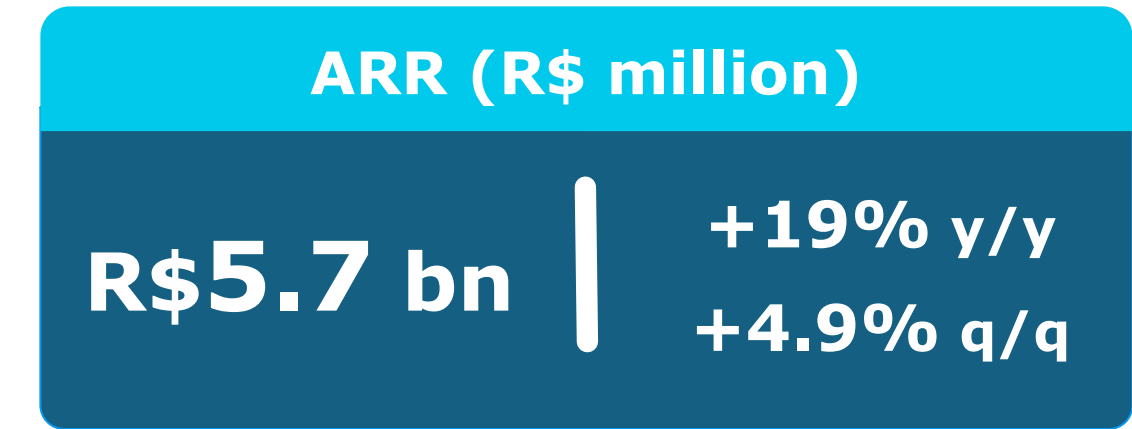
+23% *y/y* increase in **Adjusted EBITDA** with +20% *y/y* growth in **Recurring Revenue**



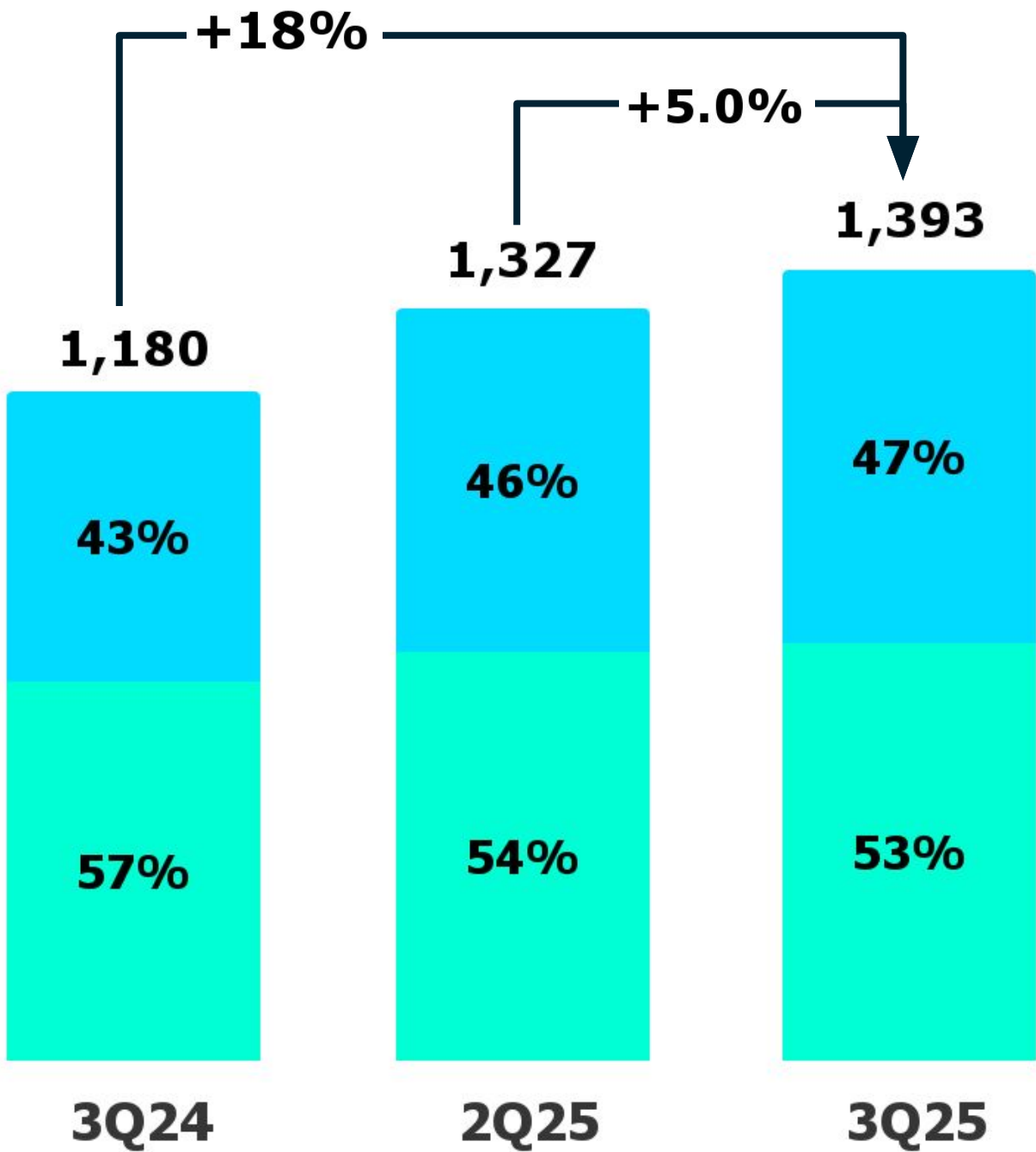
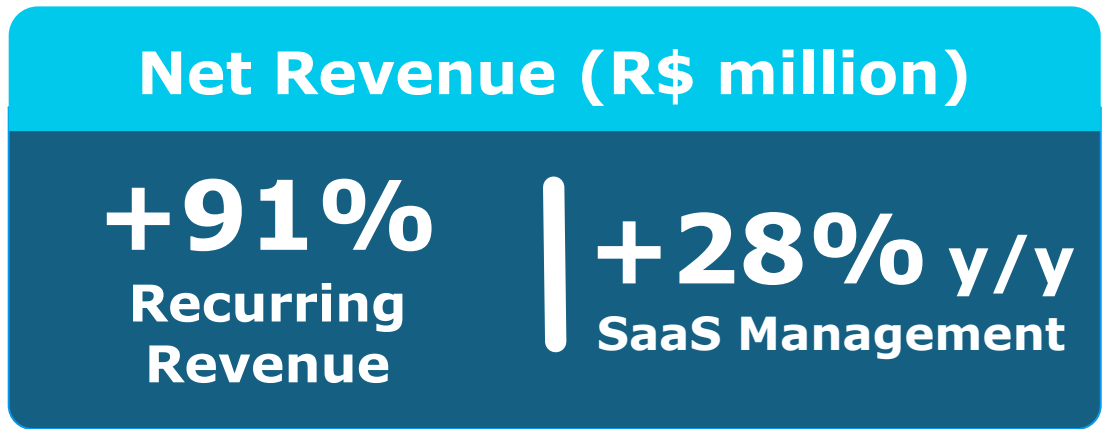
3Q25 - MANAGEMENT

21% y/y growth in **Recurring Revenue** and 23% y/y in **Adjusted EBITDA**,
resulting in a **+110bp y/y Margin expansion**

REVENUE

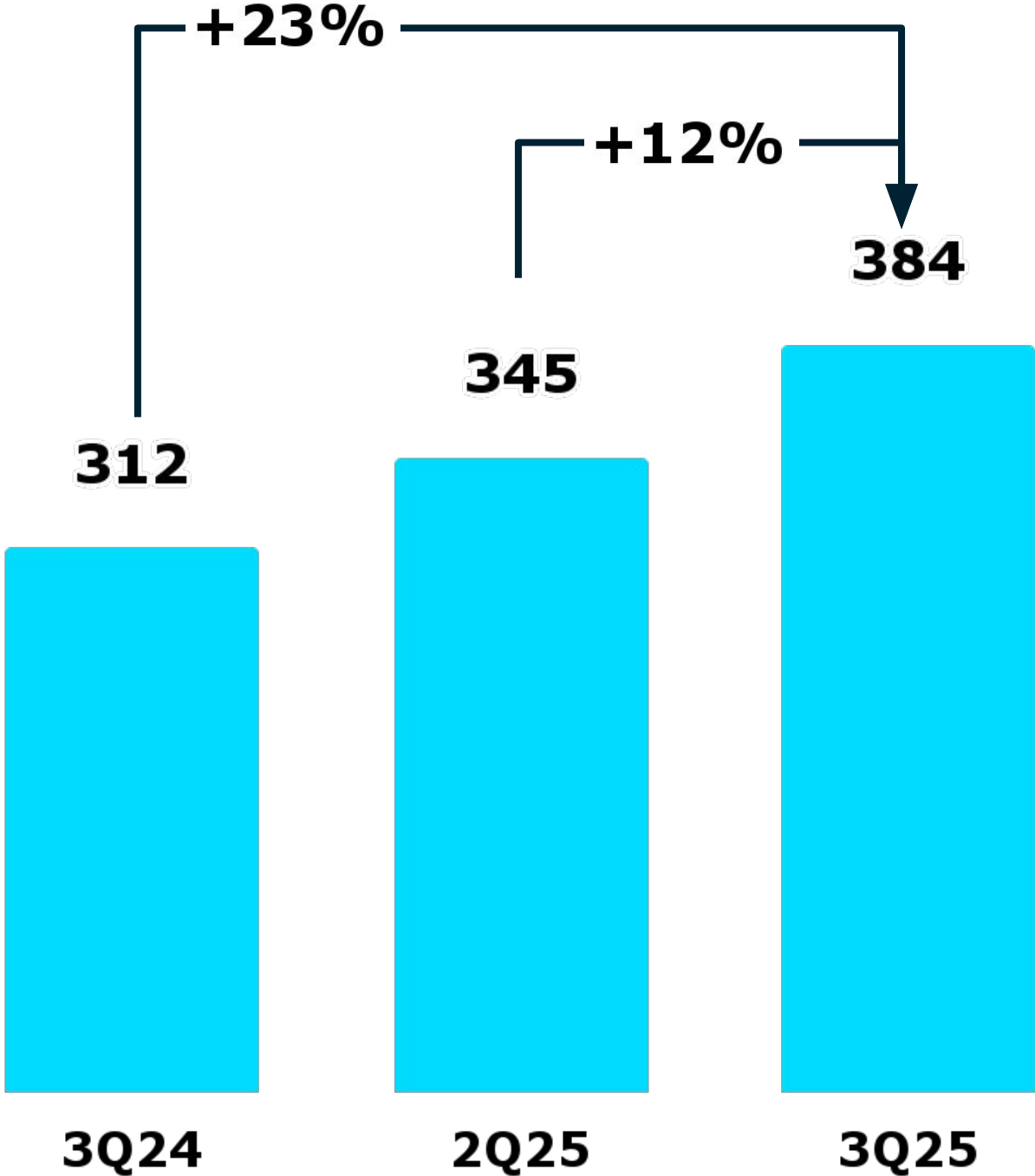


Net ARR Addition
Inorganic Addition
% Volume excl. Corporate Model LTM



SaaS Management
Other Management

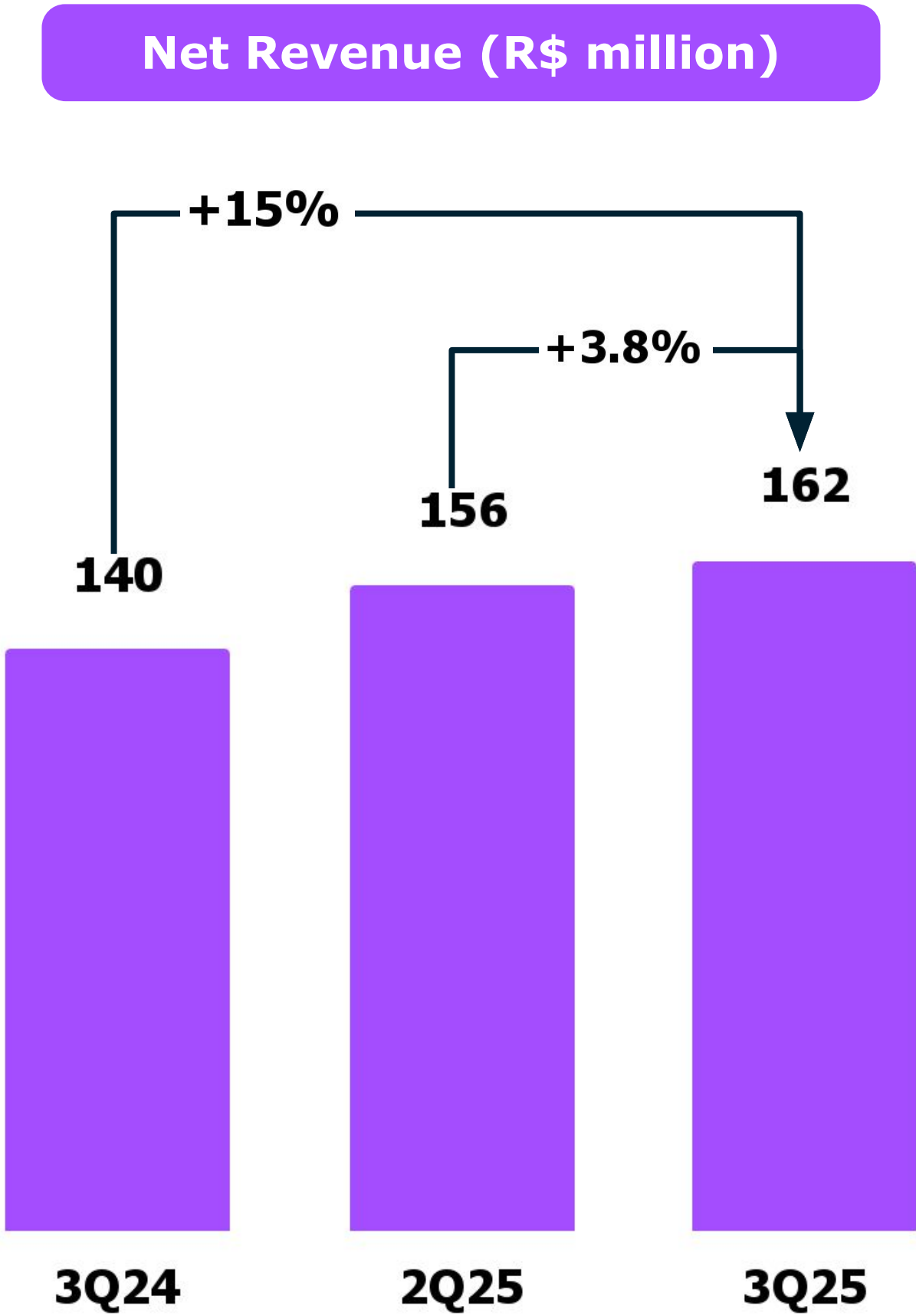
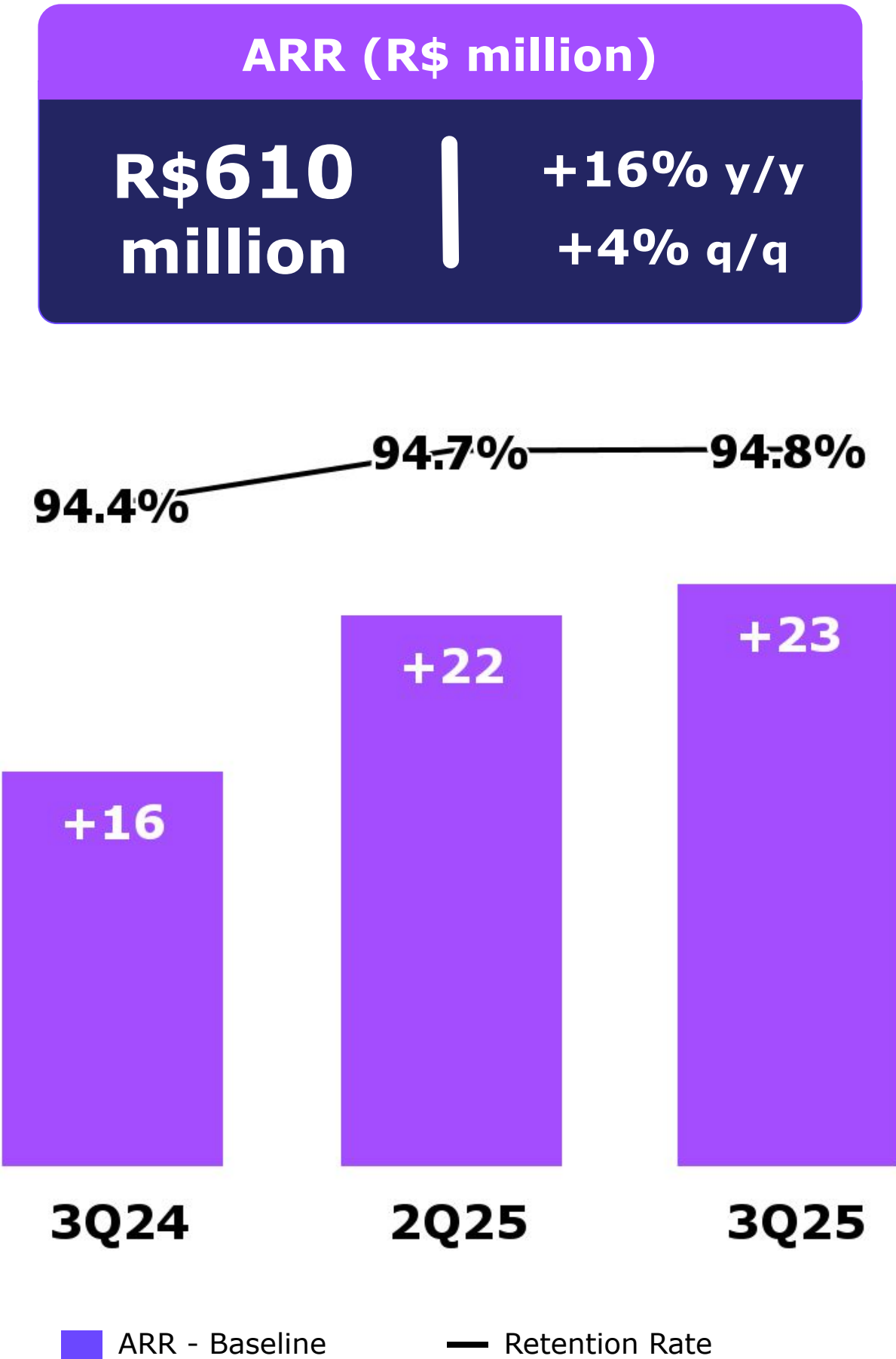
ADJUSTED EBITDA (R\$ million)



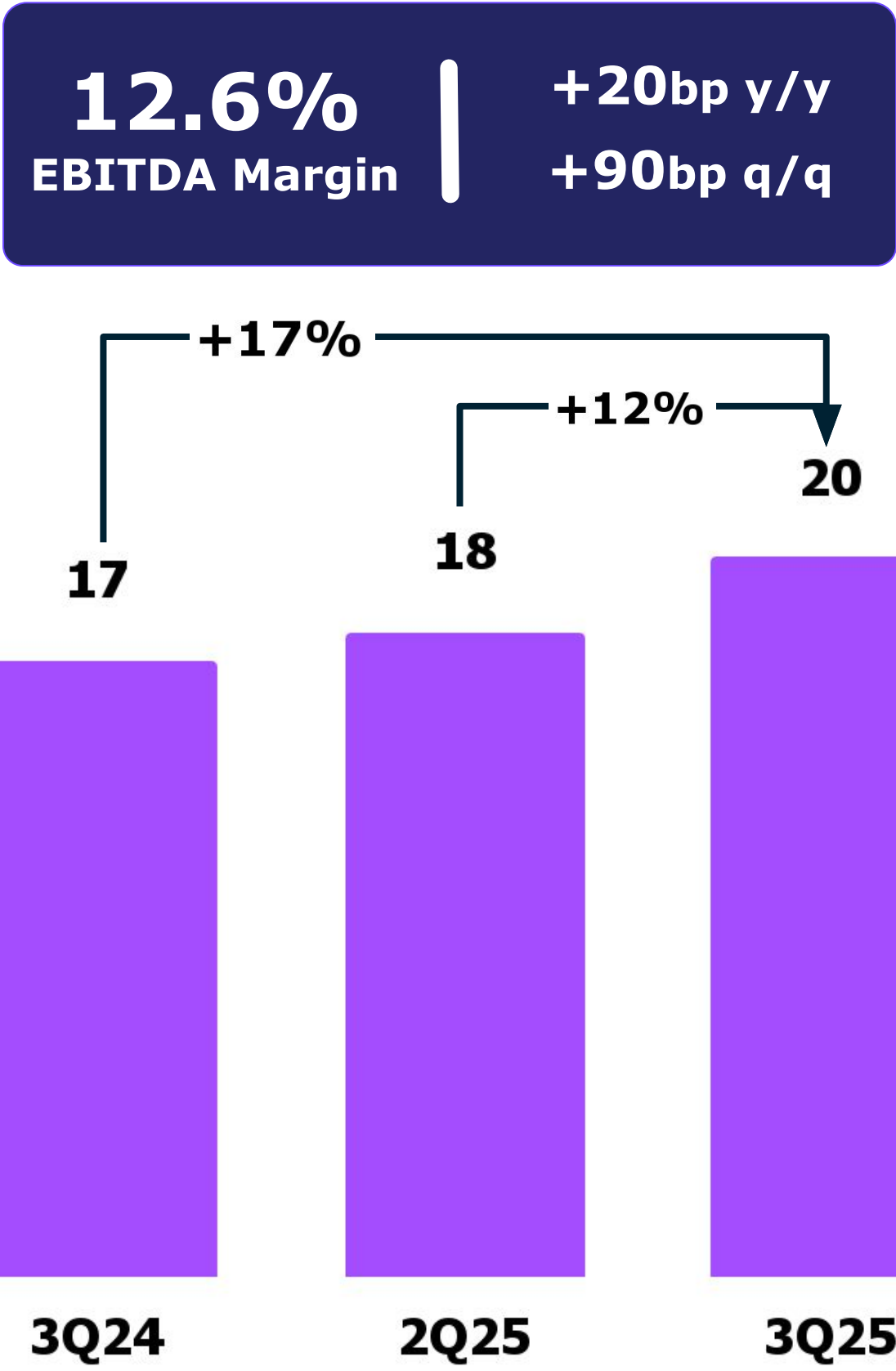
3Q25 - RD STATION

15% y/y growth in **Recurring Revenue**,
with a strong recovery in **Net ARR Addition**, up 47% y/y.

REVENUE



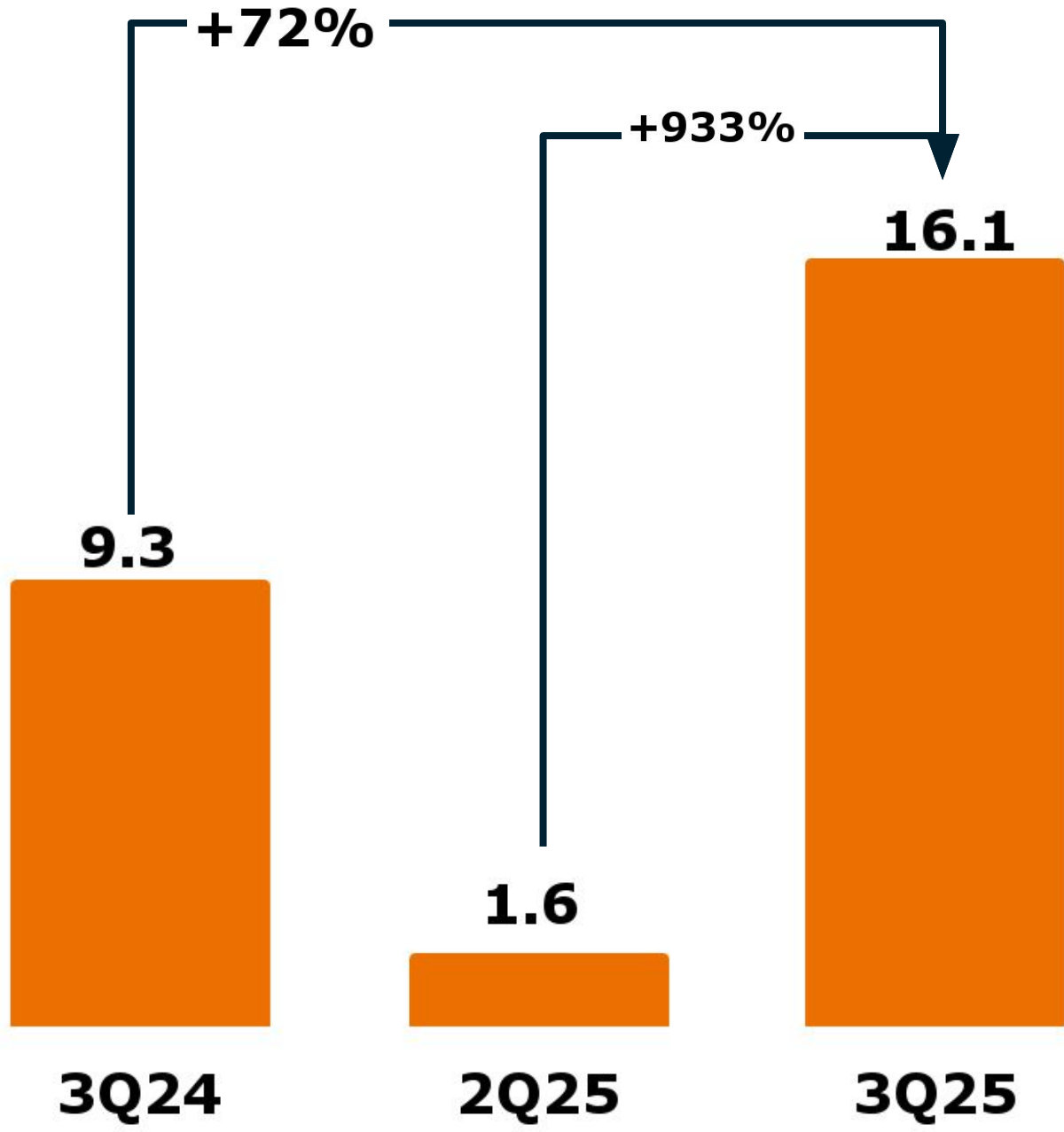
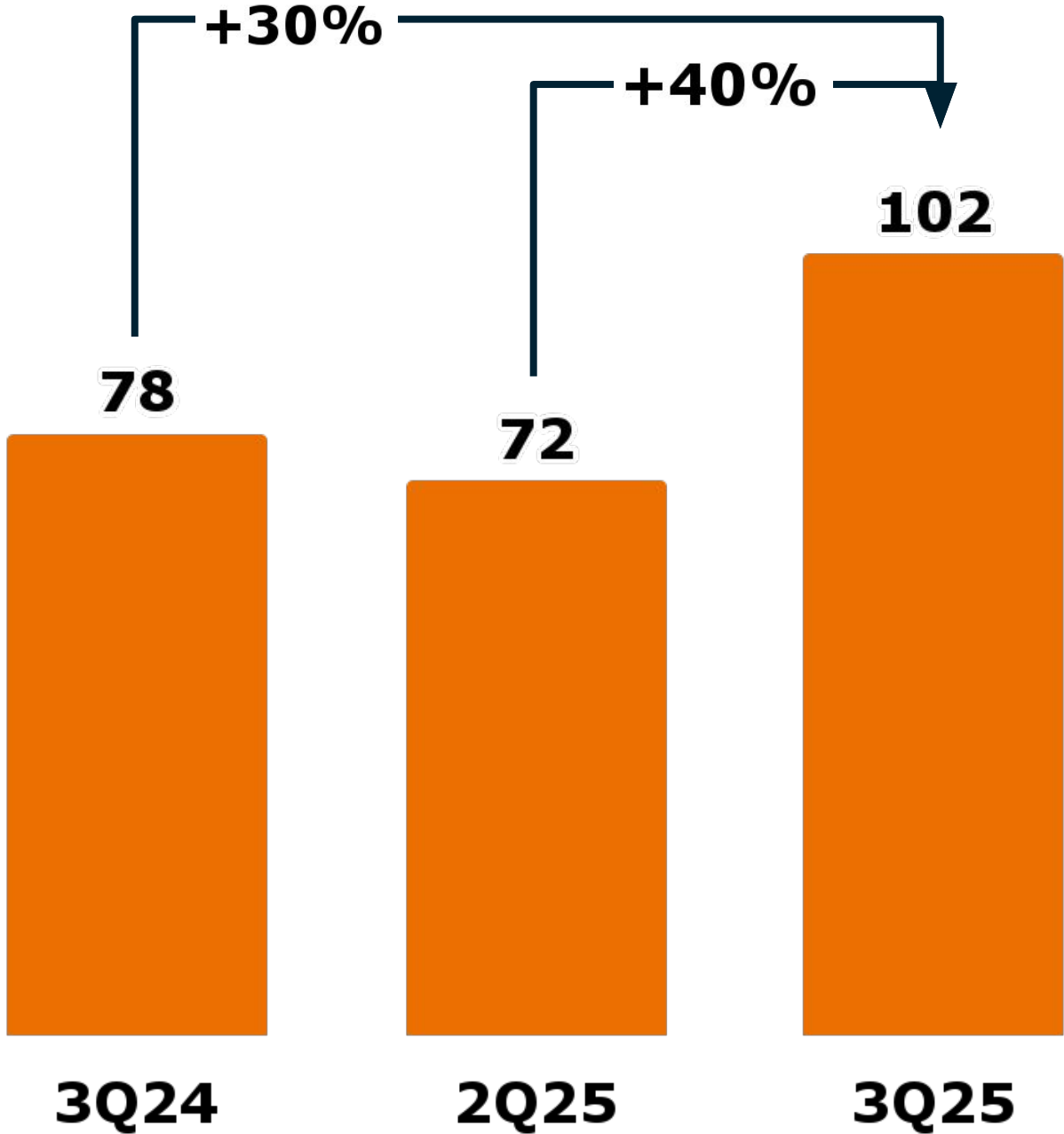
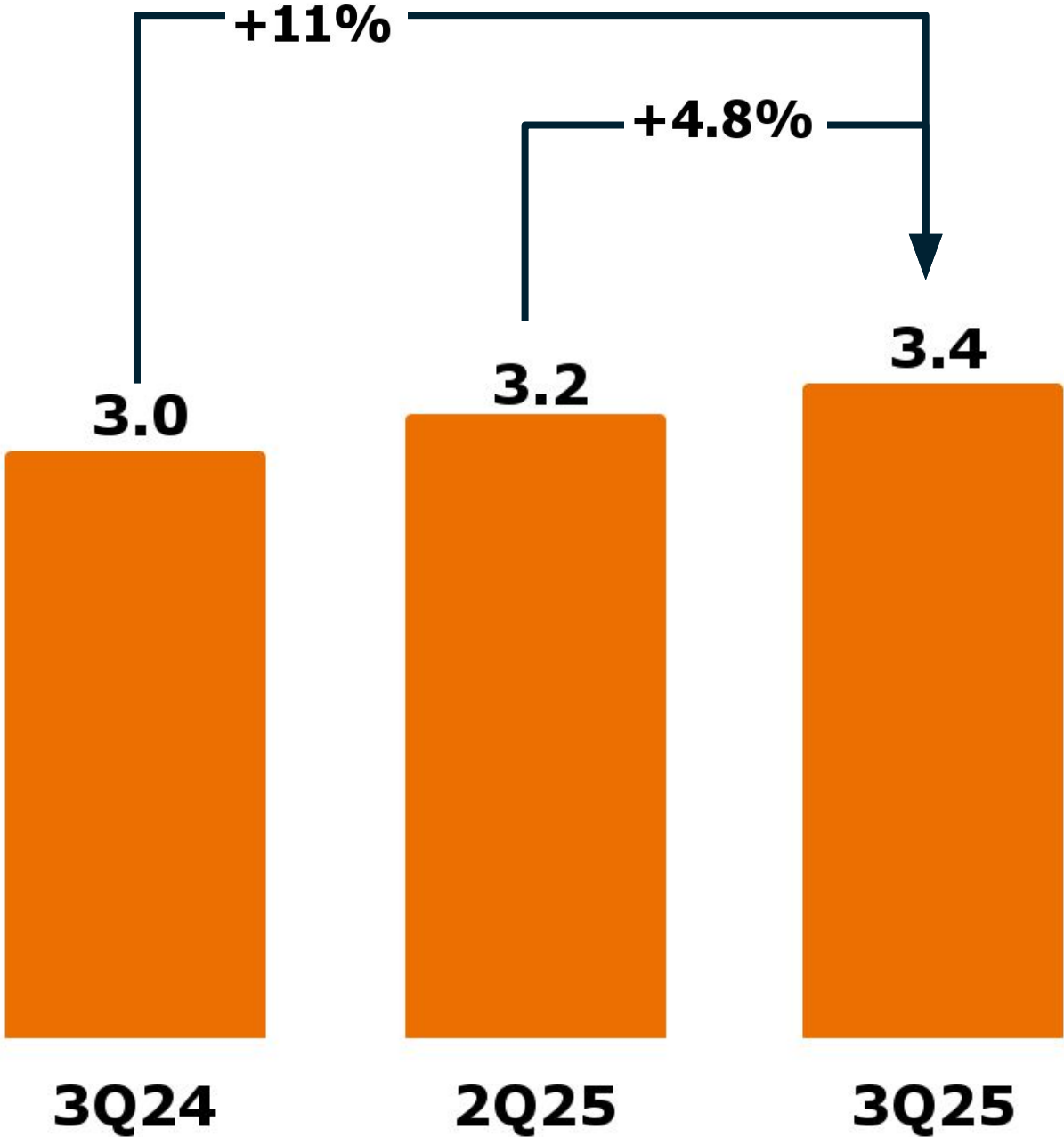
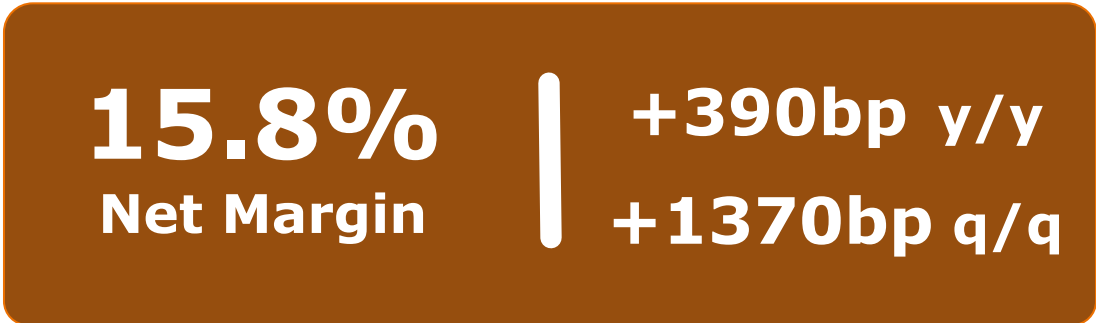
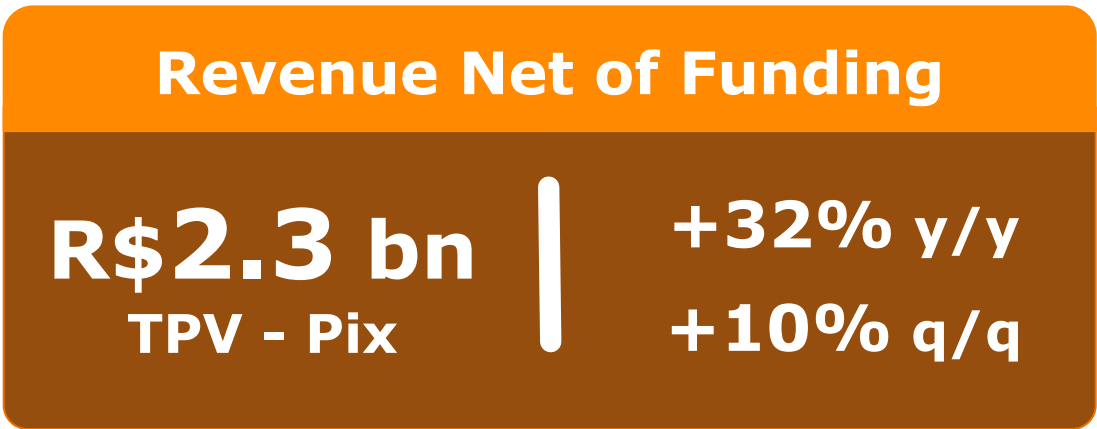
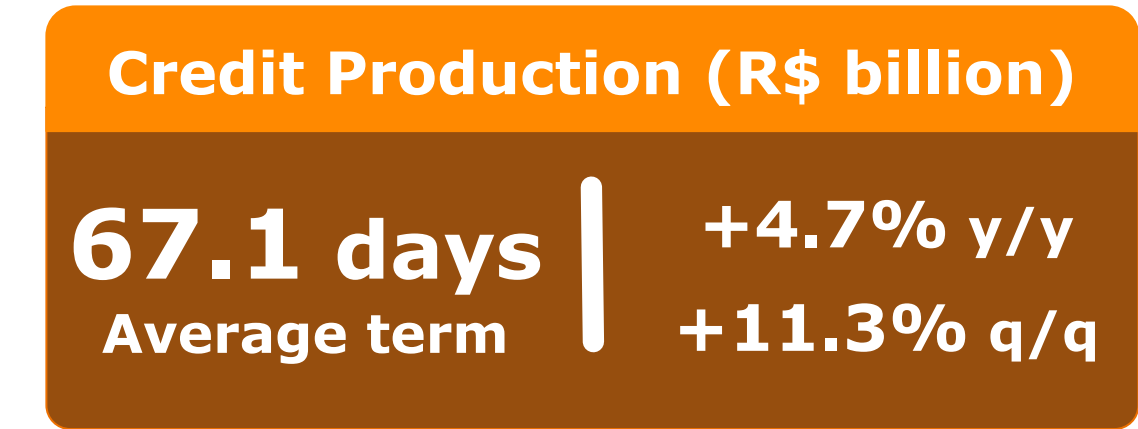
ADJUSTED EBITDA (R\$ million)



30% y/y growth in Revenue Net of Funding and 72% y/y in Adjusted Net Income

REVENUE

NET INCOME (R\$ million)



Thanks



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