



VIDEOCONFERÊNCIA DE RESULTADOS

4T25

Dennis Herszkowicz - CEO

Gilsomar Maia - CFO

Alexandre Apendino - VP de Atendimento e Relacionamento

Gustavo Avelar - VP da RD Station

Sergio Serio - Head de RI



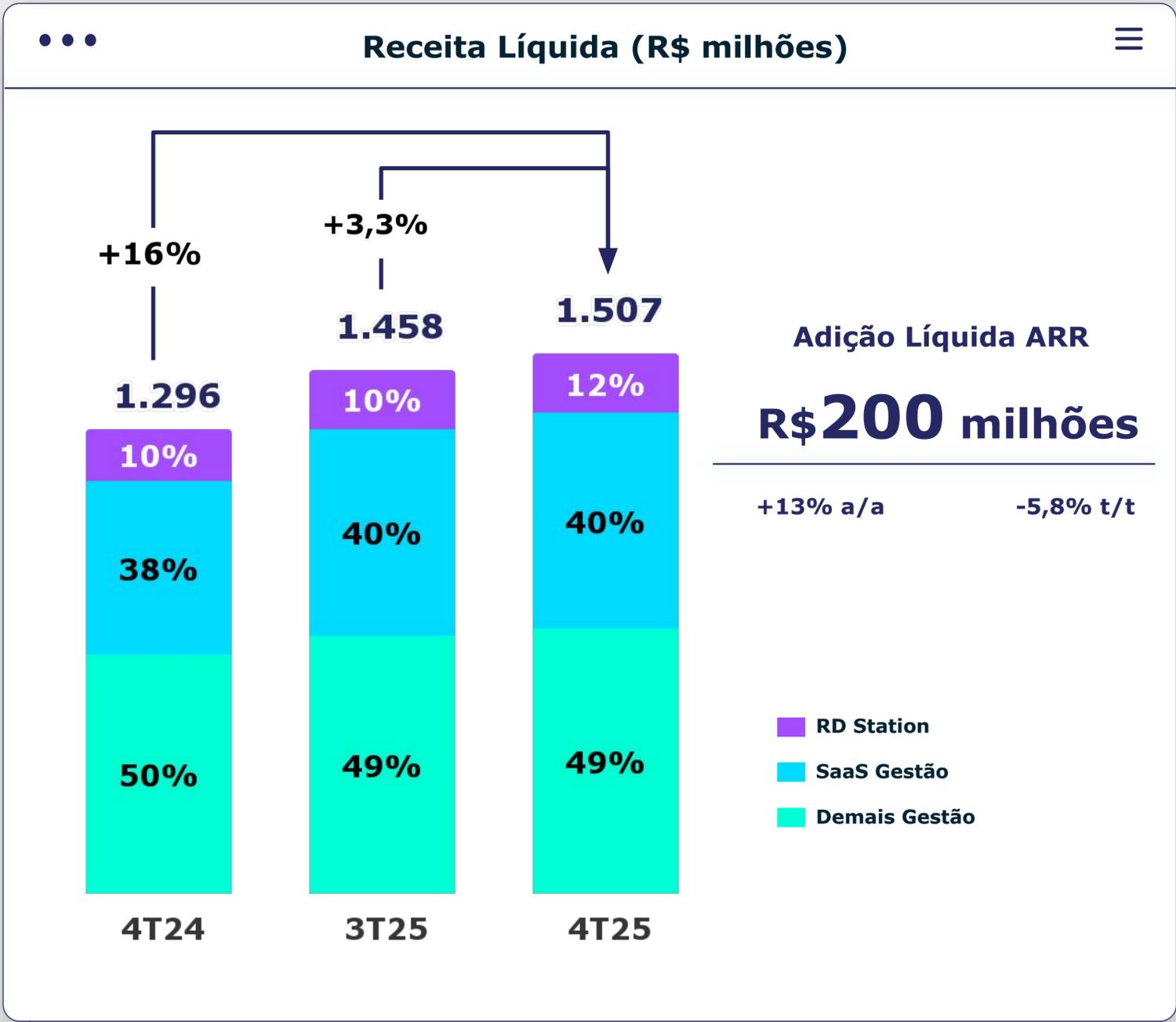
Fevereiro/2026

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.

4T25 - CONSOLIDADO

Avanço de **24% a/a do EBITDA Ajustado** com crescimento de **18% a/a da Receita Recorrente**



EBITDA Ajustado

R\$409 milhões

+24% a/a +7,3% t/t

Lucro Líquido Ajustado

R\$258 milhões

+14% a/a +12% t/t

Margem EBITDA

27,1%

+170pb a/a +100pb t/t

LPA (12M)

1,55

+25% a/a +3,7% t/t



Crescimento de **19% a/a da Receita Recorrente** e **25% a/a do EBITDA Ajustado**, resultando em **+190pb a/a de expansão de Margem**

RECEITA

EBITDA AJUSTADO (R\$ MM)

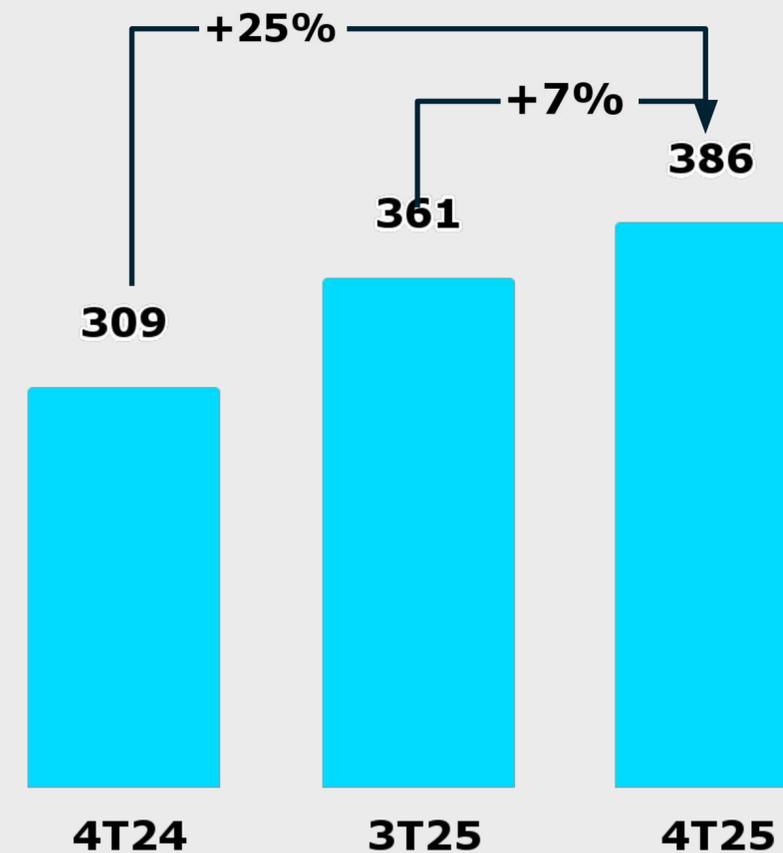
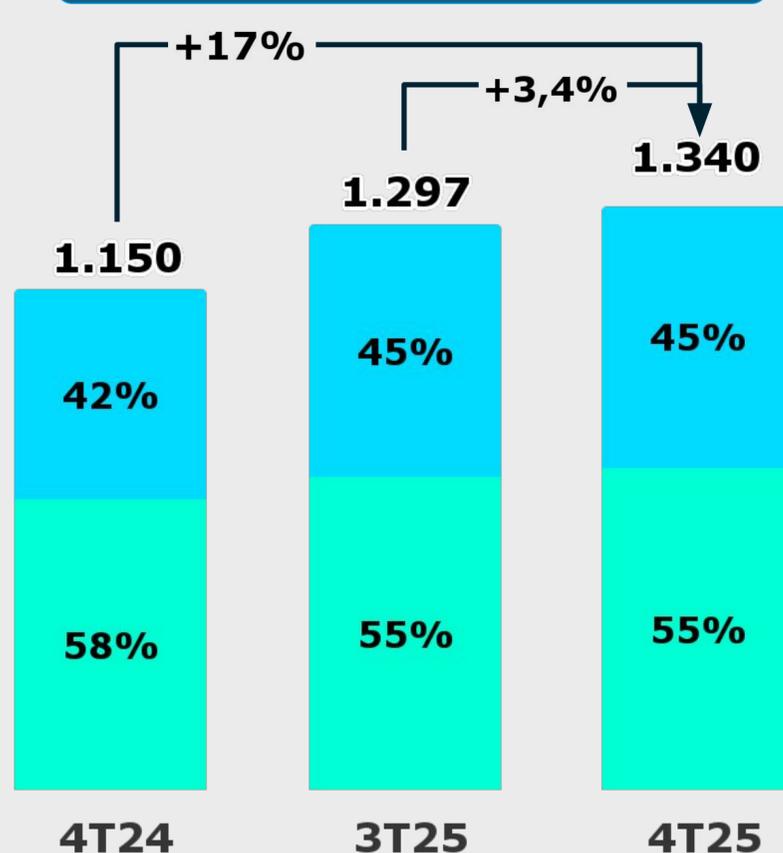
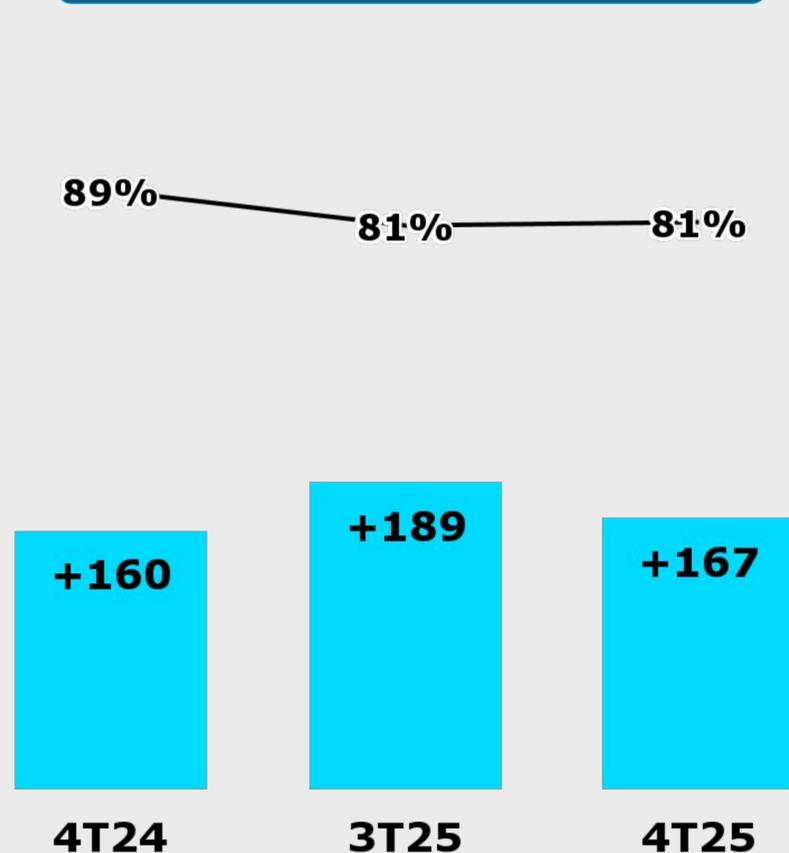
ARR (R\$ MM)

R\$5,5 bi | **+18% a/a**
+3,2% t/t

Receita Líquida (R\$ MM)

+90% Receita Recorrente | **+24% a/a** SaaS Gestão

28,8% Margem EBITDA | **+190pb a/a**
+100pb t/t



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

■ SaaS Gestão | ■ Demais Gestão

4T25 - RD STATION



Crescimento de **16% a/a da Receita Recorrente**, com forte recuperação da **Adição Líquida de ARR**, quase dobrando ano contra ano (**+99% a/a**)

RECEITA

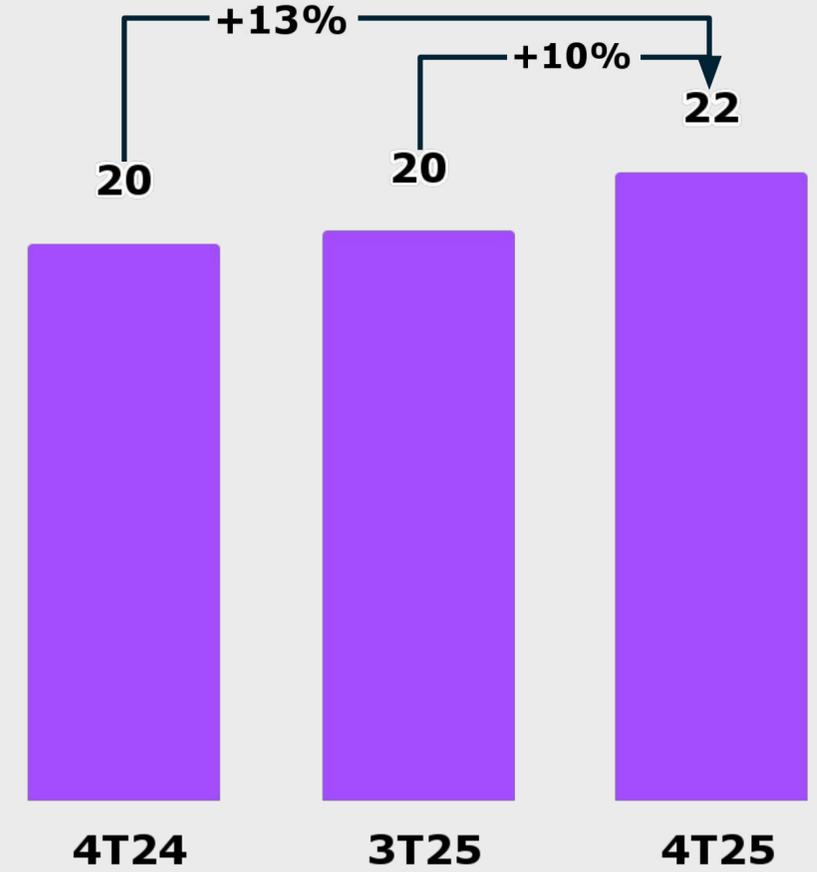
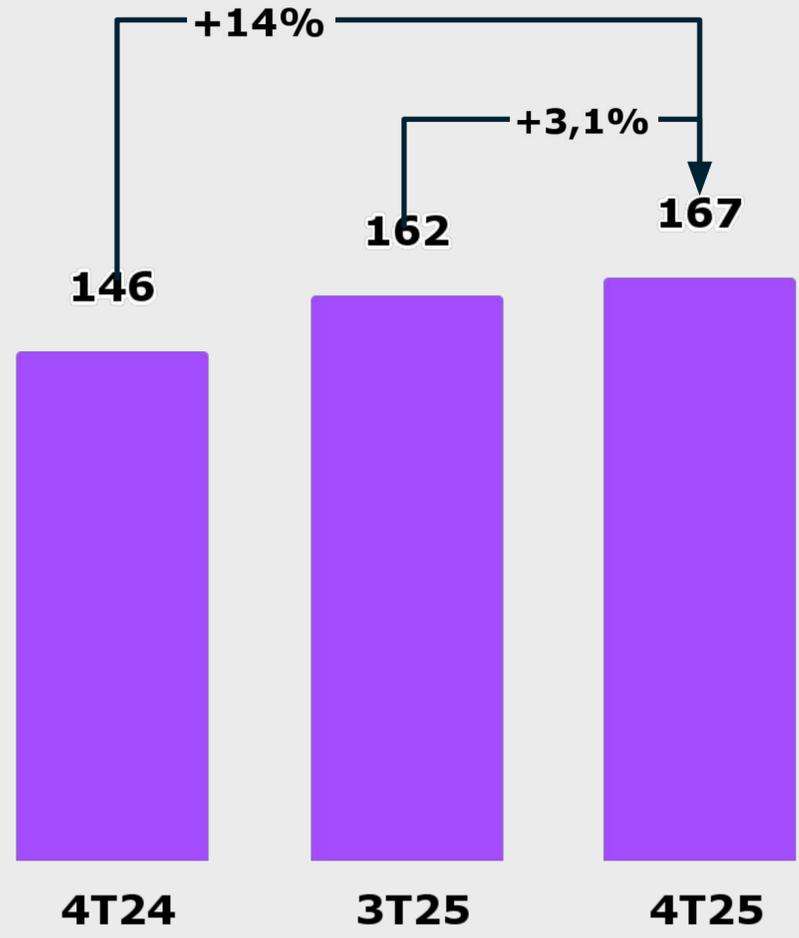
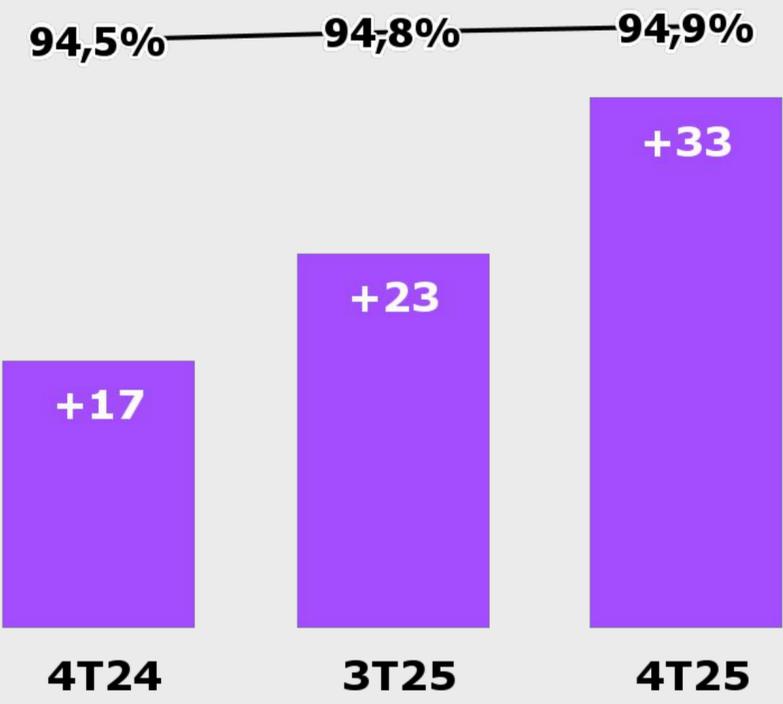
EBITDA AJUSTADO (R\$ MM)

ARR (R\$ MM)

R\$643 MM | +18% a/a
+5,4% t/t

Receita Líquida (R\$ MM)

13,5%
Margem EBITDA | -10pb a/a
+90pb t/t



■ Adição Líquida ARR — Taxa de Retenção

Em 2025, a **Receita Líquida de Funding** cresceu **14% a/a** e o **EBITDA** **43% a/a**

RECEITA

EBITDA AJUSTADO (R\$ MM)

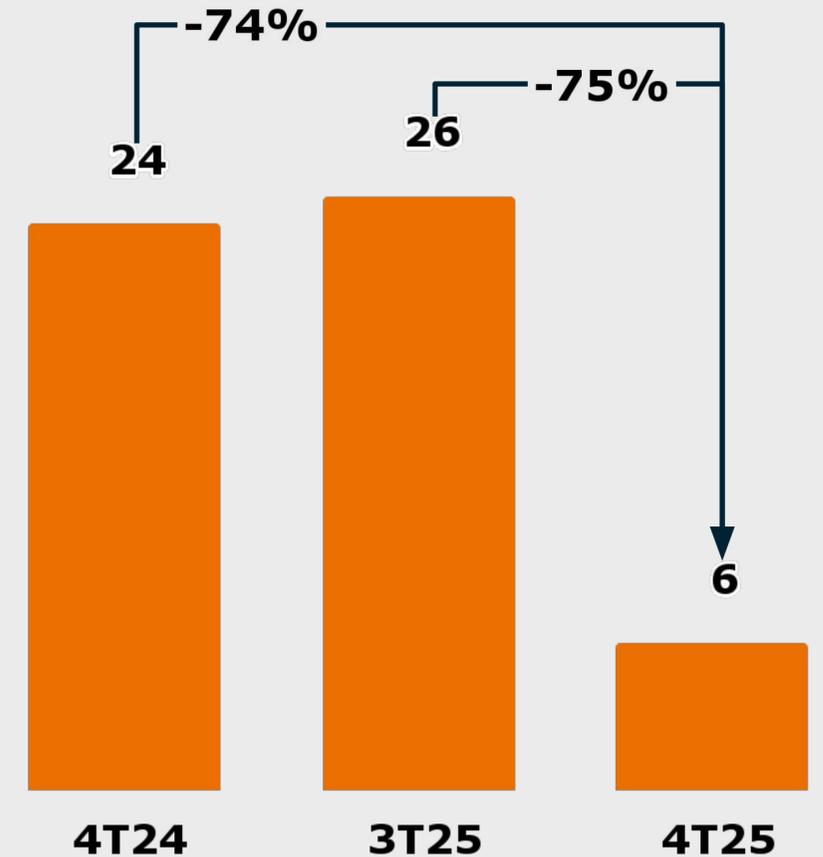
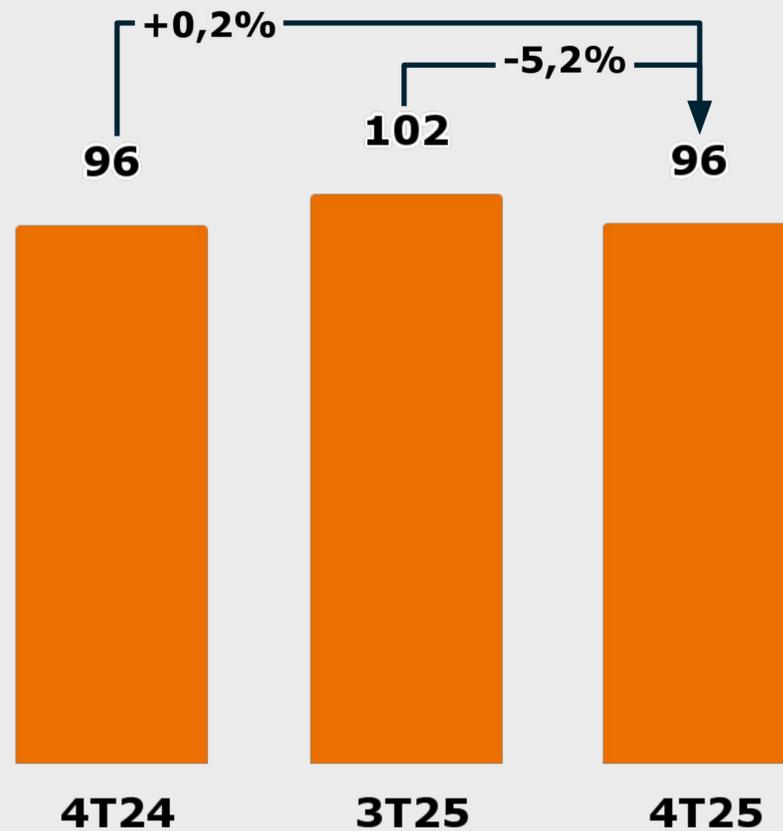
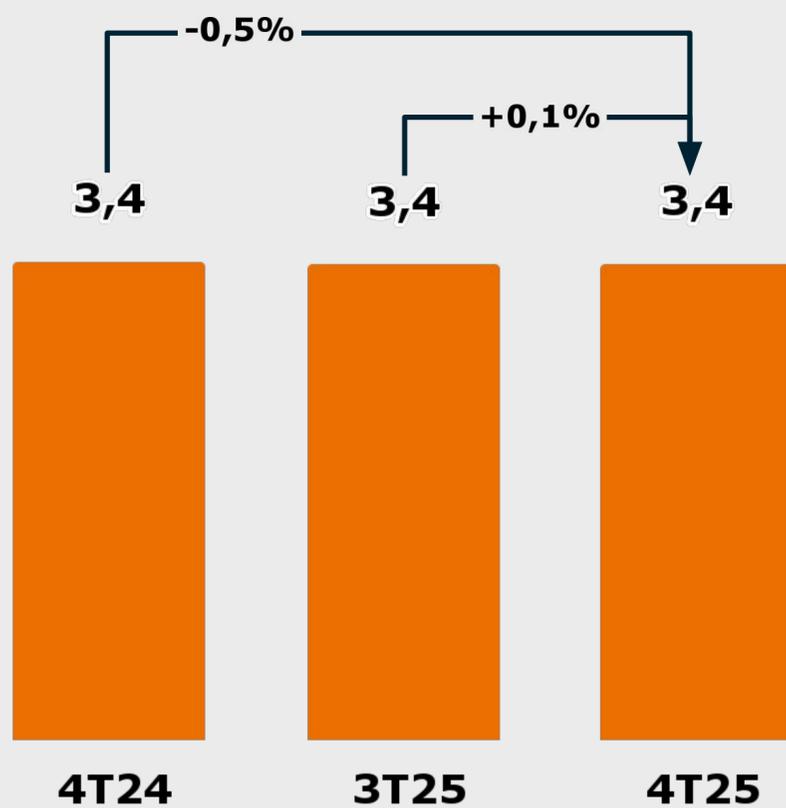
Produção de Crédito (R\$ bi)

70,9 dias | +2,0% a/a
 Prazo médio | +5,6% t/t

Receita Líquida de Funding

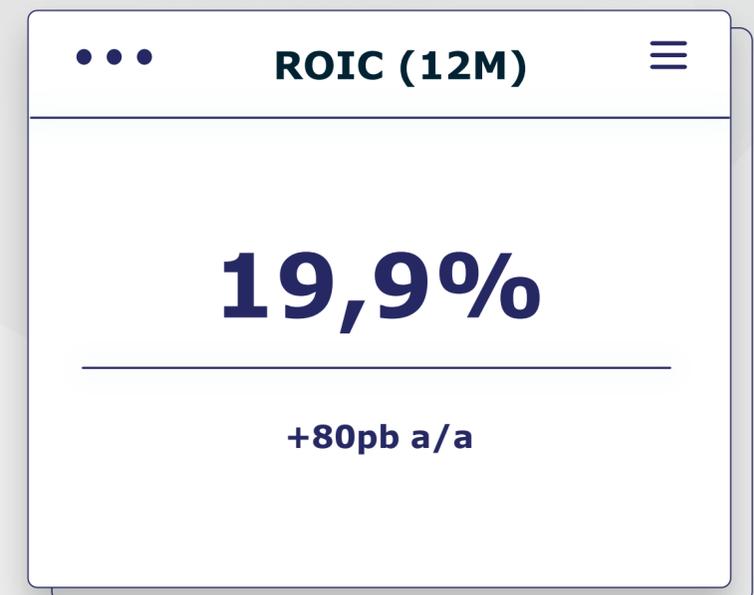
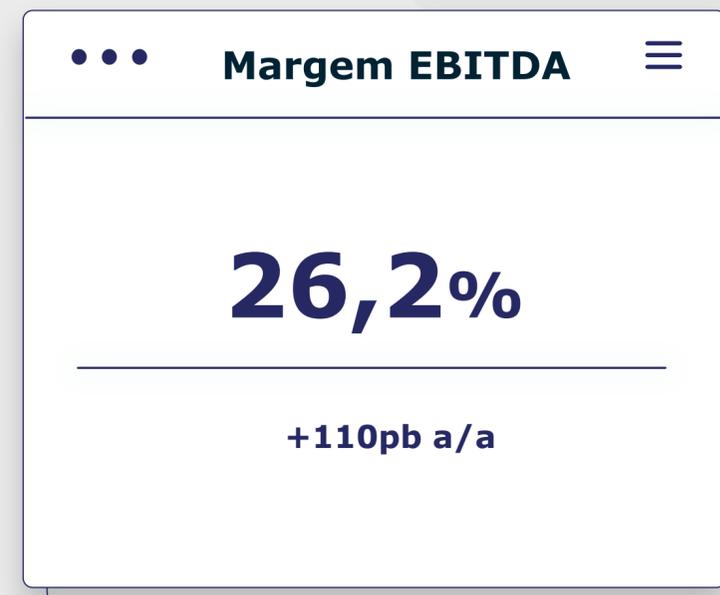
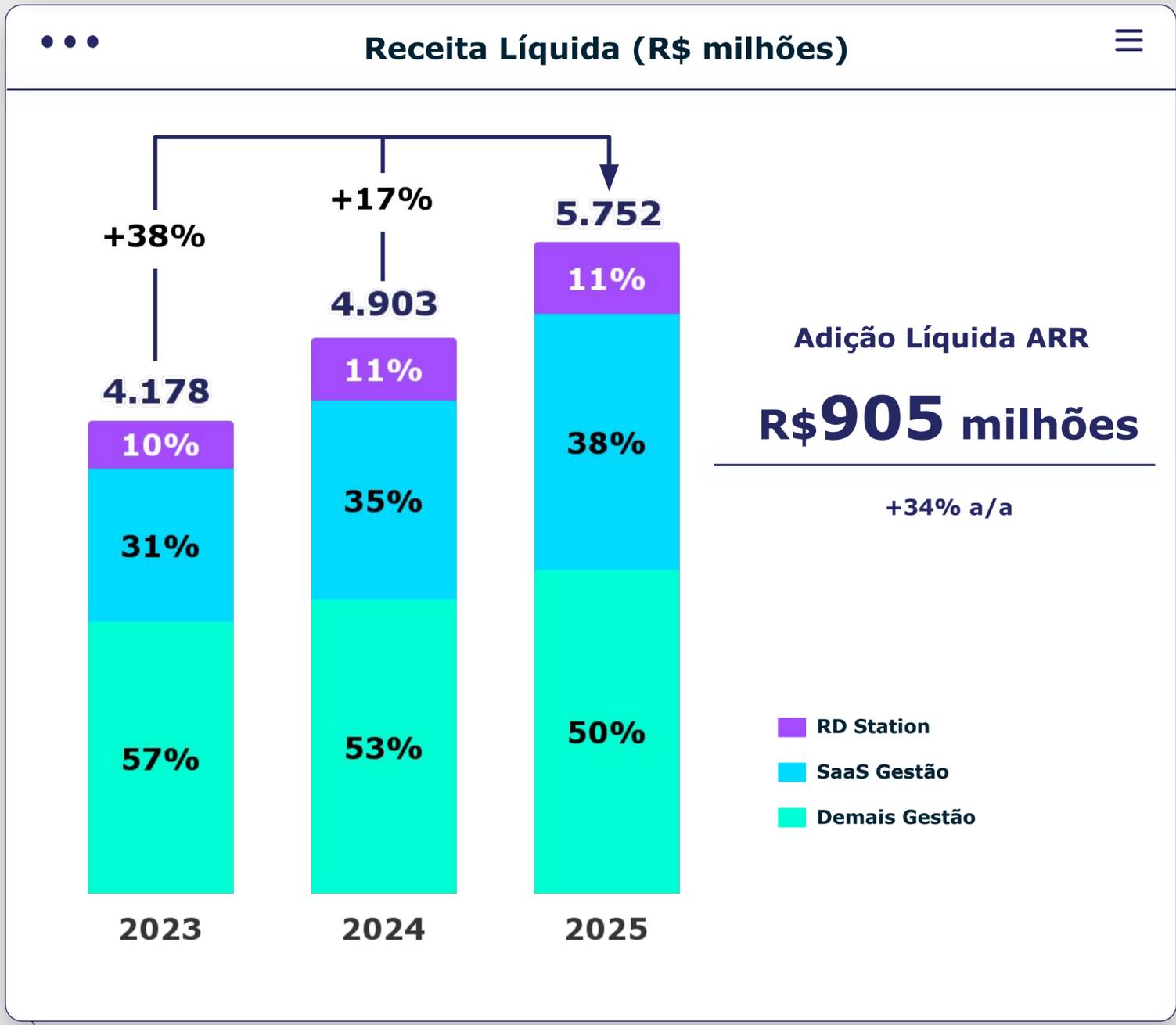
R\$2,8 bi | +31% a/a
 TPV - Pix | +17% t/t

6,6% | -1860pb a/a
 Margem EBITDA | -1850pb t/t



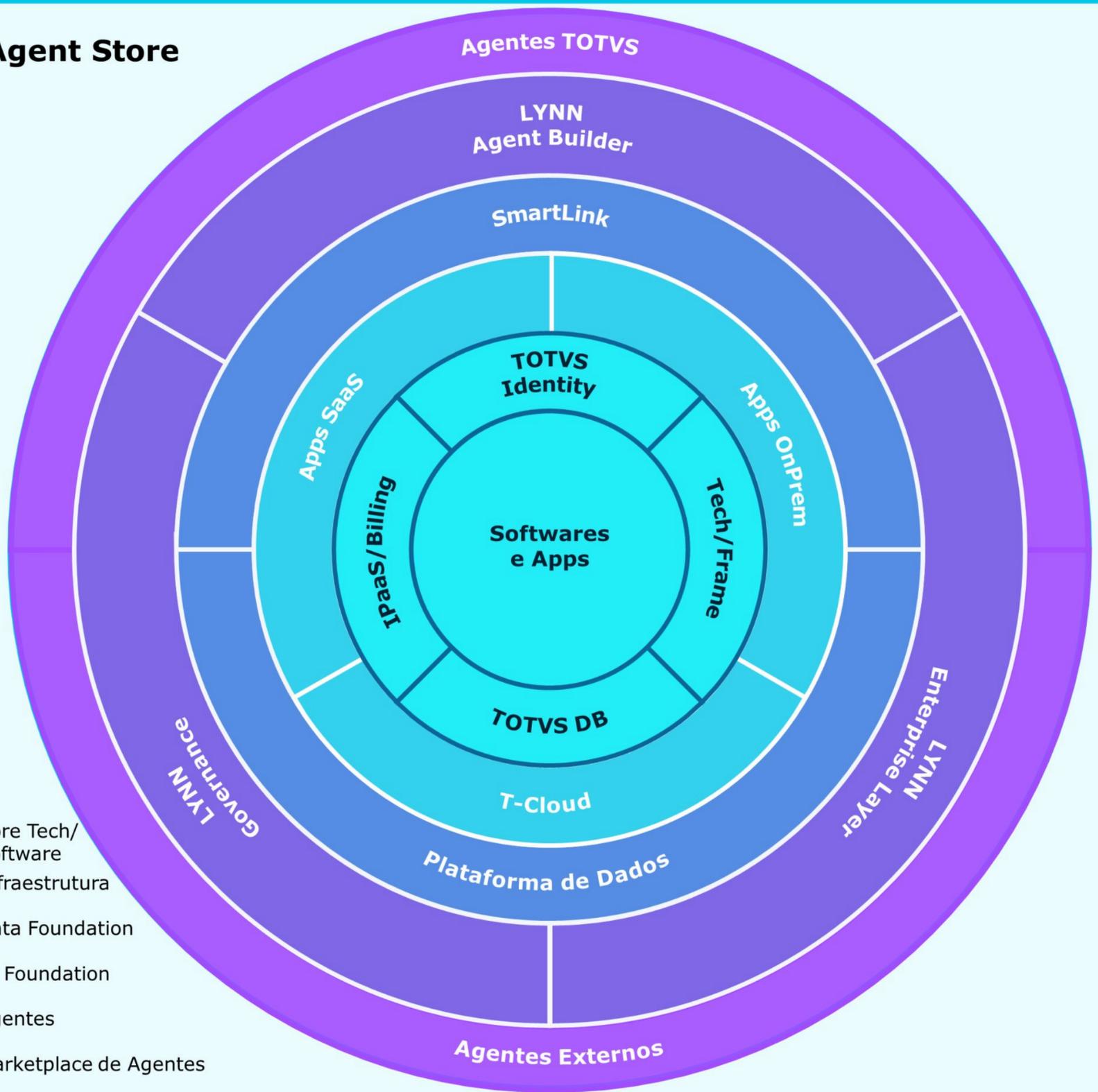
2025 - MENSAGEM FINAL

Avanço de **22% a/a do EBITDA Ajustado** com crescimento de **20% a/a da Receita Recorrente**



2025 - MENSAGEM FINAL

Agent Store



LYNN

O PRIMEIRO FOUNDATION DE AI DO MERCADO BRASILEIRO

- Core Tech/ Software
- Infraestrutura
- Data Foundation
- AI Foundation
- Agentes
- Marketplace de Agentes

Obrigado



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EARNINGS VIDEO CONFERENCE 4Q25

Dennis Herszkowicz - CEO

Gilsomar Maia - CFO

Alexandre Apendino - VP of Services and Relationship

Gustavo Avelar - VP of RD Station

Sergio Serio - IR Head



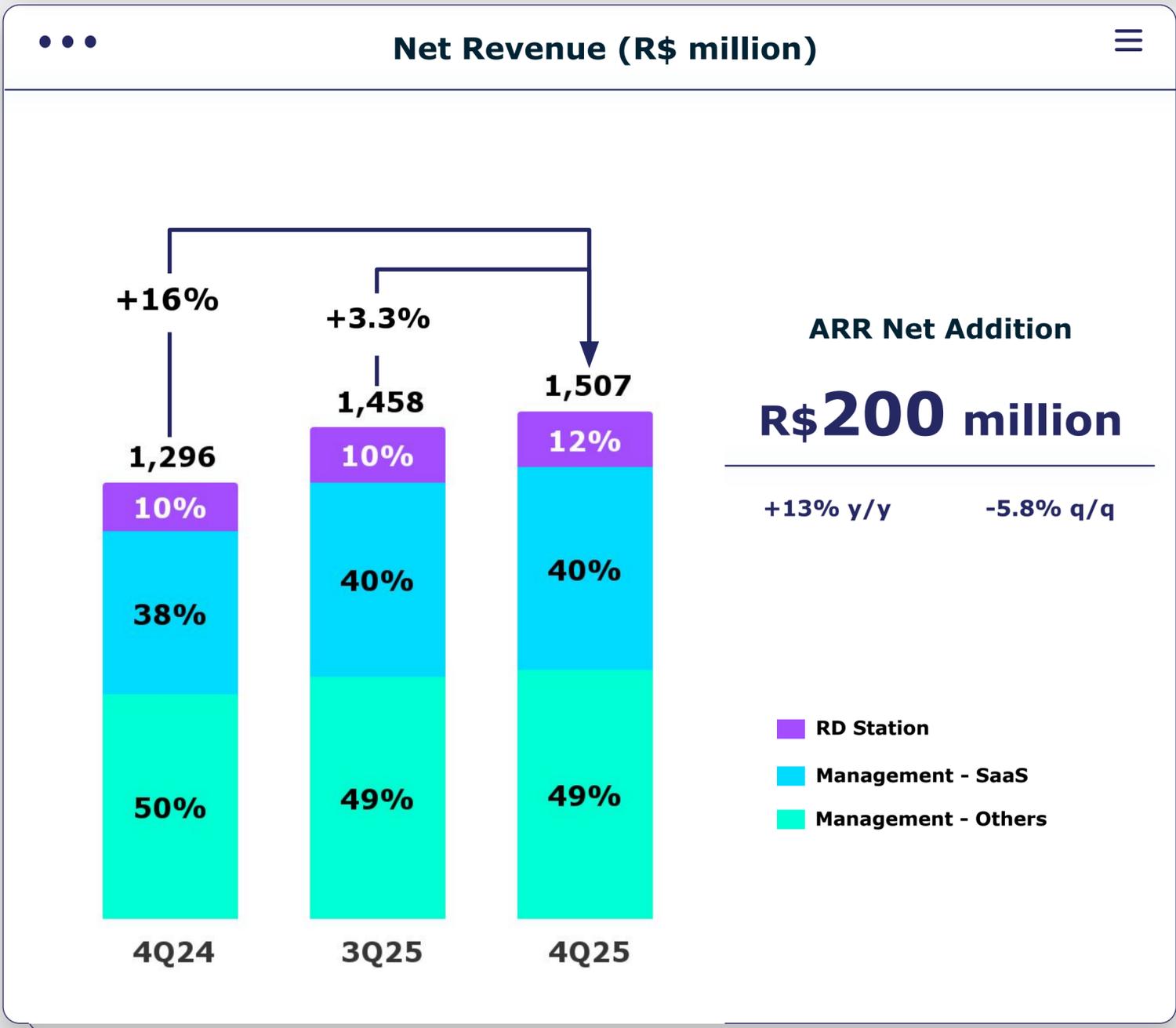
February/2026

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.

4Q25 - CONSOLIDATED

+24% y/y increase in Adjusted EBITDA with +18% y/y growth in Recurring Revenue

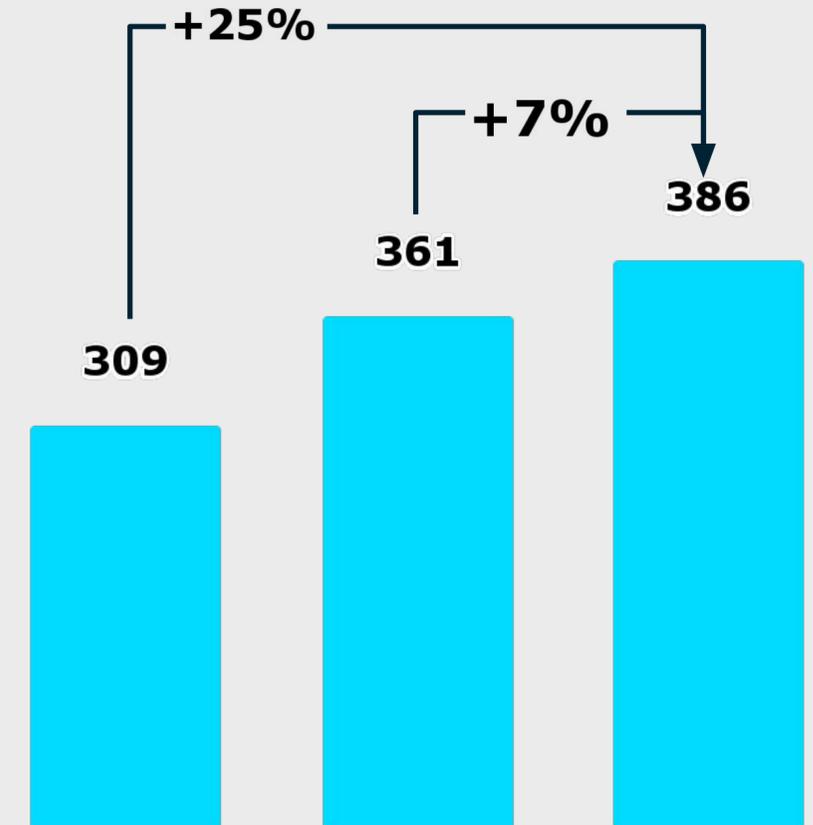
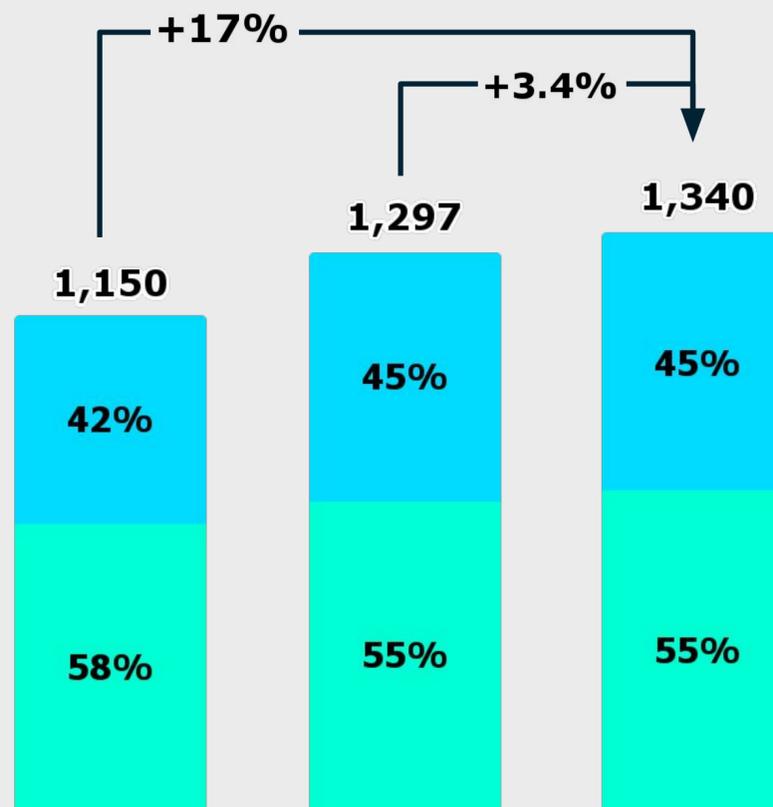
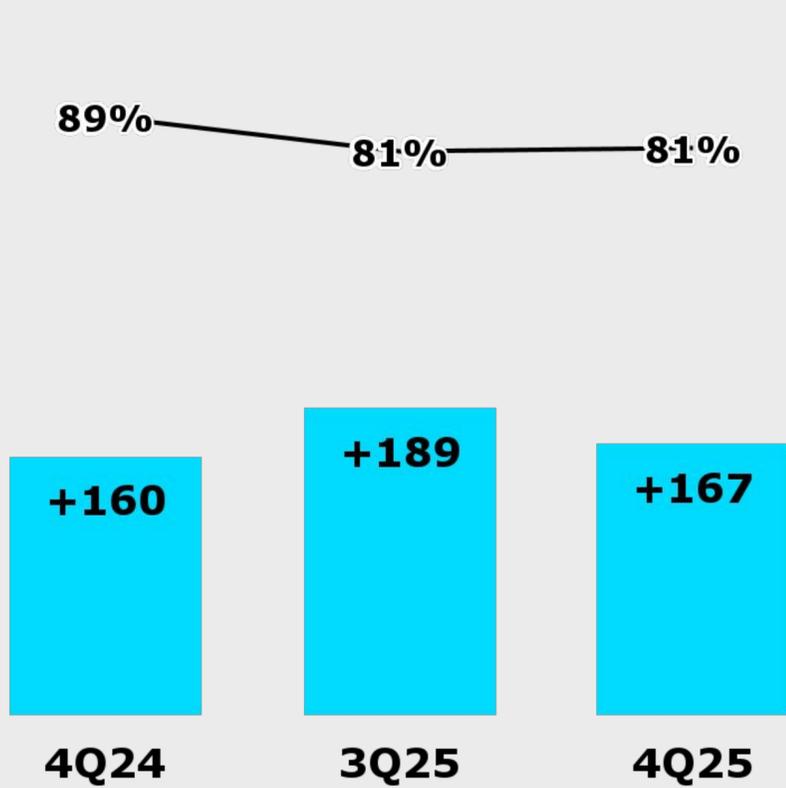


4Q25 - MANAGEMENT

19% y/y growth in Recurring Revenue and 25% y/y in Adjusted EBITDA, resulting in a +190bp y/y Margin expansion

REVENUE

ADJUSTED EBITDA (R\$ million)



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

■ Management - SaaS ■ Management - Others

4Q25 - RD STATION

16% y/y growth in Recurring Revenue, fueled by a sharp recovery in ARR Net Addition, nearly doubling year over year (+99% y/y)

REVENUE

ADJUSTED EBITDA (R\$ million)

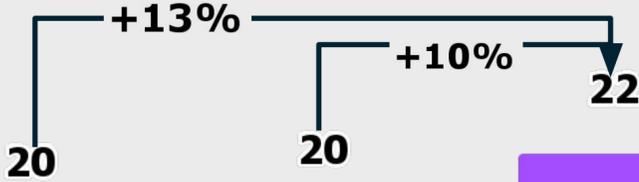
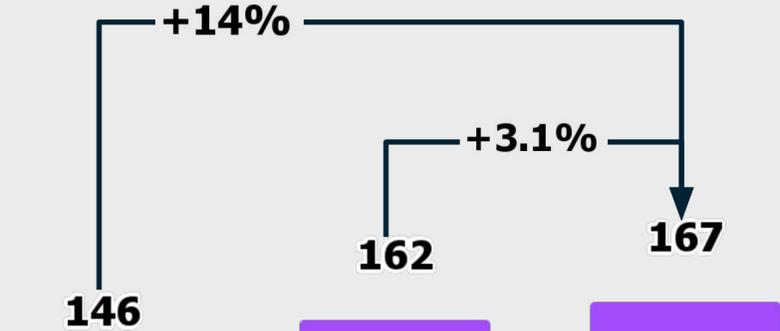
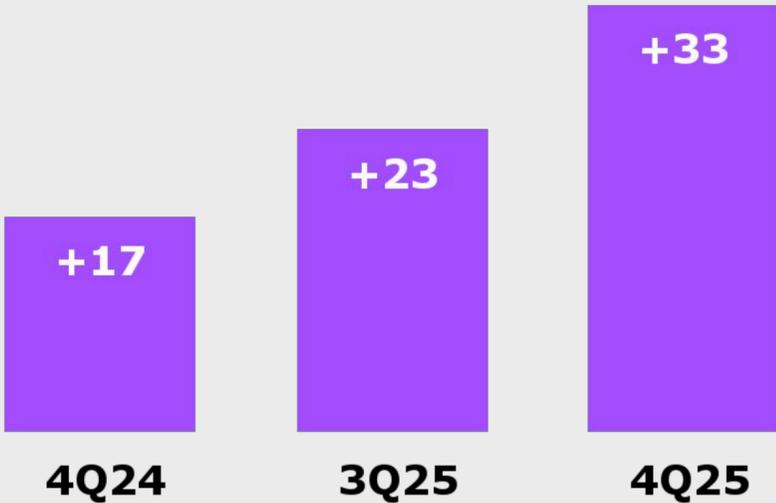
ARR (R\$ million)

R\$643 million | **+18% y/y**
+5.4% q/q

Net Revenue (R\$ million)

13.5%
EBITDA Margin | **-10bp y/y**
+90bp q/q

94.5% — 94.8% — 94.9%



4Q25 - TECHFIN

In 2025, Revenue Net of Funding grew 14% y/y and EBITDA 43% y/y

REVENUE

ADJUSTED EBITDA (R\$ million)

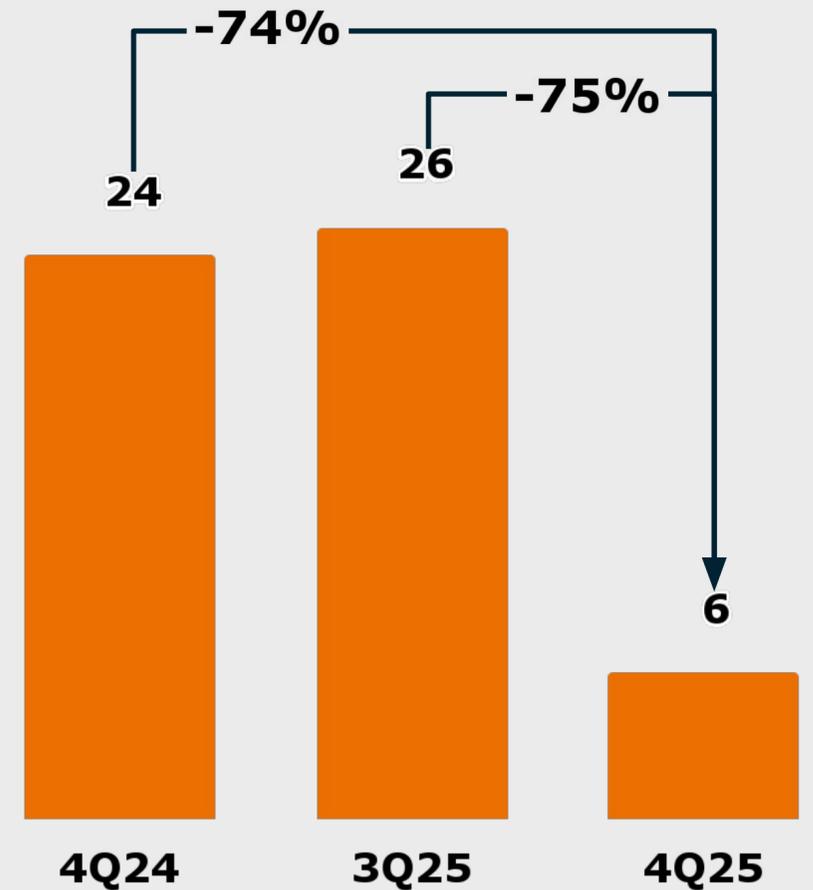
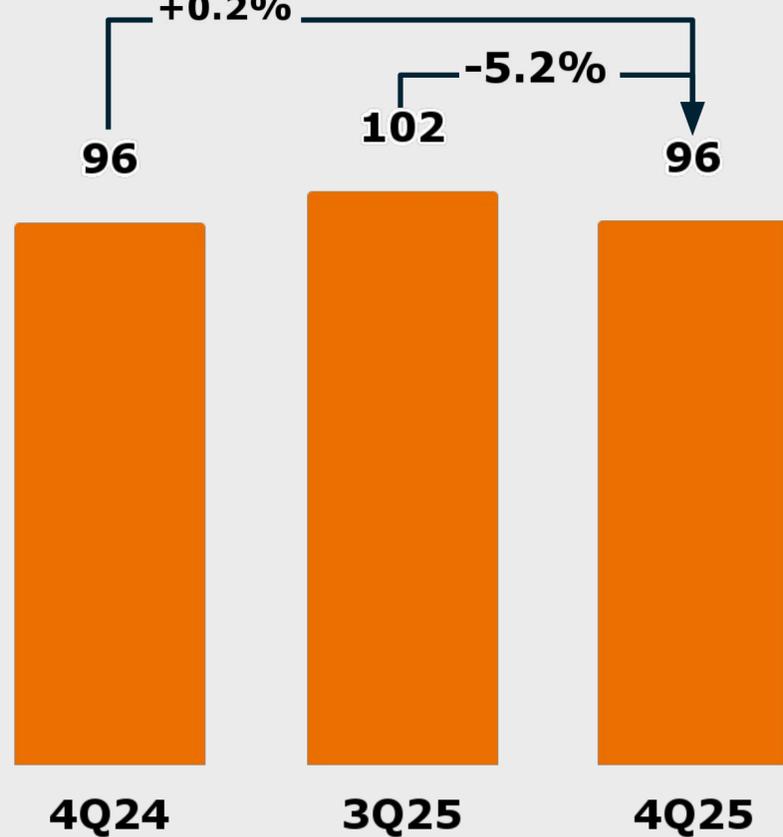
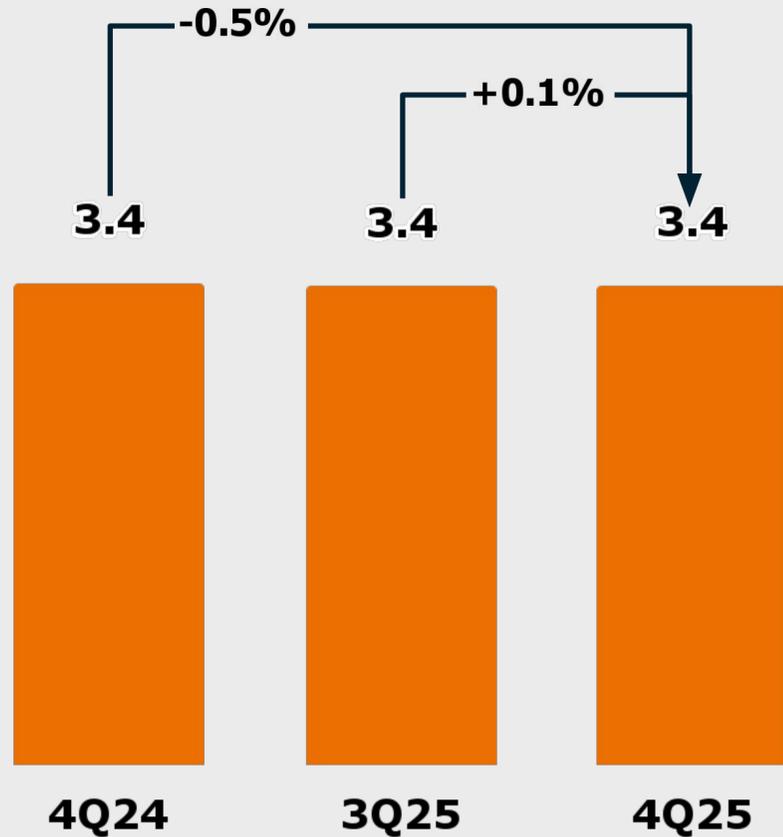
Credit Production (R\$ billion)

70.9 days | +2.0% y/y
Average term | +5.6% q/q

Revenue Net of Funding

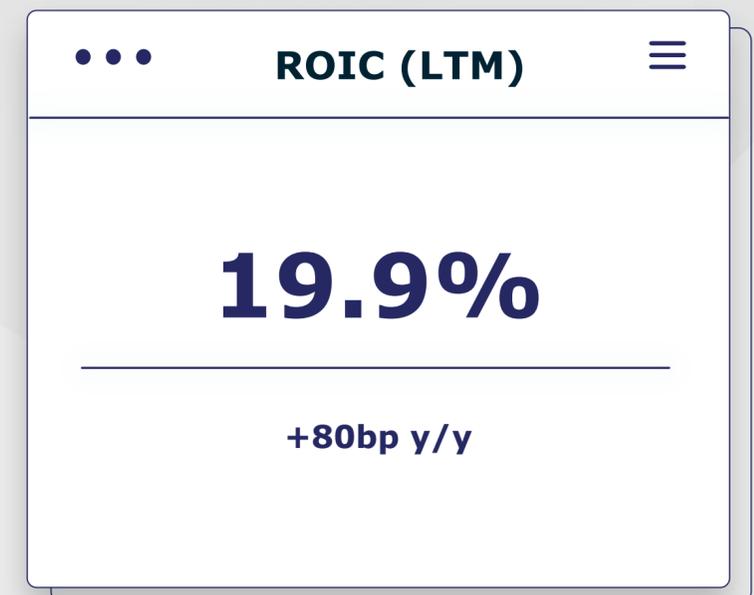
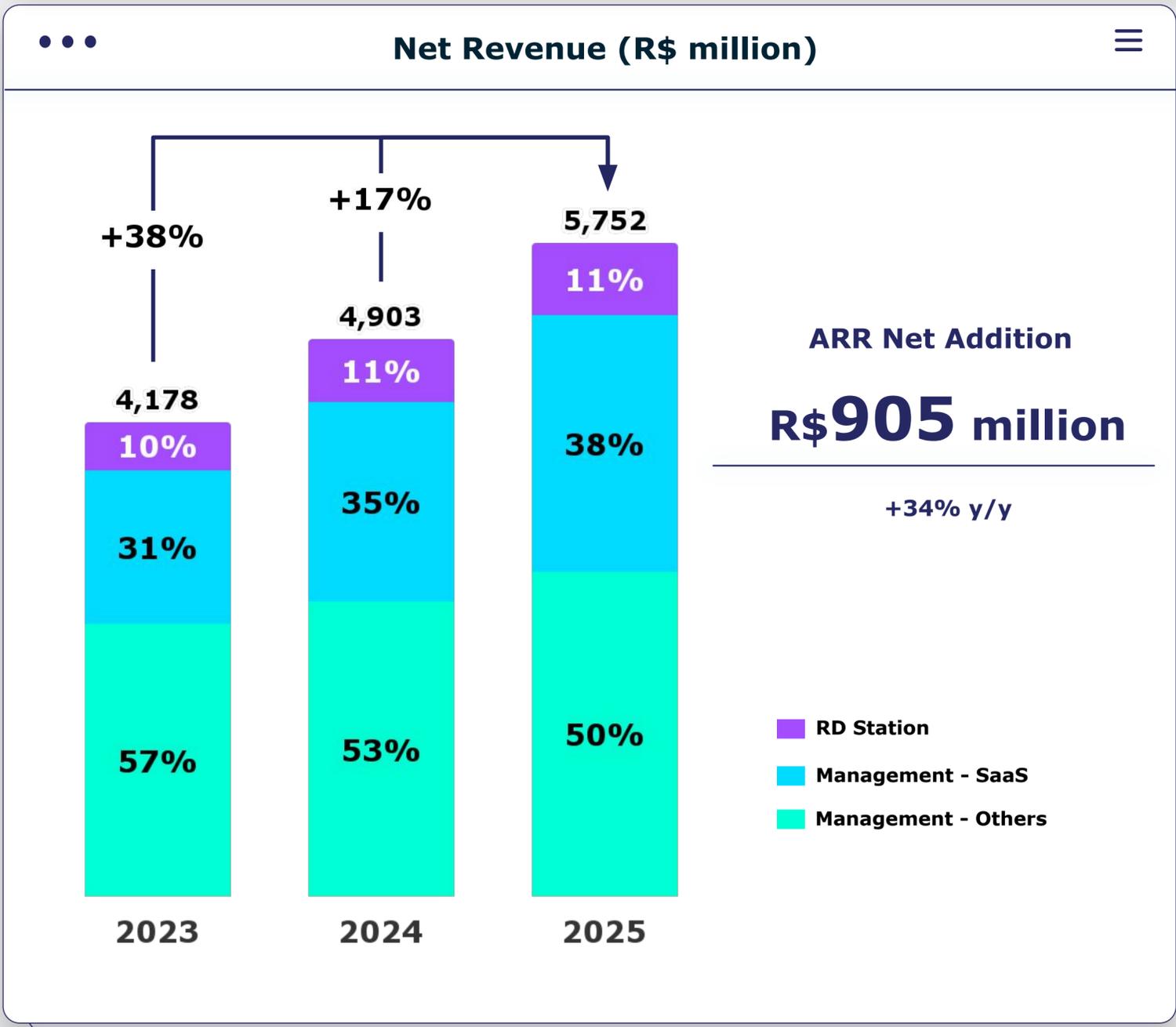
R\$2.8 bn | +31% y/y
TPV - Pix | +17% q/q

6.6% | -1860bp y/y
EBITDA Margin | -1850bp q/q



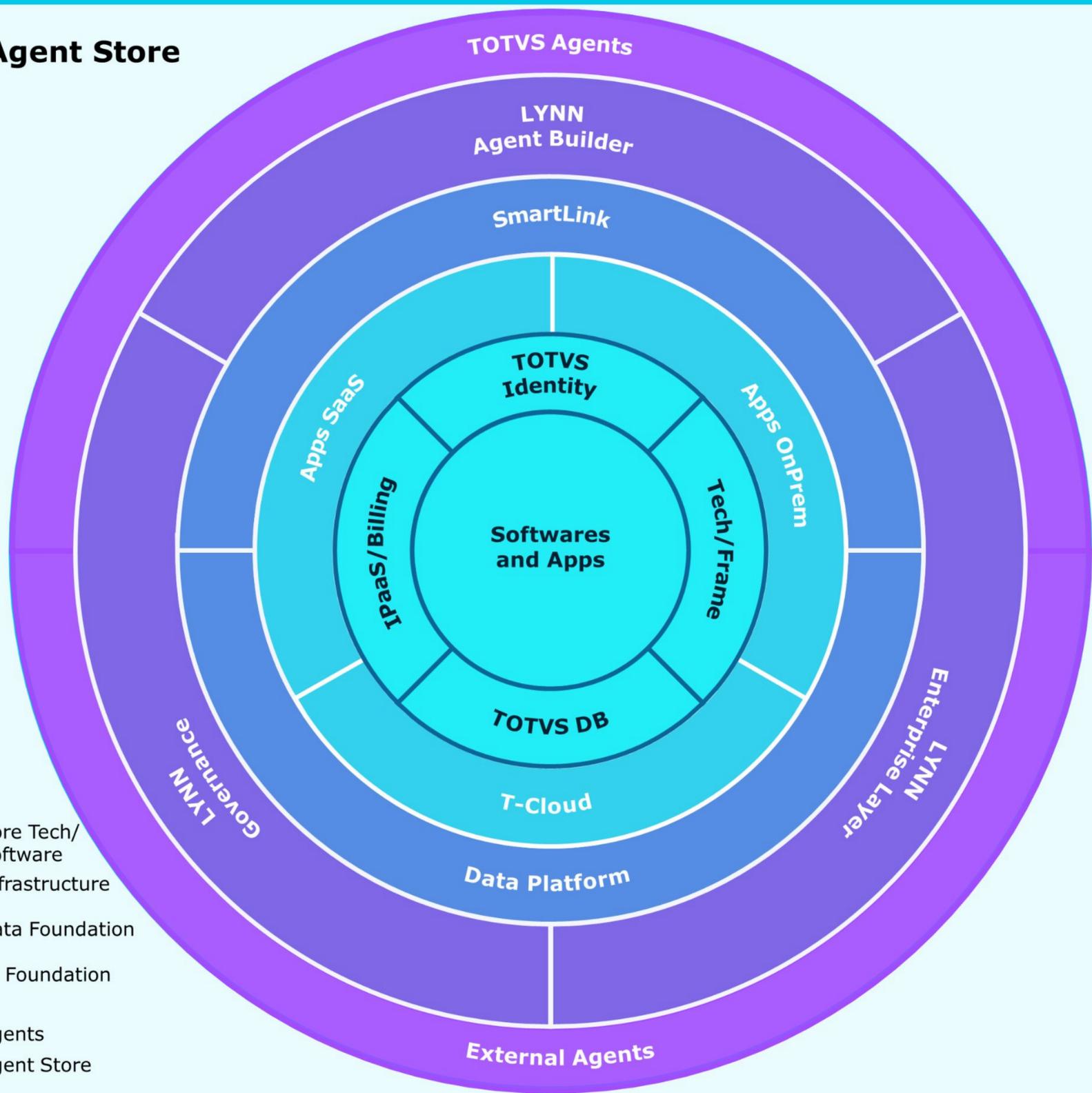
2025 - FINAL REMARKS

Adjusted EBITDA grew 22% y/y, as Recurring Revenue rose 20% y/y



2025 - FINAL REMARKS

Agent Store



**THE FIRST AI FOUNDATION
IN THE BRAZILIAN MARKET**

Thanks



Investors Relations

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