



# VIDEOCONFERÊNCIA DE RESULTADOS 2T26

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



Agosto/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.*

# MENSAGEM CEO

 O impacto positivo de **AI chegou na TOTVS**

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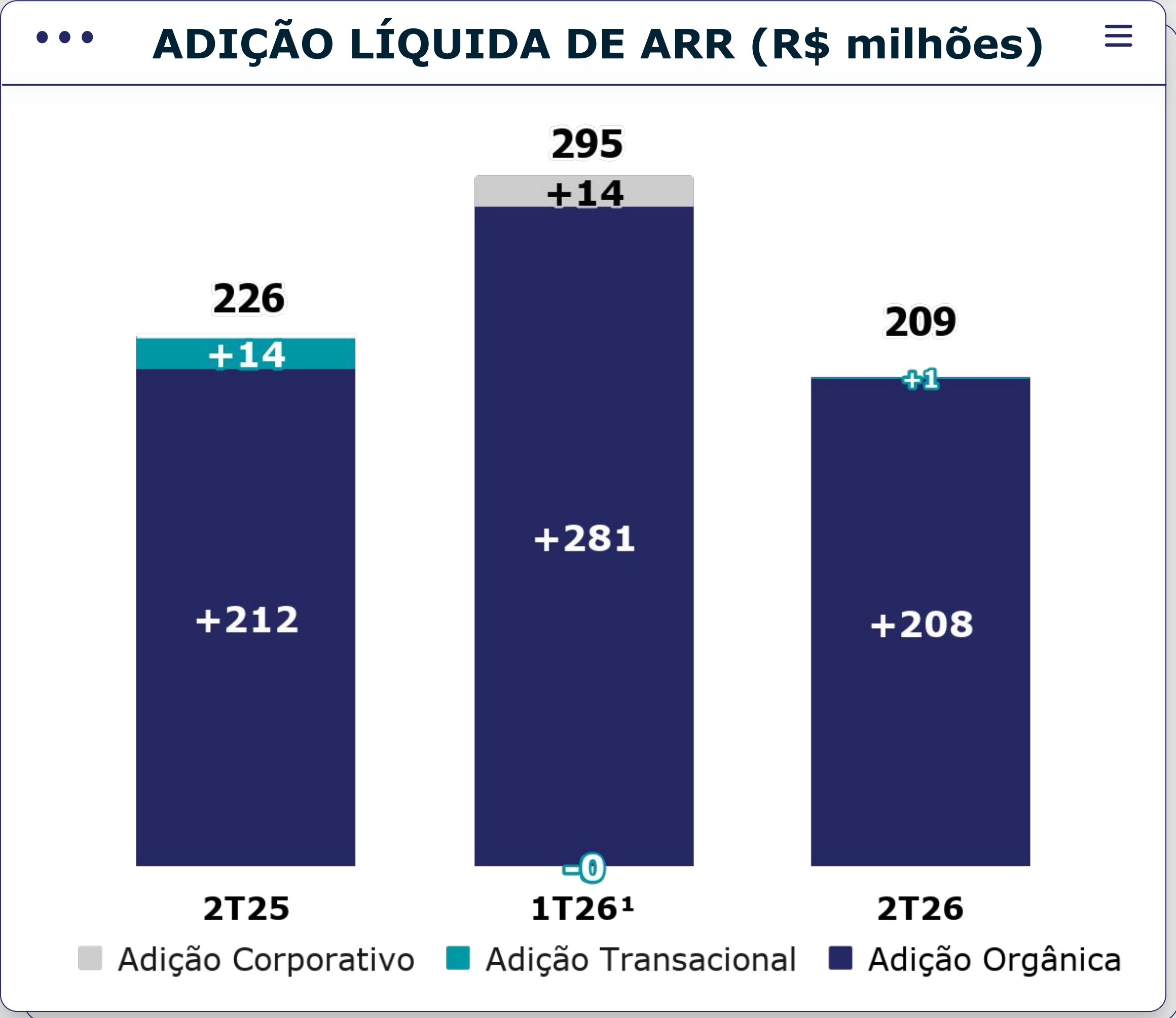
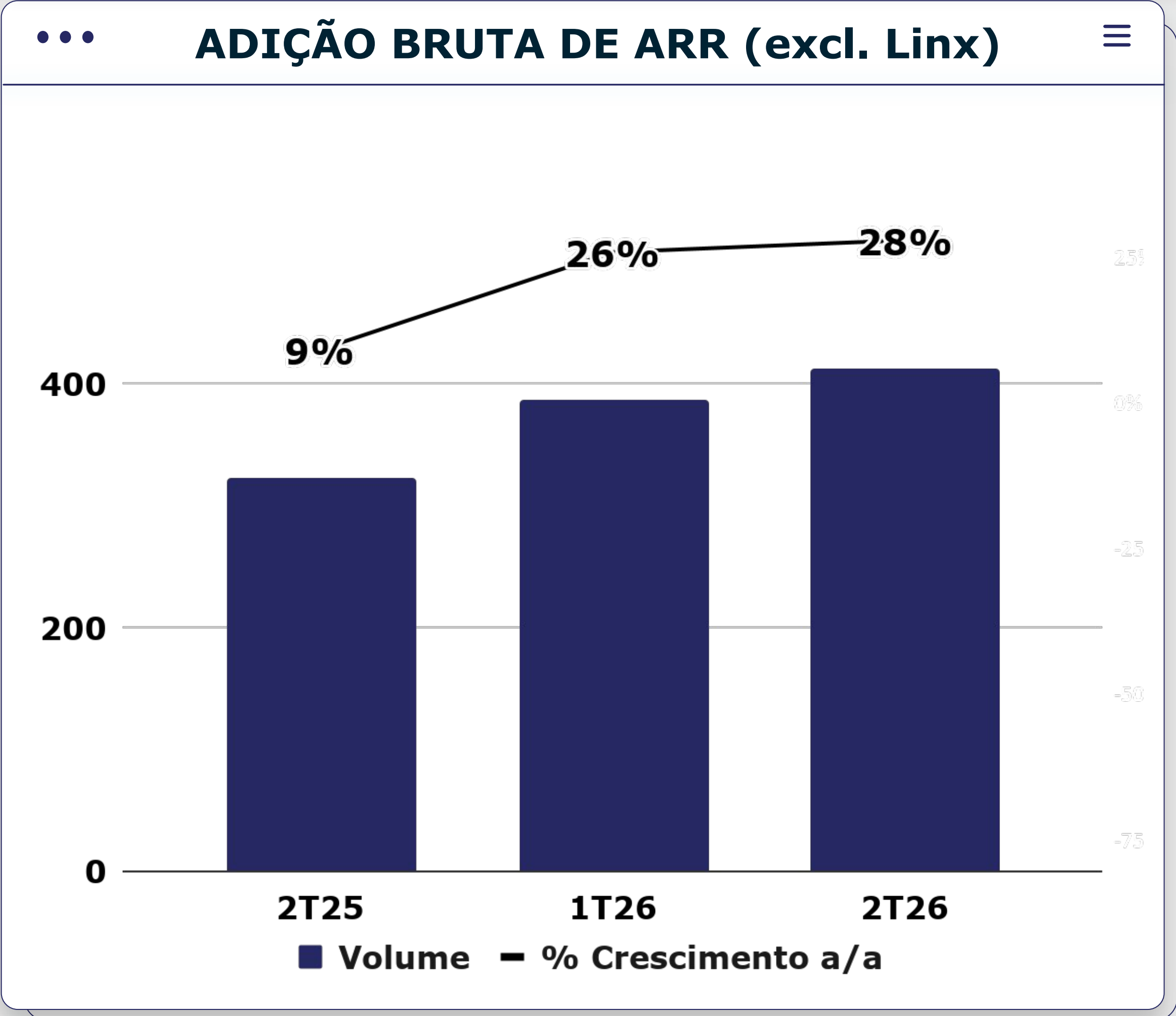
do crescimento da  
Receita Recorrente de  
Gestão veio diretamente  
dos **habilitadores de AI**

Somos o  
***trusted advisor*** do SMB



# 2T26 - ANNUAL RECURRING REVENUE (ARR)

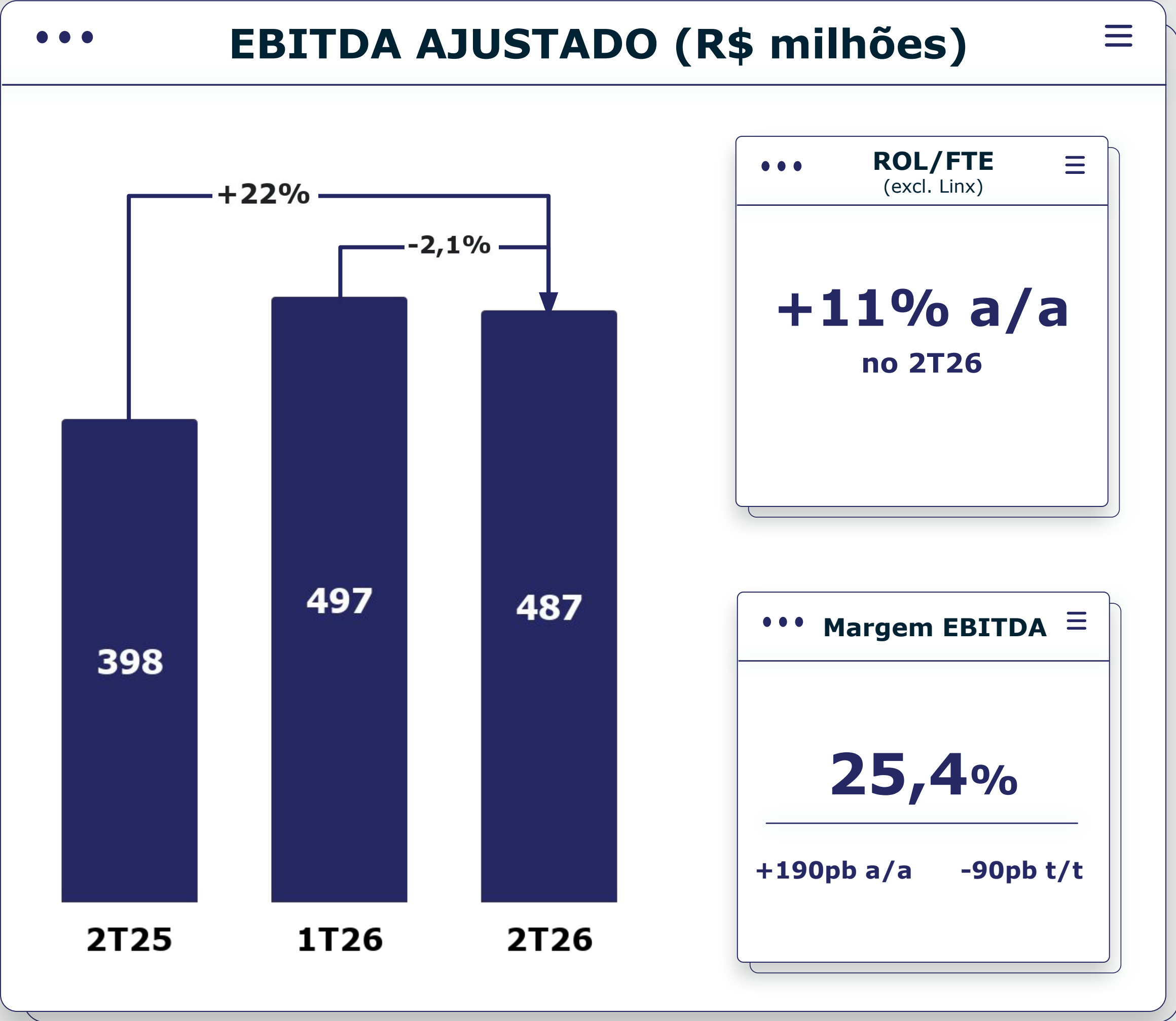
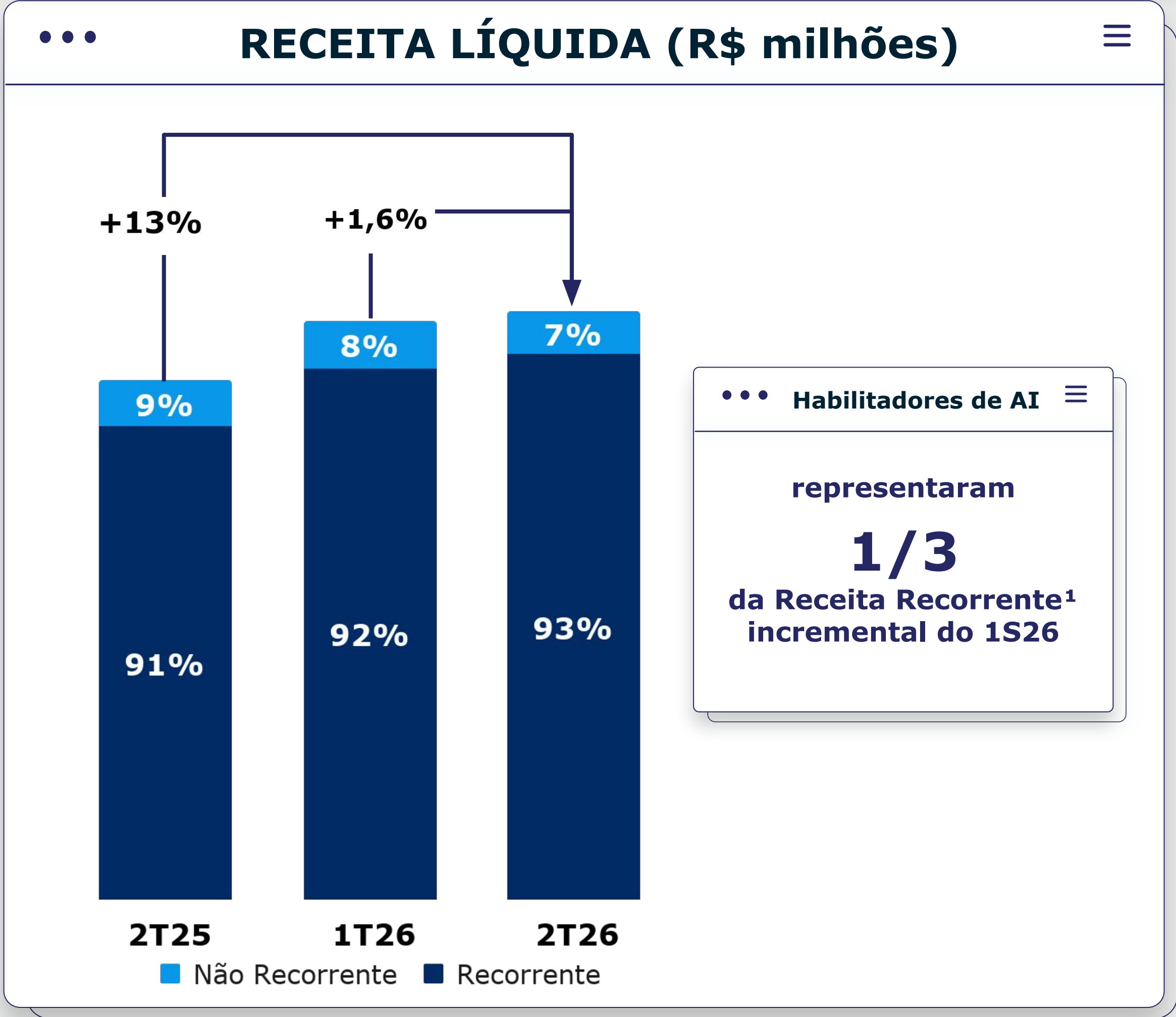
A TOTVS segue acelerando: **demanda sólida dos clientes e recorde de vendas.**  
Crescimento de 28% a/a do Volume, que ultrapassou R\$400 milhões em um único trimestre.



<sup>1</sup>inclui o repasse da Reoneração da Folha de Pagamento

# 2T26 - RECEITA E EBITDA

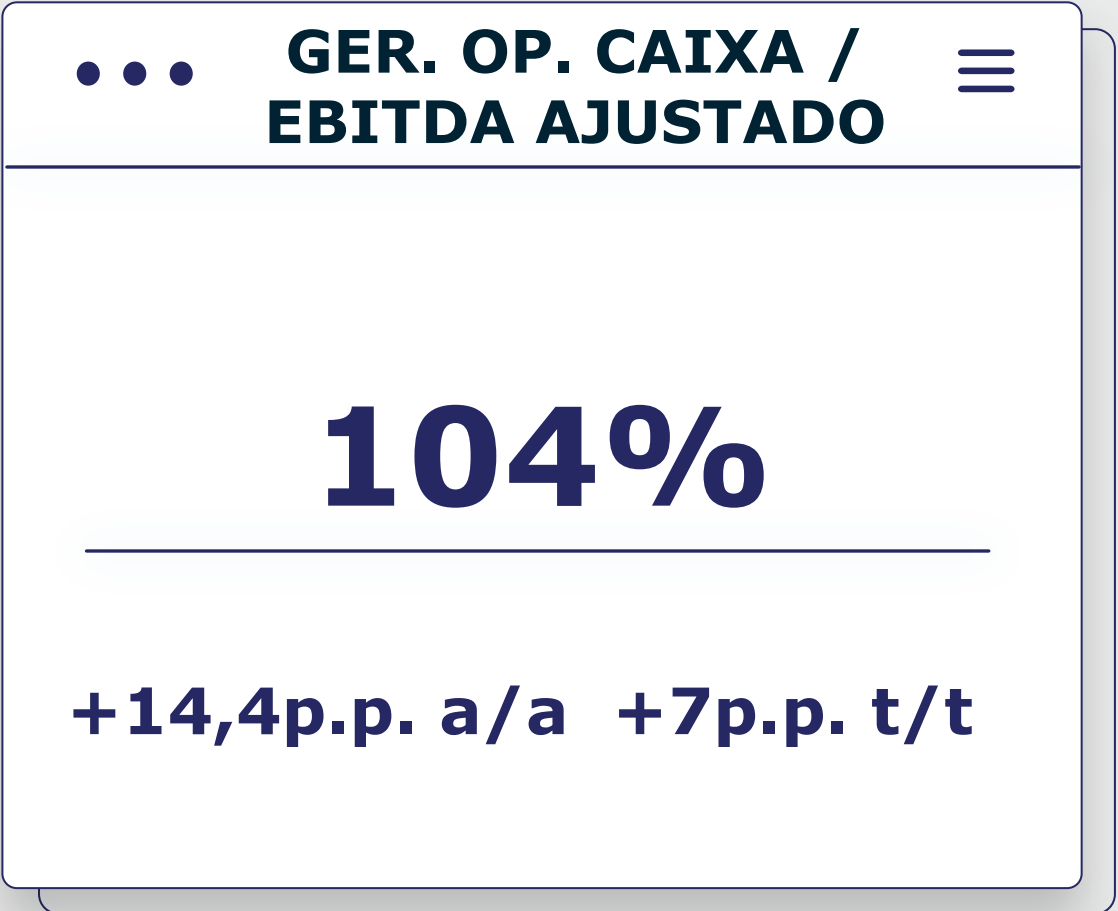
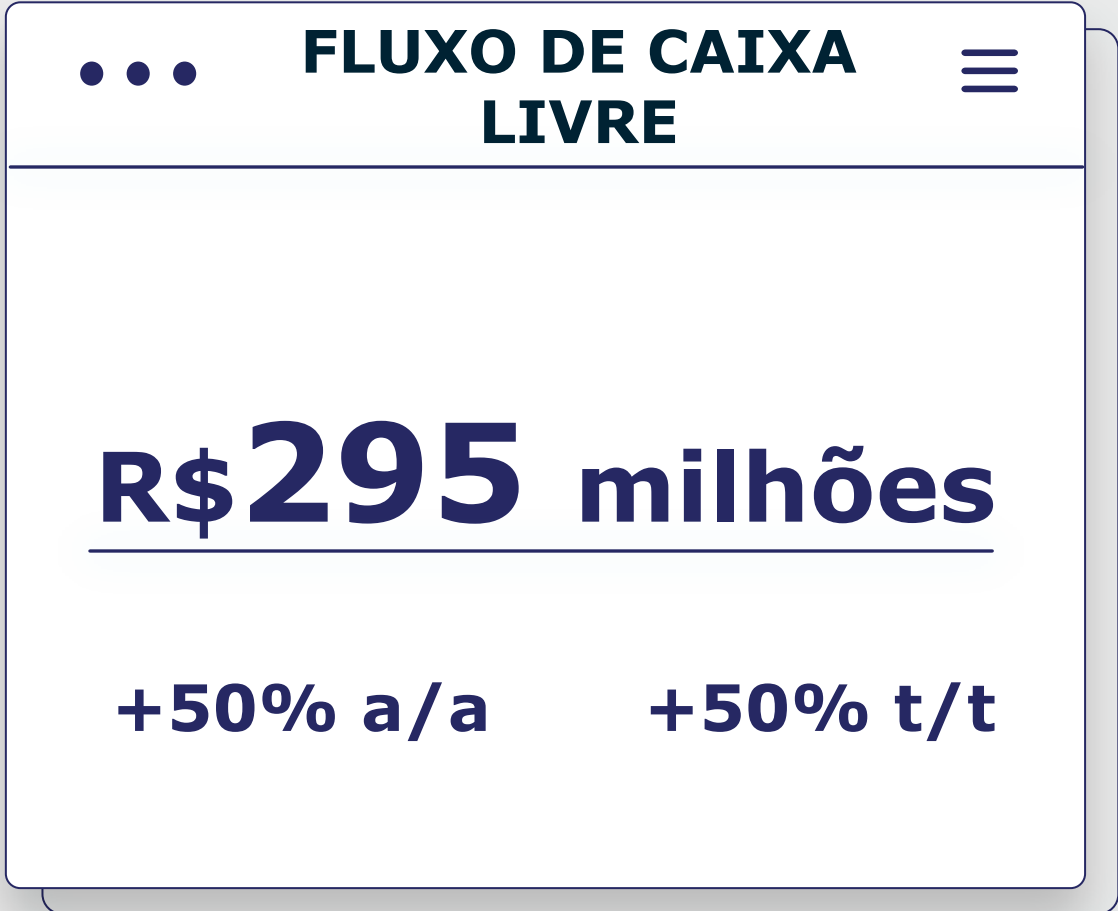
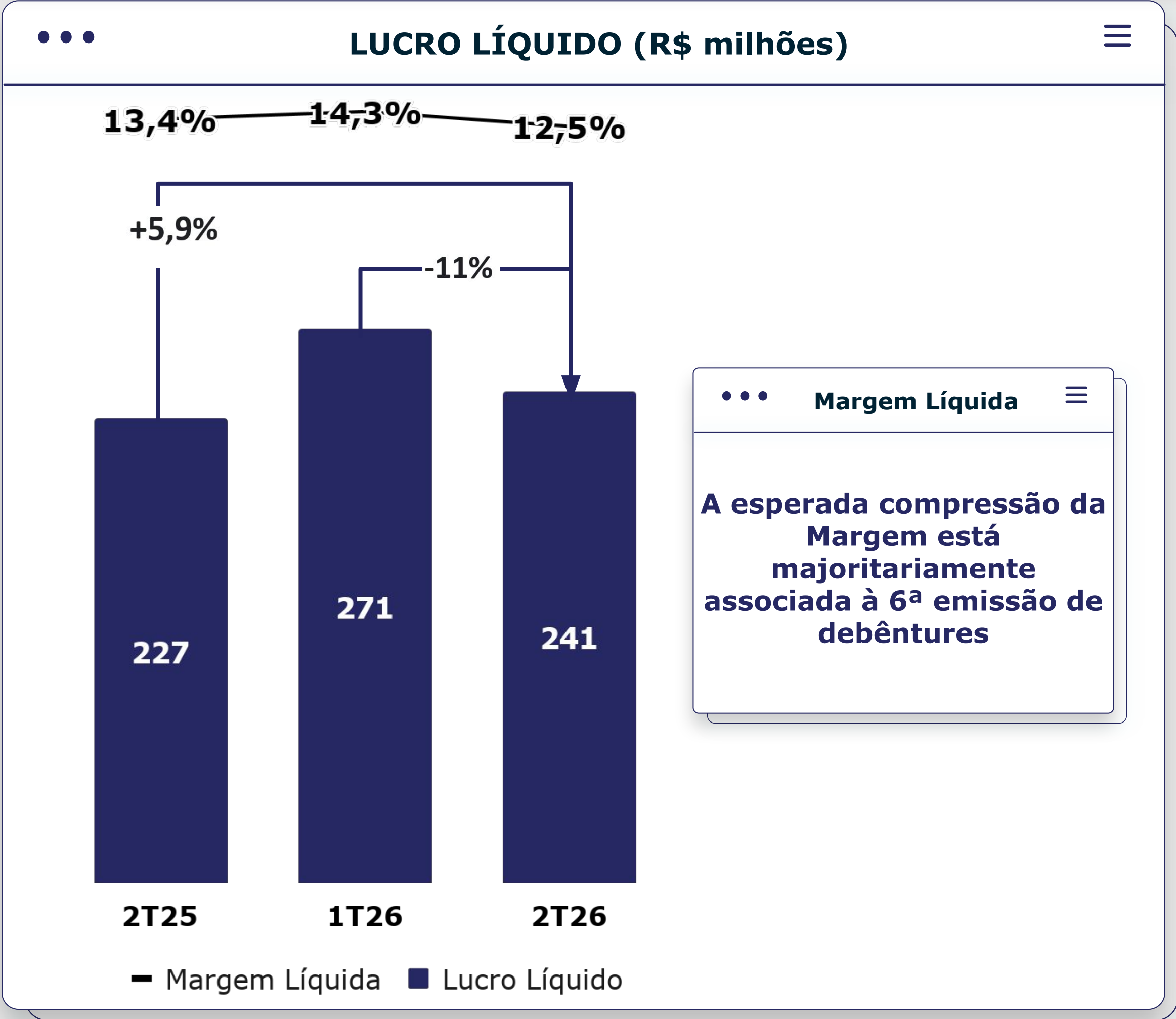
**30º trimestre consecutivo de crescimento orgânico de Receita Recorrente** de 2 dígitos, com os últimos 21 entre 15% e 25%. Neste período de mais de 7 anos e meio, **multiplicamos essa receita por 4,3x, com CAGR de 22%.**



<sup>1</sup>somente portfólio de Gestão, excluindo Linx

# 2T26 - LUCRO E GERAÇÃO DE CAIXA

Mais do que crescer, geramos eficiência real:  
**NOPLAT salta 31% e supera a expansão do EBITDA no 2T26.**



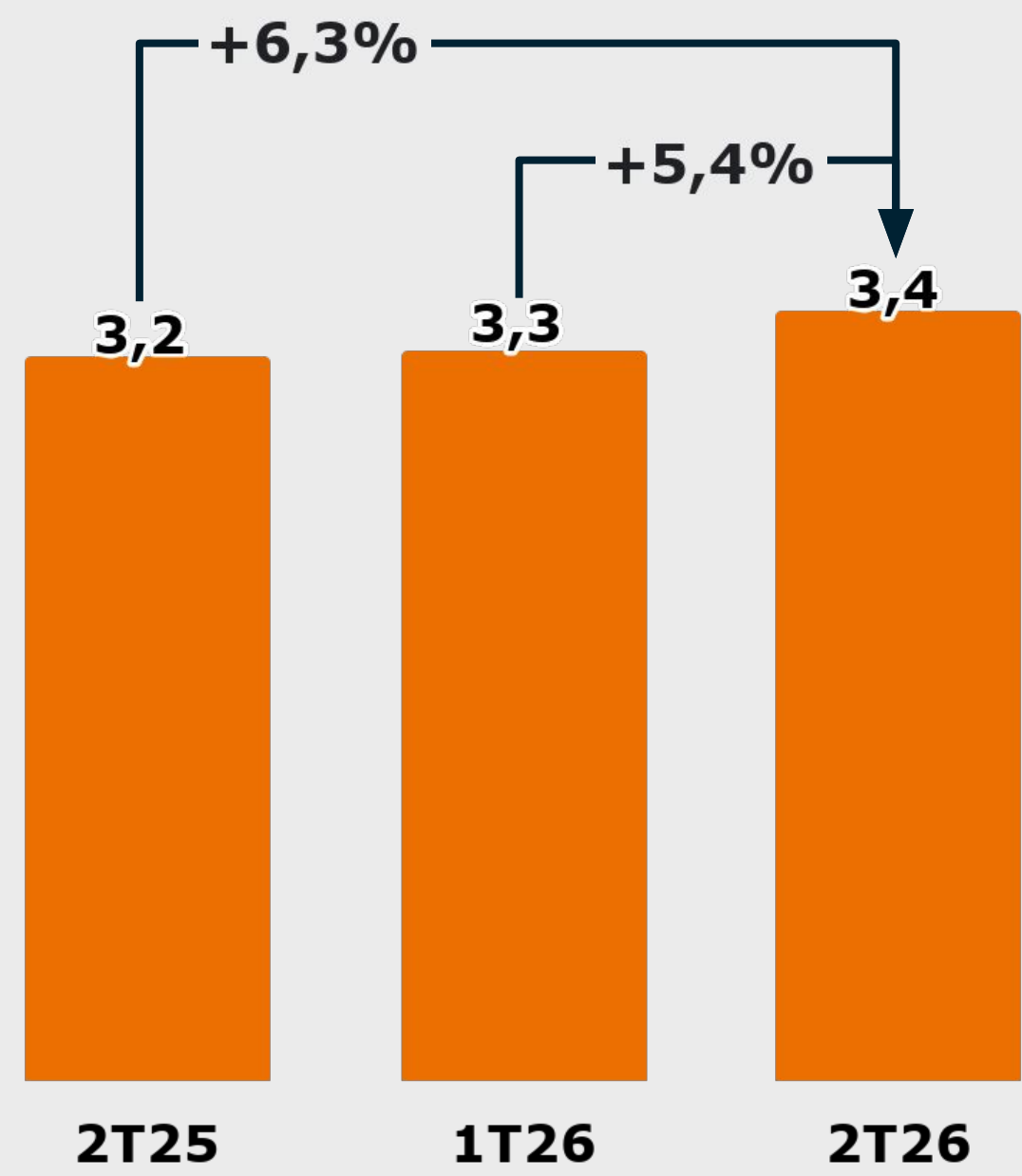
Lançamento Conta+ e crescimento com eficiência no Custo de Funding:  
**Receita Líquida de Funding salta 24% e atinge R\$103 milhões no 2T26.**

RECEITA

Produção de Crédito (R\$ bi)

**61,9 dias**  
Prazo médio

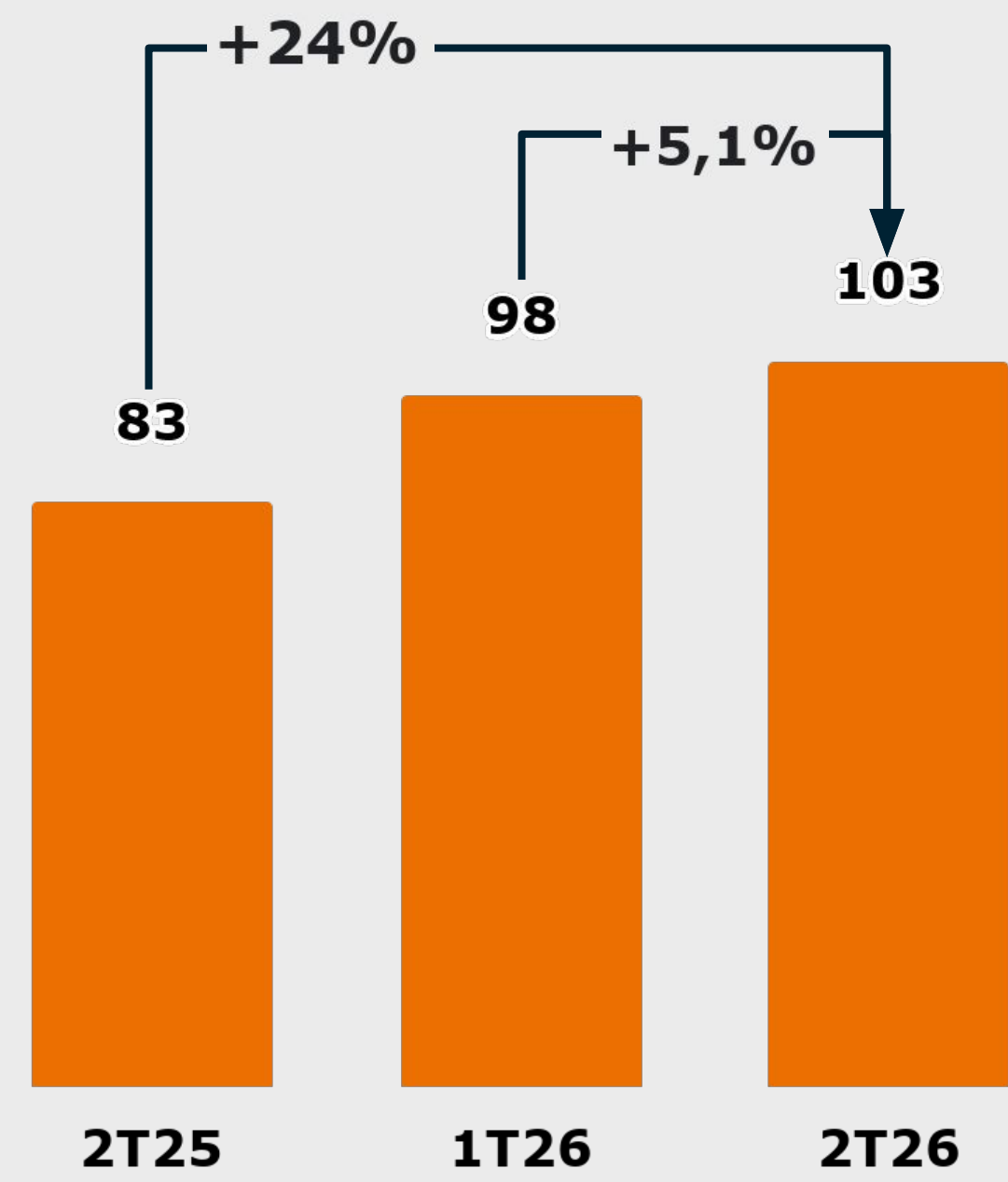
**+2,6% a/a**  
**-2,6% t/t**



Receita Líquida de *Funding*

**R\$2,8 bi**  
TPV - Pix

**+31% a/a**  
**+3,0% t/t**



Resultado Líquido

**-R\$3,3 milhões**

vs. +R\$1,6 milhões 2T25

Inadimplência >90 dias

**2,5%**

3,2p.p. abaixo da média Brasil<sup>1</sup>. Novas safras em patamar próximo aos baixos níveis históricos.

<sup>1</sup>Fonte: Banco Central do Brasil (www.bcb.gov.br/estatisticas/estatisticasmonetariascredito) > tabelas.xls > Tabela 23 > MPMe



Diante de um **preço de tela ainda em meio ao nevoeiro**, estamos **recomprando 70 milhões de ações** para maximizar a geração de valor aos **acionistas que seguem acreditando no futuro da TOTVS.**



O IGV está aproximadamente 40% acima da mínima recente, enquanto a TOTVS está apenas 20%, mesmo com desempenho financeiro e operacional bastante superior ao do setor.

# Obrigado



## Relações com Investidores

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ri@totvs.com.br





# EARNINGS VIDEO CONFERENCE 2Q26

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



August/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.***

# MESSAGE FROM CEO

 The positive impact of AI arrived at TOTVS

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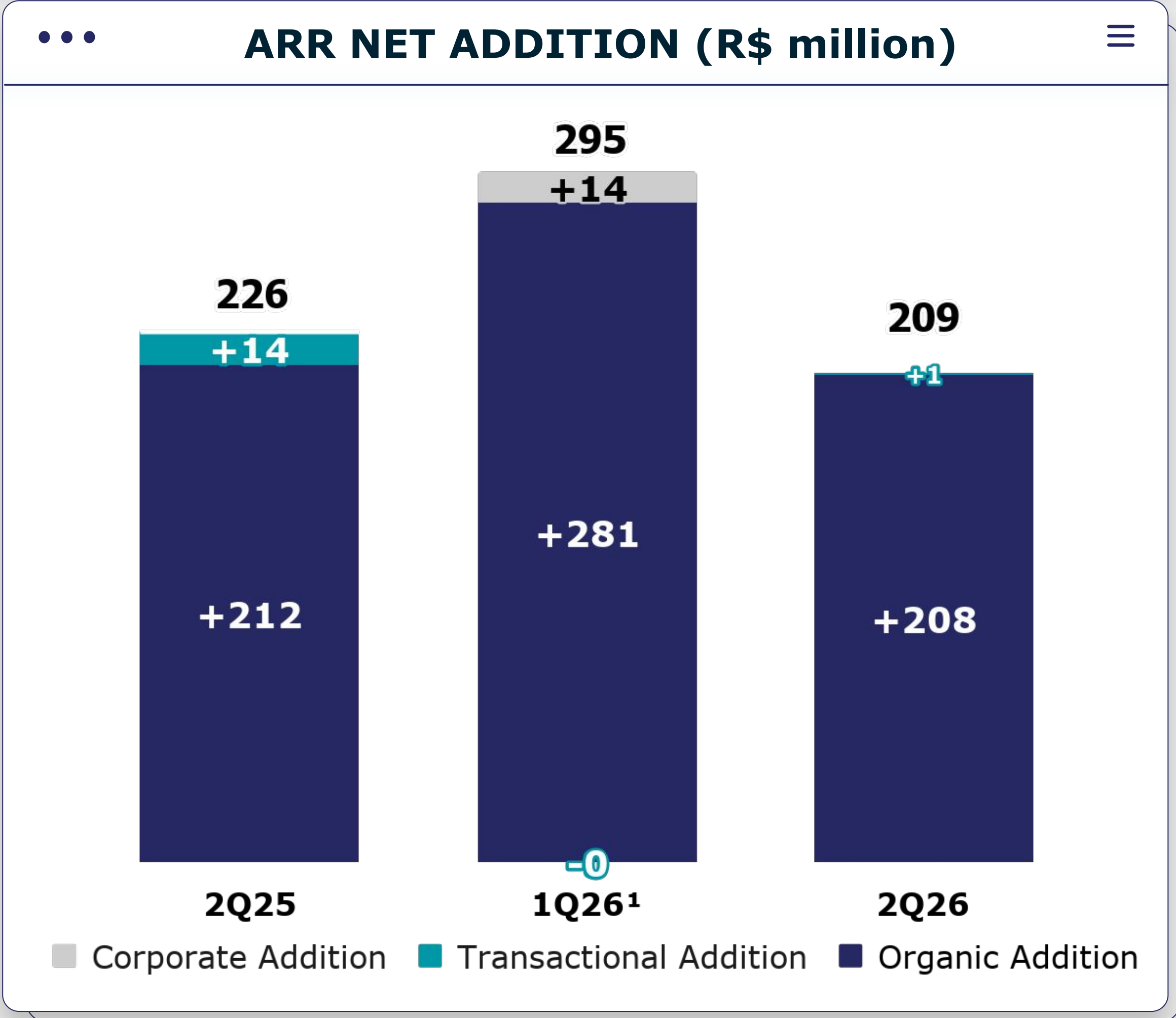
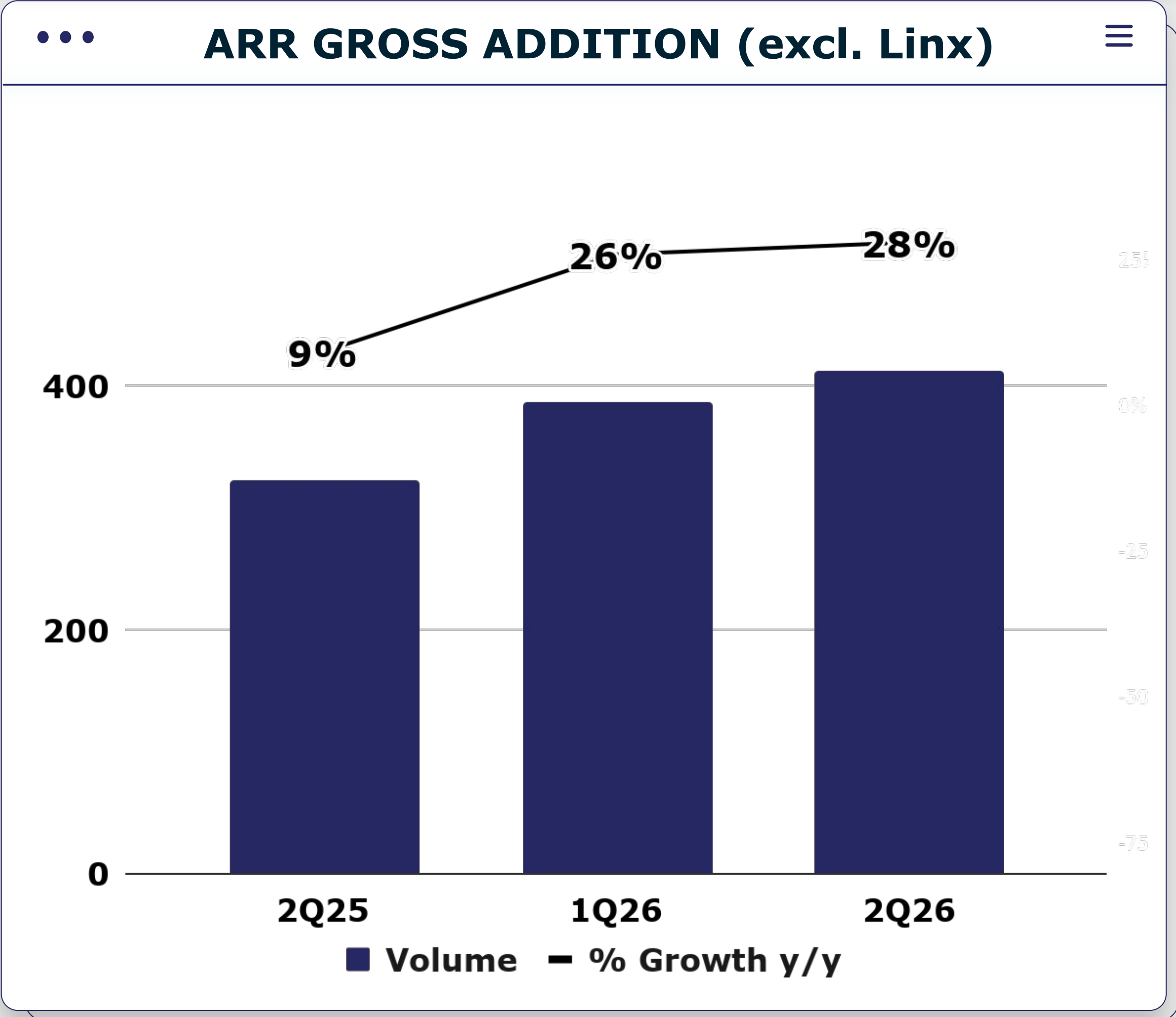
of the growth in Management Recurring Revenue came directly from AI enablers.

We are the trusted advisor for SMBs.



# 2Q26 - ANNUAL RECURRING REVENUE (ARR)

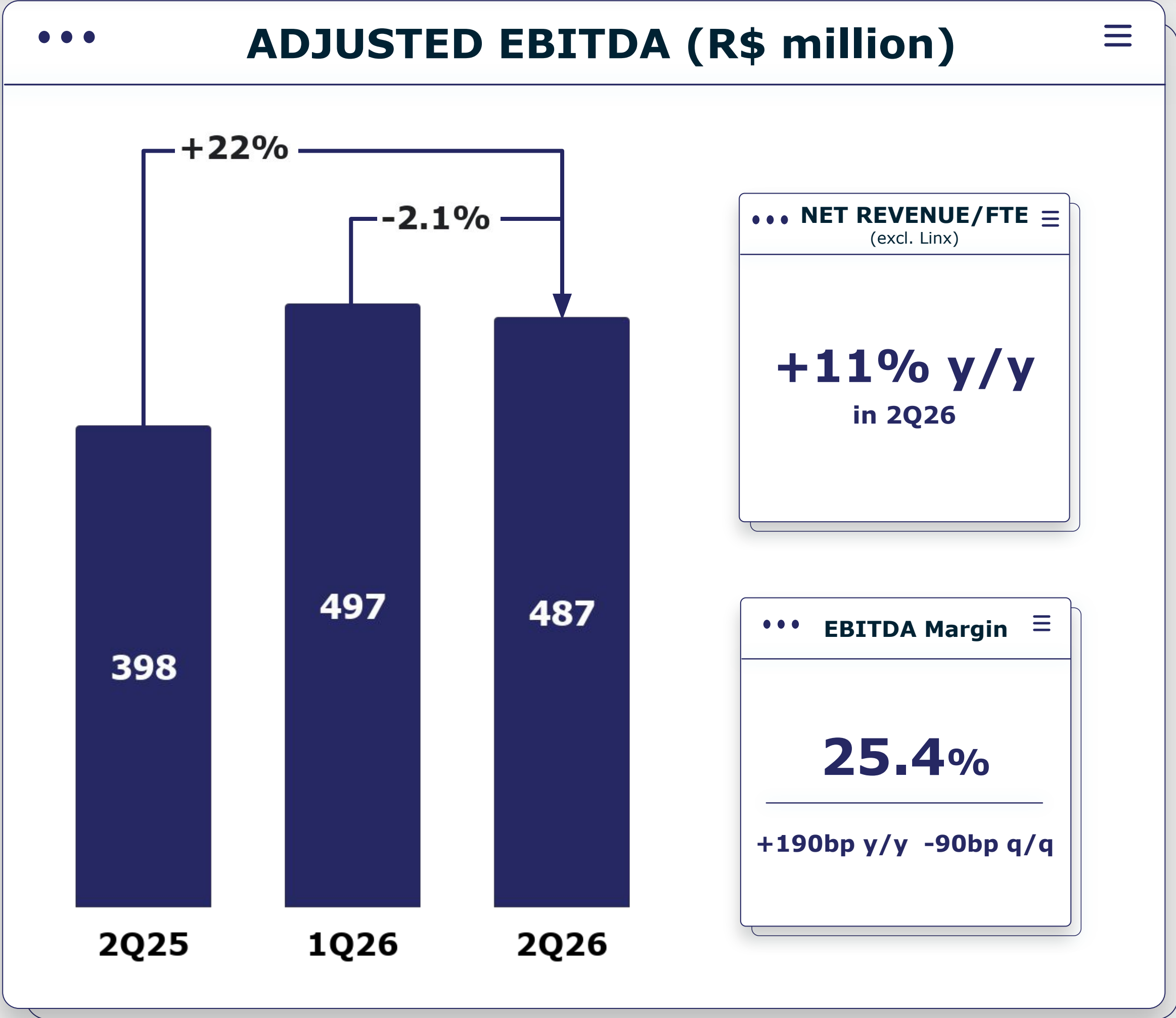
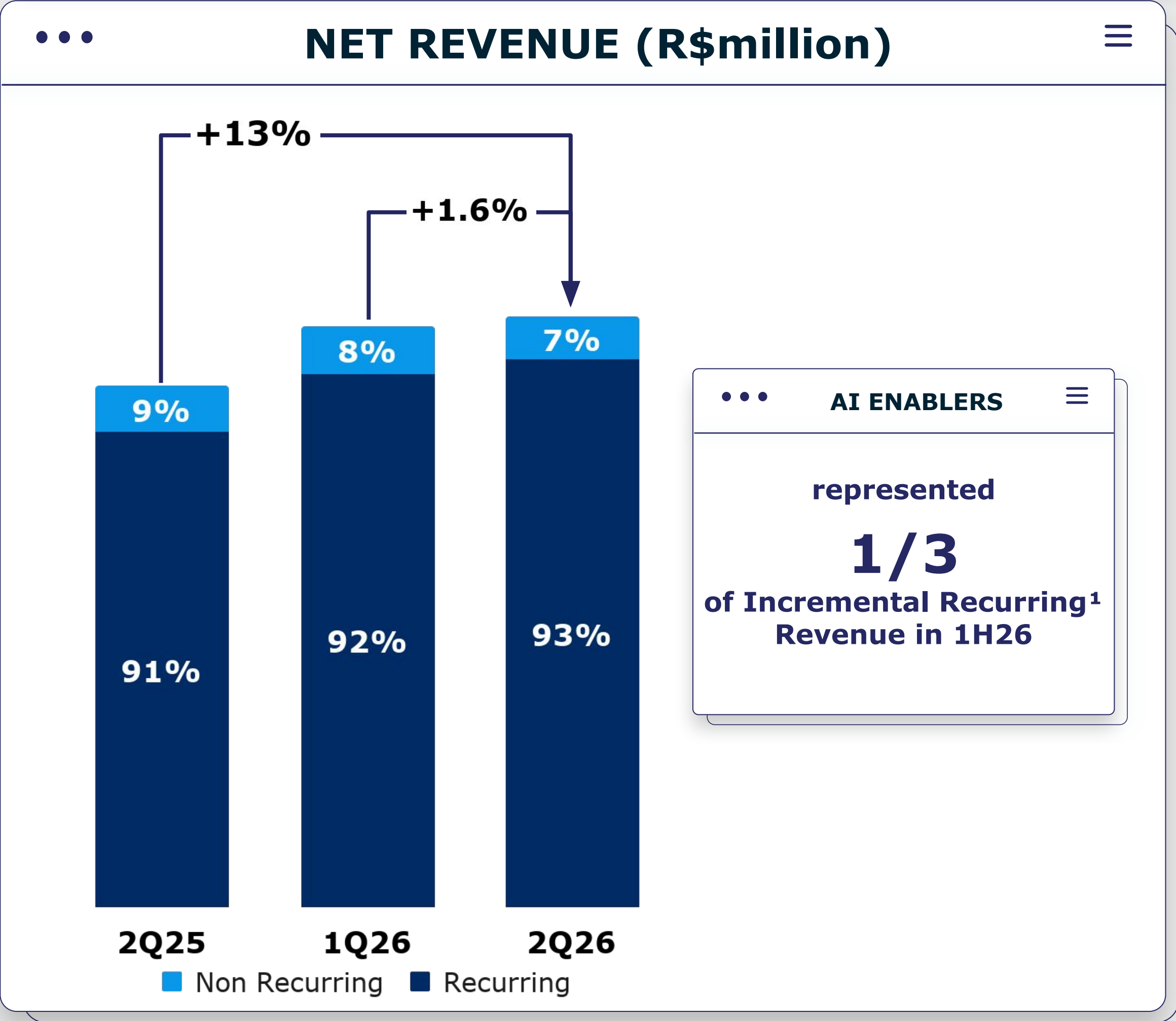
TOTVS continues to accelerate: **solid client demand and sales record.**  
28% year over year volume growth, surpassing R\$400 million in a single quarter.



<sup>1</sup>includes the pass-through of the Payroll Tax Surcharge

# 2Q26 - REVENUE AND EBITDA

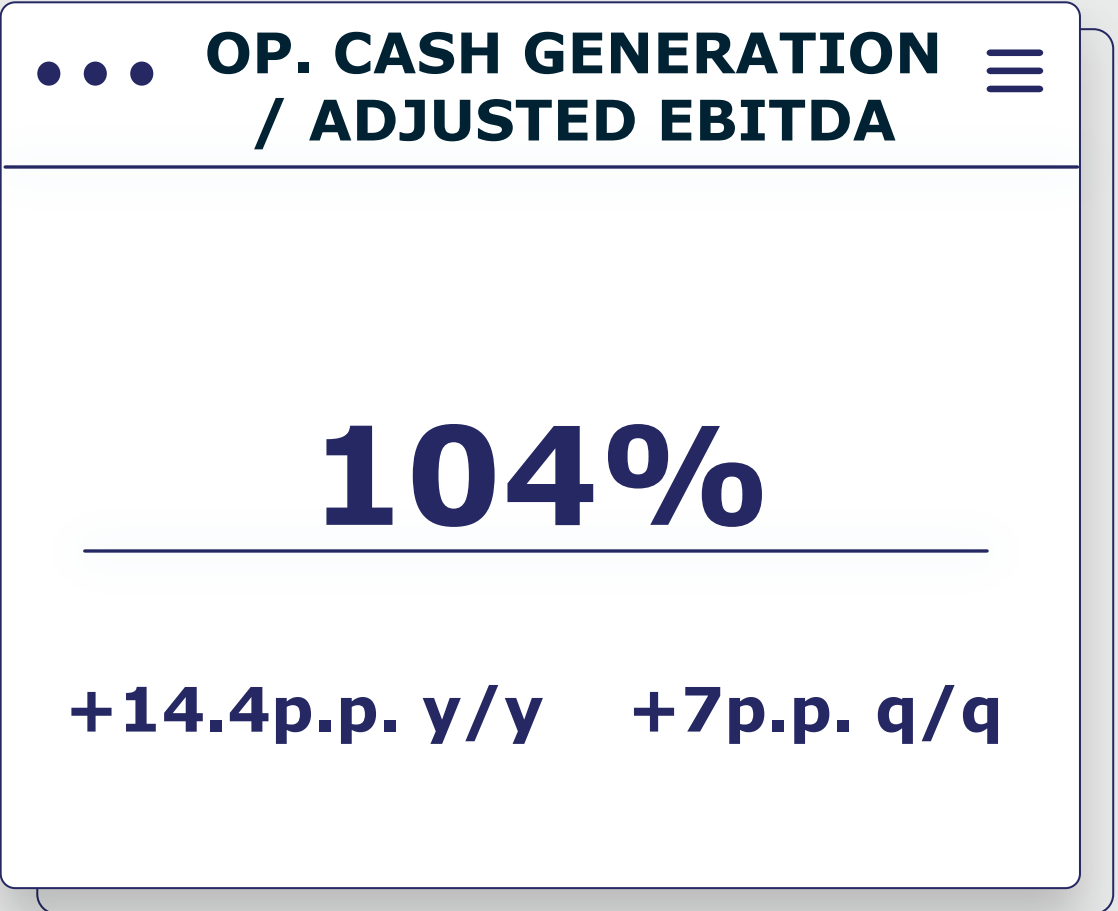
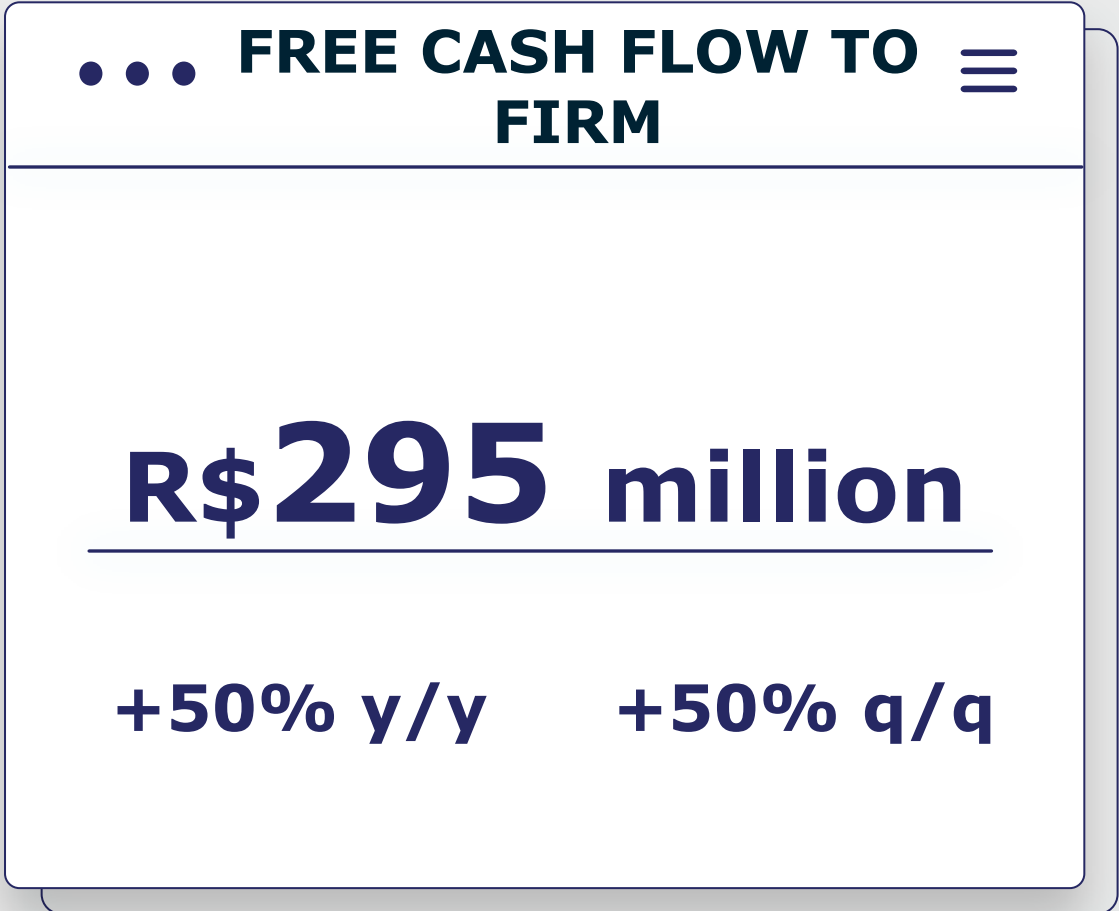
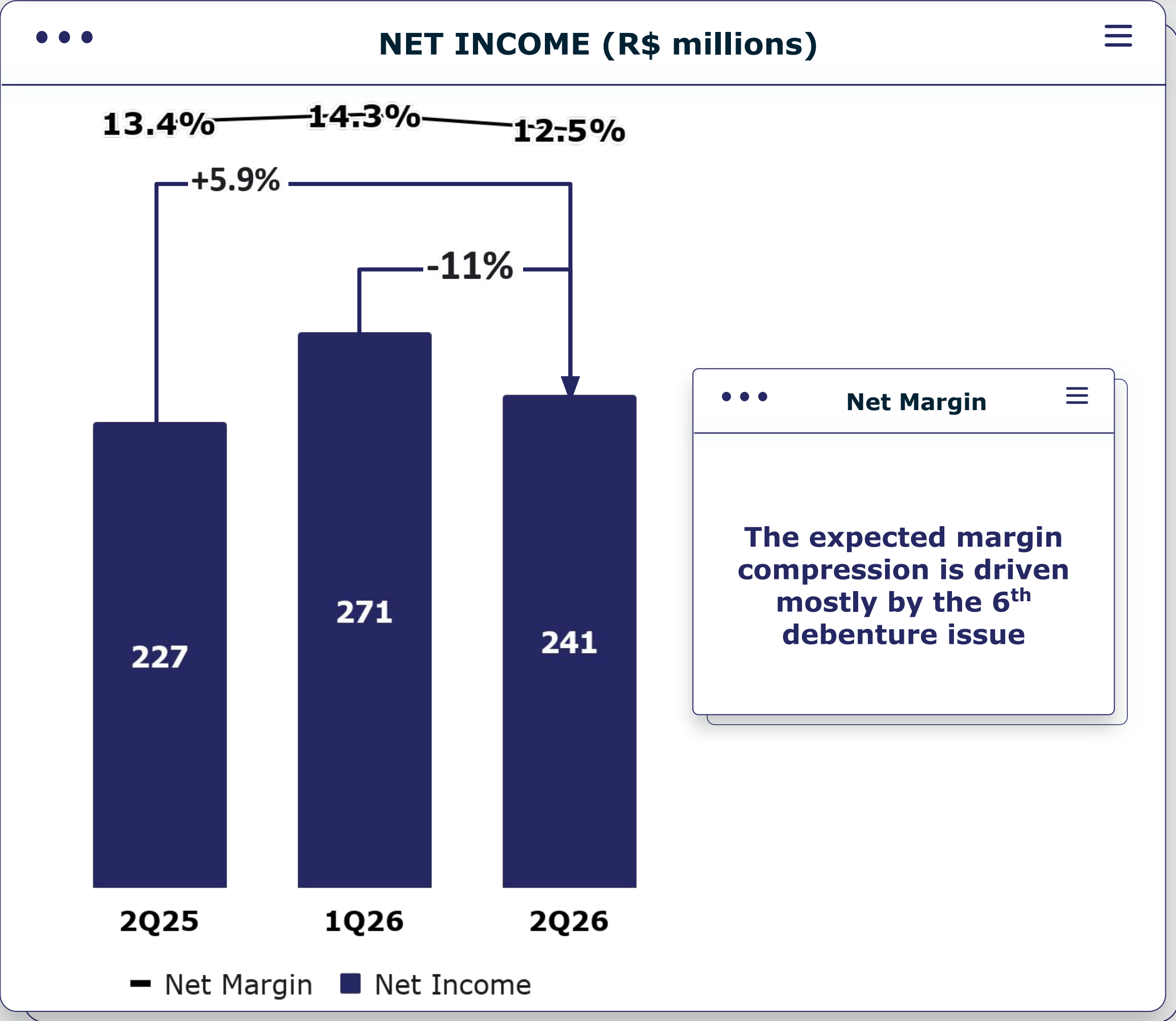
**30<sup>th</sup> consecutive quarter of double-digit organic Recurring Revenue growth**, with the last 21 between 15% and 25%. Over this period of more than 7.5 years, **we multiplied this revenue by 4.3x, with a CAGR of 22%.**



<sup>1</sup>Management portfolio only, excluding Linx

# 2Q26 - NET INCOME AND CASH GENERATION

Beyond growth, delivering real efficiency:  
**NOPLAT jumps 31% and exceeds EBITDA growth in 2Q26.**



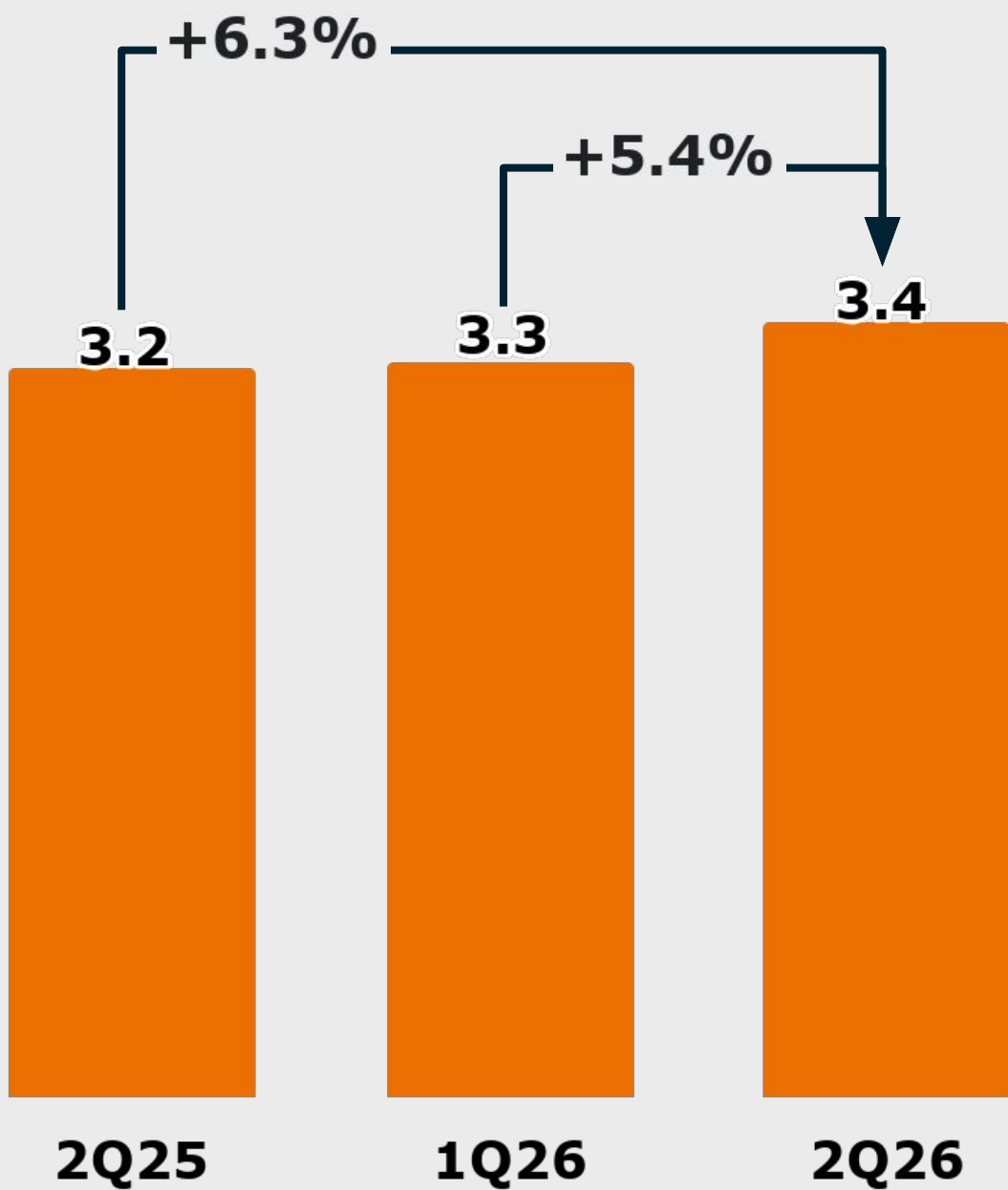
Conta+ launch and efficient growth in Cost of Funding:  
**Net Funding Revenue rose 24% to R\$103 million in 2Q26.**

REVENUE

Credit Production (R\$ bn)

**61.9 days**  
Average term

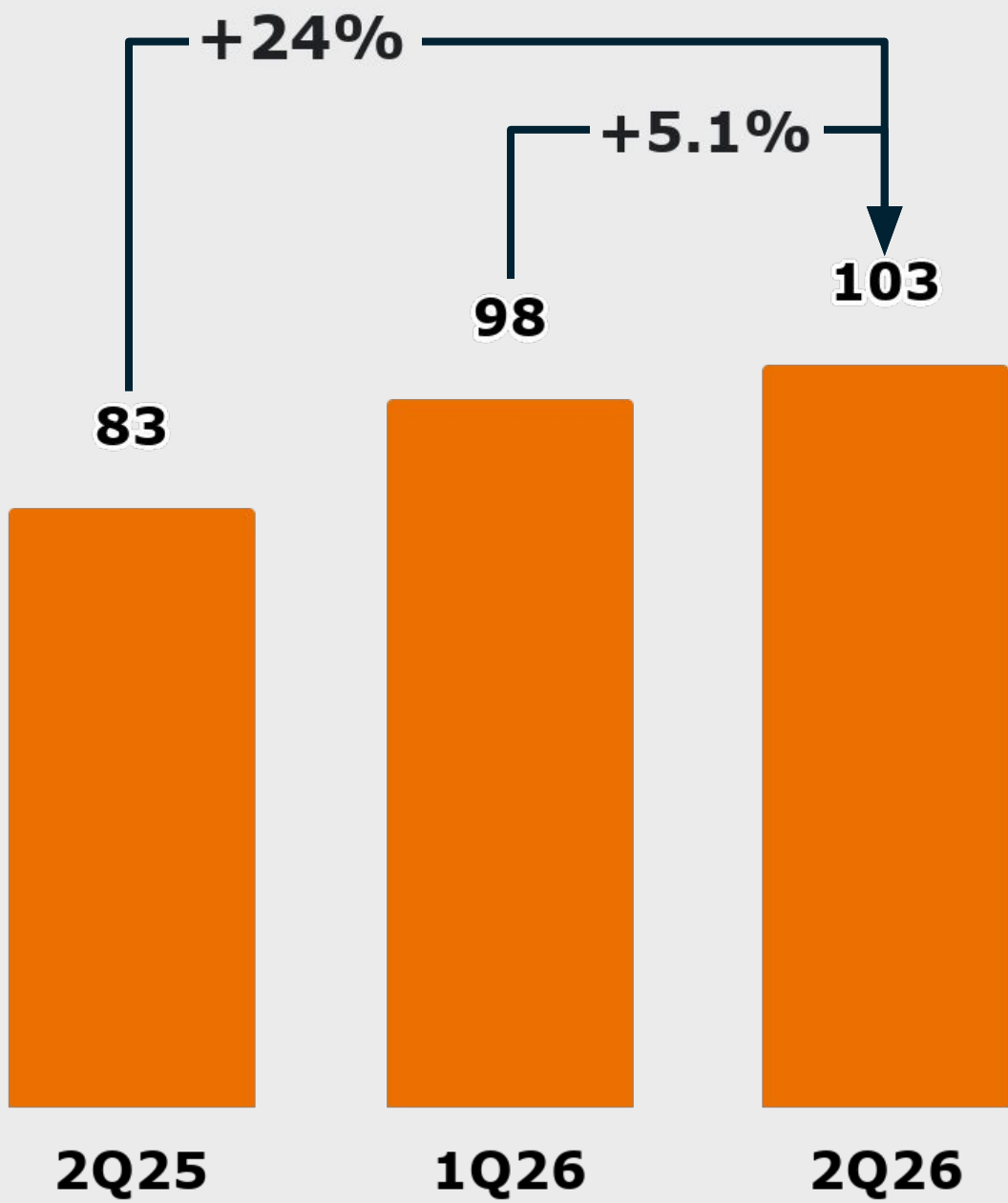
**+2.6% y/y**  
**-2.6% q/q**



Revenue Net of Funding

**R\$2.8 bn**  
TPV - Pix

**+31% y/y**  
**+3.0% q/q**



Net Result

**-R\$3.3 million**

vs. +R\$1.6 million 2Q25

>90 days Delinquency

**2.5%**

3.2p.p. below the Brazilian average<sup>1</sup>. New cohorts close to historical lows

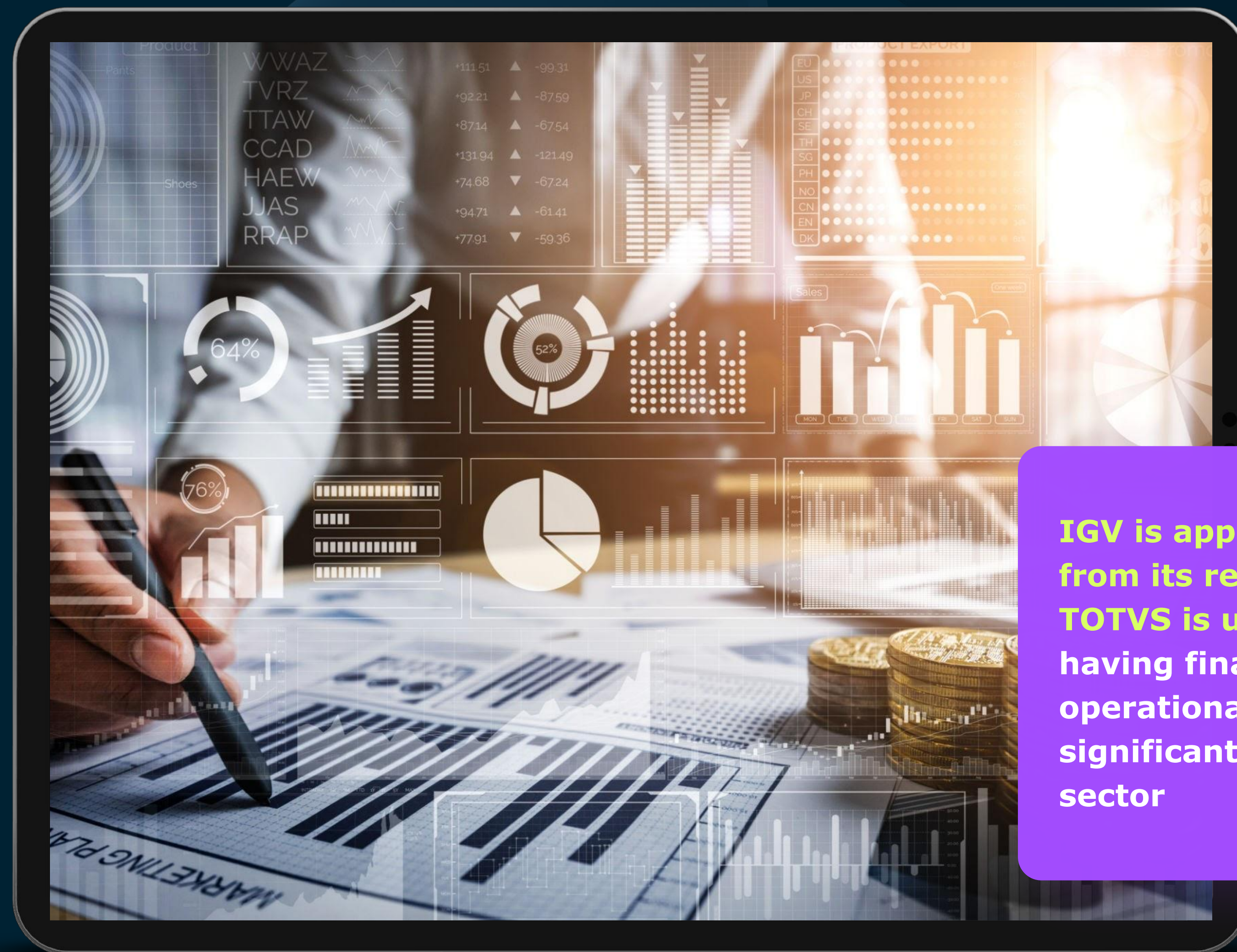
<sup>1</sup>Source: Brazilian Central Bank (www.bcb.gov.br/estatisticas/estatisticasmonetariascredito) > tabelas.xls > Tabela 23 > MPMe

# 2Q26 - FINAL REMARKS

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In the face of a **stock price still shrouded in fog**, we are **buying back 70 million shares** to maximize value creation for **shareholders who continue to believe in TOTVS' future**



**IGV is approximately 40% up from its recent low, while TOTVS is up only 20%, despite having financial and operational performance significantly superior to the sector**

# Thanks



## Investor Relations

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