



INSTITUTIONAL PRESENTATION

» Investor Relations

2024/ February



LEGAL NOTICE

All information contained in this presentation, relating 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.





01

TOTVS



OUR STORY



Unique and consistent trajectory



- 1983**
Laércio Cosentino and Ernesto Haberkorn found Microsiga Software S.A.
- 1990**
Start of the pioneering exclusive franchise system for distributing TOTVS management solutions
- 1997**
Start of international operations with the opening of a branch in Argentina
- 1999**
Launch of ADVPL, its own programming language
- 2005**
The corporate name is changed to TOTVS S.A. (a word that comes from Latin and means everything, everyone, totality)
- 2006**
IPO and subsequent acquisition of RM Sistemas S.A. is carried out.
- 2008**
Acquisition of Datasul and consolidation of the Brazilian management systems market
- 2011**
Specialization strategy with the creation of software offerings by industry segment of customer operations
- 2014**
Start of TOTVS Cloud operations
- 2015**
Launch of the TOTVS Intera subscription commercial model for small, medium and large companies
- 2019**
Launch of the new 3-dimensional Ecosystem strategic plan to expand the TAM and continue growing rapidly
Acquisition of Supplier and establishment of the Techfin Dimension
Carrying out 2 Follow-ons (2019 and 2021) that raised R\$2.5 billion
- 2021**
Acquisition of RD Station and establishment of the Business Performance dimension
- 2022**
JV with Itaú to accelerate Techfin
- 2023...**

WHY DID WE CREATE THE 3D ECOSYSTEM?



1

We lead in **Management**, a large market with room for growth

2

To continue growing rapidly for many years, **we need to seek new markets by creating new businesses** (Biz Performance and Techfin)

3

Our new businesses must take advantage of our **main strengths**:

- 1. **Focus on SME**
- 2. **Proximity and intensity of relationships with customers**
- 3. **We are the biggest on the market**

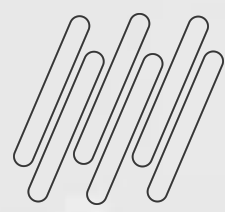
4

We identified space to expand our value proposition (**improve company results**) and take on a new positioning (**trusted advisor**)

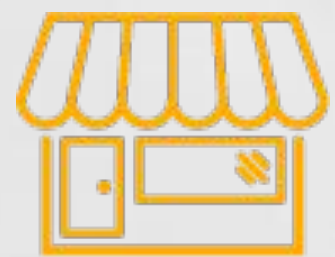
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Techfin and **Business Performance** are these new markets

Our Numbers



+70 thousand customers
of all sizes in more than 40 countries



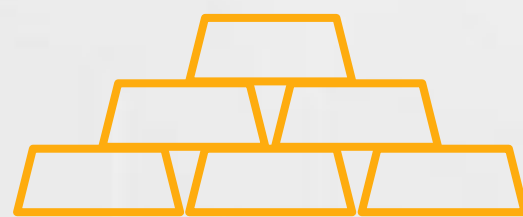
11 Consolidating Franchises
spread throughout Brazil to serve our customers in the 38 franchised territories



#1 ERP Company in Brazil⁽²⁾
one of the largest technology companies, with absolute dominance in the ERP journey



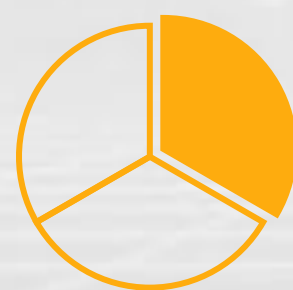
12 customer relationship units
SP, RJ, BH, RS, Recife, Interior of São Paulo,
Large Enterprise, Public Sector, Argentina, Colombia, Mexico, USA



~R\$2,7 trillions⁽¹⁾
of the economy are produced by our customers



11 development centers
SP, BH, Joinville, POA, Florianópolis, Cascavel, Assis,
Ribeirão Preto, Goiânia, USA, MEX



~1/3 of Companies⁽³⁾
listed on B3 are TOTVS customers





02

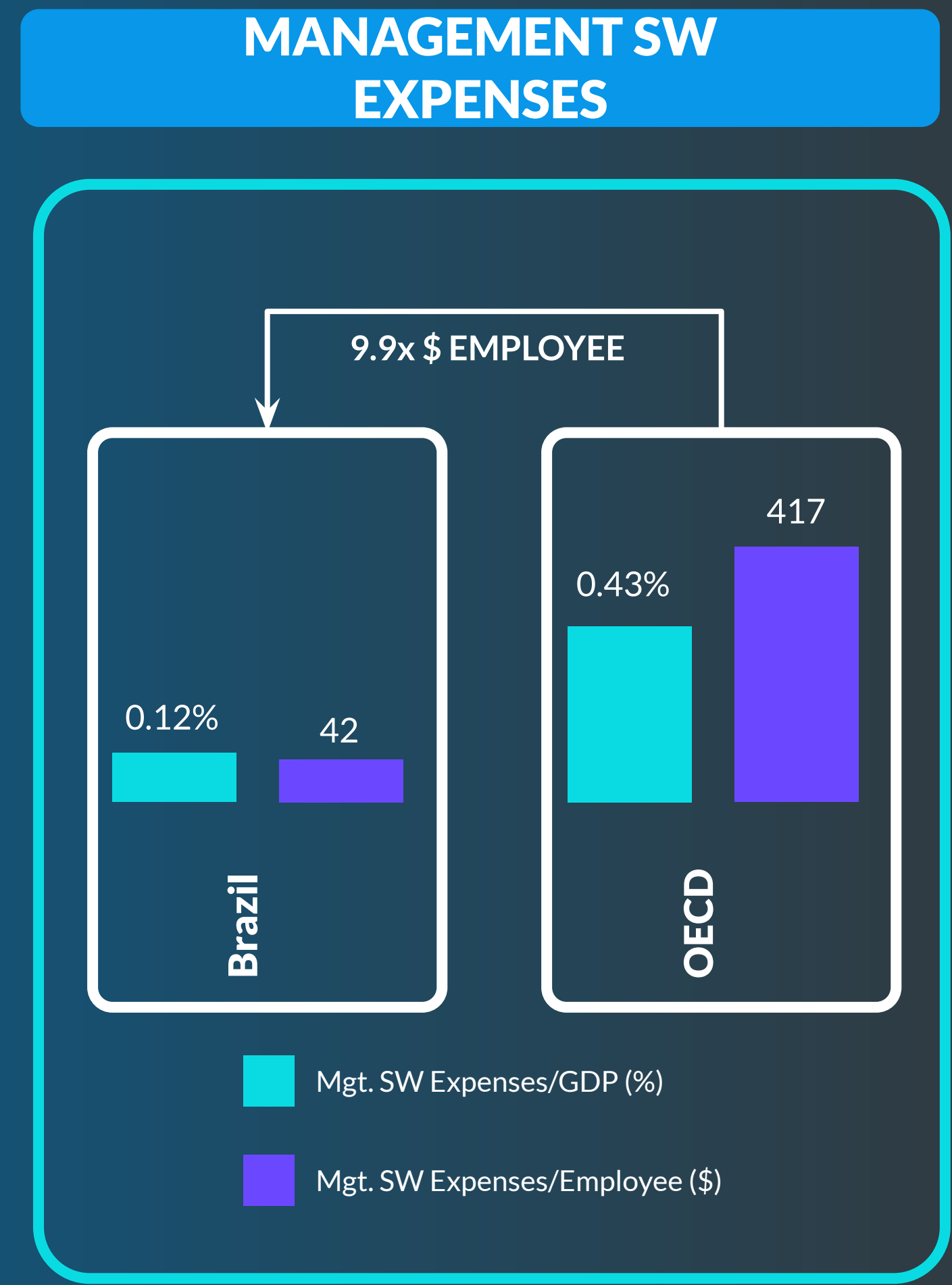
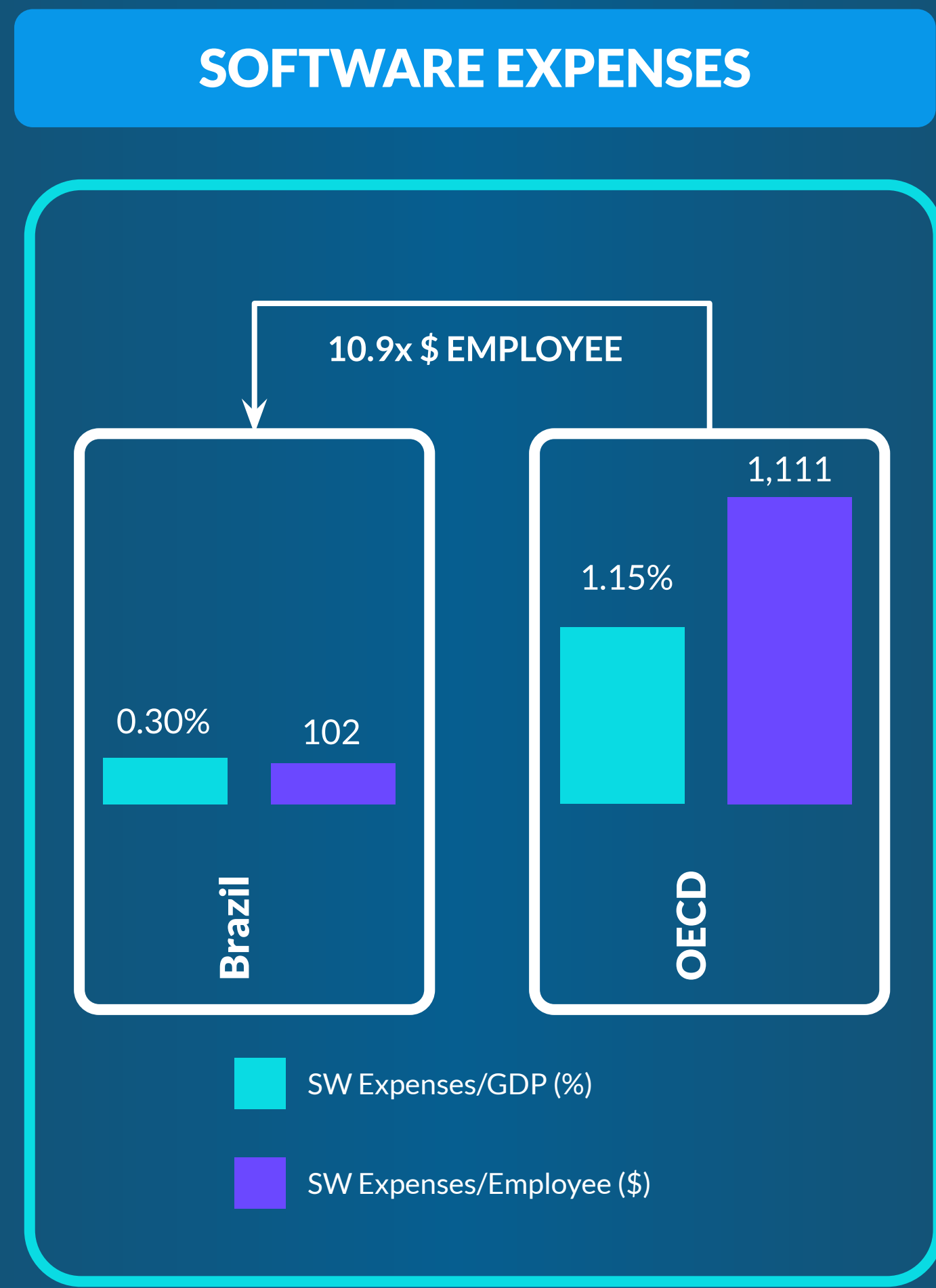
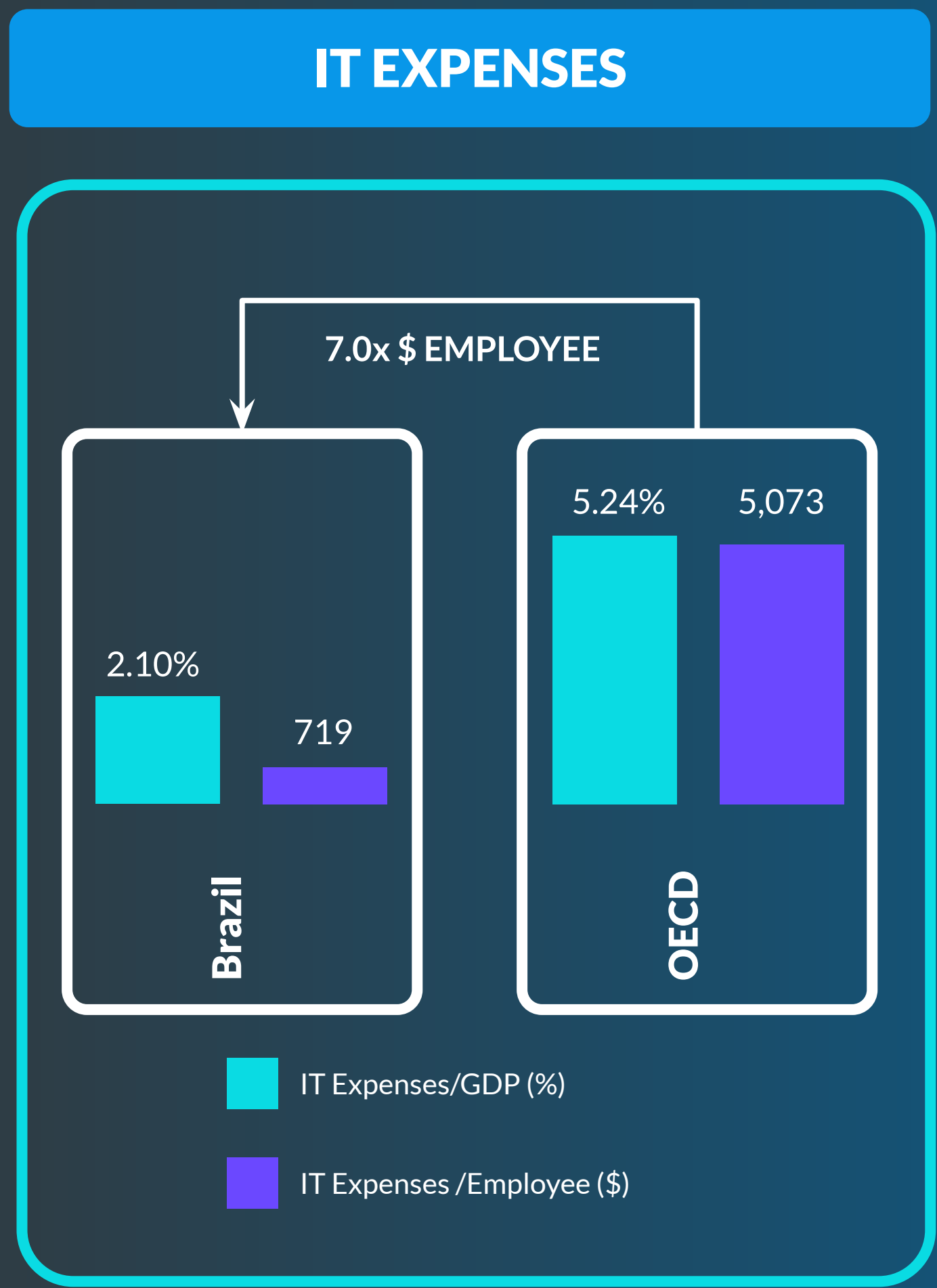
ADDRESSABLE MARKET



INVESTMENT IN SOFTWARE 2022



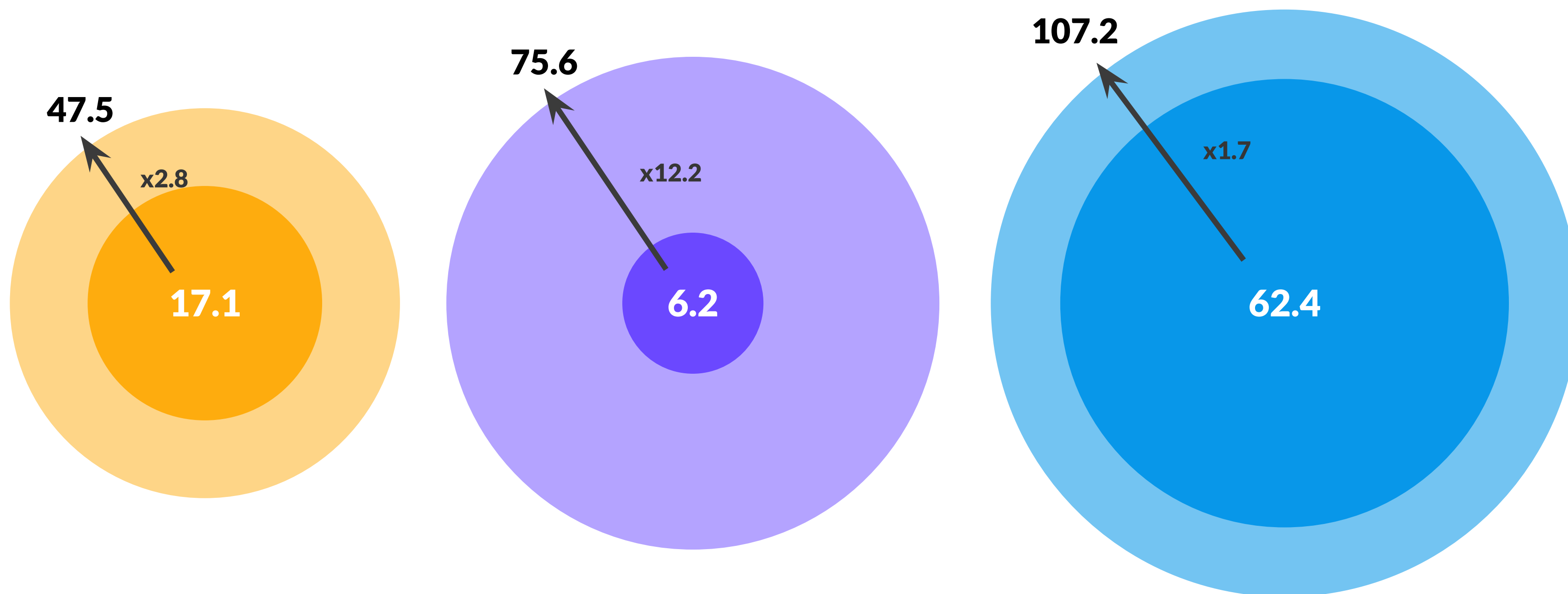
 IT AND SOFTWARE SPENDING, BY ANY METRIC, IS STILL LOW



Source: World Bank, OECD, TOTVS

TOTVS ADDRESSABLE MARKET (R\$ billion)

3D Ecosystem expanded our potential market by ~5x



MANAGEMENT

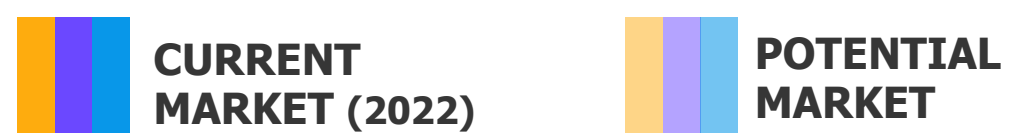
TOTVS Market Share⁽¹⁾:
15.3%
 (+120 bp vs 2020)⁽²⁾

BIZ PERFORMANCE

TOTVS Market Share:
5.7%
 (+480 bp vs 2020)⁽²⁾

TECHFIN⁽³⁾

TOTVS Market Share:
0.4%
 (+10 bp vs 2020)



Growth drivers for the potential market ...

- 1. Software Market** - increasing the IT maturity of Brazilian companies to a level similar to the OECD average
- 2. B2B credit market** - access of SMB companies to credit similar to the average of those companies that already take on debt currently in Brazil
- 3. New markets (Techfin and Biz Performance)** - the current size and potential of these new markets indicate that TOTVS does not need to be dominant in them for its growth to be relevant

Sources: IDC, Central Bank and TOTVS Market Intelligence, respectively. | Notes: (1) TOTVS' market share considers, in addition to Back-office and HR ERP solutions, Verticals and other solutions; (2) **Considers the review of market size**, including from previous periods, **carried out by IDC, which changed the 2020 market share from 19.4% to 14.1% in Management and from 4.5% to 0.9% in Business Performance**; (3) The size of the Techfin market was proportionally adjusted from the gross revenue metric to the net funding revenue, which better reflects the spread.

TOTVS has grown above the EAS (Enterprise Application Software) market, which has consistently grown above Brazilian GDP and accelerated its pace in recent years

CAGR	2012-22	2018-22
Brazilian GDP (Nominal)⁽¹⁾	6.5%	7.5%
Management Market⁽²⁾	14.2%	16.3%
TOTVS Management⁽³⁾	15.9%	17.4%
Performance Market⁽²⁾	28.0%	29.8%
TOTVS Biz Performance⁽⁴⁾	105.7%	34.3%

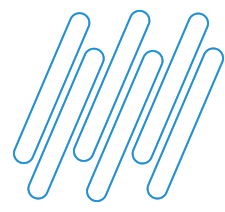
Sources: (1) BACEN; (2) Gartner; (3) TOTVS - Management Recurring Revenue; and (4) TOTVS - Revenue from RD Station in 2012 and 2018 and from RD Station + Tail + Tallos in 2022.



03

COMPETITIVE DIFFERENTIALS





1

BUSINESS MODEL

Combination of broad addressable market, high level of loyalty, profitability and sustainability of recurring revenue (SaaS) combined with potential growth in transactional revenues

2

DISTRIBUTION PLATFORM

Local and digital presence, based on a highly capillary distribution model

3

SOLUTIONS PORTFOLIO

Beyond the ERP: B2B technologies ecosystem in 3 business dimensions: Management, Techfin and Business Performance

4

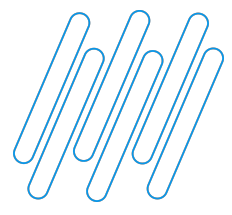
M&A & PARTNERSHIP STRATEGY

Main consolidator of Brazilian Tech Market: We believe acquisitions are a powerful tool to leverage our strategy of strengthening our core business and expanding into new market

5

ESG AGENDA

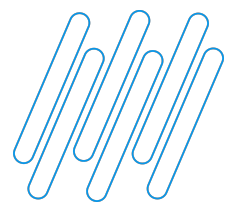
Executive Team engaged and experienced in the technology sector. Culture of operational excellence, transparency, efficiency, and high standards of excellence in governance, ethics and integrity and ESG



BUSINESS MODEL

Resilience and predictability of the recurrence model combined with the faster capture of market growth and take rate of the transactional model

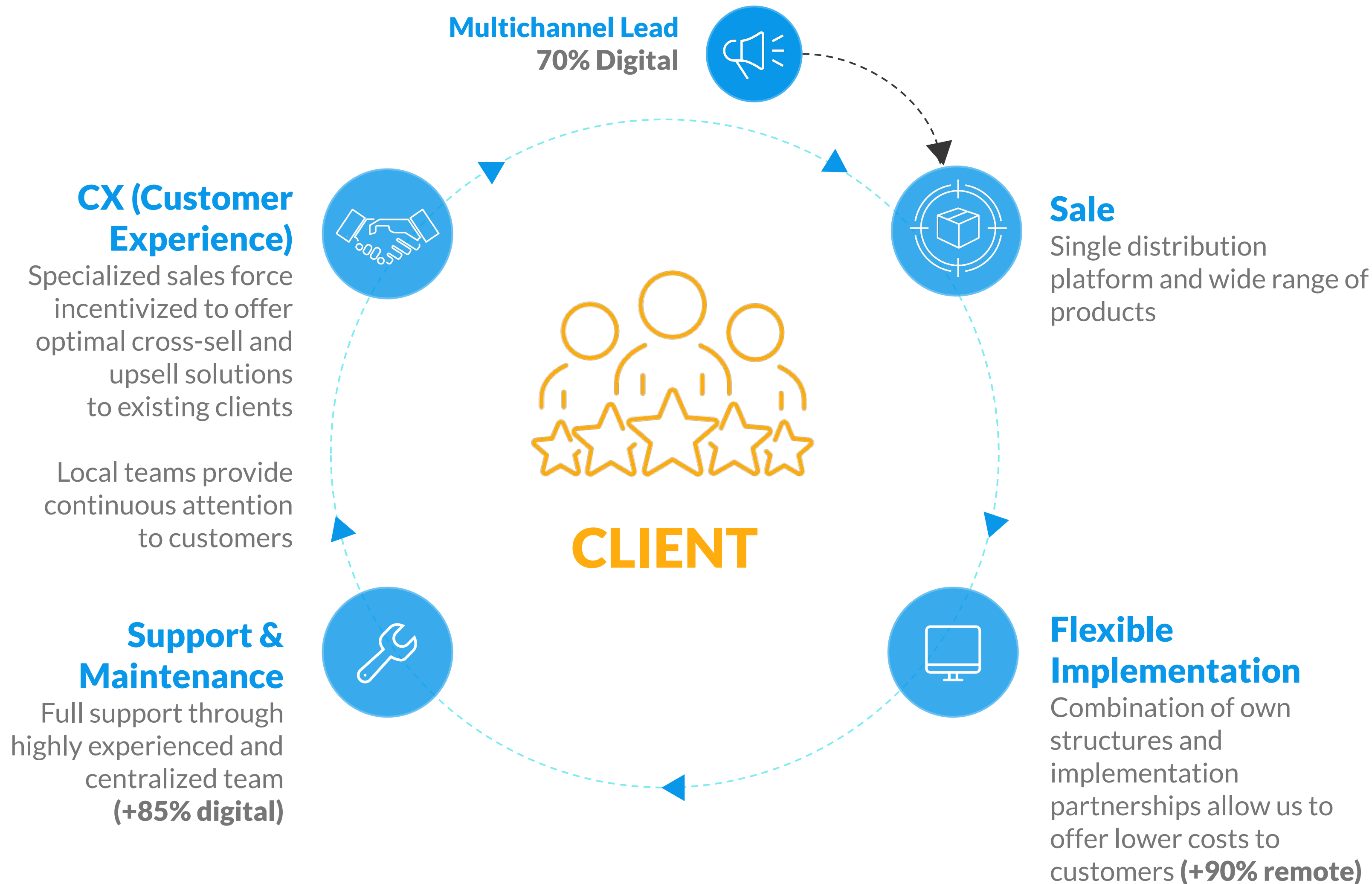
	Predictability	Earlier capture of market growth	Where we are in Client P&L
MANAGEMENT Recurring Model			G&A
BIZ PERFORMANCE Recurring + Transactional Model			Sales & Marketing
TECHFIN Transactional Model			Financial Results (Working Capital)
TOTVS			G&A, Sales, Marketing, Working Capital e Financial



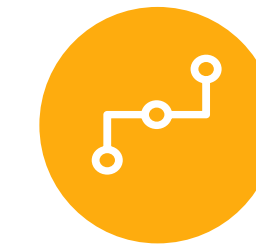
BUSINESS MODEL



Presence and partnership in all stages of the Customer Journey strengthen loyalty



Far Beyond ERP: 3D ecosystem



Management



Techfin



Biz Performance

In 12 strategic segments of the economy and for customers of all sizes



Agribusiness



Construction



Distribution



Education



Financial Services



Health



Hospitality



Legal



Logistics



Manufacturing



Retail



Service Providers

Flexibly deployed



Cloud



On-premise



Across media

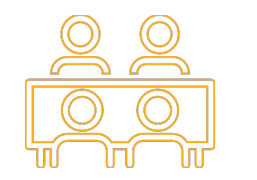
Distribution Platforms



Franchises & Branches



Multichannel



Partnership



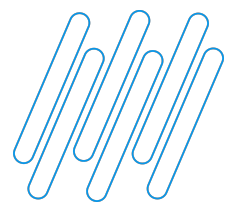
Own sales force



Affiliates



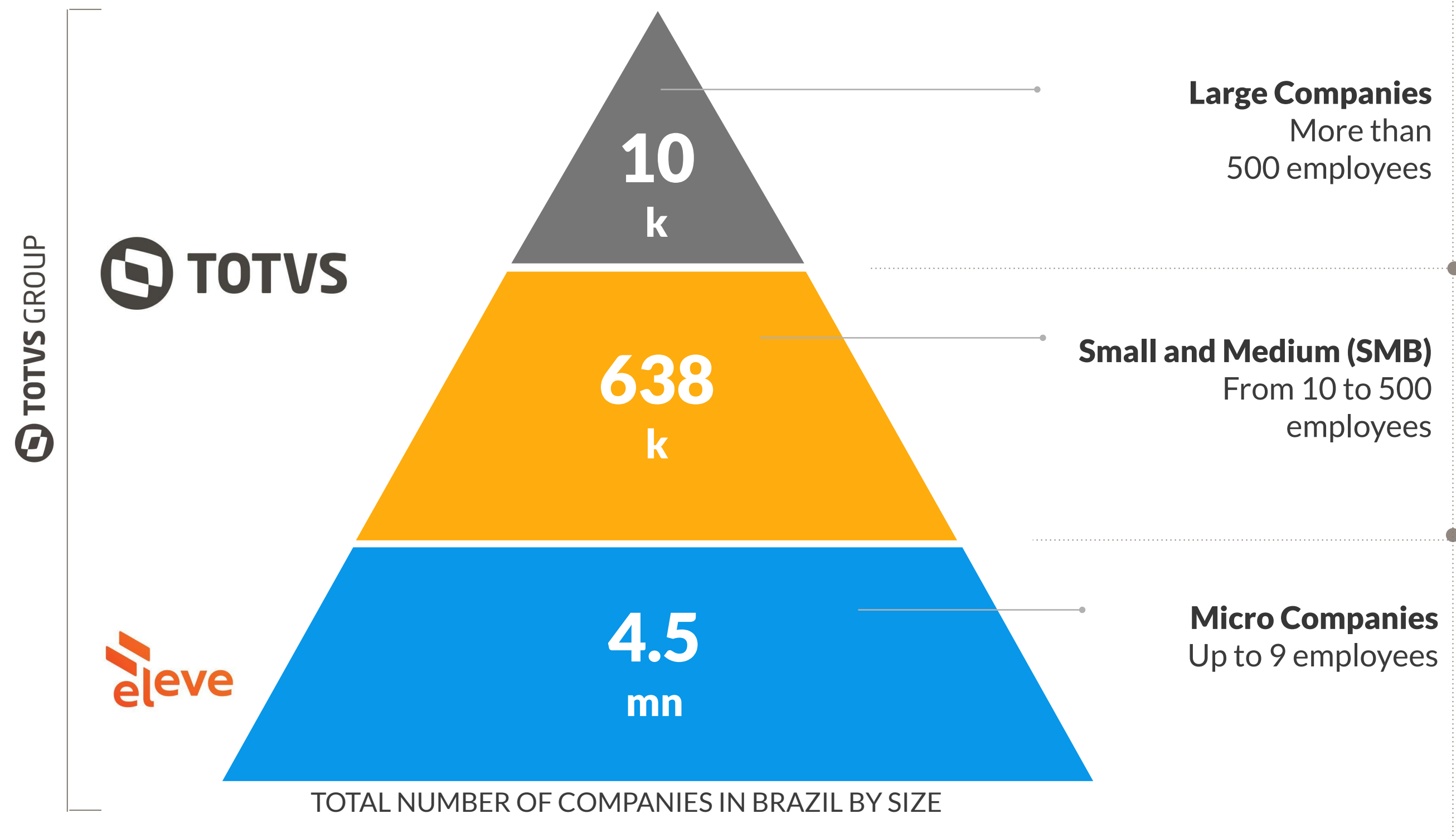
Digital Platform



DISTRIBUTION PLATFORM

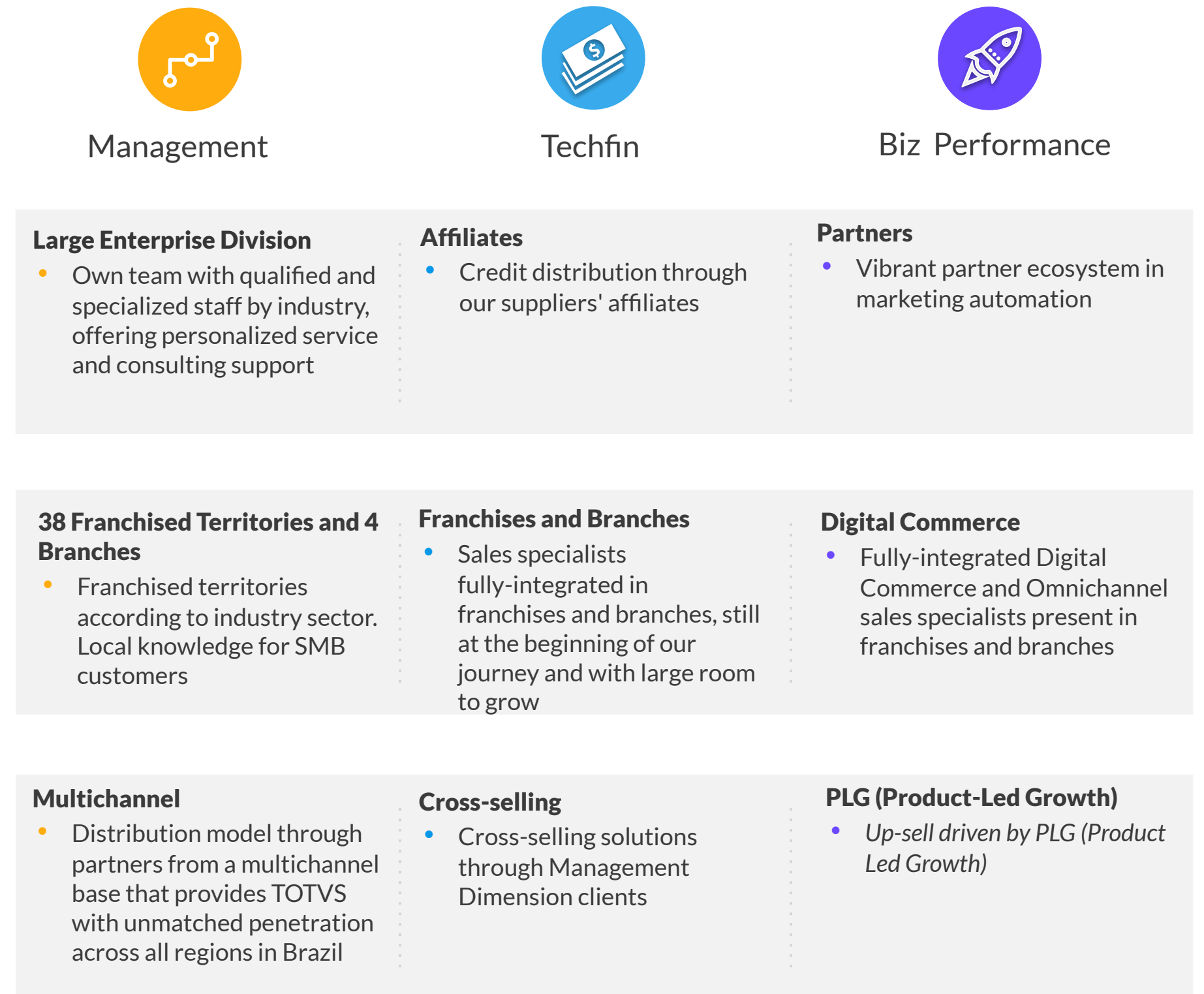
Local and digital presence, based on a highly capillary distribution model

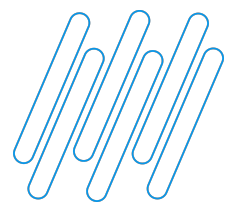
COMPANY SIZE



DISTRIBUTION CHANNELS LOCAL AND DIGITAL

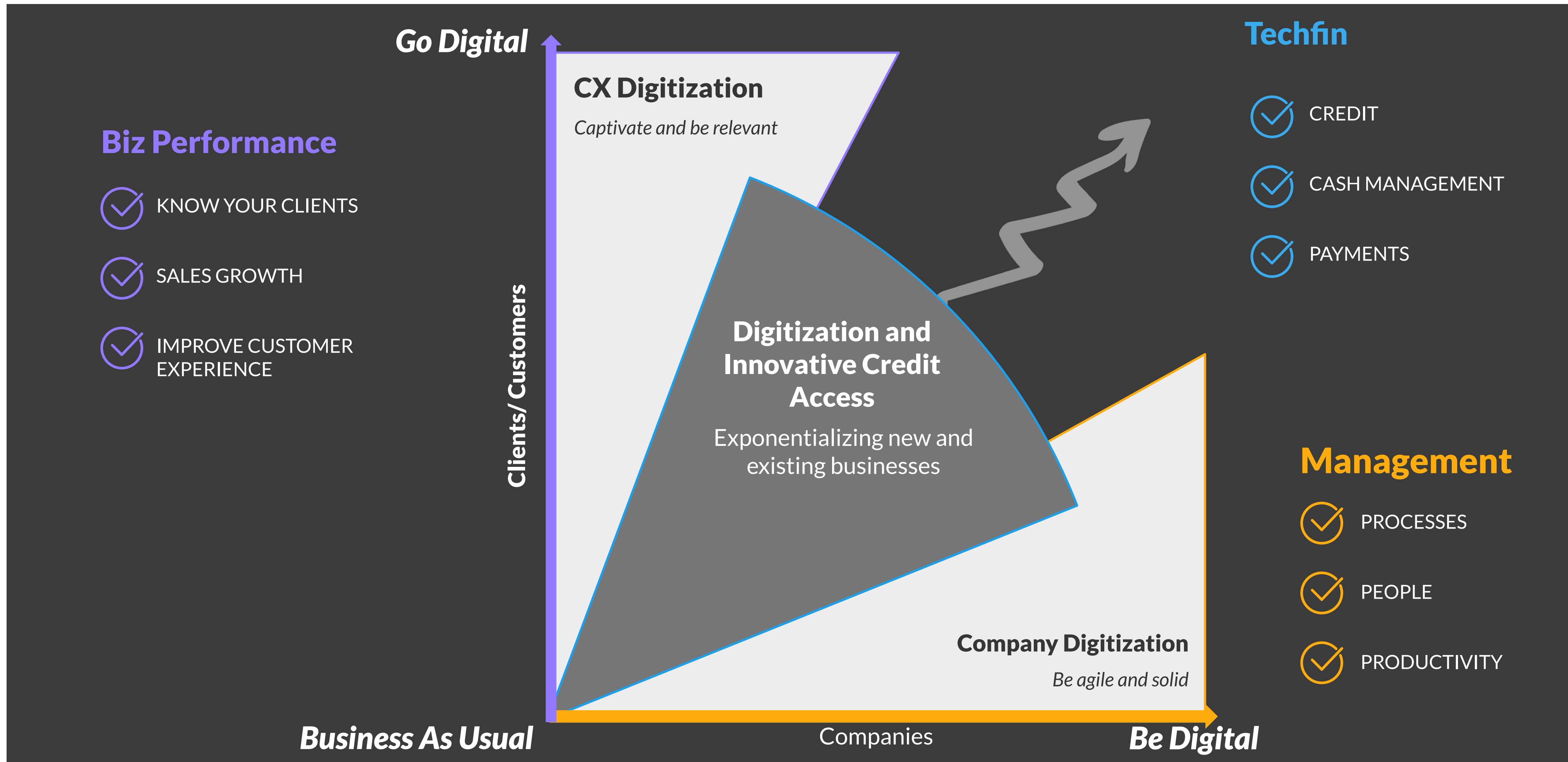
HOW WE RELATE WITH OUR CUSTOMERS

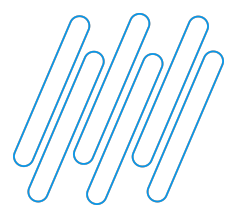




BUSINESS PORTFOLIO

Accelerating our clients' digital Journey through the 3D Ecosystem





BUSINESS PORTFOLIO




MANAGEMENT DIMENSION

ERP, HR solutions (from payroll to human capital management), and **vertical solutions** for 12 market segments

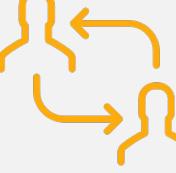
- ✓ A market not yet mature, with **~30% of SaaS signings from New Names** and potential TAM to become 3.3x larger
- ✓ **The digitization Journey** demands growing levels of corporate IT investments, boosting our core dimension
- ✓ More than simple personnel department solutions, **SMB companies** are updating to the **ultimate platform** for human capital management

×
PORTFOLIO AND DISTRIBUTION

ERP & HR Suite



ERP Backoffice

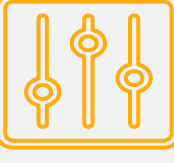


HR (HXM)


Vertical Solutions

Agro	Construction	Distribution
Education	Financial Services	Health
Hospitality	Legal	Logistics
Manufacturing	Retail	Service Providers


Platforms



Business Intelligence (Analytics)




Carol Platform (AI e Data)




Fluig (Productivity & Collaboration)

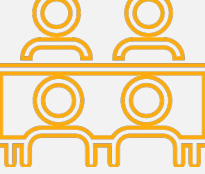
Services



Consulting




Cloud

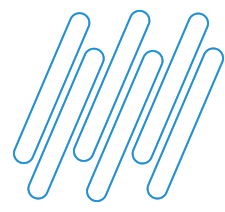


Trainings

Micro Companies



Solutions for Micro Companies



BUSINESS PORTFOLIO



TECHFIN DIMENSION

We are just starting our journey to become **THE FINANCIAL PLATFORM** for SMB clients, facilitating access to financial services through integrated and big data-driven credit and payments solutions



Simplify: Digital journey through ERP and HR integration



Amplify: Big Data and AI to support credit offer expansion



Affordability: Risk assessment through Big Data and AI enables lower rates for our clients



PORTFOLIO AND DISTRIBUTION

CREDIT

- ✓ Mais Negócio
- ✓ Antecipa
- ✓ Mais Prazo
- ✓ Consignado



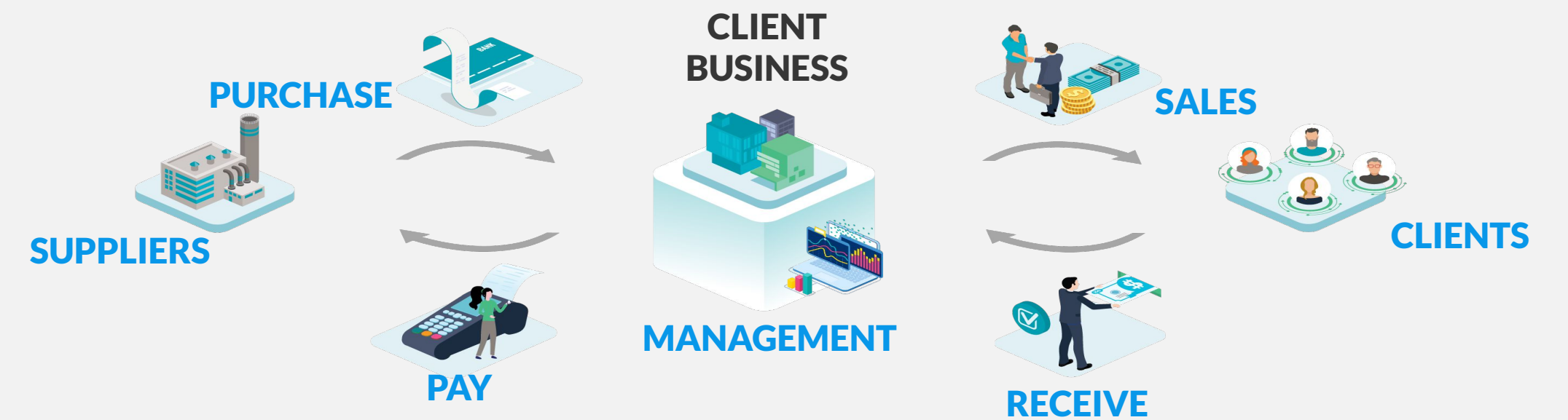
CASH MGMT.

- ✓ Painel Financeiro

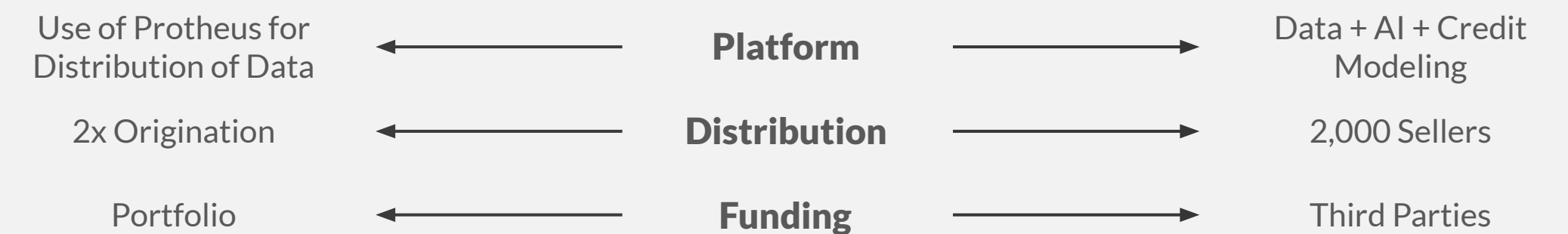


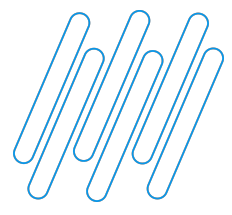
PAYMENTS

- ✓ PIX
- ✓ EduConnect Pay



Pillars for Our Exponential Growth





BUSINESS PORTFOLIO



BIZ PERFORMANCE DIMENSION

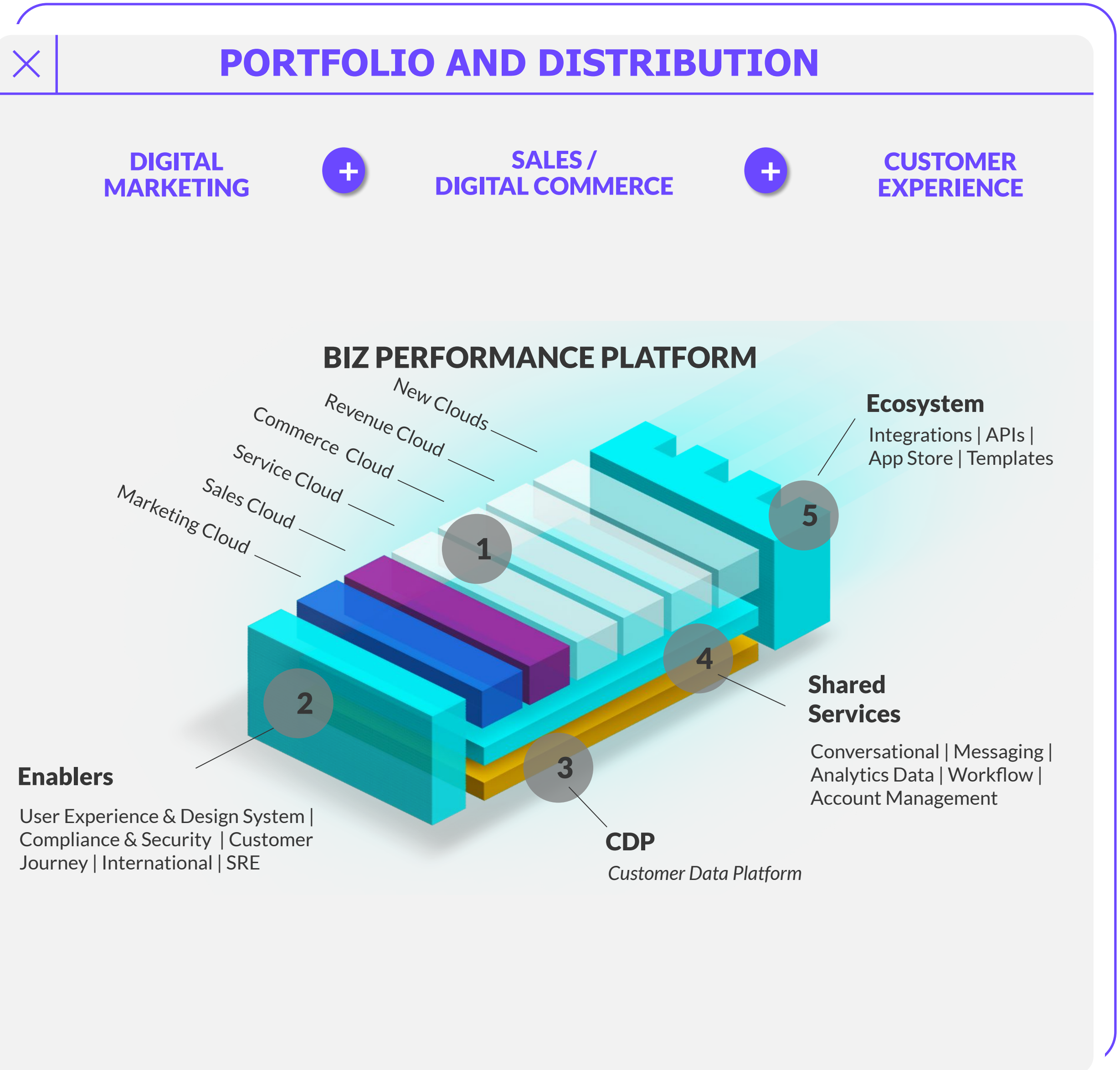
PORTFOLIO OF SOLUTIONS to support our clients from diverse market segments to increase sales, competitiveness and performance

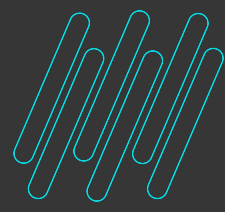


Digital marketing platform that drives demand and lead generation for SMB



Exponentializing digital commerce with an asset light model that drives **GMV + take rate growth** through full commerce





M&A & PARTNERSHIP

Successful growth strategy based on three main levers



ORGANIC



Revenue growth with **Higher efficiency on R&D spending** (Recurring Revenue / R&D headcount was 34% higher between 2018 to 2021)



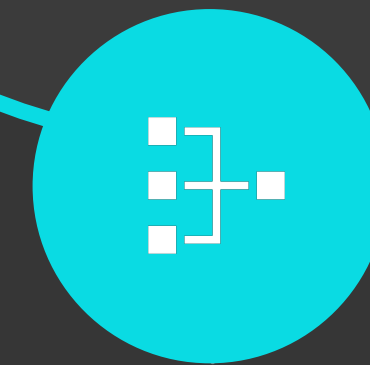
PARTNERSHIP



Partnerships with leading companies, including Shopify, B3 and Creditas

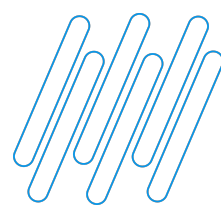


M&A



Acquisitions **~3x the proceeds from latest Follow-On**, reaching ~R\$3.0 billion

Growth coupled with higher efficiency



M&As Enterprise Value: ~R\$3.0 billion (since 2019 Follow-On)

MANAGEMENT

TECHFIN

BIZ PERFORMANCE

Verticals


Rational

 **CONSINCO**
Dec/2019

Consolidate leadership in the cash and carry/supermarket segment

Payroll Credit

Rational

 **creditas**
Feb/2020

Offer payroll loans with no credit risk

Marketing Analytics

Rational

 **tail**
Dec/2020

Big data/analytics applied to digital marketing and sales

Plan. and management financial


Rational

 **GESPLAN**
Mar/2022

Increase in the Management business portfolio + access and data intelligence

B2B Credit

Rational

 **Supplier**
Oct/2019

Best finance offer to the entire supply chain

Digital Marketing

Rational

 **RD STATION**
Mar/2021

The leader in the digital marketing transformation of SMBs

Human experience management


Rational

 **Feedz**
by TOTVS
Sep/2022

Expand HXM solutions, strengthening the portfolio for the Human Resources area

Payments Retail Education


Rational

 **rede**
Mar/2019

Acquiring applied to segmented needs

Digital Commerce

Rational

 **shopify**
May/2023

World leader in e-commerce platform, to offer solutions for SMEs

Human capital management

Rational

 **ahgora**
Nov/2023

Expand the position as a platform for HR, strengthening the solutions from personnel department to employee experience management

Digital Platform of Financial services

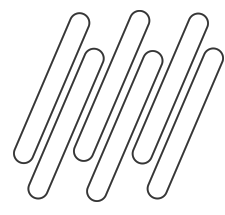
Rational

 **TOTVS + Itaú**
Apr/2022

Expand, simplify, and democratize the access to a wide range of financial products in the B2B market

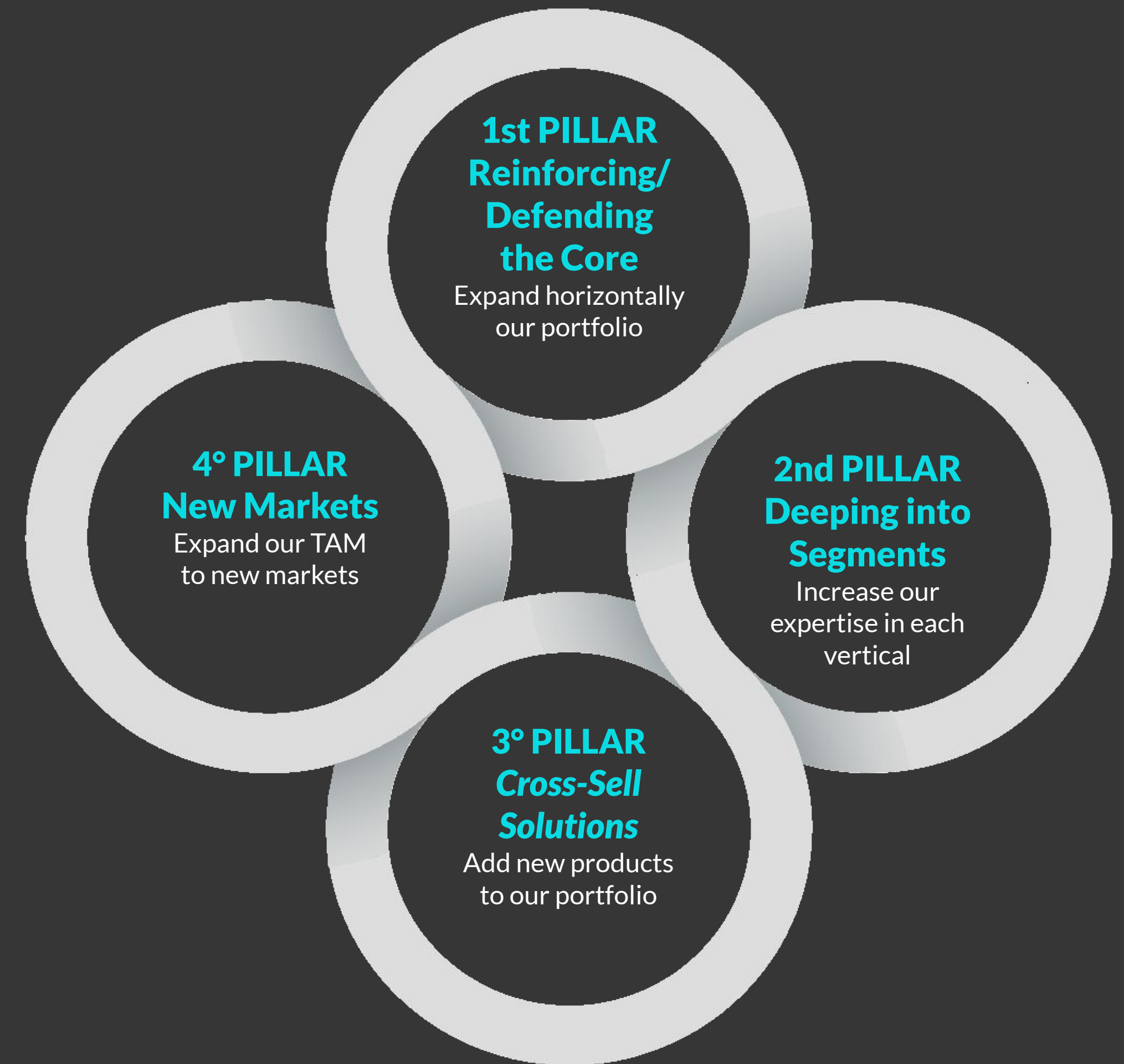
 M&A  Partnership

Source: Company



M&A PIPELINE - VALUE-ADDED OPPORTUNITIES

Proven strategy that combines resilience with innovation and growth, generating shareholder value





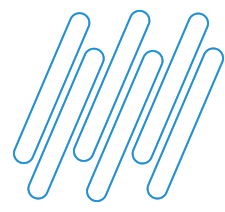
ESG AGENDA

GENERATION OF SHARED VALUE

Strengthening the integration of ESG aspects into the business strategy and creating value for our stakeholders

<p>E</p> <p>ENVIRONMENTAL</p>	<p>S</p> <p>SOCIAL</p>	<p>G</p> <p>GOVERNANCE</p>
<ul style="list-style-type: none"> • GHG Emissions Inventory (Carbon Footprint & Climate Change) • Reverse Logistics of IT Assets • Management of natural resources and waste from operations 	<ul style="list-style-type: none"> • Diversity, inclusion and meritocratic culture • Clients satisfaction • GDPR /LGPD Data Security and Privacy • Education for work 	<ul style="list-style-type: none"> • Top-level Corporate Governance with the development of best practices

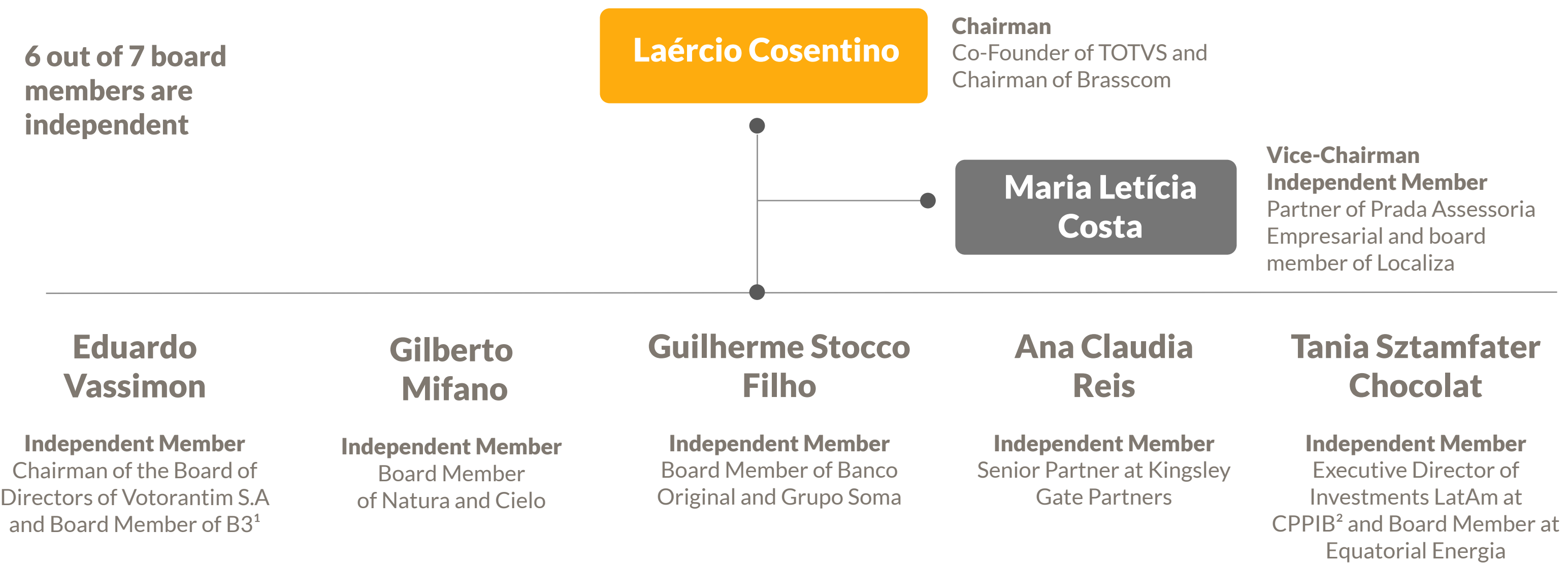
- ✓ At the Highest Level of **B3 Corporate Governance** (“B3 – Novo Mercado”)
- ✓ A member of **UN Global Compact** and the **Pact for Ethics and Against Corruption** of the ETHOS Institute since 2014
- ✓ Global commitment of public and private initiatives to the **2030 Agenda** in order to reach the **SDGs (Sustainable Development Goals)**
 - ✓ Renewed **#WEARETOTVERS** Culture: innovative, vibrating and mistake tolerance
 - ✓ **Social Investments** aligned with **business strategy** is propelled by our genuine brand purpose
- ✓ TOTVS Group’s personalized **ESG Sustainability Policy** objectives and guidelines implementation to enhance outcomes
- ✓ Following **Global trends** in Corporate **Performance and Sustainability reports**



GOVERNANCE

Highest level of Corporate Governance (B3 – Novo Mercado)

BOARD OF DIRECTORS



FISCAL COUNCIL

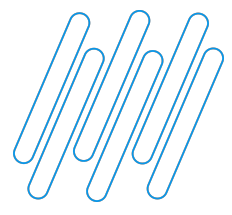
Corporate body independent of the Company’s management and of the external audit, with non-permanent functioning³.

Its key responsibilities are to supervise the management members’ activities and review the Company’s financial statements, reporting its opinion to the shareholders.

ADVISORY COMMITTEES

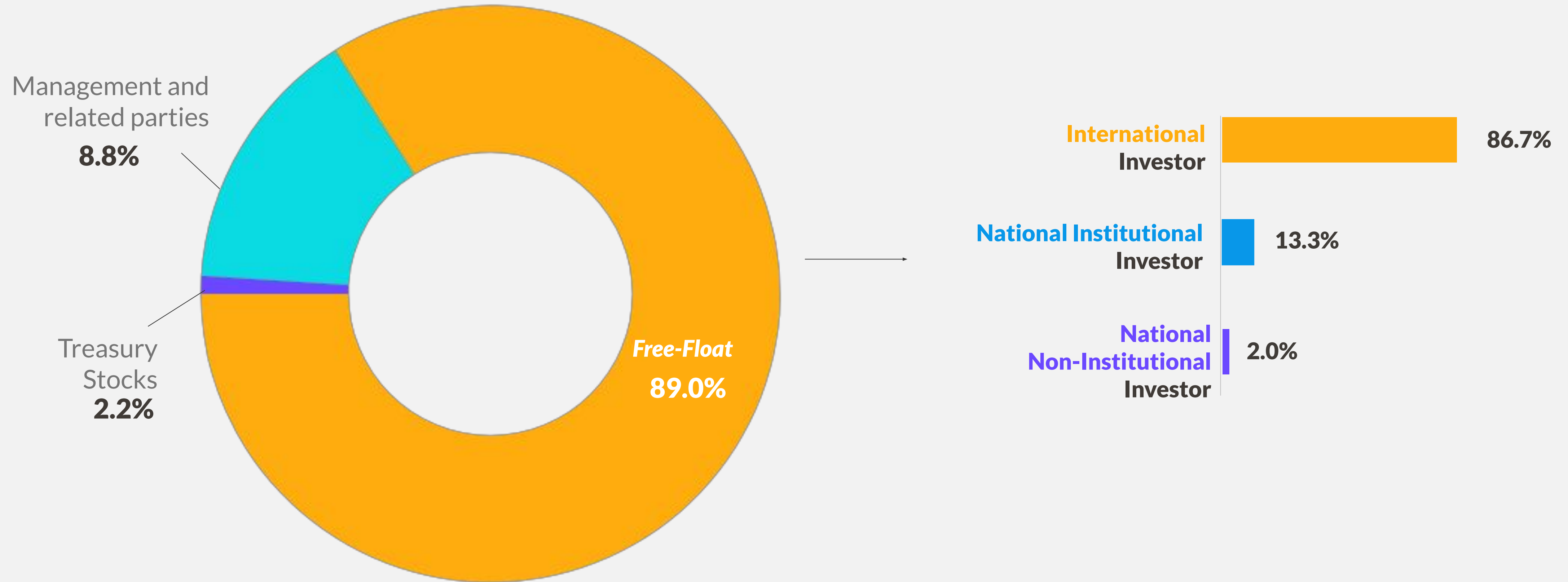
- Statutory Audit**
monitors the procedures for compliance with legal provisions, evaluates risk management policies and recommends improvements to internal policies
- People and Compensation**
responsible for advising the Board of Directors in establishing the terms of compensation and other benefits
- Governance and Nomination**
promotes the development of the Company’s corporate governance and ESG strategy, evaluates the adoption of good practices and selects members to the Board of Directors and the Executive Board
- Strategy**
studies, debates, evaluates, proposes and monitors the main guidelines of the corporate and technological strategy

¹ B3 – Brasil, Bolsa, Balcão
² CPPIB - Canada Pension Plan Investment Board
³ At the Annual General Meeting held on April 19, 2023, it was approved the installation of the Company's Fiscal Council, effective until the 2023 AGM.

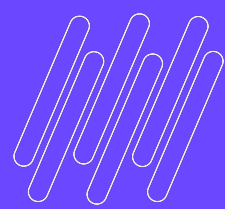


GOVERNANCE

Shareholding Composition*: True Corporation



*As of September 30, 2023



▶ SOCIAL INVESTMENT

TOTVS MAINTAINS IOS AND BELIEVES THAT SOCIAL INVESTMENT DRIVES TRANSFORMATION

Free professional training for youth and disabled people, in the areas of Administration and Information Technology focused on employing skilled professionals in the economy of the future.

Indication of preselected graduating students to partner companies, and assistance in complying with the Law on Learning and the Law on Quotas for Disabled People.



39,000+ students graduated under a 23 years track record



49% increase in household income of students



1,400+ students have completed IOS courses



800+ students employed with IOS assistance



IOS – Instituto da Oportunidade Social (Institute of Social Opportunity)



#WEARETOTVERS CULTURE

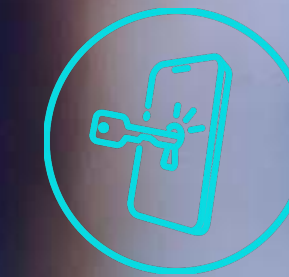
defines our essence



WE VALUE GOOD PROFESSIONALS WHO ARE GOOD PEOPLE



WE ARE DRIVEN BY RESULTS



WE INVEST IN TECHNOLOGY THAT MAKES IT POSSIBLE



WE BUILD LONG-TERM RELATIONSHIPS WITH OUR CLIENTS



WHEN WE COLLABORATE, WE BECOME STRONGER

By geographic location (own units)

9,916 in Brazil



292 abroad



ARG



MEX



USA



COL

By gender



63%



37%

By leadership position



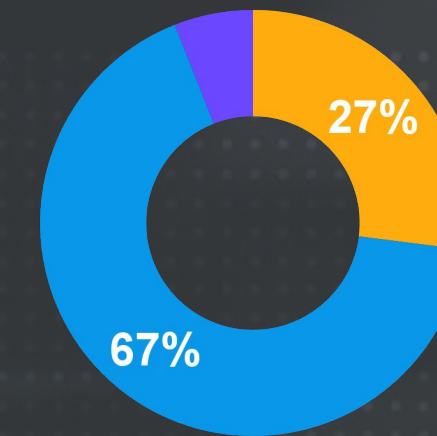
65%



35%

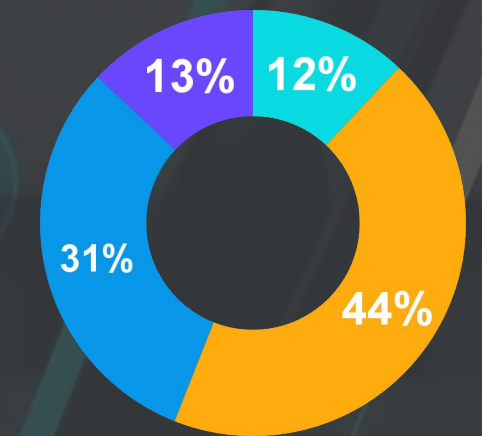
By age

- Up to 30
- From 30 to 50
- Older than 50



By activity

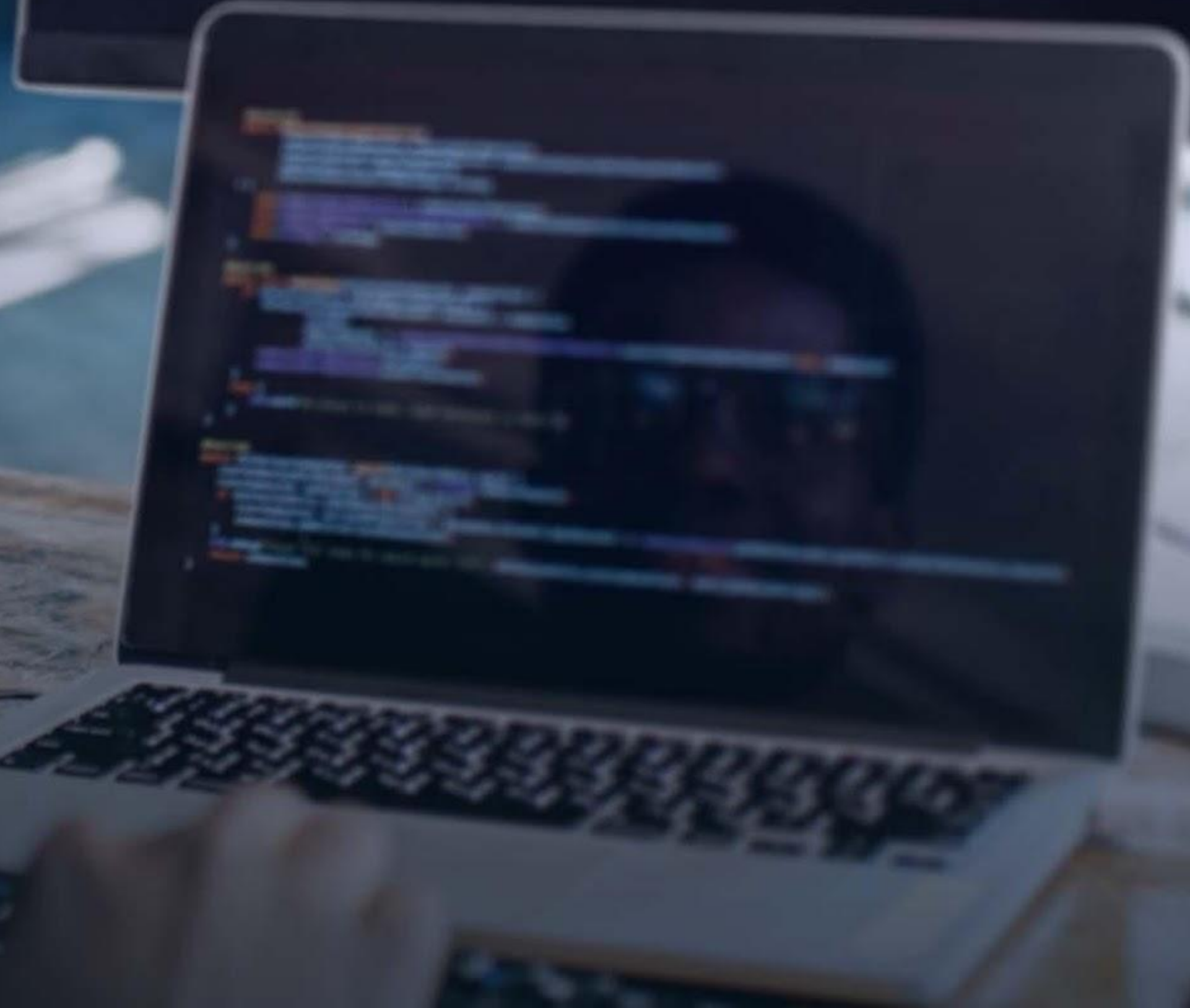
- R&D
- Services
- Adm / Others
- Sales





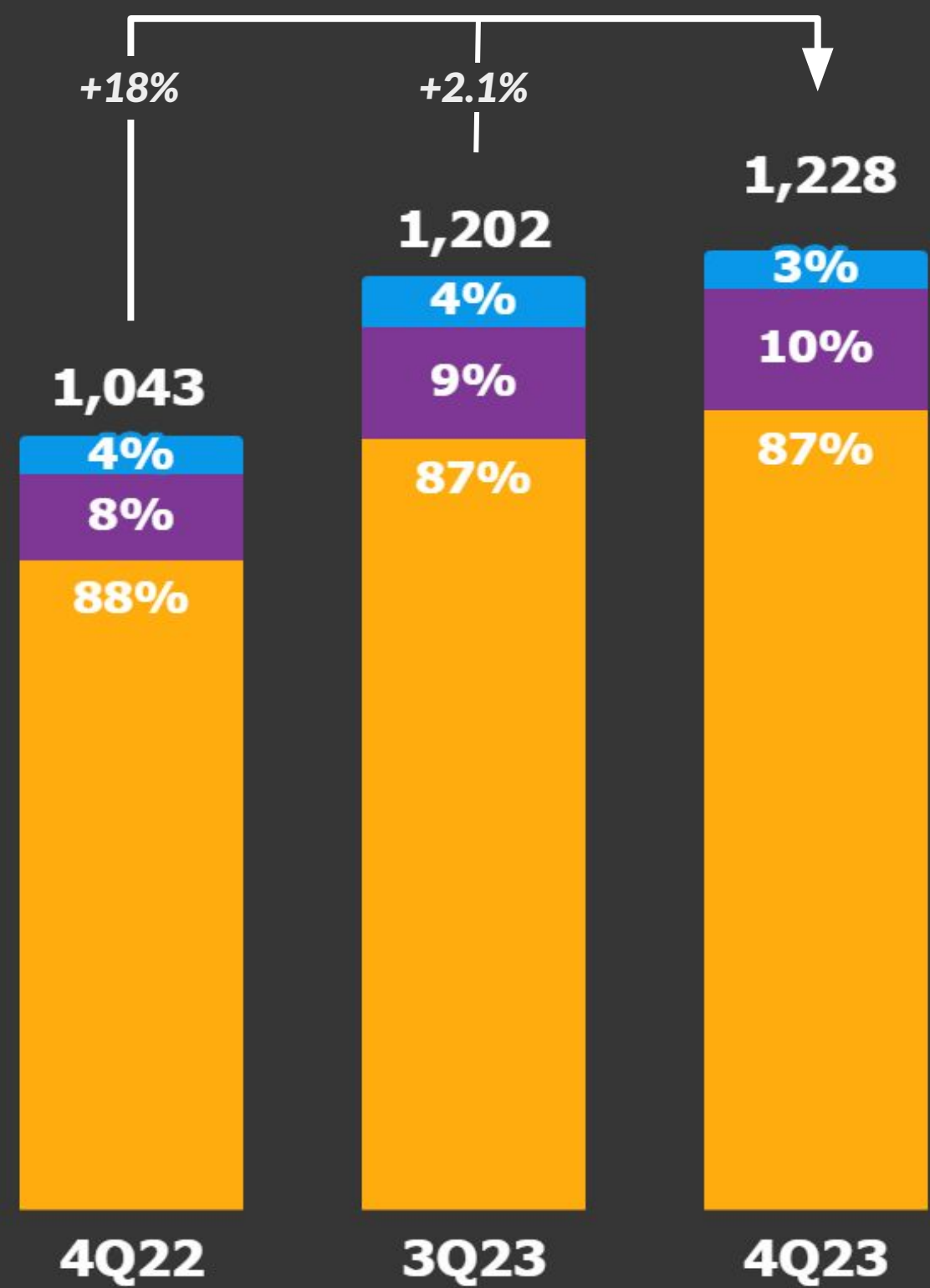
04

QUARTERLY RESULTS 4Q23



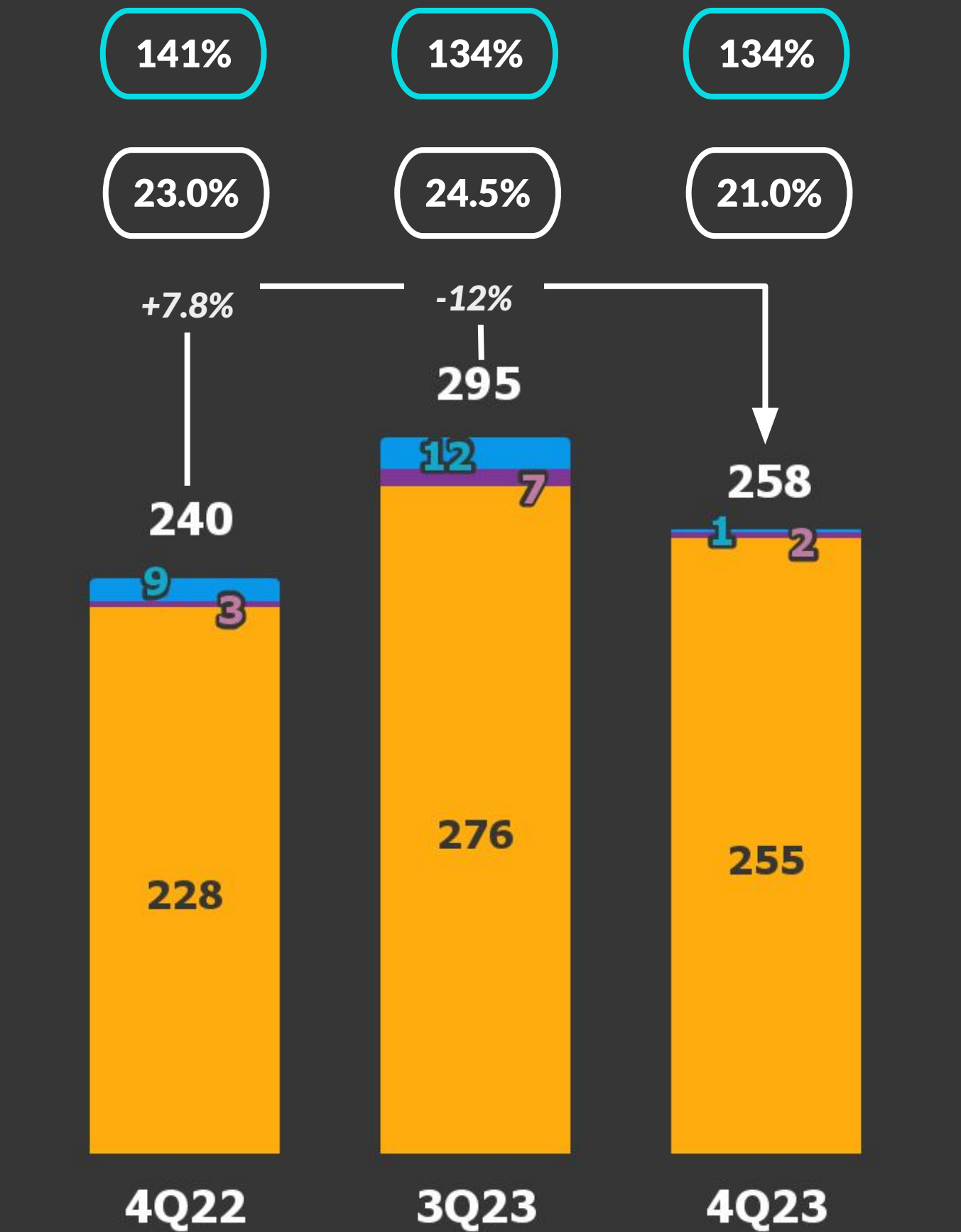
CONSOLIDATED RESULTS (R\$ million)

NET REVENUE



● Management ● Biz Performance ● Techfin⁽¹⁾

ADJUSTED EBITDA⁽²⁾

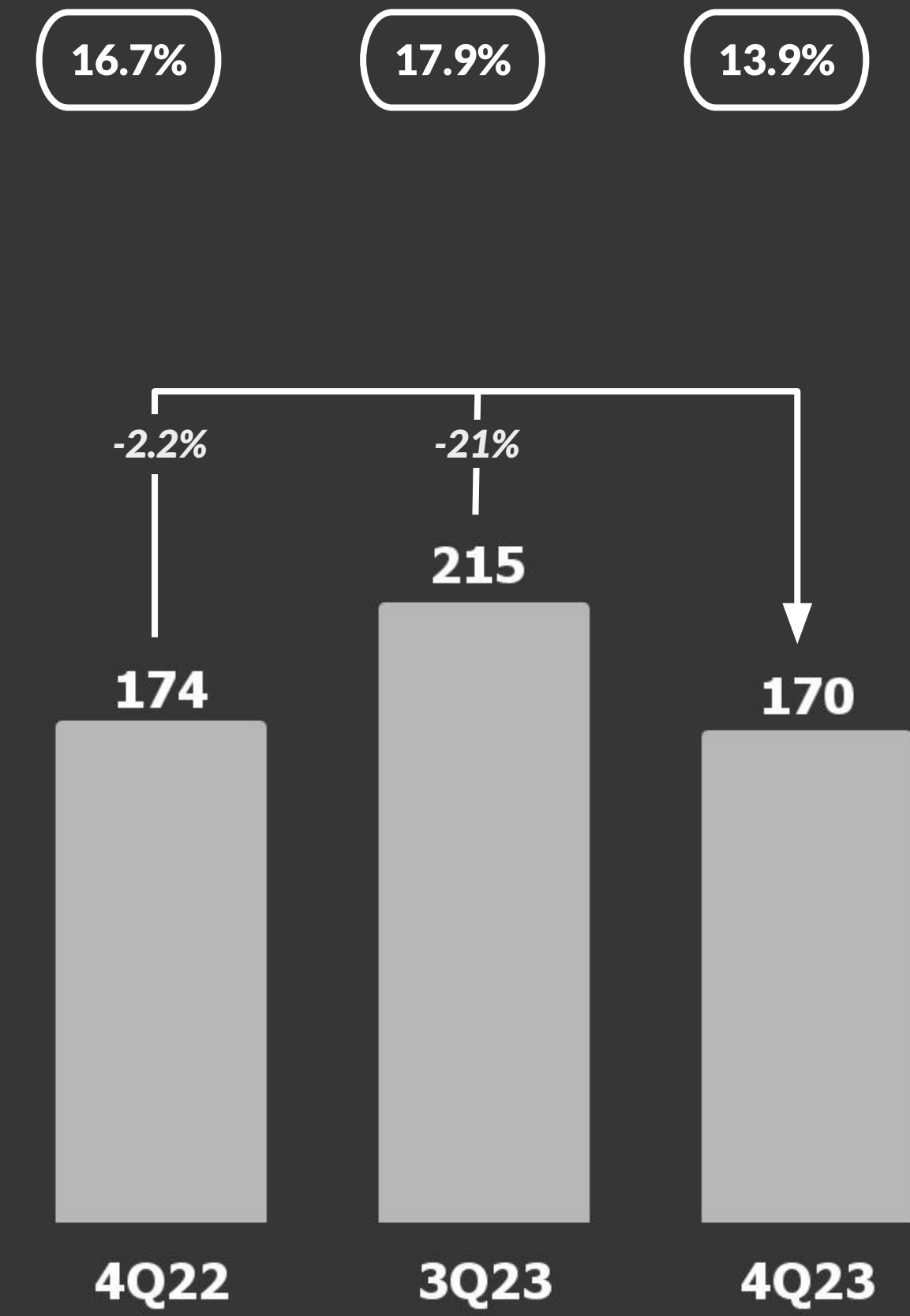


● Management ● Biz Performance ● Techfin⁽¹⁾

○ Op. Cash Generation / Adjusted EBITDA (Management + BP)

○ Adjusted EBITDA Margin

CASH EARNINGS



○ Cash Earnings Margin

(1) Considers Techfin Revenue at 50%, net of funding cost

(2) Adjusted EBITDA, excluding extraordinary items, plus 50% of Techfin's EBITDA

16% Net Revenue growth vs. 4Q22,
with emphasis on the **Net addition of ARR of R\$164 million** in 4Q23

RECURRING REVENUE

R\$920 million (+16% vs 4Q22)

% Recurring Revenue: **86%**
 Cloud Revenue: **+34%** vs. 4Q22
 Signings SaaS: **+34%** vs. 4Q22

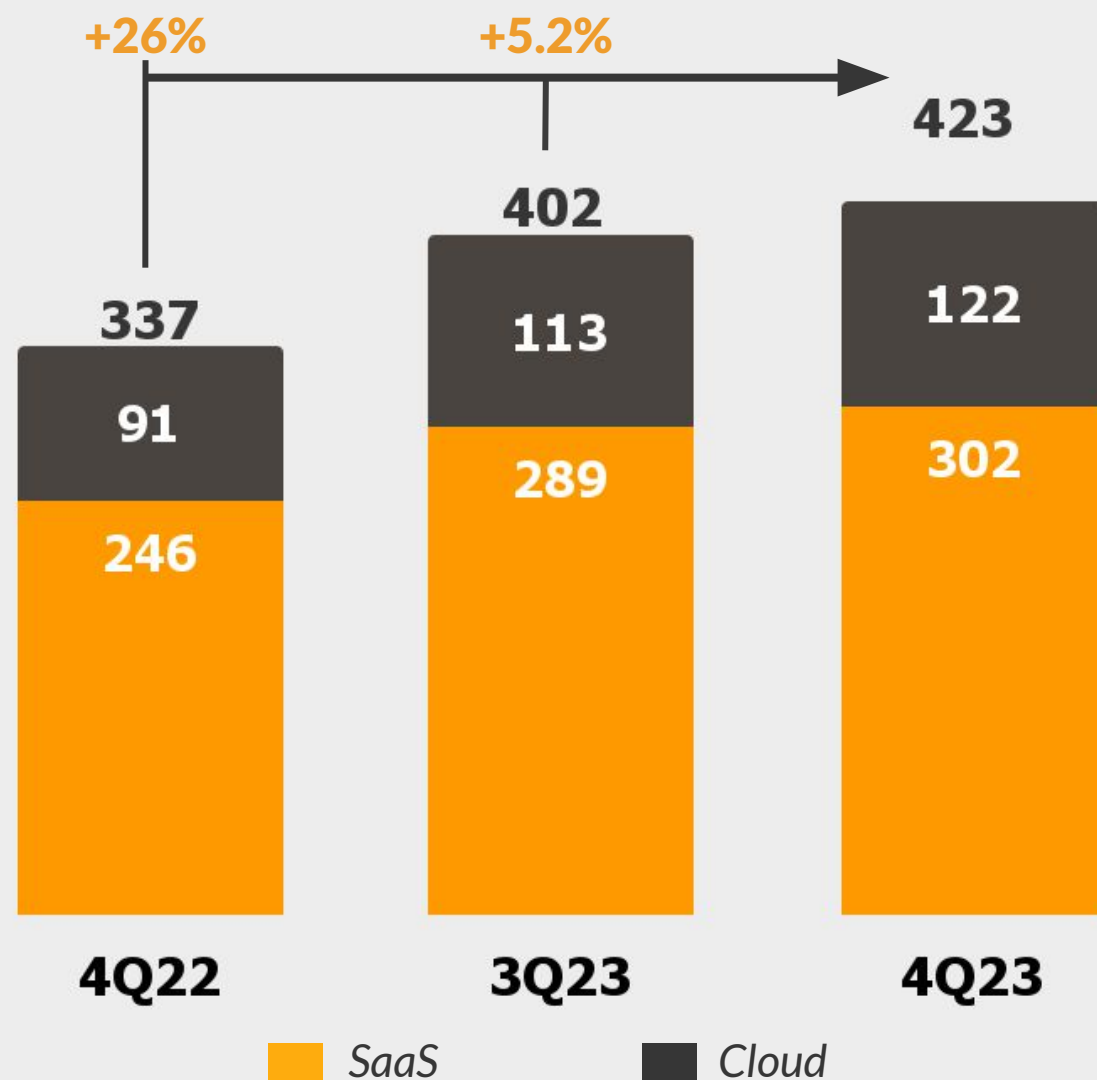
ARR NET ADDITION

R\$164 million

Recurring Revenue vs. ARR:
88,0% - 3Q23
87,5% - 4Q23

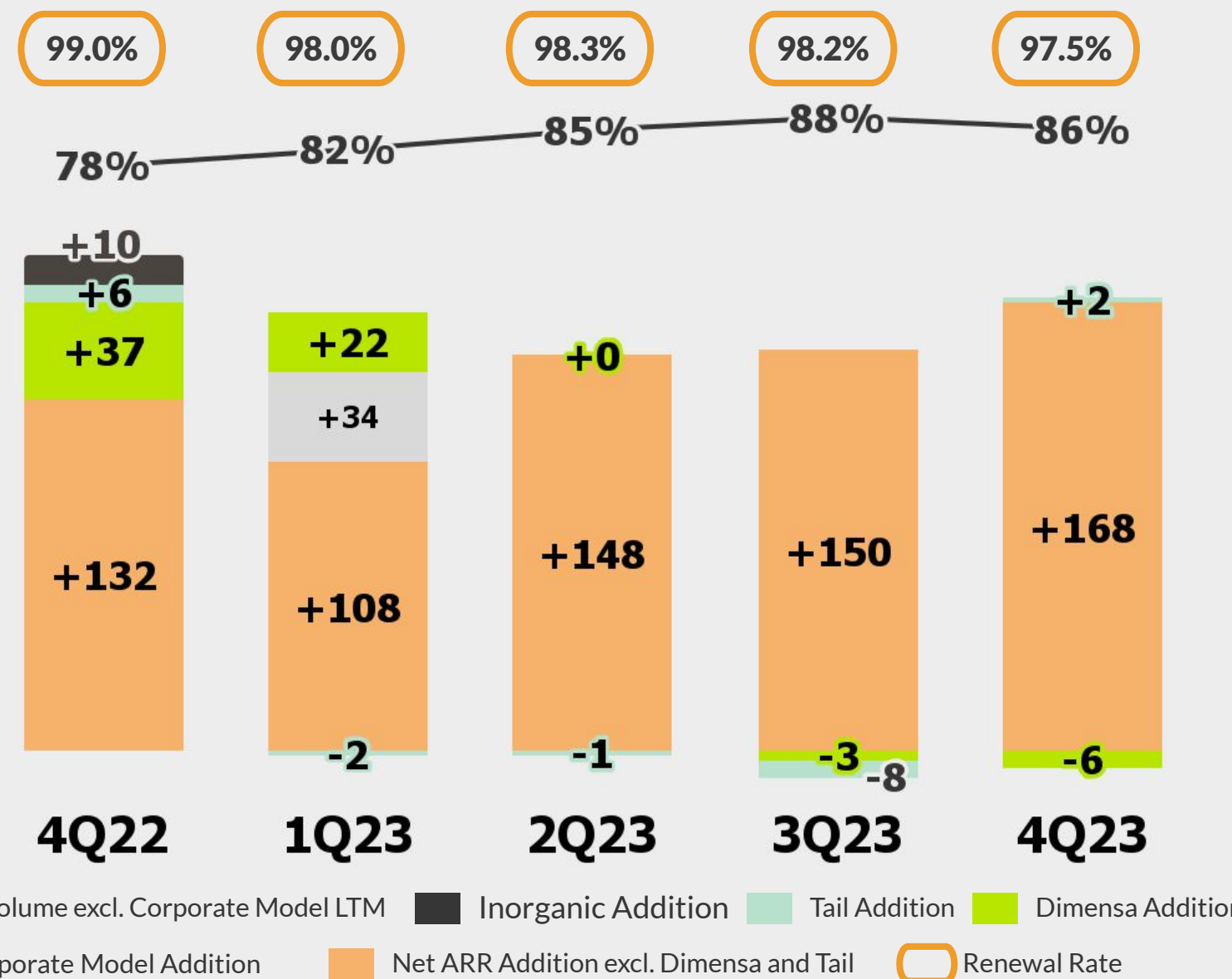
SaaS - MANAGEMENT

(R\$ million)



ARR Addition (R\$ million)

Volume LTM (excl. Corporate Model)



Highlights

Management Cohort

Year	Cohorts until 2018	2019 Cohort	2020 Cohort	2021 Cohort	2022 Cohort	Total Growth
2018	100%	0%	0%	0%	0%	100%
2019	100%	5%	0%	0%	0%	105%
2020	100%	13%	5%	0%	0%	118%
2021	100%	26%	12%	10%	0%	133%
2022	100%	54%	29%	27%	0%	162%
2023	100%	73%	38%	32%	10%	180%

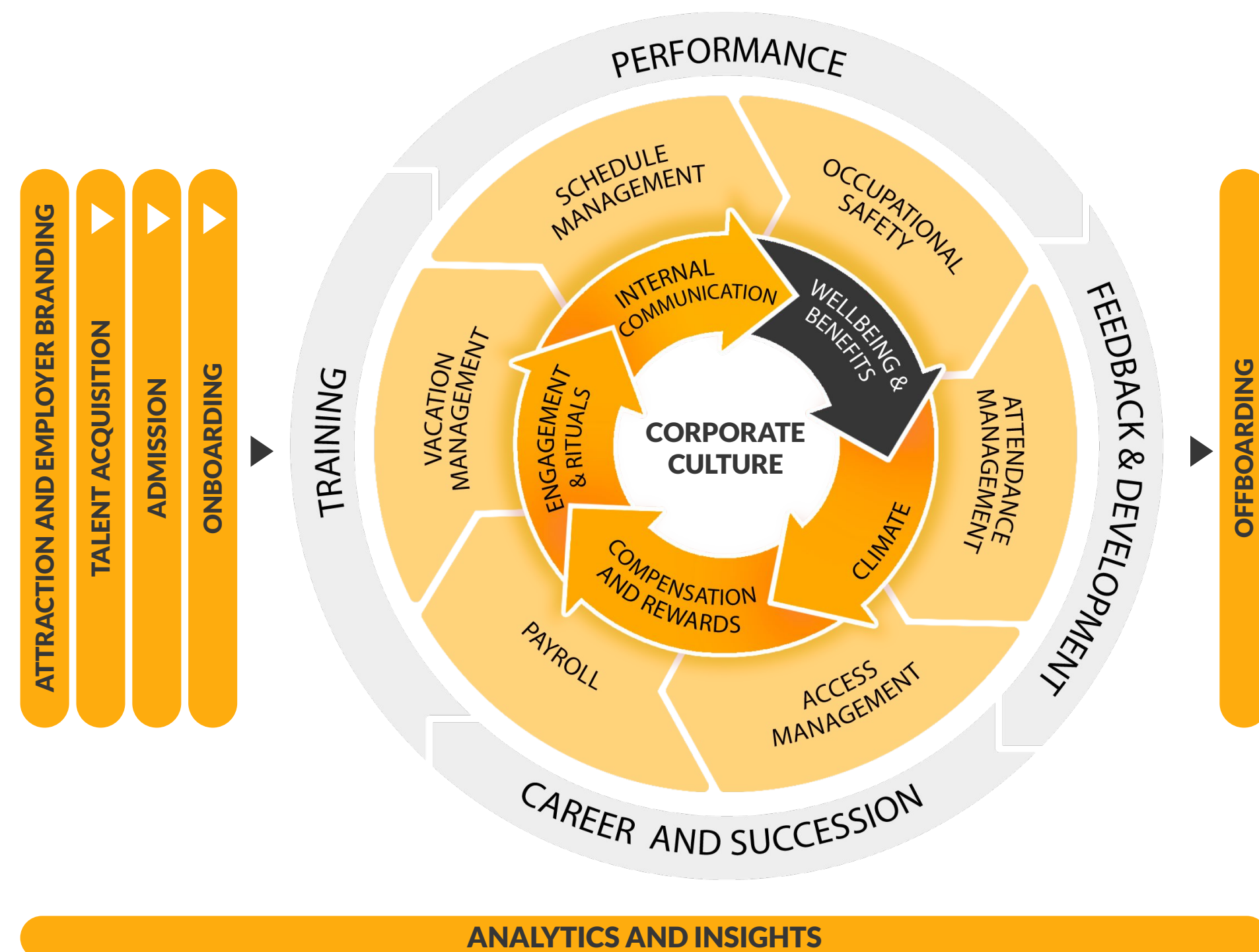
Legend: 2022 Cohort (lightest grey), 2021 Cohort (light orange), 2020 Cohort (orange), 2019 Cohort (grey), Cohorts until 2018 (dark grey)

- The growth of Cohorts over the years makes the lifetime value of our client base incalculable.

TOTVS' HR portfolio combines our expertise in software development and business rules with strategic partnerships and selected acquisitions.

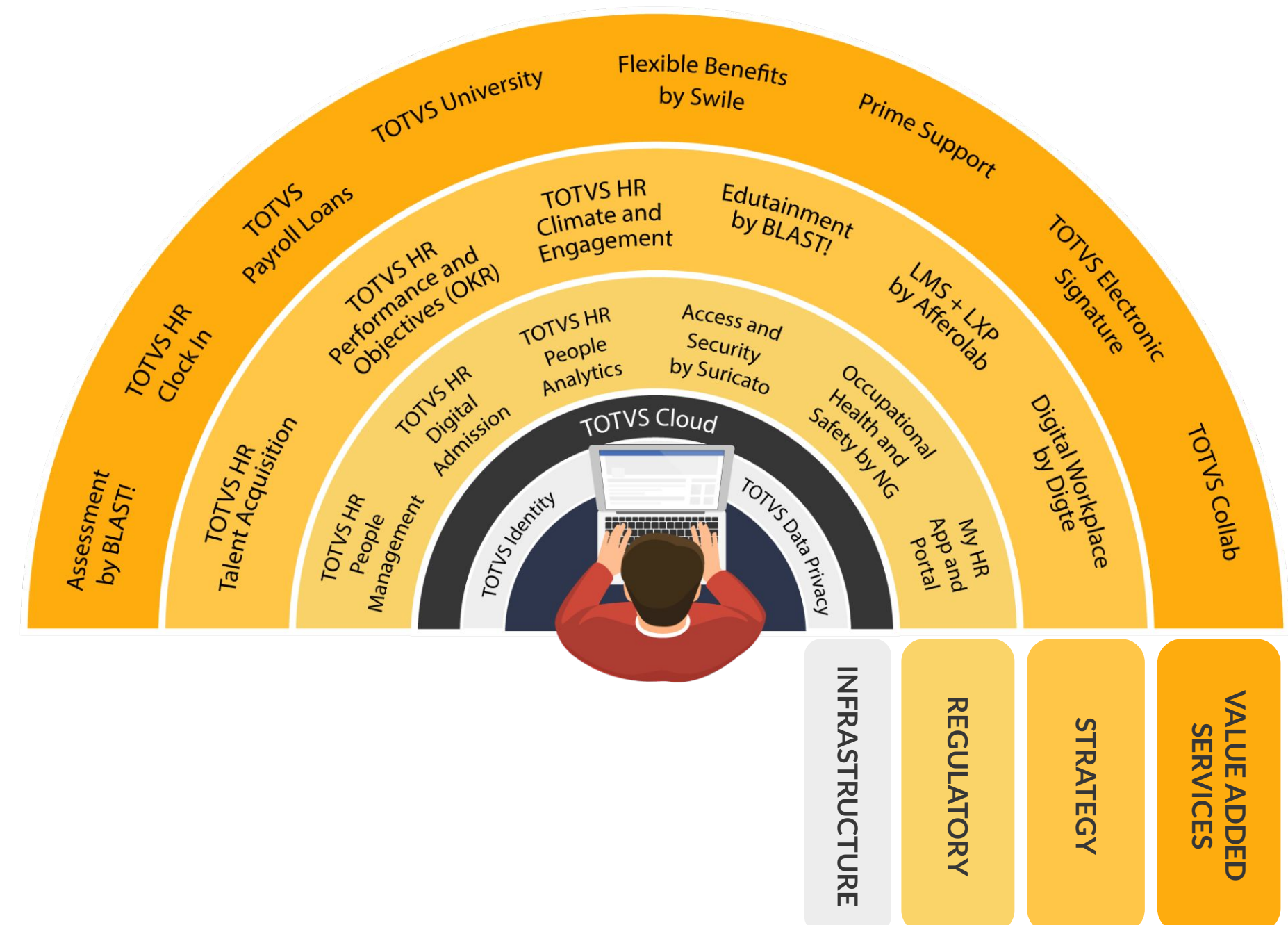
We started with a clear and innovative vision

Development, in 2021, of our own conceptual framework with our vision for the reference in human experience management (HXM):



We deliver our HXM vision with the most comprehensive portfolio in the Brazilian market

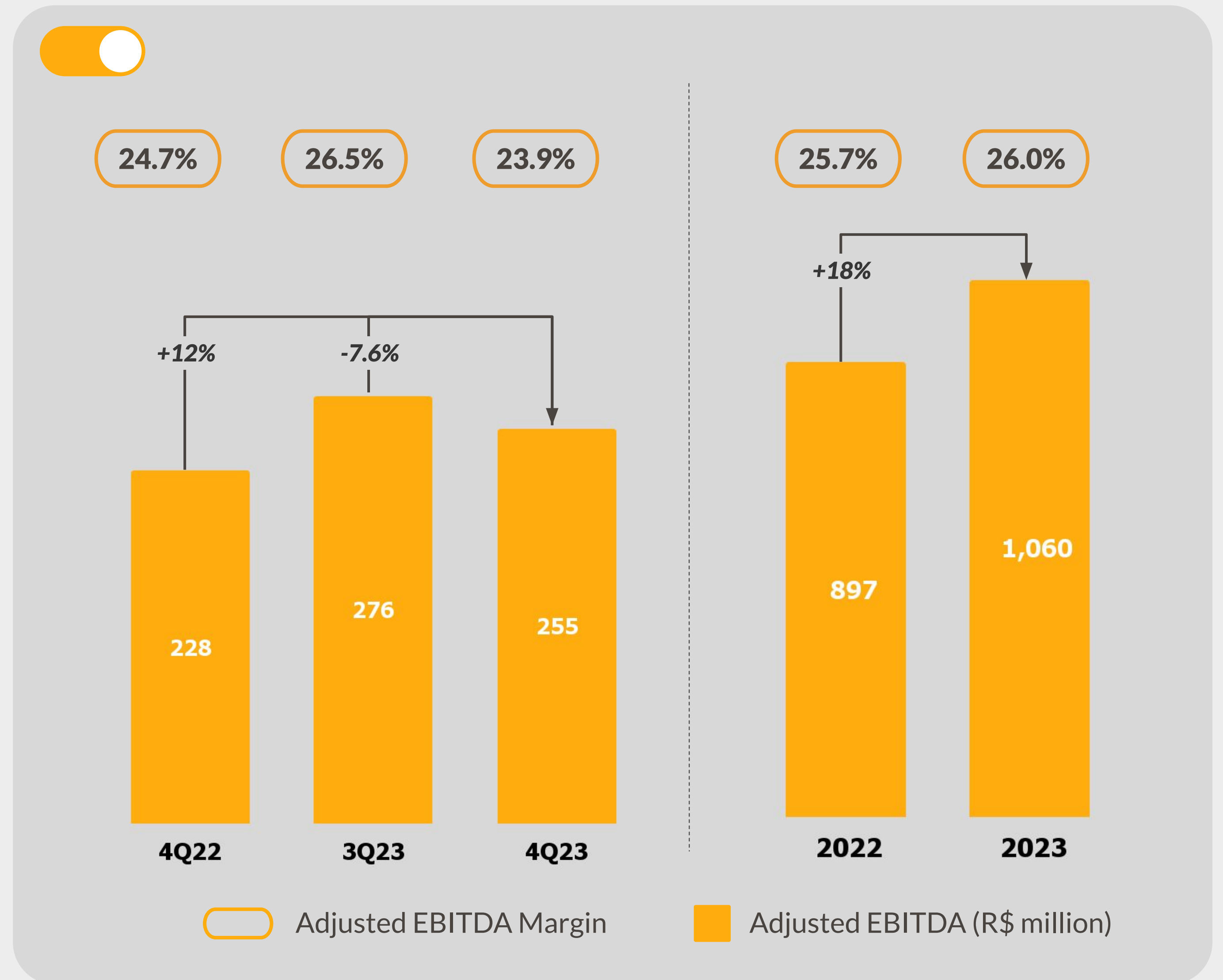
In 2024, with the acquisition of Ahgora Sistemas, we will complete our new product portfolio that fully meets the HXM structure:



ADJUSTED EBITDA

Management Adjusted EBITDA ended 3Q23 at R\$255 million, growth of 12% year over year, and with an Adjusted EBITDA Margin of 23.9%, 80 basis points lower than 4Q22, mostly related to seasonal factors and the one-offs from Dimensa, Contingencies and ILP (Long-Term Incentives).

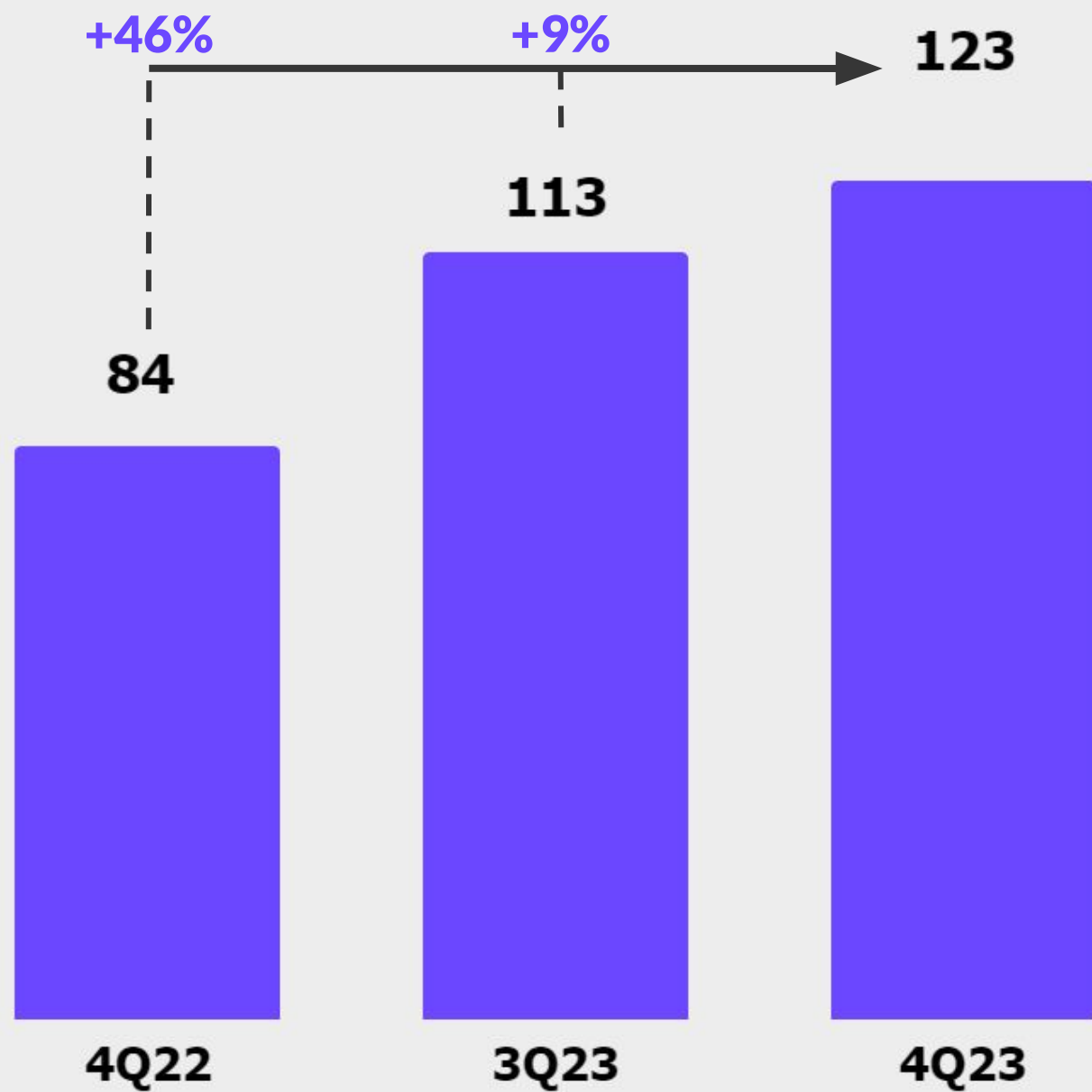
In the year to date, Management Adjusted EBITDA exceeded R\$1 billion, and Adjusted EBITDA Margin of 26%, 30 basis points above 2022, which reflects the scalability of the dimension recurrence model.



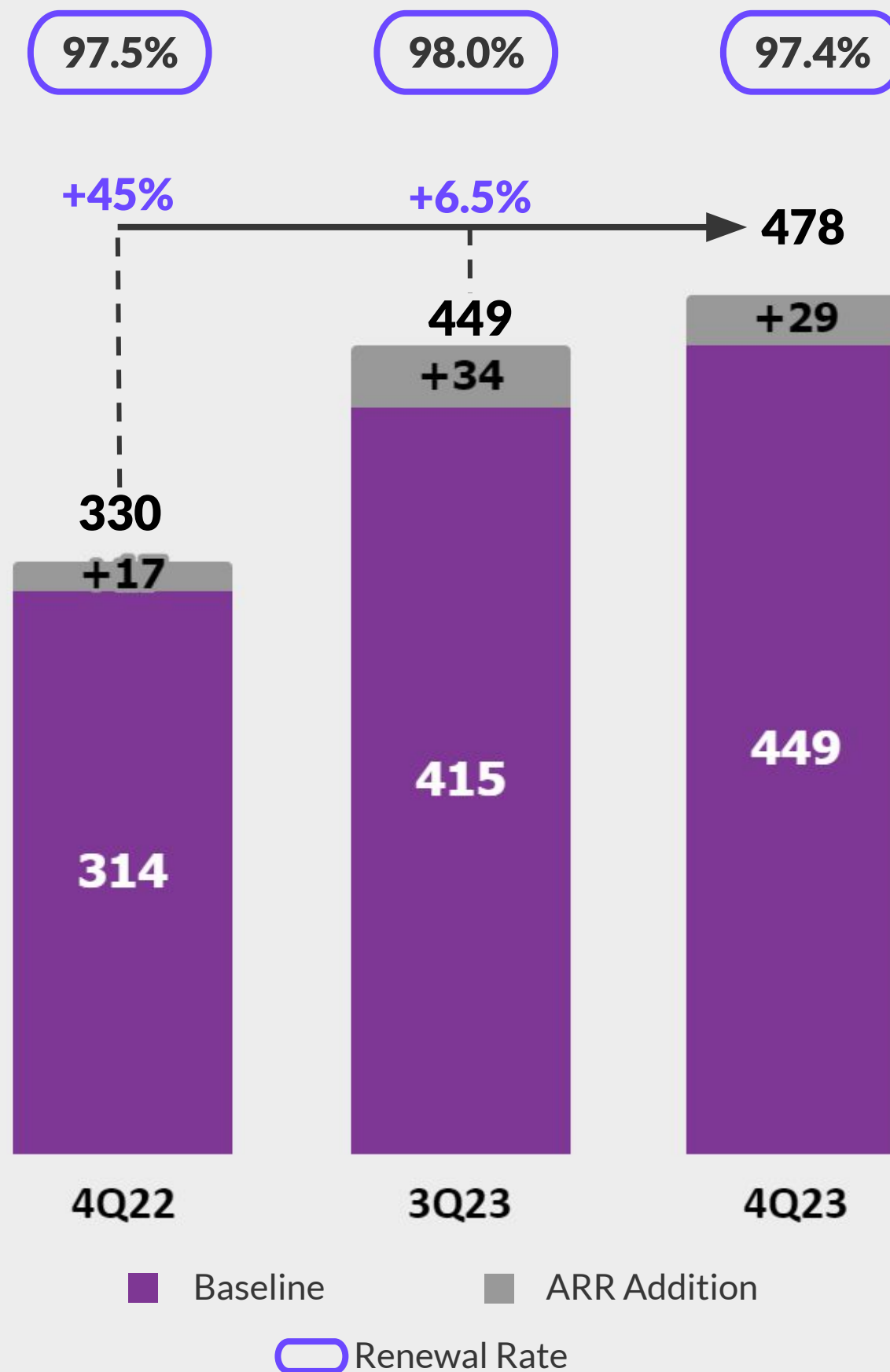
/// 4Q23 - BUSINESS PERFORMANCE

Business Performance **Revenue increased 46% year over year**
and the ARR of the dimension grew 45% over 4Q22

NET REVENUE (R\$ million)



ARR (R\$ million) and RENEWAL RATE



✕
Highlights

- ◆ **PARTICIPANTS**
~20 thousand (+2x vs. 2022)
- ◆ **CLIENTS AND PARTNER AGENCIES**
+9 thousand (+85% vs. 2022)
- ◆ **SPONSORS**
+160 (+2x vs. 2022)

/// 4Q23 - SOLUTIONS SUITE FROM SINGLE TO MULTIPRODUCT



RD Station Solutions Product Portfolio



Digital Marketing
Automation and
Management



Automation of
customer service to
sell more



Virtual assistant
trained with
personalized data to
qualify leads via
integrated chat



Process control to
boost sales



Increase in
commercial efficiency



Control of sales made
by online stores and
marketplaces

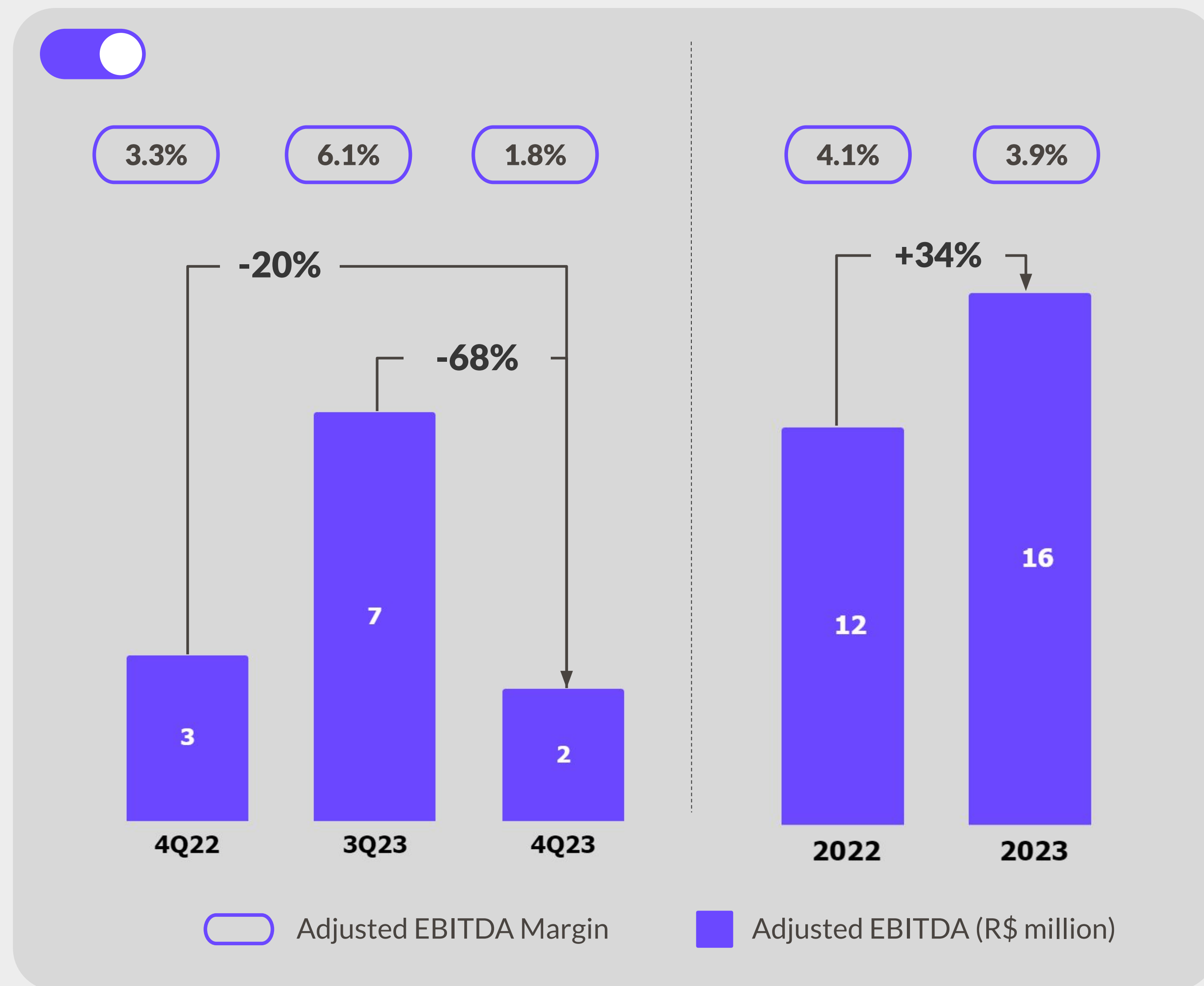


Complete platform to
manage and expand
customer online store

ADJUSTED EBITDA

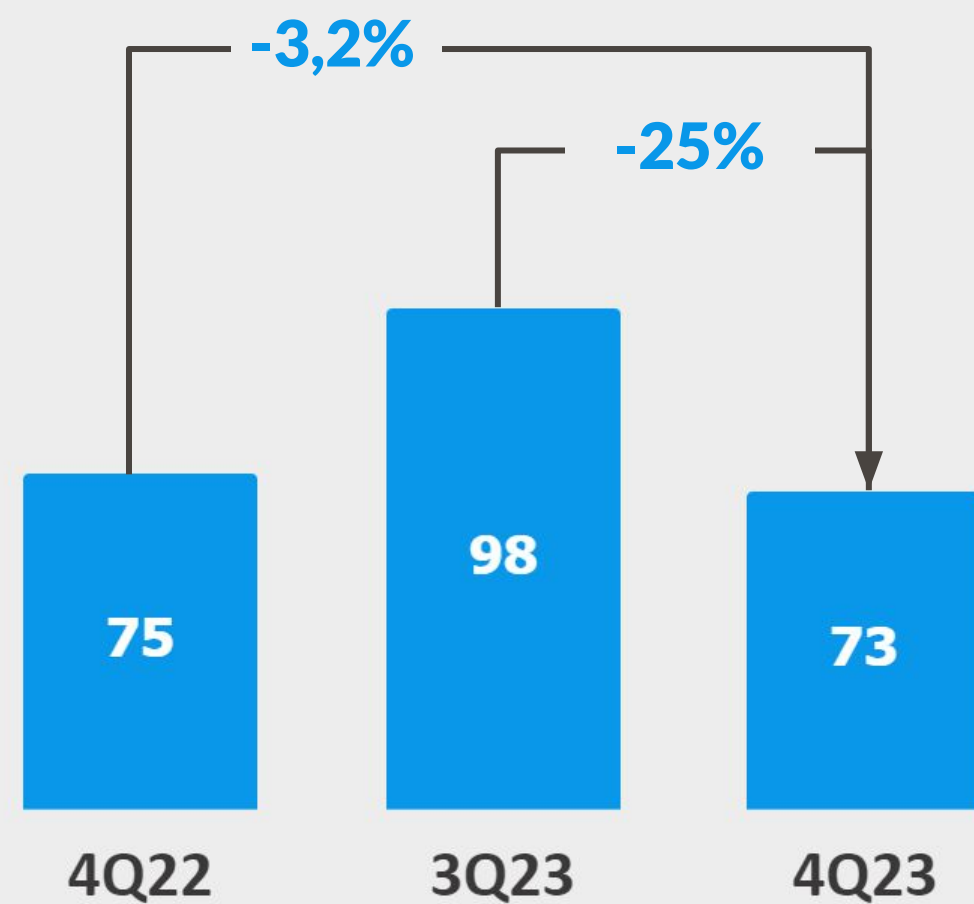
Adjusted EBITDA ended the quarter at R\$2.2 million, with an EBITDA Margin of 1.8%. The year over year and quarter over quarter reductions are mostly associated with the RD Summit. Disregarding the effect of the increase in RD Summit's investment, BP's EBITDA would be R\$9.8 million in 4Q23, with an EBITDA Margin of 8%.

In the 12-month period, the Adjusted EBITDA Margin was 3.9%, 20 basis points lower than 2022, mainly due to the increase in investment in RD Summit and the acquisitions of Lexos and Exact Sales.

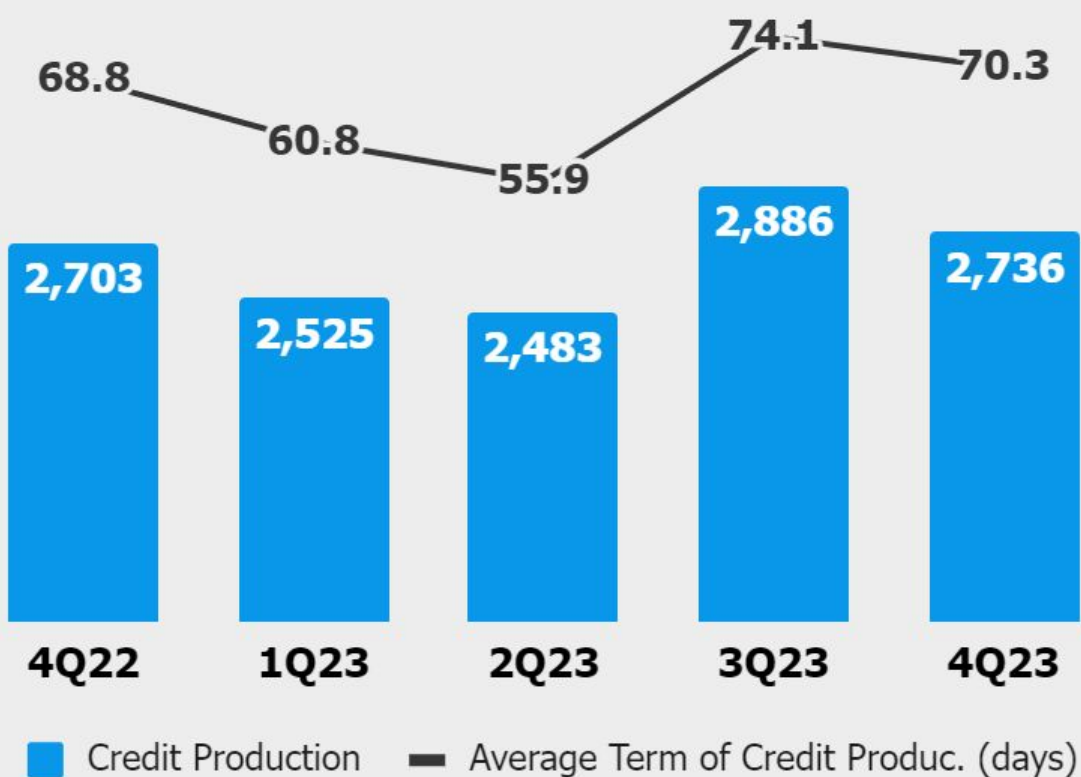


The 4Q23 credit portfolio already includes the participation of **Itaú's FIDC**, which has greater efficiency in funding, and **Delinquency above 90 days at Techfin continued to fall and lower than the Brazilian Average**

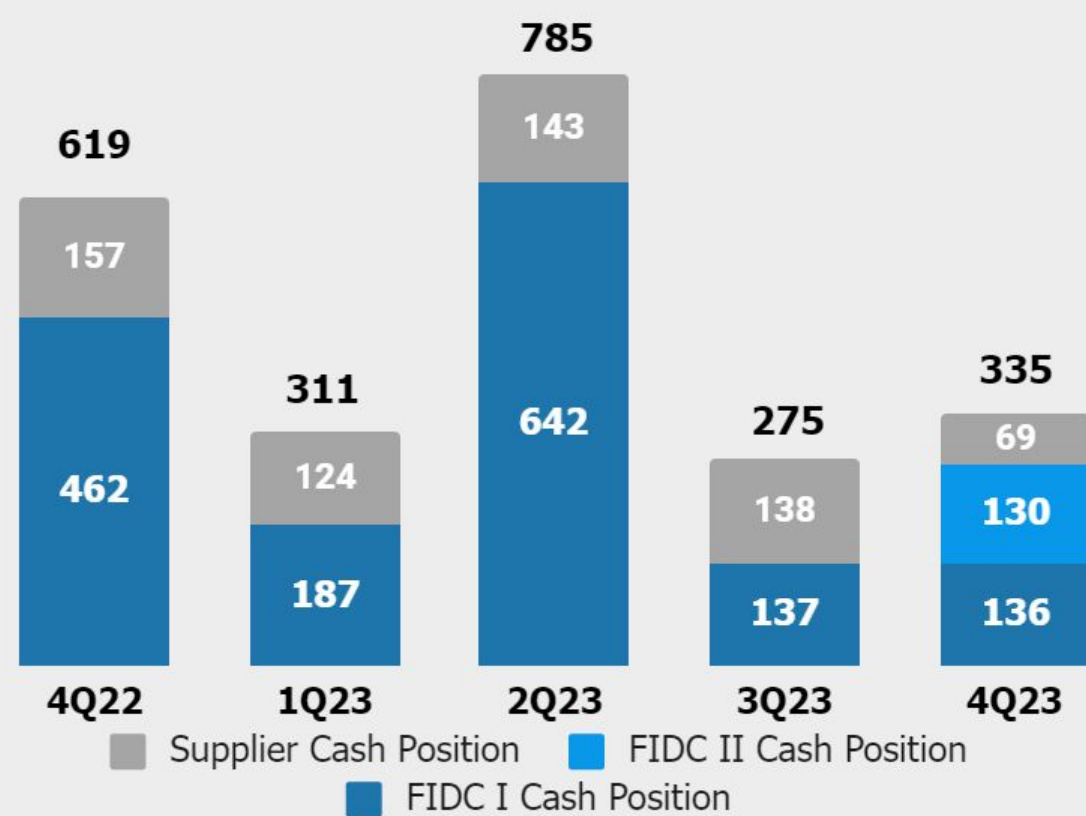
Techfin Revenue Net of Funding (R\$ million)



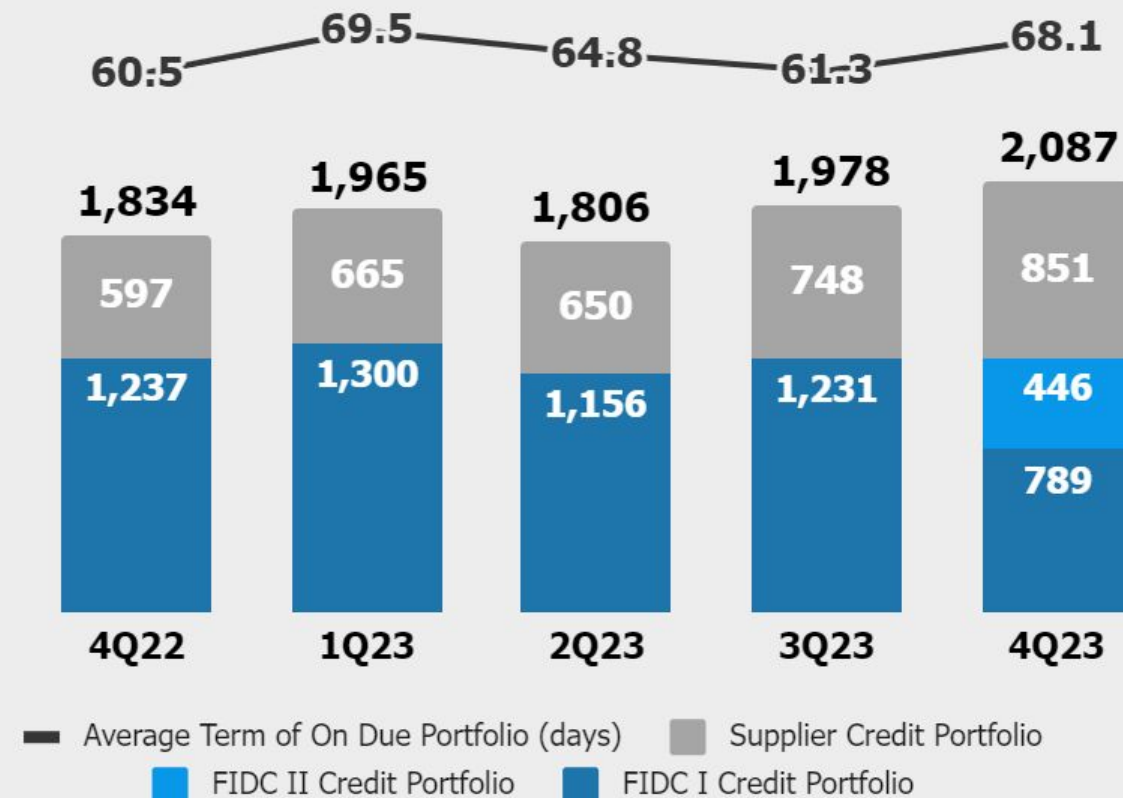
Credit Production (R\$ million)



Supplier Cash Position (R\$ million)



Credit Portfolio (R\$ million)



Highlights

Delinquency above 90 days

Quarter	Supplier (%)	Brazil Average ⁽¹⁾ (%)
4Q22	1.5%	3.4%
1Q23	1.7%	3.6%
2Q23	1.9%	3.9%
3Q23	1.6%	4.0%
4Q23	1.5%	4.1%

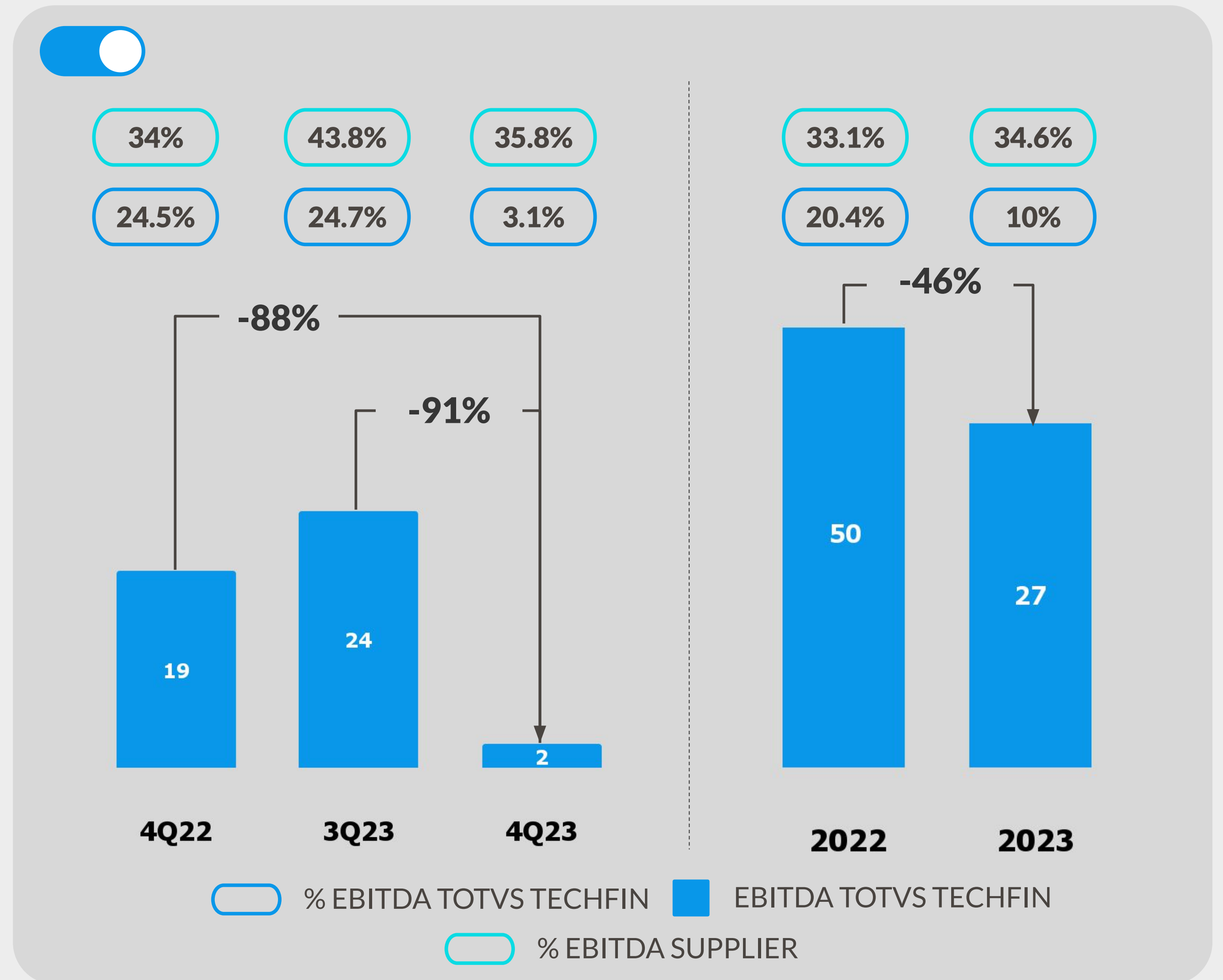
➤ The reduction in delinquency in 4Q23 compared to 3Q23 is mainly due to the reduction in Supplier's delinquency levels from 1 to 90 days in previous quarters.

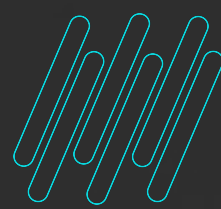
Notes: (1) Source: Banco Central do Brasil (www.bcb.gov.br/estatisticas/estatisticasmonetariascredito) > tabelas.xls > Tabela 23 > MPMe

EBITDA

Techfin's EBITDA ended the quarter at R\$2.3 million and with an EBITDA Margin of 3.1%, a reduction compared to 3Q23 mainly due to the lower Revenue Net of Funding for the dimension in the quarter.

In the year view, the 46% reduction in the dimension's EBITDA is directly associated with increased investments in the development of Techfin's portfolio.





2023 HIGHLIGHTS IN ESG & HUMAN CAPITAL




**PRÓ-ÉTICA
STAMP**

**DIVERSITY &
INCLUSION
POLICY**



ANNUAL GENERAL MEETING
PARTICIPATION OF +80% OF VOTING
CAPITAL AND HAD ALL
RESOLUTIONS APPROVED

**TOTVS + RD STATION
IN GPTW RANKING**
TOTVS AND RD STATION ARE ON THE LIST OF THE
150 BEST COMPANIES TO WORK FOR IN BRAZIL



LATIN AMERICA
EXECUTIVE TEAM 2023

**RECOGNIZED IN
9 CATEGORIES**
INSTITUTIONAL
INVESTOR

**Start
Tech**
Program

**Speed to
Hero**
Program

IOS
+2 THOUSAND
YOUNG
GRADUATES



6TH PLACE IN THE
MERCO
RANKING
ESG RESPONSIBILITY




1^º PLACE
ANEFAC
FOR THE THIRD
CONSECUTIVE YEAR

MAINTENANCE
OF
TOTVS AA+
RATING BY
FITCH



SUSTAINABILITY AND ESG
AGENDA
2024-2026



EXPANSION OF
CARBON
FOOTPRINT
COVERAGE AND
INCORPORATION OF
DATA RELATED TO
SCOPE 3

MSCI
Score
▲ **AA**
vs. A (2022)

iDIVERSA | B3
TOTVS IS ON
TOP 10
AMONG 75 COMPANIES IN B3'S
DIVERSITY INDEX

BEST COMPANY TO
INTERN IN BRAZIL

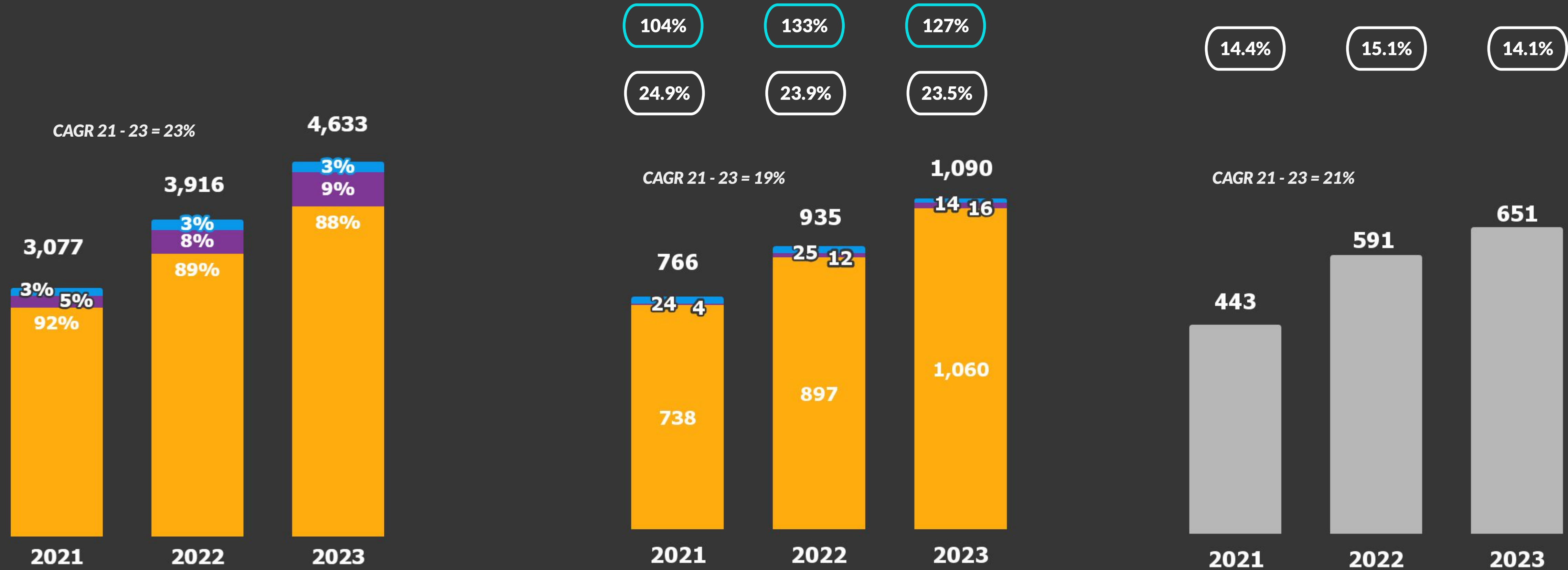
**BEST
INTERNSHIP
EXPERIENCES**

CONSOLIDATED RESULTS 2023 (R\$ million)

NET REVENUE

ADJUSTED EBITDA ⁽²⁾

CASH EARNINGS



● Management ● Biz Performance ● Techfin⁽¹⁾

○ Op. Cash Generation / Adjusted EBITDA (Management + BP)

○ Adjusted EBITDA Margin

○ Cash Earnings Margin

(1) Considers Techfin Revenue at 50%, net of funding cost
 (2) Adjusted EBITDA, excluding extraordinary items, plus 50% of Techfin's EBITDA

THANKS



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We value good professionals who are good people



We are driven by results



We invest in technology that makes it possible



We build long-term relationships with our clients



When we collaborate, we become stronger

#SOMOSTOTVERS

