

EARNINGS VIDEO CONFERENCE 3Q25

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



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.

3Q25 - CEO MESSAGE







3.3x increase in applied Limits.



~3x increase in the PIX¹ average ticket

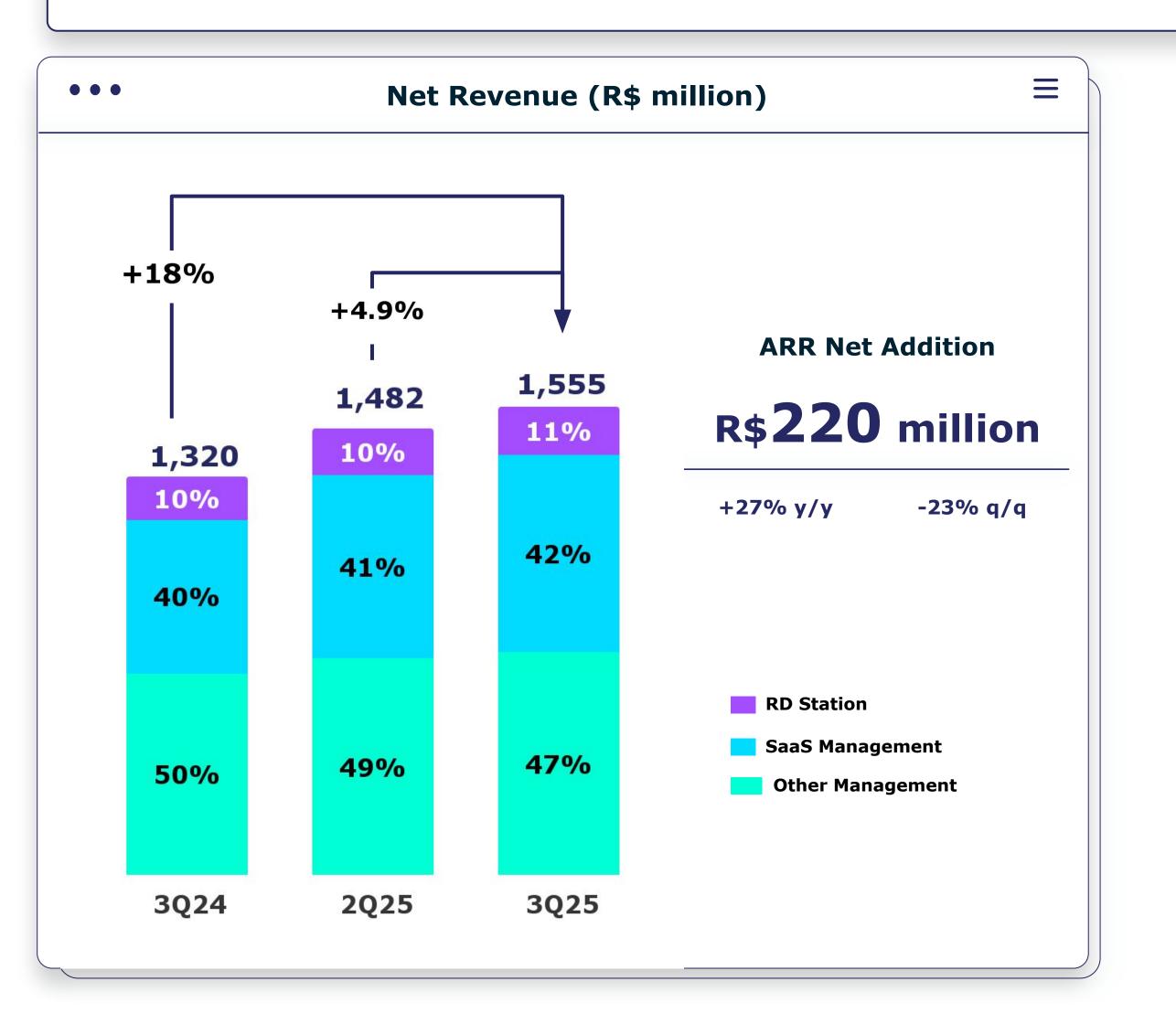


Delinquency ~67% below the market average.

3Q25 - CONSOLIDATED



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







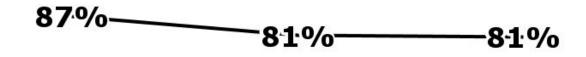


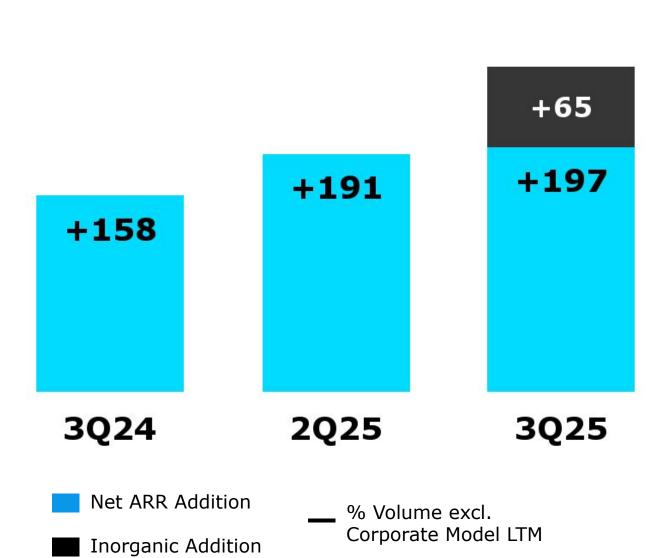


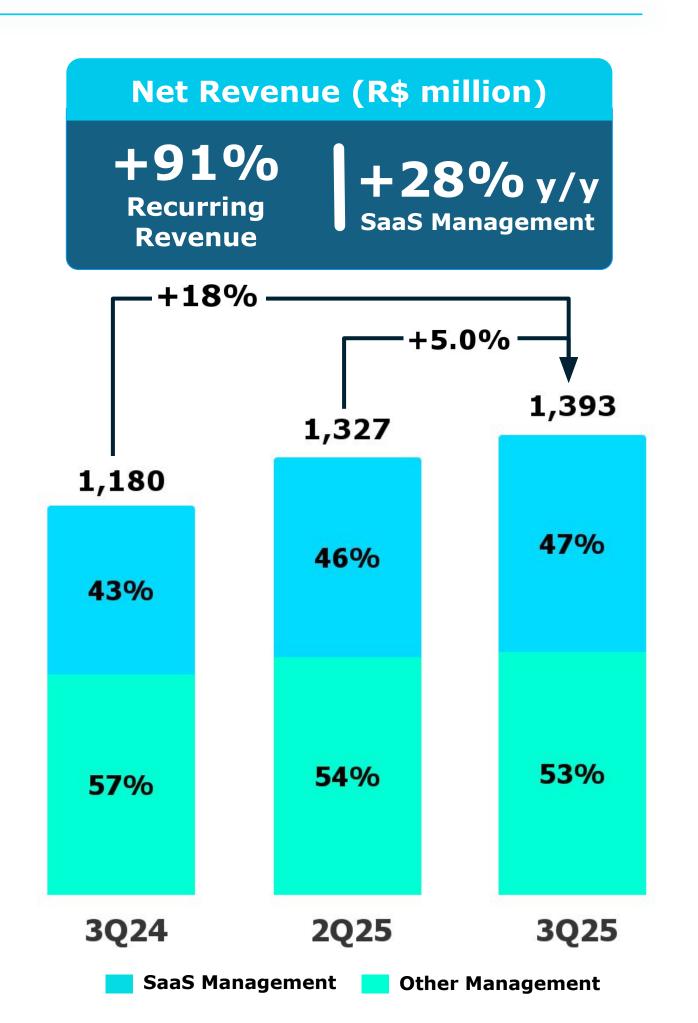


21% y/y growth in Recurring Revenue and 23% y/y in Adjusted EBITDA, resulting in a +110bp y/y Margin expansion

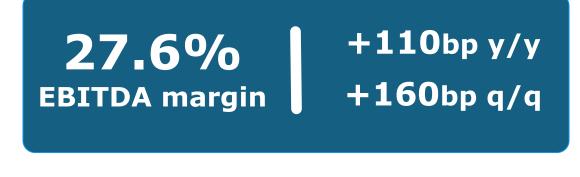
REVENUE

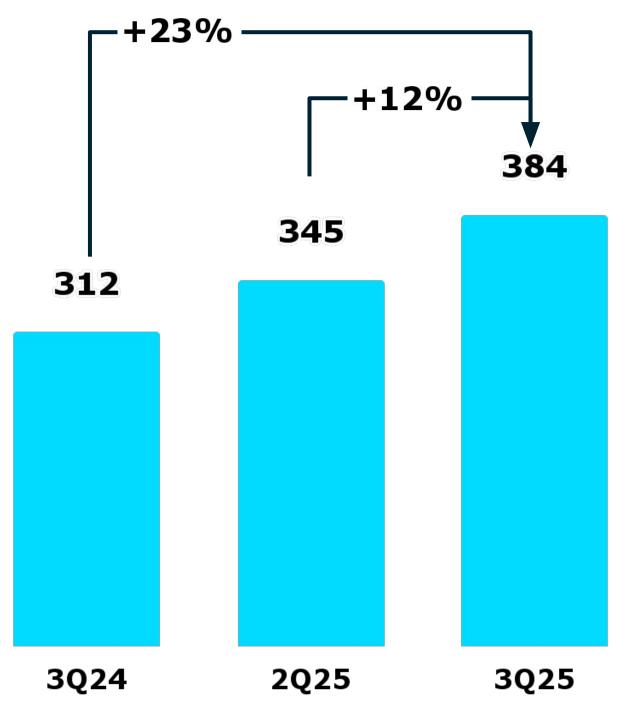






ADJUSTED EBITDA (R\$ million)

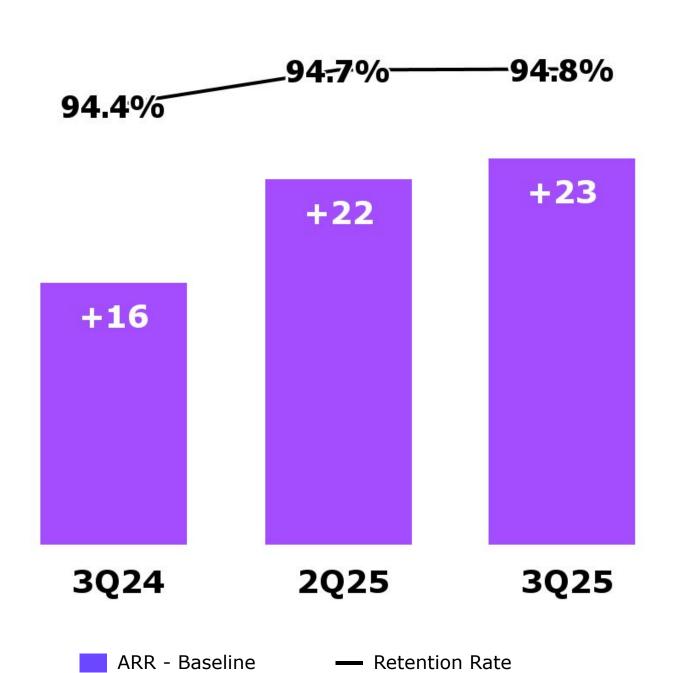




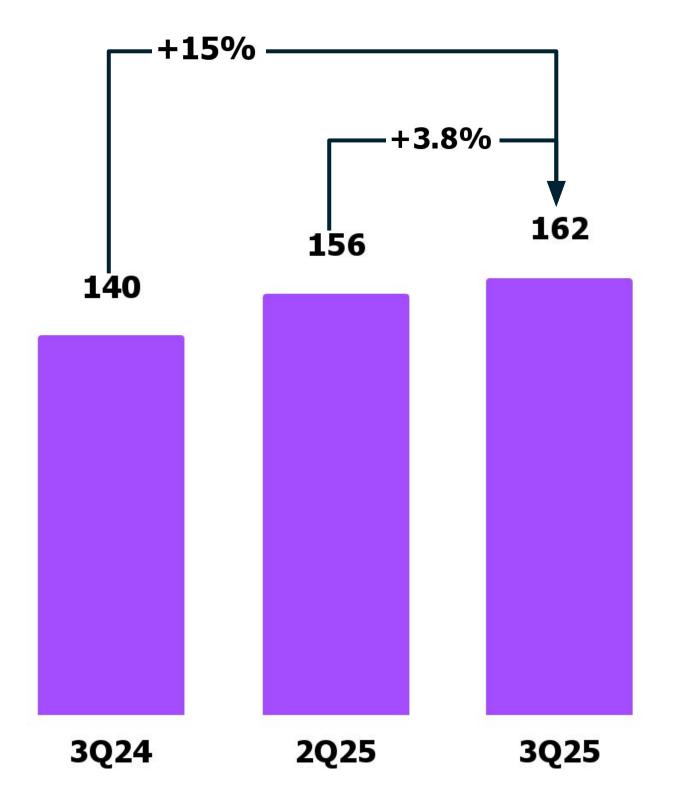


15% y/y growth in Recurring Revenue, with a strong recovery in Net ARR Addition, up 47% y/y.

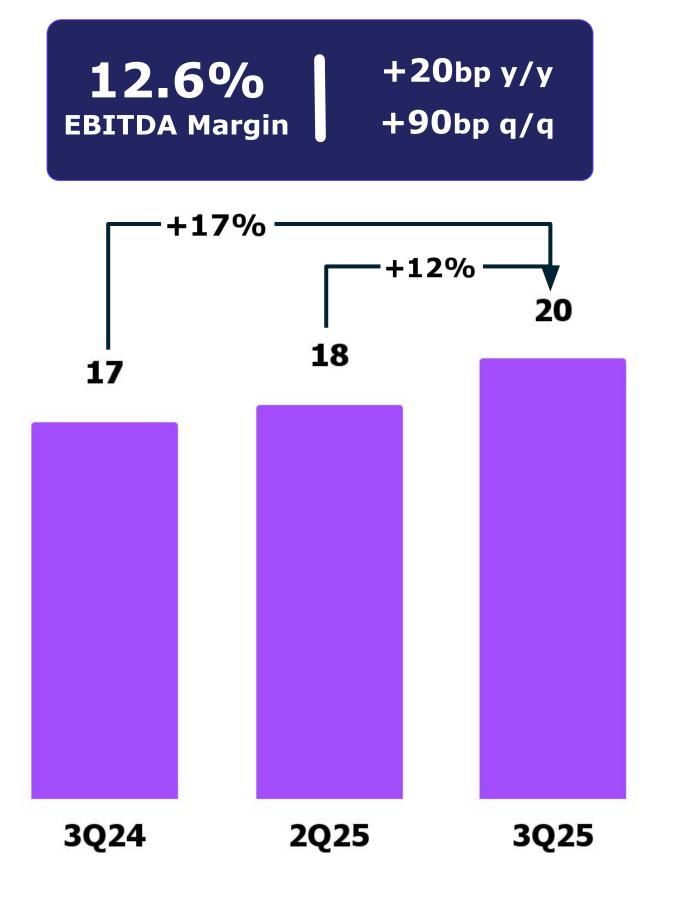
REVENUE



Net Revenue (R\$ million)



ADJUSTED EBITDA (R\$ million)



3Q25 - TECHFIN

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

REVENUE

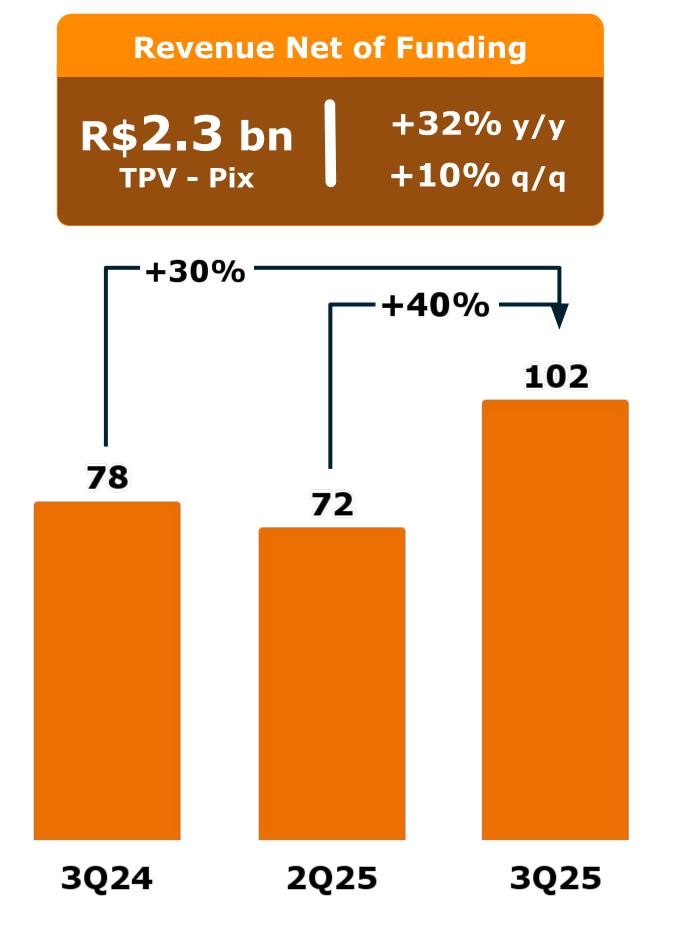
NET INCOME (R\$ million)

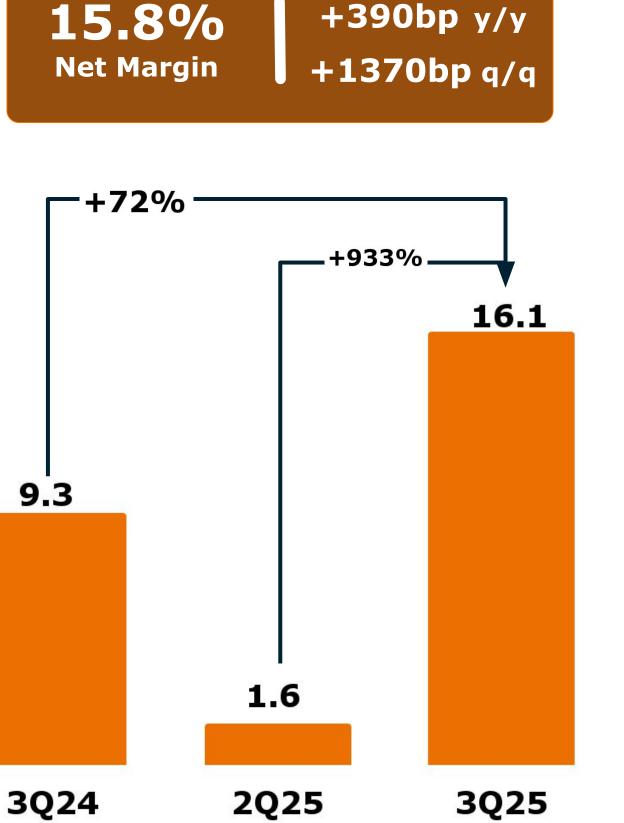
Credit Production (R\$ billion) 67.1 days +4.7% y/y +11.3% q/q **Average term** ⁻+11% ⁻ +4.8% -3.4 3.2 3.0

2Q25

3Q25

3Q24





Thanks



Investors Relations

+55 (11) 99585-7887 ir@totvs.com.br











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