MATERIAL FACT
LAUNCH OF LYNN (AI FOUNDATION)

TOTVS S.A. (B3: TOTS3) ("TOTVS" or "Company"), hereby announces the official launch of **LYNN**, the first B2B AI (Artificial Intelligence) foundation in the Brazilian market.

LYNN is a specific-purpose AI foundation based on the concept of Artificial Narrow Intelligence (ANI). Being specialized, LYNN possesses deep domain context, delivering superior accuracy, performance, governance, and data security to TOTVS customers, at a significantly lower cost. The Company is convinced that ANI is the path to large-scale AI adoption by companies, particularly in SMB (Small and Medium Businesses).

This specialization also enables TOTVS to leverage its most valuable core assets: a diversified customer base of over 70,000 clients, deep functional expertise in management software, control over the System of Record (where a significant portion of the Brazilian GDP flows), and a singular distribution platform. This combination — a foundation in ANI architecture and the Company's strengths — extends TOTVS' leadership into AI.

To accelerate this adoption and the evolution of the LYNN foundation, among other AI assets, TOTVS estimates it will intensify investments, particularly in software CAPEX, by approximately R$75 million per year over the next 4 years, totaling an R&D CAPEX of approximately R$600 million in that period. This investment reinforces the Company's long-term vision, consolidating Artificial Intelligence as one of the pillars of its growth strategy. Through LYNN, TOTVS will be able to do more with less.

The primary monetization of this investment will come through the TaaS (Task as a Service) model, which demands the implementation of four complementary activities: 1) Universalization of T-Cloud: essential to ensure environment control, data governance, and security; 2) Customer Base Preparation: active support for clients in the organization, cleaning, and updating of their databases and system versions; 3) Full Control of Applications: establishing total control over applications and APIs, ensuring visibility, measurement, performance, and precision; and 4) Operational Evolution (Backoffice): enhancement of TOTVS' own back office to enable and operationalize new business and billing models.

The universalization of T-Cloud and the creation of TaaS significantly expand the Company's Addressable Market, expressively increasing the relevance within our client base and reinforcing the role of Trusted Advisors. TOTVS' role is to build the AI agents that execute tasks to improve its customers' results. Our motto, 'staying true to its essence while continuously evolving' is more contemporary than ever.

Additional information regarding the AI strategy is available in the presentation attached to this Material Fact and on the Company's Investor Relations website (ir.totvs.com).

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São Paulo, February 11th, 2026.

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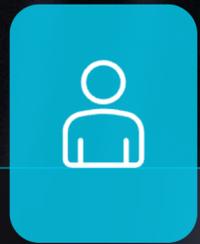**IBOVESPA** B3   **IBRX50** B3   **MLCX** B3   **IGC-NM** B3   **ITAG** B3

Our Purpose

Powering the
evolution
of people and companies

People

It is about highlighting the people behind every business, emphasizing that all growth is driven by them and for them.

Companies

It is about accelerating growth momentum across multiple ways: results, relevance, impact. It is not just growing in size, but also in quality.
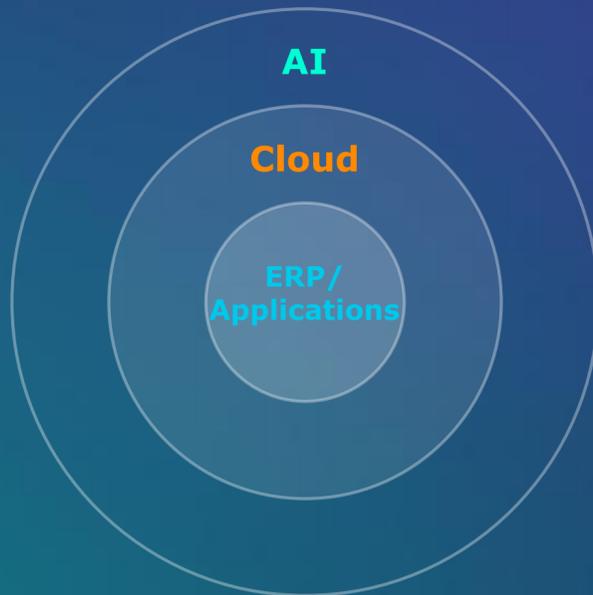
Increase our **relevance** within our clients

We are our client's
trusted advisor

Over the next 5 years,
we aim to

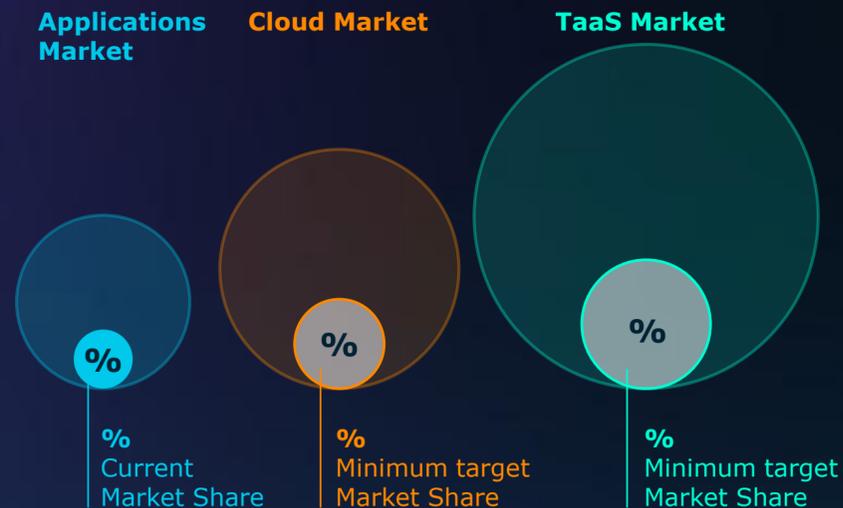**1** **TAM** (Total Addressable Market)
TOTVS in SMB

AI

Cloud

ERP/
Applications

EXPAND our Addressable Market from Applications and SaaS/Cloud to **TaaS** (Task as a Service), within the Brazilian **SMB** market.

TaaS encompasses all forms of task automation, potentially including AI Solutions (as Agents or other formats) as well as HI (human intelligence).

2 **Relevance**

Applications
Market

Cloud Market

TaaS Market

%

%

%

%
Current
Market Share

%
Minimum target
Market Share

%
Minimum target
Market Share

SUSTAIN our **Relevance and Current Market Leadership** in **EXPANDED TAM,** including TOTVS as a whole and, specifically, Management.

3 **Take Rate**

● **Current TOTVS Take Rate**

● **Target TOTVS Take Rate**

Therefore, **INCREASE** TOTVS' **Take Rate** across both Current and New Customers, through the sale of New Solutions as well as revenue retention.

We lead B2B technology in Brazil.
We are extending it into AI.
Thus, we are launching the first
AI foundation in Brazil

We lead B2B technology in Brazil.
We are extending it into AI.
Thus, we are launching the first
AI foundation in Brazil: LYNN

LYNN

It features key components that allow us to **scale the build up of AI agents**

LYNN

It is the first specific purpose AI

Artificial Narrow Intelligence

AI Adoption by clients will be driven by

ANI

And not AGI
(Artificial General Intelligence)

In the B2B context,
ANI outperforms AGI due to:

Superior accuracy and performance

Higher efficiency and lower cost

More reliability and security

Specialization in complex domains

AGI's current stage of development

It is a similar approach to the **successful T-Cloud**

LYNN components are:

LYNN
Agent Builder

Our proprietary platform for building AI Agents.

It provides users access to all leading Generative AI models (LLMs, SLMs), allowing them to choose the most suitable one for each use case.

LYNN
Enterprise Layer

The layer responsible for the orchestration and observability of agents activities, whether executing tasks within their scope or interacting with other application software from TOTVS or third parties.

LYNN
Governance

Responsible for all governance (definition of scope, approval authority/limits) and security in the use of AI resources within the LYNN Foundation.
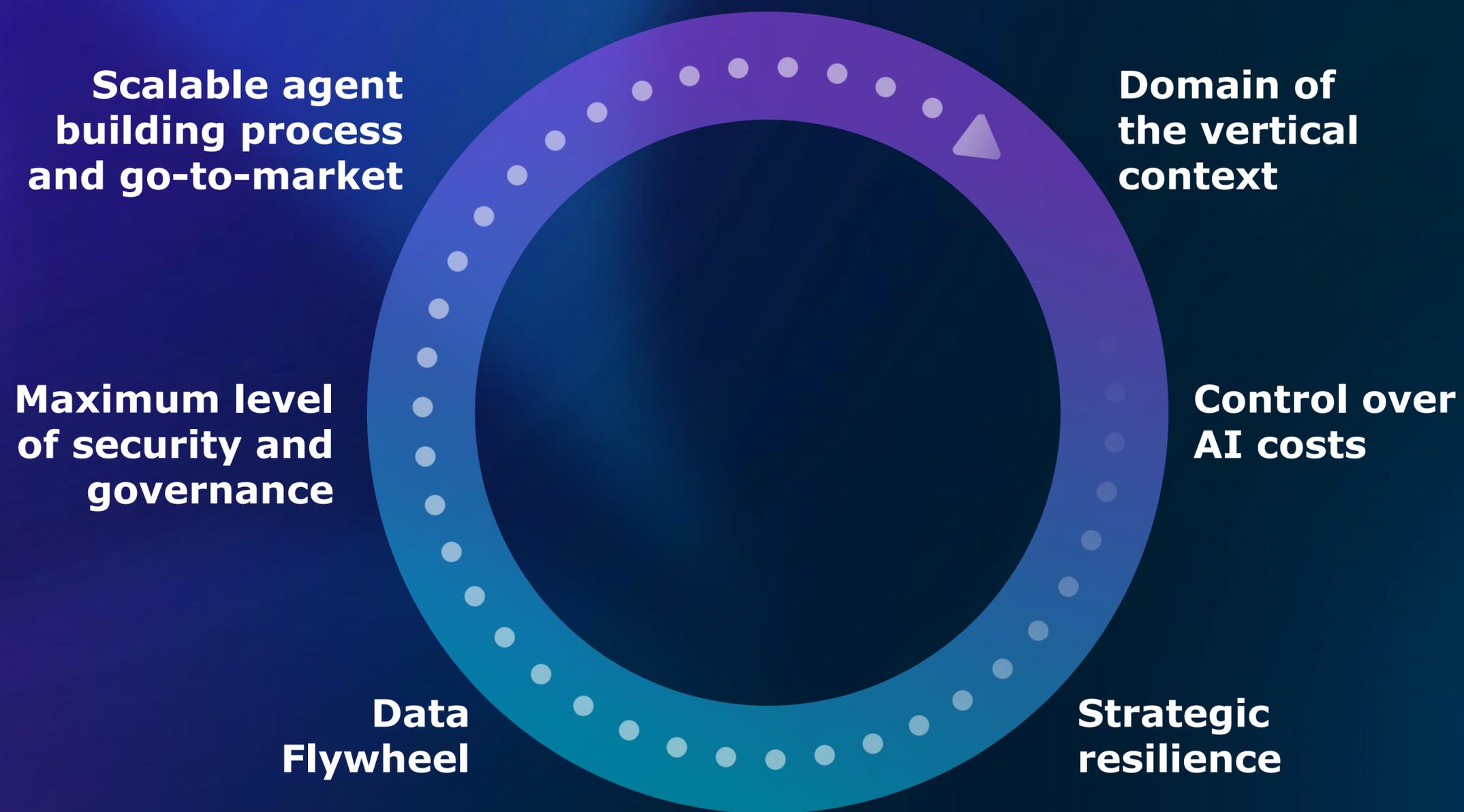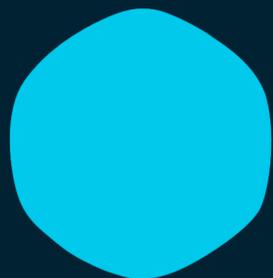
AI investments will will increase substantially for the next 4 years, starting in 2026

Thanks

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