



EARNINGS VIDEO CONFERENCE 2Q25

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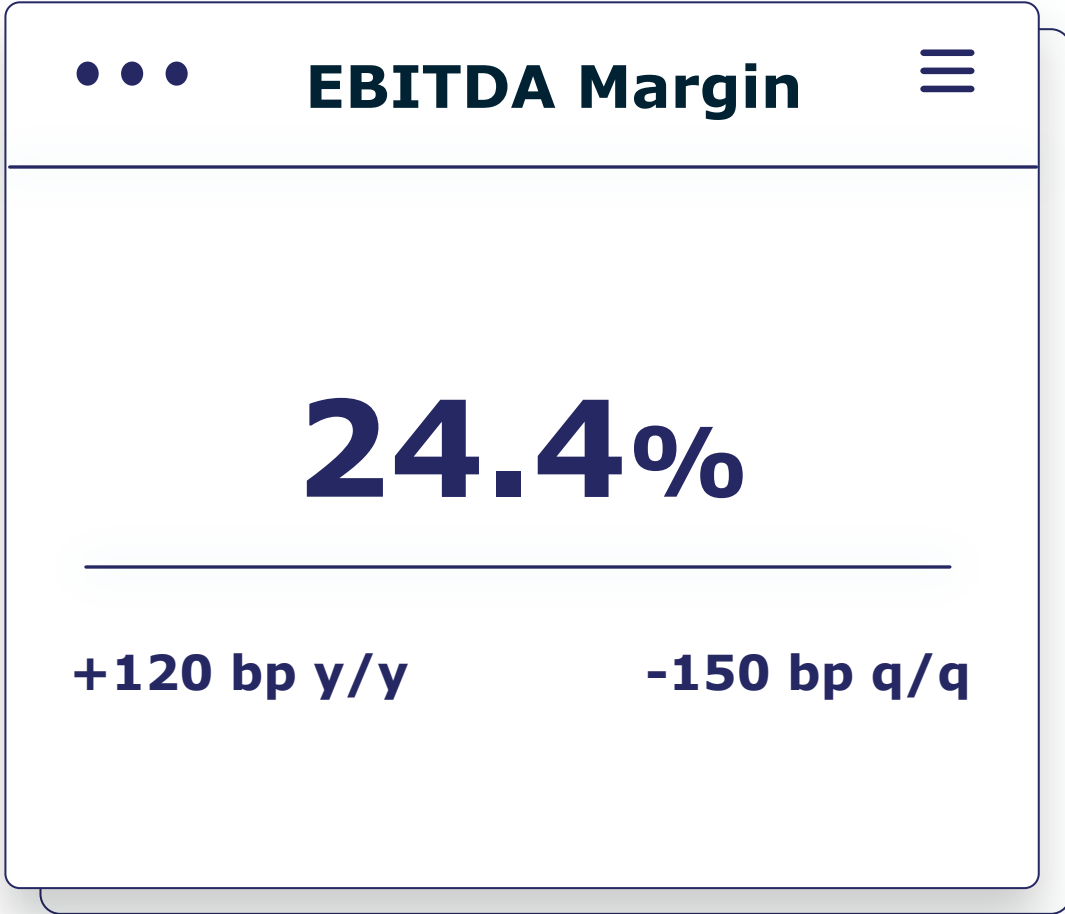
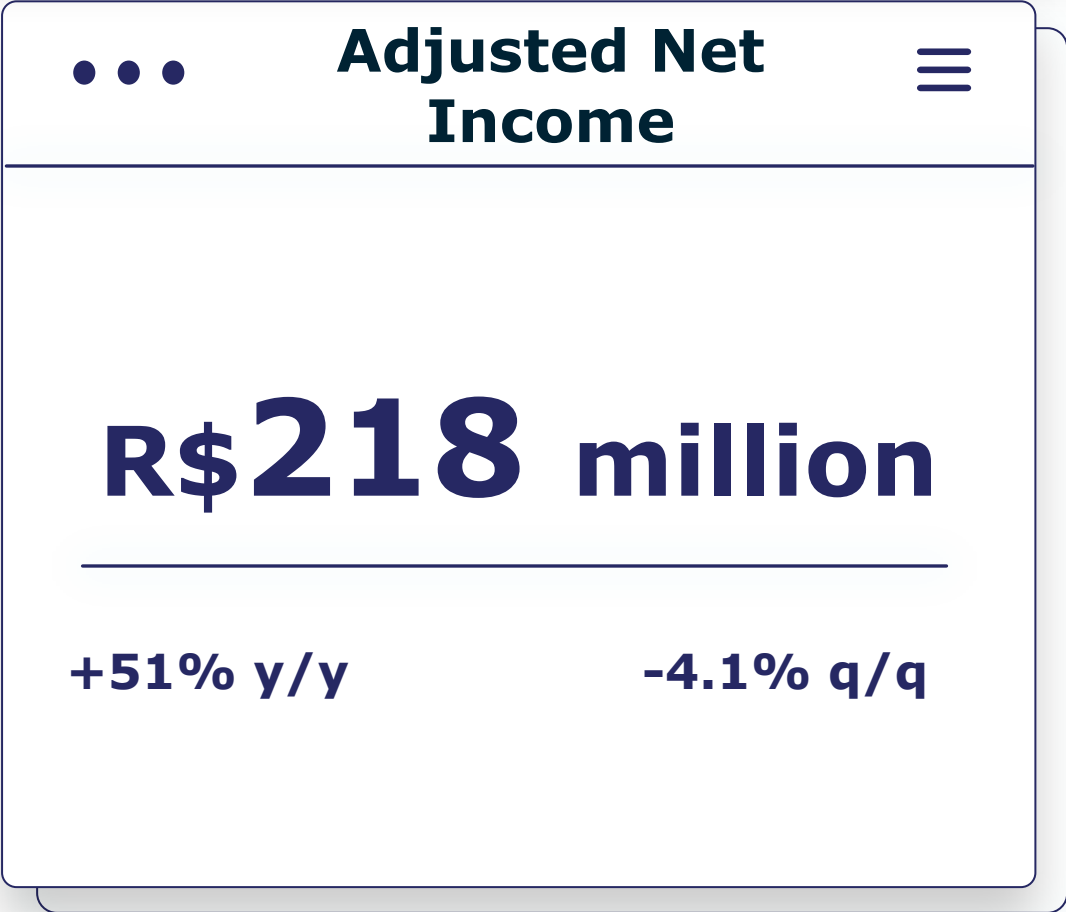
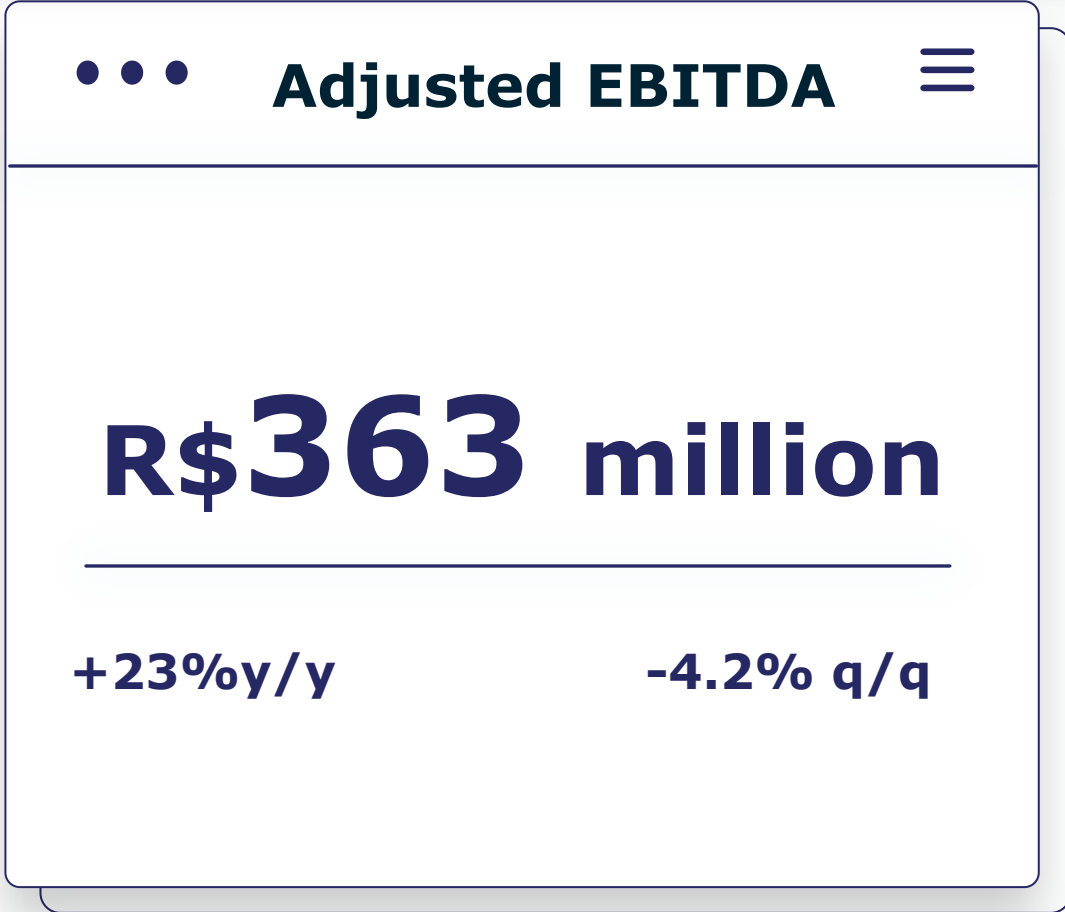
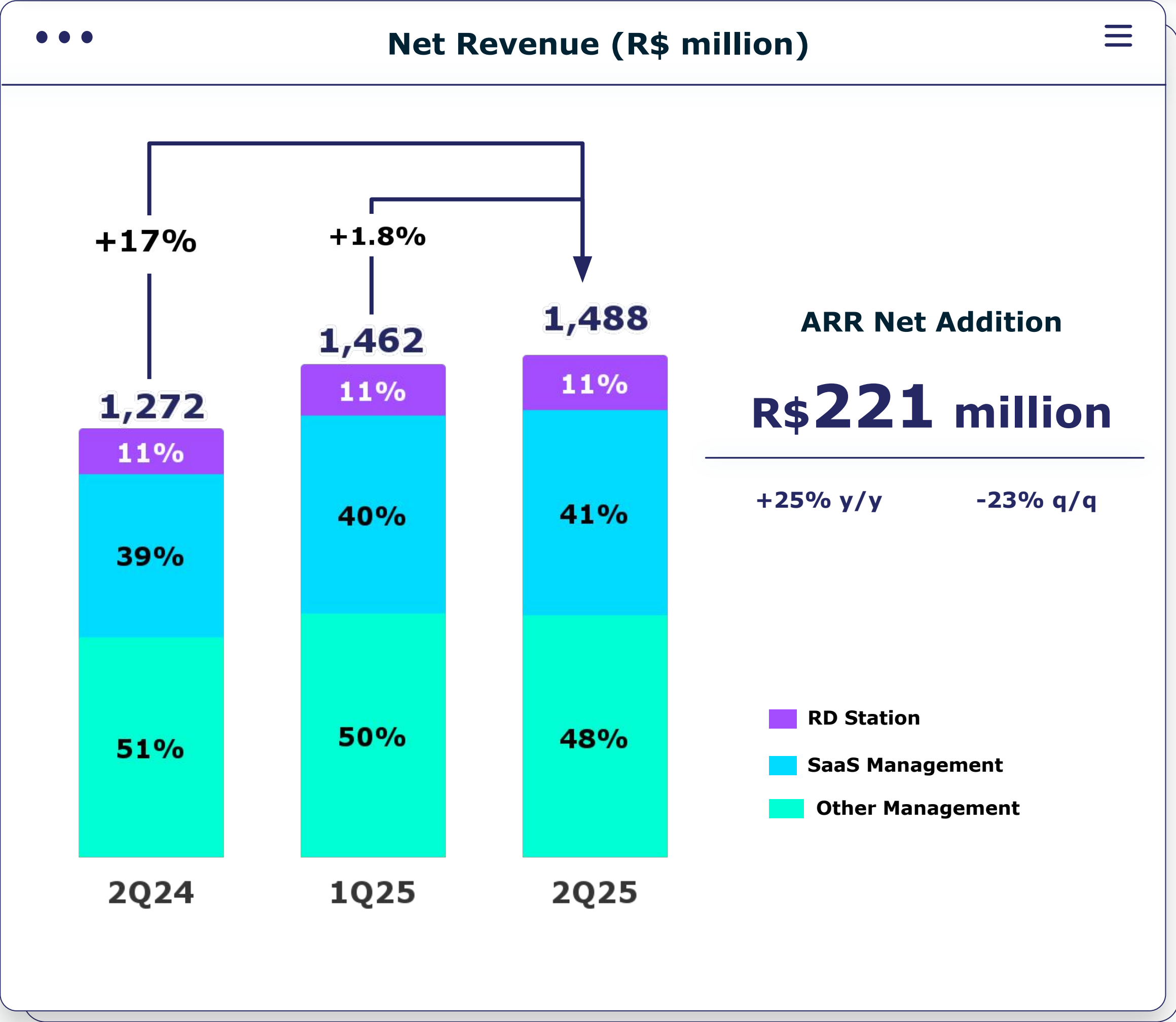


At TOTVS, we believe **simplicity** is a **enormous** asset. That's why our strategy is defined in a single phrase:

**INCREASE OUR
RELEVANCE TO OUR
CUSTOMERS.**

2Q25 - CONSOLIDATED

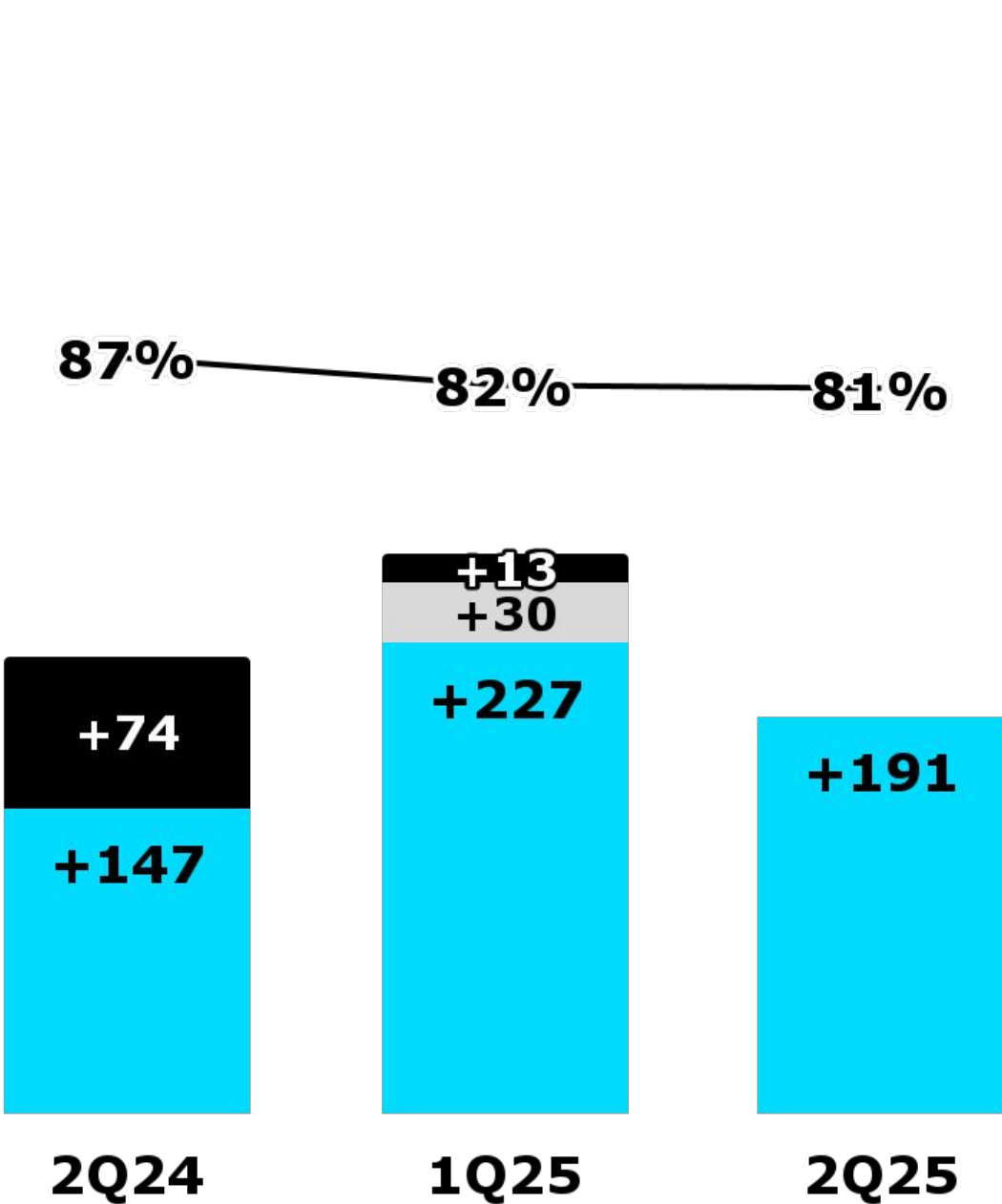
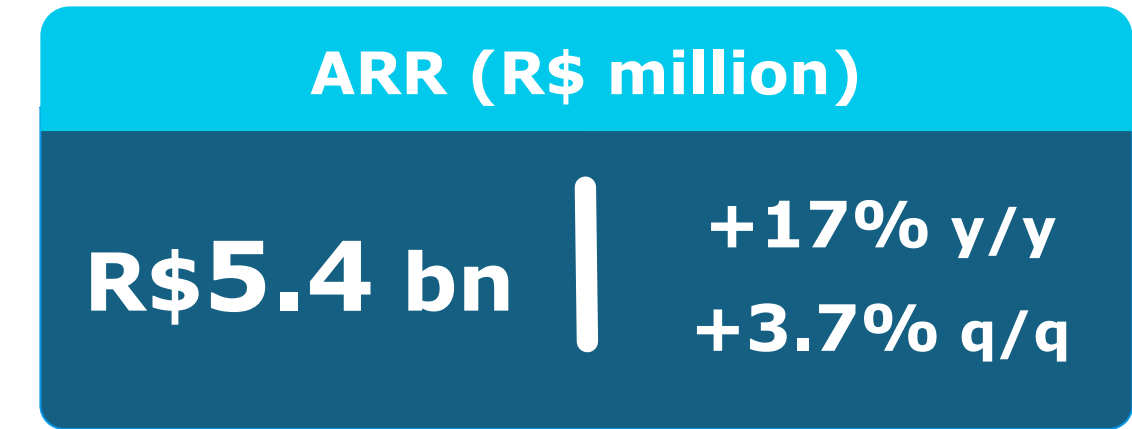
+51% y/y increase in *Adjusted Net Income* with +17% y/y growth in *Total Net Revenue*



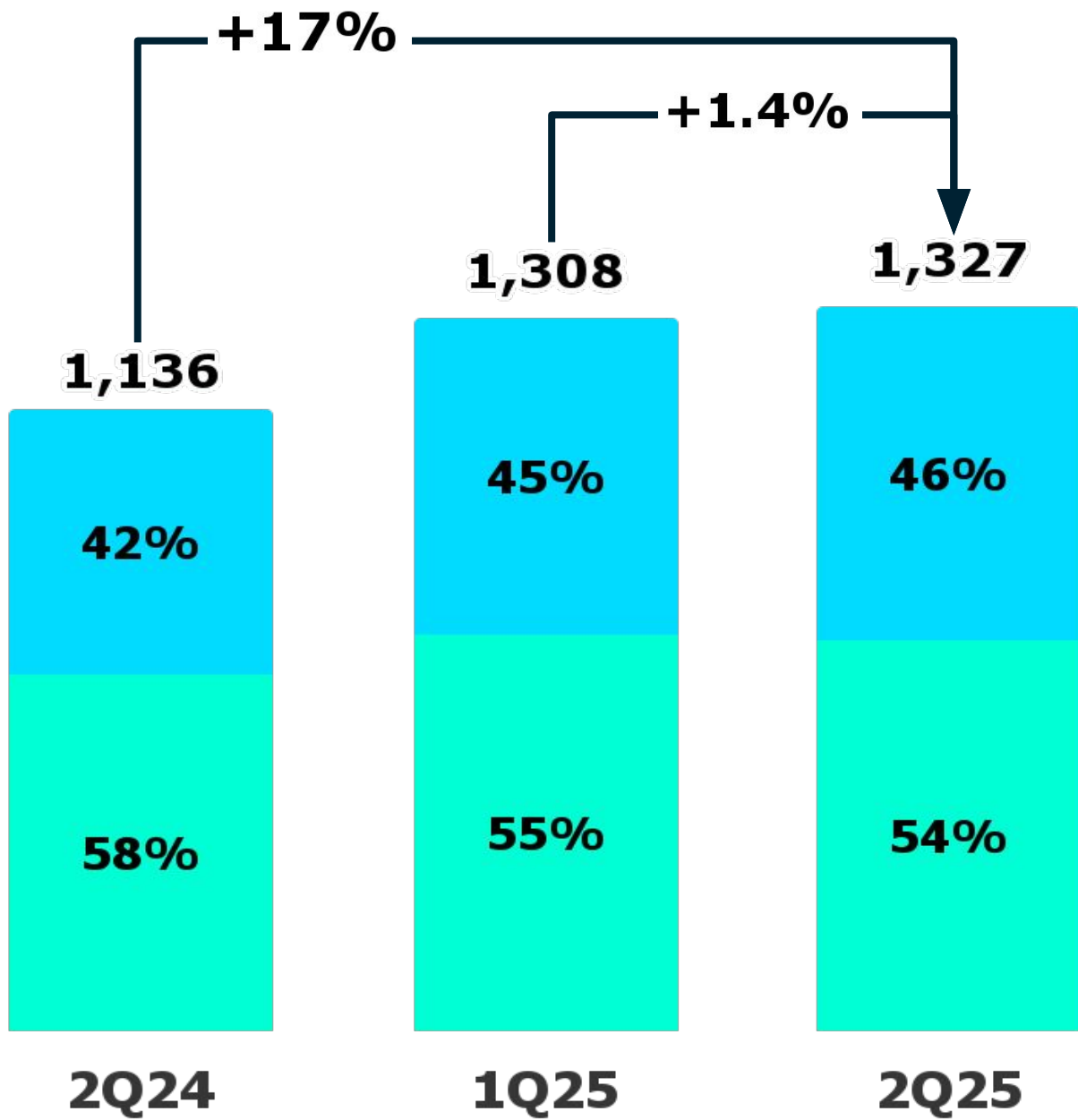
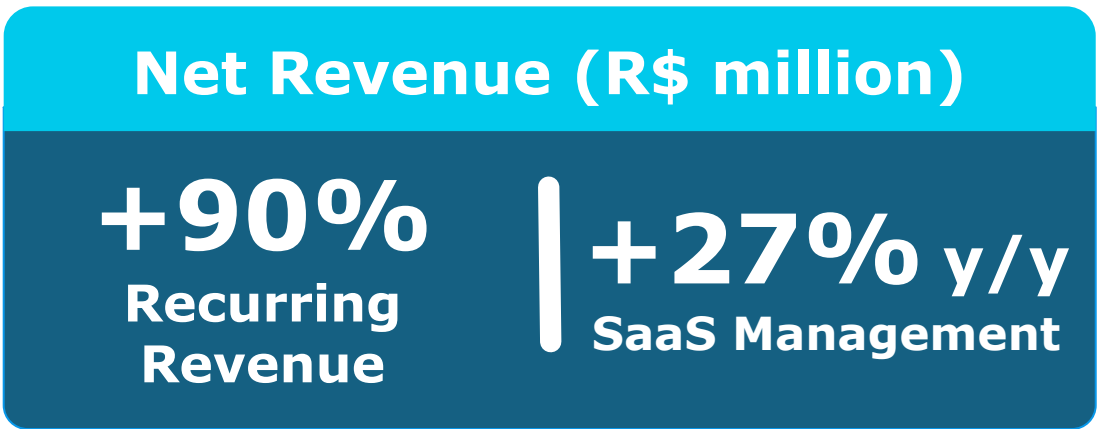
2Q25 - MANAGEMENT

20% growth in *Recurring Revenue* and 20% growth in *Adjusted EBITDA*, resulting in a 70 basis point y/y *Margin expansion*

REVENUE

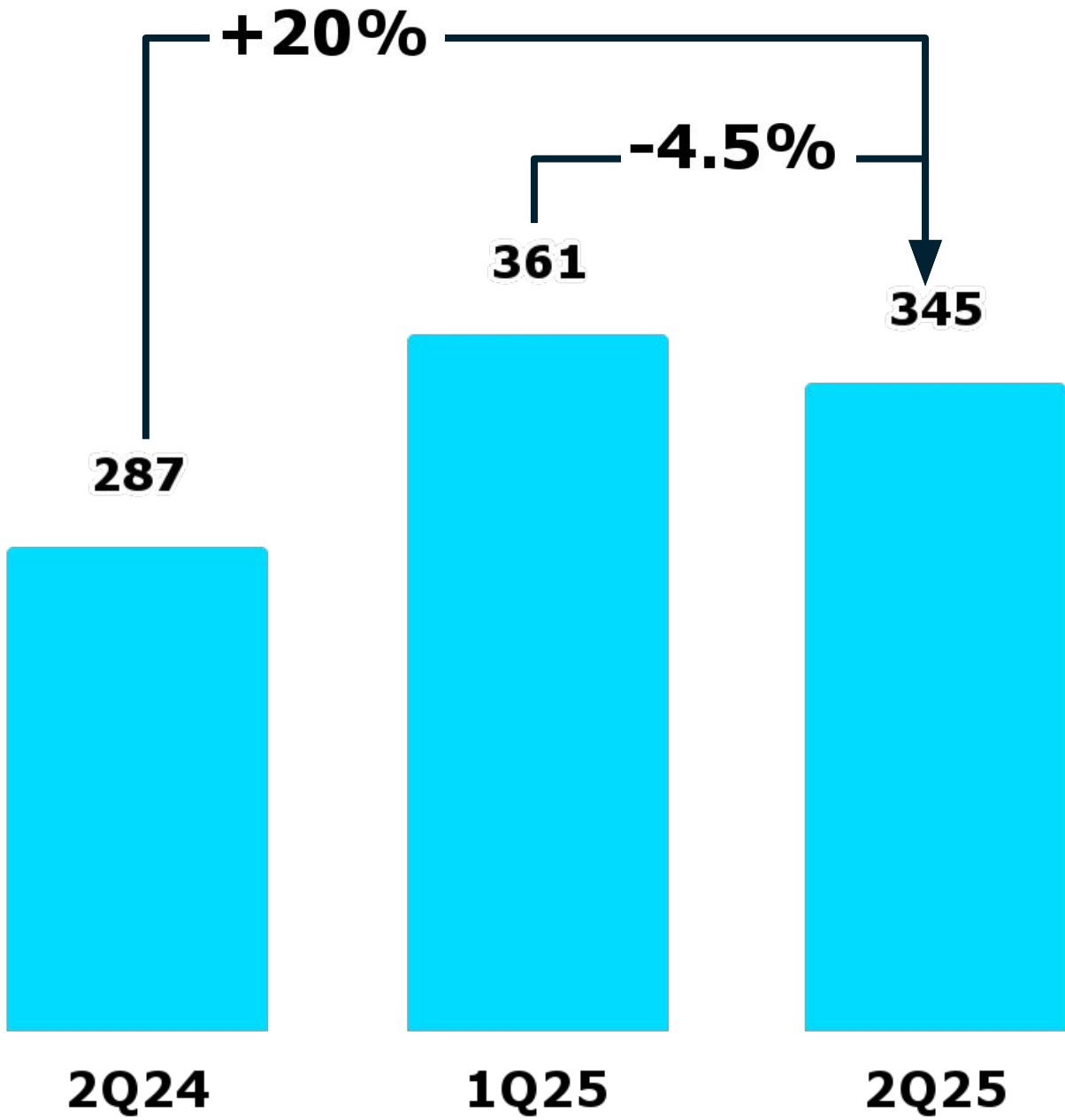


Net ARR Addition
Inorganic Addition
Corporate Model Addition
% Volume excl. Corporate Model LTM



SaaS Management
Other Management

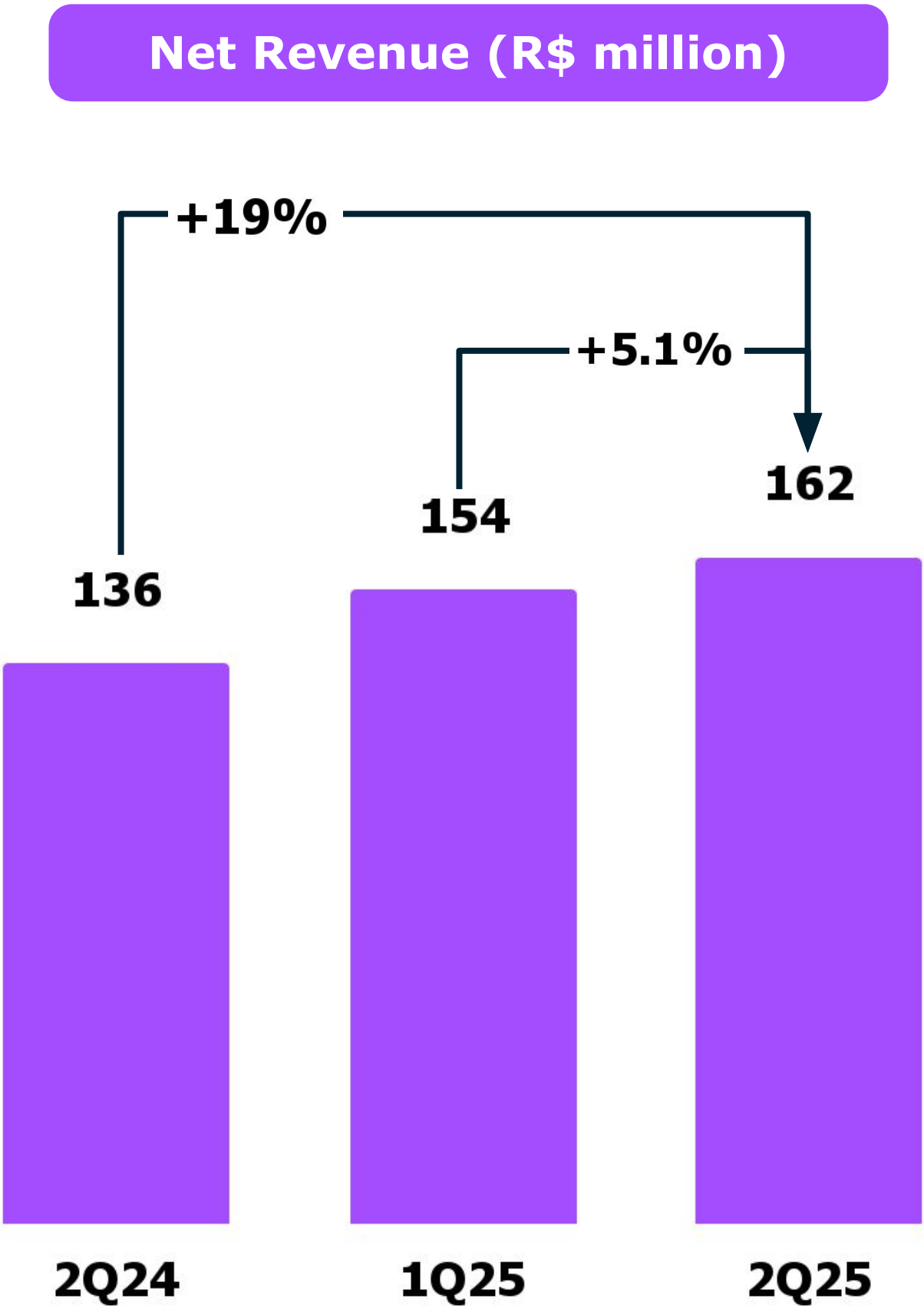
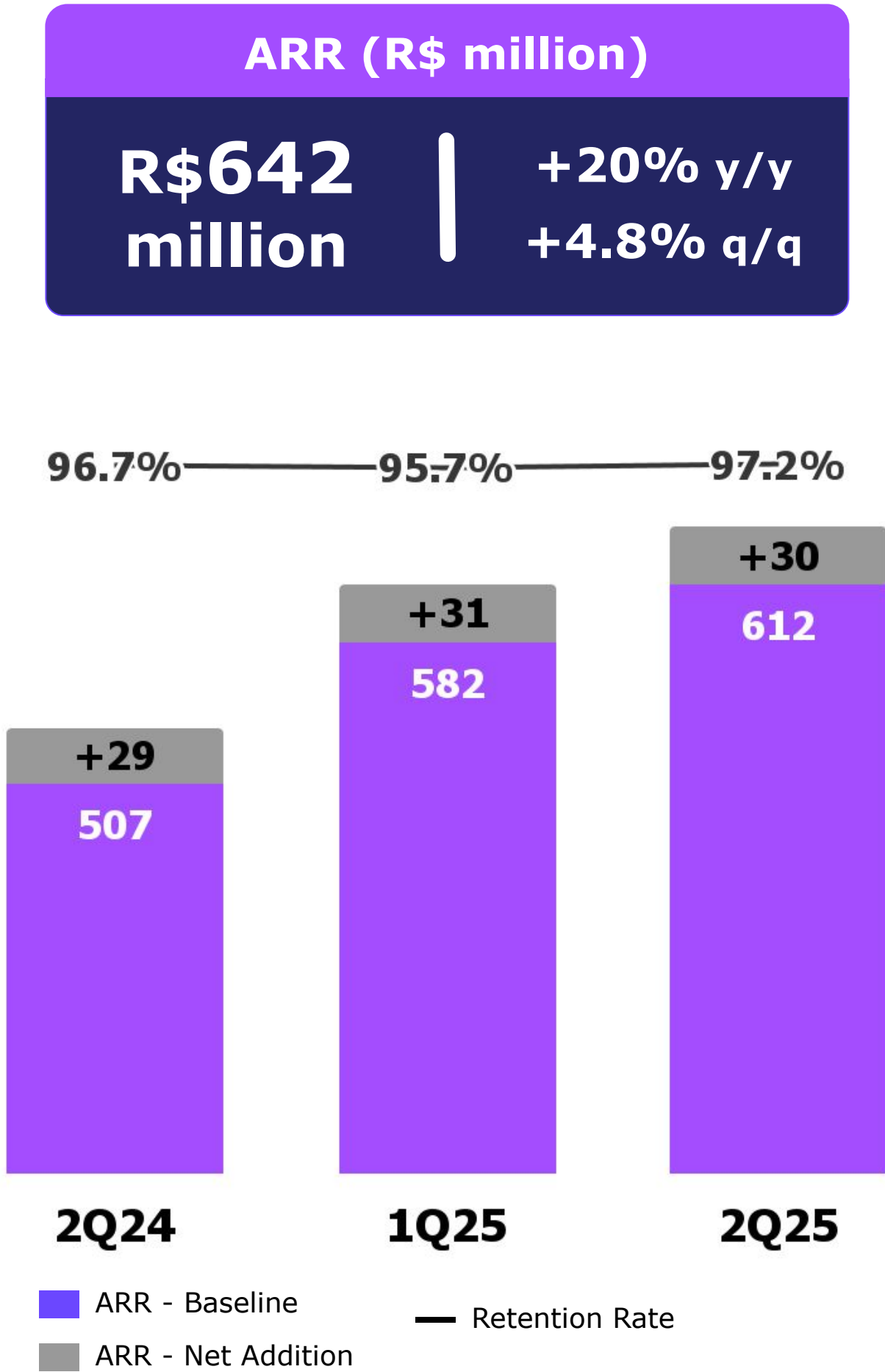
ADJUSTED EBITDA (R\$ million)



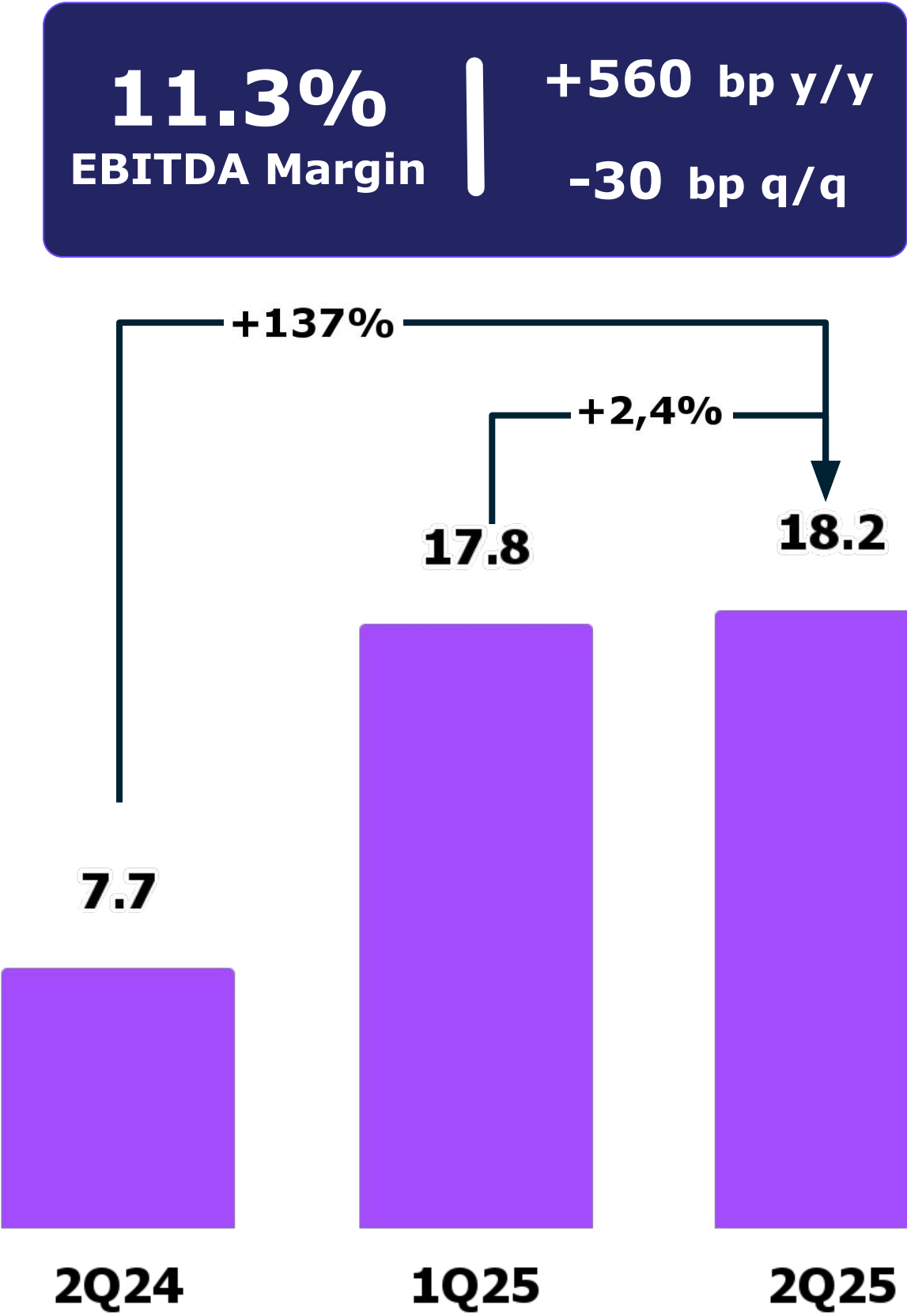
2Q25 - RD STATION

19% growth in **Recurring Revenue**,
with **Adjusted EBITDA Margin** expanding by **430 basis points** y/y

REVENUE



ADJUSTED EBITDA (R\$ million)



Revenue Net of Funding grew 3.8% y/y, and Net Income was 2.8x higher than 2Q24

REVENUE

NET INCOME (R\$ million)

Credit Production (R\$ billion)

60.3 days
Average term

+1.4% y/y
-6.7% q/q

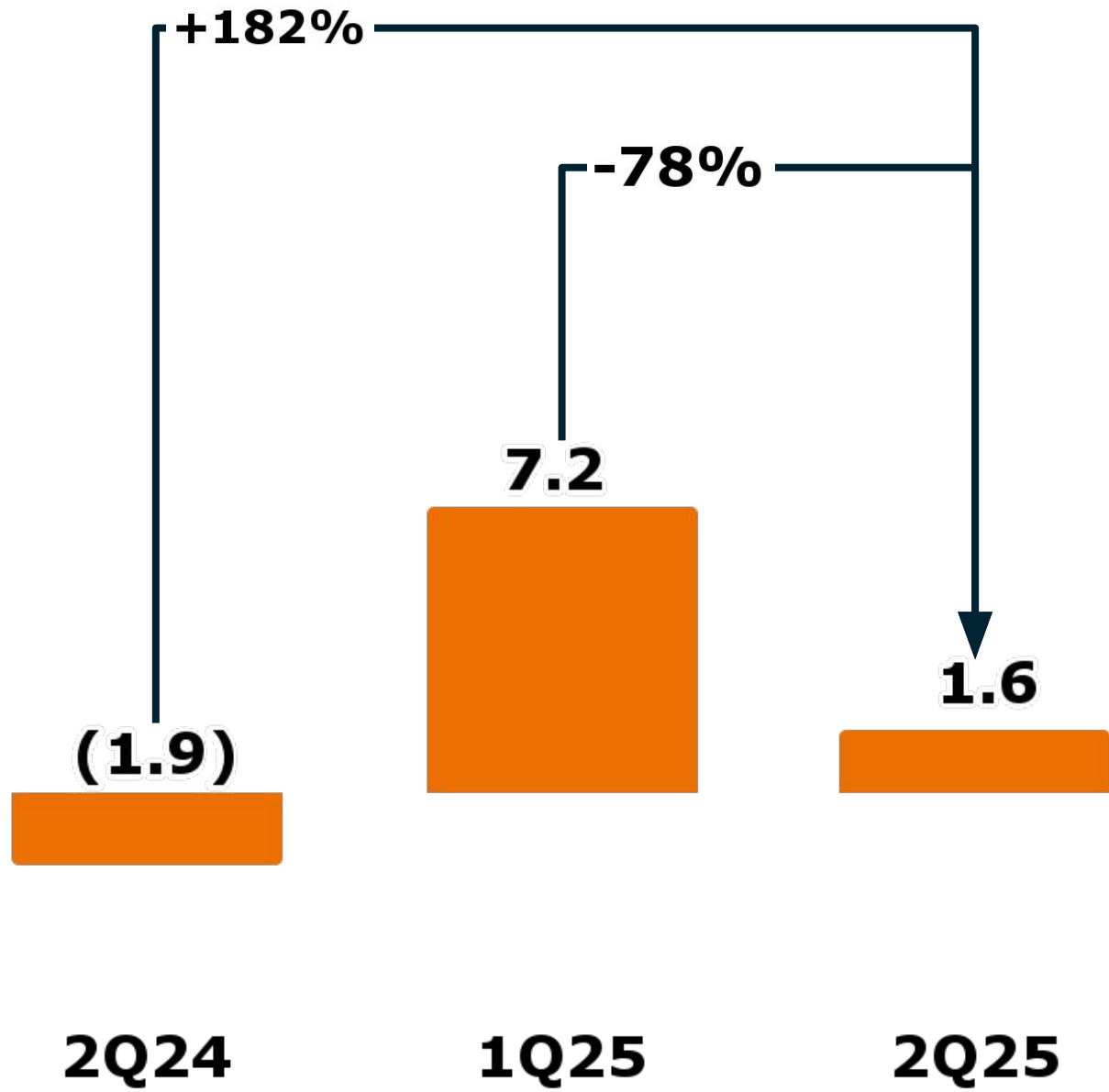
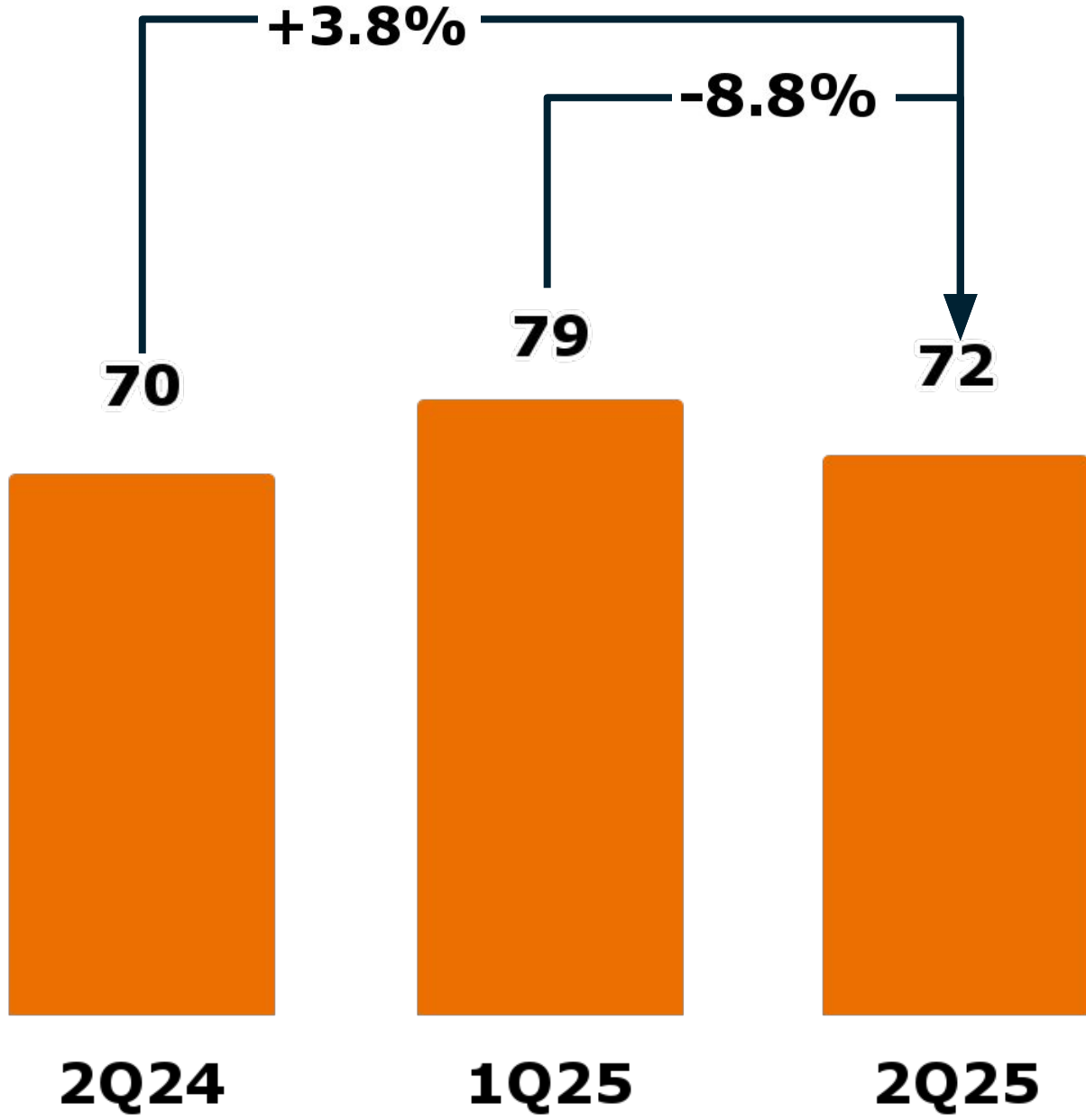
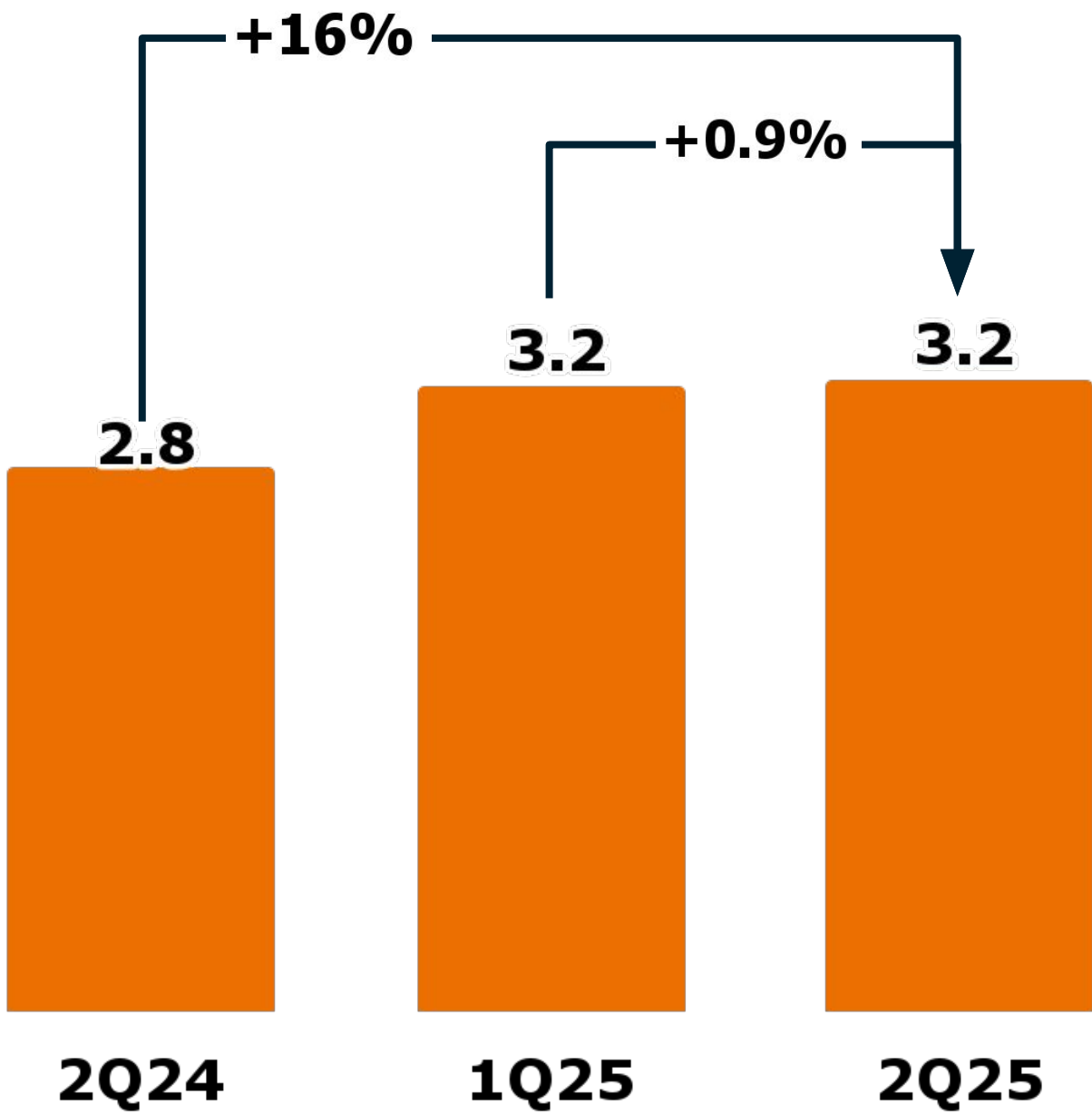
Revenue Net of Funding

R\$2.2 bn
TPV - Pix

+39% y/y
+5.4% q/q

2.1%
Net Margin

+480 bp y/y
-700 bp q/q



Thanks



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