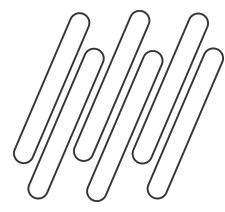


INSTITUTIONAL PRESENTATION

» Investor Relations

◀ 2022 / May



DISCLAIMER



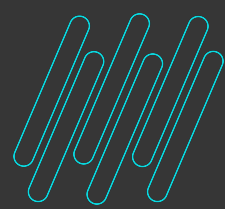
The information contained in this presentation and any forward-looking statements that may be made, related to business outlook, operational and financial projections of TOTVS are based on beliefs and assumptions of the Company's management, as well as information currently available. Forward-looking statements are not guarantee of future 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 must understand that general economic conditions, industry conditions and other operational factors could affect future performance of TOTVS and could lead to results that differ materially from those mentioned in these forward-looking statements.



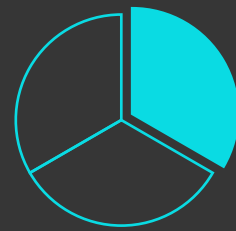
01

TOTVS



OUR UNIQUE 3D ECOSYSTEM STRATEGY

How TOTVS is Changing the Competitive Landscape



~1/3 of Public Companies⁽¹⁾
listed on B3 are **TOTVS** clients



~R\$2.7 trillion⁽²⁾

billed by TOTVS
clients base



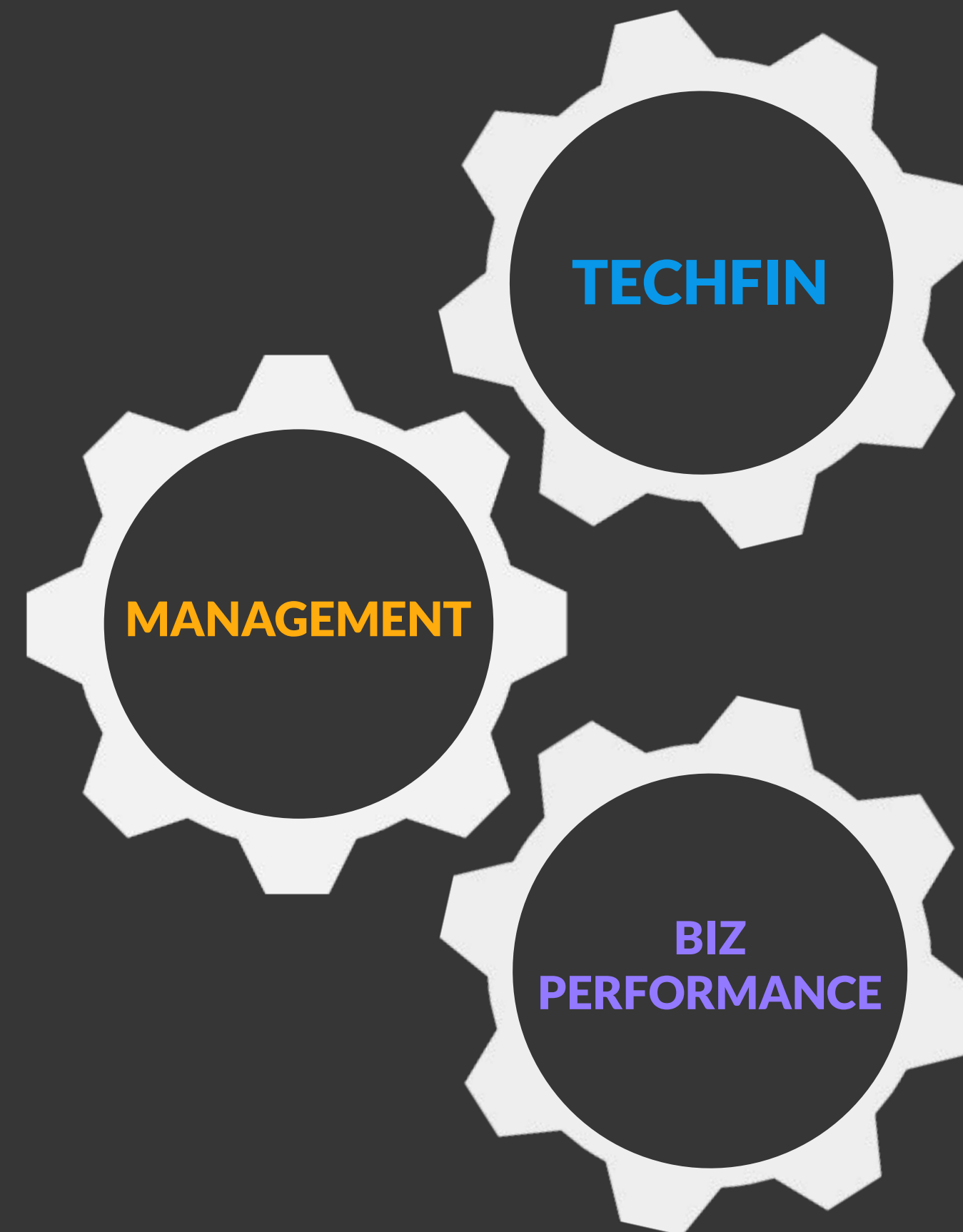
+70k client base
of all sizes in over **40** countries



#1 ERP Company in Brazil⁽³⁾

One of the largest tech companies, with
absolute dominance in ERP journey

Our solutions go far beyond ERP...



*...We drive business productivity, competitiveness and
digital financial services in 12 strategic markets*

RULE OF 40⁽⁴⁾ • **57.4%**
1Q22

CONSOLIDATED
ARR • **R\$ 3.4bn**

MANAGEMENT + BIZ
PERFORMANCE RENEWAL RATE • **99%**
1Q22

REVENUE SHARE OF MANAGEMENT-SAAS,
TECHFIN AND BIZ PERFORMANCE • **33%**
1Q22⁽⁵⁾

SHARE OF MANAGEMENT-SAAS,
TECHFIN AND BIZ PERFORMANCE^{(5) (6)} • **48%**
REVENUE INCREASE 1Q22 VS. 1Q21

MANAGEMENT-
RECURRING REVENUE • **R\$ 676mm**
1Q22 **(+27% vs 1Q21)**

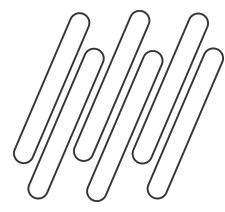
CREDIT PRODUCTION • **R\$ 2.6bn**
1Q22 **(+25% vs 1Q21)**

BIZ PERFORMANCE 1Q22
RECURRING REVENUE⁽⁶⁾ • **R\$ 69mm**
(+34% vs 1Q21)

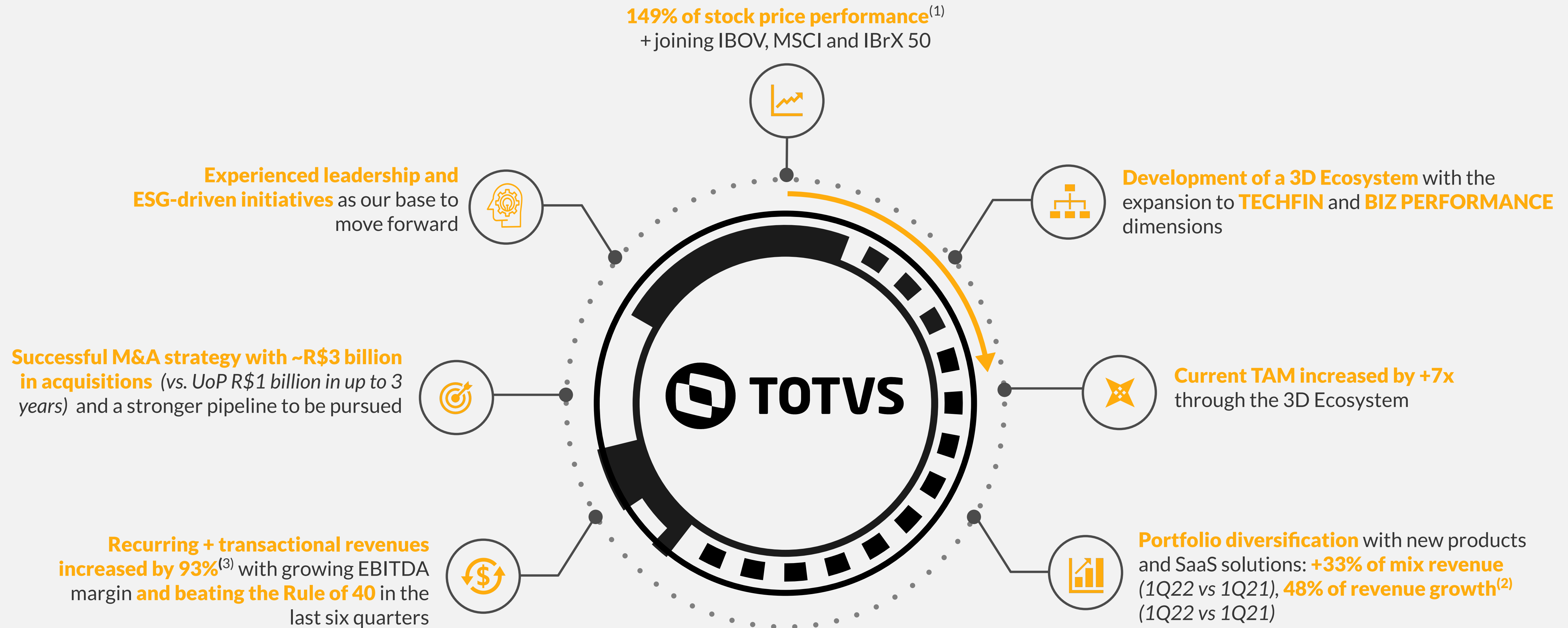
02

OUR TRAJECTORY

Accomplishments since 2019 Follow-on and our way forward



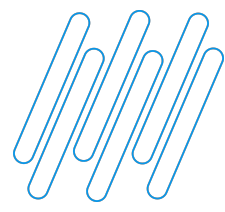
ACCOMPLISHMENTS SINCE 2019 FOLLOW-ON AND OUR WAY FORWARD





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

BUSINESS PORTFOLIO

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

4

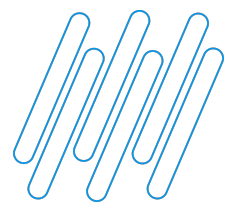
M&A & PARTNERSHIP STRATEGY

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



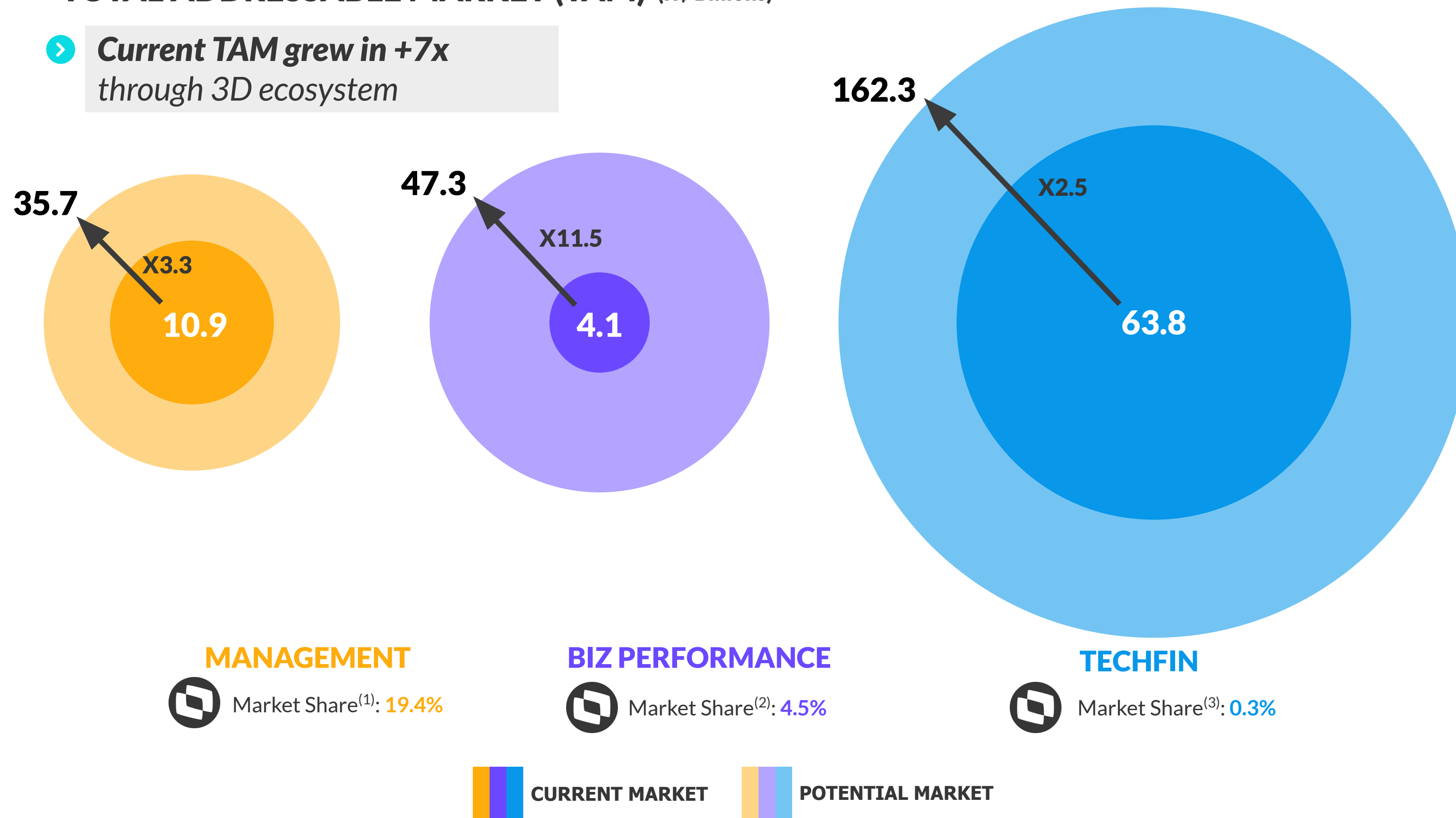
BUSINESS MODEL

3D ecosystem expanding our addressable market



TOTAL ADDRESSABLE MARKET (TAM) (R\$ Billions)

> **Current TAM grew in +7x through 3D ecosystem**



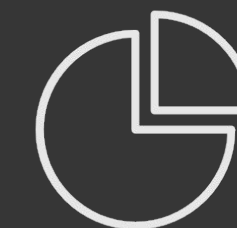
Compelling set of growth drivers to further increase the potential TAM...



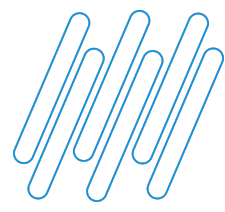
1. Potential of software market in Brazil
by considering an increase in the potential IT usage maturity of Brazilian companies to a level similar from OECD economies



2. Potential of B2B credit market in Brazil
when all companies in Brazil contract credit according to the average onerous indebtedness level of those that have already contracted today

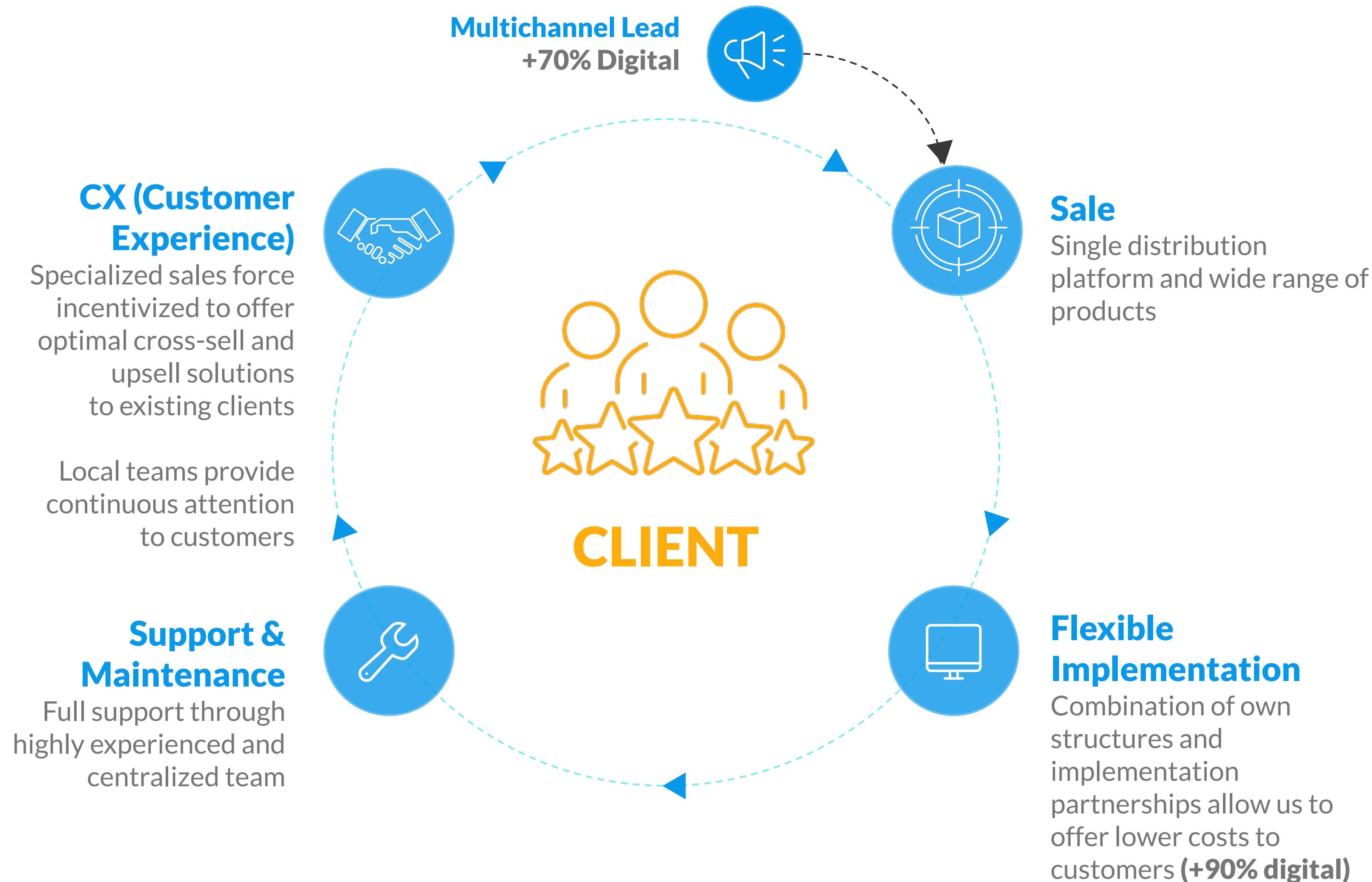


3. New markets (Techfin and Biz Performance)
the size of these new markets and their growth potential demonstrate that TOTVS does not need to be dominant in them for the growth coming from the new segments to be relevant



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



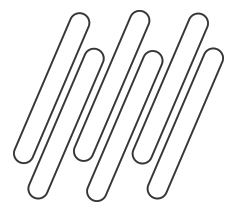
Own sales
force



Affiliates

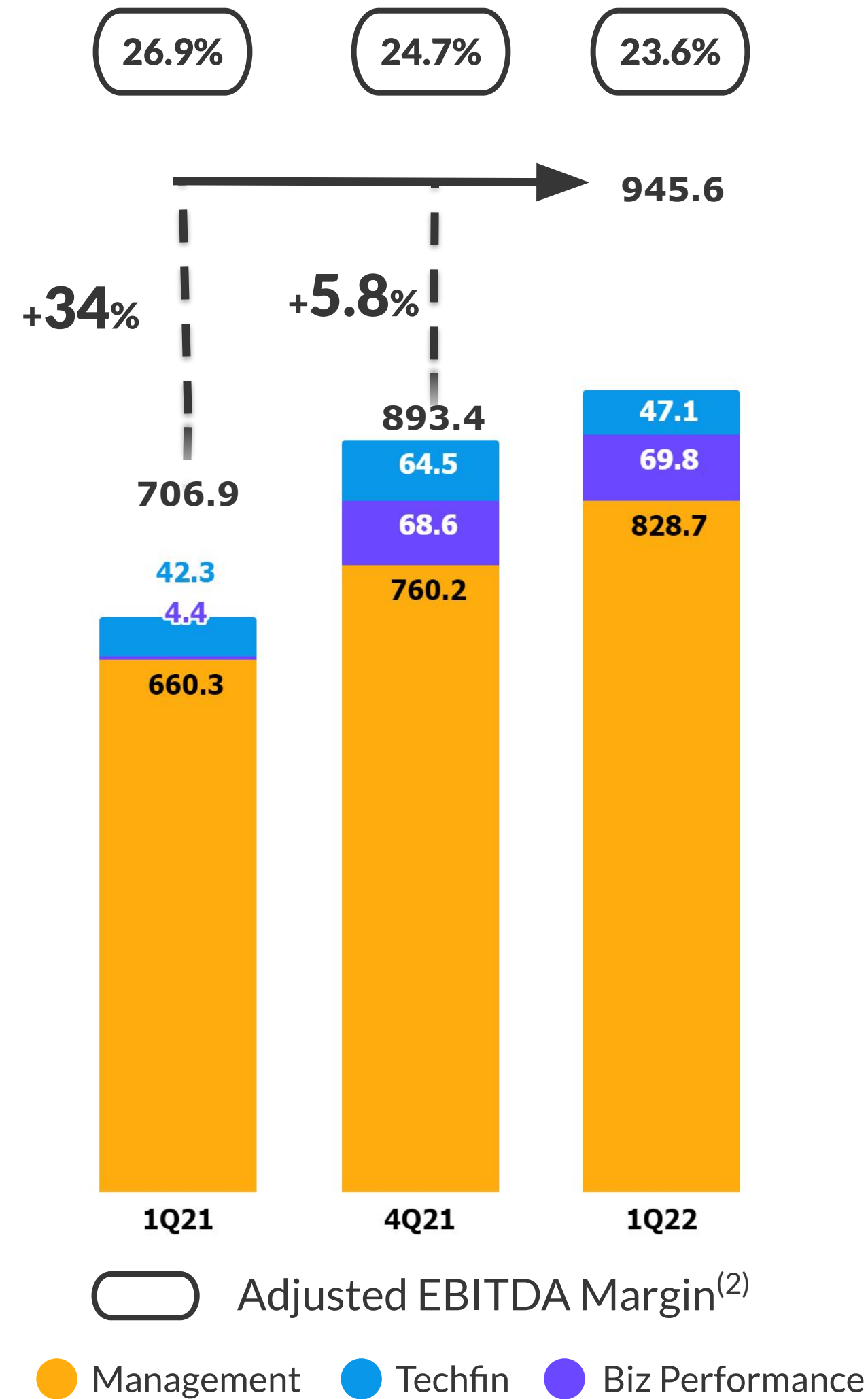


Digital
Platform

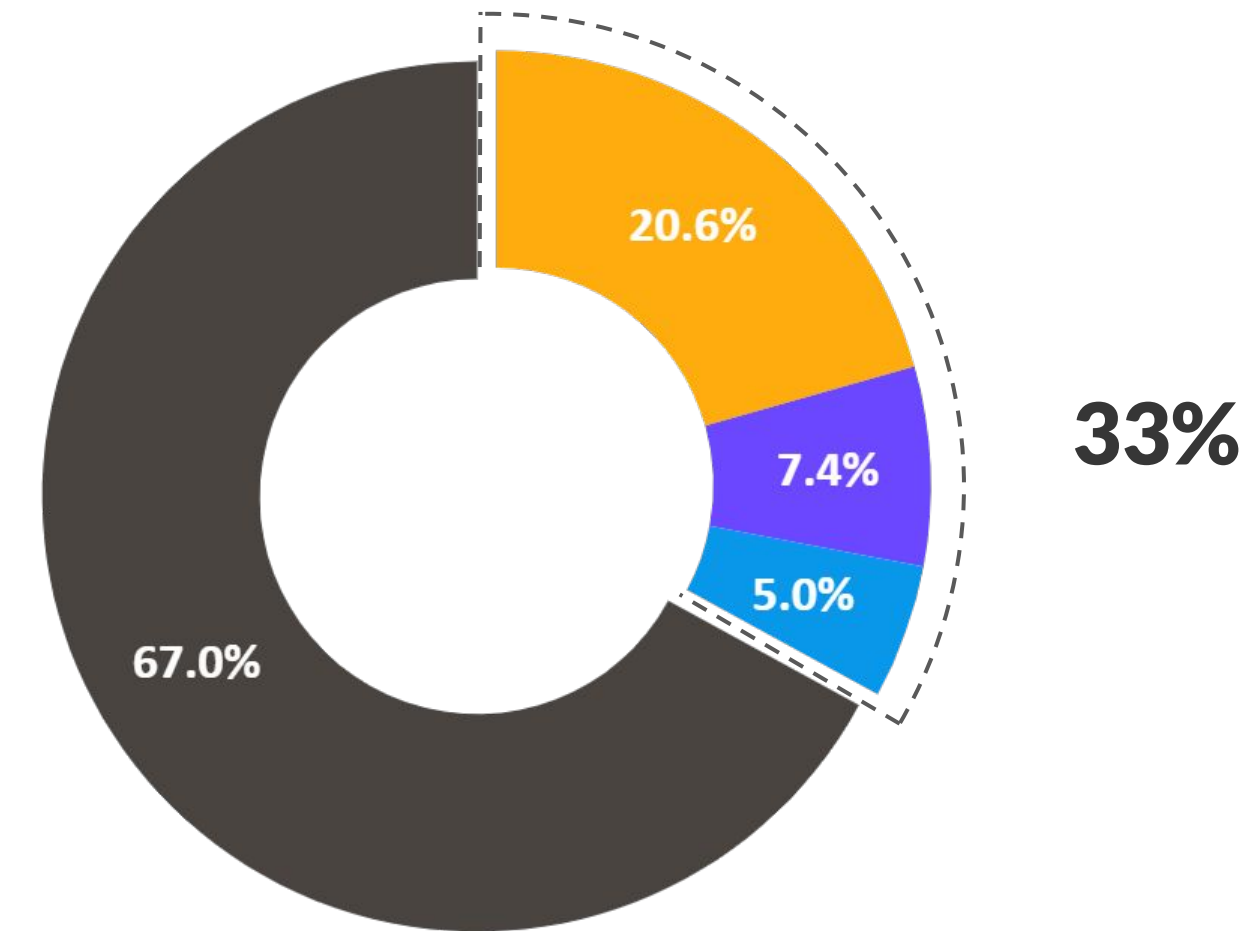


NEW GROWTH LOCOMOTIVES (SaaS, Biz Performance and Techfin)

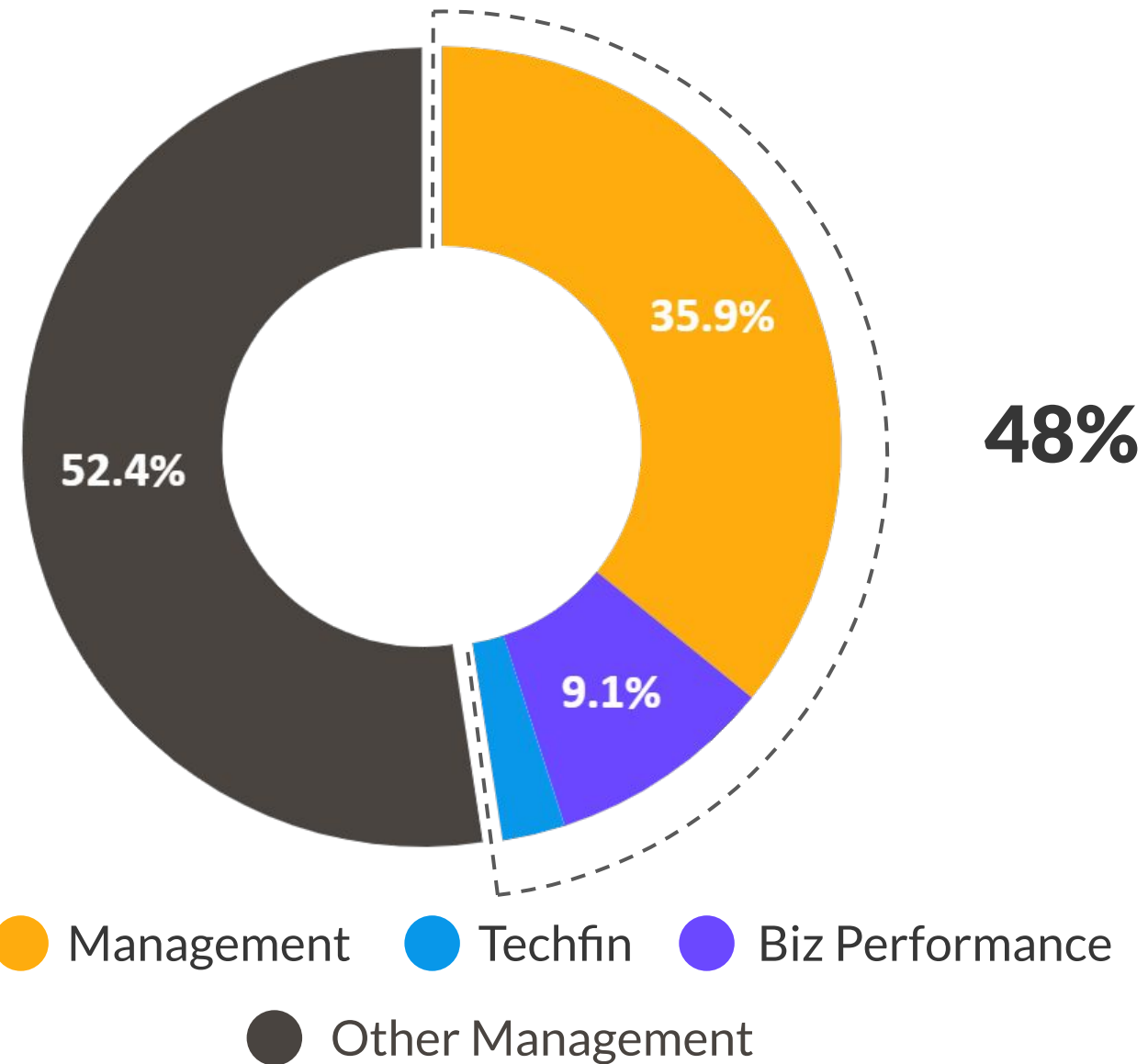
Revenue net of Funding⁽¹⁾



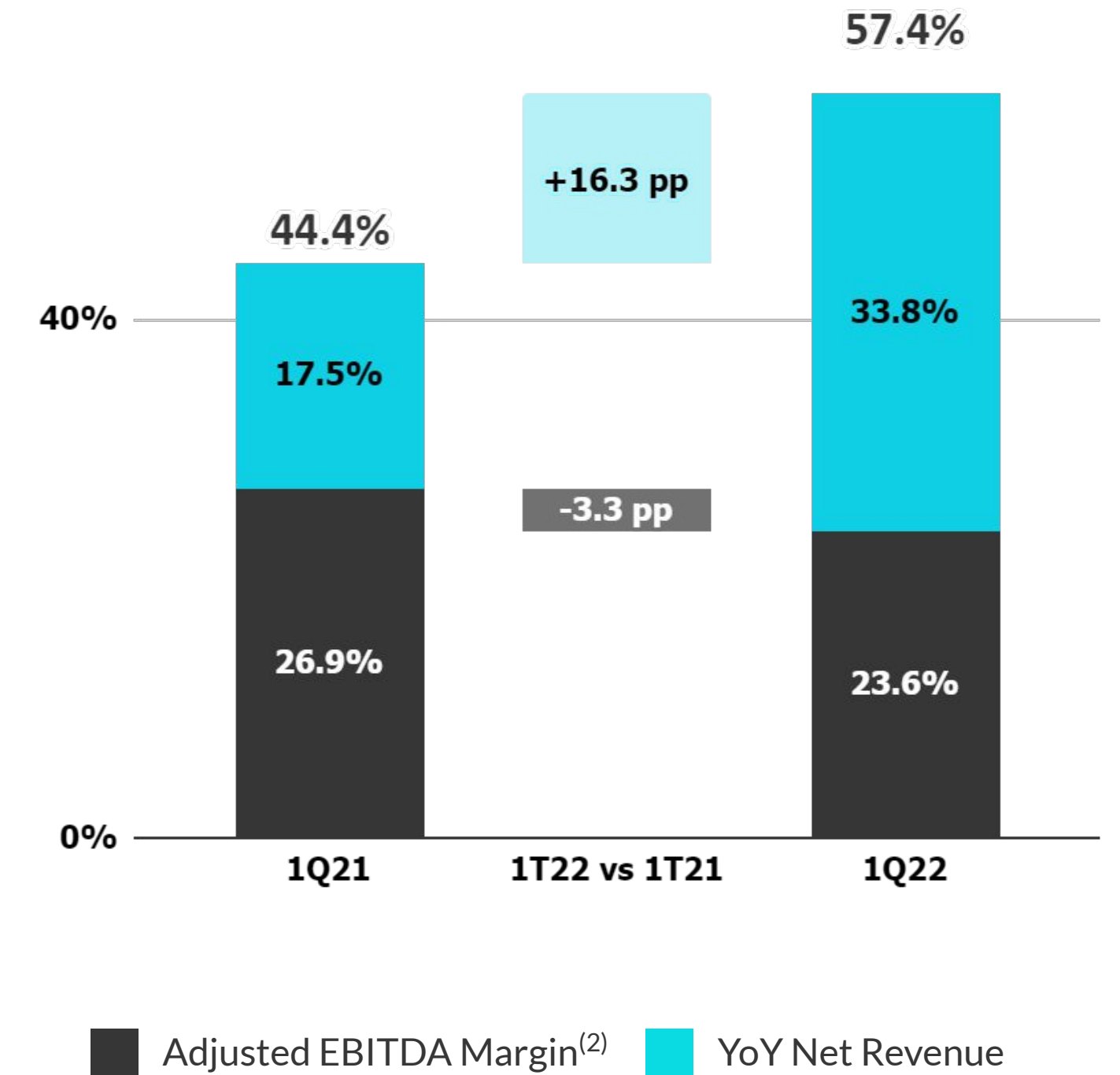
Revenue net of Funding^{(1) (3)} (1Q22)

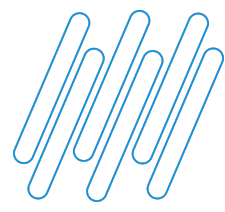


Revenue Growth⁽³⁾ (1Q22 vs 1Q21)



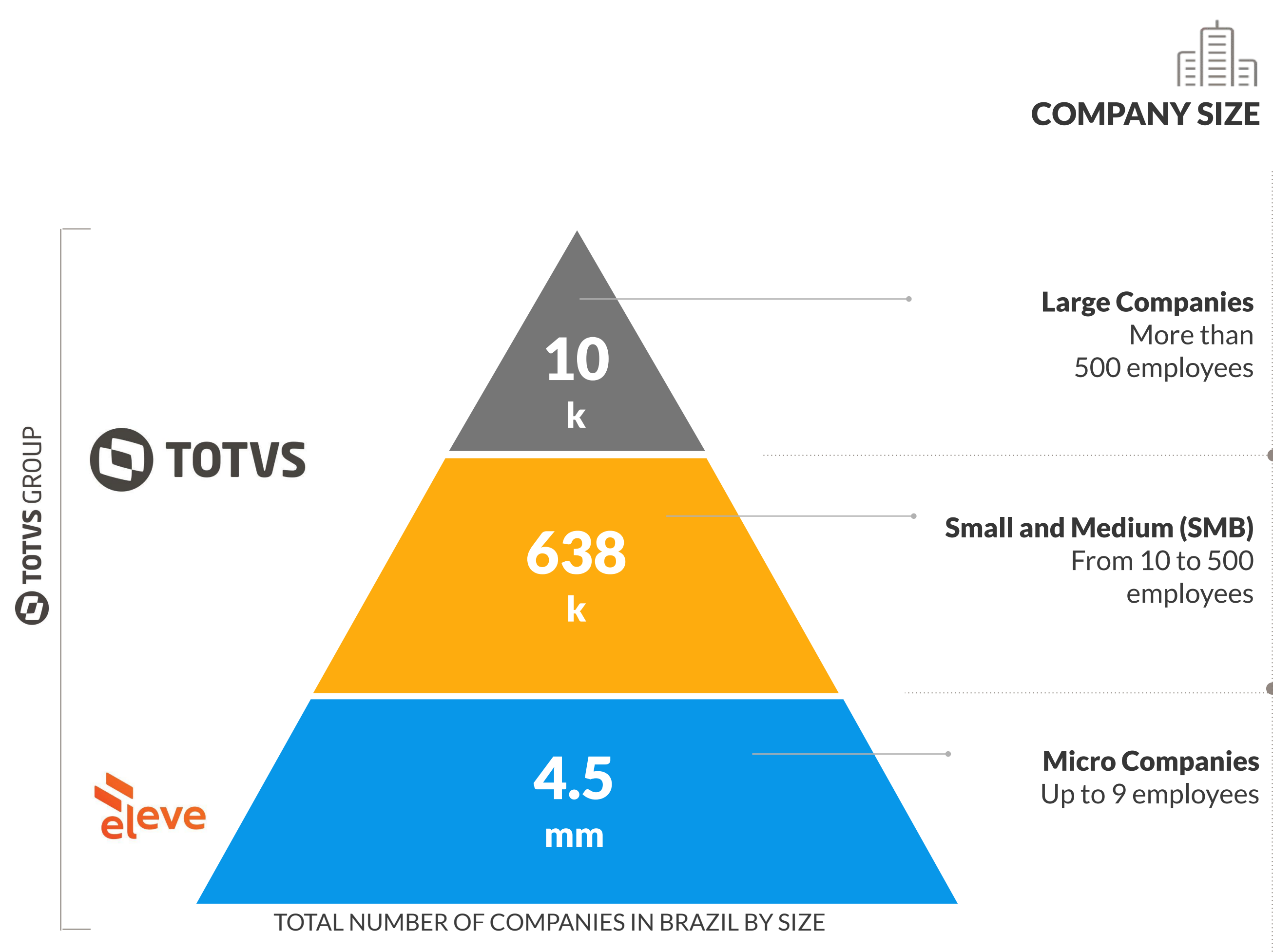
Rule of 40





DISTRIBUTION PLATFORM

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



DISTRIBUTION CHANNELS LOCAL AND DIGITAL



HOW WE RELATE WITH OUR CUSTOMERS



Management



Techfin



Biz Performance

Large Enterprise Division

- Own team with qualified and specialized staff by industry, offering personalized service and consulting support

Affiliates

- Credit distribution through our suppliers' affiliates

Partners

- Vibrant partner ecosystem in marketing automation

52 Franchised Territories and 5 Branches

- Franchised territories according to industry sector. Local knowledge for SMB customers

Franchises and Branches

- Sales specialists fully-integrated in franchises and branches, still at the beginning of our journey and with large room to grow

Digital Commerce

- Fully-integrated Digital Commerce and Omnichannel sales specialists present in franchises and branches

Multichannel

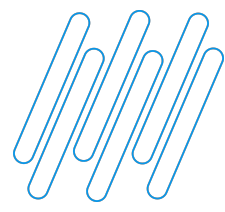
- Distribution model through partners from a multichannel base that provides TOTVS with unmatched penetration across all regions in Brazil

Cross-selling

- Cross-selling solutions through Management Dimension clients

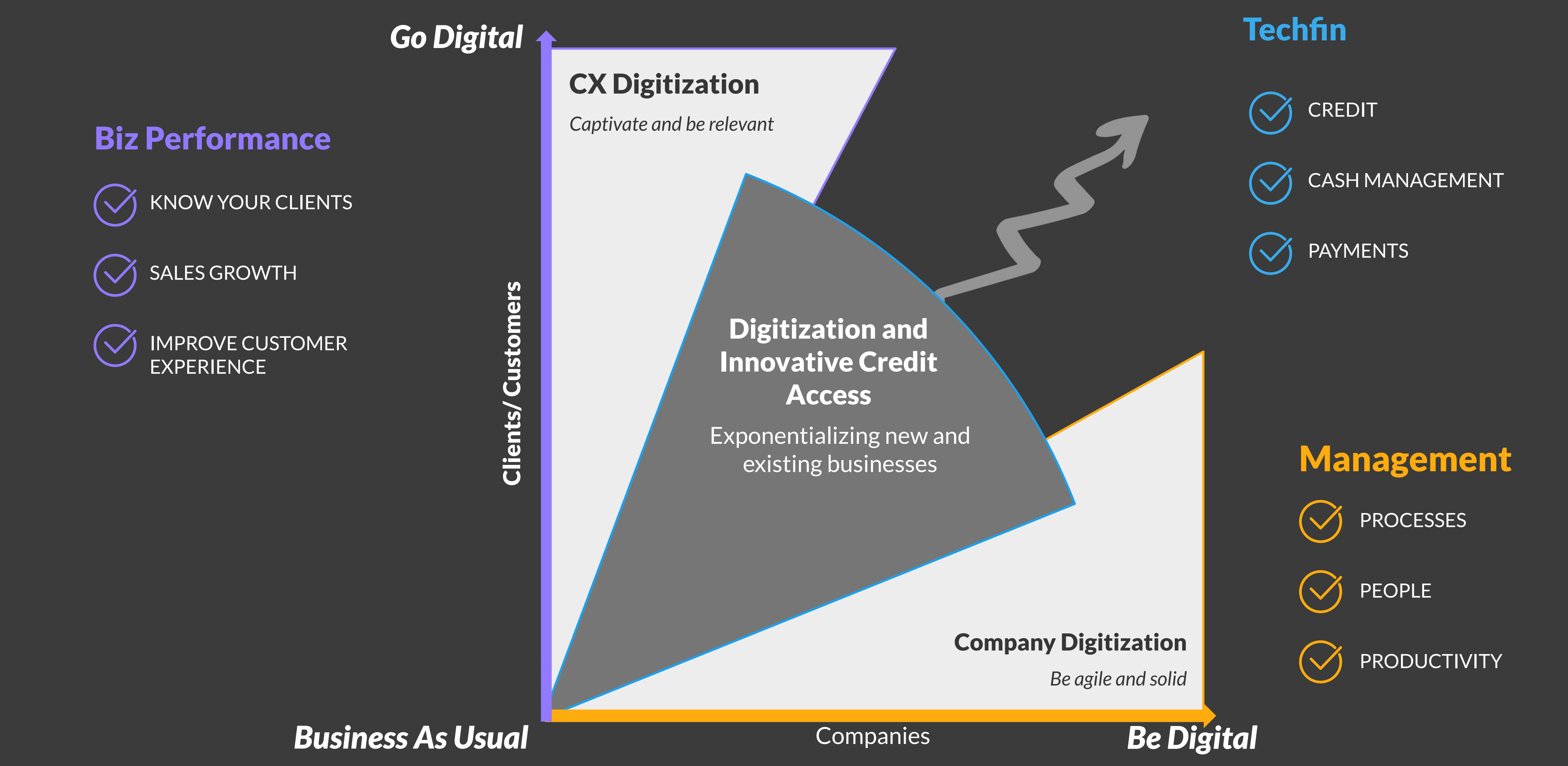
PLG (Product-Led Growth)

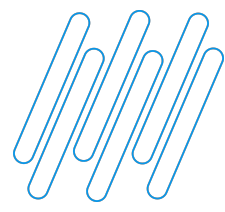
- Up-sell driven by PLG (Product Led Growth)



BUSINESS PORTFOLIO

Accelerating our clients' digital Journey through the 3D Ecosystem





BUSINESS PORTFOLIO

14



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

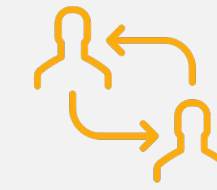


PORTFOLIO AND DISTRIBUTION

ERP & HR Suite

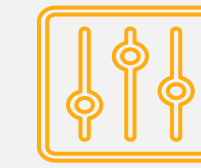


ERP Backoffice



HR (HXM)

Platforms



Business Intelligence (Analytics)



Carol Platform (AI e Data)



Fluig (Productivity & Collaboration)

Vertical Solutions



Agro



Construction



Distribution



Education



Financial Services



Health



Hospitality



Legal



Logistics



Manufacturing



Retail



Service Providers

Services



Consulting



Cloud

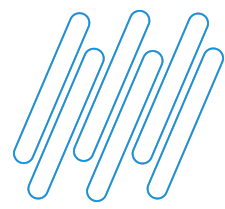


Trainings

Micro Companies



Solutions for Micro Companies



BUSINESS PORTFOLIO

15



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

Use of Protheus for
Distribution of Data

2x Origination

Portfolio

Platform

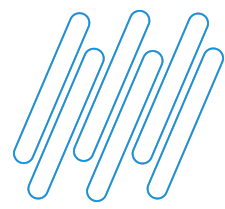
Distribution

Funding

Data + AI + Credit
Modeling

2,000 Sellers

Third Parties



BUSINESS PORTFOLIO

16



BIZ PERFORMANCE DIMENSION

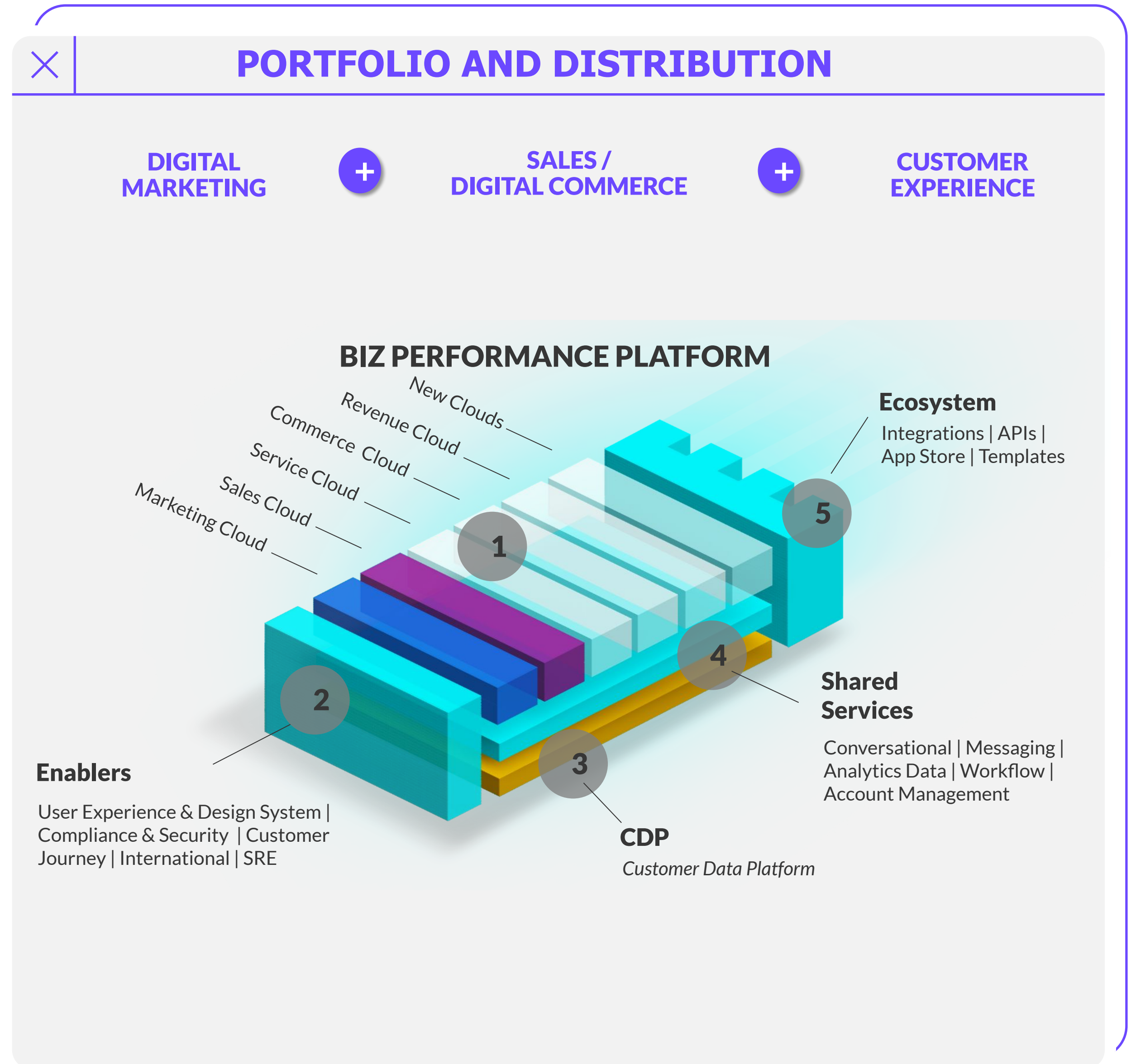
PORTFOLIO OF SOLUTIONS to support our clients from diverse market segments to increase sales, competitiveness and performance

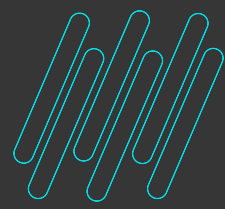


Digital marketing platform that drives demand and lead generation for SMB



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





M&A & PARTNERSHIP

17



Successful growth strategy based on three main levers

ORGANIC



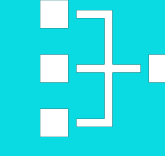
Revenue growth with **Higher efficiency on R&D spending** (Recurring Revenue / R&D headcount was 34% higher between 2018 to 2021)

PARTNERSHIP



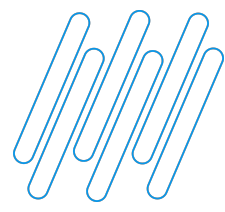
Partnerships with leading companies, including VTEX, B3 and Creditas

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 (~3x the 2019 Follow-On Proceeds)

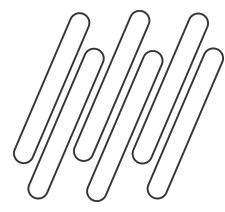
MANAGEMENT		TECHFIN		BIZ PERFORMANCE	
Verticals	Rational	Payroll Credit	Rational	Digital Commerce	Rational
 Dec/2019	Consolidate leadership in the cash and carry/supermarket segment	 Feb/2020	Offer payroll loans with no credit risk	 May/2019	JV to kick start our full commerce offering
Verticals	Rational	B2B Credit	Rational	Marketing Analytics	Rational
 Jul/2021	Unlock value through a carve-out + primary investment of a strategic partner	 Oct/2019	Best finance offer to the entire supply chain	 Dec/2020	Big data/analytics applied to digital marketing and sales
Innovation Platform	Rational	Payments Retail Education	Rational	OMS	Rational
 Apr/2020	Enterprise SFA to drive sales	 Mar/2019	Acquiring applied to segmented needs	 Jun/2019	Omnichannel platform for SMB
Plan. and management financial	Rational	Digital Platform of Financial services	Rational	Digital Marketing	Rational
 Mar/2022	Increase in the Management business portfolio + access and data intelligence	 Apr/2022	Expand, simplify, and democratize the access to a wide range of financial products in the B2B market	 Mar/2021	The leader in the digital marketing transformation of SMBs



M&A

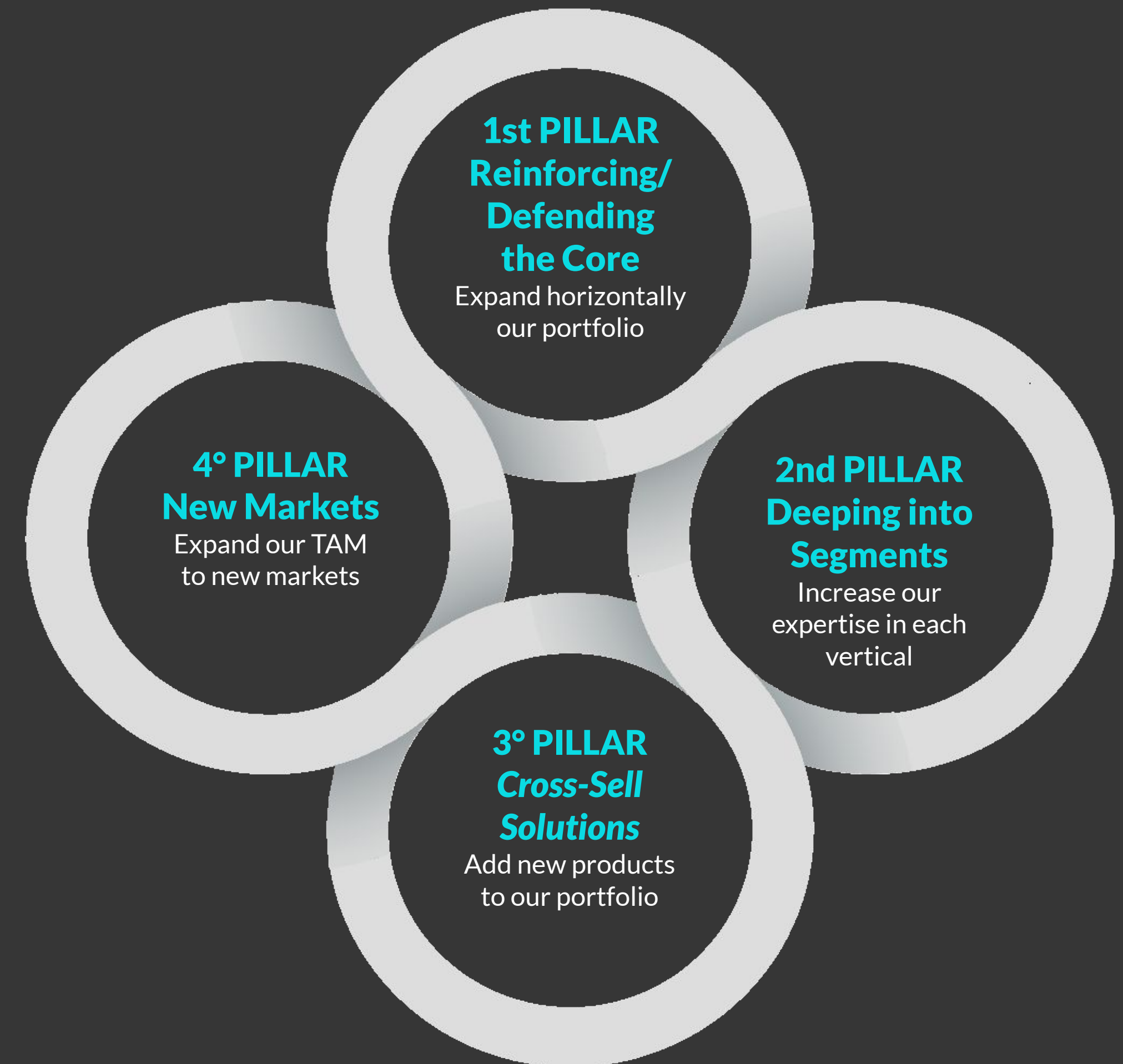


Partnership



EVEN STRONGER PIPELINE OF 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

E

ENVIRONMENTAL

- GHG Emissions Inventory (Carbon Footprint & Climate Change)
- Reverse Logistics of IT Assets
- Management of natural resources and waste from operations

S

SOCIAL

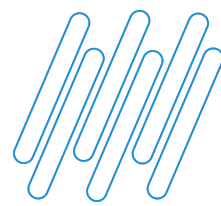
- Diversity, inclusion and meritocratic culture
- Clients satisfaction
- GDPR /LGPD Data Security and Privacy
- Education for work

G

GOVERNANCE

- 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

6 out of 7 board members are independent

Laércio Cosentino

Chairman
Co-Founder of TOTVS and
Chairman of Brasscom

Maria Letícia Costa

**Vice-Chairman
Independent Member**
Partner of Prada Assessoria
Empresarial and board
member of Localiza

Eduardo Vassimon

Independent Member
Chairman of the Board of
Directors of Votorantim S.A
and Board Member of B3*

Gilberto Mifano

Independent Member
Board Member
of Natura and Cielo

Guilherme Stocco Filho

Independent Member
Board Member
of Banco Original

Sylvia Leão

Independent Member
Board Member of
Raia Drogasil, Vivara
and Grupo Baumgart

**Tania Sztamfater
Chocolat**

Independent Member
Board Member
of Equatorial Energia

ADVISORY COMMITTEES

Statutory Audit

monitors the procedures for compliance with legal provisions, evaluates risk management policies and recommends improvements to internal policies

Personnel and Compensation

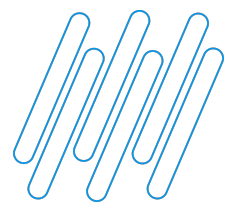
responsible for advising the Board of Directors in establishing the terms of compensation and other benefits

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

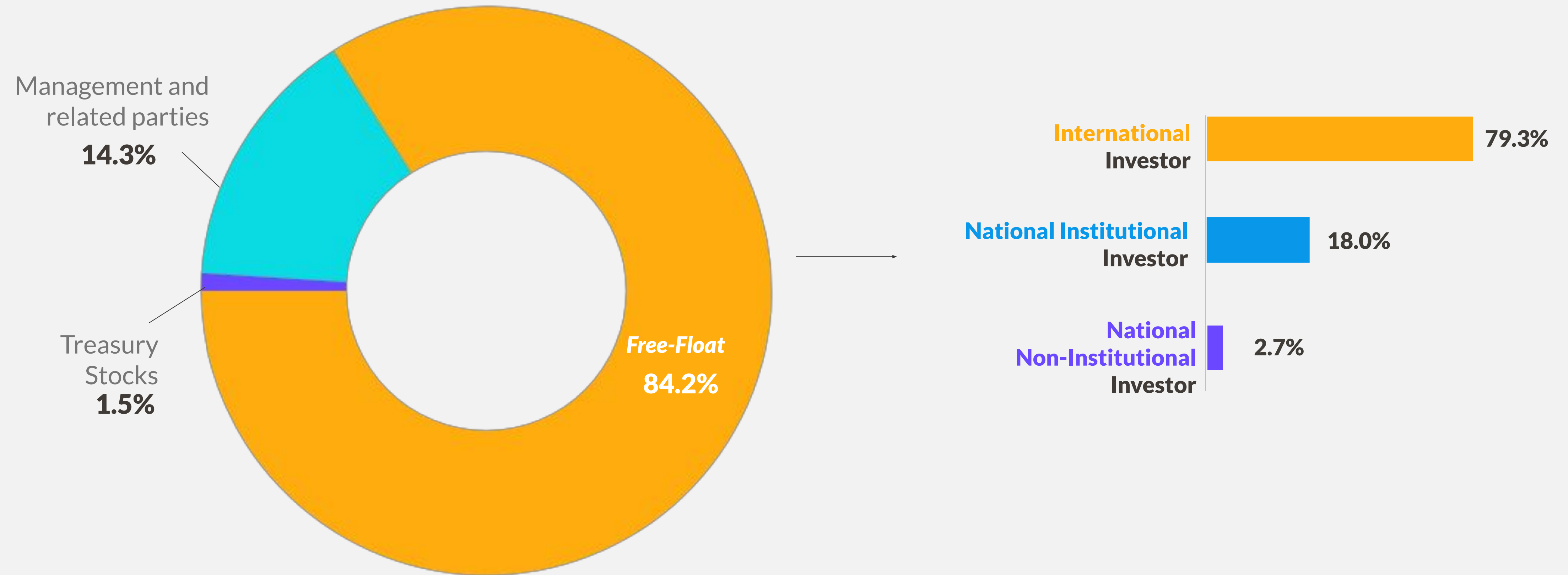
Strategy

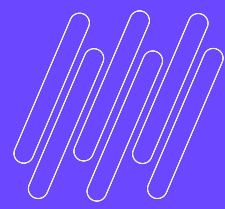
studies, debates, evaluates, proposes and monitors the main guidelines of the corporate and technological strategy



GOVERNANCE

Shareholding Composition*: True Corporation





► 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



TECHNOLOGY + KNOWLEDGE ARE OUR DNA

We have built a legacy for an ever-changing-world. We are always thinking about how to combine technology and knowledge to keep boosting innovation now and forever. We are creative and not afraid of making mistakes.



THE SUCCESS OF OUR CLIENT IS OUR SUCCESS

We anticipate the needs of our customers. We deliver quality in solutions that are more essential, simpler and more agile for businesses. Always there and nearby.



WE VALUE COMPETENT PEOPLE WHO ARE NICE PEOPLE

Curious, collaborative, digital and driven by results. We are driven by our own style, and we are restless. We are TOTVERS.

By geographic location (own units)

7,612 in Brazil



254 abroad



ARG



MEX



USA



RUS



COL



CHL



PORT

By gender



66%



34%

By leadership position



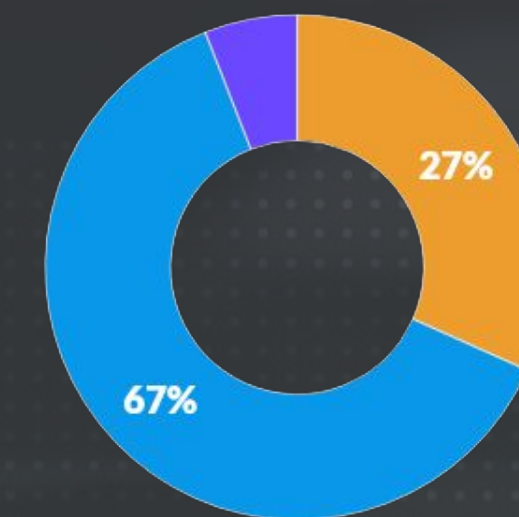
68%



32%

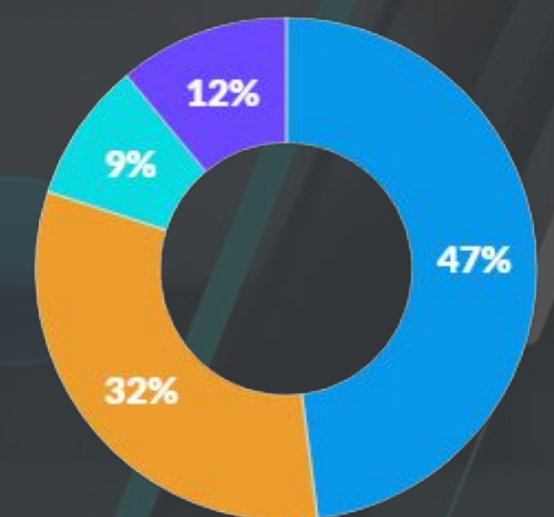
By age

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



By activity

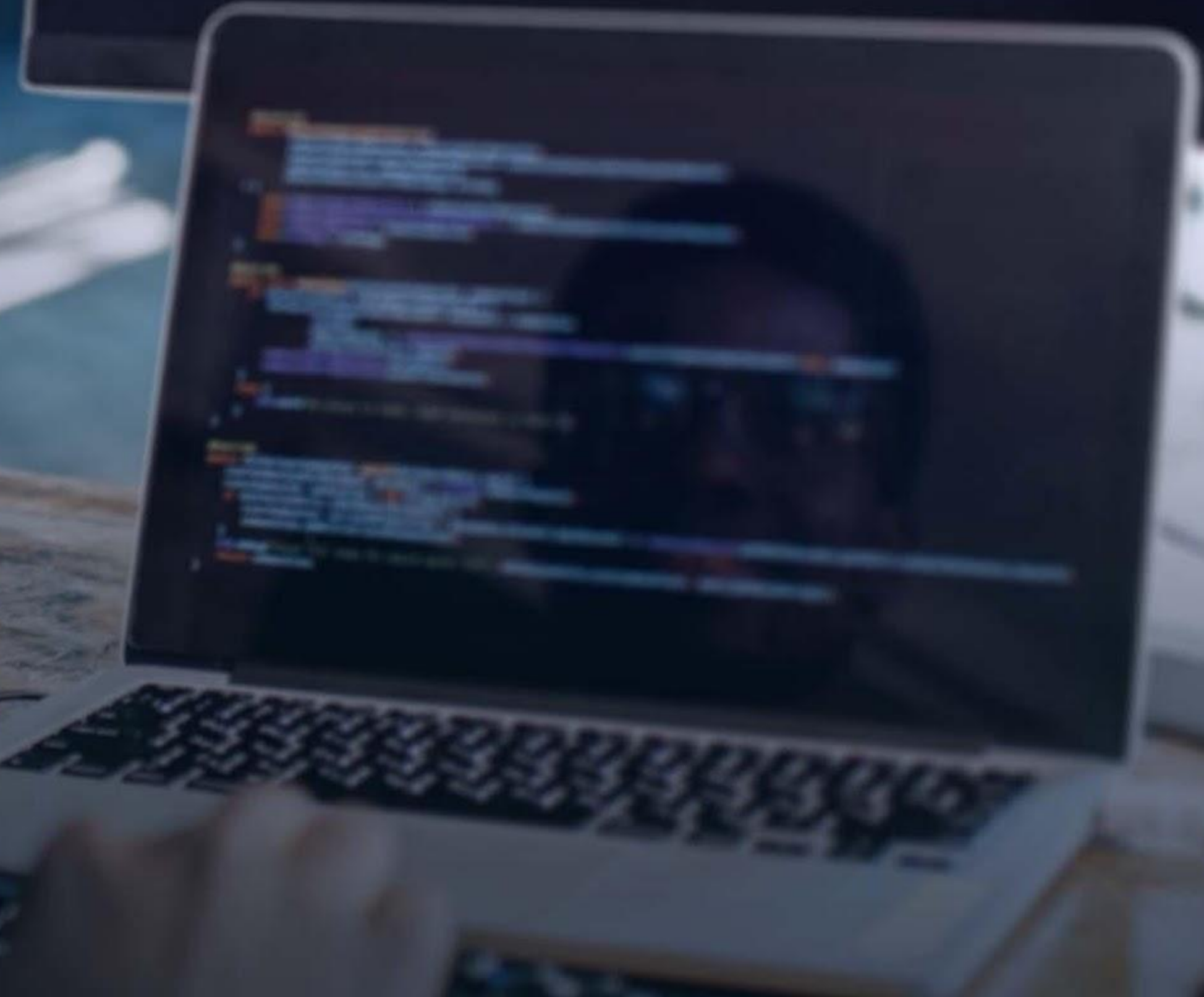
- Services
- R&D
- Sales
- Adm / Others

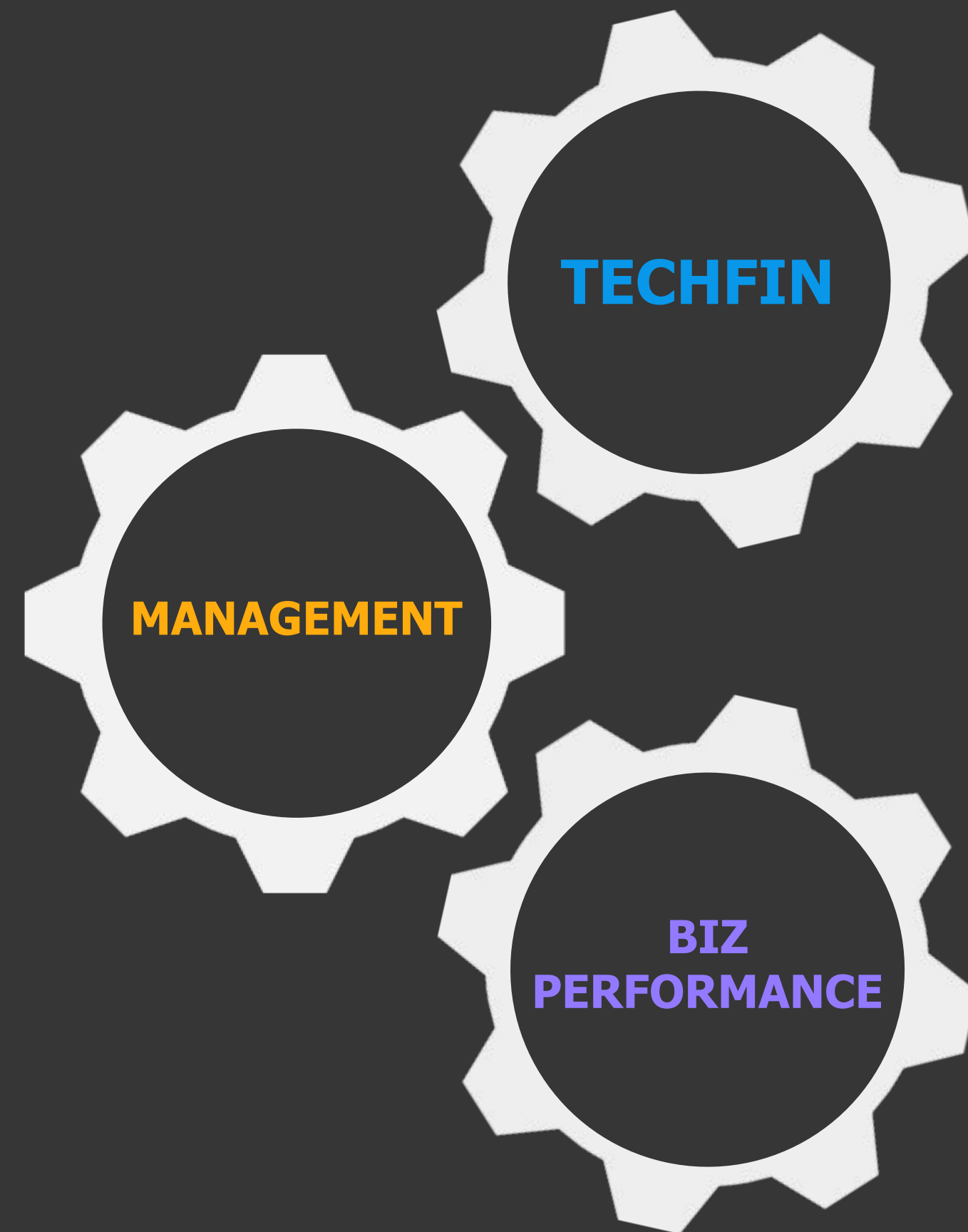
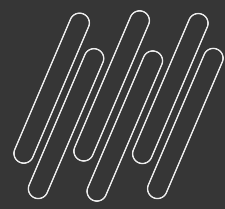




04

QUARTERLY RESULTS 1Q22





ECOSYSTEM 3D INTERCONNECTED AND INTERDEPENDENT

2022 started at a similar pace to the close of 2021:

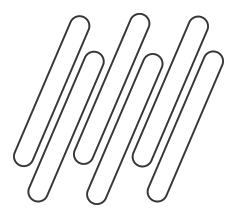
- + **Historical Record of Net Addition in ARR Management**
- + **Organic growth record in Recurring Revenue from Management**
- + **Strong growth of Biz Performance Recurring Revenue**
- + **Investments and advances in *Digital Commerce***
- + **Record portfolio and credit production growing at Techfin**
- + **TOTVS + Itaú Techfin Joint Venture**

TOTVS 3D ECOSYSTEM
IS A
REALITY



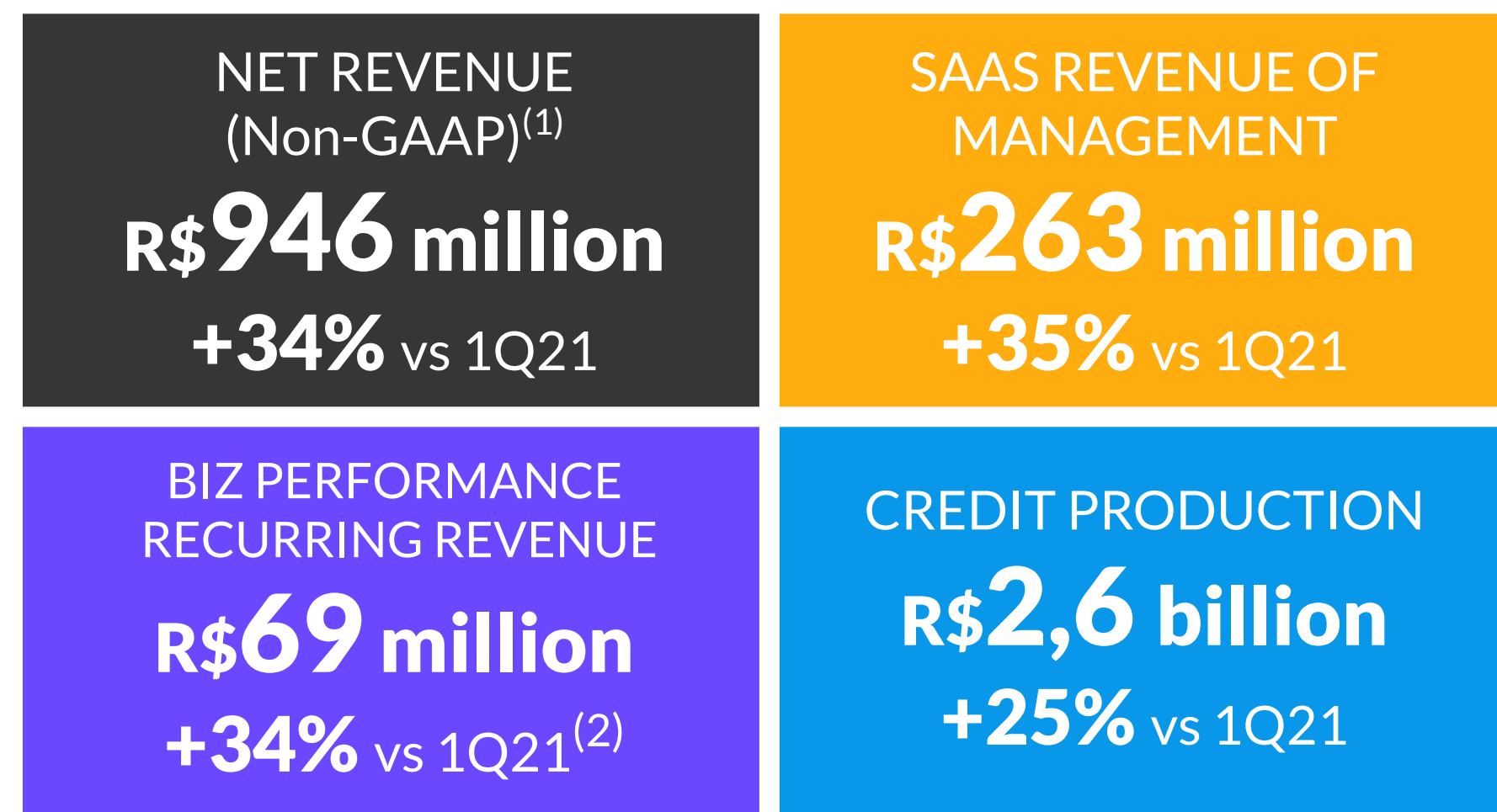
4.1

Financial & Operational 1Q22 Highlights

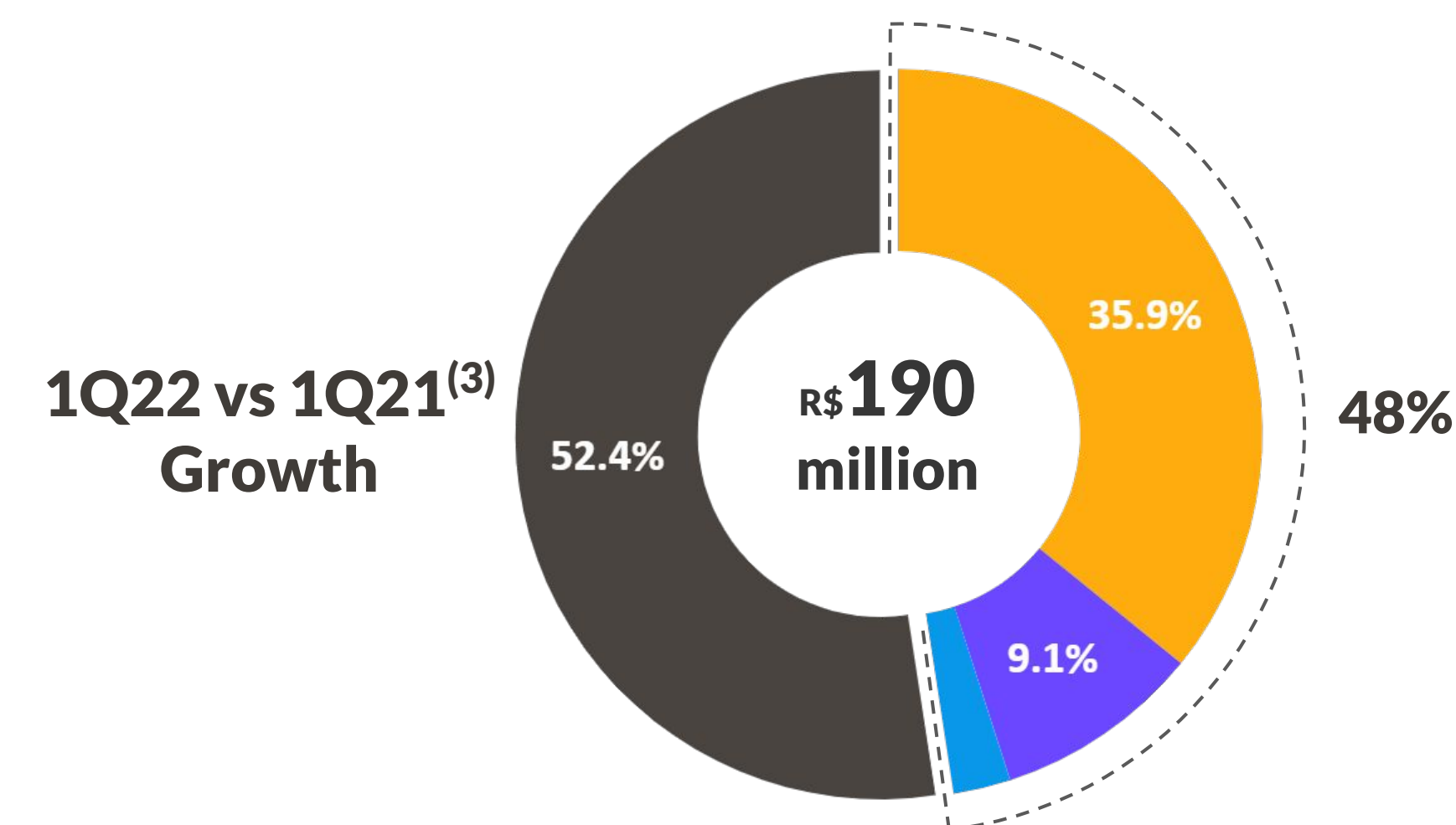
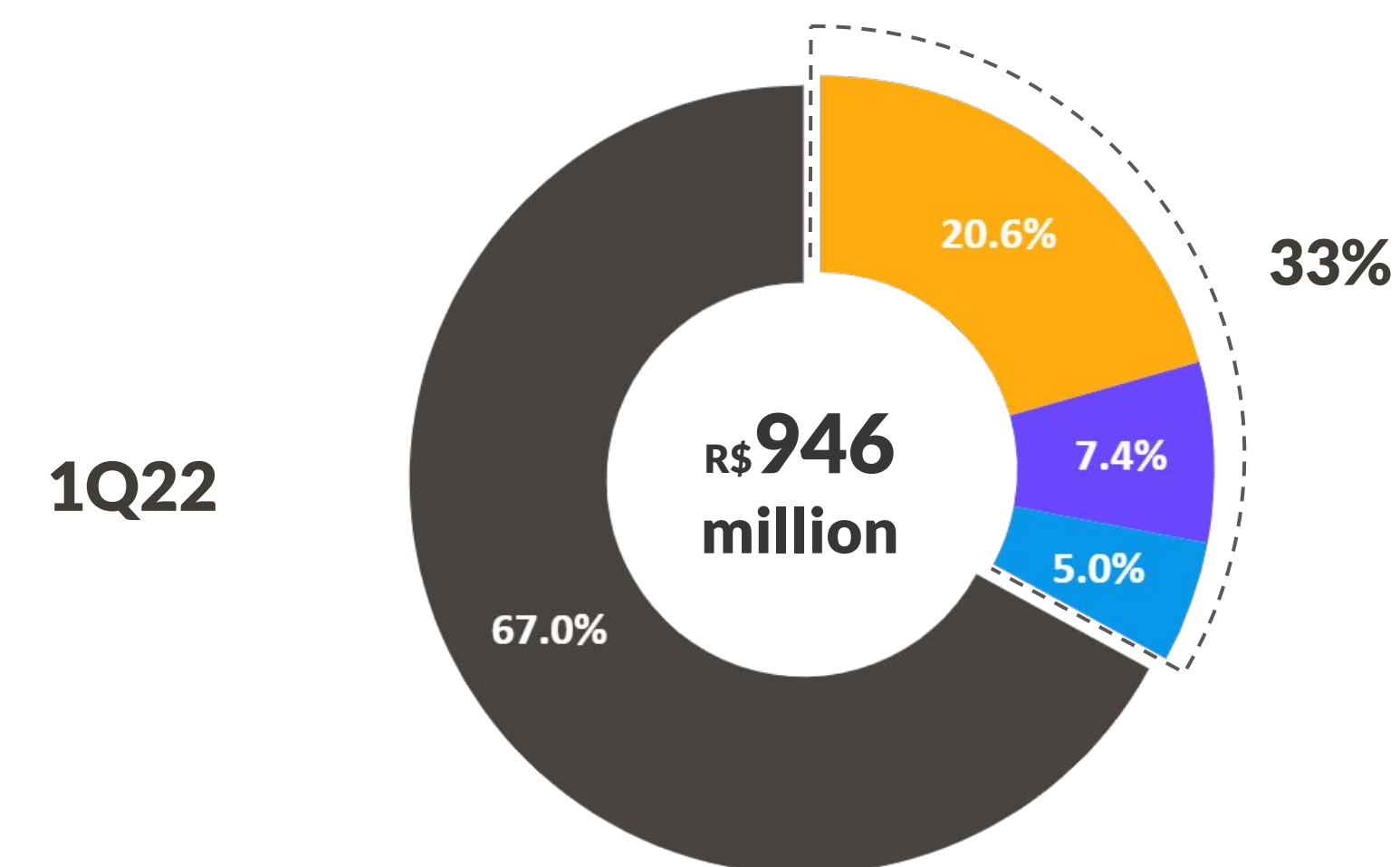


CONSOLIDATED RESULTS

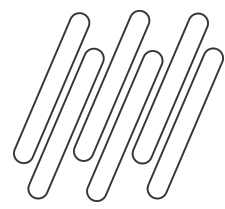
Revenue net of Funding⁽¹⁾ **grew 34% vs 1Q21**, with emphasis on the growth of **26% Management Net Revenue**



NET REVENUE (Non-GAAP)⁽¹⁾



● Other Management ● SaaS Management ● Biz Performance ● Techfin

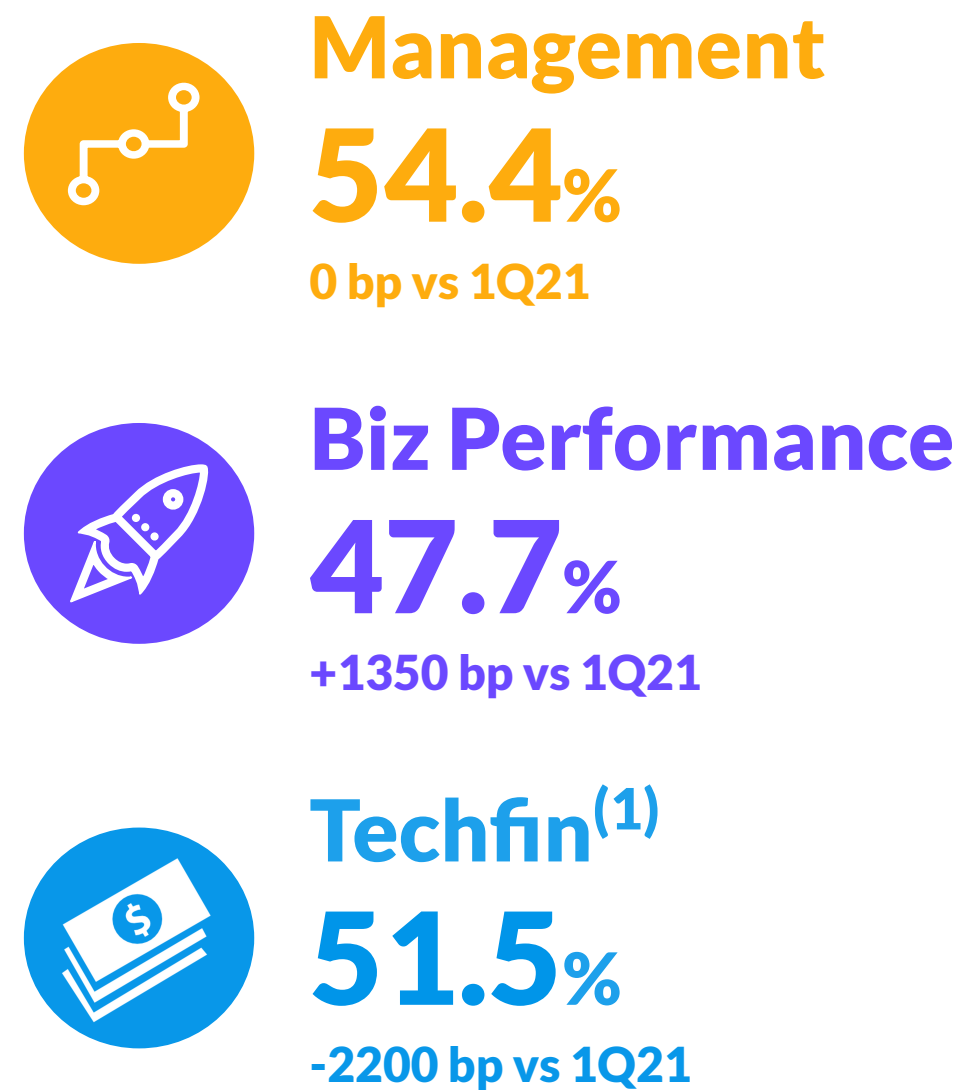


FINANCIAL & OPERATIONAL HIGHLIGHTS

Rule of 40

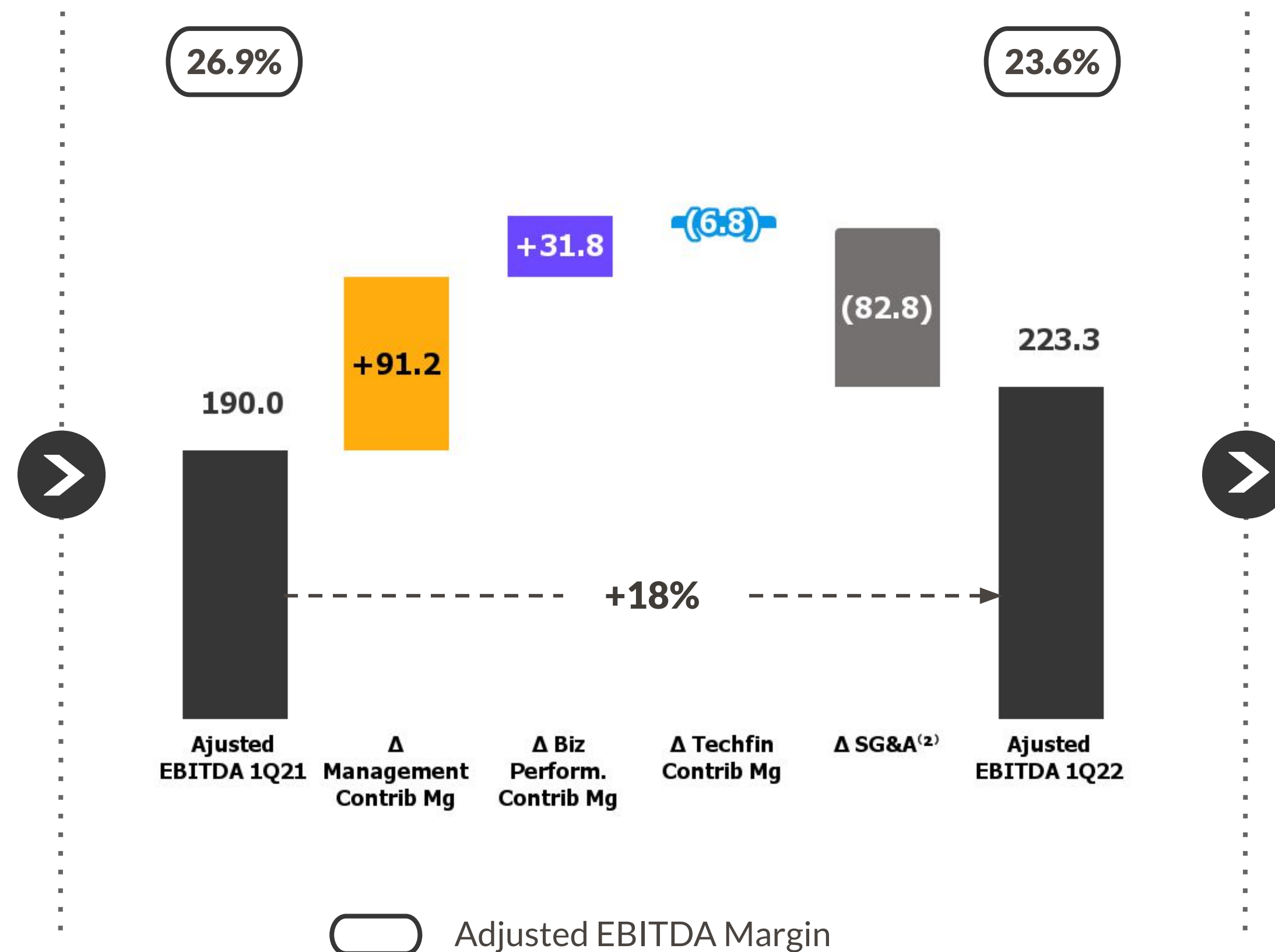
The acceleration of revenue growth, concentrated in recurring, transactional revenues, and the historical record of licenses from the Corporate Model, **resulting in 13 p.p. increase in the Rule of 40**

CONTRIBUTION MARGIN / NET REVENUE (1Q22)

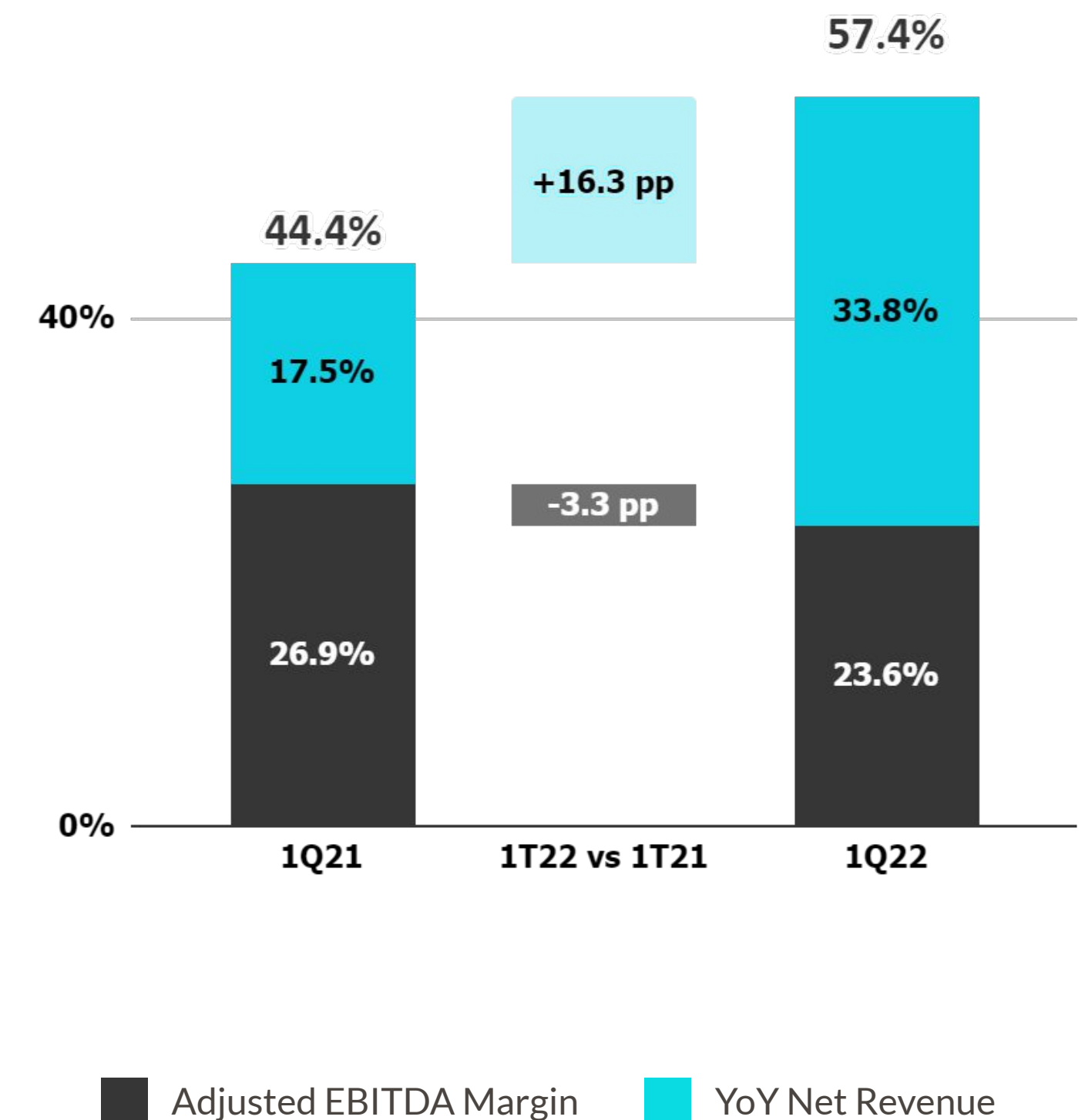


Contribution Margin
(**Business Performance**+**Techfin**) / Total
11.3% (1Q22) vs 8.3% (1Q21)

ADJUSTED EBITDA 1Q22 vs. 1Q21 (R\$ million)



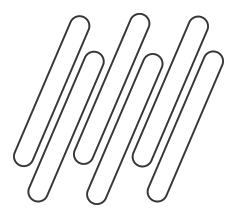
RULE OF 40





4.2

3-Dimensional Ecosystem



3-DIMENSIONAL ECOSYSTEM - MANAGEMENT

31



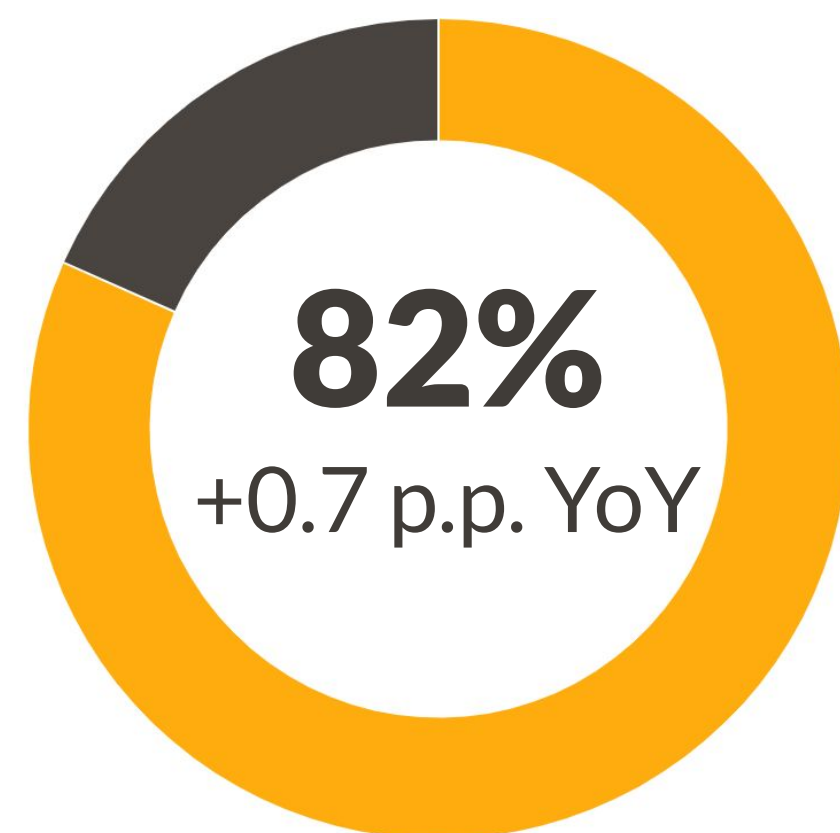
Management

Two important milestones achieved in this quarter: **organic growth of 26% in Recurring Revenue** and an increment of licenses in the Corporate Model of R\$37 million.

RECURRING REVENUE
R\$677 million (+27% YoY)

SaaS Signings: 77% of new signings in 1Q22

New clients: 30% of SaaS signings in 1Q22



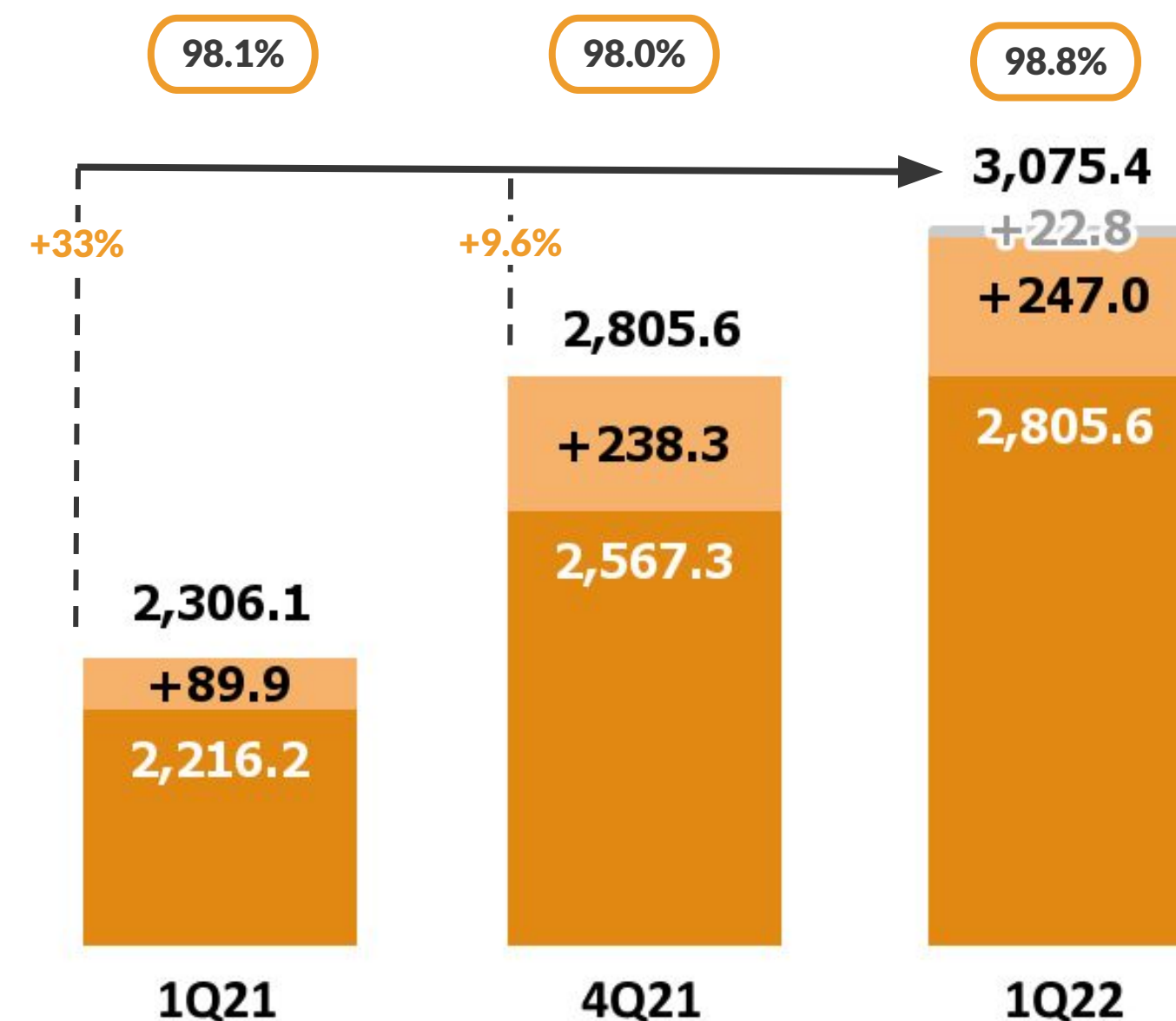
% of Recurring Revenue vs. Management Revenue

ARR NET ADDITION RECORD
R\$247 million (+2.7x vs 1Q21)

33% YoY ARR Growth on 1Q21:

~69% **Volume** - new signings (boosted by the R\$51 million addition from Corporate Model)

~31% **Preço** - contractual readjustments (Pricing Power + business model resilience)



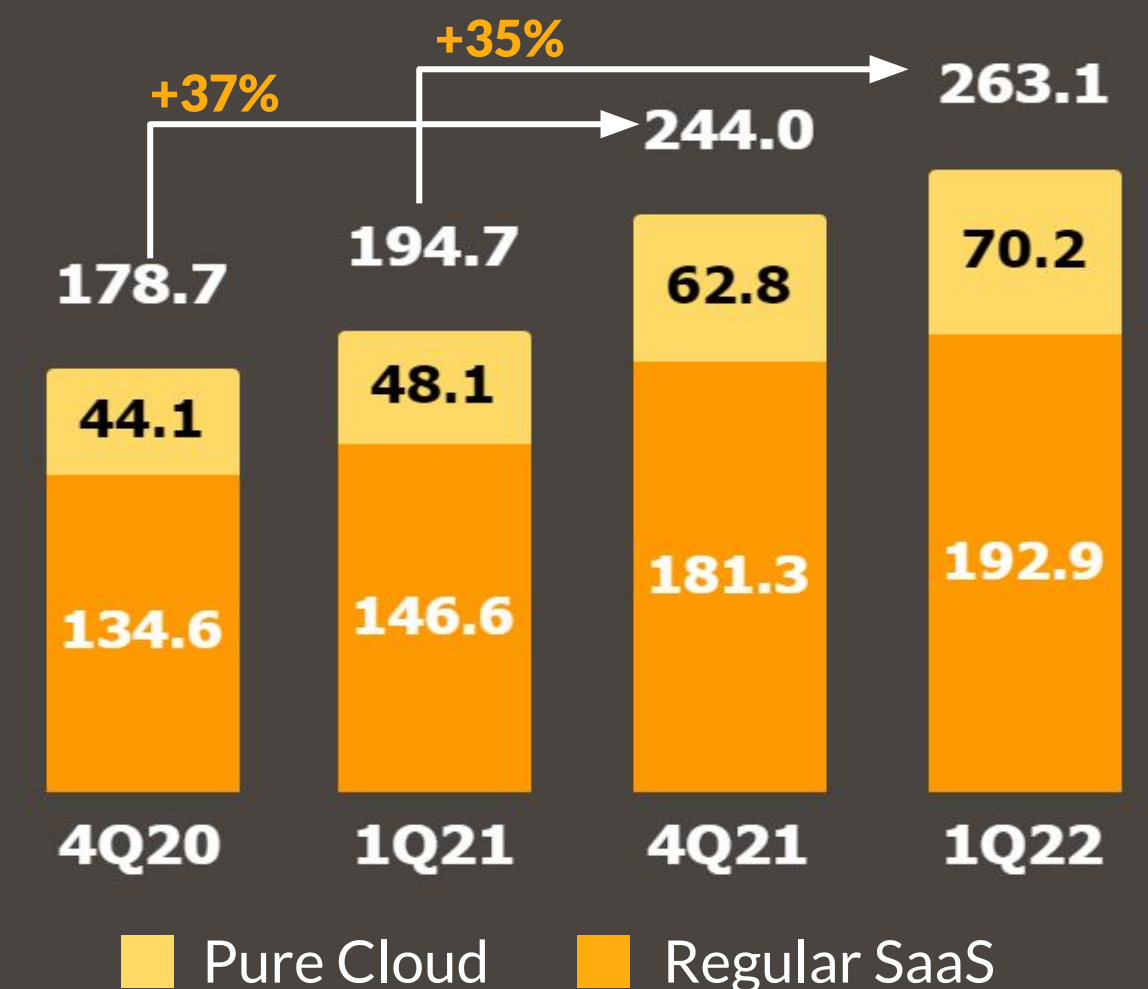
ARR Net Addition
 Inorganic Addition

Baseline

Renewal Rate

Quarter Highlights

SaaS - Management (R\$ million)

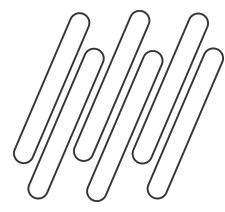


CLOUD

- 29% increase of Cloud customers vs 1Q21
- 46% growth on Pure Cloud
- Adoption increase of the T-Cloud Platform
- Expanding Availability Zones

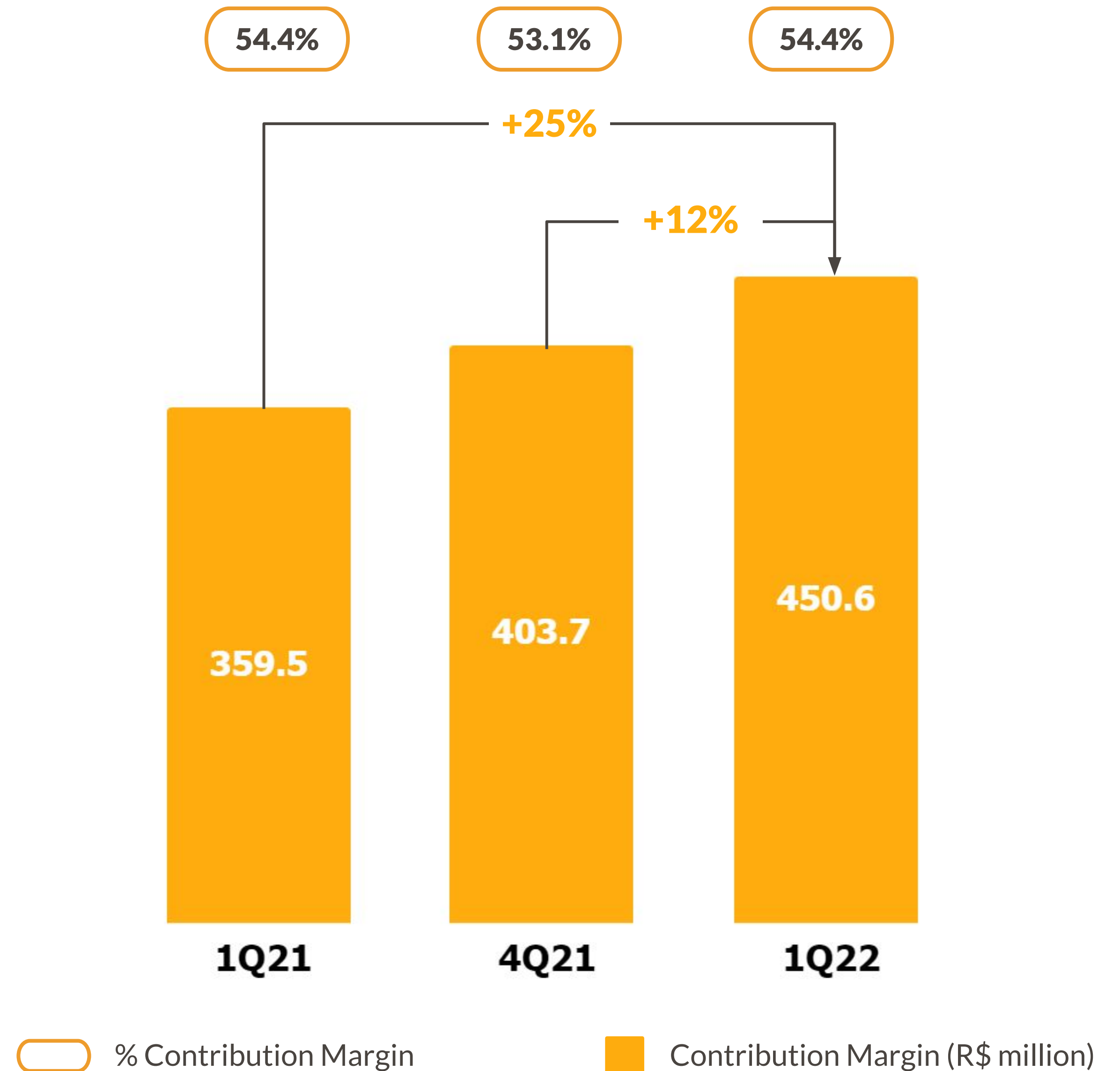
1Q22

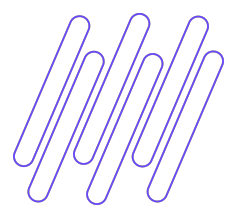
EARNINGS PRESENTATION



CONTRIBUTION MARGIN

Increase of 130 basis points in the Contribution Margin in the quarter over quarter, exceeding the range of R\$450 million, even with an **increase of almost 2.3 times greater than cost inflation**, while the average revenue inflation remained at stable levels versus 2021, which demonstrates the solidity and scalability of the business model.



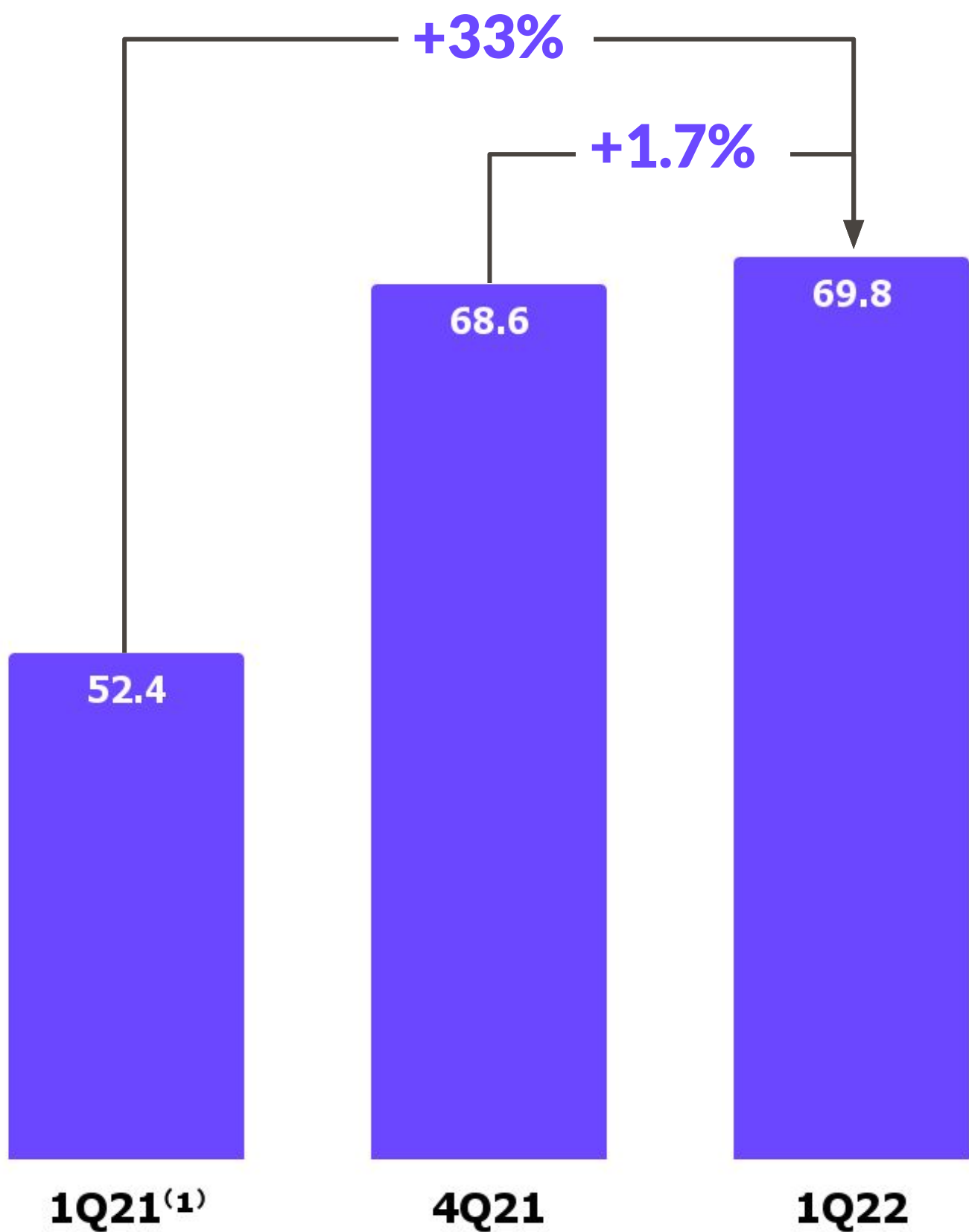


3-DIMENSIONAL ECOSYSTEM - BUSINESS PERFORMANCE

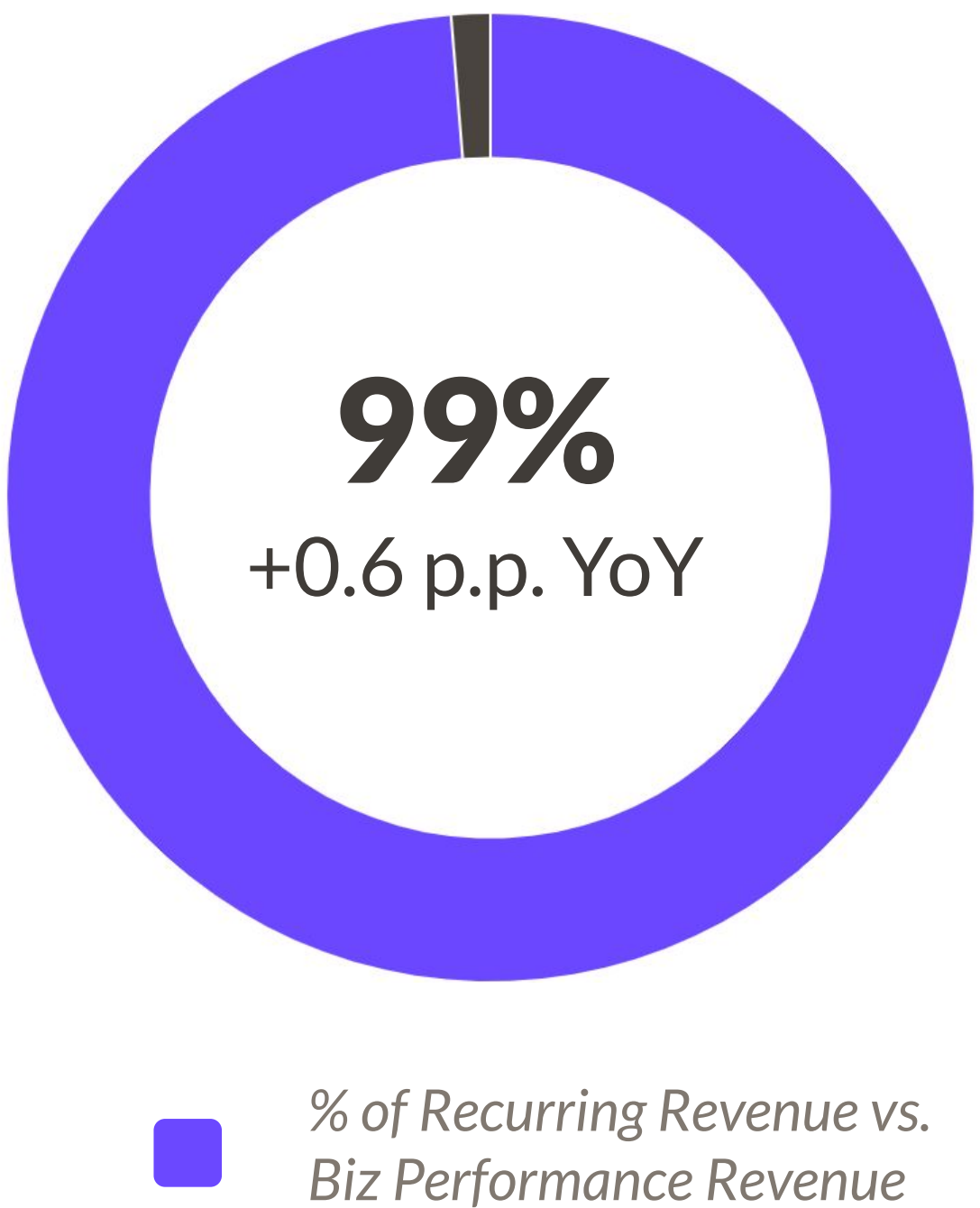
Business Performance

Net Revenue for the quarter grew 33% versus 1Q21, on the same comparison basis, driven by the 34% increase in Recurring Revenue

REVENUE (R\$ million)



RECURRING REVENUE 1Q22



×

Quarter Highlights

ARR (R\$ million) organic +34% YoY

92.2%

268.6
+16.9
251.7
17.3
+0.2
+13.9
3.2
1Q21

97.7%

268.6
+15.6
251.7
17.3
+0.2
+13.9
3.2
4Q21

97.7%

284.2
+15.6
268.6
17.3
+0.2
+13.9
3.2
1Q22

Inorganic Addition

ARR Net Addition

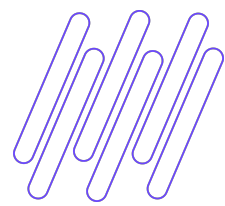
Baseline

Renewal Rate

Digital Commerce

- GMV (Gross Merchandise Volume) reaching R\$300 million annualized, + 150% vs 1Q21
- +200 clients in production (generating GMV 2.5x vs 1Q21)
- New head for the Digital Commerce

Notas: (1) Considers the unaudited results of RD Station from Jan-Mar/21, for comparative purposes only

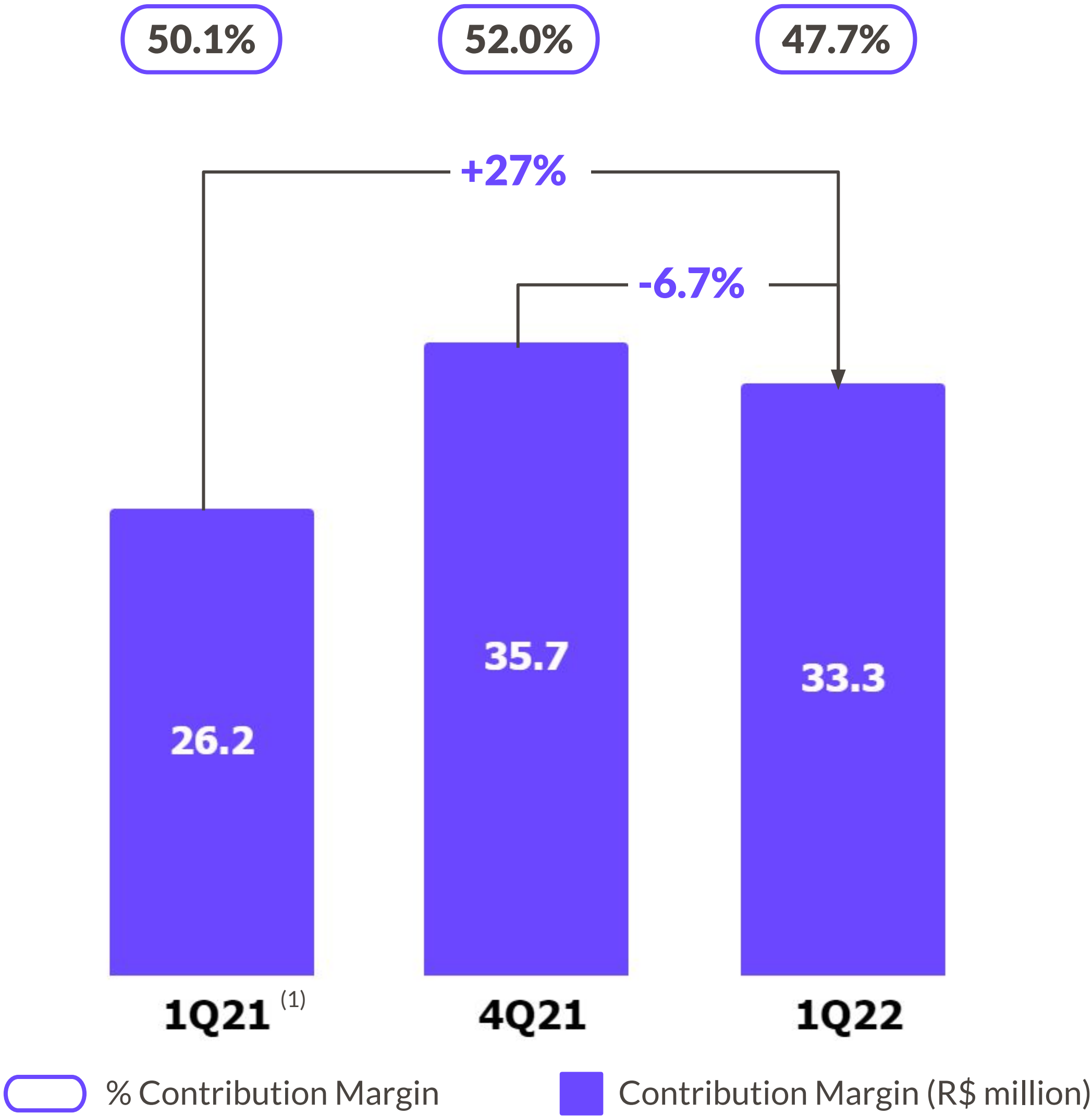


CONTRIBUTION MARGIN

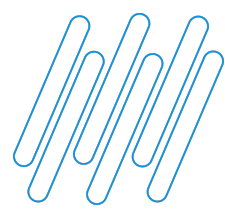
The reduction of 240 basis points compared to 1Q21 was mainly due to the higher level of investments in R&D. The operation is profitable, with very positive economic units, which reinforces the dimension's high potential for generating value.



RD Station Premium
LTV / CAC
5x



Notas: (1) Considers the unaudited results of RD Station from Jan-Mar/21 and Tail from Jan-Dez/21



3-DIMENSIONAL ECOSYSTEM - TECHFIN

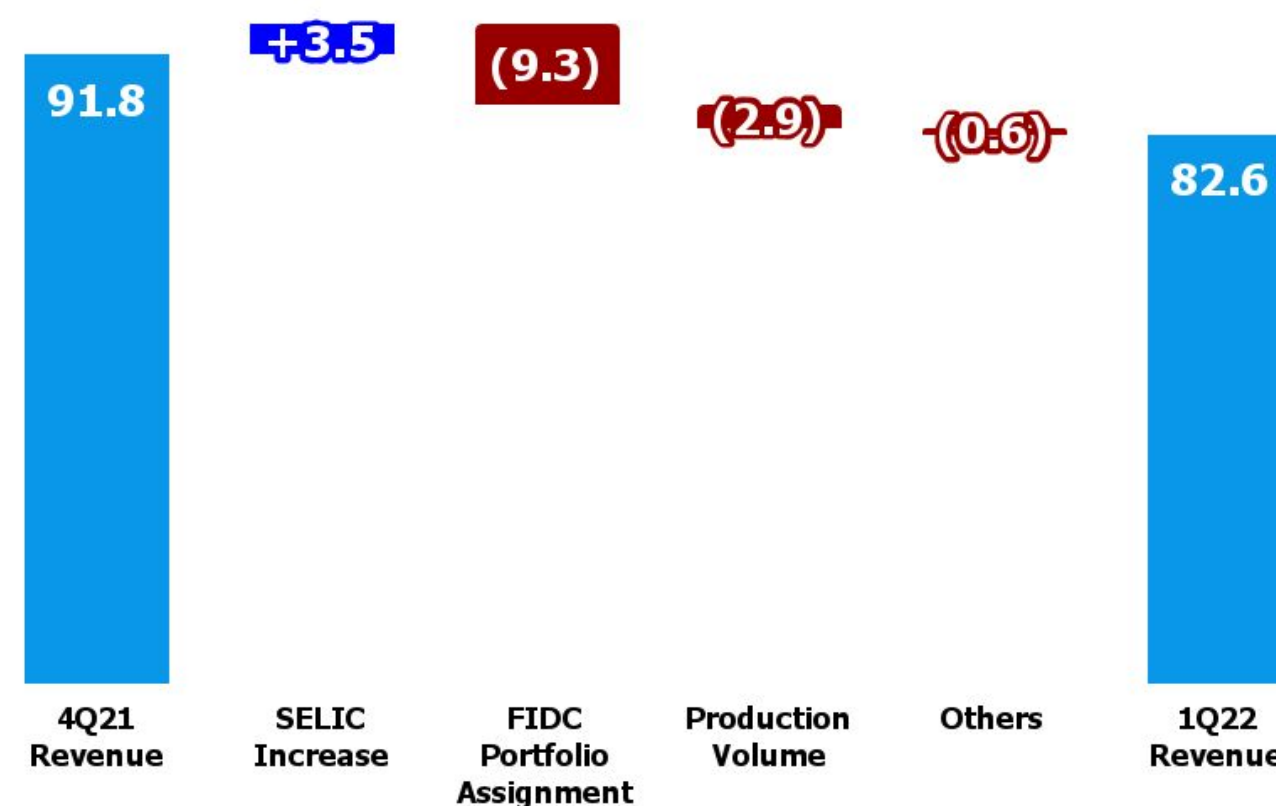
35



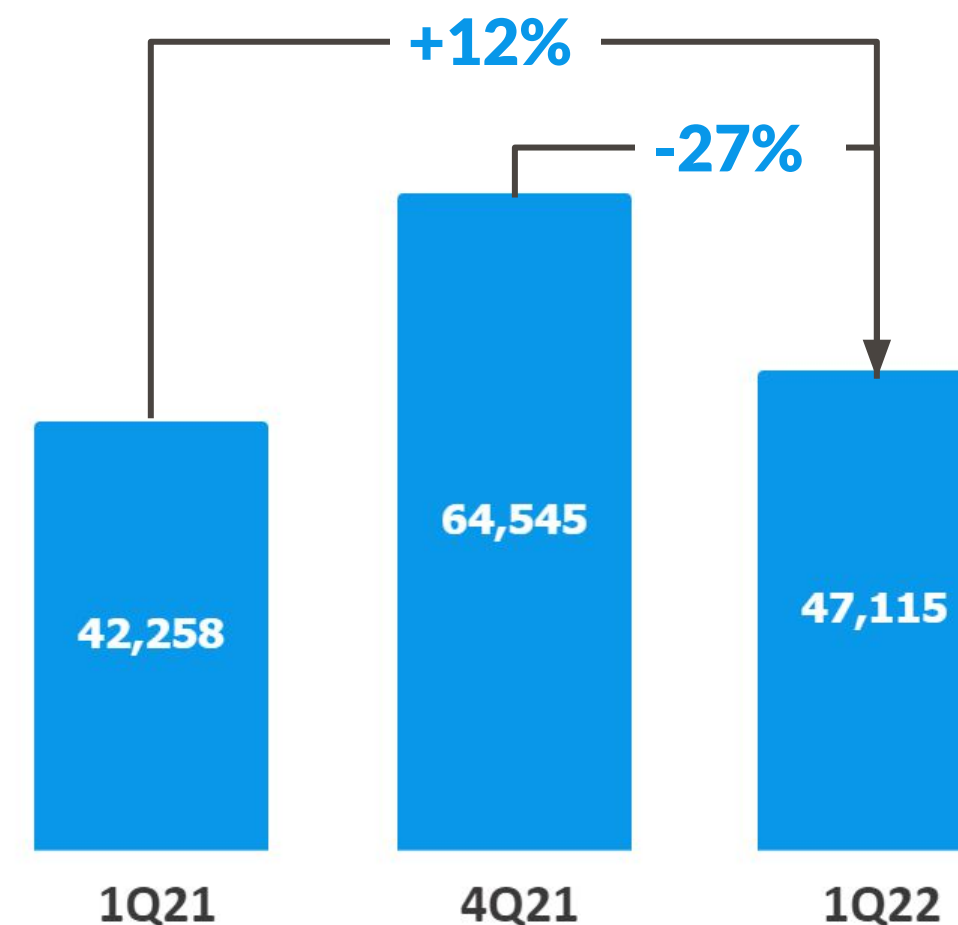
Techfin

Credit Portfolio of R\$1.8 billion (highest historical level and +30% vs 1Q21). Creation of the **Techfin JV** with Itaú Unibanco.

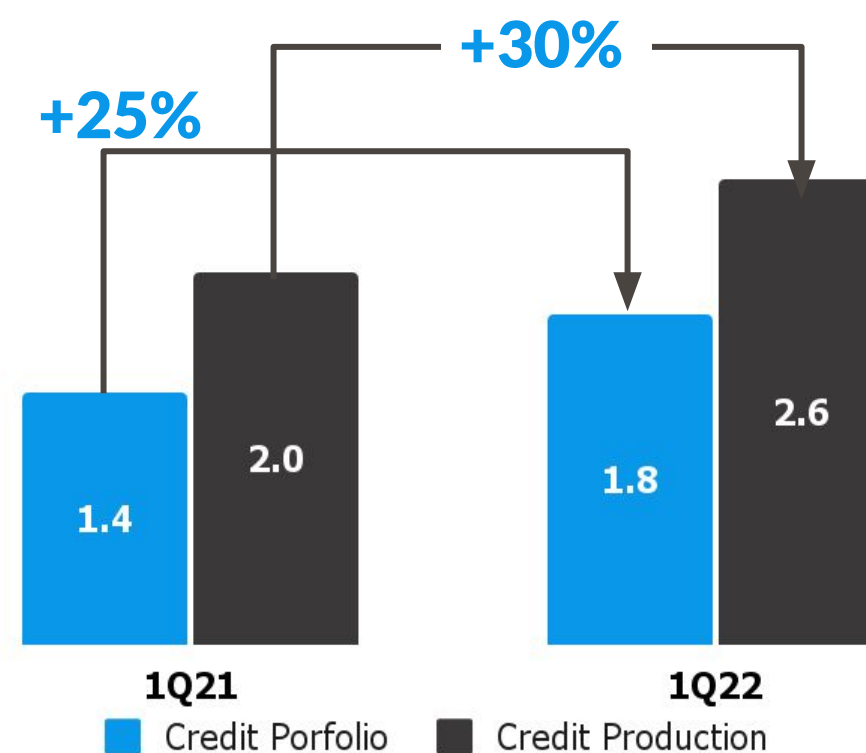
Techfin Revenue (R\$ million)



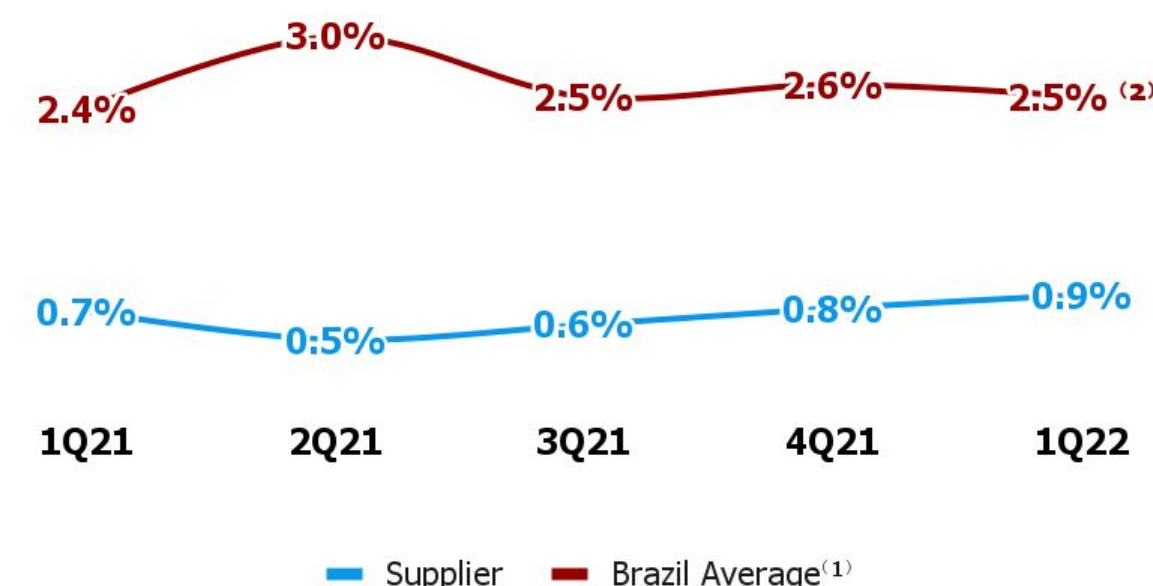
Techfin Revenue - Net of Funding (R\$ million)



Credit Portfolio and Production (R\$ bn)



Delinquency (% above 90 days)



Quarter Highlights

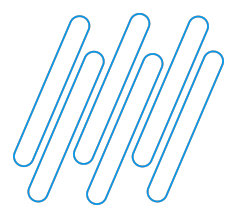


TOTVS + ITAÚ JV combines complementary expertises that bring benefits related to funding, amplify our ambition and accelerate the roadmap to build the best Financial Services Platform for SMB in Brazil

Supplier's Pipeline "Mais Negócios" Product (%)

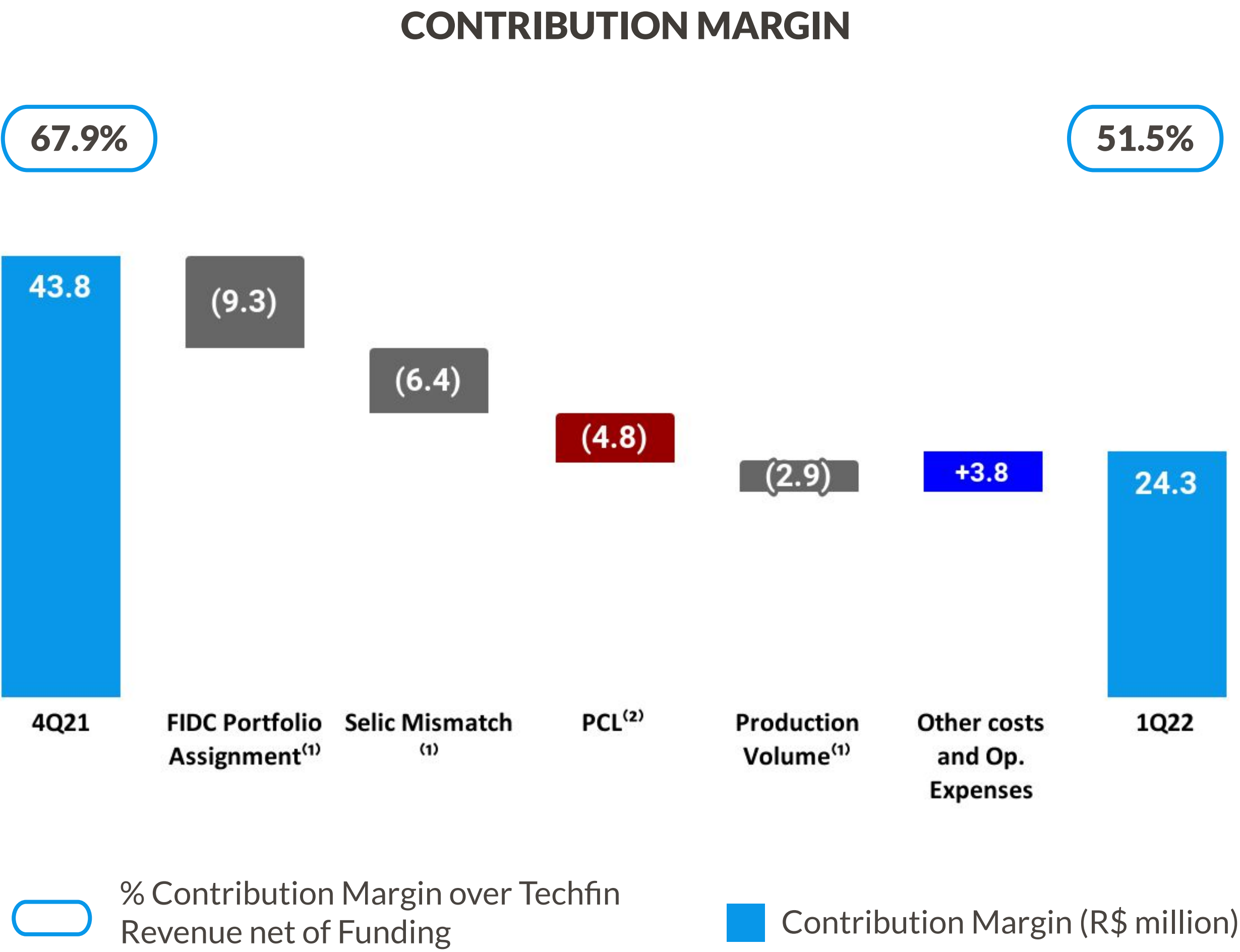
58%
Prospecting
Affiliates

56%
Affiliates in
Deployment



CONTRIBUTION MARGIN

Techfin's Contribution Margin was 45% lower than in 4Q21, explained by (i) the portfolio assignment to the FIDC; (ii) mismatch between the Selic effect in the cost of funding versus its effect in the credit portfolio; and (iii) the reduction in volume of Credit Production in the quarter, combined with the higher level of Provision for losses in 1Q22.



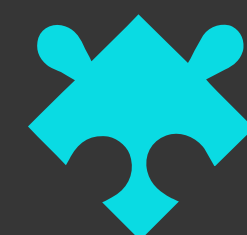
Notas: (1) Seasonal effects (2) Provision for Expected Credit Losses

ESG



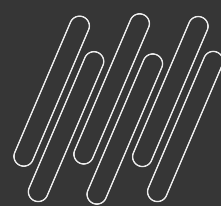
AEGM 2022

+71% attendance of the Company's voting capital and had all the proposed matters approved, among them: capital budget, annual management compensation, and Board of Directors composition for the next two years.



TOTVS rating raised by Fitch from AA to AA+

The increase reflects, among others: the company's cash generation capacity, the expectation of preserving margins and the diversification of business by adding the Techfin and Business Performance dimensions, combined with a high growth potential.



FINAL REMARKS

WE KEEP GOING ON OUR JOURNEY TO BECOME A "TRUSTED ADVISOR" TO OUR CUSTOMERS

Our business dimensions present different performances and have what we call "different moments and mandates". This expression incorporates an important concept: we must be careful not to demand the same things from businesses that do not face the same reality. We can confidently say that we are taking that care.

When most performance indicators are heading in the right direction, we are often asked: "What is missing?". The answer is simple: "convert the 3 dimensions, which are solid in an autonomous way, into a true integrated, interconnected and interdependent ecosystem".

We believe that: (i) the value proposition of helping companies to improve their performance is strong and solid; (ii) technology is the way; and (iii) our journey to build this ecosystem is in full swing. We will continue to seek to make TOTVS the "trusted advisor" to most Brazilian companies. Always believing in a Brazil that makes it happen!



MANAGEMENT

Arrival of Gesplan, an acquisition with a management rationale, but which also has very important secondary repercussions for the Techfin dimension, further strengthening the Management dimension, which has shown strong growth and successive record breaks.



BUSINESS PERFORMANCE

The arrival of a new head of Digital Commerce and the advances in the cross and upsell strategy of RD Station, strengthened by planning a portfolio synergy pilot between RD Station and TOTVS, are examples of our conviction in a dimension with high potential of value generation.



TECHFIN

TOTVS+Itaú JV will revolutionize the way of contracting and consuming financial services, benefiting the SMB and the entire production chain in Brazil as it seeks to expand, simplify and democratize access to a wide range of products in the B2B market.

THANK YOU



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- The Customers' success is our success.
- We value good professionals who are good people.



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