INSTITUTIONAL PRESENTATION

Investor Relations

2026/July

LEGAL NOTICE

All information contained in this presentation, relating to TOTVS's 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

1980
STARTUP
Microsiga is born

- **1983** – Laércio Cosentino and Ernesto Haberkorn found Microsiga Software S.A.

1990
WARM UP
Franchise System

- **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

2000
NUMBER 1 BRASIL
TOTVS is born

- **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

2010
SIMPLIFYING THE BUSINESS WORLD
+ Cloud
+ SaaS

- **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

2020
TRUSTED ADVISOR
Increase our relevance to clients

- **2019** – Launch of the strategic plan for a 3 business unit to expand the TAM and continue growing
- **2021** – Acquisition of RD Station and establishment of the RD Station business unit
- **2022** – JV with Itaú to accelerate Techfin

2026
AI STRATEGY
TAM expansion and new growth cycle

- **2026** – Launch of LYNN, the first B2B AI foundation in Brazil
- **2026...**

OUR NUMBERS

~R$2.7 trillion[1]
of the economy are generated by our clients

11 Consolidating Franchises
spread throughout Brazil to serve our customers in the 37 franchised territories

14 customer relationship units
SP, RJ, BH, RS, Recife, Large Enterprise, Public Sector, Health, Argentina, Chile, Colombia, Mexico and USA

+70k clients
of all sizes

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

~1/3 of Companies[3]
listed on B3 are TOTVS customers and 62% of these companies have been with us for more than 10 years

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

Source: Company and IBGE | Notes: (1) Internal company estimates; (2) According to Market Share Enterprise Application software, 2021; (3) Active companies listed on B3 that have common and/or preferred shares

WHAT IS TOTVS?

Our strategy is defined in a single phrase:

INCREASE OUR RELEVANCE TO CLIENTS AS A TRUSTED ADVISOR

CORE ASSETS AND STRENGTHS

Why we lead B2B technology in Brazil

Client Base

A gigantic, diversified client base spanning economic sectors, geographies, and company sizes

Processes Expertise

Expertise across back- and front-office processes, built into each sector's value chain and combined with the data generated for more than 40 years in which ~25% of the Brazilian GDP flowed through our solutions, reflecting all the internal processes of hundreds of thousands of companies

Distribution Platform

Distribution platform combining the largest and most effective field sales force in the market with a powerful digital inbound machine

Strong Governance and Culture

Highest level of corporate governance (True Corporation) and strong culture of innovation and pioneering spirit

MANAGEMENT COHORT ANALYSIS

The capacity for additional sales, combined with the inflation pass-through and low churn, means that the value of each cohort increases over the years.

PROCESSES EXPERTISE

MANAGEMENT

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

- A market not yet mature, with **~25% of SaaS signings from New Names** and potential TAM to become 2.8x larger
- **The digitization Journey** demands growing levels of corporate IT investments, boosting our core segment
- More than simple personnel department solutions, **SMB companies** are updating to the **ultimate platform** for human capital management

PRODUCTS & SOLUTIONS

ERP & HR Suite

- ERP Backoffice
- HR (HCM + HXM)

Platforms

- DTA (AI and Data)
- T-Cloud
- Fluig (Productivity & Collaboration)

Vertical Solutions

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

Source: Company

PROCESSES EXPERTISE

RD STATION

***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** trough full commerce

PRODUCTS & SOLUTIONS

DIGITAL MARKETING + SALES/ DIGITAL COMMERCE + CUSTOMER EXPERIENCE

RD STATION PLATFORM

RD STATION MARKETING Digital Marketing Automation and Management	RD STATION CRM Process control to boost sales	RD STATION CONVERSAS Automation of customer service to sell more	RD STATION MENTOR IA Virtual assistant trained with personalized data to qualify leads via integrated chat
exact sales por RD STATION Increase in commercial efficiency	lexos Control of sales made by online stores and marketplaces	shopify Complete platform to manage and expand customer online store	RD STATION MARKETING para ecommerce Digital Marketing Automation and Management

Source: Company

PROCESSES EXPERTISE

TECHFIN

*We combine technology and data intelligence to simplify, expand and democratize companies's access to financial services with a disruptive value proposition that considers the **ERP BANKING** thesis, integrating Management software with financial solutions offerings*

- **Low Risk** business model
- **Lower** regulation
- **Self-Sustainable** operation

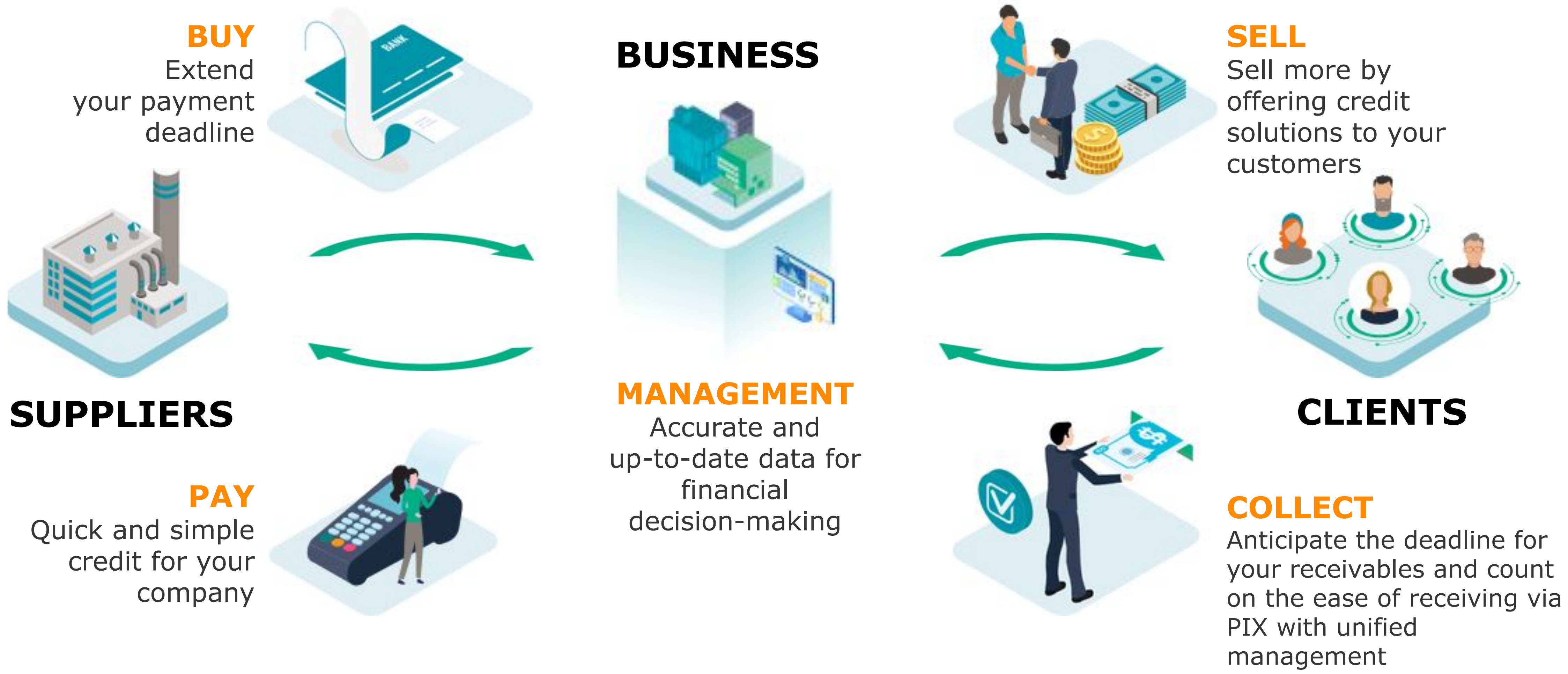
PRODUCTS & SOLUTIONS

DATA FROM ERP + RELEVANCE FOR THE CLIENT + ASSERTIVE DECISION

PRODUCTS

- +VENDAS
- +GIRO
- +PRAZO
- RECEBE+ (PIX)
- ANTECIPA
- RECEBE+ BOLETO HÍBRIDO

AUTOMATE, OPTIMIZE TIME AND GENERATE EFFICIENCY

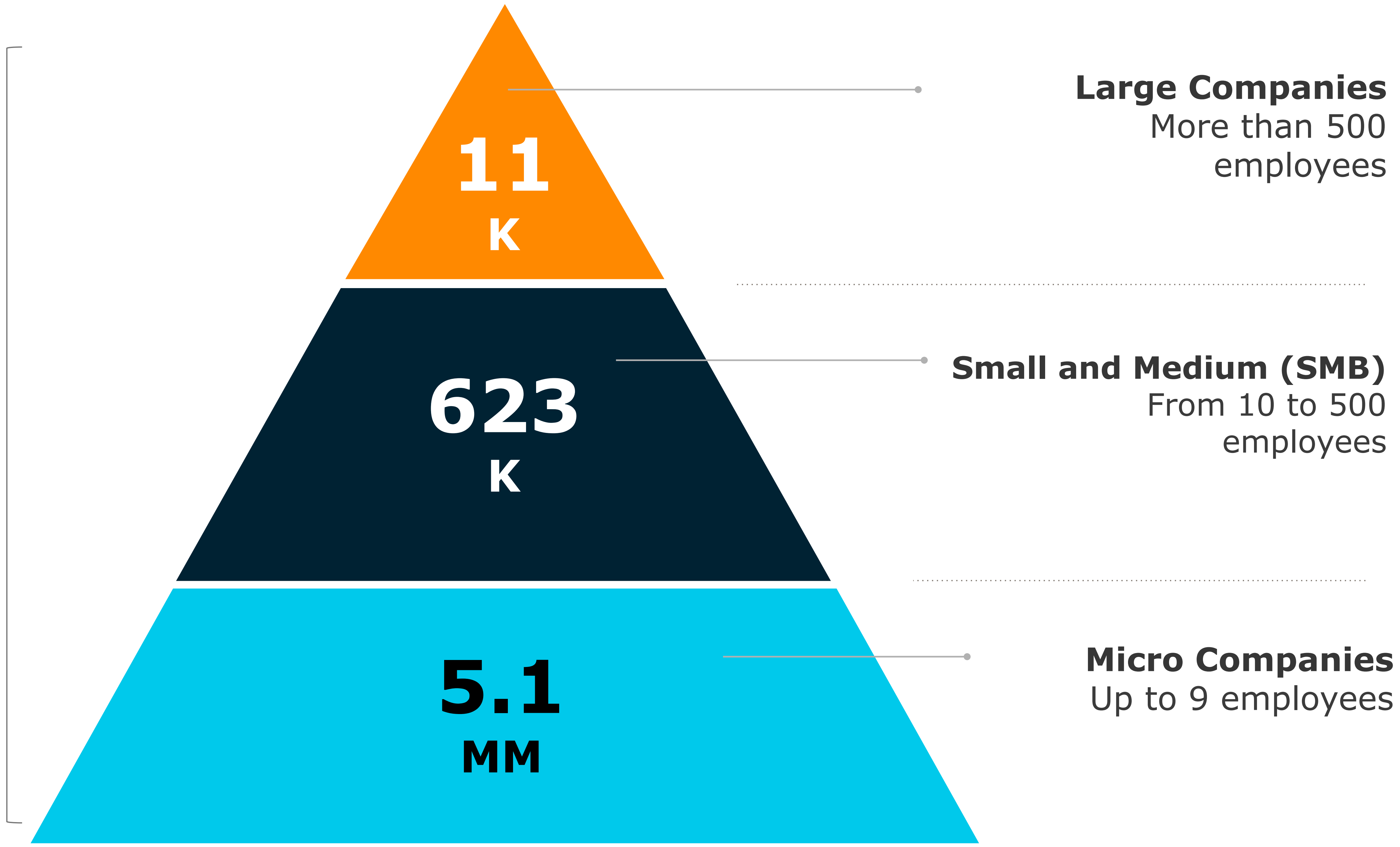


Source: Company

DISTRIBUTION PLATFORM

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

FOR COMPANIES OF ALL SIZES



TOTAL COMPANIES IN BRAZIL BY SIZE

BROAD PORTFOLIO

for a diversified addressable market

ERP
Backoffice

T-Cloud
Cloud Solutions

RD Station
Marketing, CX Sales

HR
(HCM + HXM)

DTA
AI and Data

Techfin
ERP Banking

VERTICAL SOLUTIONS
for 12 industry sectors and clients with different levels of maturity

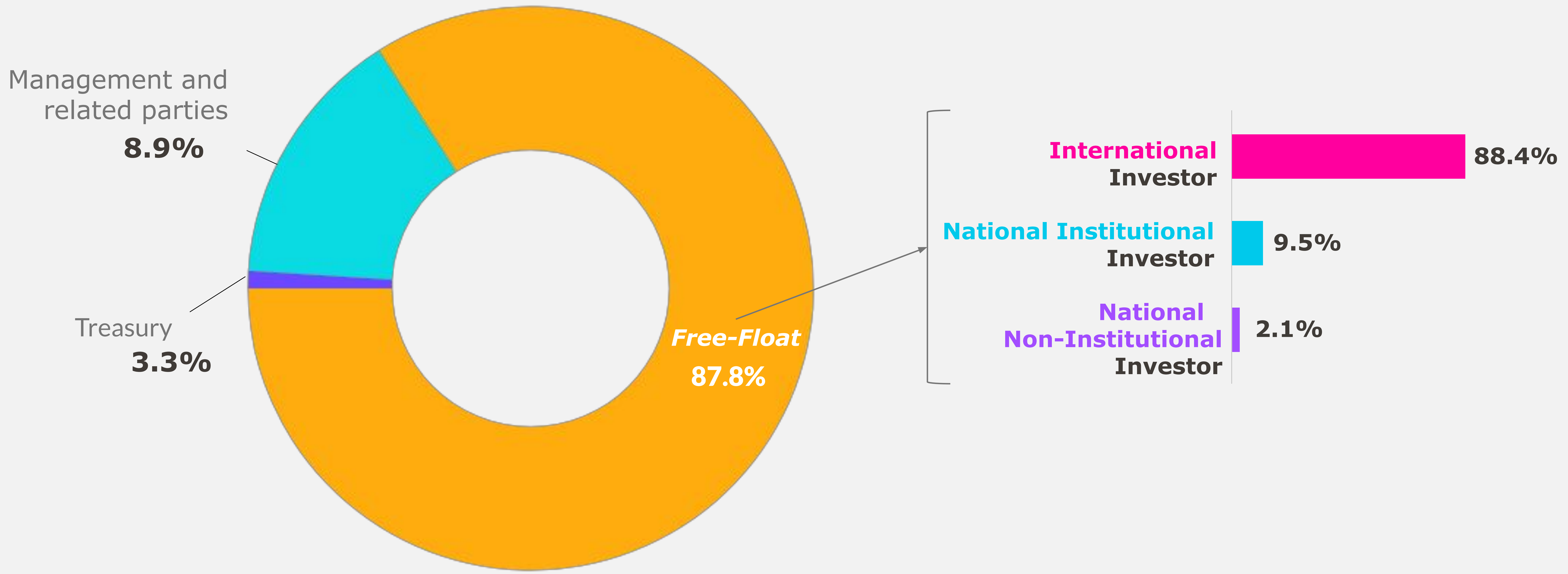
Combination of Digital + Physical Channels

With an increasingly strong presence and a hard-to-replicate model

Source: IBGE 2021 – Central Companies Register, Table 992.

GOVERNANCE

Shareholding Composition*: True Corporation



*As of March 31st, 2026

SOCIAL INVESTMENT

TOTVS IS A SUPPORTER OF PERCORRE INSTITUTE AND BELIEVES THAT SOCIAL INVESTMENT TRANSFORMS

Instituto
Percorre

+50K
Graduate students

+16K
Young people connected to the market since 2009.

60%
Increase in family income

INTERNATIONAL RECOGNITION

thedotgood.

OUR ESSENCE AND CULTURE

Company Purpose

Empowering the evolution of people and businesses.

It's all about **people**

Lifetime **clients**

Innovate together

HI + AI
(Human Intelligence + Artificial Intelligence)

Responsible **results**

By geographic location (own units)

~12,000 people in Brazil

~300 abroad

ARG MEX USA COL

By gender 61% 39%

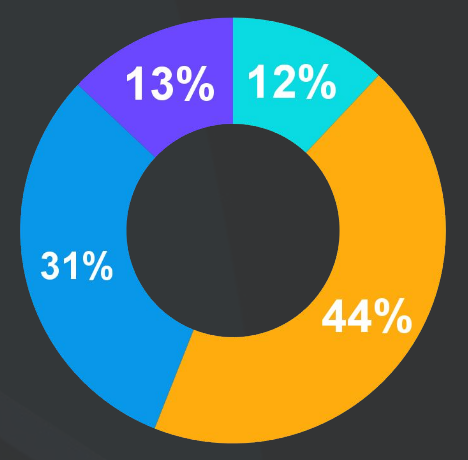
By leadership position 59% 41%

By generation

Generation Y	**60%**
Generation X	**18%**
Generation Z	**21%**
Baby boomers	**1%**

By activity

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



Consolidated data: 12/31/2025.

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 , Chairman of the Board of Brasscom and Member of the Board of Trustees of AC Camargo Cancer Center and Mendelics

Gilberto Mifano

Vice-Chairman Independent Member
Board Member and Chair of the Audit Committees at Natura and Construtora Pacaembu, Member of the Fiscal Council at Arapyaú Institute for Education and Sustainable Development, and Advisory Board Member at Pragma.

Edson Georges Nassar

Independent Member
Member of the Board of BIPAR, Member of the Advisory Board of Lighthouse and Outside Consultant of Cresol

Isabella Wanderley

Independent Member
Board Member and Head of the Strategy Committee at C&A Brazil.

Guilherme Stocco Filho

Independent Member
Member of the Boards of Vinci Partners and Cadastra Marketing Digital, and Co-founder of Future Capital

Ana Claudia Reis

Independent Member
Senior Partner at Kingsley Gate Partners

Tania Sztamfater Chocolat

Independent Member
Executive Director of LatAm Investments at at CPP Investments and Member of the Boards of Equatorial Energia, WCD Brasil and OSESP Foundation

ADVISORY COMMITTEES

Statutory Audit
Monitors Financial Statements and Information, risk management, internal controls, and analyzes transactions with related parties

People and Compensation
Analyzes the compensation of Administrators and monitors the annual evaluation of executives and the succession plan

Governance and Nomination
Monitors the adoption of ESG best practices, selects and nominates members for the Board and its Committees, and evaluates their independence

Strategy
Analyzes and discusses the main Strategic Planning guidelines, including the Company's ESG and M&A strategy

M&A & PARTNERSHIP

Successful growth strategy based on 3 main levers

ORGANIC

Revenue growth with Higher efficiency on R&D spending

PARTNERSHIP

Partnerships with leading companies, including Shopify, B3 and Itaú

M&A

Acquisitions **~3x the proceeds from latest Follow-on**, reaching +R$7 billion

Growth coupled with higher efficiency

Source: Company

INORGANIC GROWTH OF THE OPERATIONS

***M&As Enterprise Value*: ~R$7 billion (since 2019 Follow-On)**

MANAGEMENT

Feedz by TOTVS / ahgora — 2022 - 2023 — Human experience management

Rational
Expand HXM and HCM solutions, strengthening the portfolio for the Human Resources area

varejonline — 2023 — Retail Suite

Rational
Expand the development of a complete Retail Suite, focusing on transforming retailers' management

tbdc agro — 2025 — Agribusiness solutions

Rational
Strengthens its positioning in the agribusiness sector, complementing the portfolio with a CRM solution developed especially for the agro

Linx — 2025 — Retail

Rational
Strengthen TOTVS' position in the retail segment, bringing it to a level comparable to the relevance it has already achieved in other sectors of the economy

RD STATION

RD STATION — 2021 — Digital Marketing

Rational
The leader in the digital marketing transformation of SMBs

shopify — 2023 — E-commerce

Rational
The leader in the digital marketing transformation of SMBs

PARTNERSHIP

Xlexos / exact sales por RD STATION — 2022 — Digital-commerce

Rational
Solutions to enhance the integration of sales and prospecting and potential customer qualification platforms

SURI by Chatbot Maker — 2025 — Conversational commerce

Rational
Accelerate the application of AI in the sales and customer service journey, particularly for retail clients

TECHFIN

Supplier — 2019 — B2B Credit

Rational
Best finance offer to the entire supply chain

TOTVS + Itaú — 2022 — Digital Platform of Financial services

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

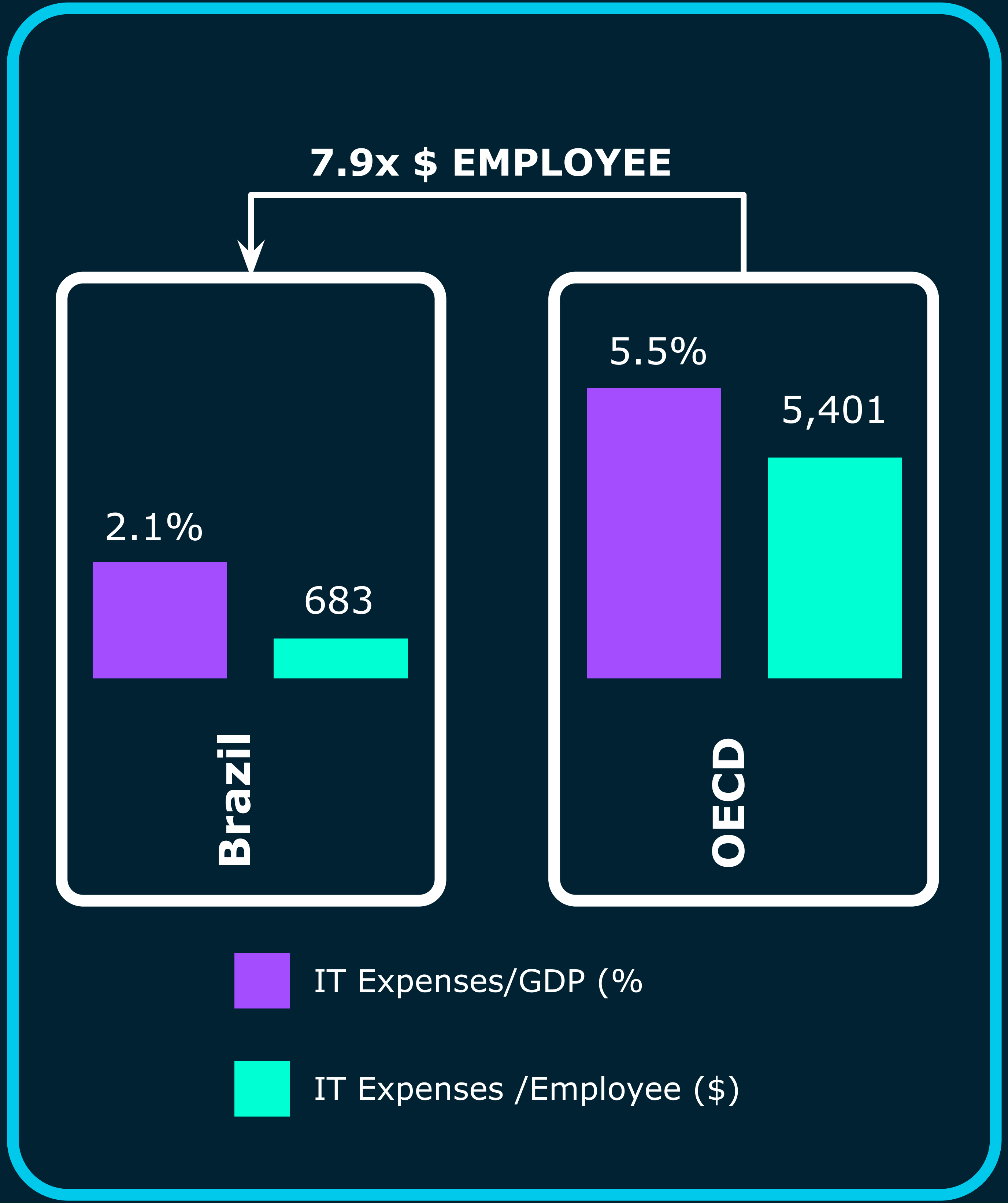
PARTNERSHIP

02 ADDRESSABLE MARKET

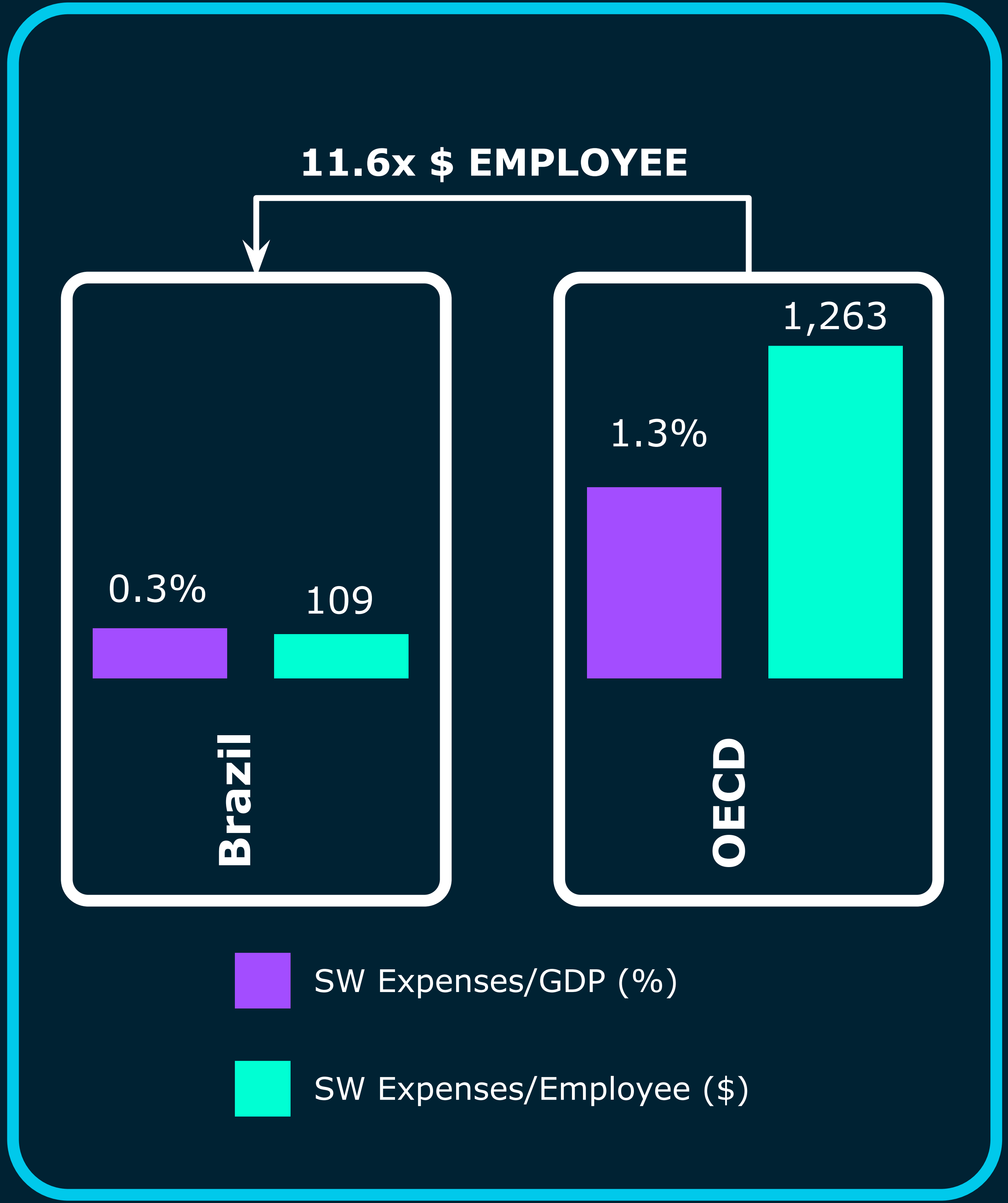
INVESTMENT IN SOFTWARE

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

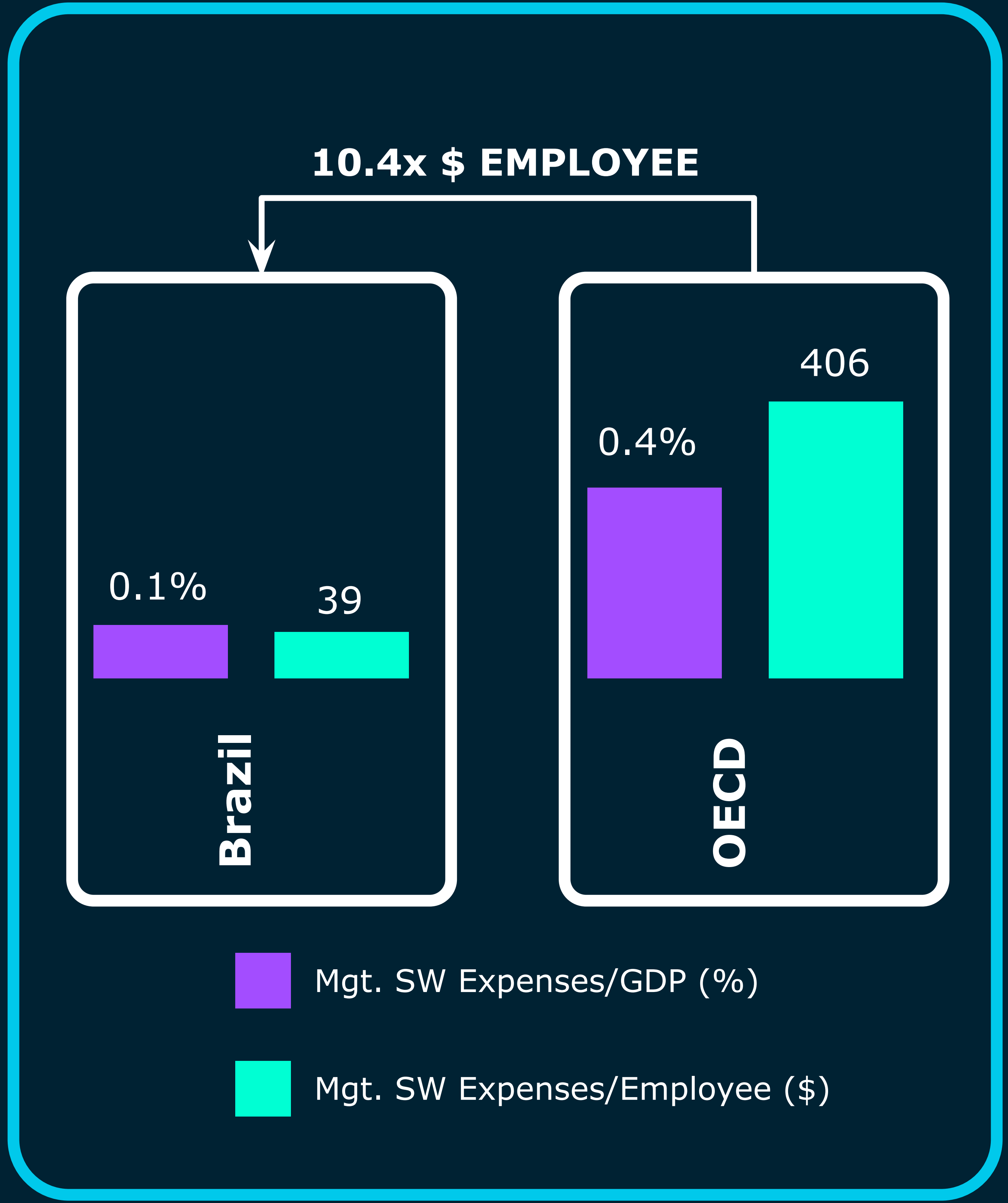
IT EXPENSES



SOFTWARE EXPENSES



MANAGEMENT SW EXPENSES



Source: 2023- World Bank, OECD, TOTVS

SOFTWARE MARKET

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

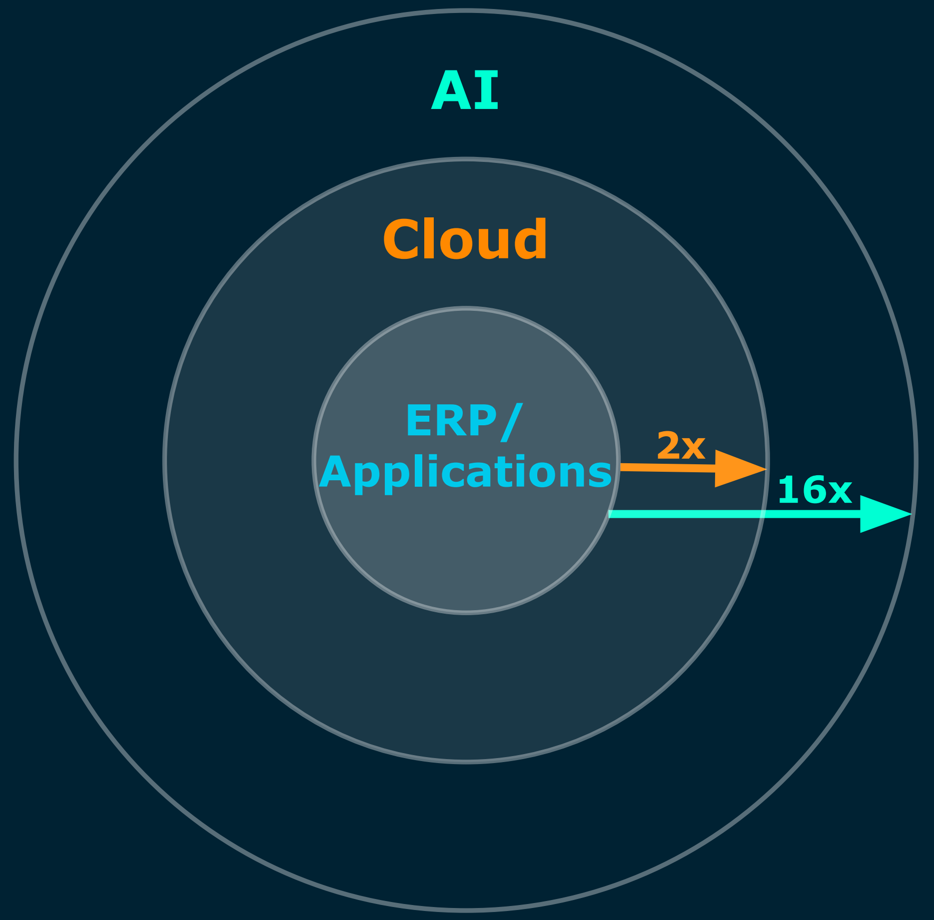
CAGR	2014-24		2020-24	
Brazilian GDP (Nominal)[1]	6.6%		8.1%	
Management Market[2]	13.4%	2x Brazilian GDP (Nominal)[1]	14.9%	1.8x Brazilian GDP (Nominal)[1]
TOTVS Management[3]	15.6%	1.2x Management Market[2]	18.7%	1.3x Management Market[2]
RD Station Market[2]	23.7%	3.6x Brazilian GDP (Nominal)[1]	23.8%	2.9x Brazilian GDP (Nominal)[1]
TOTVS RD Station[4]	62.4%	2.6x RD Station Market[4]	32.7%	1.4x RD Station Market[4]

Sources: (1) BACEN; (2) Gartner; (3) TOTVS - Management Recurring Revenue; and (4) TOTVS - Revenue from RD Station in 2014.

EXPANDING TAM AND RELEVANCE

Over the next 5 years, we aim to

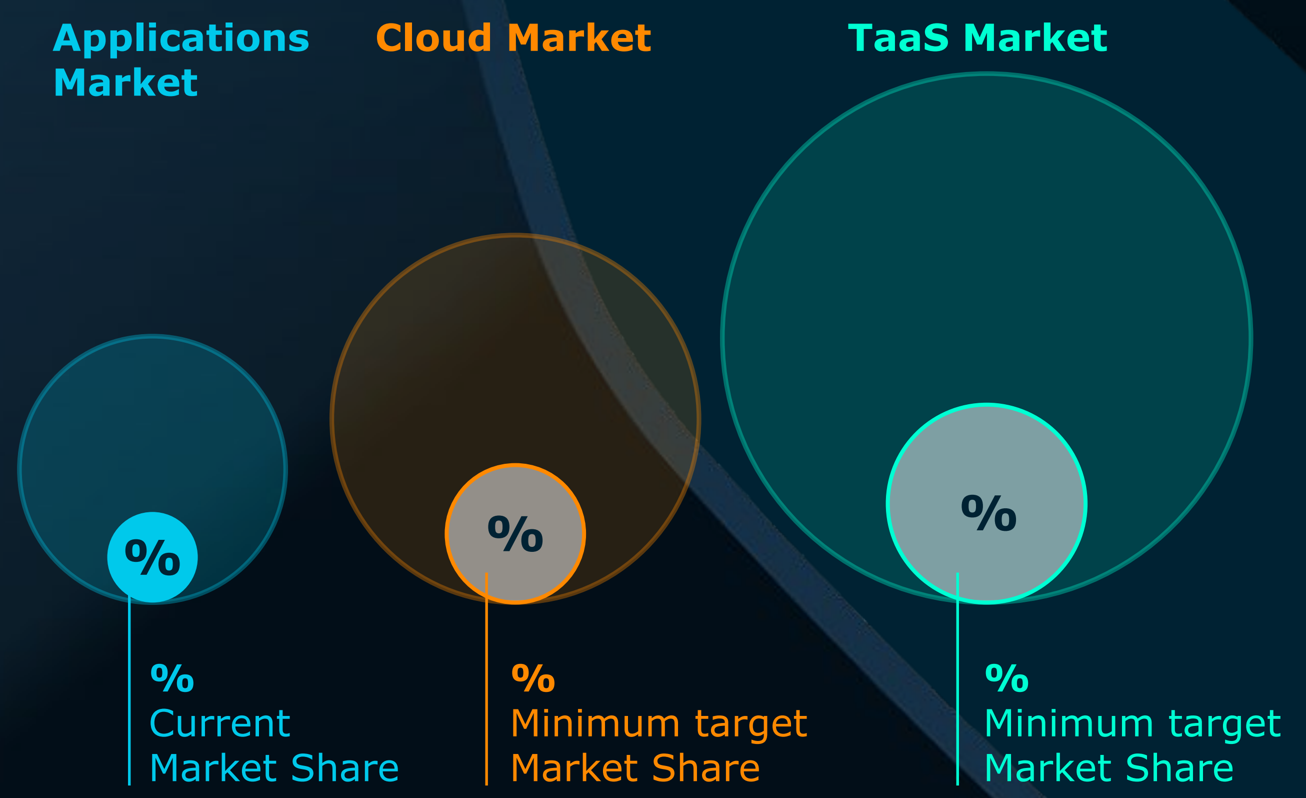
1 TAM (Total Addressable Market) TOTVS in SMB



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

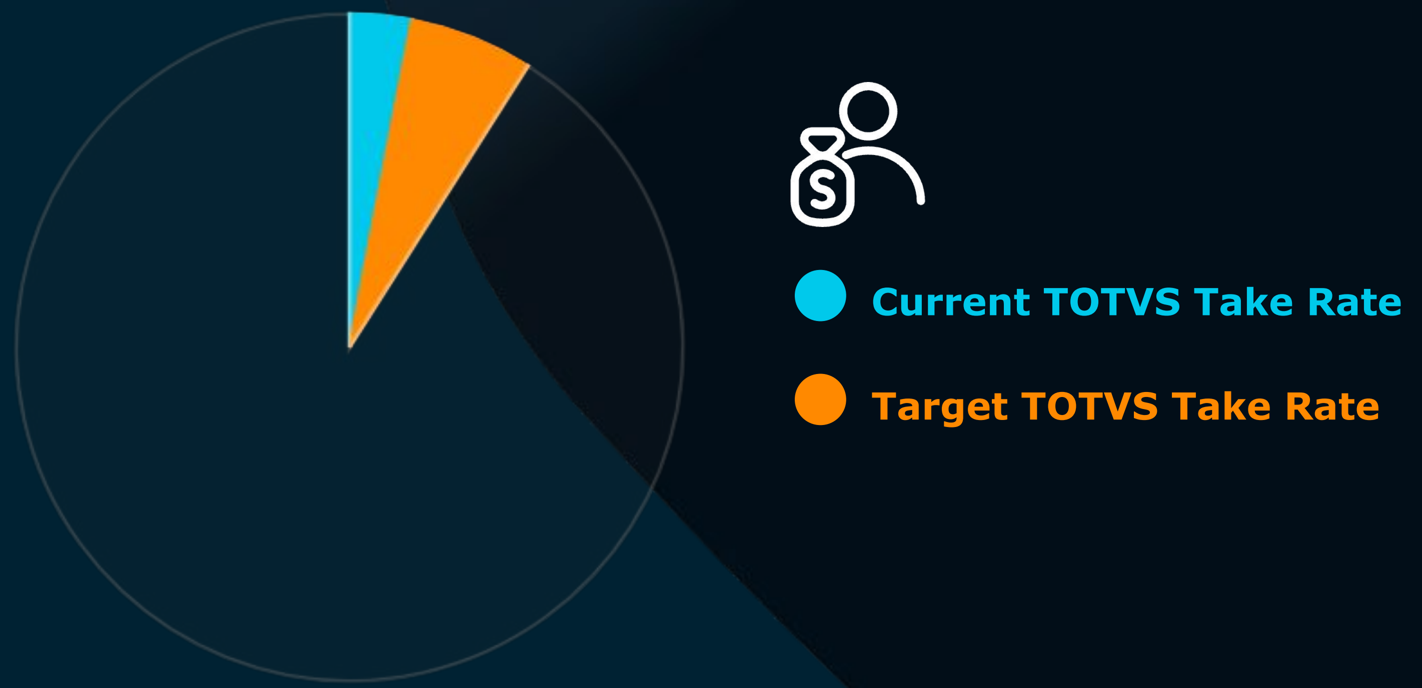
TaaS encompasses all forms of task automation, potentially including AI Solutions (as Agents or other formats) as well as HI (human intelligence).

2 Relevance



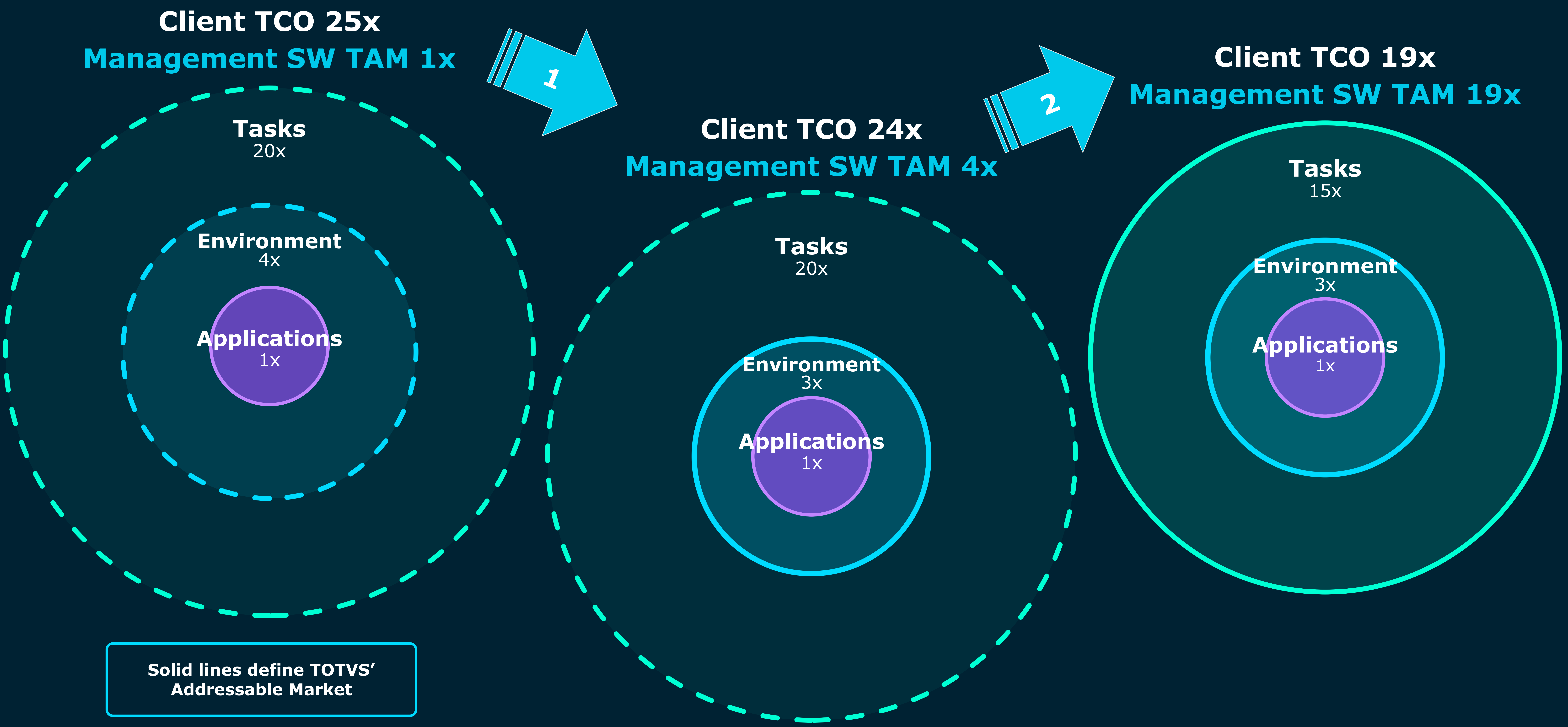
SUSTAIN our **Relevance and Current Market Leadership** in **EXPANDED TAM,** including TOTVS as a whole and, specifically, Management.

3 Take Rate



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

JOURNEY OF THE EXPANSION OF THE MANAGEMENT SOFTWARE TAM: FROM APPLICATION TO TASKS, VIA CLOUD



Solid lines define TOTVS' Addressable Market

AI STRATEGY

LYNN

THE FIRST AI FOUNDATION
IN THE BRAZILIAN MARKET

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.

03

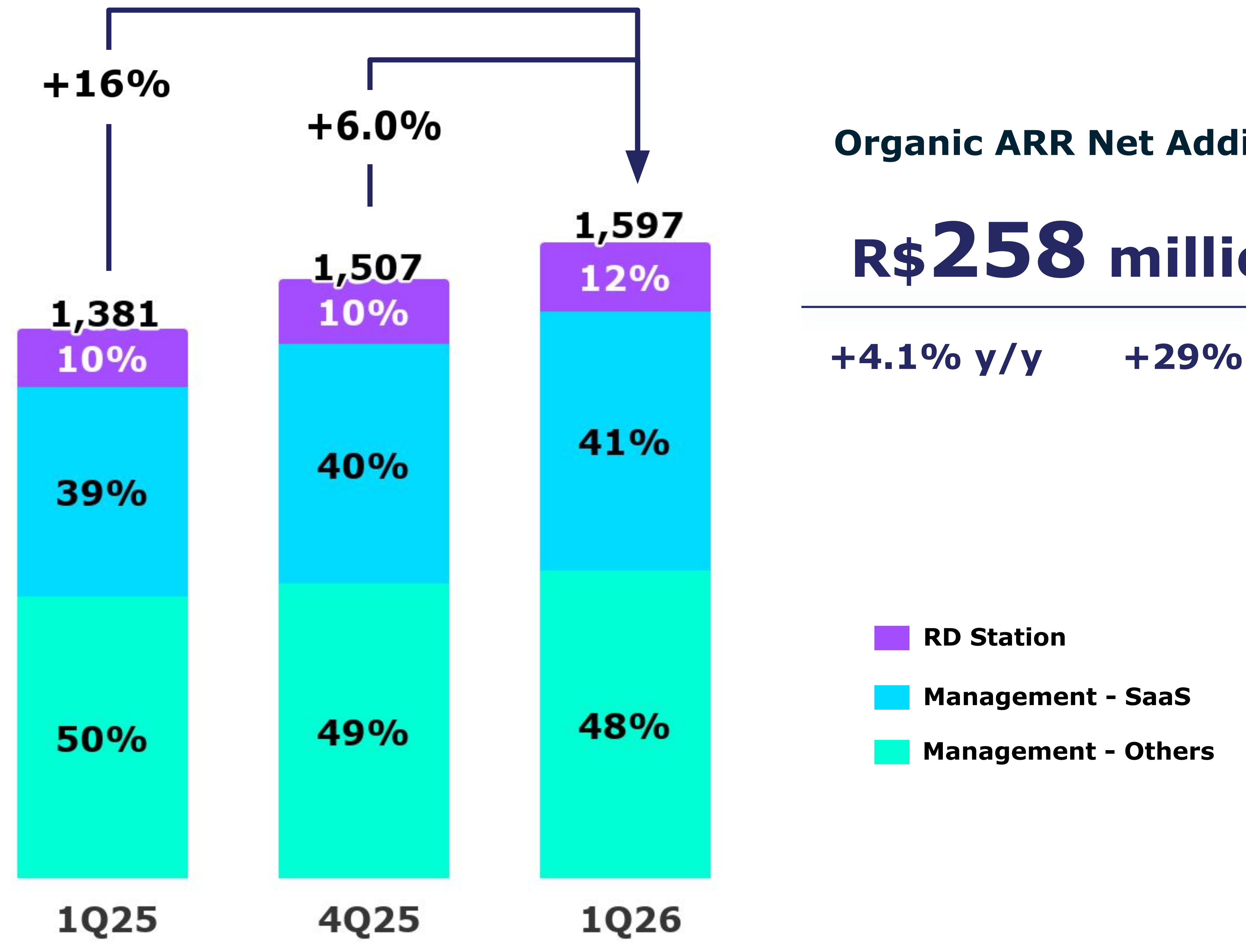
FINANCIAL PERFORMANCE

1Q26

1Q26 - CONSOLIDATED (excluding Linx)

SaaS Revenue accelerated its growth to 24% y/y *versus 22% y/y in 4Q25, and the* ***Adjusted EBITDA grew 24% y/y***

Net Revenue (R$ million)



Organic ARR Net Addition

R$258 million

+4.1% y/y +29% q/q

Adjusted EBITDA

R$455 million

+24% y/y +11% q/q

Adjusted Net Income

R$252 million

+17% y/y -2.4% q/q

EBITDA Margin

28.5%

+200bp y/y +140bp q/q

EPS (LTM)

1.63

+21% y/y 5.3% q/q

1Q26 - MANAGEMENT (excluding Linx)

EBITDA Margin above 30% *for the first time*
and ***Gross ARR Additions*** *at historical levels,* ***growing over 30% YoY***

REVENUE

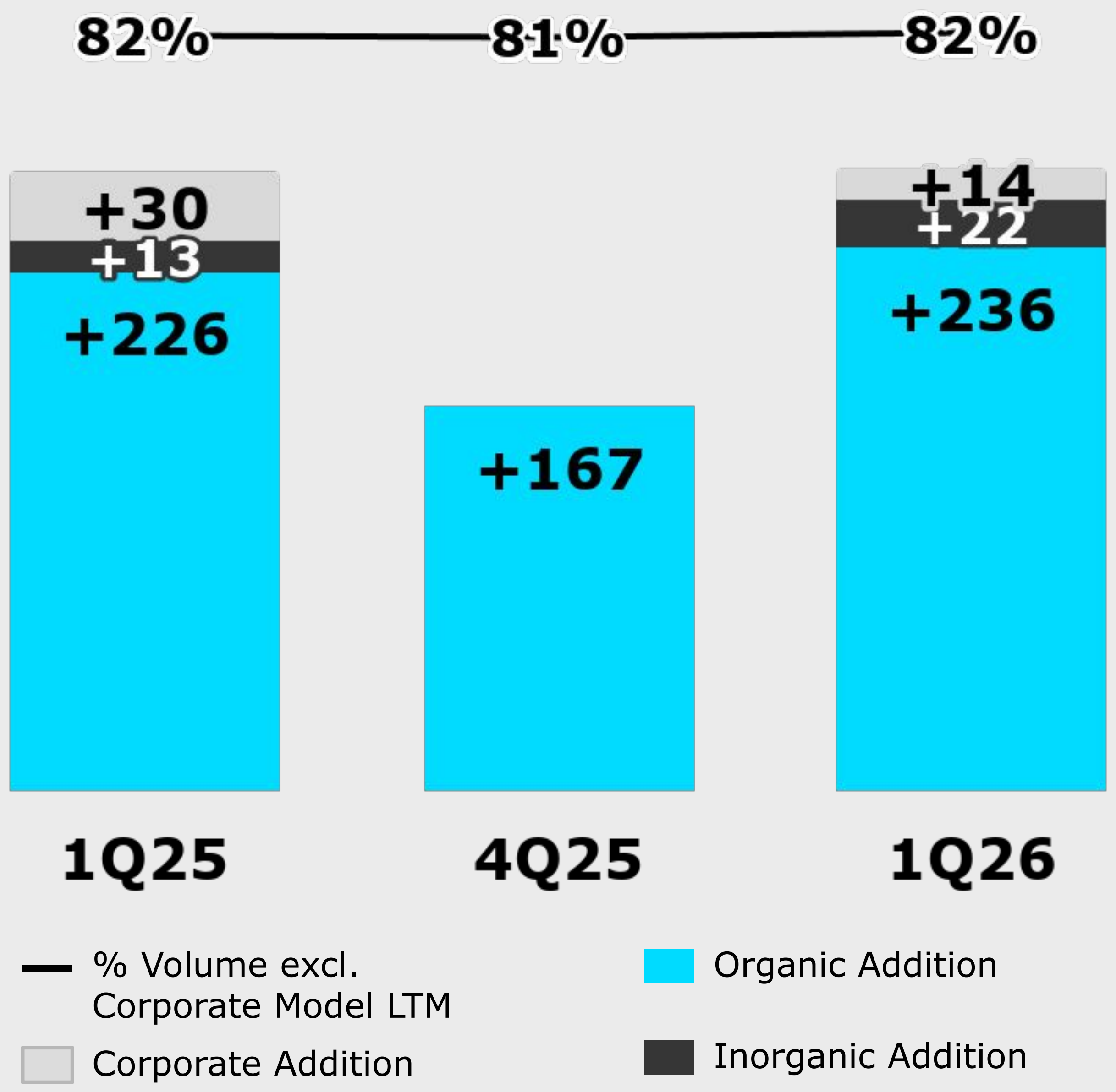
ARR (R$ million)

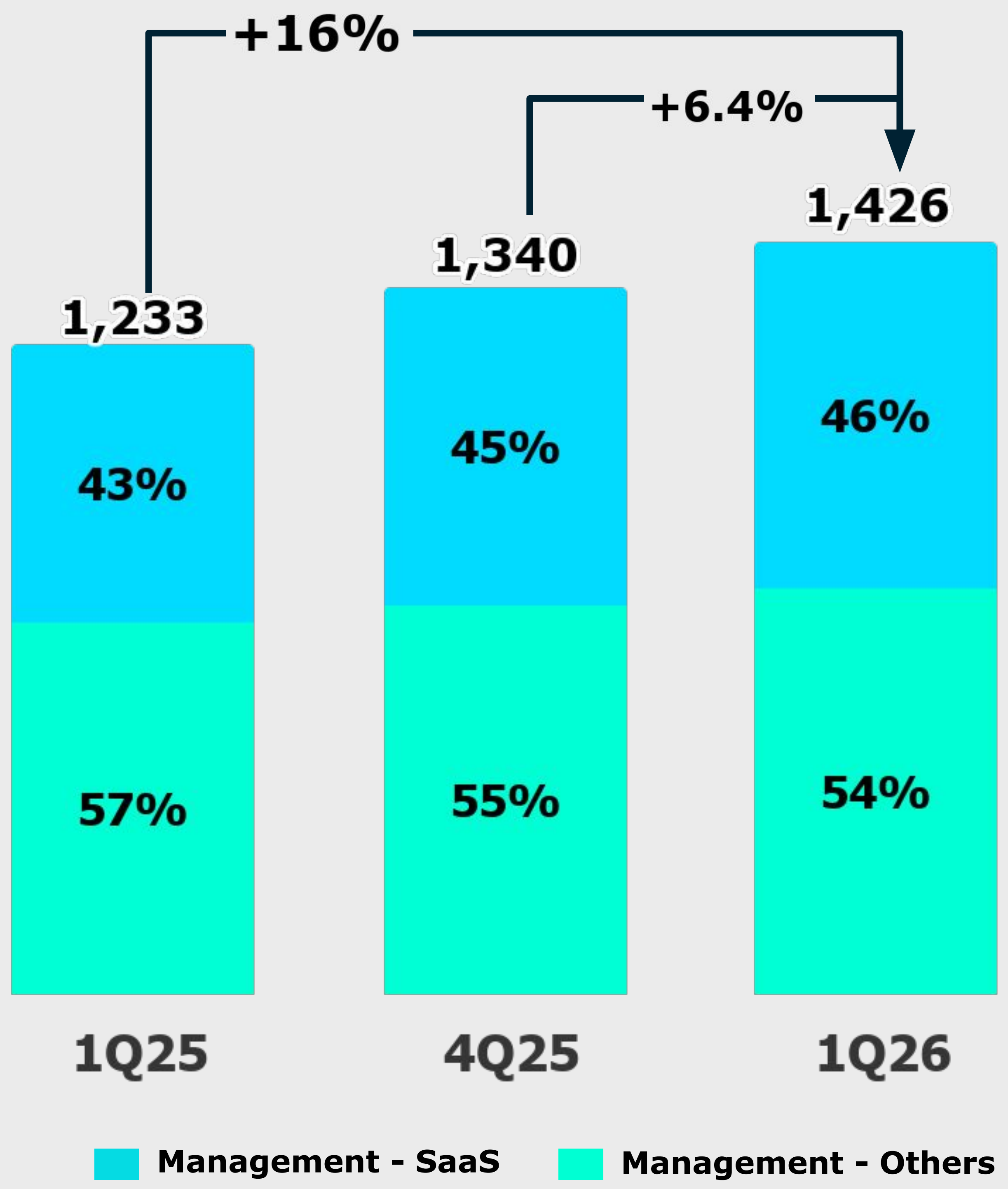
R$5.7 bn | **+17% y/y** **+5.0% q/q**

Net Revenue (R$ million)

+90% Recurring Revenue | **25% y/y** Management SaaS Revenue

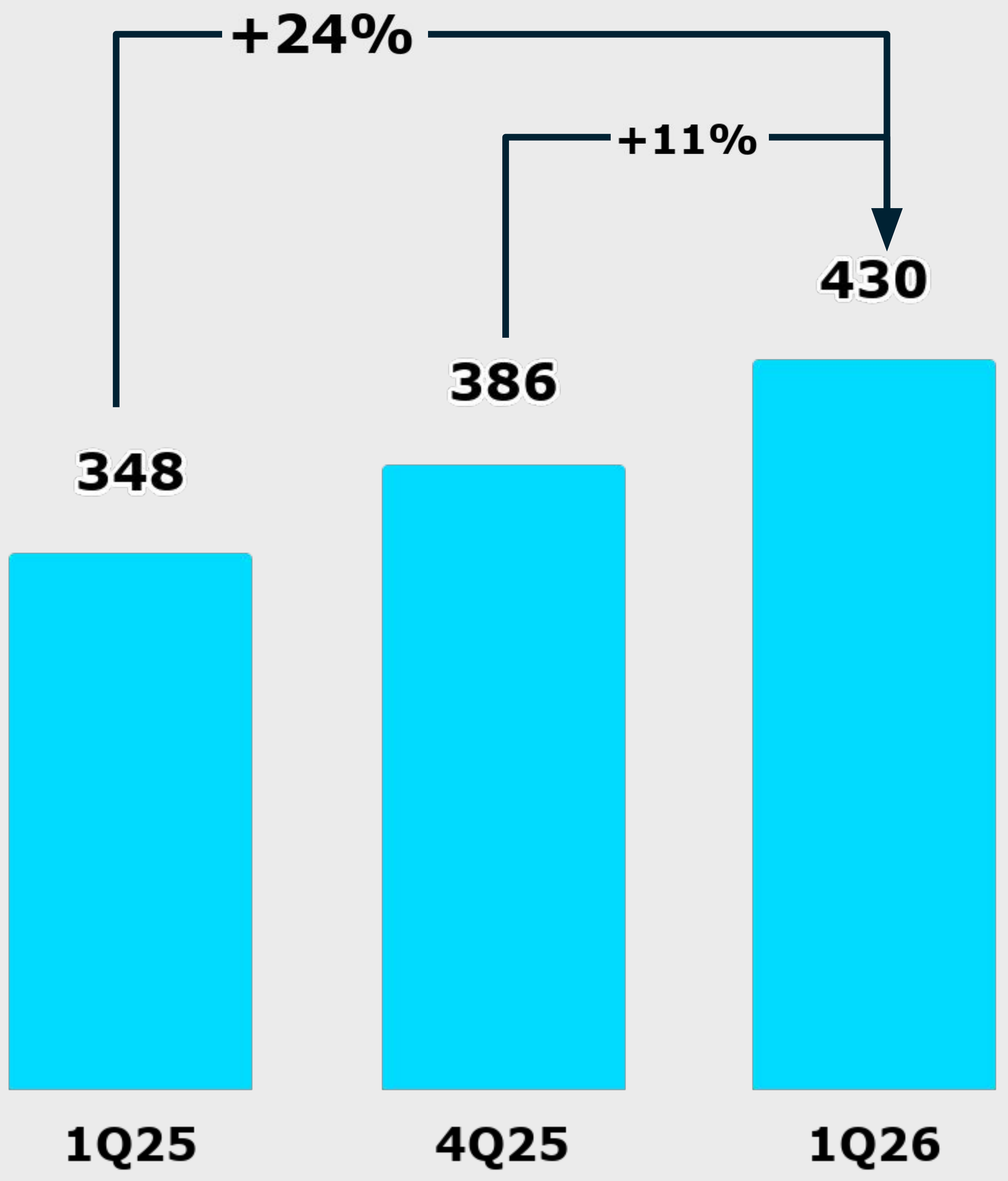
ARR Net Addition





ADJUSTED EBITDA (R$ million)

30.2% EBITDA margin | **+200bp y/y** **+140bp q/q**



1Q26 - RD STATION

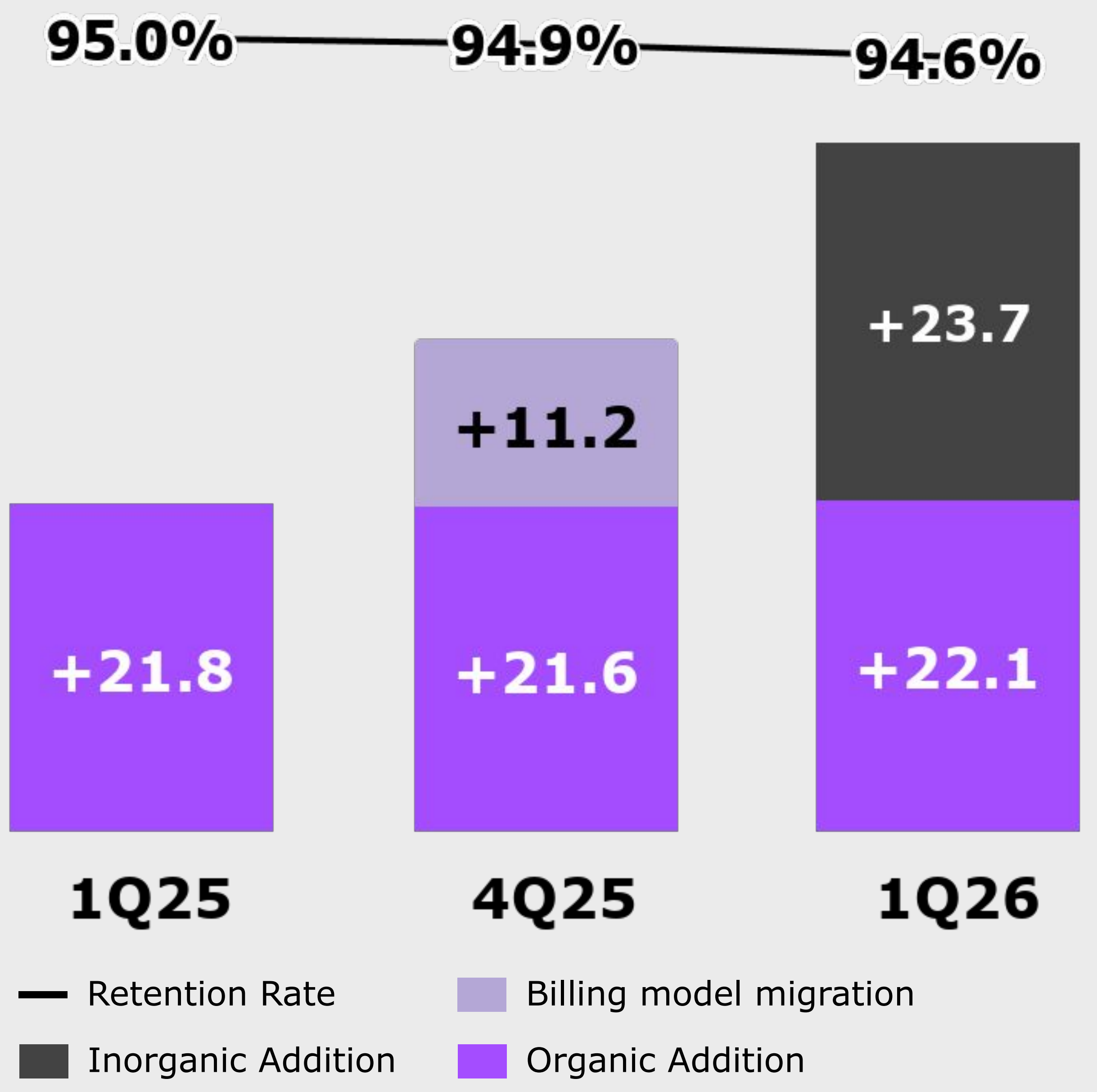
***SaaS Revenue re-accelerated** year-over-year,*
*reaching 21% in 1Q26 versus 18% in 4Q25, **with ARR growing 22% y/y***

REVENUE

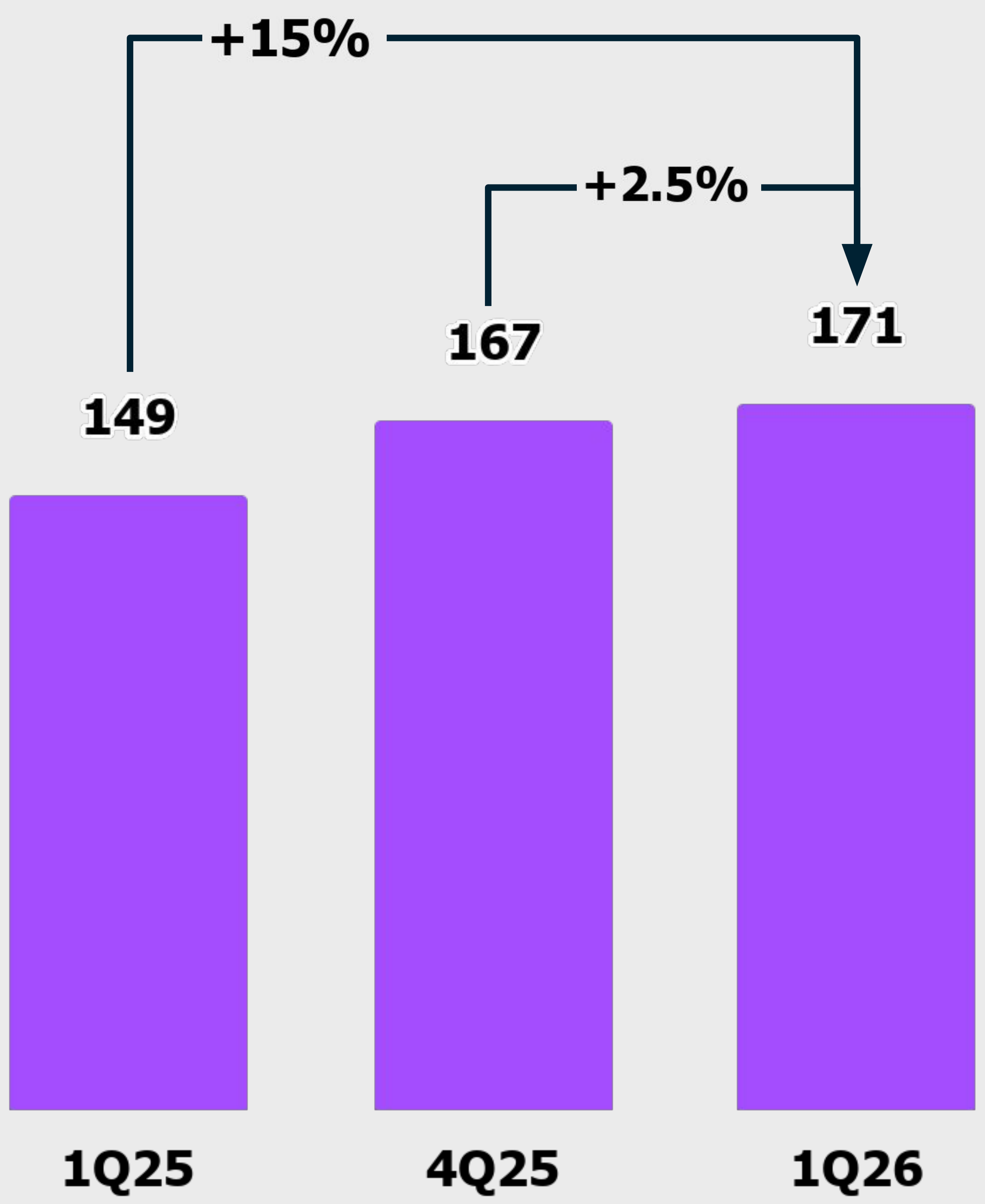
ARR (R$ million)

R$689 million | **+22% y/y** **+7.1% q/q**

ARR Net Addition

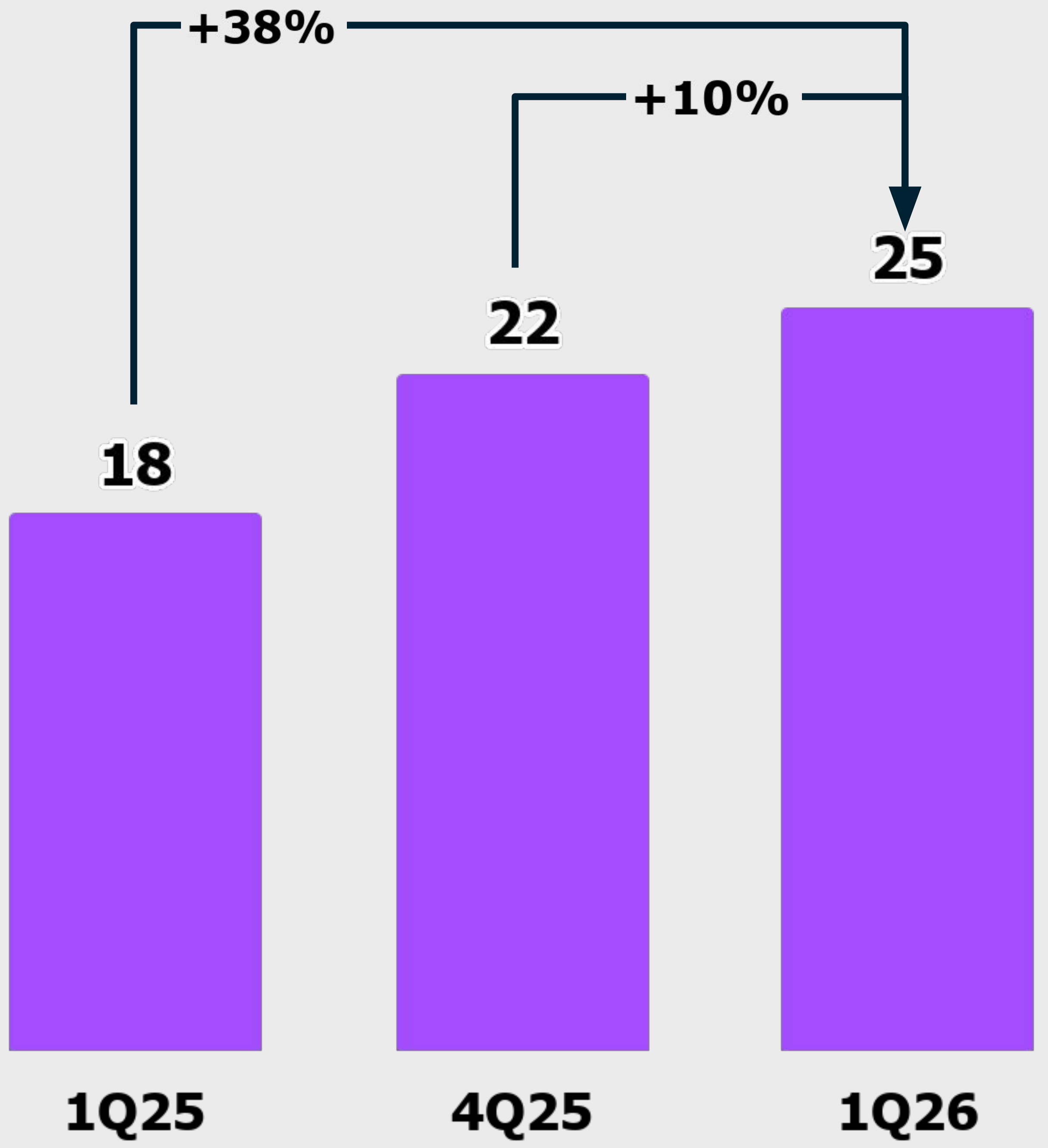


Net Revenue (R$ million)



ADJUSTED EBITDA (R$ million)

14.4% EBITDA Margin | **+240bp y/y** **+90bp q/q**



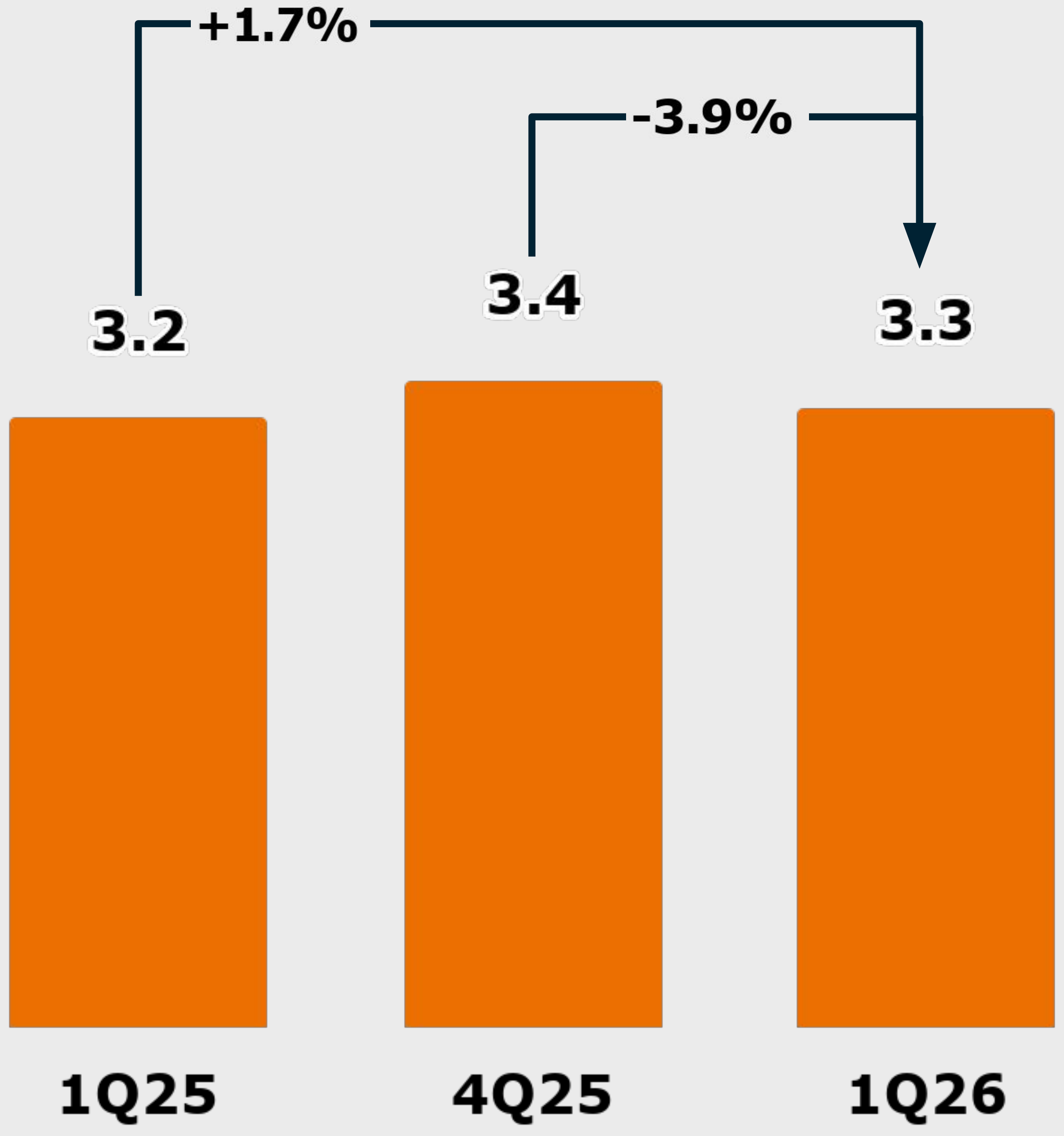
1Q26 - TECHFIN

1Q26 ***Net of Funding Revenue up 11% y/y,***
with Techfin maintaining its ***Adjusted Net Income breakeven***

REVENUE

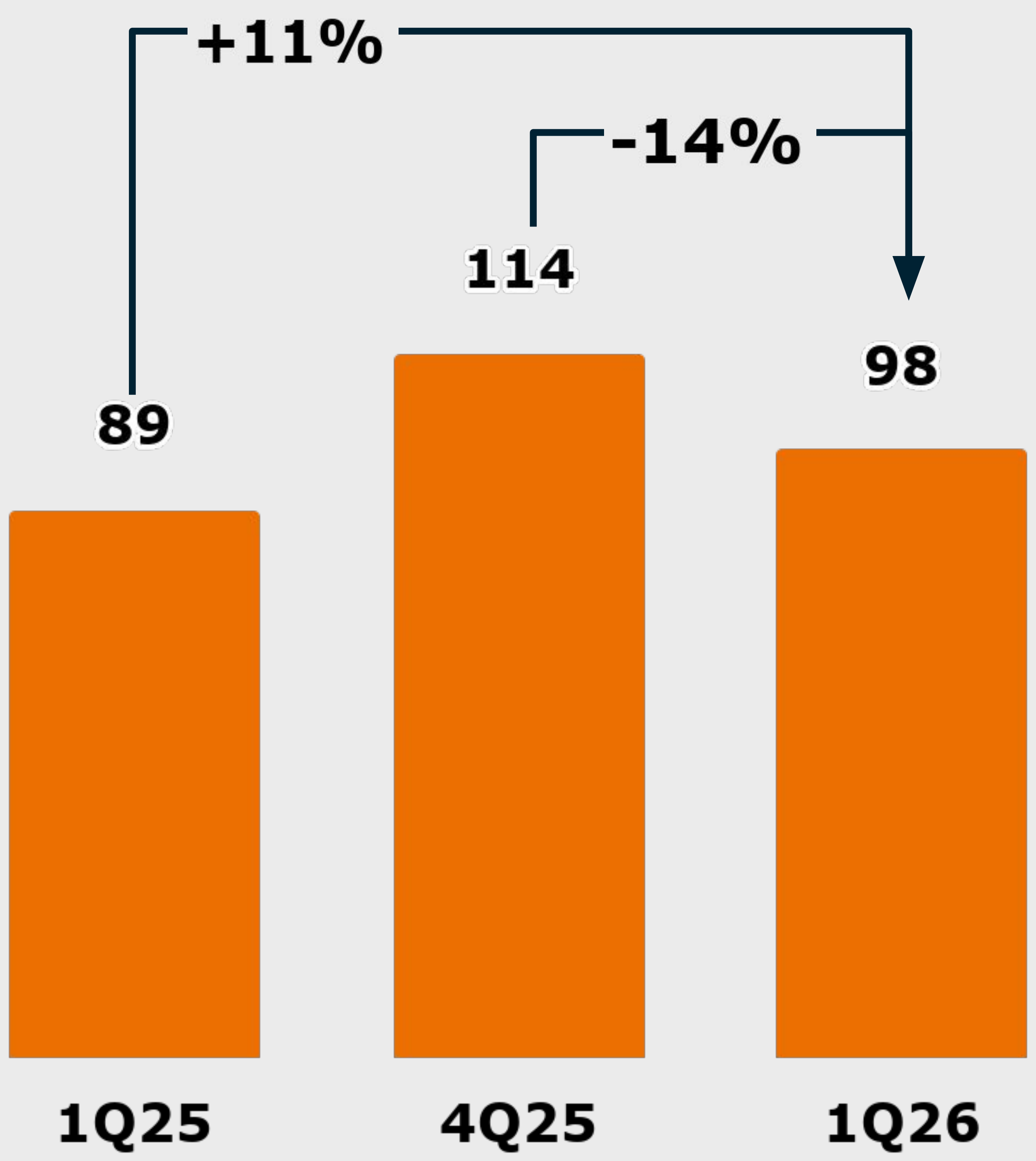
Credit Production (R$ billion)

63.5 days Average term | -1.8% y/y, -10% q/q



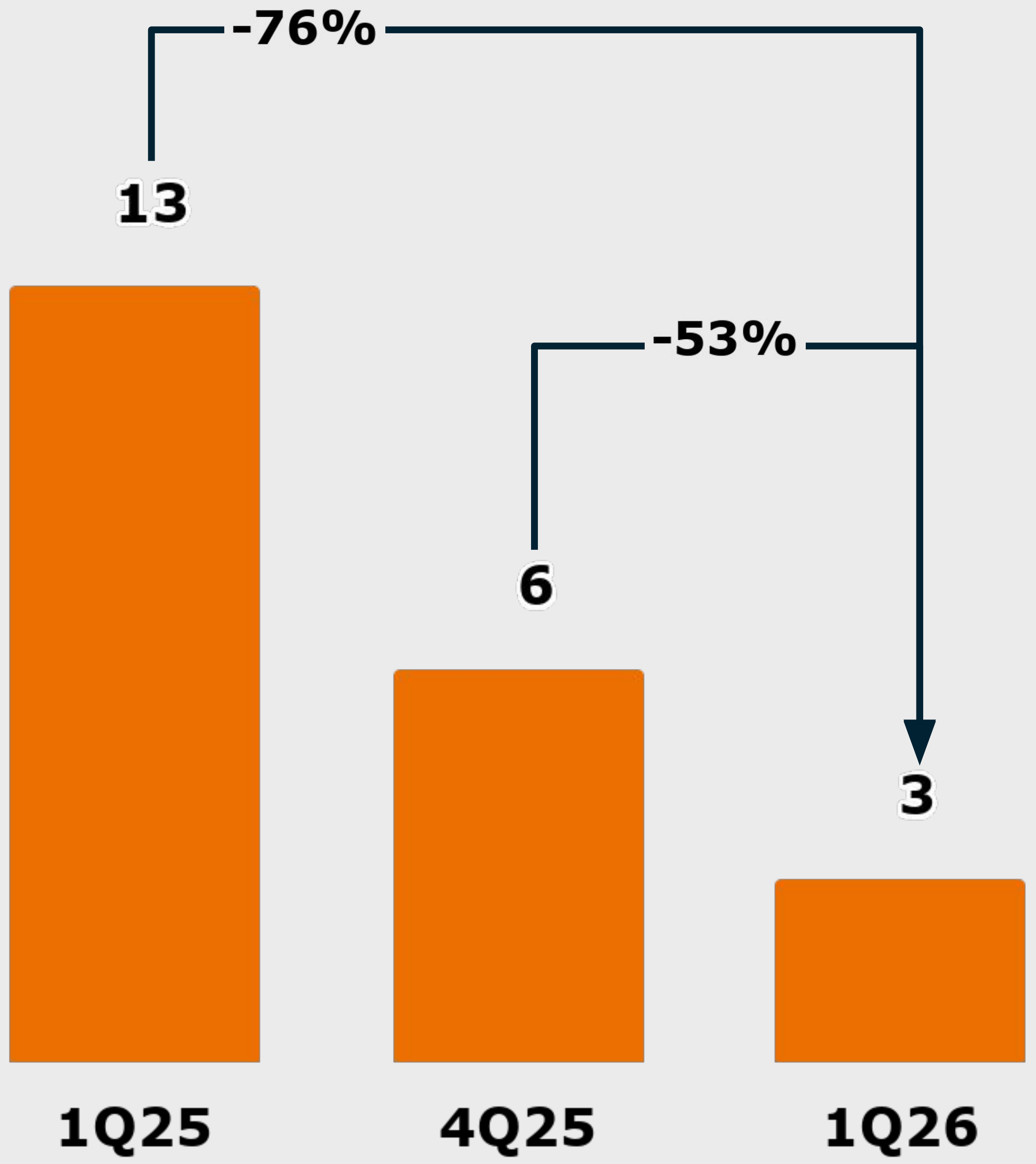
Revenue Net of Funding

R$2.8 bn TPV - Pix | +34% y/y, -1.6% q/q



ADJUSTED EBITDA (R$ million)

3.0% EBITDA Margin | -1120bp y/y, -260bp q/q



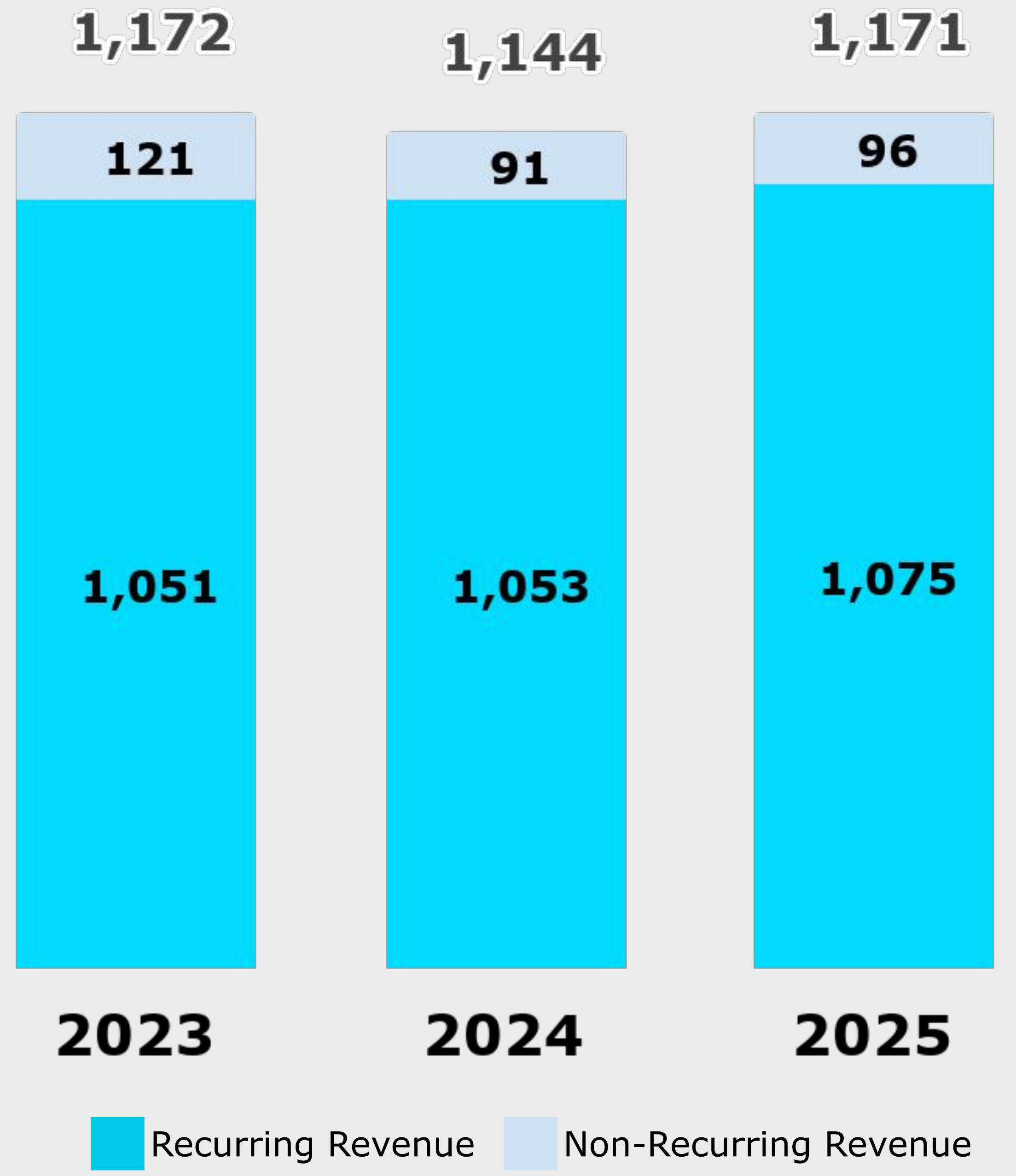
LINX - PRO FORMA *stand-alone*

Performance below pre-2020 historical levels,
but with ***an incipient recovery throughout 2025 and acceleration in 2026***

REVENUE

Revenue March/2026 (R$ million)

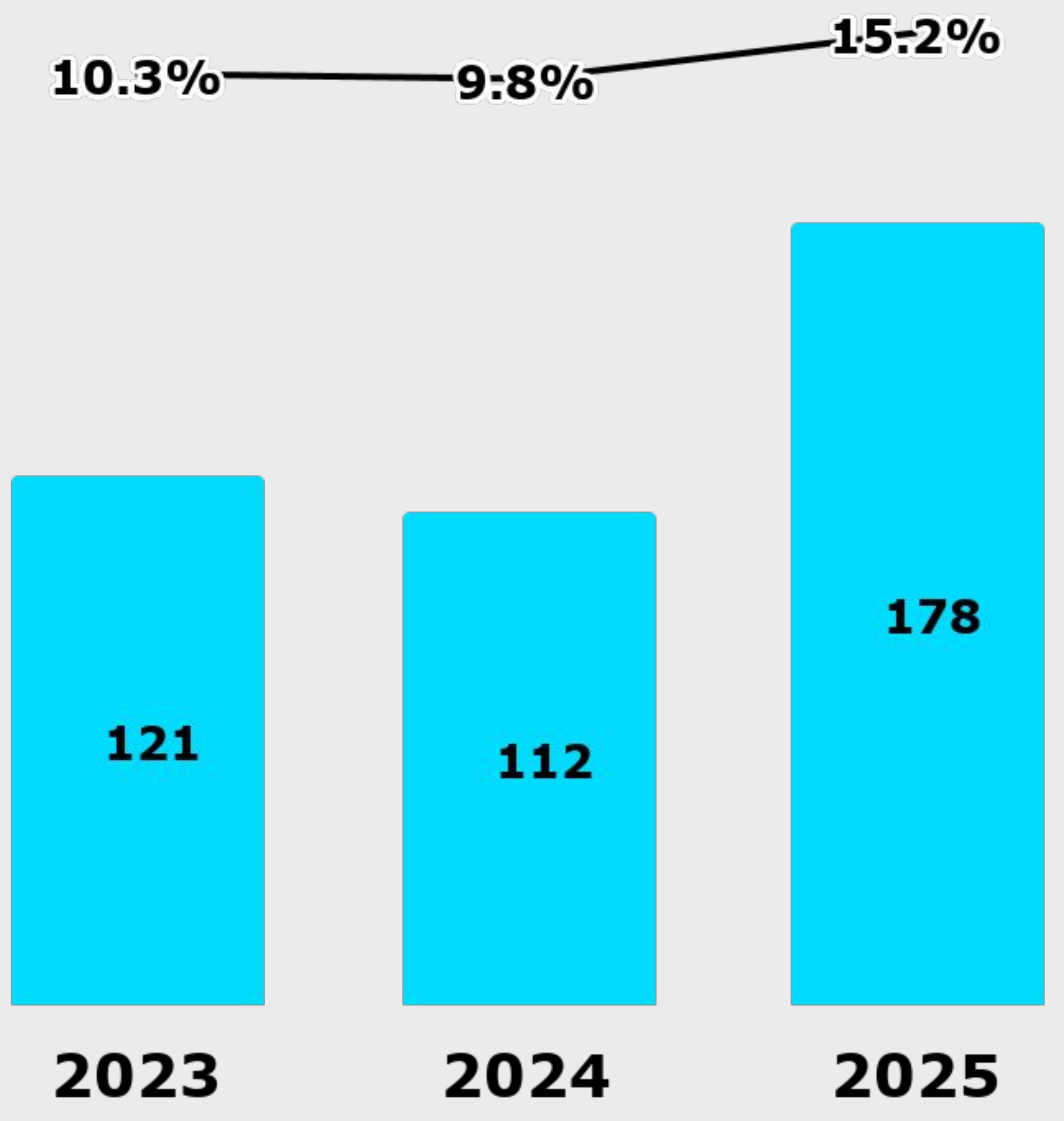
R$100MM | **ARR R$1.1 bi**



EBITDA

EBITDA March/2026 (R$ million)

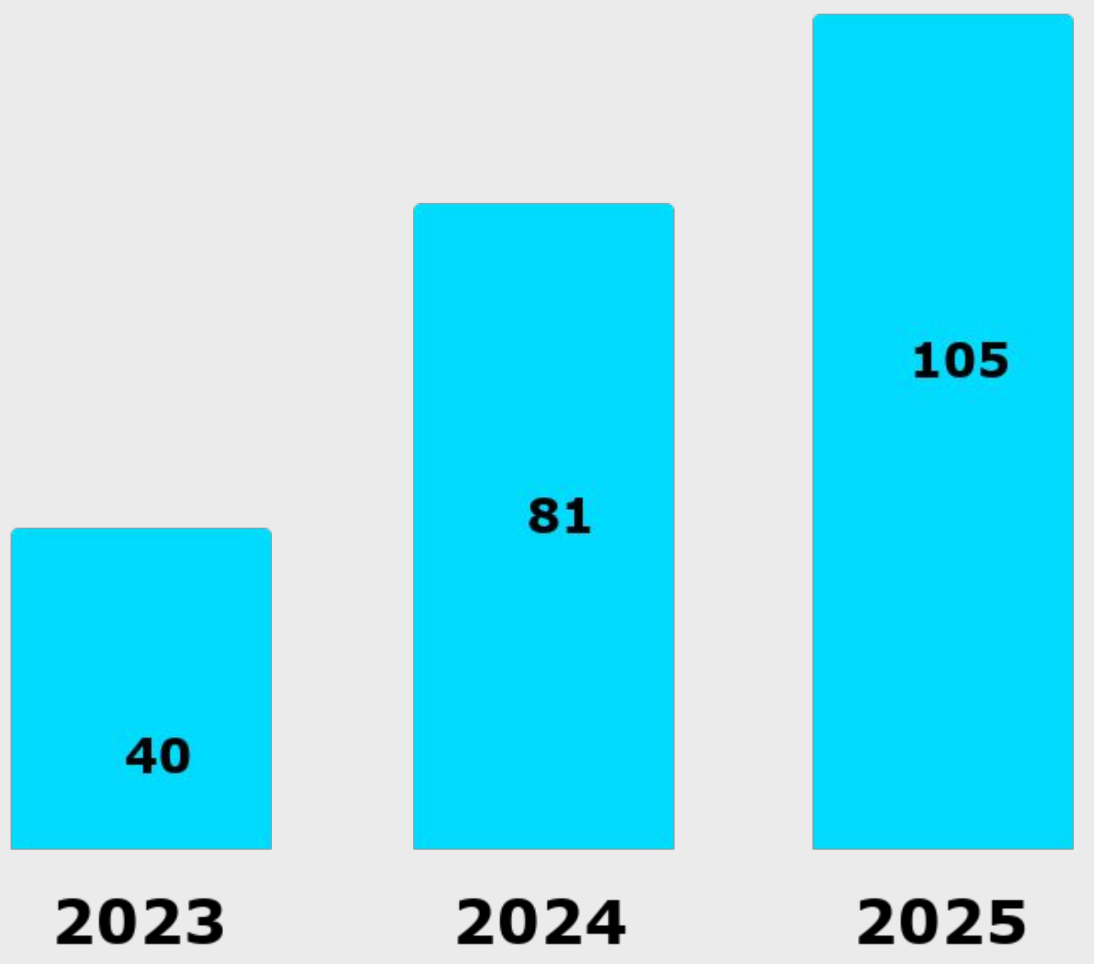
March, the first month under TOTVS management, **reveals further notable progress** in this trend.



FREE CASH FLOW TO FIRM

FCFF 1Q26

Cash flow impacted by one-off post-signing effects that do not compromise the positive trajectory



After two months of management, we confirm that Linx's ***essence remains preserved****. Its retail expertise, client base, and the products and assets that sustained this market leadership remain intact and continue to be fundamental competitive advantages.*

Thank you

Investor Relations

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

totvs.com
@totvs
@totvs
/totvs
/totvs
company/totvs

TOTVS