INSTITUTIONAL PRESENTATION

Investor Relations

2026/November

LEGAL NOTICE

All information contained in this presentation, relating 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.

01

TOTVS

TRUSTED ADVISOR

OUR STORY

Four decades of consistency, commitment, and continuous growth

1980 - 1990
Origins and Franchise System

1983: Microsiga Software S.A. is born.

1990: Start of the pioneering exclusive franchise system for distributing management solutions.

2000
#1 IPO Tech BR

2005: TOTVS S.A. is born.

2006: TOTVS completed its IPO on the São Paulo Stock Exchange, becoming the 1st Brazilian tech company listed.

2010
+SaaS +Cloud

2011: Specialization strategy with the creation of software offerings by industry segment of customer operations.

2014: Start of TOTVS' Cloud operations.

2020
Trusted Advisor

2019: Acquisition of RD Station and JV with Itaú to accelerate Techfin, establishing 3 business units.

2019 and 2021: Two follow-on offering totaling over R$2 billion.

2026+

TOTVS NEXT-GEN

OUR PURPOSE: Empowering the evolution of people and businesses

It's all about **people** | Lifetime **clients** | **Innovate** together | **HI + AI** | Responsible **results**

AI STRATEGY

Launch of LYNN, the first B2B AI foundation in Brazil.

▸ LYNN presentation

Launch of CORTEN, a Management Operating System.

▸ Investor Day presentation

WHAT IS TOTVS?

Purpose

Empowering the evolution of people and businesses

Strategy

Increasing our relevance within our client

Brand Idea

We are our clients' trusted advisor

WHO WE ARE

#1 ERP Company in Brazil[1]

COMPANY

~R$20Bi
Market Cap

+50%
Market Share in LatAm

+90
Offices in Brazil and LATAM

R$ 829Mn
Invested in Research and Development

+15k
People

31%
of the professionals are dedicated to R&D

CLIENTS

~100K
Clients

Middle Market Focus (TOTVS ICP)
R$100Mn and R$ 2Bi
clients annual revenue

~R$2.7 trillion[2]
of the economy are generated by our clients

12
industry segments

1/3
of Companies listed on IBOV index[3]

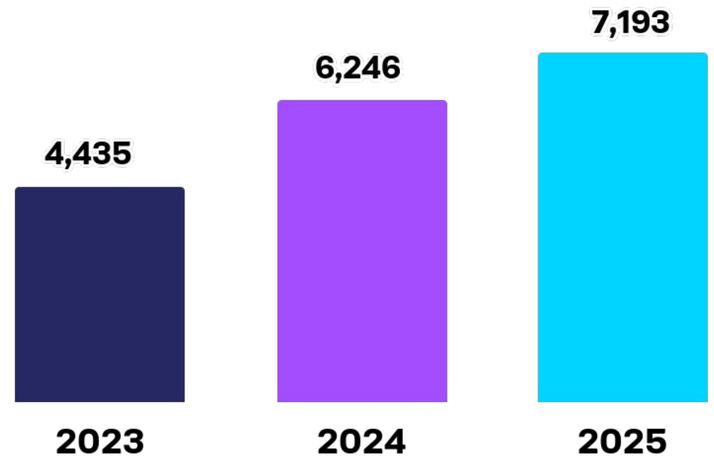
IBOVESPA B3 **IBRX50** B3 **IGC-NM** B3 **ITAG** B3 **ICO2** B3 **IDIV** B3 AAA FitchRating Great Place To Work. Certificada 2026 BRASIL top EMPLOYER

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

OUR NUMBERS

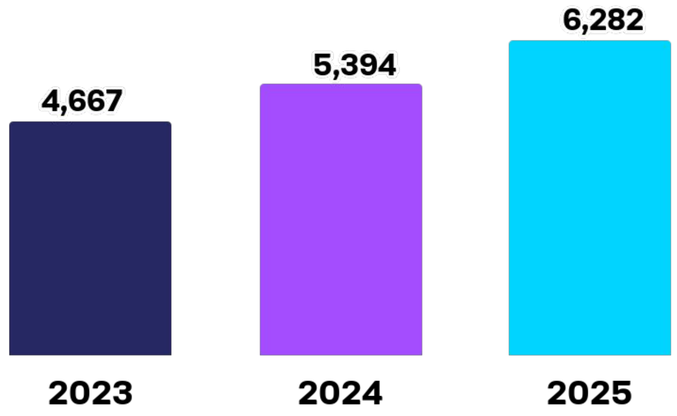
ANNUAL RECURRING REVENUE

CAGR +27.4%
2023 - 2025



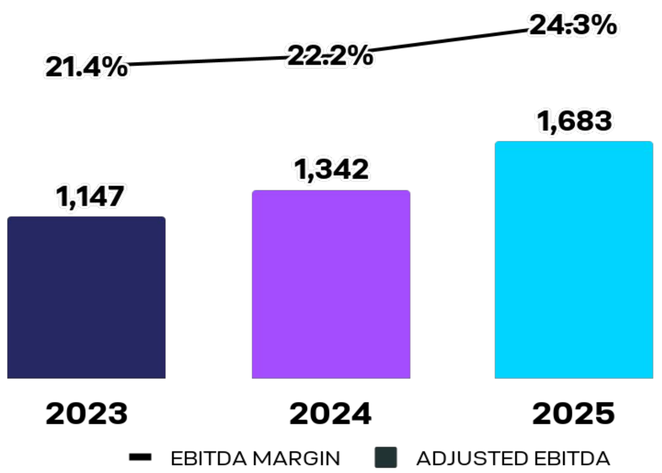
RECURRING REVENUE

CAGR +16.0%
2023 - 2025



EBITDA

CAGR +21.1%
2023 - 2025



CASH CONVERSION MACHINE

>100%

Consistently converts >100% of EBITDA into cash.

FREE CASH FLOW (FCLE)

CAGR +26.7%

+ 60%

R$ 889Mn vs. R$ 554Mn in 2023

86% conversion of Adjusted Net Income.

ADJUSTED EARNINGS PER SHARE

ROIC 20.1%

+60%

R$ 1.70 vs. ~R$ 1.07 in 2023

Adjusted Net Income reached R$ 1.031 Mn

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

Distribution Platform

Distribution platform combining the market's largest and best field sales force with a powerful digital inbound engine, comprising company-owned units, franchises, and partner channels and agencies

Processes Expertise

Expertise across backoffice, MArketing Contínuo, T-Cloud and AI processes, built into each sector's value chain and combined with the data generated for more than 40 years, reflecting all the internal processes of hundreds of thousands of companies

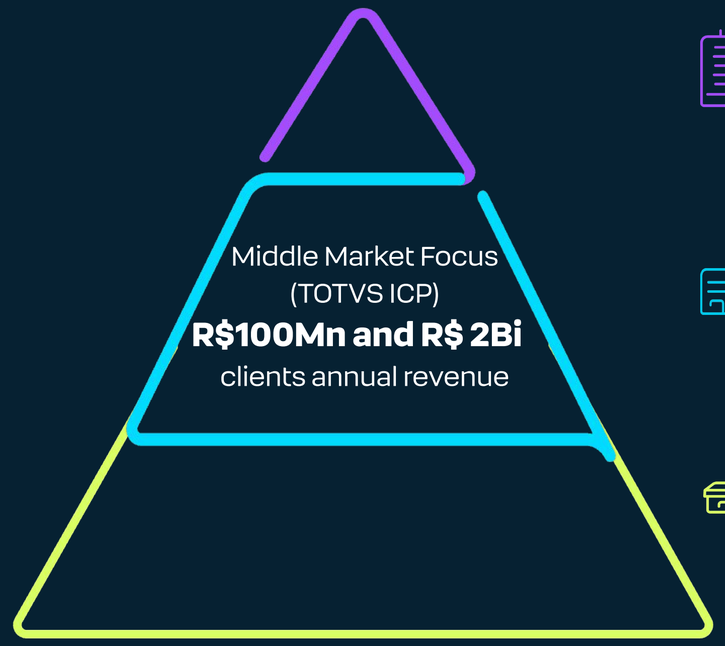
Strong Governance and Culture

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

DISTRIBUTION PLATFORM

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

FOR COMPANIES OF ALL SIZES



Large Companies
+ 500 employees

Middle Market
From 10 to 500 employees

Micro Companies
Up to 9 employees

Fonte: IBGE 2018. Cadastro Central de Empresas, Tabela 992

BROAD PORTFOLIO

for a diversified addressable market

ERP
Backoffice

T-Cloud
Cloud Solutions

RD Station
Marketing, CX Sales

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

HR
(HCM + HXM)

LYNN
AI and Data

Techfin
ERP Banking

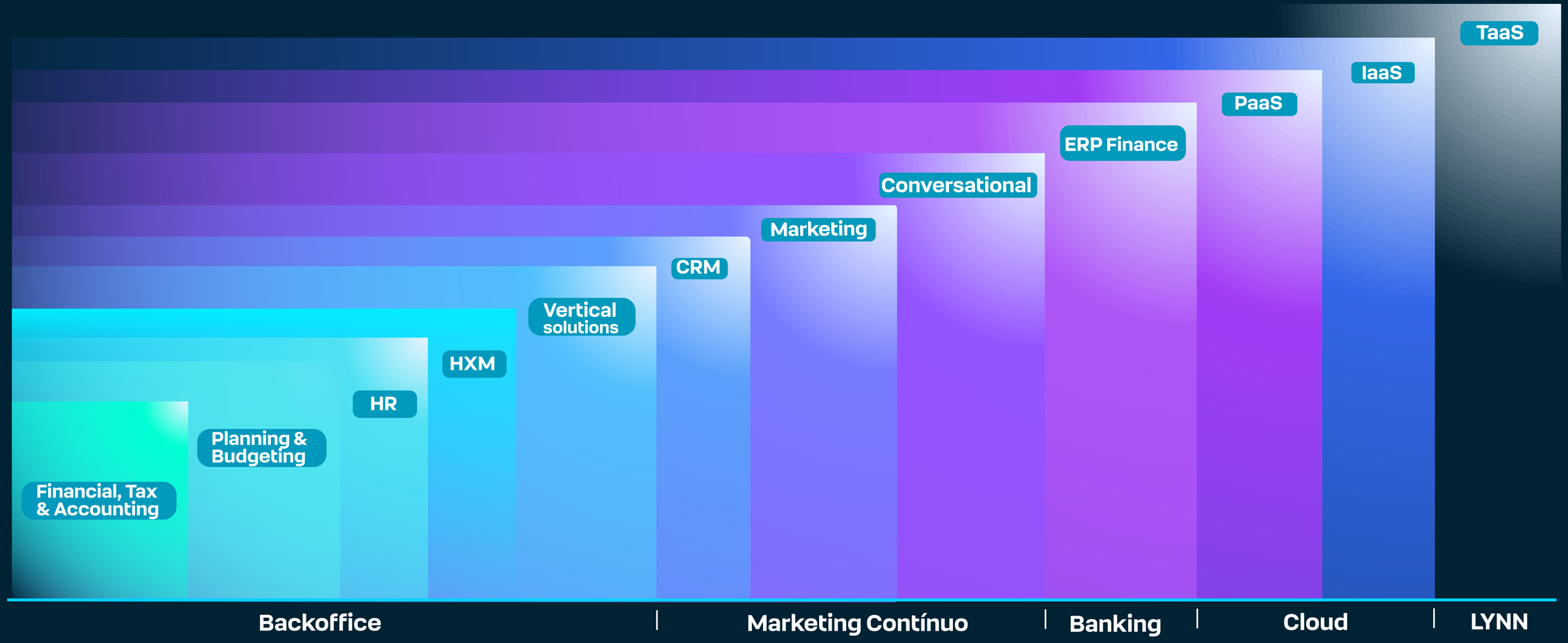
Combination of Digital + Physical Channels

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



PROCESS EXPERTISE

Complete Expertise in Backoffice, Client Management, Financial Services, Cloud and Tasks portfolio



M&A & PARTNERSHIPS

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** and **Itaú**



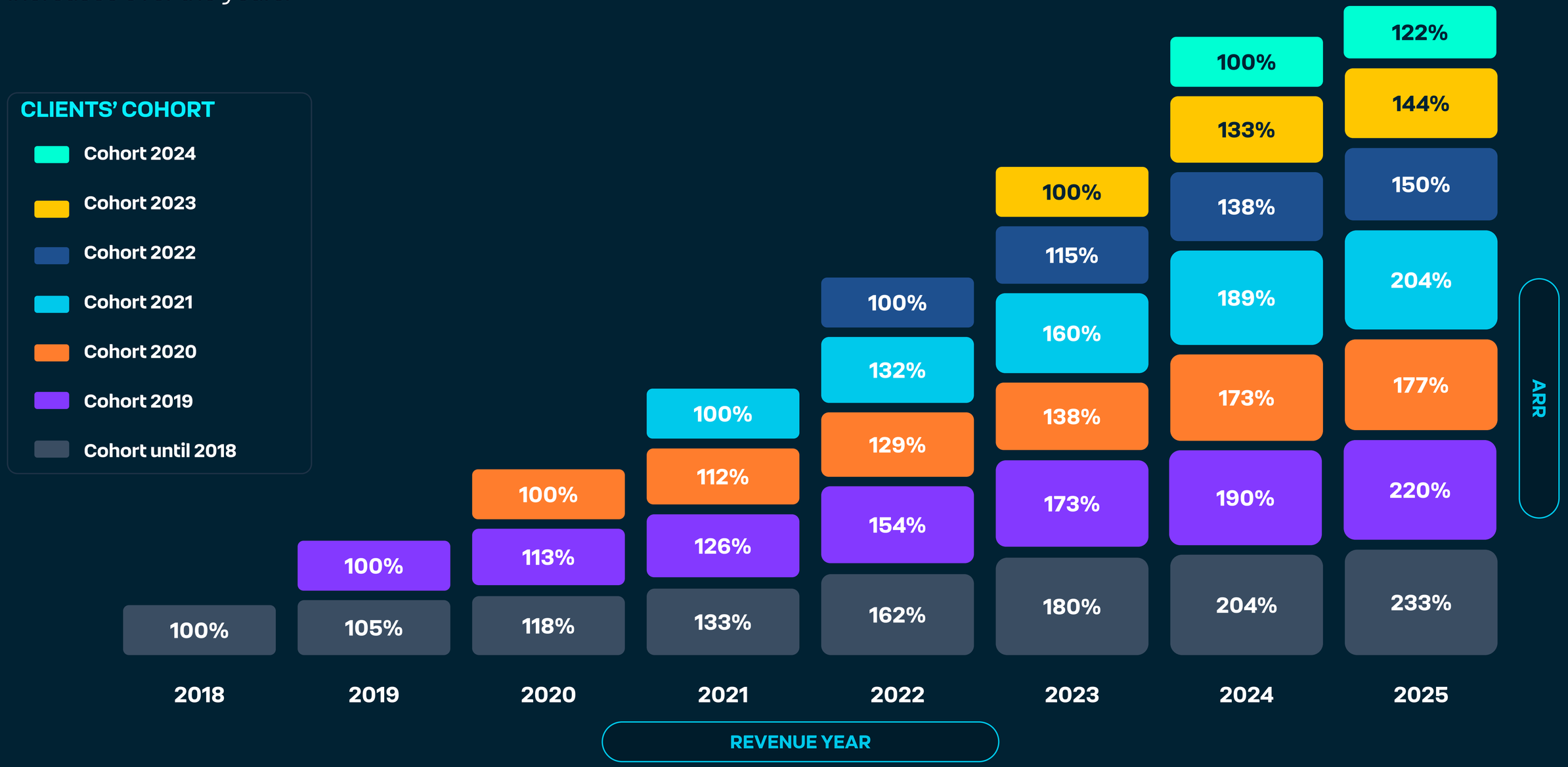
M&A

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

Source: Company

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.



GOVERNANCE

Highest level of Corporate Governance (B3 – Novo Mercado)

BOARD OF DIRECTORS

6 of 7
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 CPP Investments and Member of the Boards of Equatorial Energia, WCD Brasil and OSESP Foundation

Advisory Committees

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

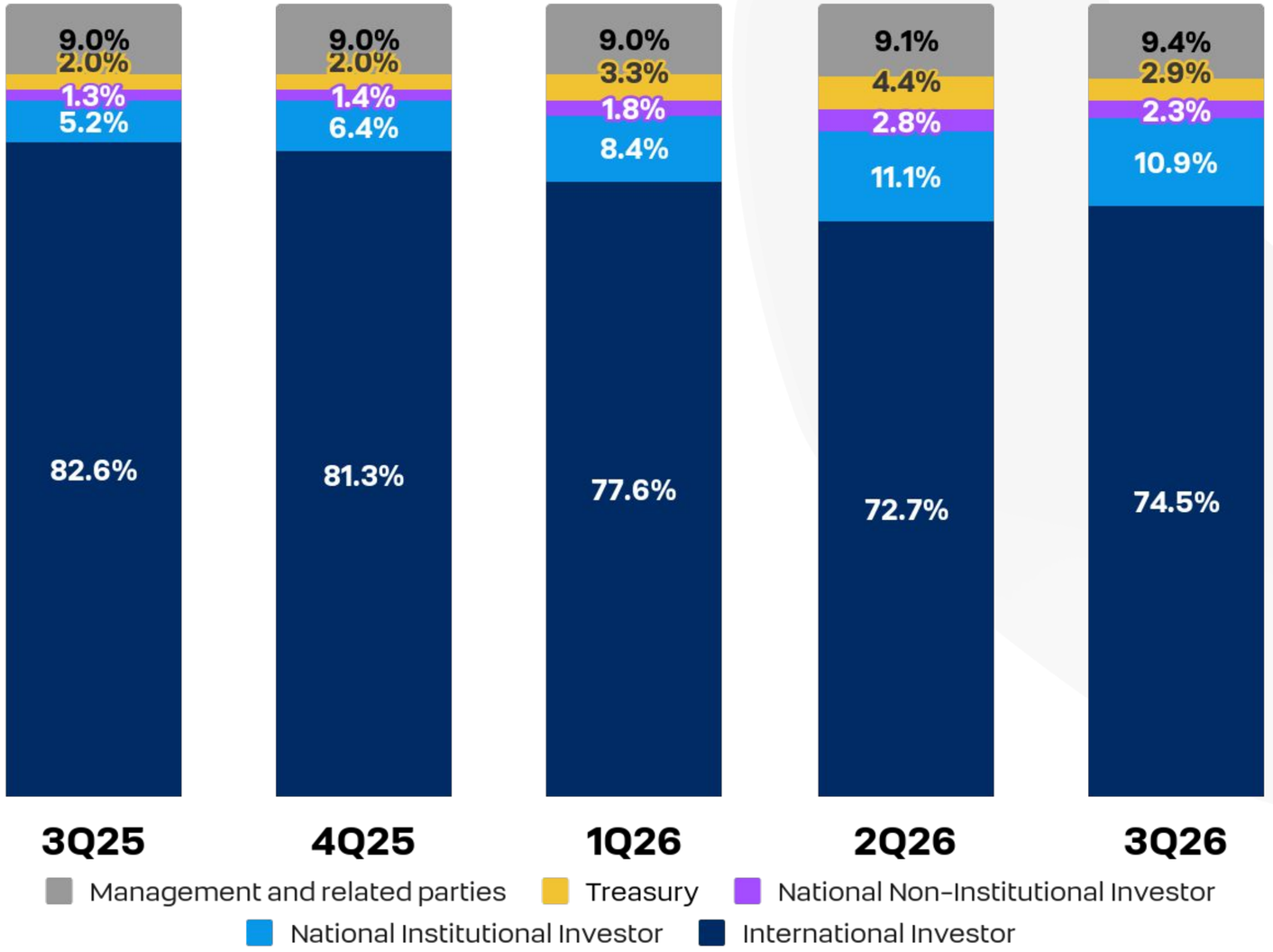
groups
People and Compensation
Analyzes the compensation of Administrators and monitors the annual evaluation of executives and the succession plan

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

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

GOVERNANCE

579,401,581 common shares, of which 2.9% remained in treasury during the period.
The free float stands at 87.8%, with the following breakdown



***As of September 30rd, 2026*

IOS now is Instituto Percorre

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

8.3M

invested by TOTVS throughout 2025

+130

Employer partners and sponsoring companies

+16k

young people **connected to the market**

+50k

Graduate students throughout it history

59%

Increase in family income

International Recognition

thedotgood

2025 11 BRAZIL 75 SGOs thedotgood.

2025 149 WORLD 200 SGOs thedotgood.

02 ADDRESSABLE MARKET

SOFTWARE MARKET

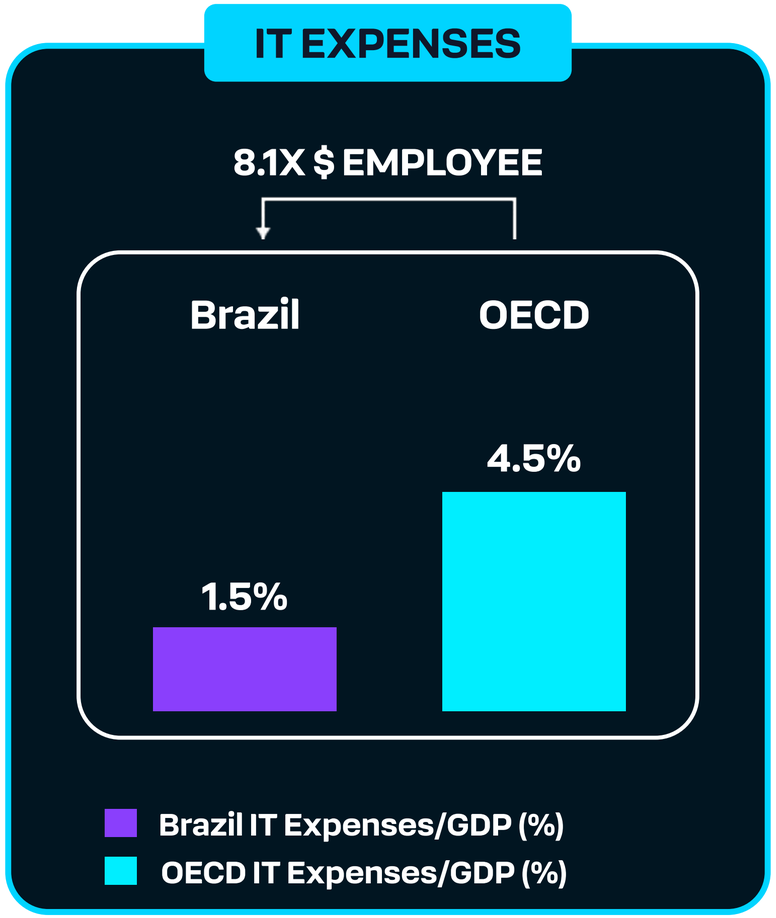
TOTVS has grown above the EAS (Enterprise Application Software) market, which has consistently grown above Brazilian GDP and accelerated its pace in recent years

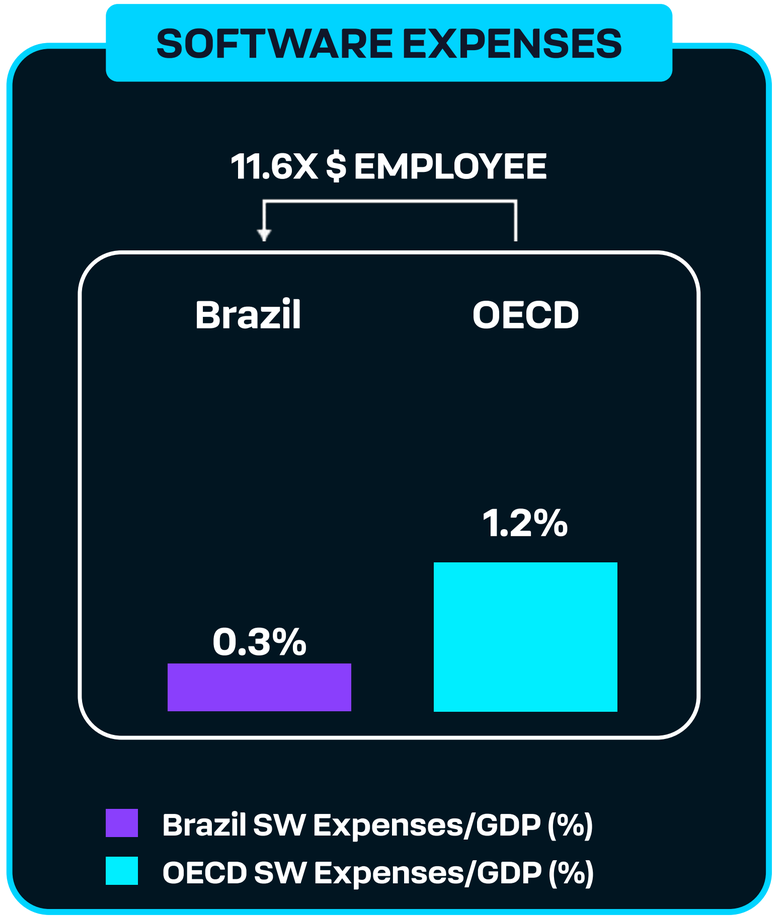
CAGR	2015-25		2020-25	
Brazilian GDP (Nominal)[1]	6.5%		9.4%	
Enterprise Application Software[2]	15.1%	2.9x Brazilian GDP (Nominal)[1]	15.0%	2.2x Brazilian GDP (Nominal)[1]
TOTVS[3]	16.0%	1.1x Ent. Application Software[2]	20.9%	1.4x Ent. Application Software[2]

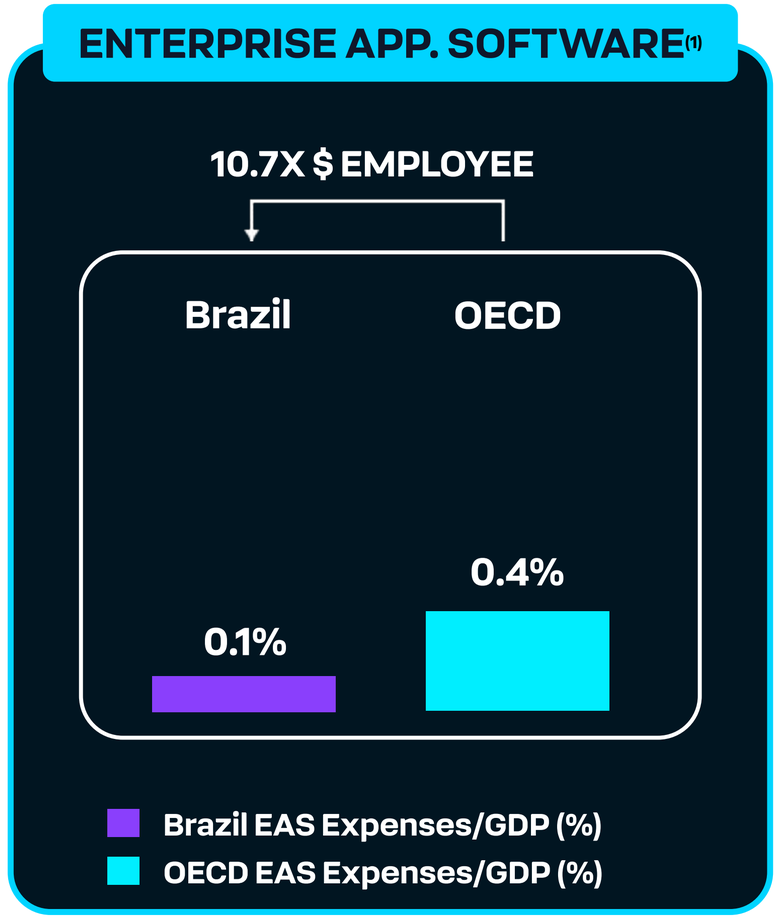
Sources: (1) BACEN; (2) Gartner; (3) TOTVS - Recurring Revenue, excluding Linx

SUBSTANTIAL ROOM FOR SOFTWARE TO EXPAND

Brazil, a market far away from maturity







Source: 2025- World Bank, OECD, TOTVS (1) Enterprise Application Software.

JOURNEY OF THE EXPANSION

Management Software TAM



Solid lines define TOTVS' Addressable Market

03

TOTVS NEXT-GEN

TWO YEARS AGO, THIS WAS THE AI VISION WE LAID OUT!

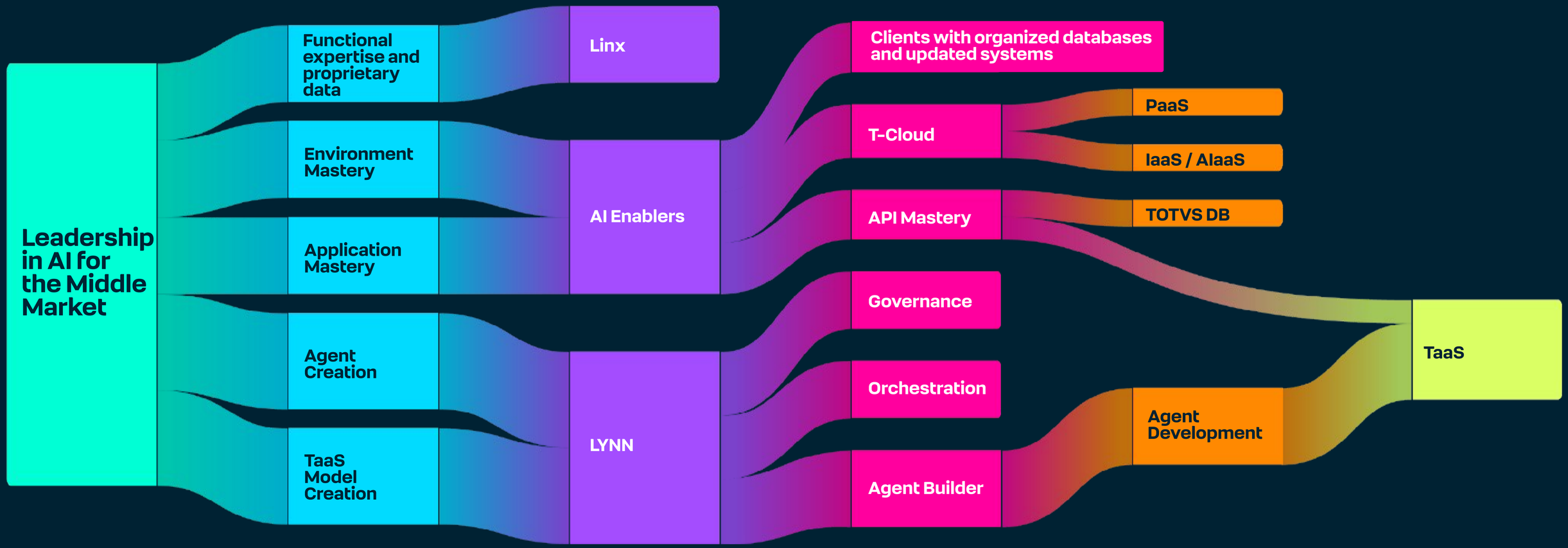
AI Vision

- Functional expertise would keep commanding the relationship over the technology-architecture layer
- AI would open up an opportunity to expand the TAM
- The challenges of expanding the TAM through AI involved the processing costs of completing tasks and accuracy
- Whoever held the functional expertise and proprietary data would hold the greater advantage
- Software developers with that functional expertise would build the best agents

What we set out to do

- Expand our functional expertise
- Command the application environment
- Command the applications
- Build agent-creation capability
- Create the TaaS model

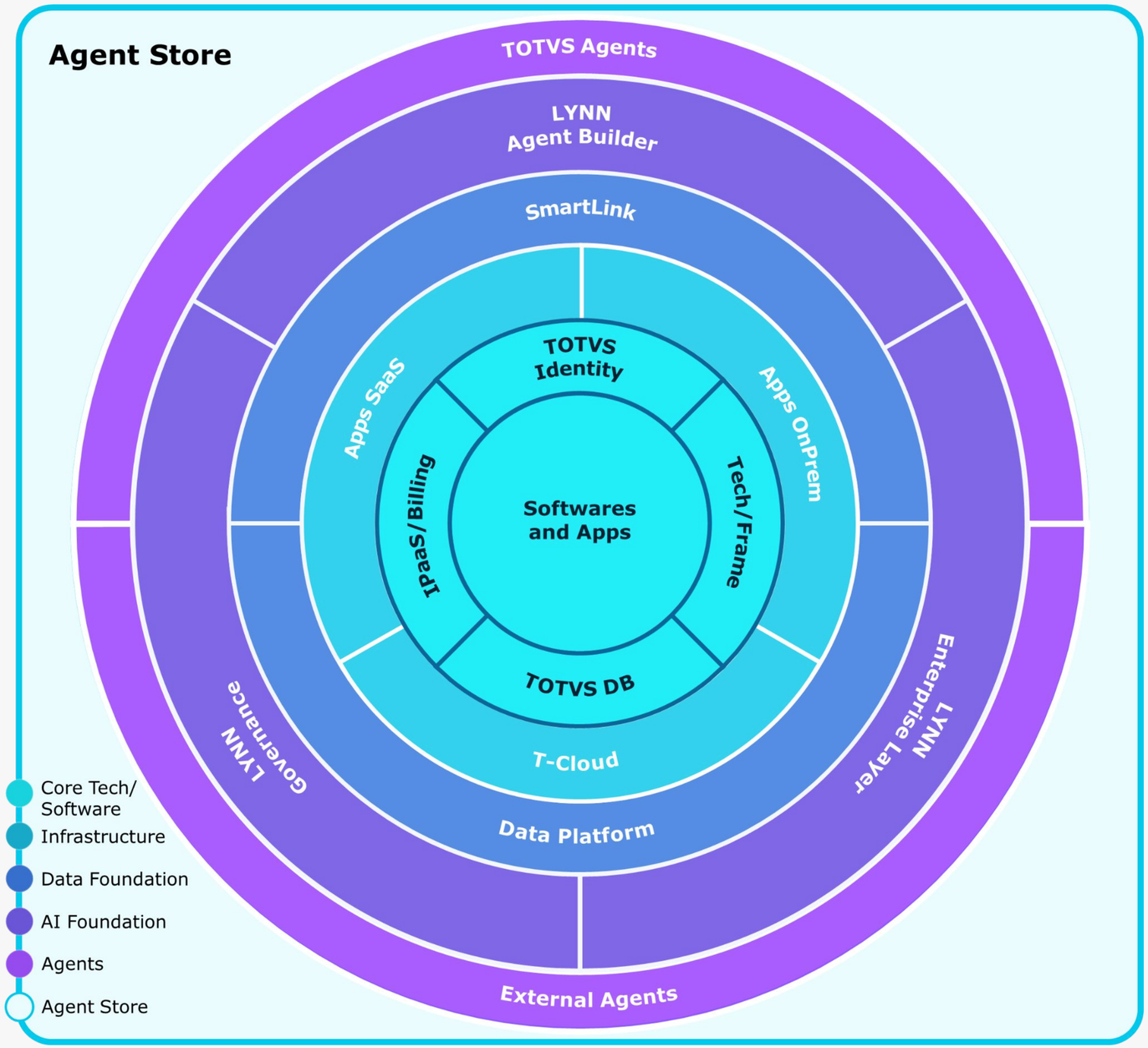
WHAT WE DID


Leadership in AI for the Middle Market
Functional expertise and proprietary data
Environment Mastery
Application Mastery
Agent Creation
TaaS Model Creation
Linx
AI Enablers
LYNN
Clients with organized databases and updated systems
T-Cloud
API Mastery
Governance
Orchestration
Agent Builder
PaaS
IaaS / AIaaS
TOTVS DB
Agent Development
TaaS

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.

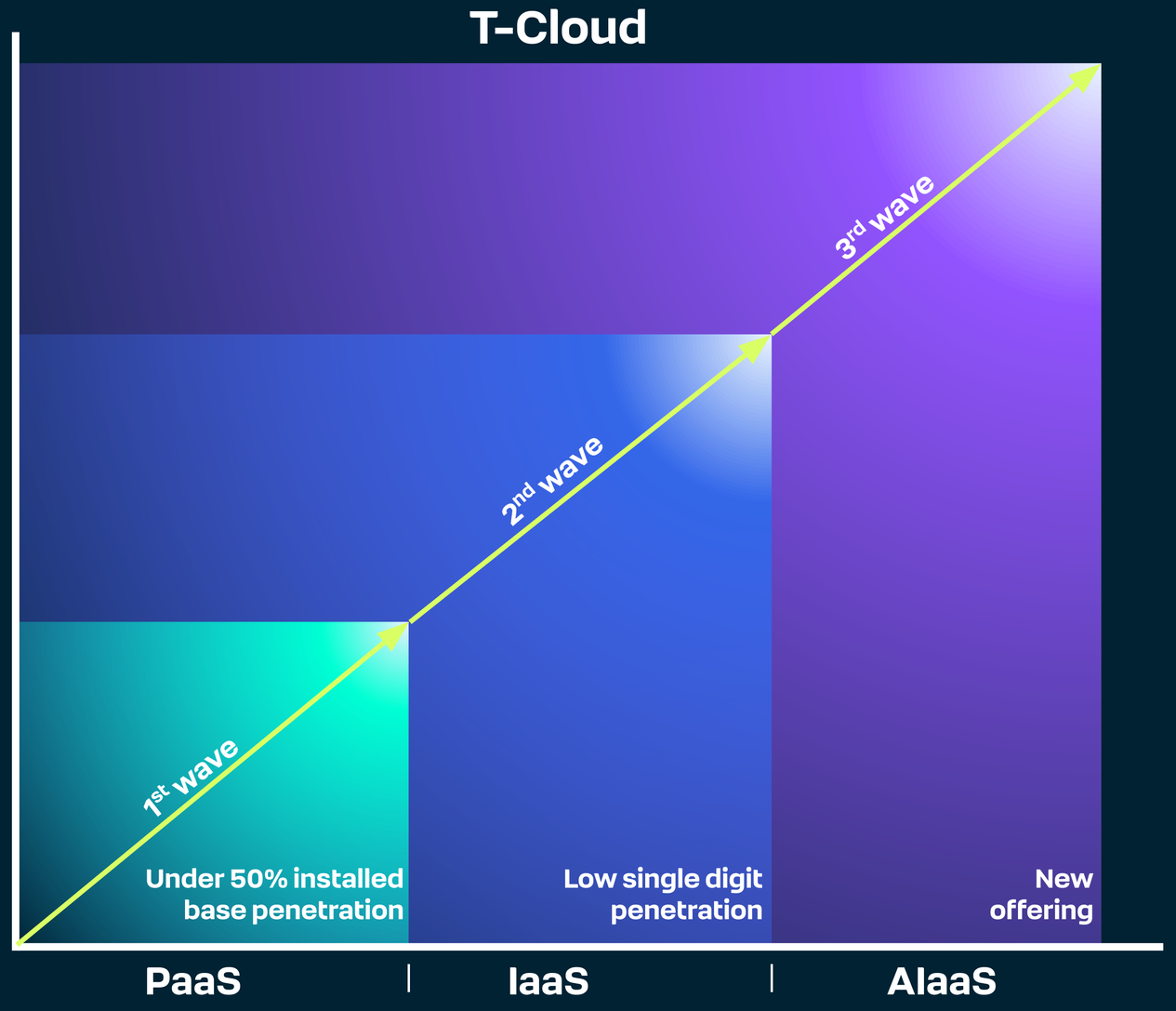
T-Cloud 3 waves of TAM monetization expansions

- Security
- Performance
- Previsibility
- Local currency
- Simplification
- Scalability
- Optimization

PaaS
Platform as a Service
100% focused on TOTVS applications

IaaS
Infrastructure as a Service
Open to any other type of load/broad-based loads

AIaaS
Artificial Intelligence as a Service
Direct AI consumption



26% to 31% y/y growth acceleration
(3Q26 vs 2Q26)

Main drivers of expansion:
universalization, increased ARPU and broadening portfolio

WHAT IS TaaS AND HOW IT WORKS

It is the monetization model for standardized **AI agents** that perform tasks related to management software, with different levels of autonomy.
They are sold through **TOTVS Agent Store** .

Monetization model

Revenue from Agents and APIs

Based on capacity utilization

APIs

Based on completed tasks

Agents

APIs and Agents are tiered into T-Coin (credit) consumption bands

T-Coins are converted into R$

Clients pay a fixed monthly fee that generates a T-Coin allowance

Usage above the allowance is billed separately

TOKENS ARE JUST THE INPUT!

WHY WE'RE GOING TO WIN THE TASKS MARKET

Attributes and capabilities of the different players within the TAM of tasks/agents

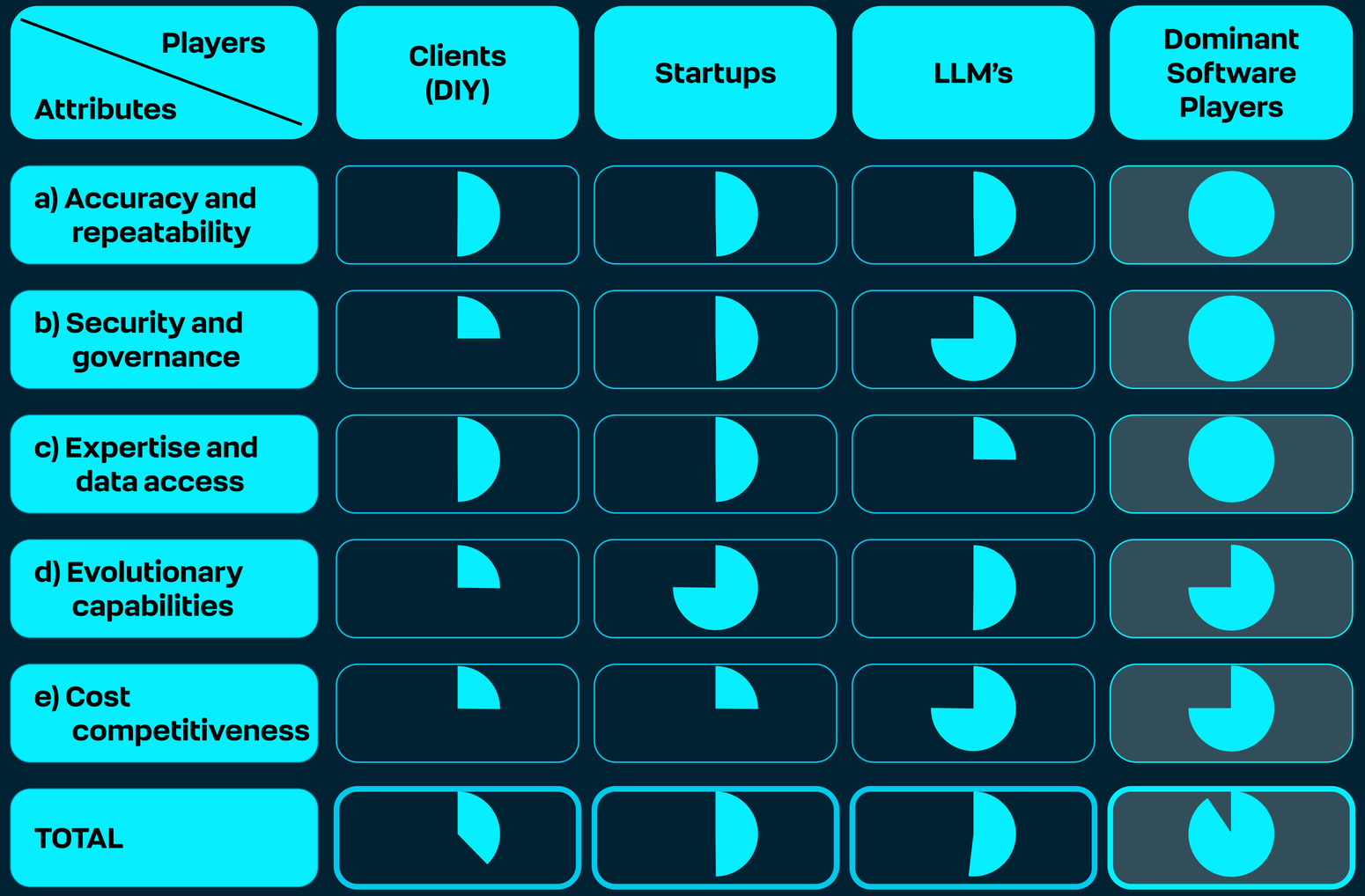
a) accuracy and repeatability above 99.9% in most situations.

b) permanent maximum levels of security, governance, and auditing.

c) large-scale sector-specific expertise and data with a long history.

d) focus and evolutionary capabilities to keep this management software and their AI agents structure up-to-date and state-of-the-art, perpetually.

e) all of the above at a permanently competitive cost.



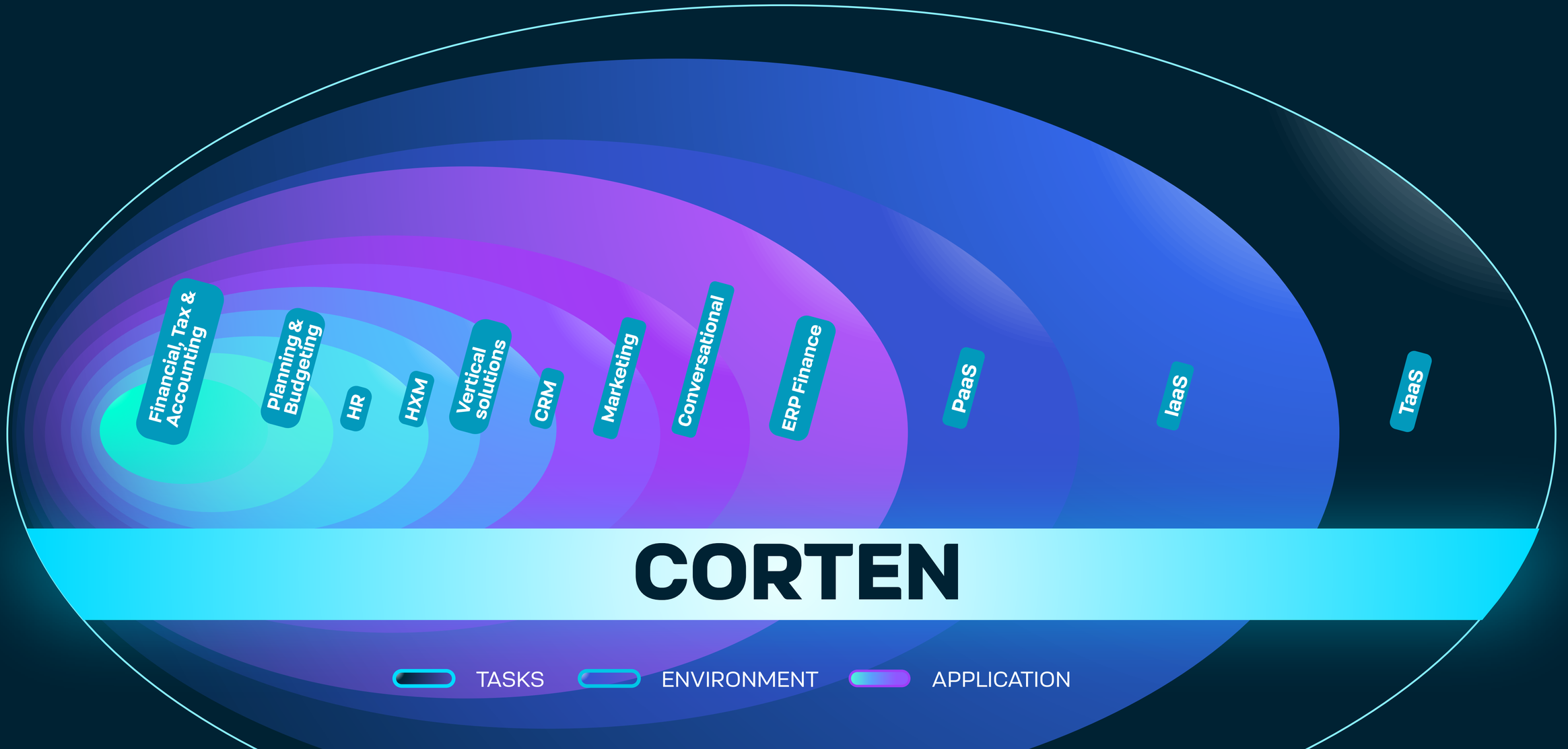
Dominant players possess the **data**, both at the client and industry levels that are the fuel for **accuracy and repeatability**, especially through Artificial Specialized Intelligence, have **unquestionable experience in security, governance, and auditing**, total focus, combined with a proven **track record in evolutionary capability** and their combination of scale and specialization ensures good **cost-competitiveness**.

In Management, the **criticality** of these **solutions**, coupled with the **middle market profile** of the clients, results in a **slower adoption** pace.

Source: TOTVS' research

MANAGEMENT OPERATING SYSTEM

Seamless convergence of all apps and layers

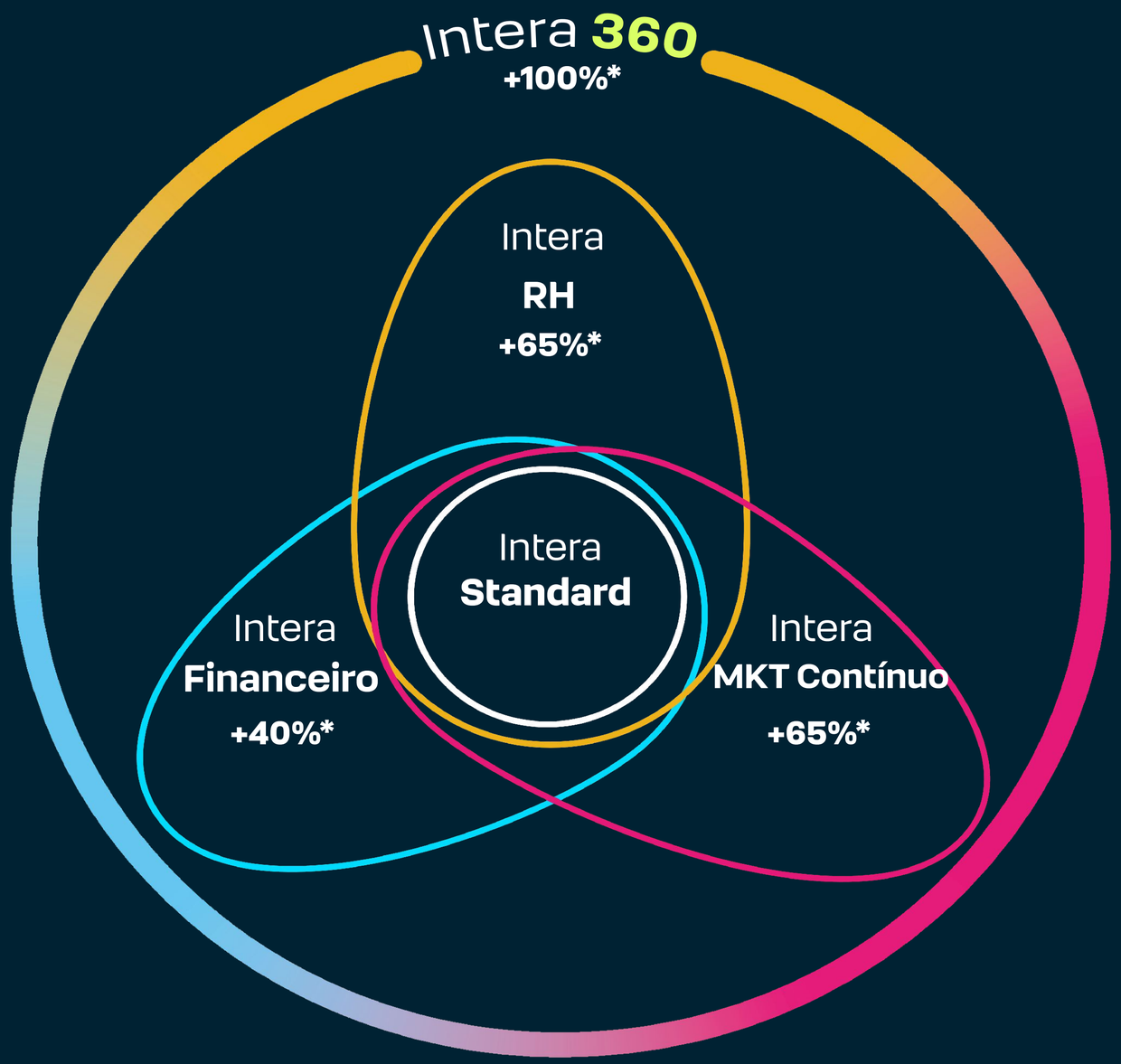


NEW INTERAS

Intera 360 =
Standard + Financeiro + RH + Marketing Contínuo

Intera is a bundle of TOTVS solutions offered to clients
The percentage increase is applied to the monthly fee. Additionally, consumable items are billed separately

*Potential Increase
Migration from the current packages to the new ones



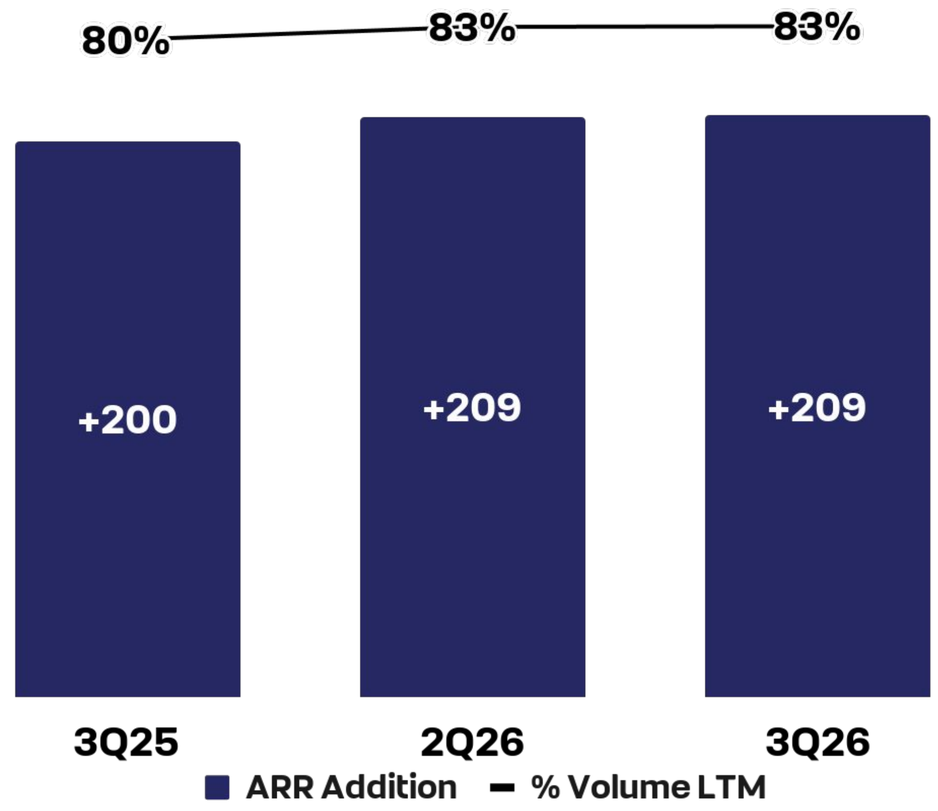
04

FINANCIAL PERFORMANCE 3Q26

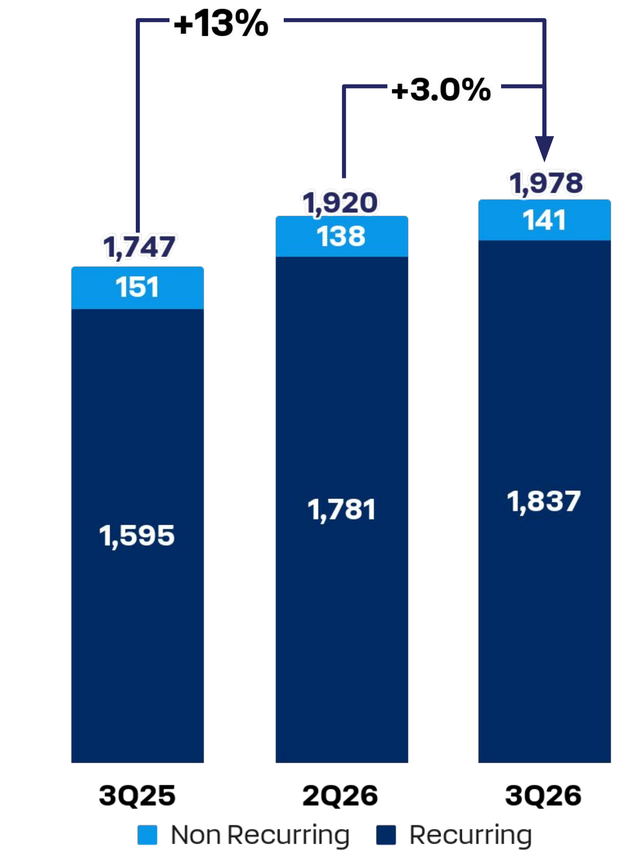
3Q26 - ANNUAL RECURRING REVENUE (ARR) AND

Delivering R$2 billion in 3Q26 and 31 consecutive quarters of Net Revenue double-digit expansion,
TOTVS demonstrates the strength of its predictable and steadily advancing revenue engine

ARR NET ADDITION (R$ million)



NET REVENUE (R$ million)



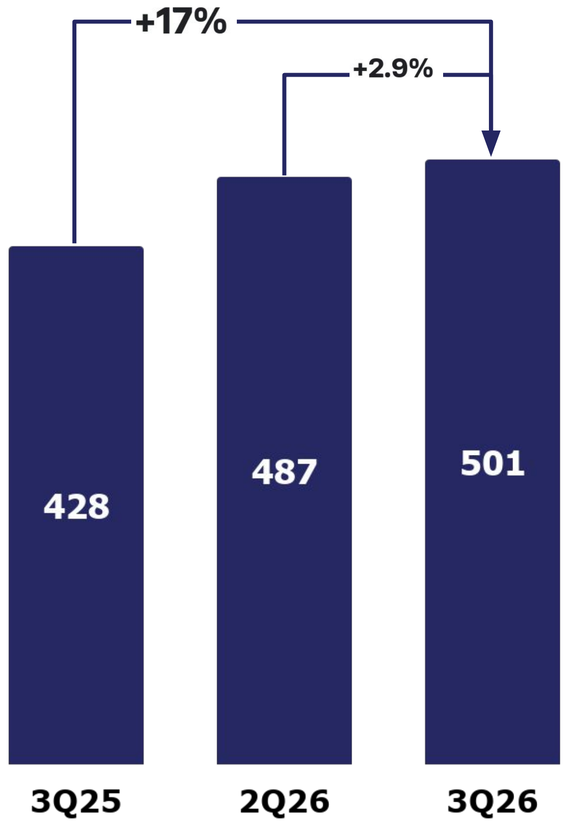
Cloud

Sequential acceleration
+5 p.p. y/y
Of Cloud Revenue
(3Q26 vs 2Q26)

3Q26 – EBITDA AND NET INCOME

Surpassing half a billion Reais in EBITDA with 17% growth, *TOTVS reaches a historic profitability milestone*

ADJUSTED EBITDA (R$ million)



EBITDA Margin

25.3%

+80bps y/y -10bps q/q

ADJUSTED NET INCOME

R$237 million

-8.8% y/y -1.4% q/q

EPS (LTM)

Growth of
11% y/y

NOPLAT

R$305 million

+16% y/y -3.5% q/q

Net Debt/EBITDA (LTM)

1.6x

vs 1.5x in 2Q26 (+7.1% q/q)

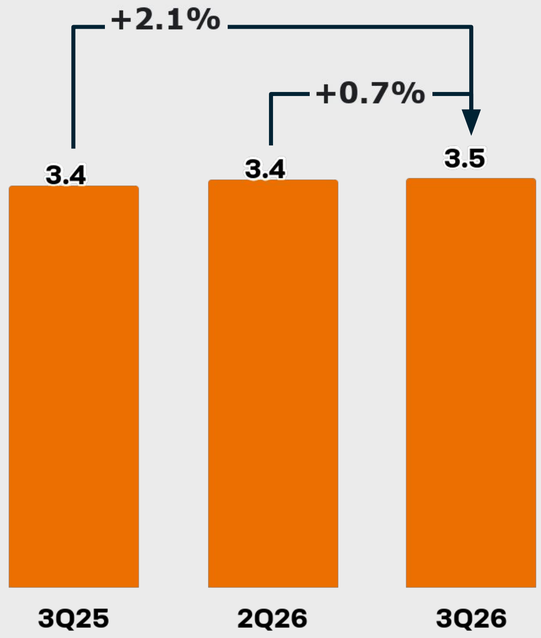
3Q26 - TECHFIN

Techfin Pix TPV reaching R$ 3 billion (+28% y/y)
driven throughout the entire ecosystem built by Techfin

REVENUE

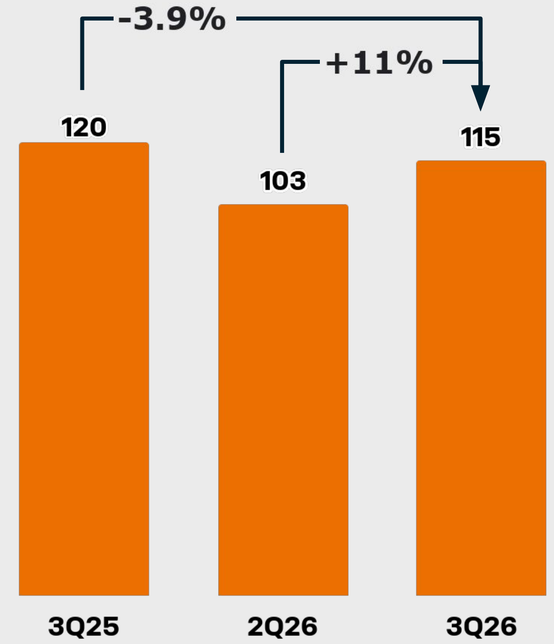
Credit Production (R$ bn)

65.1 days Average term | -3.0% y/y, +5.2% q/q



Revenue Net of Funding

R$3.0 bn TPV – Pix | +28% y/y, +7.4% q/q



Delinquency>90 dias

2.9%

3.2p.p. Below the Brazilian average[1]. With a **35% q/q decline in receivables overdue up to 30 days,** even amidst tighter credit conditions

EBITDA

R$1.4 million

vs. -R$5.0 million 2Q26

Net Result

-R$0.1 million

vs. -R$3.3 million 2Q26

[1]Source: Brazilian Central Bank (www.bcb.gov.br/estatisticas/estatisticasmonetariascredito) > tabelas.xls > Tabela 23 > MPMe

THANK YOU



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