

TOTVS (TOTS3)

4Q25 Preview

Robust quarter, led once again by the Management segment

For 4Q25, we expect TOTVS to deliver solid results once again. On a consolidated (GAAP) basis, we forecast net revenue of R\$ 1,618 mn, up 18% YoY, driven by Management (R\$ 1,449 mn, +18% YoY) and RD Station (R\$ 169 mn, +16% YoY). We expect consolidated adjusted EBITDA of R\$ 414 mn (+21% YoY) and adjusted net income of R\$ 256 mn, up 9% YoY.

We expect TOTVS to deliver solid results again in 4Q25, maintaining the current operational trend: robust, resilient growth in the Management dimension and solid progress across BUs. On a consolidated (GAAP) basis, we forecast net revenue of R\$ 1,618 mn (+18% YoY) and Adj. EBITDA of R\$ 414 mn (+21% YoY). We expect adjusted net income of R\$ 256 mn, up 9% YoY, with growth below EBITDA mainly due to the lower effective tax rate in 4Q24.

Management: We forecast revenues of R\$ 1,449 mn (+18% YoY), driven by ARR addition of R\$ 199 mn, and R\$ 395 mn for Adj. EBITDA (+23% YoY), with a margin of 27.3%, an expansion of 108 bps.

RD Station: We expect a performance broadly in line with 3Q. We forecast segment revenue of R\$ 169 mn (+16% YoY), slightly below Management's growth. We remain positive on RD's prospects, seeing solid growth potential and expecting TOTVS to capture it through higher R&D and sales investments over the coming quarters. We also anticipate adjusted EBITDA of R\$ 19 mn and an 11% margin, down 253 bps YoY due to tough comps.

Techfin: We expect a quarter with a more moderate pace than 3Q, reflecting seasonality and the absence of last year's one-off effect, when a significant portion of credit production shifted from 3Q to 4Q. On a 100% basis, we forecast net revenue after funding costs of R\$ 88 mn (-8.5% YoY), mainly explained by the strong base in 4Q24. We also expect positive EBITDA of R\$ 20 mn and net income of R\$ 13 mn, up 58% YoY, reinforcing the ongoing improvement in profitability.

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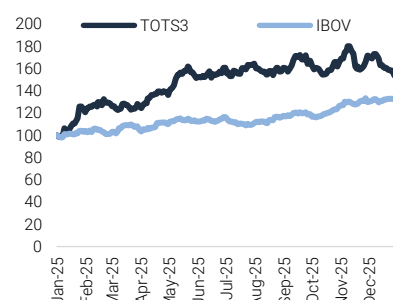
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TOTVS (TOTS3)	Buy
Target Price (R\$/sh)	R\$ 50.5
Current Price (R\$/sh)	R\$ 44.0
Upside (%)	14.7%
Mkt. Cap (R\$ million)	25,855
# of shares (million)	587.6

Performance vs IBOV



XP Forecasts for the 4Q25, R\$ million

XP estimates, R\$ mn	4Q25e	4Q24a	YoY	3Q25a	QoQ
Consolidated (GAAP), R\$ mn					
Net revenues	1,618	1,373	18%	1,555	4%
Management	1,449	1,227	18%	1,393	4%
RD Station	169	146	16%	162	4%
Adj. EBITDA	414	341	21%	405	2%
Management	395	321	23%	384	3%
RD Station	19	20	-6%	20	-8%
Adj. EBITDA Margin	25.6%	24.8%	72 bps	26.0%	-46 bps
Management	27.3%	26.2%	108 bps	27.6%	-34 bps
RD Station	11.1%	13.6%	-253 bps	12.6%	-145 bps
Adj. Net income	256	236	9%	249	3%
Techfin (100%)					
Revenue - Net of funding	88	96	-9%	102	-13%
EBITDA	20	24	-18%	26	-22%
EBITDA Margin	22.7%	25.2%	-251 bps	25.1%	-233 bps
Net Income (Loss)	13	8	58%	15	-10%

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