

# TOTVS (TOTVS3)

## 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.

**Bernardo Guttmann**

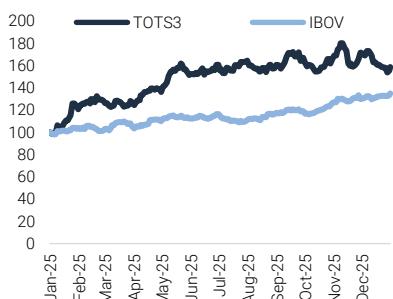
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TOTVS (TOTVS3)	Buy
Target Price (R\$/sh)	R\$ 50.5
Current Price (R\$/sh)	R\$ 44.0
Upside (%)	14.7%
Mkt. Cap (R\$ million)	25,855
# of shares (million)	587.6

## Performance vs IBOV



## XP Forecasts for the 4Q25, R\$ million

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

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