EARNINGS RELEASE

3Q14

INVESTOR RELATIONS
OCTOBER 30, 2014

TOTVS

RECENT EVENTS

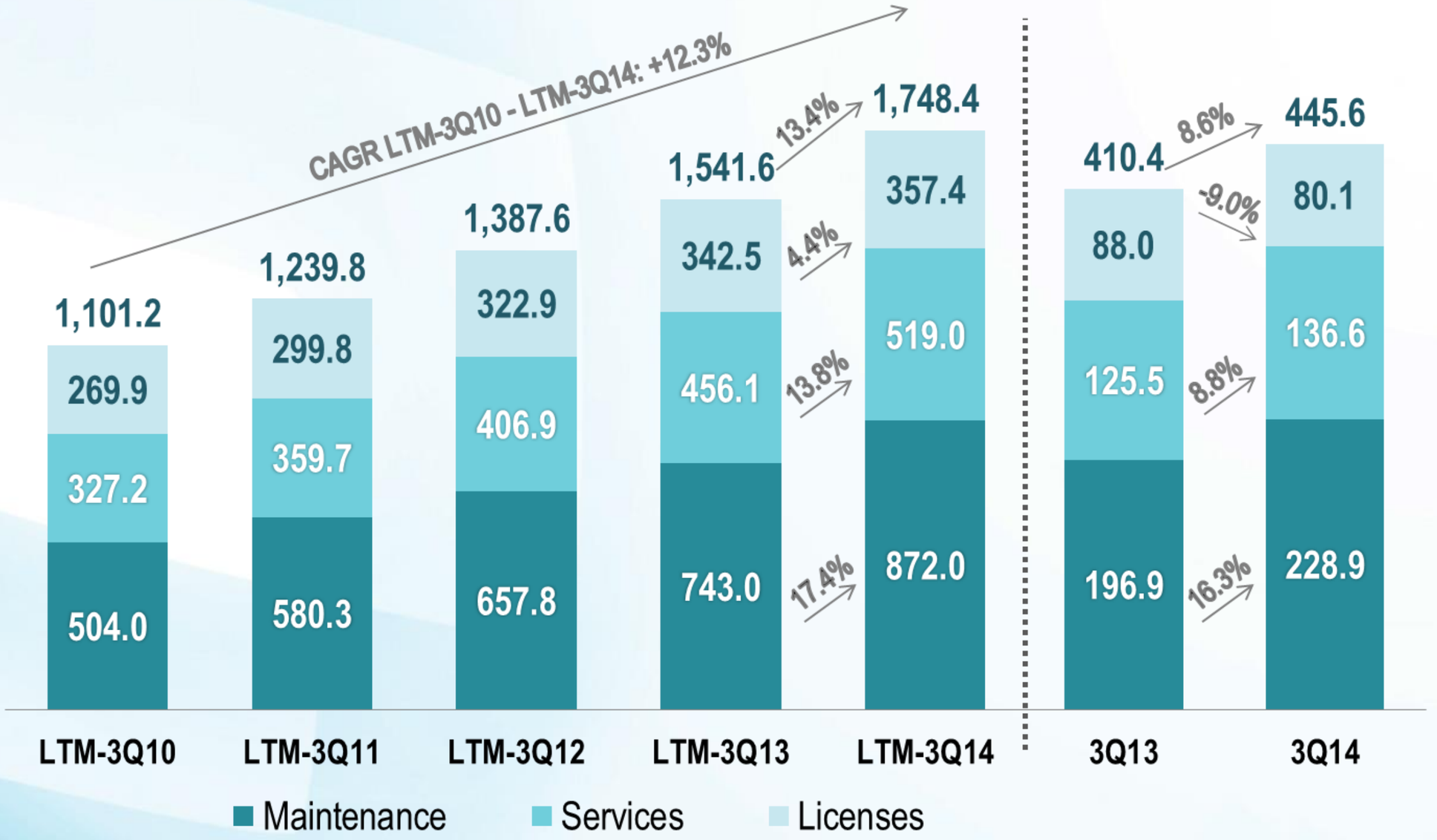
NEW MEMBERS OF THE BOARD OF DIRECTORS

- Rodrigo Kede Lima
- Romero Venancio Rodrigues Filho

VERSION 12 OF TOTVS'S MANAGEMENT SOFTWARE

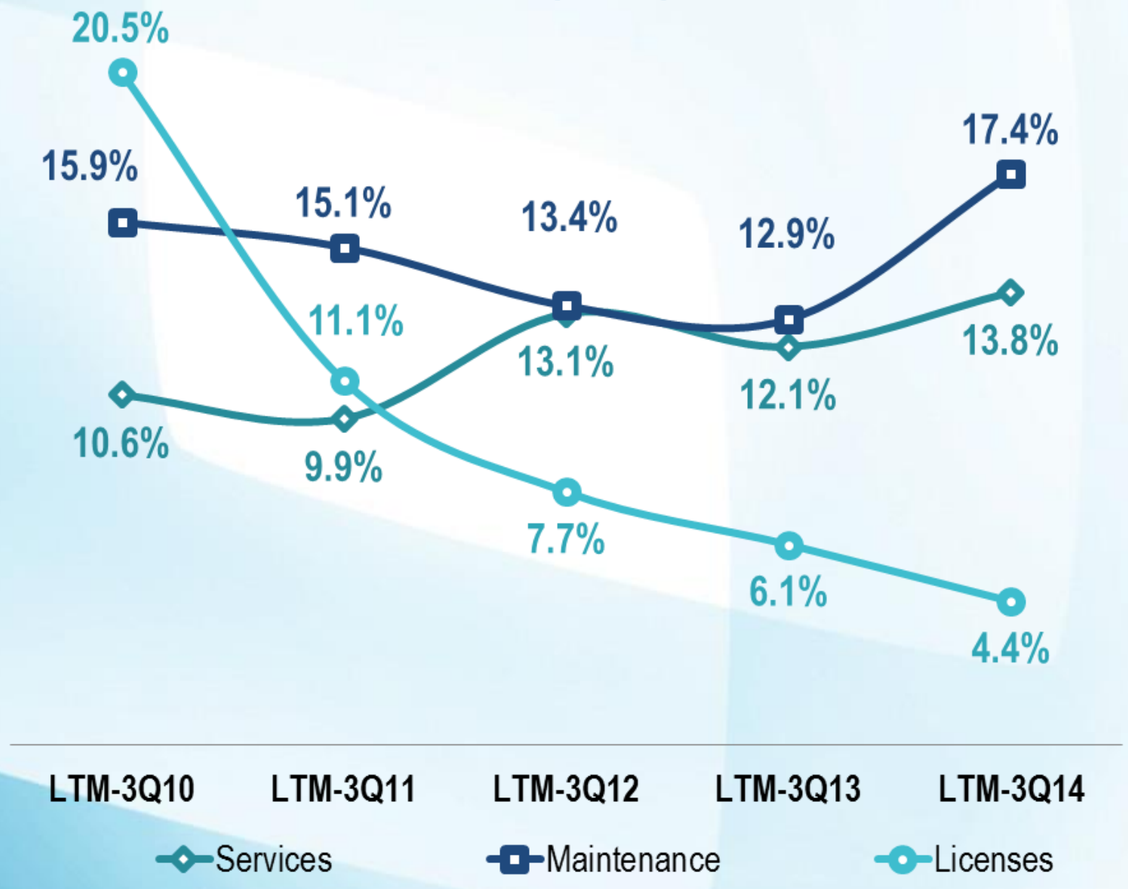
- Fluid technology
- Essentiality
- Agile ERP

NET REVENUE (R$ Million)

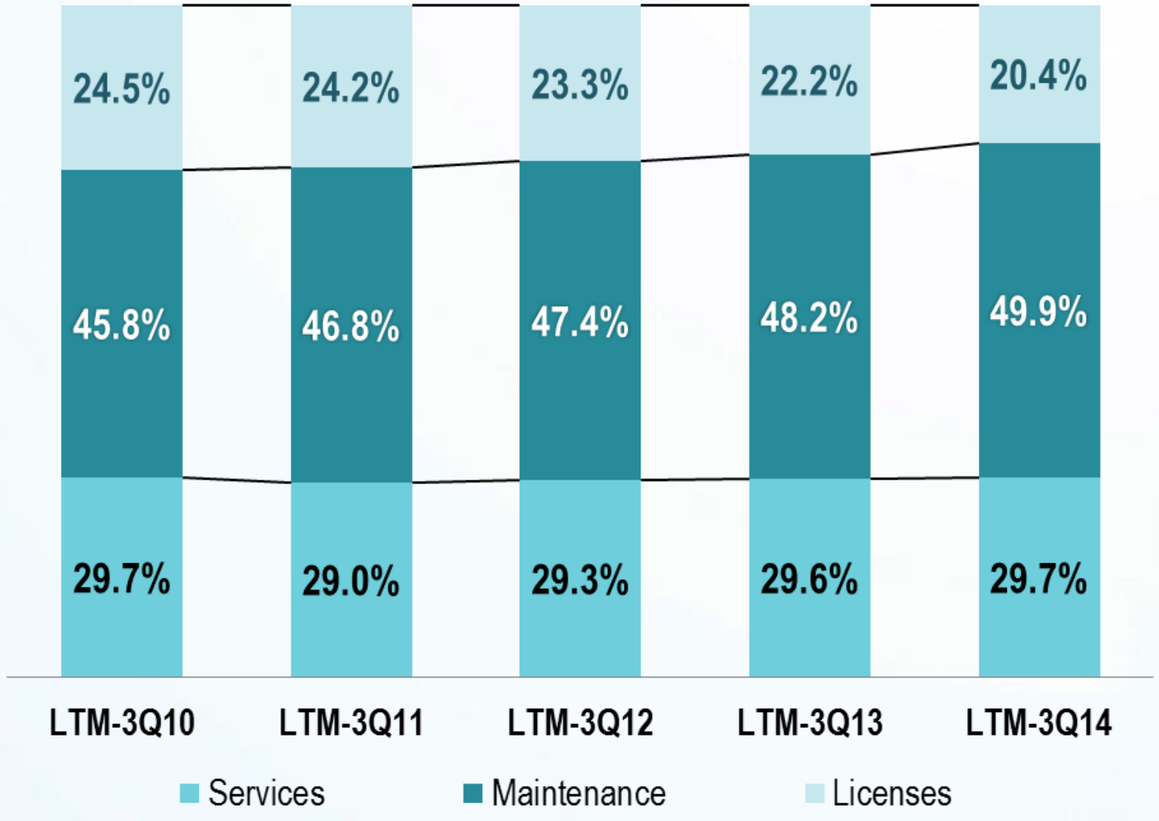


TRANSITION TO RECURRING MODELS & SaaS

Growth (YoY)



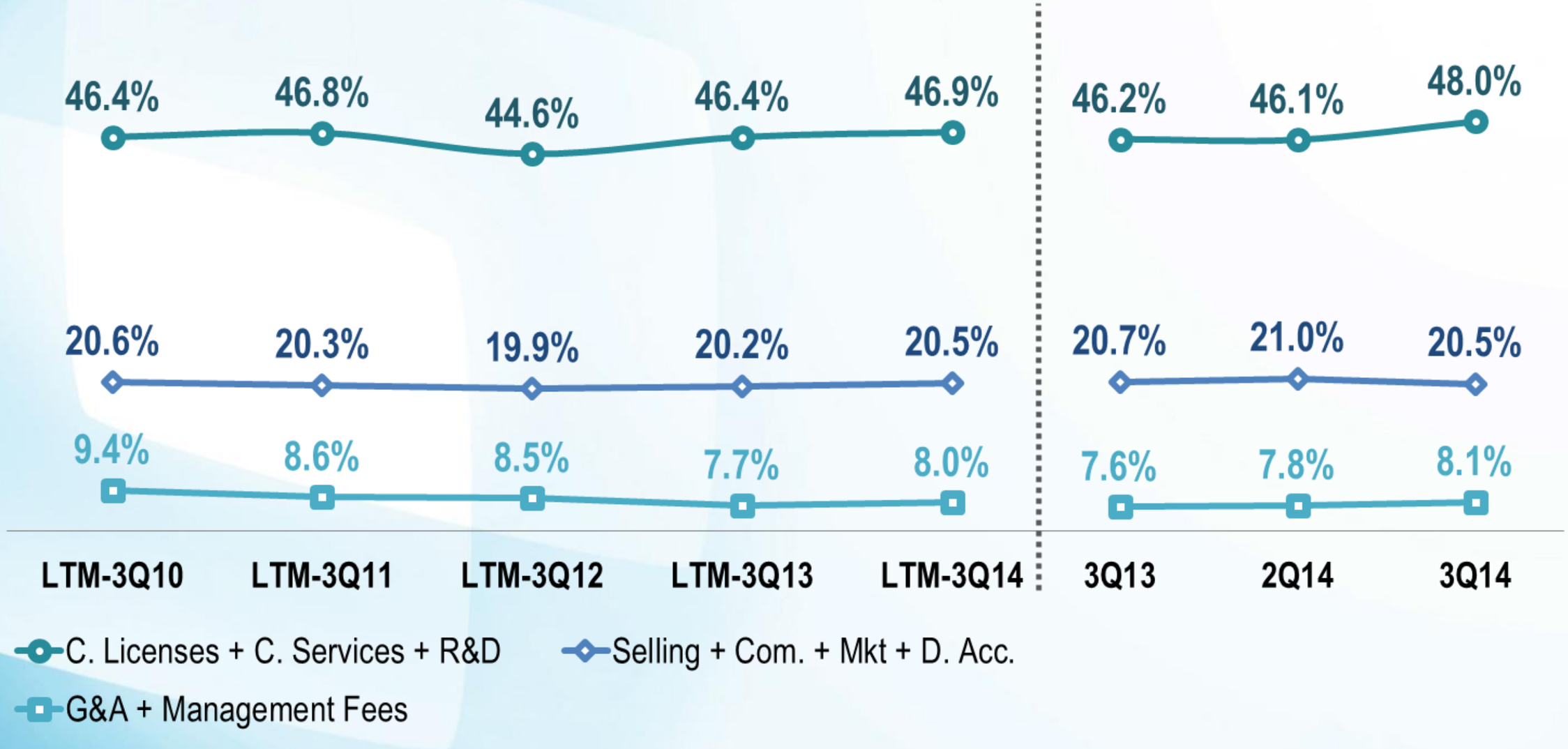
Revenue Breakdown



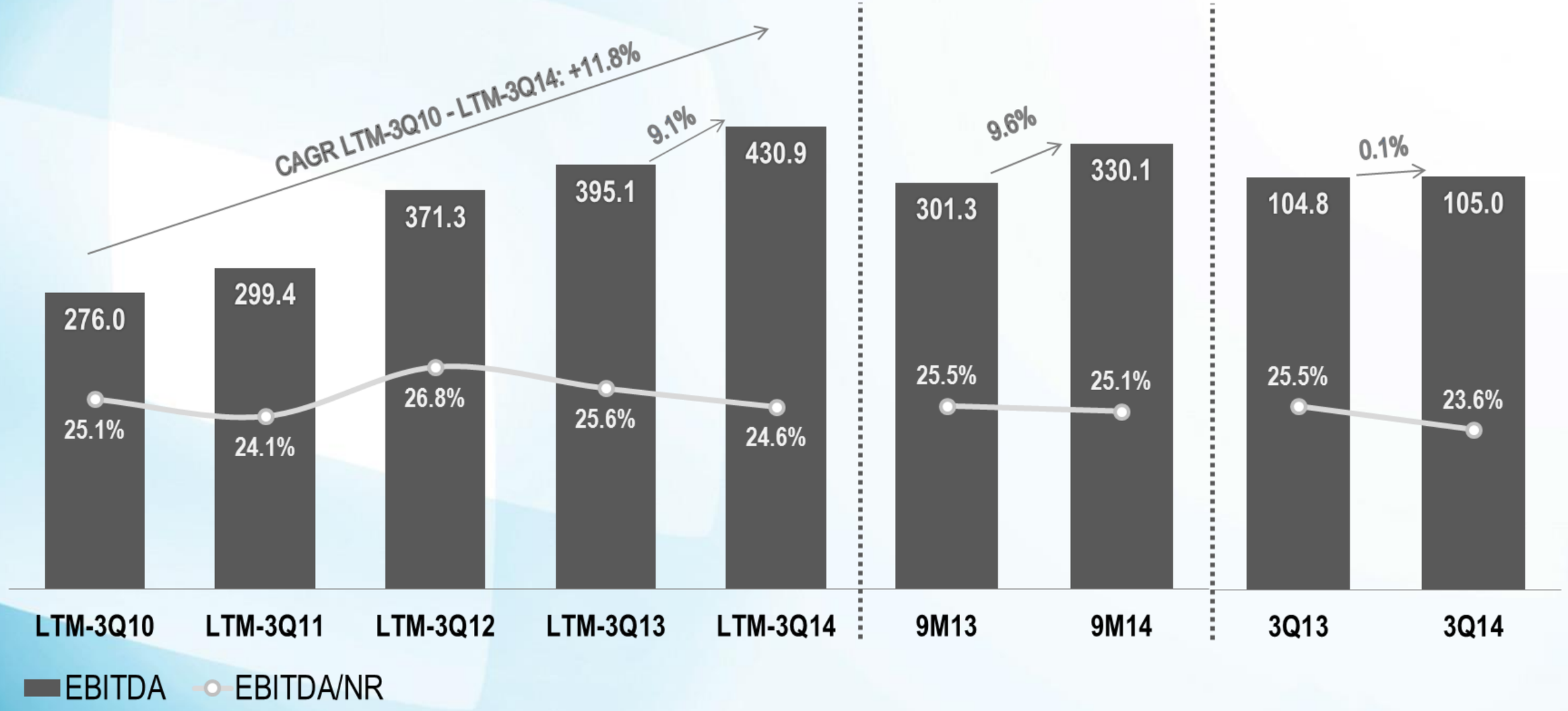
TOTAL RECURRING REVENUE (R$ Million)



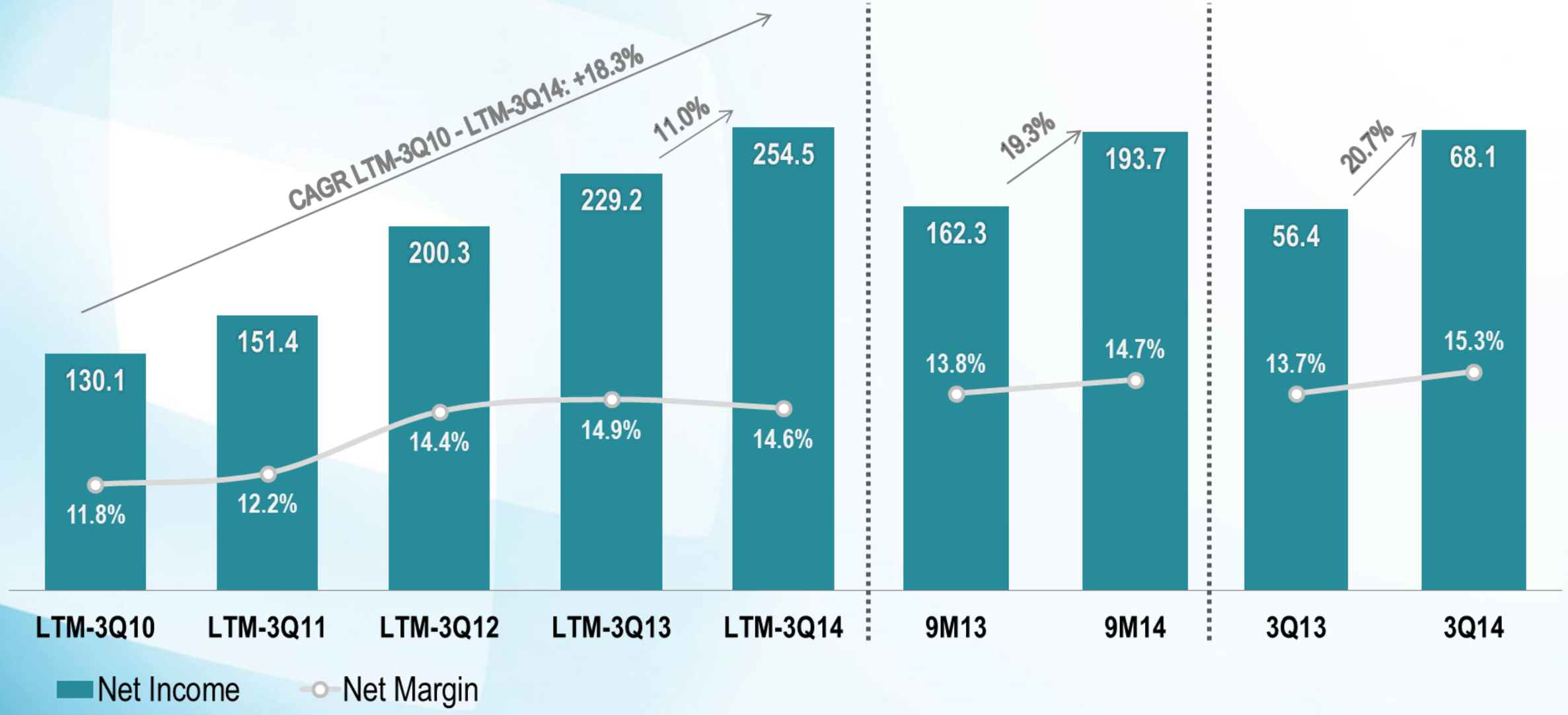
OPERATING COSTS AND EXPENSES (% of Net Revenue)



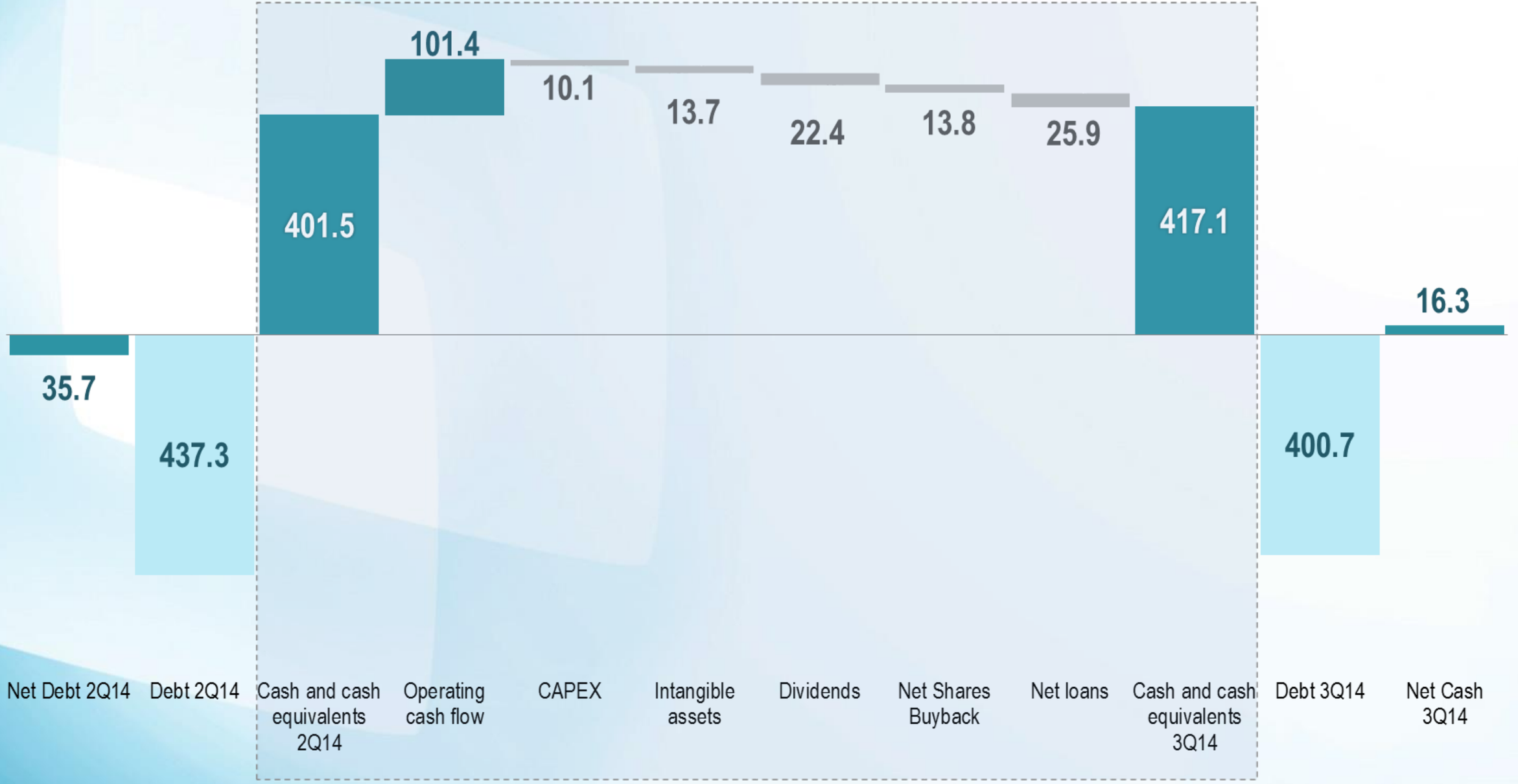
EBITDA (R$ Million)



NET INCOME (R$ Million)



CASH FLOW AND DEBT (R$ Million)



3Q14 vs.3Q13

+8.7% in Net Revenue

+16.4% in Recurring Revenue

+ 900 New Clients

+20.7% in Net Income

+ 39.7% in Net Operating Cash Flow Generation

2014-20





+SIMPLE +AGILE +CONNECTED
+CLOUD +ESSENTIAL

INVESTOR RELATIONS

ir@totvs.com

ir.totvs.com

Thank you