

Public Disclosure - Belo Horizonte, October 25, 2019. Usinas Siderúrgicas de Minas Gerais S.A. - Usiminas (B3: USIM3, USIM5 and USIM6; OTC: USDMY and USNZY; LATIBEX: XUSIO and XUSI) today releases its third quarter (3Q19) results. Operational and financial information of the Company, except where otherwise stated, are presented based on consolidated figures, in Brazilian Real, according to International Financial Reporting Standards (IFRS). All comparisons made in this release take into consideration the second quarter of 2019 (2Q19), unless stated otherwise.

## Release of the 3Q19 results

> Steel sales volume of 1.0 million tons;
> Iron ore sales volume of 2.5 million tons;
> Consolidated Adjusted EBITDA of R\$441 million and Adjusted EBITDA margin of 11.5\%;
> Working capital on 09/30/19 of R $\$ 4.8$ billion;
> Cash position on 09/30/19 of R\$1.8 billion;
> Investments of $\mathrm{R} \$ 140$ million.

| R\$ million - Consolidated |  |  |  | Change |  | $9 \mathrm{M19}$ | $9 \mathrm{M18}$ | $\frac{\text { Change }}{9 \text { M19/9M18 }}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q19 | 2Q19 | $3 Q 18$ | 3Q19/2Q19 | 3Q19/3Q18 |  |  |  |
| Steel Sales Volume (000 t) | 1,033 | 1,059 | 1,107 | -2\% | -7\% | 3,095 | 3,173 | -2\% |
| Iron Ore Sales Volume (000 t) | 2,453 | 1,772 | 1,768 | 38\% | 39\% | 6,121 | 4,960 | 23\% |
| Net Revenue | 3,850 | 3,694 | 3,862 | 4\% | 0\% | 11,076 | 10,310 | 7\% |
| COGS | $(3,374)$ | $(3,088)$ | $(3,217)$ | 9\% | 5\% | $(9,498)$ | $(8,471)$ | 12\% |
| Gross Profit (Loss) | 476 | 606 | 644 | -22\% | -26\% | 1,578 | 1,839 | -14\% |
| Net Income (Loss) | (139) | 171 | 289 | - | - | 109 | 427 | -75\% |
| EBITDA (Instruction CVM 527) | 453 | 570 | 686 | -21\% | -34\% | 1,497 | 1,804 | -17\% |
| EBITDA Margin (Instruction CVM 527) | 12\% | 15\% | 18\% | - 4 p.p. | - 6 p.p. | 14\% | 18\% | - 4 p.p. |
| Adjusted EBITDA | 441 | 576 | 703 | -23\% | -37\% | 1,505 | 1,863 | -19\% |
| Adjusted EBITDA Margin | 11\% | 16\% | 18\% | - 4 p.p. | - 7 p.p. | 14\% | 18\% | - 4 p.p. |
| Investments (CAPEX) | 140 | 105 | 90 | 33\% | 55\% | 334 | 222 | 50\% |
| Cash and Cash Equivalents | 1,822 | 1,245 | 1,682 | 46\% | 8\% | 1,822 | 1,682 | 8\% |


| Market Data - 09/30/19 |  |  |
| :---: | :---: | :---: |
| B3: | USIM5 | R\$7.81/share |
|  | USIM3 | R\$9.35/share |
| EUA/OTC: | USNZY | US\$1.86/ADR |
| LATIBEX: | XUSI | C1.63/share |
|  | XUSIO | c2.18/share |

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## Economic Outlook

Recent economic activity indicators point to a considerably lower-than-expected rate of growth for this year. Nevertheless, Brazilian economy remains in a slow and gradual recovery process.
In the January-August 2019 period, domestic industrial production measured by the Brazilian Geography and Statistics Institute (IBGE) receded $1.7 \%$ in relation to the same period of the previous year. The segments associated to steel consumption showed growth. The Durable Goods segment grew 0.5\%, driven by increased automobile and domestic appliances production, while Capital Goods presented expansion of $0.8 \%$, influenced by truck and bus production increase, as did the Machinery and Equipment segment.
Industrial production results accounted by the National Industrial Confederation (CNI) confirm the difficult recovery of activity over the course of 2019. Installed capacity utilization, for example, rose for two straight months, July and August, and currently is 0.1 p.p. above last year's average. Industrial revenue showed a $1.9 \%$ decline in the period, but grew for three straight months, June, July and August. Other indicators, such as the number of hours worked and job level, were positive in August, however still present difficulty advancing in a more consistent form.

Although having shown declines in the August survey, CNI's expectation indices continue optimistic concerning demand, raw materials purchases and jobs. The exported quantity index, however, has been falling since January due to lower exports to Argentina, an important industrialized goods destination. The investment intention index fell in September, although it remains relatively high at 53.5 points, 4.3 points above the historical average.
Banco Central's economic activity index, the $\mathrm{IBC}-\mathrm{Br}$, points to a $0.87 \%$ growth in JanuaryAugust, compared to the same period of the previous year.

The September Banco Central Inflation Report, the latest available, increased its projection of GDP growth from $0.8 \%$ to $0.9 \%$ in 2019 . The increase was driven by positive expected growth of Agriculture (revised from $+1.1 \%$ to $+1.8 \%$ ). The Services GDP forecast was maintained at $1.0 \%$ growth and the Industrial GDP expected growth was reduced from $0.2 \%$ to $0.1 \%$.
The Banco Central Focus Report expectations survey shows lower economic growth at the end of 2019. After falling strongly over the second quarter, the projected GDP expansion showed a stable performance in the third quarter and presently is at $0.87 \%$, a level it has maintained for six weeks.
The following is a list of Focus Report indicators on 10/11/19:
Focus Projections

| Indicators | 2019 |
| :--- | ---: |
| GDP (IBGE) | $0.9 \%$ |
| Industrial GDP | $0.3 \%$ |
| Industrial Production (IBGE) | $-0.7 \%$ |
| Inflation - IPCA | $3.2 \%$ |
| Interest - Selic (end of period) | $4.8 \%$ |
| Exchange rate R\$/US\$ - (end of period) | 4.00 |

Source: Focus Report 10/11/19, Banco Central do Brasil.

## Economic and Financial Performance

## Comments on the Consolidated Results

## Net Revenue

Net revenue in the 3 Q19 was $R \$ 3.8$ billion, against $R \$ 3.7$ billion in the $2 Q 19$, a $4.2 \%$ increase, mainly due to higher volume of sales in the Mining Unit, in the Steel Processing Unit and in the Capital Goods Unit in the period, partially compensated by lower sales volume of $2.5 \%$ in the Steel Unit.

|  | Net Revenue Breakdown |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: | :---: |
|  | $3 Q 19$ | $2 Q 19$ | $3 Q 18$ |  | $9 M 19$ | $9 M 18$ |  |  |  |  |
| Domestic Market | $84 \%$ | $84 \%$ | $84 \%$ |  | $83 \%$ | $83 \%$ |  |  |  |  |
| Exports | $16 \%$ | $16 \%$ | $16 \%$ |  | $17 \%$ | $17 \%$ |  |  |  |  |
| Total | $\mathbf{1 0 0 \%}$ | $\mathbf{1 0 0 \%}$ | $\mathbf{1 0 0 \%}$ |  | $\mathbf{1 0 0 \%}$ | $\mathbf{1 0 0 \%}$ |  |  |  |  |

## Cost of Goods Sold - COGS

Cost of goods sold - COGS - was R\$3.4 billion in the 3Q19, against R\$3.1 billion in the 2Q19, a $9.3 \%$ increase. For further information, see the Business Unit section of this release.

## Gross Profit

Gross profit was $\mathrm{R} \$ 476$ million in the 3 Q 19 , against $\mathrm{R} \$ 606$ million in the 2Q19, a $21.5 \%$ decrease. Gross margin is presented below:

| Gross Margin |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 3Q19 | $2 Q 19$ | $3 Q 18$ |  | 9 M19 | 9M18 |
| $12.4 \%$ | $16.4 \%$ | $16.7 \%$ |  | $14.2 \%$ | $17.8 \%$ |

## Operating Expenses and Income

Sales expenses in the 3Q19 totaled R\$74 million, a R\$3 million increase over those in the 2Q19.
In the 3Q19, general and administrative expenses were $\mathrm{R} \$ 98$ million, a $10.8 \%$ decrease over those in the 2Q19, which were R $\$ 110$ million, mainly due to lower expenses with personnel and general expenses.
In the 3 Q19, other net operating income (expenses) were a negative $\mathrm{R} \$ 163$ million, a $22.2 \%$ increase over those in the 2Q19, which were a negative $\mathrm{R} \$ 133$ million, mainly due to:

- Higher provisions for contingencies by R\$99 million in the 3Q19, mainly referring to the addition of labor and civil contingencies.
Partially compensated by:
- Recognition of the principal amount of fiscal credits in the amount of $\mathrm{R} \$ 78$ million, of which $\mathrm{R} \$ 58$ million were accounted in the Steel Unit, $\mathrm{R} \$ 18$ million in the Mining Unit and R $\$ 2$ million in the Capital Goods Unit, related to the judgement in the 3Q19 of exclusion of ICMS tax from the base calculation of PIS and COFINS (Note ICMS tax in the base calculation of PIS and COFINS taxes).
Thus, net operating income (expenses) were a negative $\mathrm{R} \$ 335$ million in the 3Q19, against negative $\mathrm{R} \$ 314$ million in the 2Q19.

In this manner, the Company's operating margin presented the following performance:

| EBIT Margin |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 3Q19 | 2Q19 | 3Q18 | $9 \mathrm{M19}$ | 9 M 18 |
| 3.8\% | 7.9\% | 9.2\% | 5.6\% | 8.5\% |

## Adjusted EBITDA

Adjusted EBITDA is calculated from net income (loss), reversing: (a) income tax and social contribution; (b) financial result; (c) depreciation, amortization and depletion; (d) equity in the results of Associate and Jointly-controlled subsidiaries; (e) impairment of assets, and including the proportional share of $70 \%$ of Unigal and other Jointly-controlled subsidiaries.


Adjusted EBITDA was $\mathrm{R} \$ 441$ million in the 3 Q19, against $\mathrm{R} \$ 576$ million in the 2Q19, a $23.4 \%$ decrease, as a result, mainly, of higher cost of goods sold in all the Company's Business Units, partially compensated by higher sales volume of iron ore in the Mining Unit.
For further information, see the Business Unit sections of this release.

## Financial Result

In the 3Q19, the financial result was a negative $\mathrm{R} \$ 445$ million, a $431.0 \%$ increase in relation to the previous quarter, which was negative $\mathrm{R} \$ 84$ million. The variation is mainly due to:

- An $8.7 \%$ depreciation of the Real against the Dollar in the period, which generated exchange losses of $\mathrm{R} \$ 286$ million in the 3Q19, against exchange gains of $\mathrm{R} \$ 17$ million in the 2Q19;
- Increase of $\mathrm{R} \$ 87$ million in monetary effects on contingencies, totaling $\mathrm{R} \$ 114$ million in the 3Q19, against R $\$ 28$ million in the 2Q19, referring mainly to civil contingencies;
- Increase of $\mathrm{R} \$ 68$ million in financing commission expenses related to the debt instrument issuance operation concluded on 07/11/19.
Partially compensated by:
- Recognition of monetary effects over credits receivable from Eletrobras in the amount of R $\$ 75$ million (Note Compulsory Loan - Eletrobras);
- Recognition of interest regarding the process of exclusion of ICMS from the base calculation of PIS and COFINS in the amount of R\$57 million (Note ICMS tax in the base calculation of PIS and COFINS taxes).

| Financial Result - Consolidated |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| R\$ thousand | 3Q19 | 2Q19 | 3Q18 | 3Q19/2Q19 | 3Q19/3Q18 | 9M19 | $9 \mathrm{M18}$ | 9M19/9M18 |
| Net Currency Exchange Variation | $(286,254)$ | 17,071 | $(19,118)$ | - | 1397\% | $(280,588)$ | $(194,377)$ | 44\% |
| Financial Income | 203,960 | 90,178 | 70,429 | 126\% | 190\% | 361,571 | 205,699 | 76\% |
| Interest on Financial Asset and Monetary Effects | 26,424 | 20,404 | 21,358 | 30\% | 24\% | 70,671 | 66,530 | 6\% |
| Monetary Effects on ICMS tax in the base calculation of PIS and COFINS | 57,053 | 4,150 | - | 1275\% | - | 64,374 | - | - |
| Monetary Effects on receivable from Eletrobrás | 75,380 | - | - | - | - | 75,380 | - | - |
| Other Financial Income | 45,103 | 65,624 | 49,071 | -31\% | -8\% | 151,146 | 139,169 | 9\% |
| Financial Expenses | $(362,440)$ | $(191,007)$ | $(185,702)$ | 90\% | 95\% | $(745,255)$ | $(556,065)$ | 34\% |
| Interest and Monetary Effects over Financing and Taxes Payable in Installments | $(124,482)$ | $(119,197)$ | $(131,555)$ | 4\% | -5\% | $(368,831)$ | $(390,806)$ | -6\% |
| Swap Transactions Market Cap. | $(4,992)$ | 2,207 | 244 | - | - | $(2,191)$ | 755 | - |
| Charges over actuarial liabilities | $(3,467)$ | $(12,107)$ | - | -71\% | - | $(28,782)$ | - | - |
| Financing Commision and Others | $(73,515)$ | $(5,646)$ | $(4,971)$ | 1202\% | 1379\% | $(84,093)$ | $(14,590)$ | 476\% |
| Monetary Effects on contigencies | $(114,365)$ | $(27,504)$ | $(29,088)$ | 316\% | 293\% | $(160,859)$ | $(79,771)$ | 102\% |
| Other Financial Expenses | $(41,619)$ | $(28,760)$ | $(20,332)$ | 45\% | 105\% | $(100,499)$ | $(71,653)$ | 40\% |
| FINANCIAL RESULT | $(444,734)$ | $(83,758)$ | $(134,391)$ | 431\% | 231\% | $(664,272)$ | $(544,743)$ | 22\% |
| + Appreciation / - Depreciation of Exchange Rate (R\$/US\$) | -8.7\% | 1.7\% | -3.8\% | -10.3 p.p. | -4.8 p.p. | -7.5\% | -21.0\% | +13.6 p.p. |

## Equity in the Results

In the 3Q19, Equity in the results of investees totaled $\mathrm{R} \$ 58$ million, a $58.0 \%$ increase in relation to the 2Q19, which was R\$37 million. The increase is mainly due to better performance of associated company MRS Logística in the period.

## Net Profit (Loss)

In the 3Q19, the Company accounted a net loss of $\mathrm{R} \$ 139$ million, against net profit of $\mathrm{R} \$ 171$ million in the 2Q19.

## Working Capital

In the 3Q19, working capital was R\$4.8 billion, against R\$4.2 billion in the 2Q19, an increase of R\$622 million, mainly generated by the increase in Other Assets, as a result of the reclassification of the amount receivable from Eletrobras, $\mathrm{R} \$ 751$ million, from non-current assets to current assets.

## Investments (CAPEX)

In the 3 Q19, CAPEX totaled $\mathrm{R} \$ 140$ million, a $33.0 \%$ increase from the previous quarter, which was R $\$ 105$ million. Investments were applied mainly to sustaining CAPEX, environment and safety, with $83 \%$ in the Steel Unit, $16 \%$ in Mining and $1 \%$ in the Steel Processing Unit.

## Indebtedness

On 09/30/19, gross consolidated debt was $\mathrm{R} \$ 5.9$ billion, a $7.1 \%$ increase in relation to that on $06 / 30 / 19$, which was $\mathrm{R} \$ 5.5$ billion. The increase is mainly due to the depreciation of the Real against the Dollar of $8.7 \%$ in the period, which affected the parcel of foreign currency debt. This corresponded to $53 \%$ of the Company's debt on 09/30/19, against $22 \%$ on $06 / 30 / 19$, in function of the emission of debt instruments concluded on $07 / 11 / 19$ in the amount of US $\$ 750$ million.
With the funds from this issuance, the Company effected pre-payment of a considerable part of its debt in local currency, which made up $47 \%$ of debt on 09/30/19, against $78 \%$ on 06/30/19. Debt composition by maturity maintained stable, corresponding to 5\% short term and 95\% long term.

Net consolidated debt on 09/30/19 was R\$4.0 billion, a $4.5 \%$ reduction in relation to 06/30/19, which was R $\$ 4.2$ billion, in function of higher Cash and Cash Equivalents by $46.4 \%$ at the quarter's end. The net debt/EBITDA ratio closed the 3 Q19 at 1.7 x , against 1.6 x in the 2Q19. The following chart demonstrates the consolidated debt indices:

| $\mathbf{R} \$$ thousand | 30-Sep-19 |  |  | \% | 30-Jun-19 | $\begin{gathered} \text { Change } \\ \text { Jun19/Mar19 } \end{gathered}$ | 30-Sep-18 | Change Sep19/Sep18 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Short Term | Long Term | TOTAL |  | TOTAL |  | TOTAL |  |
| Local Currency | 243,390 | 2,529,588 | 2,772,978 | 47\% | 4,286,837 | -35\% | 4,578,479 | -39\% |
| TJLP | - | - | - | - | 315,380 | - | 336,758 | - |
| CDI | 235,295 | 2,499,481 | 2,734,776 | - | 3,946,173 | -31\% | 4,213,716 | -35\% |
| Others | 8,095 | 30,107 | 38,202 | - | 25,284 | 51\% | 28,005 | 36\% |
| Foreign Currency* | 36,699 | 3,045,077 | 3,081,776 | 53\% | 1,179,060 | 161\% | 1,314,311 | 134\% |
| Gross Debt | 280,089 | 5,574,665 | 5,854,754 | 100\% | 5,465,897 | 7\% | 5,892,790 | -1\% |
| Cash and Cash Equivalents | - | - | 1,822,413 | - | 1,245,112 | 46\% | 1,681,875 | 8\% |
| Net Debt | - | - | 4,032,341 | - | 4,220,785 | -4\% | 4,210,915 | -4\% |

${ }^{(*)} 100 \%$ of total foreign currency is US dollars denominated in the 3Q19

The graph below demonstrates the cash position and debt profile (principal only) in millions of Reais on 09/30/19.


## Performance of the Business Units

Intercompany transactions are on arm's-length basis (market prices and conditions) and sales between Business Units are carried out as sales between independent parties.


Income Statement per Business Units - Non Audited - Quarterly

| R\$ million | Mining |  | Steel |  | Steel Processing |  | Capital Goods |  | Adjustment |  | Consolidated* |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 Q19 | 2 Q19 | 3 Q19 | 2 Q19 | 3 Q 19 | 2 Q19 | 3Q19 | 2 Q19 | 3 Q19 | 2 Q19 | 3 Q19 | 2 Q19 |
| Net Revenue | 554.9 | 441.1 | 3,241.8 | 3,329.2 | 984.8 | 929.8 | 127.3 | 96.4 | (1,059.0) | (1,102.5) | 3,849.8 | 3,694.0 |
| Domestic Market | 177.4 | 179.8 | 2,985.7 | 3,005.5 | 984.7 | 929.6 | 127.3 | 96.4 | (1,059.0) | $(1,102.5)$ | 3,216.0 | 3,108.8 |
| Exports | 377.6 | 261.3 | 256.1 | 323.7 | 0.1 | 0.2 | - | - | - | - | 633.7 | 585.2 |
| COGS | (329.0) | (211.2) | $(3,027.5)$ | $(2,927.6)$ | (937.5) | (871.8) | (117.9) | (86.0) | 1,038.0 | 1,009.1 | $(3,374.0)$ | $(3,087.6)$ |
| Gross Profit (Loss) | 226.0 | 229.8 | 214.3 | 401.6 | 47.3 | 58.0 | 9.3 | 10.4 | (21.0) | (93.4) | 475.8 | 606.5 |
| Operating Income (Expenses) | (69.2) | (70.4) | (225.0) | (208.8) | (22.6) | (28.1) | (15.2) | (9.6) | (2.9) | 2.6 | (334.9) | (314.2) |
| Selling | (33.2) | (22.7) | (24.5) | (31.9) | (11.0) | (12.5) | (4.0) | (2.9) | (1.1) | (1.1) | (73.8) | (71.0) |
| General and Administrative | (6.3) | (6.6) | (74.8) | (85.3) | (14.4) | (14.8) | (6.5) | (6.6) | 4.0 | 3.4 | (97.9) | (109.8) |
| Other Operating Income (expenses), Net | (29.8) | (41.1) | (125.7) | (91.7) | 2.8 | (0.8) | (4.7) | (0.1) | (5.8) | 0.2 | (163.1) | (133.5) |
| EBIT | 156.7 | 159.5 | (10.7) | 192.8 | 24.7 | 29.9 | (5.8) | 0.8 | (23.9) | (90.8) | 141.0 | 292.2 |
| Depreciation and amortization | 31.3 | 31.0 | 223.9 | 211.0 | 7.0 | 7.5 | - | - | (8.6) | (8.6) | 253.7 | 240.9 |
| Equity in the results of investees | 27.9 | 13.0 | 107.1 | 83.3 | - | - | (0.0) | (0.0) | (76.8) | (59.4) | 58.3 | 36.9 |
| EBITDA (Instruction CVM 527) EBITDA Margin | $\begin{gathered} 216.0 \\ 38.9 \% \end{gathered}$ | $\begin{gathered} 203.5 \\ 46.1 \% \end{gathered}$ | $\begin{array}{r} 320.4 \\ 9.9 \% \end{array}$ | $\begin{gathered} 487.1 \\ 14.6 \% \end{gathered}$ | $\begin{gathered} 31.6 \\ 3.2 \% \end{gathered}$ | $\begin{gathered} 37.4 \\ 4.0 \% \end{gathered}$ | $\begin{array}{r} (5.9) \\ -4.6 \% \end{array}$ | $\begin{array}{r} 0.8 \\ 0.8 \% \end{array}$ | $\begin{array}{r} (109.2) \\ 10.3 \% \end{array}$ | $\begin{array}{r} (158.7) \\ 14.4 \% \end{array}$ | $\begin{aligned} & 452.9 \\ & 11.8 \% \end{aligned}$ | $\begin{gathered} 570.0 \\ 15.4 \% \end{gathered}$ |
| Adjusted EBITDA | 188.1 | 190.5 | 213.2 | 403.8 | 31.6 | 37.4 | (5.8) | 0.8 | 14.1 | (56.6) | 441.2 | 575.9 |
| Adj.ebitda Margin | 33.9\% | 43.2\% | 6.6\% | 12.1\% | 3.2\% | 4.0\% | -4.6\% | 0.8\% | -1.3\% | 5.1\% | 11.5\% | 15.6\% |

*Consolidated 70\% of Unig
Income Statement per Business Units - Non Audited - Nine Months Ended
September 30, 2019

| R\$ million | Mining |  | Steel |  | Steel Processing |  | Capital Goods |  | Adjustment |  | Consolidated* |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $9 \mathrm{M19}$ | $9 \mathrm{M18}$ | $9 \mathrm{M19}$ | $9 \mathrm{M18}$ | $9 \mathrm{M19}$ | $9 \mathrm{M18}$ | $9 \mathrm{M19}$ | $9 \mathrm{M18}$ | $9 \mathrm{M19}$ | $9 \mathrm{M18}$ | $9 \mathrm{M19}$ | $9 \mathrm{M18}$ |
| Net Revenue | 1,414.2 | 768.7 | 9,659.5 | 9,367.4 | 2,794.0 | 2,406.8 | 286.2 | 285.9 | $(3,078.0)$ | $(2,519.1)$ | 11,075.8 | 10,309.8 |
| Domestic Market | 489.8 | 265.4 | 8,720.5 | 8,124.8 | 2,793.7 | 2,406.4 | 286.2 | 285.8 | $(3,078.0)$ | $(2,519.1)$ | 9,212.2 | 8,563.3 |
| Exports | 924.3 | 503.3 | 939.0 | 1,242.6 | 0.3 | 0.4 | - | 0.1 | - | - | 1,863.6 | 1,746.4 |
| COGS | (773.7) | (528.5) | $(8,749.3)$ | $(7,733.1)$ | $(2,656.0)$ | $(2,252.4)$ | (257.6) | (268.7) | 2,939.0 | 2,312.2 | (9,497.5) | $(8,470.6)$ |
| Gross Profit (Loss) | 640.4 | 240.2 | 910.2 | 1,634.4 | 138.0 | 154.4 | 28.6 | 17.2 | (139.0) | (206.9) | 1,578.3 | 1,839.2 |
| Operating Income (Expenses) | (203.9) | (168.2) | (637.2) | (683.1) | (73.6) | (71.5) | (34.9) | (38.2) | 0.0 | 7.8 | (949.6) | (953.2) |
| Selling | (79.4) | (68.3) | (84.8) | (111.9) | (34.9) | (31.7) | (9.8) | (8.9) | (3.3) | (3.4) | (212.1) | (224.2) |
| General and Administrative | (18.8) | (19.3) | (237.8) | (239.3) | (43.4) | (41.7) | (19.4) | (26.5) | 11.0 | 10.1 | (308.5) | (316.7) |
| Other Operating Income (expenses), Net | (105.8) | (80.6) | (314.5) | (331.9) | 4.7 | 1.9 | (5.8) | (2.9) | (7.6) | 1.1 | (429.0) | (412.3) |
| EBIT | 436.5 | 72.0 | 273.1 | 951.3 | 64.4 | 82.8 | (6.3) | (21.1) | (138.9) | (199.0) | 628.7 | 886.0 |
| Depreciation and amortization | 94.5 | 93.1 | 644.8 | 665.6 | 21.9 | 23.3 | - | 14.3 | (25.7) | (25.4) | 735.6 | 771.0 |
| Equity in the results of investees | 54.5 | 46.0 | 251.1 | 101.2 | - | - | (0.0) | (0.0) | (172.9) | 0.1 | 132.6 | 147.2 |
| EBITDA (Instruction CVM 527) | 585.6 | 211.2 | 1,168.9 | 1,718.1 | 86.3 | 106.2 | (6.4) | (6.9) | (337.5) | (224.4) | 1,497.0 | 1,804.2 |
| EBITDA Margin | 41.4\% | 27.5\% | 12.1\% | 18.3\% | 3.1\% | 4.4\% | -2.2\% | -2.4\% | 11.0\% | 8.9\% | 13.5\% | 17.5\% |
| Adjusted EBITDA | 531.1 | 165.2 | 917.9 | 1,616.9 | 86.3 | 106.2 | (6.3) | (6.8) | (24.4) | (18.7) | 1,504.6 | 1,862.8 |
| Adj. EBITDA Margin | 37.6\% | 21.5\% | 9.5\% | 17.3\% | 3.1\% | 4.4\% | -2.2\% | -2.4\% | 0.8\% | 0.7\% | 13.6\% | 18.1\% |

## I) MINING

The average iron ore market reference price for $62 \% \mathrm{Fe}$ in the 3Q19 was US\$102.00/t, an increase of around $1.9 \%$ compared to the 2Q19, which had an average of US $\$ 100.10 / \mathrm{t}$ and an increase of $52.9 \%$ in comparison to the same period of the previous year, average of US\$66.73/t.

In the quarter, the price of iron ore $62 \%$ Fe reached a level of US\$120/t. However, with the recovery in global iron ore supply and worsening of the trade war between China and the US, the quarter ended with price negotiated at US\$93.20/t.
The 3Q19 also presented a decline in the premium paid for higher quality ores. The spread between $65 \% \mathrm{Fe}$ and $62 \% \mathrm{Fe}$ was negotiated on average at US\$7.48/t, a $49 \%$ fall in relation to the 2Q19, due to decline in steel margins and consequent fall in demand for high iron content ore.

Maritime freight, on the other hand, increased over the 3Q19, accumulating a high of 55\% over the 2Q19. The average rate for the Tubarão-Qindao route for capsize vessels was negotiated at US $\$ 24.12 / \mathrm{t}$ versus US $\$ 15.55 / \mathrm{t}$ in the 2Q19, driven by the increase in iron ore shipments on this route and by lesser availability of ships, as a result of adaptations to new maritime transportation regulations that will take effect in 2020.

## Operational and Sales Performance - Mining

In the $3 Q 19$, production volume was 2.3 million tons, a $29.3 \%$ increase over the previous quarter, which was 1.7 million tons, mainly due to resumption of operations at the Samambaia Plant. Sales volume was 2.5 million tons in the 3Q19, against 1.8 million tons in the 2Q19, a $38.4 \%$ increase, due to higher exported volumes and increase in domestic market sales to third parties, partially compensated by lower volume sold to Usiminas.
Production and sales volumes are shown below:
Iron Ore


## Comments on the Business Unit Results - Mining

Net revenue totaled $\mathrm{R} \$ 555$ million in the 3Q19, a $25.8 \%$ increase in relation to the 2Q19, which was $R \$ 441$ million, mainly due to higher iron ore sales volume, higher prices in the international market, as well as Real depreciation against the Dollar, partially compensated by increase in freights and lower premiums. In the quarter, there were higher CFR (Cost and Freight) export sales, thus increasing net revenue.
Total cash cost per ton was $\mathrm{R} \$ 67.3 / \mathrm{t}$ in the 3 Q 19 , against $\mathrm{R} \$ 69.8 / \mathrm{t}$ in the 2 Q 19 . Excluding expenses with temporarily inactive beneficiation plants, cash cost of production was R\$58.0/t in the 3Q19, against $\mathrm{R} \$ 56.6 / \mathrm{t}$ in the 2Q19, a $2.6 \%$ increase between periods.
Cost of goods sold (COGS) in the 3Q19 was R\$329 million, $55.7 \%$ higher than in the 2Q19, which was $R \$ 211$ million, mainly due to higher sales volume, the increase in freights and higher CFR export sales. In unit terms, COGS/t was R\$134.0/t in the 3Q19, a $12.6 \%$ increase over the previous quarter, which was $\mathrm{R} \$ 119.0 / \mathrm{t}$. Excluding maritime freight costs, COGS/t in 3Q19 was R $\$ 100.0 / \mathrm{t}$, stable in relation to the previous quarter ( $\mathrm{R} \$ 99.1 / \mathrm{t}$ ).
In the 3 Q19, net operating income (expenses) presented a negative $\mathrm{R} \$ 69$ million, stable in relation to those in the 2Q19, which were a negative $R \$ 70$ million.
Adjusted EBITDA was R $\$ 188$ million in the 3Q19, stable in relation to the 2Q19, which was $\mathrm{R} \$ 190$ million. Adjusted EBITDA margin was $33.9 \%$ in the 3Q19, against 43.2\% in the 2Q19.

## Investments (CAPEX)

CAPEX totaled $\mathrm{R} \$ 23$ million in the 3 Q 19 , stable in relation to the previous quarter. Investments were mainly applied to safety, environment and sustaining CAPEX.

## II) STEEL

According to the Brazilian Steel Institute, apparent flat steel consumption was 8.3 million tons between January and August 2019, a $2.1 \%$ decline over the same period in 2018. Domestic flat steel sales fell $0.5 \%$ to 7.2 million tons, and imports fell $11.1 \%$ to 907 thousand tons. Flat steel exports is currently at the level of 1.4 million tons, a $17.2 \%$ decline, affected by the Argentine economic crisis and restrictions in other markets abroad. The expectation of the Institute (July 2019) for Apparent Consumption of Flat and Long Steel was a growth of $2.1 \%$ in 2019.

According to the National Steel Distributors Institute (INDA), in the January-August 2019 period, flat steel sales grew $5.7 \%$ in the member distribution network, while purchases varied negatively $3.5 \%$ in the same period. Inventories began the year at high level - 964 thousand tons and turnover of 3.6 months in January - declined to 762 thousand ton and turnover of 2.7 months in August. For September, the National Steel Distributors Institute (INDA), forecasts stability in volumes and turnover.

## Production - Ipatinga and Cubatão Plants

In the 3Q19, crude steel production in Ipatinga was 834 thousand tons, stable in relation to the 2Q19. Flat steel production in the Ipatinga and Cubatão plants totaled 1.0 million tons in the 3Q19, a $5.2 \%$ decrease over that in the 2Q19, which was 1.1 million tons. In the 3Q19, 309 thousand tons of purchased slab were processed, against 384 thousand tons in the 2Q19.

| Thousand tons |  |  |  | Change |  | 9M19 | $9 \mathrm{M18}$ | $\begin{gathered} \text { Change } \\ \hline \text { 9M19/9M18 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q19 | 2Q19 | 3Q18 | 3Q19/2Q19 | 3Q19/3Q18 |  |  |  |
| Total Crude Steel | 834 | 833 | 845 | 0\% | -1\% | 2,467 | 2,373 | 4\% |
| Total Rolled Steel | 1,043 | 1,100 | 1,066 | -5\% | -2\% | 3,120 | 3,196 | -2\% |

## Sales

In the 3Q19, total sales were 1.0 million tons of steel, a $2.5 \%$ decrease over that in the 2Q19, which was 1.1 million tons. In the domestic market, sales reached 945 thousand tons in the 3Q19, stable in relation to the 2Q19, which was 949 thousand tons. Export sales were 88 thousand tons in the 3Q19, a $19.9 \%$ decrease in relation to export volume in the 2Q19, which was 110 thousand tons. Sales volume was $91 \%$ to domestic market and $9 \%$ to exports in the 3Q19.
Sales evolution is described in the graph below:


The main export destinations are shown below:


## Comments on the Business Unit Results - Steel

In the 3Q19, net revenue of the Steel Unit was R\$3.2 billion, a $2.6 \%$ decline, compared to the 2Q19, which was $\mathrm{R} \$ 3.3$ billion, due to lower sales volume in the period.
Cash cost per ton was $\mathrm{R} \$ 2,336 / \mathrm{t}$ in the 3 Q 19 , against $\mathrm{R} \$ 2,292 / \mathrm{t}$ in the 2 Q 19 , a $1.9 \%$ increase, main due to: lower absorption of fixed costs due to lower production volume in the period; and higher cost of ore by $15.6 \%$, due to higher iron ore and pellets prices over the quarter, higher exchange rate and mix variation of ores used. These effects were partially compensated by lower cost of purchased slab by $16.5 \%$. There were no significant variations in coal and coke costs.
Cost of Goods Sold (COGS) was R\$3.0 billion in the 3Q19, a 3.4\% increase over that of 2Q19, which was $\mathrm{R} \$ 2.9$ billion. COGS per ton was R\$2,932/t in the 3Q19, a $6.0 \%$ increase over 2Q19, which was $R \$ 2,765 / t$, mainly due to higher cost of inventory sold.
Sales expenses were $\mathrm{R} \$ 25$ million in the 3 Q 19 , against $\mathrm{R} \$ 32$ million in the 2 Q 19 , mainly due to reversion of provisions for doubtful accounts in the period.

In the 3Q19, general and administrative expenses totaled $\mathrm{R} \$ 75$ million, against $\mathrm{R} \$ 85$ million in the 2Q19, mainly due to lower personnel expense.
Other net operating income (expenses) were a negative $\mathrm{R} \$ 126$ million in the 3Q19, against a negative $\mathrm{R} \$ 92$ million in the 2Q19, a $37.1 \%$ increase, due to:

- Higher provision for contingencies by $\mathrm{R} \$ 85$ million in the 3 Q 19 , mainly referring to the addition of labor and civil contingencies;
- Recognition of the principal amount of fiscal credits in the amount of $\mathrm{R} \$ 58$ million, related to the judgement in the 3Q19 relative to exclusion of ICMS from the base calculation of PIS and COFINS taxes (Note ICMS tax in the base calculation of PIS and COFINS taxes).
In this manner, net operating income (expenses) totaled a negative $\mathrm{R} \$ 225$ million in the $3 Q 19$, against a negative $\mathrm{R} \$ 209$ million in the 2 Q 19 .

Thus, Adjusted EBITDA reached R\$213 million in the 3Q19, a 47.2\% decrease over that in the 2Q19, which was R\$404 million. Adjusted EBITDA margin was $6.6 \%$ in the 3Q19, against $12.1 \%$ in the 2Q19, a fall of 5.5 percentage points.

## Investments (CAPEX)

CAPEX totaled $\mathrm{R} \$ 116$ million in the 3 Q 19 , a $45.8 \%$ increase in relation to the previous quarter, which was $R \$ 80$ million. Investments were applied mainly to sustaining CAPEX, safety and environment.

## III) STEELPROCESSING

## Soluções Usiminas - SU

Soluções Usiminas operates in the distribution, steel processing and services and small-diameter tubes fabrication markets nationwide, offering its customers high-value added products. Present processing capacity is around 1.7 million tons of steel annually in its industrial facilities in operation in the states of Rio Grande do Sul, São Paulo, Minas Gerais and Pernambuco to serve several economic segments, such as automotive, auto parts, civil construction, electroelectronics, machinery and equipment and household appliances, among others.

## Comments on the Business Unit Results - Steel Processing

In the 3Q19, net revenue totaled $\mathrm{R} \$ 985$ million, against $\mathrm{R} \$ 930$ million in the 2 Q 19 , a $5.9 \%$ increase, mainly due to higher sales volume by $5.2 \%$ over that in the 2Q19.
In the 3 Q 19 , cost of goods sold was $\mathrm{R} \$ 938$ million, $7.5 \%$ higher than in the 2 Q 19 , which was $\mathrm{R} \$ 872$ million, mainly due to higher average raw materials cost in the period. On the other hand, COGS/t was R $\$ 3,143 / \mathrm{t}$ in the 3 Q 19 , a $2.2 \%$ increase in relation to the 2 Q 19 , which $\mathrm{R} \$ 3,074 / \mathrm{t}$.

Net operating income (expenses) were a negative R\$23 million in the 3Q19, a $19.7 \%$ decrease compared to those in the 2Q19, which were a negative $\mathrm{R} \$ 28$ million, mainly in function of lower provisions for contingencies in the amount of $\mathrm{R} \$ 3$ million accounted in the 2Q19.
Thus, Adjusted EBITDA in the 3 Q19 was $\mathrm{R} \$ 32$ million, a $15.4 \%$ decrease over that in the 2 Q 19 , which was R $\$ 37$ million, mainly due to lower margins as consequence of higher costs in the period. Adjusted EBITDA margin was $3.2 \%$ in the 3Q19, against $4.0 \%$ in the 2 Q19.

## IV) CAPITALGOODS

## Usiminas Mecânica S.A.

Usiminas Mecânica is one of Brazil's largest capital goods made to order companies, dedicated to the fabrication and assembly of metallic structures, shipbuilding and offshore platforms, oil and gas, industrial assembly and equipment fabrication, foundry and railcar manufacture.

Main Contracts: In the 3Q19, the main contracts were for mining, steel and equipment projects.

## Comments on the Business Unit Results - Capital Goods

In the 3 Q 19 , net revenue was R $\$ 127$ million, $32.0 \%$ higher than that in the 2 Q 19 , which was R $\$ 96$ million. The increase is mainly due to projects in the mining, steel and equipment segments. Nevertheless, there has still not been relevant, sustainable improvement in Usiminas Mecânica's operations.
Gross profit in the 3 Q 19 was $\mathrm{R} \$ 9$ million, a $10.0 \%$ decrease over that in the 2 Q 19 , which was R $\$ 10$ million, due to higher costs incurred in the period.

Net operating income (expenses) were a negative $\mathrm{R} \$ 15$ million in the 3 Q 19 , against $\mathrm{R} \$ 10$ million in the 2Q19, in function of provisions for labor contingencies constituted in the period in the amount of $\mathrm{R} \$ 6$ million, partially compensated by the recognition of the principal amount of fiscal credits in the amount of R\$2 million, related to the judgement in the 3Q19 of exclusion of ICMS tax from the base calculation of PIS and COFINS (Note ICMS tax in the base calculation of PIS and COFINS taxes).

Adjusted EBITDA in the 3Q19 was a negative $\mathrm{R} \$ 6$ million, against a positive $\mathrm{R} \$ 1$ million in the 2Q19. Adjusted EBITDA margin was a negative $4.6 \%$ in the $3 Q 19$, against a positive $0.8 \%$ in the 2Q19.

## Others

## Inclusion of ICMS in the calculation basis of PIS and COFINS

In the 2nd quarter of 2019, a new final and unappealable decision was issued on other judicial proceeding filed by the Company, its subsidiaries Usiminas Mecânica S.A. and Mineração Usiminas S.A. and its jointly-controlled subsidiary Unigal Ltda., which also challenged the inclusion of the Value-Added Tax on Sales and Services (ICMS) in the calculation basis of PIS and COFINS. As a result of the favorable outcome, referring to several periods beginning in November 2001, the Company determined, together with its external consultants, the amounts of taxes unduly collected, considering the aspects related to the issue with regard to the quantification of credits, especially the Private Letter Ruling No. 13 - COSIT of the Brazilian Federal Revenue Secretariat, the method of monetary restatement of the amounts, as well as the prospects of its realization by offsetting against federal taxes payable. In the 3Q19 the amount of $\mathrm{R} \$ 132$ million was recorded in Consolidated under "Taxes recoverable", of which $\mathrm{R} \$ 31$ million in current assets and $\mathrm{R} \$ 101$ million in non-current assets, as a corresponding entry to "Other operating income" and "Finance result" in the amounts of R\$78 million and R\$54 million, respectively. Additionally, the Company recorded in the 3Q19, under "Finance result", the amount of $\mathrm{R} \$ 3$ million as monetary restatement of the amounts recorded on its consolidated financial statements in the fiscal year 2018 ending on December 31, referring to the judicial proceeding with unappealable decision issued in May 2018.

## Highlights in the Quarter

Open Corps Award: Usiminas received the Open Corps Top 50 Award on $7 / 23 / 19$. The company figures among the 50 Brazilian companies that interact the most with startups, encouraging open innovation in the country. According to the organizers, more than a thousand companies participate in the formation of the ranking, in addition to 8.6 thousand startups and 50 thousand evaluations registered on the platform.

Brazil Protection Award: Usiminas Mecânica won the silver trophy of the Brasil Work Health and Safety Protection Award 2019 - in the Preventative and Corrective Actions category, with the case Roll Bending Machine Deovalizer. The honor was delivered during the event held in São Paulo, SP on 8/8/19.
"Boas Práticas Ambientais" State Award: Usiminas was recognized by the State Environmental and Sustainable Development Agency (SEMAD) with the "Boas Práticas Ambientais" Award - in its "Less Waste, More Sustainability" edition, awarded by the State Environmental and Water Resources System (Sisema). The program "Mobiliza Todos Pela Água", developed by the Company, was chosen the winner by the State of Minas Gerais as the best environmental management program in application of solid industrial waste.

## Events Subsequent to the End of the Quarter

## (i) Debt Renegotiation - Debentures

On $10 / 24 / 19$, the Company concluded the operation of the 7 th issuance of simple debentures, not convertible into shares, as approved by the Board of Directors on 09/20/19. This issuance, composed of 2.000 .000 (two million) debentures and a total of $\mathrm{R} \$ 2$ billion, is entitled to remuneration interests on a six-month basis corresponding to CDI $+1.7 \%$ p.a. to the first series of debentures, in the amount of R $\$ 700$ million, with maturity on 09/30/23; and CDI $+2.1 \%$ p.a. to the second series of debentures, in the amount of R\$1.3 billion, with maturity on 09/30/24 and $09 / 30 / 25$, paying $50 \%$ in each amortization.

## (ii) Compulsory Ioan - Eletrobras

The Company is an active participant in the legal proceeding that seeks to receive the whole amount collected by Usiminas at its Cubatão and Ipatinga plants for Eletrobras as compulsory loans, according to the law prevailing at the time of collection of the tax.
On $12 / 19 / 18$, the 2nd Federal Court of the Federal District issued a decision in which it recognized the amount of $\mathrm{R} \$ 676$ million as undisputed for the enforcement of the judgment, considering that Eletrobras itself expressly required the approval of this amount, monetarily restated up to 07/01/16.

Accordingly, the Company recorded this amount in its financial statements for the year ended $12 / 31 / 18$, under "Receivables - Eletrobras", in non-current assets, as corresponding entry to "Other operating income" and "Finance result", in the amounts of $\mathrm{R} \$ 186$ million and $\mathrm{R} \$ 490$ million, respectively.

On $10 / 16 / 19$, the Company received from Eletrobras the updated amount of $\mathrm{R} \$ 751$ million, related to the undisputed amount of the lawsuit claiming the receipt of the full amount paid as a compulsory loan. On 09/30/19, this amount is recognized in the Company's quarterly statements in current assets, under "Amounts Receivable Eletrobras". In addition, the Company continues to claim in court the unrecognized amount that it believes is owed by Eletrobras.

## (iii) New debt profile

The Company used the proceedings mentioned on items (i) and (ii) to prepay the remaining debts with the Brazilian banks (Banco do Brasil S.A., Itaú Unibanco S.A. e Banco Bradesco S.A.) and the debenture holders of the 6th issuance, on $10 / 23 / 19$. Therefore, after the liquidation of these operations, the Company's debt profile was substantially modified when compared to that of 09/30/19, especially due to the reduction of the outstanding debt, new principal payment schedule, as well as lower financial costs.

The proforma debt profile as a result of events occurred after the closing of the quarter -Receipt of the Eletrobras compulsory loan (Note Compulsory Loan - Eletrobras) and the issuance of debentures (Note Debt Renegotiation) is shown below.

## Proforma debt profile



## Capital Markets

| Usiminas Performance Summary - B3 (USIM5) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q19 | 2Q19 | 3Q18 | 3Q19/2Q19 | 3Q19/3Q18 |
| Number of Deals | 852,077 | 805,392 | 925,111 | 6\% | -8\% |
| Daily Average | 13,109 | 12,990 | 14,684 | 1\% | -11\% |
| Traded - thousand shares | 771,991 | 699,247 | 982,344 | 10\% | -21\% |
| Daily Average | 11,877 | 11,278 | 15,593 | 5\% | -24\% |
| Financial Volume - R\$ million | 6,418 | 6,156 | 8,106 | 4\% | -21\% |
| Daily Average | 99 | 99 | 129 | -1\% | -23\% |
| Maximum | 9.81 | 10.41 | 9.34 | -6\% | 5\% |
| Minimum | 6.87 | 7.70 | 6.88 | -11\% | 0\% |
| Closing | 7.81 | 8.94 | 8.32 | -13\% | -6\% |
| Market Capitalization - R\$ million | 9,787 | 11,203 | 10,426 | -13\% | -6\% |

## Performance on the B3

Usiminas' common shares (USIM3) closed the 3Q19 quoted at R\$9.35 and its preferred shares (USIM5) at R\$7.81. In the 3Q19, USIM3 and USIM5 depreciated 10.95\% and 12.64\%, respectively. In the same period, Ibovespa presented an appreciation of $3.74 \%$.

## Foreign Stock Markets

## OTC - New York

Usiminas has American Depositary Receipts (ADRs) traded on the over-the-counter market: USDMY is backed by common shares and USNZY, by Class A preferred shares. On 09/30/19, USNZY ADRs, which have higher liquidity, were quoted at US\$1.86, presenting a depreciation of $18.78 \%$ in the quarter.

## Latibex - Madrid

Usiminas' shares are traded on the LATIBEX - the Madrid Stock Exchange: XUSI as preferred shares and XUSIO as common shares. On 09/30/18, XUSI closed quoted at $€ 1.63$, depreciating $14.21 \%$ in the quarter. XUSIO shares closed quoted at $€ 2.18$, presenting a depreciation of $10.66 \%$ in the quarter.

For further information

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## Bradesco

Custodian Bank
Shareholders' Department Fone: (55 11) 3684-9495

| 3Q19 Conference Call Results - Date 10/25/2019 |  |
| :---: | :---: |
| In Portuguese - Simultaneous Translation into English |  |
| Brasilia time: at 11:00 a.m. Dial-in Numbers: <br> Brazil: (+55 11) 3193-1001 / 2820-4001 | New York time: at 10:00 a.m. Dial-in Numbers: USA: (1 646) 828-8246 |
| Audio replay available at (55 11) 3193-1012 |  |
| Pincode for replay: 7841455\# - Portuguese | Pincode for replay: 8146845\# - English |
| Audio of the conference call will be transmitted live via Internet |  |

Visit the Investor Relations site: www.usiminas.com/ri or access on your mobile phone: m.usiminas.com/ri

[^0]Balance Sheet - Assets - Consolidated | IFRS - R\$ thousand

| Assets | 30-Sep-19 | 30-Jun-19 | 30-Sep-18 |
| :---: | :---: | :---: | :---: |
| Current Assets | 9,752,525 | 8,155,163 | 7,697,689 |
| Cash and Cash Equivalents | 1,822,413 | 1,245,112 | 1,681,875 |
| Trade Accounts Receivable | 1,828,747 | 1,898,882 | 1,947,482 |
| Taxes Recoverable | 928,499 | 712,662 | 303,376 |
| Inventories | 4,240,414 | 4,137,828 | 3,603,792 |
| Advances to suppliers | 7,136 | 7,756 | 4,625 |
| Financial Instruments | 742 | 687 | 300 |
| Accounts Receiv - Eletrobras | 751,404 | - | - |
| Other Securities Receivables | 173,170 | 152,236 | 156,239 |
| Non-Current Assets | 17,261,207 | 18,010,553 | 18,400,686 |
| Long-Term Receivable | 3,939,233 | 4,708,540 | 4,234,920 |
| Deferred Income Tax \& Social Contribution | 2,923,766 | 2,766,249 | 3,133,393 |
| Deposits at Law | 535,375 | 536,940 | 697,546 |
| Accounts Receiv. Affiliated Companies | 1,574 | 1,877 | 2,626 |
| Taxes Recoverable | 124,199 | 375,457 | 58,745 |
| Financial Instruments | 6,475 | 5,658 | 1,636 |
| Accounts Receiv - Eletrobras | - | 676,023 | - |
| Others | 347,844 | 346,336 | 340,974 |
| Investments | 1,222,453 | 1,165,451 | 1,183,569 |
| Property, Plant and Equipment | 11,403,455 | 11,437,713 | 12,314,039 |
| Intangible | 696,066 | 698,849 | 668,158 |
| Total Assets | 27,013,732 | 26,165,716 | 26,098,375 |

Balance Sheet - Liabilities and Shareholders' Equity - Consolidated | IFRS - R\$ thousand

| Liabilities and Shareholders' Equity | 30-Sep-19 | 30-Jun-19 | 30-Sep-18 |
| :---: | :---: | :---: | :---: |
| Current Liabilities | 3,385,283 | 2,984,180 | 2,554,236 |
| Loans and Financing and Taxes Payable in Installments | 280,089 | 262,921 | 22,360 |
| Suppliers, Subcontractors and Freight | 1,493,648 | 1,166,050 | 1,483,277 |
| Wages and Social Charges | 249,717 | 221,279 | 242,639 |
| Taxes and Taxes Payables | 112,297 | 110,111 | 93,841 |
| Accounts Payable Forfaiting | 915,783 | 912,265 | 506,555 |
| Dividends Payable | 395 | 11,892 | 182 |
| Customers Advances | 100,251 | 57,171 | 76,017 |
| Others | 233,103 | 242,491 | 129,365 |
| Long-Term Liabilities | 7,867,171 | 7,264,334 | 8,029,694 |
| Loans and Financing and Taxes Payable in Installments | 5,574,665 | 5,202,976 | 5,870,430 |
| Actuarial Liability | 1,018,698 | 1,009,666 | 1,002,144 |
| Provision for Legal Liabilities | 785,616 | 610,938 | 759,968 |
| Environmental Protection Provision | 223,359 | 218,338 | 169,985 |
| Others | 264,833 | 222,416 | 227,167 |
| Shareholders' Equity | 15,761,278 | 15,917,202 | 15,514,445 |
| Capital | 13,200,295 | 13,200,295 | 13,200,295 |
| Reserves \& Revenues from Fiscal Year | 1,036,005 | 1,216,393 | 899,616 |
| Non-controlling shareholders participation | 1,524,978 | 1,500,514 | 1,414,534 |
| Total Liabilities and Shareholders' Equity | 27,013,732 | 26,165,716 | 26,098,375 |

Income Statement - Consolidated | IFRS

| R\$ thousand | 3Q19 | 2Q19 | 3Q18 | 3Q19/2Q19 | 3Q19/3Q18 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Revenues | 3,849,794 | 3,694,049 | 3,861,513 | 4\% | 0\% |
| Domestic Market | 3,216,047 | 3,108,842 | 3,260,915 | 3\% | -1\% |
| Exports | 633,747 | 585,207 | 600,598 | 8\% | 6\% |
| COGS | $(3,373,955)$ | $(3,087,584)$ | $(3,217,184)$ | 9\% | 5\% |
| Gross Profit | 475,839 | 606,465 | 644,329 | -22\% | -26\% |
| Gross Margin | 12.4\% | 16.4\% | 16.7\% | -4.0 p.p. | -4.3 p.p. |
| Operating Income (Expenses) | $(334,857)$ | $(314,241)$ | $(290,954)$ | 7\% | 15\% |
| Selling Expenses | $(73,789)$ | $(71,002)$ | $(74,339)$ | 4\% | -1\% |
| Provision for Doubtful Accounts | 9,328 | $(2,012)$ | (342) | - | - |
| Other Selling Expenses | $(83,117)$ | $(68,990)$ | $(73,997)$ | 20\% | 12\% |
| General and Administrative | $(97,924)$ | $(109,782)$ | $(101,012)$ | -11\% | -3\% |
| Other Operating Income (expenses) | $(163,144)$ | $(133,457)$ | $(115,603)$ | 22\% | 41\% |
| Inclusion of ICMS tax in the base calculation of PIS and COFINS taxes | 78,335 | - | - | - | - |
| Reintegra Program | 239 | 301 | 379 | -21\% | -37\% |
| Provision for Contingencies | $(134,582)$ | $(35,452)$ | $(39,392)$ | 280\% | 242\% |
| Result of the Non Operating Asset Sale/Write-Off | (4) | 4,945 | 5,304 | - | - |
| Result of the Sale of the Surplus Electric Energy | 22,134 | 15,252 | 20,898 | 45\% | 6\% |
| Temporary Equipments Shutdown (includes depreciation) | $(80,651)$ | $(86,293)$ | $(89,590)$ | -7\% | -10\% |
| Tax credit on imports PIS/COFINS | - | - | 7,097 | - | - |
| Other Operating Income (Expenses), Net | $(48,615)$ | $(32,210)$ | $(20,299)$ | 51\% | 139\% |
| EBIT | 140,982 | 292,224 | 353,375 | -52\% | -60\% |
| EBIT Margin | 3.8\% | 7.9\% | 9.2\% | -4.1 p.p. | -5.4 p.p. |
| Financial Result | $(444,734)$ | $(83,758)$ | $(134,391)$ | 431\% | 231\% |
| Financial Income | 203,960 | 90,178 | 70,429 | 126\% | 190\% |
| Financial Expenses | $(362,440)$ | $(191,007)$ | $(185,702)$ | 90\% | 95\% |
| Net foreing exchange gain and losses | $(286,254)$ | 17,071 | $(19,118)$ | - | 1397\% |
| Equity in the results of investees | 58,258 | 36,877 | 74,734 | 58\% | -22\% |
| Operating Profit (Loss) | $(245,494)$ | 245,343 | 293,718 | - | - |
| Income Tax / Social Contribution | 106,514 | $(74,097)$ | $(4,587)$ | - | - |
| Net Income (Loss) | $(138,980)$ | 171,246 | 289,131 | - | - |
| Net Margin | -3.5\% | 4.6\% | 7.4\% | -8.1 p.p. | -10.9 p.p. |
| Attributable: |  |  |  |  |  |
| Shareholders | $(183,909)$ | 131,251 | 263,924 | - | - |
| Minority Shareholders | 44,929 | 39,995 | 25,207 | 12\% | 78\% |
| EBITDA (Instruction CVM 527) | 452,903 | 570,021 | 685,623 | -21\% | -34\% |
| EBITDA Margin (Instruction CVM 527) | 11.8\% | 15.4\% | 17.8\% | - 3.6 p.p. | -6.0 p.p. |
| Adjusted EBITDA - Jointly-controlled subsidiaries proportional EBITDA | 441,169 | 575,882 | 702,762 | -23\% | -37\% |
| Adjusted EBITDA Margin | 11.5\% | 15.6\% | 18.2\% | -4.1 p.p. | -6.7 p.p. |
| Depreciation and Amortization | 253,663 | 240,920 | 257,514 | 5\% | -1\% |

Income Statement - Consolidated | IFRS

| R\$ thousand | $9 \mathrm{M19}$ | $9 \mathrm{M18}$ | 9M19/9M18 |
| :---: | :---: | :---: | :---: |
| Net Revenues | 11,075,828 | 10,309,780 | 7\% |
| Domestic Market | 9,212,198 | 8,563,336 | 8\% |
| Exports | 1,863,630 | 1,746,444 | 7\% |
| COGS | $(9,497,534)$ | $(8,470,563)$ | 12\% |
| Gross Profit | 1,578,294 | 1,839,217 | -14\% |
| Gross Margin | 14.2\% | 17.8\% | - 3.6 p.p. |
| Operating Income (Expenses) | $(949,567)$ | $(953,179)$ | 0\% |
| Selling Expenses | $(212,149)$ | $(224,151)$ | -5\% |
| Provision for Doubtful Accounts | 6,521 | $(3,446)$ | - |
| Other Selling Expenses | $(218,670)$ | $(220,705)$ | -1\% |
| General and Administrative | $(308,464)$ | $(316,701)$ | -3\% |
| Other Operating Income (Expenses) | $(428,954)$ | $(412,327)$ | 4\% |
| Inclusion of ICMS tax in the base calculation of PIS and COFINS taxes | 78,335 | - | - |
| Reintegra Program | 883 | 12,706 | -93\% |
| Provision for Legal Liabilities | $(202,279)$ | $(152,669)$ | 32\% |
| Result of the Non Operating Asset Sale/Write-Off | 6,100 | $(1,819)$ | - |
| Result of the Sale of the Surplus Electric Energy | 31,651 | 14,007 | 126\% |
| Temporary Equipments Shutdown (includes depreciation) | $(250,749)$ | $(274,464)$ | -9\% |
| Tax credit on imports PIS/COFINS | - | 36,063 | - |
| Other Operating Income (Expenses), Net | $(92,895)$ | $(46,151)$ | 101\% |
| EBIT | 628,727 | 886,038 | -29\% |
| EBIT Margin | 5.7\% | 8.6\% | - 2.9 p.p. |
| Financial Result | $(664,272)$ | $(544,743)$ | 22\% |
| Financial Income | 361,571 | 205,699 | 76\% |
| Financial Expenses | $(745,255)$ | $(556,065)$ | 34\% |
| Net foreing exchange gain and losses | $(280,588)$ | $(194,377)$ | 44\% |
| Equity in the results of investees | 132,628 | 147,229 | -10\% |
| Operating Profit (Loss) | 97,083 | 488,524 | -80\% |
| Income Tax / Social Contribution | 11,461 | $(61,258)$ | - |
| Net Income (Loss) | 108,544 | 427,266 | -75\% |
| Net Margin | 1.0\% | 4.1\% | - 3.2 p.p. |
| Attributable: |  |  |  |
| Shareholders | $(5,801)$ | 371,859 | - |
| Minority Shareholders | 114,345 | 55,407 | 106\% |
| EBITDA (Instruction CVM 527) | 1,496,958 | 1,804,217 | -17\% |
| EBITDA Margin (Instruction CVM 527) | 13.5\% | 17.5\% | -4.0 p.p. |
| Adjusted EBITDA - Jointly-controlled subsidiaries proportional EBITDA | 1,504,563 | 1,862,777 | -19\% |
| Adjusted EBITDA Margin | 13.6\% | 18.1\% | -4.5 p.p. |
| Depreciation and Amortization | 735,603 | 770,950 | -5\% |

Cash Flow - Consolidated | IFRS

| Cash Flow - Consolidated \| IFRS | 3 Q 19 | 2 Q 19 | 3 Q 18 |
| :---: | :---: | :---: | :---: |
| Operating Activities Cash Flow |  |  |  |
| Net Income (Loss) in the Period | $(138,980)$ | 171,246 | 289,131 |
| Financial Expenses and Monetary Var. / Net Exchge Var. | 261,365 | 8,534 | 94,262 |
| Interest Expenses | 120,595 | 80,944 | 91,974 |
| Depreciation and Amortization | 253,663 | 240,920 | 257,514 |
| Losses/(gains) on Sale of Property, Plant and Equipment | 4 | $(4,945)$ | $(5,304)$ |
| Equity in the Results of Subsidiaries/Associated Companies | $(58,258)$ | $(36,877)$ | $(74,734)$ |
| Difered Income Tax and Social Contribution | $(160,197)$ | 25,813 | $(55,354)$ |
| Constitution (reversal) of Provisions | 155,630 | 76,165 | 112,768 |
| Actuarial Gains and losses | 21,452 | 21,453 | 977 |
| Total | 455,274 | 583,253 | 711,234 |
| (Increase)/Decrease of Assets |  |  |  |
| Accounts Receivables Customer | 71,221 | $(234,385)$ | $(200,477)$ |
| Inventories | $(79,158)$ | $(258,443)$ | $(115,693)$ |
| Recovery of Taxes | $(53,526)$ | $(108,768)$ | 142,206 |
| Judicial Deposits | $(7,626)$ | $(30,758)$ | 67,071 |
| Accounts Receiv. Affiliated Companies | 303 | 240 | 188 |
| Others | $(23,911)$ | $(39,304)$ | 15,268 |
| Total | $(92,697)$ | $(671,418)$ | $(91,437)$ |
| Increase /(Decrease) of Liabilities |  |  |  |
| Suppliers, Contractors and Freights | 327,598 | 16,470 | 397,014 |
| Customers Advances | 43,080 | $(15,008)$ | $(29,388)$ |
| Tax Payable | 138,141 | 123,546 | $(93,923)$ |
| Securities Payable Forfaiting | 3,518 | $(82,003)$ | 38,384 |
| Actuarial Liability Payments | $(4,599)$ | $(57,142)$ | $(52,525)$ |
| Others | $(63,178)$ | 27,213 | $(49,990)$ |
| Total | 444,560 | 13,076 | 209,572 |
| Cash Generated from Operating Activities | 807,137 | $(75,089)$ | 829,369 |
| Interest Paid | $(93,484)$ | $(125,406)$ | $(131,169)$ |
| Income Tax and Social Contribution | $(33,469)$ | $(31,708)$ | $(39,217)$ |
| Net Cash Generated from Operating Activities | 680,184 | $(232,203)$ | 658,983 |
| Investments activities cash flow |  |  |  |
| Marketable Securities | $(170,059)$ | $(134,754)$ | $(60,481)$ |
| Fixed Asset Acquisition | $(135,534)$ | $(98,869)$ | $(85,200)$ |
| Fixed Asset Sale Receipt | 1,432 | 6,506 | 10,354 |
| Dividends Received | 1,266 | 1,458 | $(2,485)$ |
| Purchase of Software | $(4,518)$ | $(6,472)$ | $(5,120)$ |
| Net Cash Employed on Investments Activities | $(307,413)$ | $(232,131)$ | $(142,932)$ |
| Financial Activities Cash Flow |  |  |  |
| Inflow of Loans, Financing and Debentures | 2,811,557 | - | - |
| Payment of Loans, Financ. \& Debent. | $(2,744,344)$ | $(7,252)$ | $(2,298)$ |
| Swap Operations Liquidations | $(5,863)$ | 356 | - |
| Dividends and Interest on Capital | $(31,965)$ | $(190,917)$ | (4) |
| Net Cash Generated from (Employed on) Financial Activities | 29,385 | $(197,813)$ | $(2,302)$ |
| Exchange Variation on Cash and Cash Equivalents | 5,086 | (287) | 4,033 |
| Net Increase (Decrease) of Cash and Cash Equivalents | 407,242 | $(662,434)$ | 517,782 |
| Cash and Cash Equivalents at the Beginning of the Period | 499,611 | 1,162,045 | 578,562 |
| Cash and Cash Equivalents at the End of The Period | 906,853 | 499,611 | 1,096,344 |
| RECONCILIATION WITH BALANCE SHEET |  |  |  |
| Cash and Cash Equivalents at the Beginning of the Period | 499,611 | 1,162,045 | 578,562 |
| Marketable Securities at the Beginning of the Period | 745,501 | 610,747 | 525,050 |
| Cash and Cash Equivalents at the Beginning of the Period | 1,245,112 | 1,772,792 | 1,103,612 |
| Net Increase (Decrease) of Cash and Cash Equivalentes | 407,242 | $(662,434)$ | 517,782 |
| Net Increase (Decrease) of Marketable Securities | 170,059 | 134,754 | 60,481 |
| Cash and Cash Equivalents at the End of the Period | 906,853 | 499,611 | 1,096,344 |
| Marketable Securities at the End of the Period | 915,560 | 745,501 | 585,531 |
| Cash and Cash Equivalents at the End of the Period | 1,822,413 | 1,245,112 | 1,681,875 |

Cash Flow - Consolidated | IFRS

| $\mathbf{R}$ \$ thousand | 9 M 19 | $9 \mathrm{M18}$ |
| :---: | :---: | :---: |
| Operating Activities Cash Flow |  |  |
| Net Income (Loss) in the Period | 108,544 | 427,266 |
| Financial Expenses and Monetary Var. / Net Exchge Var. | 318,162 | 370,131 |
| Interest Expenses | 296,539 | 293,868 |
| Depreciation and Amortization | 735,603 | 770,950 |
| Losses/(gains) on sale of property, plant and equipment | $(6,100)$ | 1,819 |
| Equity in the Results of Subsidiaries/Associated Companies | $(132,628)$ | $(147,229)$ |
| Difered Income Tax and Social Contribution | $(146,169)$ | $(71,901)$ |
| Constitution (reversal) of Provisions | 290,601 | 322,875 |
| Actuarial Gains and losses | 64,356 | 6,782 |
| Total | 1,528,908 | 1,974,561 |
| Increase/Decrease of Assets |  |  |
| Accounts Receivables Customer | 12,249 | $(396,867)$ |
| Inventories | $(326,292)$ | $(874,052)$ |
| Recovery of Taxes | $(159,326)$ | 127,312 |
| Judicial Deposits | $(48,251)$ | $(20,680)$ |
| Accounts Receiv. Affiliated Companies | 768 | 521 |
| Others | $(133,803)$ | $(20,503)$ |
| Total | $(654,655)$ | $(1,184,269)$ |
| Increase /(Decrease) of Liabilities |  |  |
| Suppliers, contractors and freights | 359,885 | 506,360 |
| Amounts Owed to Affiliated Companies | $(12,416)$ | $(8,917)$ |
| Customers Advances | 36,767 | $(5,377)$ |
| Tax Payable | 322,285 | $(138,031)$ |
| Securities Payable Derived from Suppliers | $(50,144)$ | 31,304 |
| Actuarial Liability payments | $(115,942)$ | $(137,612)$ |
| Others | $(19,182)$ | $(56,152)$ |
| Total | 521,253 | 191,575 |
| Cash Generated from Operating Activities | 1,395,506 | 981,867 |
| Interest Paid | $(340,147)$ | $(409,436)$ |
| Income Tax and Social Contribution | $(76,468)$ | $(69,603)$ |
| Net Cash Generated from Operating Activities | 978,891 | 502,828 |
| Investments activities cash flow |  |  |
| Marketable Securities | $(329,001)$ | $(41,816)$ |
| Capital increase in subsidiary | (9) | - |
| Fixed asset acquisition | $(315,890)$ | $(209,512)$ |
| Fixed asset sale receipt | 9,238 | 30,341 |
| Dividends Received | 4,268 | 126,567 |
| Software Purchase | $(13,144)$ | $(12,450)$ |
| Net Cash Employed on Investments Activities | $(644,538)$ | $(106,870)$ |
| Financial Activities Cash Flow |  |  |
| Inflow of Loans, Financing and Debentures | 2,811,557 | - |
| Payment of Loans, Financ. \& Debent. | $(3,121,130)$ | $(948,973)$ |
| Payment of Taxes Installments | - | (132) |
| Swap Operations Liquidations | $(5,507)$ | 14 |
| Dividends and Interest on Capital | $(222,882)$ | $(123,291)$ |
| Net Cash Generated from (Employed on) Financial Activities | $(537,962)$ | $(1,072,382)$ |
| Exchange Variation on Cash and Cash Equivalents | 3,672 | 2,195 |
| Net Increase (Decrease) of Cash and Cash Equivalents | $(199,937)$ | $(674,229)$ |
| Cash and Cash Equivalents at the Beginning of the Period | 1,106,790 | 1,770,573 |
| Cash and Cash Equivalents at the End of The Period | 906,853 | 1,096,344 |
| RECONCILIATION WITH BALANCE SHEET |  |  |
| Cash and cash equivalents at the beginning of the period | 1,106,790 | 1,770,573 |
| Marketable securities at the beginning of the period | 586,559 | 543,715 |
| Cash and cash equivalents at the beginning of the period | 1,693,349 | 2,314,288 |
| Net increase (decrease) of cash and cash equivalentes | $(199,937)$ | $(674,229)$ |
| Net increase (decrease) of marketable securities | 329,001 | 41,816 |
| Cash and cash equivalents at the end of the period | 906,853 | 1,096,344 |
| Marketable securities at the end of the period | 915,560 | 585,531 |
| Cash and cash equivalents at the end of the period | 1,822,413 | 1,681,875 |


[^0]:    Statements contained in this release, relative to the business outlook of the Company, forecasts of operating and financial income and references to growth prospects are mere forecasts and were based on the expectations of Management in relation to future performance. These expectations are highly dependent on market conduct, the economic situation in Brazil, its industry and international markets and, therefore, are subject to change.

