

## 3Q21 EARNINGS RELEASE

Public Information - Belo Horizonte, October 29, 2021. Usinas Siderurgicas de Minas Gerais SA - Usiminas (B3: USIM3, USIM5 and USIM6; OTC: USDMY and USNZY; Latibex: XUSIO and XUSI) today announces its third quarter results of fiscal year 2021 (3Q21). The Company's operating and financial information, except when otherwise stated, is presented based on consolidated numbers in Brazilian Real, in accordance with IFRS (International Financial Reporting Standards). The comparisons made in this release take into account the second quarter of 2021 (2Q21), except stated otherwise. Statements contained in this release relating to business prospects, projections of operating and financial results and references to the Company's growth potential are mere forecasts, based on Management's expectations regarding its future performance. These expectations are highly dependent on market behavior, the economic situation in Brazil, the industry and international markets and are therefore subject to change.

## Highlights

» Steel sales 1.2 million tons;
» Iron Ore production 2.5 million tons, quarterly record for the Unit;
» Iron Ore Sales 2.4 million tons;
» Net Revenue of R $\$ 9.0$ billion;
» Adjusted EBITDA of R\$2.9 billion;
» Net profit of R $\$ 1.8$ billion;
» Cash of $\mathrm{R} \$ 7.3$ billion, $\mathrm{R} \$ 1.2$ billion higher than the gross debt.

| Consolidated-R\$ million | 3Q21 | $2 Q 21$ | $\Delta$ | 3Q20 | $\Delta$ | 9 M 21 | 9 M 20 | $\Delta$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Steel Sales Volume (000 t) | 1,189 | 1,315 | -10\% | 934 | 27\% | 3,759 | 2,590 | 45\% |
| Iron Ore Sales Volume (000 t) | 2,417 | 2,054 | 18\% | 2,293 | 5\% | 6,421 | 6,408 | 0\% |
| Net Revenue | 9,026 | 9,596 | -6\% | 4,381 | 106\% | 25,688 | 10,614 | 142\% |
| Adjusted EBITDA | 2,886 | 5,066 | -43\% | 826 | 249\% | 10,372 | 1,587 | 554\% |
| Adjusted EBITDA Margin | 32\% | 53\% | - 21 p.p. | 19\% | + 13 p.p. | 40\% | 15\% | + 26 p.p. |
| Net Income or Loss | 1,824 | 4,543 | -60\% | 198 | 821\% | 7,572 | (621) | - |
| Investments (CAPEX) | 305 | 335 | -9\% | 179 | 70\% | 879 | 554 | 59\% |
| Working Capital | 8,192 | 6,936 | 18\% | 3,060 | 168\% | 8,192 | 3,060 | 168\% |
| Cash and Cash Equivalents | 7,294 | 6,053 | 20\% | 3,734 | 95\% | 7,294 | 3,734 | 95\% |
| Net Debt | $(1,211)$ | (220) | 450\% | 2,529 | - | $(1,211)$ | 2,529 | - |
| Net Debt/Adjusted EBITDA | -0.10x | -0.02x | -0.08x | 1.21x | -1.31x | -0.10x | 1.21x | -1.31x |

Market Data - 09/30/21

| B3 | USIM5 | R\$16.12/share |
| :--- | :--- | :--- |
| USIM3 | R\$15.72/share |  |

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# OPERATING AND ECONOMIC-FINANCIAL PERFORMANCE CONSOLIDATED OPERATING RESULTS 

| R\$ thousand | 3Q21 | 2 Q21 | $\Delta$ | 3Q20 | $\Delta$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Revenues | 9,025,649 | 9,596,269 | -6\% | 4,381,212 | 106\% |
| Domestic Market | 7,507,386 | 7,462,175 | 1\% | 3,078,104 | 144\% |
| Exports | 1,518,263 | 2,134,094 | -29\% | 1,303,108 | 17\% |
| COGS | $(5,890,273)$ | $(5,953,981)$ | -1\% | $(3,489,321)$ | 69\% |
| Gross Profit | 3,135,376 | 3,642,288 | -14\% | 891,891 | 252\% |
| Gross Margin | 34.7\% | 38.0\% | -3.2 p.p. | 20.4\% | + 14.4 p.p. |
| Operating Income and Expenses | $(936,629)$ | 1,127,368 | - | $(360,426)$ | 160\% |
| Selling Expenses | $(199,366)$ | $(119,757)$ | 66\% | $(96,196)$ | 107\% |
| General and Administrative | $(115,168)$ | $(109,442)$ | 5\% | $(98,233)$ | 17\% |
| Other Operating Income and expenses | $(622,095)$ | 1,356,567 | - | $(165,997)$ | 275\% |
| EBIT | 2,198,747 | 4,769,656 | -54\% | 531,465 | 314\% |
| EBIT Margin | 24.4\% | 49.7\% | - 25.3 p.p. | 12.1\% | + 12.2 p.p. |
| Equity in the results of investees | 72,524 | 55,458 | 31\% | 40,031 | -31\% |
| Depreciation and Amortization | 243,462 | 250,659 | -3\% | 248,466 | -2\% |
| EBITDA (Instruction CVM 527) | 2,514,733 | 5,075,773 | -50\% | 819,962 | 207\% |
| EBITDA Margin (Instruction CVM 527) | 27.9\% | 52.9\% | - 25.0 p.p. | 18.7\% | + 9.1 p.p. |
| Adjusted EBITDA - Jointly-controlled subsidiaries proportional EBITDA | 2,886,314 | 5,065,644 | -43\% | 825,980 | 249\% |
| Adjusted EBITDA Margin | 32.0\% | 52.8\% | - 20.8 p.p. | 18.9\% | +13.1 p.p. |
| Main non-recurring itens | $(81,080)$ | 1,532,605 | - | 13,128 | - |
| Adjusted EBITDA Excluding Non-Recurring Itens | 2,967,394 | 3,533,039 | -16\% | 812,852 | 265\% |
| Adjusted EBITDA Excluding Non-recurring Itens Margin | 32.9\% | 36.8\% | -3.9 p.p. | 18.6\% | +14.3 p.p. |

## Net Revenue

Net Revenue in the 3 Q 21 reached $\mathrm{R} \$ 9.0$ billion, $5.9 \%$ lower than in 2 Q 21 ( $\mathrm{R} \$ 9.6$ billion), with a reduction in net revenue in the Mining Unit (-R\$722 million vs. 2Q21), partially offset by higher net revenue in the Steel Unit ( + R $\$ 200$ million vs. 2Q21). The factors that led to these variations will be explained in the Business Unit section of this release.

## Cost of Goods Sold - COGS

Cost of goods sold (COGS) in the 3Q21 totaled R\$5.9 billion, a $1.1 \%$ decrease compared to the 2Q21 ( $\mathrm{R} \$ 6.0$ billion). The variations will be explained in the Business Unit section of this release.

## Gross profit

Gross profit was $\mathrm{R} \$ 3.1$ billion in the 3Q21, a $13.9 \%$ decrease compared to the 2 Q 21 ( $\mathrm{R} \$ 3.6$ billion).

## Operating Income and Expenses

Selling expenses in the 3 Q21 were $\mathrm{R} \$ 199$ million, $66.5 \%$ higher than the previous quarter (2Q21: R $\$ 120$ million), with higher expenses in the Mining and Steel Units.
In the 3Q21, General and Administrative Expenses totaled R\$115 million, 5.2\% higher than the previous quarter (2Q21: R\$109 million), mainly in the Steel and Steel Processing Units.

Other operating income (expenses) totaled a negative $\mathrm{R} \$ 622$ million in the 3Q21, $\mathrm{R} \$ 2.0$ billion less than in the 2Q21 (R\$1.4 billion), mainly due the assets write-off at the Cubatão Plant, due to their obsolescence and lack of visibility of demand. The accounting effect of these write-offs was negative R $\$ 408$ million, recorded in Impairment Investments/Assets, with no effect on Adjusted EBITDA. In 2Q21, tax credits related to the exclusion of ICMS from the PIS and COFINS calculation basis were recognized, with a positive net effect of $\mathrm{R} \$ 1.5$ billion, with no similar effect in 3Q21.

Thus, the Operating income (expenses) were negative R\$937 million in the 3Q21 (2Q21: R\$1.1 billion).
Adjusted EBITDA reached R $\$ 2.9$ billion in the 3Q21, 43.0\% lower than in 2Q21 (R $\$ 5.1$ billion). Adjusted EBITDA margin was $32.0 \%$ in the 3 Q21, compared to a $52.8 \%$ margin in the 2 Q21.

The Main Non-Recurring Effects in 3Q21 totaled negative R $\$ 81$ million and are related to the contingency provision for a fiscal lawsuit. This event was recorded in Other Operating

Income (Expenses). As a result, Usiminas recorded an EBITDA excluding non-recurring effects of $\mathrm{R} \$ 3.0$ billion (2Q21: $\mathrm{R} \$ 3.5$ billion).

## Adjusted EBITDA

| Consolidated (R\$ thousand) | EBITDA Breakdown |  |  |  | 9M20 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q21 | 2 Q21 | 3Q20 | 9M21 |  |
| Net Income (Loss) | 1,823,743 | 4,543,209 | 198,082 | 7,571,849 | $(620,959)$ |
| Income Tax / Social Contribution | 27,508 | 1,614,171 | 205,597 | 2,223,305 | 134,037 |
| Financial Result | 420,020 | $(1,332,266)$ | 167,817 | $(536,505)$ | 1,306,904 |
| Depreciation, Amortization and depletion | 243,462 | 250,659 | 248,466 | 742,758 | 747,414 |
| EBITDA - Instruction CVM - 527 | 2,514,733 | 5,075,773 | 819,962 | 10,001,407 | 1,567,396 |
| (-) Equity in the Results of Associate and Jointlycontrolled subsidiaries | $(72,524)$ | $(55,458)$ | $(40,031)$ | $(164,686)$ | $(100,872)$ |
| (+) Jointly-controlled subsidiaries proportional EBITDA | 46,848 | 45,329 | 39,298 | 137,741 | 113,285 |
| (-) Impairment of Assets | 397,257 | - | 6,751 | 397,257 | 6,751 |
| Adjusted EBITDA | 2,886,314 | 5,065,644 | 825,980 | 10,371,719 | 1,586,560 |
|  |  |  |  |  |  |
| Adjusted EBITDA Margin | 32.0\% | 52.8\% | 18.9\% | 40.4\% | 14.9\% |

Adjusted EBITDA is calculated based on the net profit (loss) for the year, reversing: (a) income tax and social contribution; (b) the financial result; (c) depreciation, amortization and depletion; (d) participation in the results of jointly controlled and associated companies; (e) impairment of assets; and including a proportional EBITDA of $70 \%$ of Unigal and other jointly controlled companies.


Consolidated Financial Result

| R\$ thousand | 3Q21 | 2 Q21 | $\Delta$ | 3 Q 20 | $\Delta$ | 9 M 21 | $9 \mathrm{M2O}$ | $\Delta$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Currency Exchange Variation | $(328,090)$ | 482,893 | - | $(102,099)$ | 221\% | $(200,522)$ | $(1,050,876)$ | -81\% |
| Financial Income | 164,335 | 992,561 | -83\% | 57,014 | 188\% | 1,232,936 | 183,097 | 573\% |
| Interest on Financial Asset and Monetary Effects | 79,566 | 36,072 | 121\% | 12,096 | 558\% | 147,344 | 53,678 | 174\% |
| Correction of PIS/COFINS tax credits | 22,723 | 904,034 | -97\% | 1,493 | 1422\% | 946,915 | 9,111 | 10293\% |
| Monetary Effects on assets | 7,099 | 6,627 | 7\% | 2,747 | 158\% | 17,896 | 35,243 | -49\% |
| Reversal of interest on contingencies | 8,307 | 16,218 | -49\% | 8,312 | 0\% | 29,392 | 22,559 | 30\% |
| Other Financial Income | 46,640 | 29,610 | 58\% | 32,366 | 44\% | 91,389 | 62,506 | 46\% |
| Financial Expenses | $(256,265)$ | $(143,188)$ | 79\% | $(122,732)$ | 109\% | $(495,909)$ | $(439,125)$ | 13\% |
| Interest and Monetary Effects over Financing and Taxes Payable in Installments | $(96,219)$ | $(65,716)$ | 46\% | $(78,351)$ | 23\% | $(238,380)$ | $(254,911)$ | -6\% |
| Monetary Effects on liabilities | $(6,237)$ | $(7,309)$ | -15\% | $(2,609)$ | 139\% | $(17,676)$ | $(32,588)$ | -46\% |
| Financing Commision and Others | $(7,172)$ | $(5,629)$ | 27\% | $(8,389)$ | -15\% | $(20,033)$ | $(21,831)$ | -8\% |
| Monetary Effects on contigencies | $(114,906)$ | $(20,088)$ | 472\% | $(13,212)$ | 770\% | $(137,602)$ | $(62,068)$ | 122\% |
| Other Financial Expenses | $(31,731)$ | $(44,446)$ | -29\% | $(20,171)$ | 57\% | $(82,218)$ | $(67,727)$ | 21\% |
| FINANCIAL RESULT | $(420,020)$ | 1,332,266 | - | $(167,817)$ | 150\% | 536,505 | $(1,306,904)$ | - |
| + Appreciation / - Depreciation of Exchange Rate (R\$/US\$) | -8.7\% | 12.2\% | -20.9 p.p. | -3.0\% | - 5.7 p.p. | -4.7\% | -39.9\% + 35.3 p.p. |  |

Financial Result in 3Q21 was negative $R \$ 420$ million, compared to a result of $R \$ 1.3$ billion in 2Q21, mostly due to net foreign exchange losses of $\mathrm{R} \$ 328$ million, against a positive foreign exchange of $\mathrm{R} \$ 483$ million in the second quarter. Also, negative $\mathrm{R} \$ 102$ million was recorded related to the correction of the provision for contingency for tax lawsuits. In the second quarter, $\mathrm{R} \$ 904$ million were accounted related to the monetary restatement of tax credits related to the
exclusion of ICMS from the PIS and COFINS calculation basis, with no similar effect in the third quarter.

## Net Profit (Loss)



In 3Q21, the Company recorded net income of $\mathrm{R} \$ 1.8$ billion, $59.9 \%$ lower than the net income reported in the previous quarter, mainly affected by the negative exchange variation and write-off of assets in 3Q21, against the recognition of tax credits and net positive foreign exchange gains in 2Q21.

## Working capital

In the the 3 Q21, Working capital totaled $\mathrm{R} \$ 8.2$ billion, $18.1 \%$ higher than in the 2 Q 21 ( $\mathrm{R} \$ 6.9$ billion). The main variations are presented below:

- Increase in Inventory by $\mathrm{R} \$ 1.2$ billion, due to higher costs and volumes of raw materials and steel inventories.
- Reduction of Taxes collectible by R\$473 million, due to the results obtained in the period.
- Increase in Accounts Receivable by $\mathrm{R} \$ 289$ million, mainly due to higher prices and export volumes at the Steel Unit.


Partially offset by:

- Increase of Suppliers and Forfaiting Operations by $\mathrm{R} \$ 727$ million, due to higher raw material costs.


## Investments (CAPEX)

CAPEX in 3Q21 totaled $\mathrm{R} \$ 305$ million, $9.1 \%$ lower than in 2Q21 ( $\mathrm{R} \$ 335$ million). The investments were mainly applied in sustaining CAPEX, safety and environment, of which $77.9 \%$ were in the Steel Unit, $20.9 \%$ in the Mining Unit, and $1.1 \%$ in the Steel Processing Unit.


## Cash and Financial Indebtedness

On 09/30/21, consolidated Cash and Cash Equivalents was R\$7.3 billion, 20.5\% higher than the position on 06/30/21 ( $\mathrm{R} \$ 6.1$ billion), due to the strong EBITDA generation in the period.
The graph below shows the evolution of cash in the quarter.

*"Others" detailed in the Cash Flow in the attached section.
On 09/30/21, the Consolidated Gross debt was R\$6.1 billion, $4.3 \%$ higher than the position on 06/30/21 ( $\mathrm{R} \$ 5.8$ billion), due to the $8.7 \%$ depreciation of the Real against the Dollar.
Thus, on 9/30/21, the consolidated Cash and Cash Equivalents were higher than the consolidated Gross Debt by $\mathrm{R} \$ 1.2$ billion, $450 \%$ higher compared to 06/30/2021 ( $\mathrm{R} \$ 220$ million). The variation between the periods is due to the increase in the Cash and Cash Equivalent position in the period, partially offset by exchange losses, as shown below:


Debt composition by maturity on 09/30/21 was $1 \%$ in the short term and $99 \%$ in the long term, compared to 2\% and 98\%, respectively, on 06/30/21.

The Net debt/EBITDA ratio at the end of the 3Q21 was -0.10x (2Q21: -0.02x).
The chart below shows consolidated debt data:

| R\$ thousand | 30-set-21 |  |  |  | $\begin{aligned} & \text { 30-jun-21 } \\ & \text { TOTAL } \\ & \hline \end{aligned}$ | Change Sep21/Jun21 | $\begin{gathered} \text { 30-set-20 } \\ \text { TOTAL } \end{gathered}$ | Change Sep21/Sep20 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |
| Local Currency | 11,848 | 1,994,841 | 2,006,689 | 33\% | 2,033,293 | -1\% | 2,048,000 | -2\% |
| CDI | 7 | 1,988,402 | 1,988,409 | - | 2,013,064 | -1\% | 1,984,399 | 0\% |
| Others | 11,841 | 6,439 | 18,280 | - | 20,229 | -10\% | 63,601 | -71\% |
| Foreign Currency* | 51,010 | 4,024,955 | 4,075,965 | 67\% | 3,799,748 | 7\% | 4,215,800 | -3\% |
| Gross Debt | 62,858 | 6,019,796 | 6,082,654 | 100\% | 5,833,041 | 4\% | 6,263,800 | -3\% |
| Cash and Cash Equivalents | - | - | 7,293,502 | - | 6,053,313 | 20\% | 3,734,302 | 95\% |
| Net Debt | - |  | $(1,210,848)$ | - | $(220,272)$ | 450\% | 2,529,498 | - |

(*) $100 \%$ of total foreign currency is US dollars denominated in the 2Q21
The graph below shows the cash position and the debt profile (principal only) in millions of Reais on 09/30/21. The current cash position covers all debt.

*: Debentures
**: Bonds

## OPERATIONAL PERFORMANCE OF THE BUSINESS UNITS

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

| R\$ million |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mining |  | Steel* |  | Steel Processing |  | Adjustment |  | Consolidated |  |
|  | 3Q21 | 2Q21 | 3Q21 | $2 \mathrm{Q21}$ | 3Q21 | 2Q21 | 3Q21 | 2Q21 | 3Q21 | 2Q21 |
| Net Revenue | 1,362 | 2,084 | 7,933 | 7,734 | 2,358 | 2,418 | $(2,628)$ | $(2,639)$ | 9,026 | 9,596 |
| Domestic Market | 434 | 259 | 7,344 | 7,426 | 2,356 | 2,416 | $(2,628)$ | $(2,639)$ | 7,507 | 7,462 |
| Exports | 928 | 1,825 | 589 | 308 | 2 | 2 | - | -313 | 1,518 | 2,134 |
| COGS | (566) | (544) | $(5,739)$ | $(5,702)$ | $(2,047)$ | $(2,021)$ | 2,462 | 2,313 | $(5,890)$ | $(5,954)$ |
| Gross Profit or Loss | 796 | 1,540 | 2,194 | 2,032 | 311 | 396 | (166) | (326) | 3,135 | 3,642 |
| Operating Income amd Expenses | (148) | (91) | (752) | 1,190 | (40) | 27 | 4 | 2 | (937) | 1,127 |
| Selling | (125) | (66) | (55) | (36) | (20) | (18) | - | - | (199) | (120) |
| General and Administrative | (9) | (8) | (95) | (93) | (16) | (14) | 4 | 6 | (115) | (109) |
| Other Operating Income and expenses, Net | (15) | (18) | (602) | 1,319 | (4) | 59 | (1) | (3) | (622) | 1,357 |
| EBIT | 648 | 1,449 | 1,442 | 3,222 | 271 | 423 | (162) | (324) | 2,199 | 4,770 |
| Depreciation and amortization | 39 | 40 | 207 | 213 | 6 | 6 | (8) | (8) | 243 | 251 |
| Equity in the results of investees | 45 | 26 | 490 | 599 | - | - | (462) | (570) | 73 | 55 |
| EBITDA (Instruction CVM 527) | 732 | 1,515 | 2,138 | 4,034 | 277 | 429 | (632) | (902) | 2,515 | 5,076 |
| EBITDA Margin | 53.7\% | 72.7\% | 27.0\% | 52.2\% | 11.8\% | 17.8\% | 24.1\% | 34.2\% | 27.9\% | 52.9\% |
| Adjusted EBITDA Adj. EBITDA Margin | $\begin{array}{r} 685 \\ 50.3 \% \end{array}$ | $\begin{gathered} 1,489 \\ 71.5 \% \end{gathered}$ | $\begin{array}{r} 2,050 \\ 25.8 \% \end{array}$ | $\begin{array}{r} 3,436 \\ 44.4 \% \end{array}$ | $\begin{array}{r} 277 \\ 11.8 \% \end{array}$ | $\begin{array}{r} 429 \\ 17.8 \% \end{array}$ | $\begin{aligned} & (125) \\ & 4.8 \% \end{aligned}$ | $\begin{array}{r} (289) \\ 10.9 \% \end{array}$ | $\begin{aligned} & 2,886 \\ & 32.0 \% \end{aligned}$ | $\begin{aligned} & 5,066 \\ & 52.8 \% \end{aligned}$ |

*Consolidated $70 \%$ of Unigal and $100 \%$ of Usiminas Mecânica
Income Statement per Business Units - Non Audited - Accumulated

| R\$ million | Mining |  | Steel* |  | Steel Processing |  | Adjustment |  | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 9M21 | 9M20 | 9M21 | 9M20 | 9M21 | 9M20 | 9M21 | $9 \mathrm{M20}$ | 9 M 21 | 9 M 20 |
| Net Revenue | 4,925 | 2,446 | 21,443 | 8,204 | 6,518 | 2,465 | $(7,199)$ | $(2,501)$ | 25,688 | 10,614 |
| Domestic Market | 918 | 525 | 20,210 | 7,091 | 6,514 | 2,463 | $(7,199)$ | $(2,501)$ | 20,444 | 7,578 |
| Exports | 4,007 | 1,921 | 1,233 | 1,113 | 4 | 2 |  | - | 5,244 | 3,036 |
| COGS | $(1,476)$ | $(1,085)$ | $(15,900)$ | $(7,904)$ | $(5,571)$ | $(2,329)$ | 6,500 | 2,388 | $(16,447)$ | $(8,930)$ |
| Gross Profit (Loss) | 3,449 | 1,361 | 5,543 | 300 | 947 | 136 | (699) | (112) | 9,241 | 1,684 |
| Operating Income (Expenses) | (313) | (231) | 169 | (656) | (13) | (83) | 9 | 5 | (147) | (965) |
| Selling | (241) | (142) | (120) | (125) | (57) | (35) | - | - | (418) | (302) |
| General and Administrative | (24) | (19) | (284) | (258) | (44) | (38) | 12 | 11 | (340) | (304) |
| Other Operating Income (expenses), <br> Net | (47) | (70) | 572 | (273) | 89 | (10) | (3) | (6) | 611 | (358) |
| EBIT | 3,136 | 1,130 | 5,712 | (357) | 935 | 53 | (690) | (107) | 9,094 | 719 |
| Depreciation and amortization | 117 | 107 | 631 | 644 | 19 | 21 | (24) | (24) | 743 | 747 |
| Equity in the results of investees | 83 | 31 | 1,570 | 624 | - | - | $(1,489)$ | (553) | 165 | 101 |
| EBITDA (Instruction CVM 527) | 3,337 | 1,267 | 7,913 | 911 | 954 | 74 | $(2,202)$ | (685) | 10,001 | 1,567 |
| EBITDA Margin | 67.8\% | 51.8\% | 36.9\% | 11.1\% | 14.6\% | 3.0\% | 30.6\% | 27.4\% | 38.9\% | 14.8\% |
| Adjusted EBITDA Adj.EBITDA Margin | $\begin{array}{r} 3,253 \\ 66.1 \% \\ \hline \end{array}$ | $\begin{array}{r} 1,239 \\ 50.7 \% \end{array}$ | $\begin{array}{r} 6,746 \\ 31.5 \% \end{array}$ | $\begin{array}{r} 296 \\ 3.6 \% \end{array}$ | $\begin{array}{r} 954 \\ 14.6 \% \end{array}$ | $\begin{array}{r} 74 \\ 3.0 \% \end{array}$ | $\begin{aligned} & (582) \\ & 8.1 \% \end{aligned}$ | $\begin{array}{r} (23) \\ 0.9 \% \end{array}$ | $\begin{gathered} 10,372 \\ 40.4 \% \end{gathered}$ | $\begin{aligned} & 1,587 \\ & 14.9 \% \end{aligned}$ |

## Business Unit - Mining

## Operating and Sales Performance - Mining

In the 3Q21 the production volume was 2.5 million tons, quarterly record for the Mining Unit, a $15.5 \%$ increase compared to the 2Q21 ( 2.2 million tons), mainly due to the operational resumption of Mina Leste at the end of 2Q21 and performing throughout 3Q21.
Sales volume reached 2.4 million tons in the $3 \mathrm{Q} 21,17.7 \%$ higher than in 2 Q 21 ( 2.1 million tons).

The production and sales volumes are shown below:

| Thousand tons | 3Q21 | $2 \mathrm{Q21}$ | $\Delta$ | 3Q20 | $\Delta$ | 9M21 | 9 M 20 | $\Delta$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Production | 2,517 | 2,179 | 16\% | 2,319 | 9\% | 6,679 | 6,493 | 3\% |
| Total Sales | 2,417 | 2,054 | 18\% | 2,293 | 5\% | 6,421 | 6,408 | 0\% |
| Exports | 1,753 | 1,661 | 6\% | 1,558 | 12\% | 4,944 | 4,340 | 14\% |
| Domestic Market - Usiminas | 530 | 320 | 66\% | 538 | -1\% | 1,207 | 1,574 | -23\% |
| Domestic Market - Third Parties | 134 | 73 | 84\% | 197 | -32\% | 270 | 495 | -46\% |

The highlight was the growth in sales to Usiminas of $65.7 \%$ and $5.5 \%$ destined for the export market, with 10 shipments, in line with the previous quarter.
Distribution by commercial condition in the 3 Q 21 was $58 \%$ of exports in the CFR modality (Cost and freight) and 42\% FOB (Free On Board), compared to $61 \%$ and $39 \%$ in the 2Q21, respectively.

## Comments on the Results - Mining

Net revenue in $3 Q 21$ totaled $R \$ 1.4$ billion, $34.6 \%$ lower than in the previous quarter ( $\mathrm{R} \$ 2.1$ billion). This reduction is mainly due to the average reference price for iron ore in the quarter, which was $18.5 \%$ lower than the average for 2 Q 21 , in addition to the negative effect of the pricing mechanisms since the provisional prices were marked to market at the end of the quarter with prices lower than the quarterly average of the reference. In addition, greater penalties applied by the international market in quality differentials and a greater proportion of sales in the FOB modality were observed. These factors were partially offset by a $17.7 \%$ higher volume sold in the quarter.

Total cash cost per ton of production was R\$90.8/t (US\$17.4/t) in the 3Q21 against R\$89.7/t (US\$17.0/t) in the 2Q21. Excluding expenses with temporarily inactive processing plants, cash cost was R\$90.2/t (US\$17.3/t) in the 3Q21, against R\$88.1/t (US\$16.6/t) in the 2Q21, a 2.3\% increase between periods, mainly due to greater utilization of leased areas and higher fuel and electric power prices.

Cost of goods sold - COGS in 3Q21 was $\mathrm{R} \$ 566.2$ million, $4.2 \%$ up over the previous quarter ( $\mathrm{R} \$ 543.6$ million), due to the increased sales volume in the period and the increase in maritime and land freight prices.

In unit terms, COGS/t in 3Q21 was R\$234.2/t, 11.5\% lower than in 2Q21 (R\$264.6/t). Remembering that in the previous quarter, there was a change in CFEM's (Financial Compensation for Mineral Exploitation tax) accounting and the accumulated annual effect impacted the 2 Q 21. Excluding the CFEM effect, COGS/t was R\$215.1/t in 3Q21 (2Q21: R\$212.7/t), a $1.1 \%$ increase between periods, due to the increase in international maritime freight prices.

Sales Expenses totaled $\mathrm{R} \$ 124.5$ million in the 3 Q 21 , an $89.7 \%$ increase in relation to the previous quarter (2Q21: R $\$ 65.6$ million), due to the higher export volume and adjustments in port charges.

General and Administrative Expenses totaled $\mathrm{R} \$ 8.8$ million, up $8.5 \%$ against the previous quarter (2Q21: R $\$ 8.1$ million), due to the increase in expenses with personnel and services.

Other Operating Income (Expenses) presented a negative result of $\mathrm{R} \$ 14.8$ million, $16.1 \%$ lower than the one accounted in the previous quarter (2Q21: negative $\mathrm{R} \$ 17.6$ million).

Adjusted EBITDA reached R\$684.5 million in 3Q21, representing a reduction of 54.0\% compared to 2Q21 (R\$1.5 billion). Adjusted EBITDA margin was $50.3 \%$ in the 3 Q 21 , against $71.5 \%$ in the 2Q21.

## Investments (CAPEX)

CAPEX totaled $\mathrm{R} \$ 63.8$ million in 3 Q 21 (2Q21: $\mathrm{R} \$ 60.9$ million), an increase of $4.8 \%$ between periods. The Company is in the final stages of construction of its dewatering plant (dry stacking) this being its main investment. Other projects focused on safety and maintenance of the Company's activities (sustaining) complete the amount invested in the period.

## Business Unit - Steel

## Production - Ipatinga and Cubatão Plants

Crude steel production at the Ipatinga plant was 924 thousand tons in the 3Q21, $23.0 \%$ higher in relation to the 2Q21 ( 751 thousand tons). Rolled steel production at the Ipatinga and Cubatão mills totaled 1,213 thousand tons in $3 Q 21$, an $8.4 \%$ decrease compared to the previous quarter (2Q21: 1,324 thousand tons). In the 3Q21, 502 thousand tons of purchased slabs were processed (2Q21: 652 thousand tons).

| Thousand tons | 3Q21 | $\mathbf{2 Q 2 1}$ | $\boldsymbol{\Delta}$ | $\mathbf{3 Q 2 0}$ | $\boldsymbol{\Delta}$ | 9M21 | 9M20 | $\boldsymbol{\Delta}$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Crude Steel | 924 | 751 | $23 \%$ | 696 | $33 \%$ | 2,455 | 2,000 | $23 \%$ |
| Purchased Slab | 502 | 652 | $-23 \%$ | 240 | $109 \%$ | 1,824 | 724 | $152 \%$ |
| Processed |  |  |  |  |  |  |  |  |
| Total Rolled Steel | 1,213 | 1,324 | $-8 \%$ | 801 | $51 \%$ | 2,552 | $50 \%$ |  |

## Sales

In 3 Q21, the total sales were 1,189 thousand tons of steel, $9.6 \%$ less than in the $2 \mathrm{Q} 21(1,315$ thousand tons), with lower volumes for all segments. In the domestic market, sales were 1,085 thousand tons in the 3 Q21, a decline of $13.2 \%$ in relation to the $2 \mathrm{Q} 21,(1,250$ thousand tons). Exports in 3Q21 there were 104 thousand tons, 59.7\% higher than in the 2Q21 (65 thousand tons). Sales volume was $91 \%$ for the domestic market and $9 \%$ for exports (compared to $95 \%$ and $5 \%$ in the 2Q21). The quarterly evolution is shown in the chart below (in thousands of tons):


Main export destinations:
Domestic Market


Sales to the Domestic Market were distributed in the following segments:

|  | 3Q21 | $2 \mathrm{Q21}$ | $\Delta$ | $3 Q 20$ | $\Delta$ | 9M21 | 9 M 20 | $\Delta$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Auto Industry | 30.7\% | 31.5\% | - 1 р.p. | 27.2\% | + 4 p.p. | 32.6\% | 30.0\% | + 3 p.p. |
| Distribution | 35.9\% | 34.9\% | + 1 p.p. | 35.2\% | + 1 p.p. | 34.6\% | 34.6\% | + 0 p.p. |
| Industry | 33.3\% | 33.6\% | - 0 p.p. | 37.6\% | - 4 p.p. | 32.8\% | 35.4\% | - 3 p.p. |

## Comments on the Results - Steel

In the 3Q21, Net Revenue of the Steelmaking Unit was R\$7.9 billion, advancing 2.6\% compared to the 2Q21 (R\$7.7 billion) due to net revenue/ton sold of R\$6,670/t, 13.4\% higher than the previous quarter ( 2 Q 21 : $\mathrm{R} \$ 5,881 / \mathrm{t}$ ), reflecting higher practiced prices in all product lines, partially compensated by lower sales volume compared to the previous quarter.

Cash cost per ton was $R \$ 4,032 / t$ in $3 Q 21,5.4 \%$ higher than in $2 Q 21$ ( $R \$ 3,827 / t$ ). Among the main variations, we highlight higher iron ore costs, higher consumption of imported coke and higher costs of purchased slabs.
Cost of Goods Sold - COGS was R\$5.7 billion in 3Q21, in line with the previous quarter. COGS per ton was $R \$ 4,825 / t$ in the $3 Q 21$, an $11.3 \%$ increase over the $2 Q 21$ ( $R \$ 4,335 / t$ ), due to greater inventory turnover and higher production cost in the period.

Selling expenses totaled $\mathrm{R} \$ 55$ million in $3 \mathrm{Q} 21,53.1 \%$ higher than in 2 Q 21 ( $\mathrm{R} \$ 36$ million), related to expenses arising from higher export volumes.

General and Administrative Expenses totaled R\$95 million, 2.2\% higher than in the 2Q21 (R\$93 million).
Other operating income (expenses) was $\mathrm{R} \$ 602$ million negative in $3 \mathrm{Q} 21, \mathrm{R} \$ 1.9$ billion less than in 2Q21 ( $\mathrm{R} \$ 1.3$ billion), with a negative $\mathrm{R} \$ 408$ million related to the write-off of assets at the Cubatão plant, without effect on Adjusted EBITDA, as previously explained, and negative R $\$ 81$ million related to the provision for non-recurring tax lawsuit contingency. In 2Q21, R\$1.4 billion of tax credits related to the exclusion of ICMS from the PIS and COFINS calculation basis were recognized, with no similar effect in 3 Q 21 .

Thus, the Adjusted EBITDA reached R\$2.1 billion in 3Q21, 40.3\% lower than in 2Q21 (R\$3.4 billion). Adjusted EBITDA margin was $25.8 \%$ in $3 Q 21$, compared to a margin of $44.4 \%$ in 2Q21. EBITDA excluding the non-recurring effects of the contingency provision was R $\$ 2.1$ billion, $5.4 \%$ higher than the previous quarter ( 2 Q 21 : $\mathrm{R} \$ 2.0$ billion) and Adjusted EBITDA margin of $26.9 \%, 0.8 \mathrm{pp}$ higher than 2Q21 (26.1\%).

## Investments (CAPEX)

CAPEX totaled $\mathrm{R} \$ 237$ million in the 3 Q 21 , a $13.0 \%$ decrease against the 2 Q 21 ( $\mathrm{R} \$ 273$ million), with investments mainly in sustaining CAPEX, environment, health and safety.

## Business Unit - Steel Processing

## Comments on the Results - Soluções Usiminas

Net Revenue in $3 Q 21$ totaled $\mathrm{R} \$ 2.4$ billion, in line with the 2 Q 21 , due to higher prices, offsetting sales volumes $12.0 \%$ lower than in the previous quarter. Sales of the Distribution, Services/JIT and Tubes of the business unit accounted for $27.8 \%, 67.5 \%$ and $4.7 \%$ of the volume, respectively, sold in the 3Q21.

In 3Q21, the Cost of goods sold was R\$2.0 billion, in line with the previous quarter. COGS/t was $R \$ 6,143 / \mathrm{t}$ in the 3 Q 21 , a $15.0 \%$ increase compared to the 2 Q 21 ( $\mathrm{R} \$ 5,341 / \mathrm{t}$ ), due to higher raw material costs in the period.
Operating income (expenses) were a negative by $R \$ 40$ million in the $3 Q 21, R \$ 67$ million lower compared to the 2 Q 21 ( $\mathrm{R} \$ 27$ million), mainly due to the recognition of tax credits
related to the exclusion of ICMS from the PIS and COFINS calculation basis, recorded in the previous quarter.
Adjusted EBITDA in 3Q21 it was $\mathrm{R} \$ 277$ million, $35.3 \%$ lower than in the previous quarter (2Q21: R\$429 million). Adjusted EBITDA margin was $11.8 \%$ in the 3 Q 21 (2Q21: 17.8\%).

## Equity in the Result

Equity income in associates and jointly controlled companies totaled $\mathrm{R} \$ 73$ million in the 3 Q 21 , against $\mathrm{R} \$ 55$ million in the previous quarter.

## ESG Agenda - Sustainability Themes

Usiminas remains focused on the development and advancement of its sustainability strategy.
In 3Q21, the highlights were developments related to the theme Climate Change, such as the report to module "Climate Change" of the CDP (Carbon Disclosure Project) and the dissemination of its emissions inventory in the Gold category of the GHG Protocol. The results obtained with the completion of the inventory will support the Company's strategy to combat climate change.

Another relevant step towards the ESG agenda was the interaction with its Value Chain. In September, Usiminas met with Customers and Suppliers to present its Sustainability Strategy and its intention to work together with these publics in favor of sustainable development.
Regarding the approved, disclosed goals, the progress achieved in the 3 Q 21 are shown below:

| Subject | Indicator | Goal | Status | Comments |
| :---: | :---: | :---: | :---: | :---: |
| Diversity and Inclusion | Index of women in the company's Industrial area | $10 \%$ of women in the company's Industrial area by 2022; |  | On 09/30/21, the percentage of women under the Industrial VP totaled $3.7 \%$. This development is in line with the plan. |
| Workplace safety | Recorded accident frequency rate | Zero Accident Target. Lost Time Accident frequency rate less than 0.3 in 2021; |  | On 09/30/21, the Lost Time Accident frequency rate was 0.64 . The Company is taking several preventive actions to reverse this result. |
| CO2 / Energy | Carbon Emission | Conducting GHG emission inventories in 2021 with independent certification; Participation in the CDP (Carbon Disclosure Project); <br> Disclosure of the inventory through the GHG Protocol. |  | The goal was fully met. The Company completes its emissions inventory with independent certification in 2Q21. <br> The goal was fully met. In 3Q21, the Company responded to the CDP form. <br> The goal was fully met. In 3Q21, the Company disclosed its emissions inventory through the GHG Protocol. For disclosure of the highest level of transparency, the Company received the Gold Seal of the GHG Protocol. |
| Dams | Dam Safety | Migration of the traditional waste disposal method to filtering in the 2Q21; <br> Decharacterization of the Central dam in the 1Q22, certified by the properauthorities; |  | Change in schedule due to project adjustments. New forecast for completion in November/2021, with investments of around R\$235 million. <br> $90.6 \%$ physical progress on the project, surpassing the plan. |
| In line | planning | Late in relation to p | nnin | Not achieved |

The main sustainability initiatives for the quarter are detailed below:

## $\mathrm{CO}_{2}$ emissions

The "Public Emissions Registry", the largest database of corporate inventories in Latin America, granted Usiminas the Gold Seal, the most advanced award, for the complete publication of its Greenhouse Gas (GHG) emissions inventory. The company's entry was announced in September, with the release of reports for the 2020/2021 cycle. The inventory counted GHG emissions from mobile combustion sources, stationary combustion, industrial processes, energy acquisition, among others. The platform has a policy for classifying the inventories of participating companies through seals, according to the level of detail in the data. It is noteworthy that Usiminas' emissions inventory was verified by an agency accredited by Inmetro, in accordance with the ISO 14064 standard.

## Diversity Week

Usiminas has been intensifying its activities to become an increasingly diverse and inclusive company and held its second Diversity Week in September. The initiative promoted a large debate forum with the participation of professionals recognized in the market for their work on the subject, in addition to discussing the advances

of the company's Diversity and Inclusion Program started in 2019. Among other guests were journalist Flavia Cintra, who addressed the importance of companies being "accelerated" to activate diversity programs in their routine, and executive Danielle Torres, partner and director of Professional Practices at KPMG in Brazil, who addressed the topic "Stereotypes: Career \& Purpose".

## Volunteer Day

Usiminas set Volunteer Day, celebrated in Brazil on August 28, with the conclusion of the first group of the "Mentoria Plano de Vida" project. The initiative brought together 30 company volunteers and 66 students ( 14 to 16 years old), who took part in 10 virtual meetings, once a week, talking with company professionals about school, work, career, challenges and obstacles faced by young people, in addition to exchanging experiences on various topics involved such as personal and professional development. The project, part of the Usiminas Volunteers (VOU) program, aims to transform the lives of young students through education and
 experiences, connected students and contributed to their growth as well as the Usiminas professionals who participated in the action.

## Solutions Usiminas at Casa Cor

From September 14 to October 30, Soluções Usiminas, Usiminas' steel distribution and services company, sponsors an innovative environment at the $26^{\text {th }}$ Casa Cor Minas Gerais: the modular steel cabin. Developed by company Liga Arquitetura e Urbanismo from Belo Horizonte, with technical and commercial support from the Mais Soluções Usiminas sales platform. The project has $33 \mathrm{~m}^{2}$, with a kitchen, bathroom, mezzanine and, upstairs, a bedroom. The initiative has among its objectives to bring the steel closer to the final consumer and to connect the diverse specialties in the civil construction segment: architects, designers, metal workers, engineers and structural manufacturers, among others. To this end, at the beginning of this year, the company launched a pioneering digital platform in the sector for the sale of steel directly to the final consumer, regardless of its size. More details in the Usiminas Blog.


Capital markets

| Usiminas Performance Summary - B3 (USIM5) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q21 | 2Q21 | $\Delta$ | 3Q20 | $\Delta$ |
| Number of Deals | 2,057,510 | 1,868,209 | 10\% | 1,281,569 | 61\% |
| Daily Average | 32,149 | 30,132 | 7\% | 19,716 | 63\% |
| Traded - thousand shares | 1,460,993 | 1,264,436 | 16\% | 1,377,760 | 6\% |
| Daily Average | 22,828 | 20,394 | 12\% | 21,196 | 8\% |
| Financial Volume - R\$ million | 26,192 | 25,949 | 1\% | 12,725 | 106\% |
| Daily Average | 409 | 419 | -2\% | 196 | 109\% |
| Maximum | 22.43 | 24.36 | -8\% | 11.64 | 93\% |
| Minimum | 13.10 | 16.56 | -21\% | 7.41 | 77\% |
| Closing | 16.12 | 19.10 | -16\% | 10.03 | 61\% |
| Market Capitalization - R\$ million | 20,200 | 23,934 | -16\% | 12,568 | 61\% |

Usiminas shares are traded on the Brazilian market, with preferred and common shares on the B3, and also in the United States, on the over-the-counter market (OTC - over-the-counter), as well as in Europe, on the LATIBEX - Madrid Stock Exchange Section. Below, the performance of the Company's shares in the respective markets:

|  | 3Q21 | 2Q21 | $\mathbf{\Delta}$ | 3Q20 | $\boldsymbol{\Delta}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Preferred stocks (USIM5) - B3 | $R \$ 16.12$ | $R \$ 19.10$ | $-16 \%$ | $R \$ 10.03$ | $61 \%$ |
| Common stocks (USIM3) - B3 | $R \$ 15.72$ | $R \$ 19.75$ | $-20 \%$ | $R \$ 10.24$ | $54 \%$ |
| ADR (USNZY) - OTC | $\$ 2.94$ | $\$ 3.86$ | $-24 \%$ | $\$ 1.73$ | $70 \%$ |
| Preferred stocks (XUSI) - LATIBEX | $€ 2.68$ | $€ 2.98$ | $-10 \%$ | $€ 1.67$ | $60 \%$ |
| Common stocks (XUSIO) - LATIBEX | $€ 2.40$ | $€ 3.46$ | $-31 \%$ | $€ 1.75$ | $37 \%$ |


| 3Q21 Video conference of Results - Date 10/29/2021 |  |
| :---: | :---: |
| In Portuguese - Simultaneous Translation into English |  |
| Brasília time: at 11:00 am | New York time: at 10:00 am |
| Live via Zoom |  |
| Click here to register for the Zoom event |  |
| Click here to follow on YouTube |  |

Replay in both idioms will be available at Investor Relations' website: www.usiminas.com/ri

## Custodian Bank

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

## THE BANK OF NEW YORK MELLON

ADR - Depositary Receipt Bank

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## Attachments (Excel tables available in the Modeling Guide)

## Balance Sheet - Assets - Consolidated | IFRS - R\$ thousand

| Assets | 30-Sep-21 | 30-Jun-21 | 30-Sep-20 |
| :---: | :---: | :---: | :---: |
| Current Assets | 20,948,645 | 18,234,043 | 10,391,300 |
| Cash and Cash Equivalents | 7,293,502 | 6,053,313 | 3,734,302 |
| Trade Accounts Receivable | 3,944,124 | 3,654,969 | 2,420,397 |
| Taxes Recoverable | 2,297,820 | 2,236,831 | 518,548 |
| Inventories | 7,186,774 | 6,029,160 | 3,580,494 |
| Advances to suppliers | 2,175 | 2,445 | 2,863 |
| Other Securities Receivables | 224,250 | 257,325 | 134,696 |
| Non-Current Assets | 17,969,802 | 18,223,451 | 17,476,067 |
| Long-Term Receivable | 4,232,813 | 4,218,293 | 4,290,262 |
| Deferred Taxes | 2,816,937 | 2,851,127 | 3,064,609 |
| Deposits at Law | 503,942 | 512,848 | 548,298 |
| Taxes Recoverable | 111,976 | 62,909 | 173,788 |
| Financial Instruments | - |  | 7,069 |
| Accounts Receiv - Gasometer | 349,542 | 332,191 | 223,640 |
| Others | 450,416 | 459,218 | 272,858 |
| Equity Investments | 1,212,138 | 1,143,820 | 1,133,876 |
| Investment Property | 159,058 | 164,194 | 100,827 |
| Property, Plant and Equipment | 10,773,499 | 11,103,073 | 11,224,774 |
| Intangible | 1,592,294 | 1,594,071 | 726,328 |
| Total Assets | 38,918,447 | 36,457,494 | 27,867,367 |

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

| Liabilities and Shareholders' Equity | 30-Sep-21 | 30-Jun-21 | 30-Sep-20 |
| :---: | :---: | :---: | :---: |
| Current Liabilities | 6,805,830 | 5,377,667 | 3,690,047 |
| Loans and Financing and Taxes Payable in Installments | 62,858 | 143,271 | 71,797 |
| Suppliers, Subcontractors and Freight | 2,682,254 | 2,177,726 | 1,633,137 |
| Wages and Social Charges | 260,518 | 225,589 | 262,164 |
| Taxes and Taxes Payables | 1,170,179 | 1,643,118 | 392,854 |
| Accounts Payable Forfaiting | 986,066 | 763,231 | 927,184 |
| Dividends Payable | 1,267,093 | 678 | 8,630 |
| Customers Advances | 95,374 | 176,235 | 115,692 |
| Others | 281,488 | 247,819 | 278,589 |
| Long-Term Liabilities | 9,164,986 | 8,599,084 | 8,760,686 |
| Loans and Financing and Taxes Payable in Installments | 6,019,796 | 5,689,770 | 6,192,003 |
| Actuarial Liability | 1,597,662 | 1,560,006 | 1,287,642 |
| Provision for Legal Liabilities | 932,401 | 736,906 | 729,813 |
| Environmental Protection Provision | 241,476 | 237,516 | 241,442 |
| Others | 373,651 | 374,886 | 309,786 |
| Shareholders' Equity | 22,947,631 | 22,480,743 | 15,416,634 |
| Capital | 13,200,295 | 13,200,295 | 13,200,295 |
| Reserves \& Revenues from Fiscal Year | 6,964,050 | 6,706,112 | 428,937 |
| Non-controlling shareholders participation | 2,783,286 | 2,574,336 | 1,787,402 |
| Total Liabilities and Shareholders' Equity | 38,918,447 | 36,457,494 | 27,867,367 |


| Income Statement - Consolidated \| IFRS |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| R\$ thousand | 3Q21 | 2Q21 | $\Delta$ | 3Q20 | $\Delta$ |
| Net Revenues | 9,025,649 | 9,596,269 | -6\% | 4,381,212 | 106\% |
| Domestic Market | 7,507,386 | 7,462,175 | 1\% | 3,078,104 | 144\% |
| Exports | 1,518,263 | 2,134,094 | -29\% | 1,303,108 | 17\% |
| COGS | $(5,890,273)$ | (5,953,981) | -1\% | $(3,489,321)$ | 69\% |
| Gross Profit | 3,135,376 | 3,642,288 | -14\% | 891,891 | 252\% |
| Gross Margin | 34.7\% | 38.0\% | - 3.2 p.p. | 20.4\% | +14.4 p.p. |
| Operating Income and Expenses | $(936,629)$ | 1,127,368 | - | $(360,426)$ | 160\% |
| Selling Expenses | $(199,366)$ | $(119,757)$ | 66\% | $(96,196)$ | 107\% |
| Provision for Doubtful Accounts | $(2,300)$ | $(1,038)$ | 122\% | $(4,656)$ | -51\% |
| Other Selling Expenses | $(197,066)$ | $(118,719)$ | 66\% | $(91,540)$ | 115\% |
| General and Administrative | $(115,168)$ | $(109,442)$ | 5\% | $(98,233)$ | 17\% |
| Other Operating Income and expenses | $(622,095)$ | 1,356,567 | - | $(165,997)$ | 275\% |
| Inventories Adjustments | $(25,338)$ | $(32,249)$ | -21\% | $(1,853)$ | 1267\% |
| Credit of tax - Inclusion of ICMS in the base calculation of PIS and COFINS | 13,221 | 1,609,163 | -99\% | 2,392 | 453\% |
| Legal charges | $(3,051)$ | $(5,410)$ | -44\% | $(6,556)$ | -53\% |
| Idleness expenses (includes depreciation) | $(43,424)$ | $(76,326)$ | -43\% | $(116,679)$ | -63\% |
| Impairment of Assets | $(397,257)$ | - | - | $(6,752)$ | 5784\% |
| Provision for tax credit (ICMS) | $(14,423)$ | $(146,168)$ | -90\% | $(11,978)$ | 20\% |
| Provision for contingencies | $(118,767)$ | $(21,862)$ | 443\% | $(2,776)$ | 4178\% |
| Recovery of insurance claims expenses | 17,351 | 36,804 | -53\% | 29,596 | -41\% |
| Result of the non-operating asset sale/write-off | $(3,149)$ | 53,000 | - | 2,519 | - |
| Other Operating Income and Expenses, Net | $(47,258)$ | $(60,385)$ | -22\% | $(53,910)$ | -12\% |
| EBIT | 2,198,747 | 4,769,656 | -54\% | 531,465 | 314\% |
| EBIT Margin | 24.4\% | 49.7\% | -25.3 p.p. | 12.1\% | + 12.2 p.p. |
| Financial Result | $(420,020)$ | 1,332,266 | - | $(167,817)$ | 150\% |
| Financial Income | 164,335 | 992,561 | -83\% | 57,014 | 188\% |
| Financial Expenses | $(256,265)$ | $(143,188)$ | 79\% | $(122,732)$ | 109\% |
| Net foreing exchange gain and losses | $(328,090)$ | 482,893 | - | $(102,099)$ | 221\% |
| Equity in the results of investees | 72,524 | 55,458 | 31\% | 40,031 | 81\% |
| Operating Profit or Loss | 1,851,251 | 6,157,380 | -70\% | 403,679 | 359\% |
| Income Tax / Social Contribution | $(27,508)$ | $(1,614,171)$ | -98\% | $(205,597)$ | -87\% |
| Net Income or Loss | 1,823,743 | 4,543,209 | -60\% | 198,082 | 821\% |
| Net Margin | 20.2\% | 47.3\% | -27.1 p.p. | 4.5\% | +15.7 p.p. |
| Attributable: |  |  |  |  |  |
| Shareholders | 1,562,215 | 4,168,048 | -63\% | 57,118 | 2635\% |
| Minority Shareholders | 261,528 | 375,161 | -30\% | 140,964 | 86\% |
| EBITDA (Instruction CVM 527) | 2,514,733 | 5,075,773 | -50\% | 819,962 | 207\% |
| EBITDA Margin (Instruction CVM 527) | 27.9\% | 52.9\% | -25.0 p.p. | 18.7\% | + 9.1 p.p. |
| Adjusted EBITDA - Jointly-controlled subsidiaries proportional EBITDA | 2,886,314 | 5,065,644 | -43\% | 825,980 | 249\% |
| Adjusted EBITDA Margin | 32.0\% | 52.8\% | -20.8 p.p. | 18.9\% | +13.1 p.p. |
| Depreciation and Amortization | 243,462 | 250,659 | -3\% | 248,466 | -2\% |

## Income Statement - Consolidated | IFRS

|  |  | 9M20 | $\begin{gathered} \Delta \\ 142 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| R\$ thousand | 9M21 |  |  |
| Net Revenues | 25,687,750 | 10,613,782 |  |
| Domestic Market | 20,443,877 | 7,578,111 | 170\% |
| Exports | 5,243,873 | 3,035,671 | 73\% |
| COGS | $(16,446,704)$ | $(8,930,057)$ | 84\% |
| Gross Profit | 9,241,046 | 1,683,725 | 449\% |
| Gross Margin | 36.0\% | 15.9\% | + 20.1 p.p. |
| Operating Income (Expenses) | $(147,083)$ | $(964,615)$ | -85\% |
| Selling Expenses | $(417,832)$ | $(301,950)$ | 38\% |
| Provision for Doubtful Accounts | $(6,240)$ | $(27,943)$ | -78\% |
| Other Selling Expenses | $(411,592)$ | $(274,007)$ | 50\% |
| General and Administrative | $(340,022)$ | $(304,447)$ | 12\% |
| Other Operating Income (Expenses) | 610,771 | $(358,218)$ | - |
| Inventories Adjustments | $(112,588)$ | $(3,307)$ | 3305\% |
| Credit of tax - Inclusion of ICMS in the base calculation of PIS and COFINS | 1,665,023 | 9,569 | 17300\% |
| Legal charges | $(19,467)$ | $(16,091)$ | 21\% |
| Idleness expenses (includes depreciation) | $(190,194)$ | $(266,762)$ | -29\% |
| Impairment of Assets | $(397,257)$ | $(6,752)$ | 0\% |
| Provision for tax credit (ICMS) | $(172,677)$ | $(33,868)$ | 410\% |
| Provision for contingencies | $(153,232)$ | 25,237 | - |
| Recovery of insurance claims expenses | 87,465 | 98,432 | -11\% |
| Result of the non-operating asset sale/write-off | 66,634 | 9,620 | 593\% |
| Other Operating Income and Expenses, Net | $(162,936)$ | $(174,296)$ | -7\% |
| EBIT | 9,093,963 | 719,110 | 1165\% |
| EBIT Margin | 35.4\% | 6.8\% | + 28.6 p.p. |
| Financial Result | 536,505 | $(1,306,904)$ | - |
| Financial Income | 1,232,936 | 183,097 | 573\% |
| Financial Expenses | $(495,909)$ | $(439,125)$ | 13\% |
| Net foreing exchange gain and losses | $(200,522)$ | $(1,050,876)$ | -81\% |
| Equity in the results of investees | 164,686 | 100,872 | 63\% |
| Operating Profit (Loss) | 9,795,154 | $(486,922)$ | - |
| Income Tax / Social Contribution | $(2,223,305)$ | $(134,037)$ | 1559\% |
| Net Income (Loss) | 7,571,849 | $(620,959)$ | - |
| Net Margin | 29.5\% | -5.9\% | +35.3 p.p. |
| Attributable: |  |  |  |
| Shareholders | 6,662,058 | $(886,331)$ | - |
| Minority Shareholders | 909,791 | 265,372 | 243\% |
| EBITDA (Instruction CVM 527) | 10,001,407 | 1,567,396 | 538\% |
| EBITDA Margin (Instruction CVM 527) | 38.9\% | 14.8\% | + 24.2 p.p. |
| Adjusted EBITDA - Jointly-controlled subsidiaries proportional EBITDA | 10,371,719 | 1,586,560 | 554\% |
| Adjusted EBITDA Margin | 40.4\% | 14.9\% | + 25.4 p.p. |
| Depreciation and Amortization | 742,758 | 747,414 | -1\% |

Cash Flow - Consolidated | IFRS
Cash Flow - Consolidated | IFRS

## Operating Activities Cash Flow

Net Income or Loss in the Period
Financial Expenses and Monetary Var. / Net Exchge Var.
Interest Expenses
Depreciation and Amortization
Losses/(gains) on Sale of Property, Plant and Equipment
Equity in the Results of Subsidiaries/Associated Companies
Impairment of Assets
Difered Income Tax and Social Contribution
Constitution (reversal) of Provisions
Actuarial Gains and losses

## Total

(Increase)/Decrease of Assets
Accounts Receivables Customer
Inventories
Recovery of Taxes
Judicial Deposits
Receivables Eletrobras
Others
Total
Increase /(Decrease) of Liabilities
Suppliers, Contractors and Freights
Amounts Owed to Affiliated Companies
Customers Advances
Tax Payable
Securities Payable Forfaiting
Actuarial Liability Payments
Others
Total
Cash Generated from Operating Activities
Interest Paid
Income Tax and Social Contribution


## Cash Flow - Consolidated | IFRS

## R\$ thousand

| Operating Activities Cash Flow |  |  |
| :---: | :---: | :---: |
| Net Income (Loss) in the Period | 7,571,849 | $(620,959)$ |
| Financial Expenses and Monetary Var. / Net Exchge Var. | $(568,532)$ | 1,225,262 |
| Interest Expenses | 190,997 | 244,078 |
| Depreciation and Amortization | 742,758 | 747,414 |
| Losses/(gains) on sale of property, plant and equipment | $(66,634)$ | $(9,620)$ |
| Equity in the Results of Subsidiaries/Associated Companies | $(164,686)$ | $(100,872)$ |
| Impairment of Assets | 397,257 | 6,751 |
| Difered Income Tax and Social Contribution | 99,562 | $(279,616)$ |
| Constitution (reversal) of Provisions | 708,877 | 580,386 |
| Actuarial Gains and losses | 73,057 | 64,582 |
| Total | 8,984,505 | 1,857,406 |
| Increase/Decrease of Assets |  |  |
| Accounts Receivables Customer | $(1,536,642)$ | $(455,238)$ |
| Inventories | $(3,214,520)$ | 234,923 |
| Recovery of Taxes | $(355,302)$ | $(128,731)$ |
| Judicial Deposits | 25,722 | $(10,533)$ |
| Receivables Eletrobras | - | 311,534 |
| Receivables from Related Companies | - | 1,651 |
| Others | $(186,616)$ | $(149,096)$ |
| Total | (5,267,358) | $(195,490)$ |
| Increase /(Decrease) of Liabilities |  |  |
| Suppliers, contractors and freights | 764,564 | 114,867 |
| Amounts Owed to Affiliated Companies | 8,411 | $(14,184)$ |
| Customers Advances | $(44,304)$ | 57,935 |
| Tax Payable | 1,085,657 | 417,592 |
| Securities Payable Forfaiting | 105,355 | 313,381 |
| Actuarial Liability payments | $(32,046)$ | $(16,772)$ |
| Actuarial Liability Received - PB1 | - | 393,933 |
| Others | $(105,218)$ | 76,772 |
| Total | 1,782,419 | 1,343,524 |
| Cash Generated from Operating Activities | 5,499,566 | 3,005,440 |
| Interest Paid | $(343,484)$ | $(330,146)$ |
| Income Tax and Social Contribution | $(1,576,195)$ | $(142,703)$ |
| Net Cash Generated from Operating Activities | 3,579,887 | 2,532,591 |
| Investments activities cash flow |  |  |
| Marketable Securities | 63 | $(642,053)$ |
| Fixed asset acquisition | $(857,662)$ | $(537,363)$ |
| Fixed asset sale receipt | 103,089 | 24,348 |
| Dividends Received | 11,967 | 6,821 |
| Purchase of Intangible Assets | $(20,914)$ | $(16,822)$ |
| Net Cash Employed on Investments Activities | $(763,457)$ | $(1,165,069)$ |
| Financial Activities Cash Flow |  |  |
| Payment of Loans, Financ. \& Debent. | $(5,779)$ | $(11,116)$ |
| Swap | - | $(153,029)$ |
| Dividends and Interest on Capital | $(368,757)$ | $(59,423)$ |
| Net Cash Generated from (Employed on) Financial Activities | $(374,536)$ | $(223,568)$ |
| Exchange Variation on Cash and Cash Equivalents | $(16,433)$ | 27,154 |
| Net Increase (Decrease) of Cash and Cash Equivalents | 2,425,461 | 1,171,108 |
| Cash and Cash Equivalents at the Beginning of the Period | 3,261,288 | 1,252,966 |
| Cash and Cash Equivalents at the End of The Period | 5,686,749 | 2,424,074 |
| RECONCILIATION WITH BALANCE SHEET |  |  |
| Cash and cash equivalents at the beginning of the period | 3,261,288 | 1,252,966 |
| Marketable securities at the beginning of the period | 1,606,816 | 668,175 |
| Cash and cash equivalents at the beginning of the period | 4,868,104 | 1,921,141 |
| Net increase (decrease) of cash and cash equivalentes | 2,425,461 | 1,171,108 |
| Net increase (decrease) of marketable securities | (63) | 642,053 |
| Cash and cash equivalents at the end of the period | 5,686,749 | 2,424,074 |
| Marketable securities at the end of the period | 1,606,753 | 1,310,228 |
| Cash and cash equivalents at the end of the period | 7,293,502 | 3,734,302 |

