



Viana, May 14, 2021 – Fertilizantes Heringer (FHER3) – Under Court-supervised Reorganization – announces today its results for the first quarter of 2021 – **Conference call on May 17, 2021.**

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Conference Call in Portuguese

9:00 a.m. BRT (10:00 a.m. U.S. ET)
Phone: +55 (11) 3181-8565 / 4210-1803
Code: Heringer
Replay for a week:
+55 (11) 3193 1012

Conference Call in English

(SIMULTANEOUS TRANSLATION)
11:00 a.m. BRT (10:00 a.m. U.S. ET)
Phone: +1 (412) 717-9627 / (844) 204-8942
Code: Heringer
Replay for a week:
+55 (11) 3193 1012
Password: 4330245

HIGHLIGHTS:

EBITDA in 1Q21 significantly higher than in 1Q20;

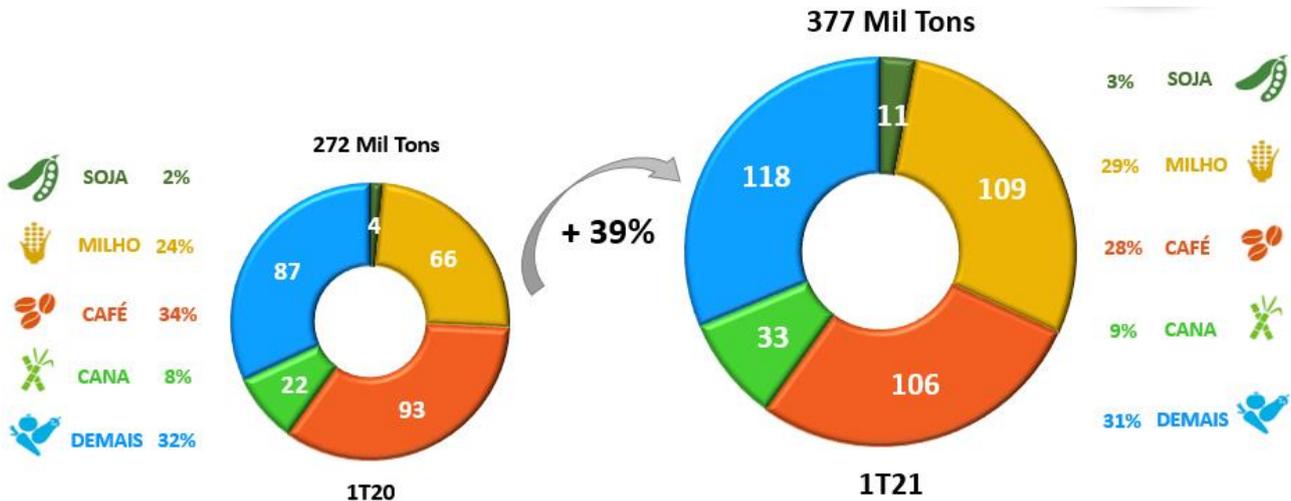
Improved Gross and EBITDA margins ever recorded in a first quarter;

Significant increase in delivered volume in 1QT21.



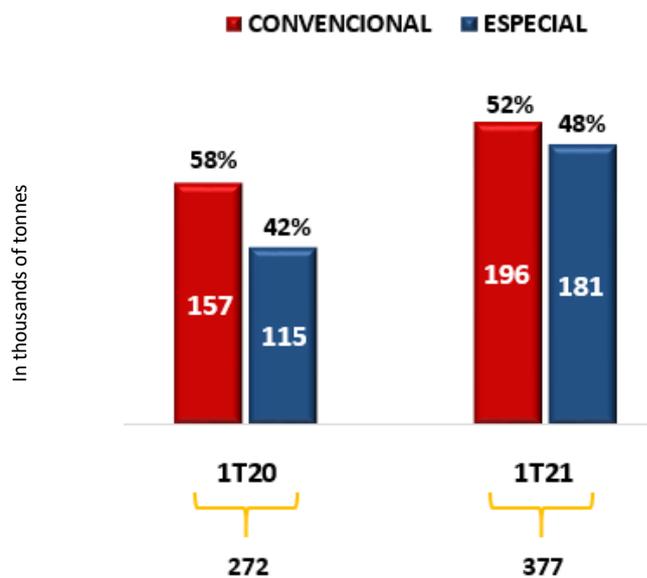
QUARTERLY DELIVERIES – VOLUME AND CROPS

Significant increase in the volume delivered in 1Q21 over 1Q20, maintaining sales diversity by crops.



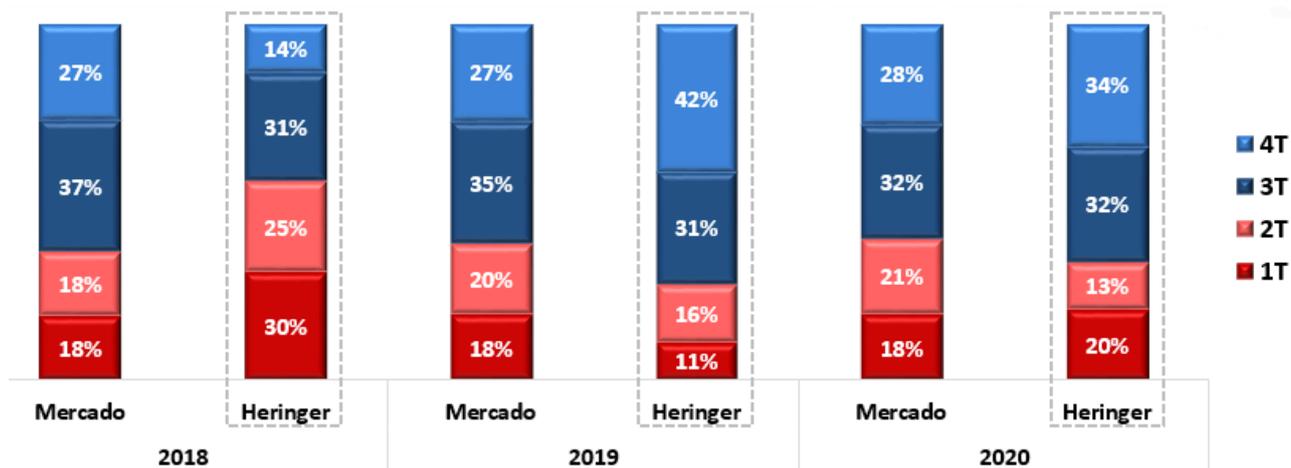
MIX OF DELIVERED PRODUCTS

Increase in the volume and percentage of deliveries of the Company's special product lines when compared to the same period of the previous year.





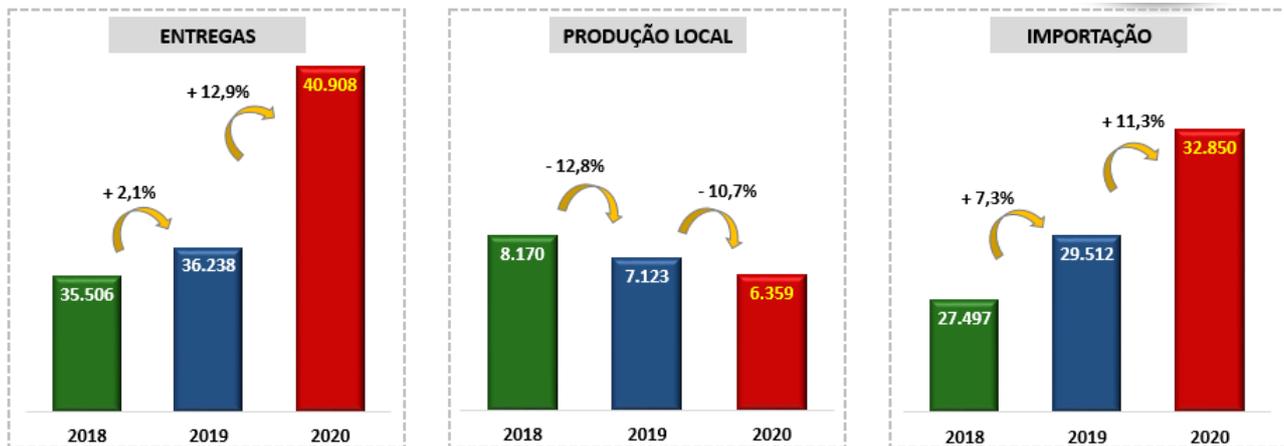
BRAZILIAN FERTILIZER MARKET AND HERINGER - (SEASONALITY)



- Brazilian market deliveries remained in line with historical seasonal trends. The Company has adapted to its new reality, with a distribution strategy focused mainly on the Southeast, North/Northeast and Midwest regions.
- The Company's performance in the 2nd quarter of 2018 already clearly reflected the financial difficulties of the operation, culminating in the Company's court-supervised reorganization and restructuring. This issue extended through the 1st half of 2019.
- In the 2nd half of 2019, the Company was already showing positive effects due to its operational restructuring, maintaining a higher concentration of deliveries and resuming the operational activities of one of the blending units that had been hibernated upon court-supervised reorganization request.
- In 2020, reactivation of the 2nd blending unit that had been hibernated, and return of the Company to historical levels of seasonal deliveries.



BRAZILIAN FERTILIZER MARKET (Thousand tonnes)



Source:

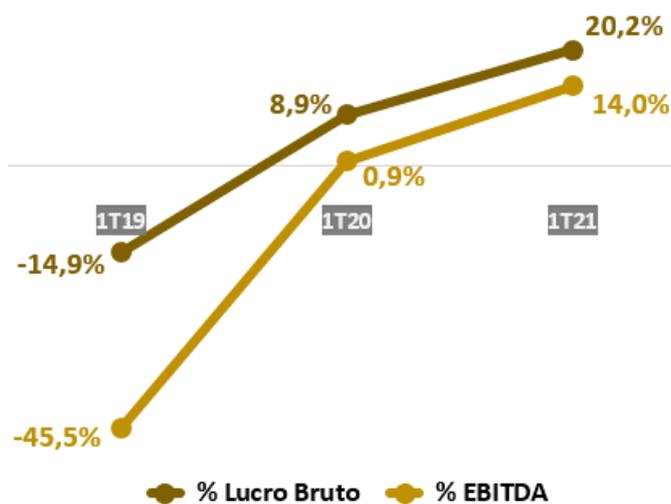
Deliveries: Increase of 12.9% over 2019, maintaining the upward trend observed in demand in recent years.

Domestic Production: Decline of 10.7% in supply, mainly of MAP and urea, the latter due to the stoppage of Petrobras' units.

Imports: Significant increase of 11.3% in order to offset the decline in the country's production, thus meeting the increase in demand for deliveries.

FINANCIAL PERFORMANCE

OPERATING RESULTS *



(R\$ Mil)	1T19	1T20	1T21
Receita Líquida	135.386	387.070	741.293
Lucro Bruto	-20.212	34.612	149.392
EBITDA	-61.639	3.424	103.800

* Percentage of net revenue

Greatest Gross Margins and EBITDA ever recorded in a first quarter. An important evolution, showing the Company's recovery process.

1Q21 DRE (R\$ THOUSAND)

(R\$ MIL)	1T21	% RL	1T20	% RL	Δ % 21/20
Volume	376.550		271.895		38,5%
Receita Líquida	741.293	100,0%	387.070	100,0%	91,5%
CPV	(591.901)	-79,8%	(352.458)	-91,1%	67,9%
Lucro Bruto	149.392	20,2%	34.612	8,9%	331,6%
Fretes e Comissões	(19.008)	-2,6%	(13.645)	-3,5%	39,3%
VG&A	(33.891)	-4,6%	(24.121)	-6,2%	40,5%
EBITDA	103.800	14,0%	3.424	0,9%	2931,5%
Resultado Financeiro Líquido	(106.687)	-14,4%	(232.353)	-60,0%	-54,1%
Resultado Líquido	(7.456)	-1,0%	(204.994)	-53,0%	-96,4%

Net Revenue: Significant growth of more than 90%, impacted by increased volume delivered and better sales prices.



Gross

Profit: Best result ever recorded in a first quarter. The significant increase in comparison to the same period of the previous year is also due to the increase in sales volume, combined with the search for better business opportunities in search of profitability, which contributed to the growth in margins.

EBITDA: As well as the Gross Profit, it was also the best EBITDA ever achieved by the Company in a first quarter, much higher when compared to 1Q20.

Net financial result: 1Q21 was 54% lower than 1Q20, which had been heavily impacted by the exchange rate variation at the time, the result of a devaluation of more than 33% of the real against the dollar.

Net Result: Even presenting a loss of R\$7.5 million, however, it is significantly lower than the loss recorded in the same period of 2020.

BALANCE SHEET – (R\$ THOUSAND)

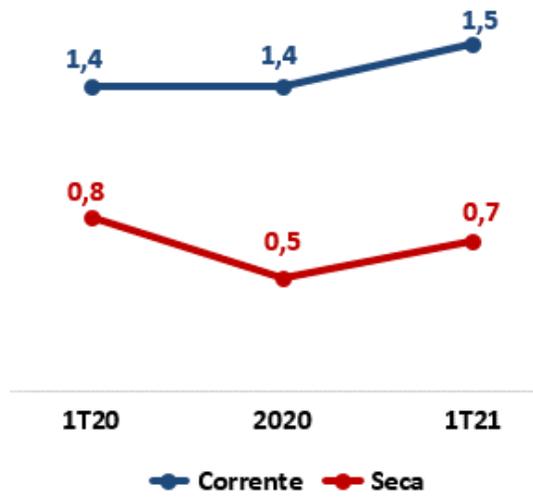
ATIVO			PASSIVO E PATRIMÔNIO LÍQUIDO		
	1T21	2020		1T21	2020
Circulante			Circulante		
Caixa e equivalentes de caixa	52.981	39.970	Fornecedores	354.841	317.836
Contas a receber de clientes	203.155	186.650	Empréstimos e financiamentos	60.687	267.536
Estoques	466.951	587.931	Contas a Pagar - Recuperação Judicial	1.564	8.353
Tributos a recuperar	29.902	32.515	Outros passivos	117.257	98.729
Outros ativos	71.092	89.851		534.349	692.454
	824.081	936.917			
Não Circulante			Não Circulante		
Tributos a recuperar	403.533	402.769	Fornecedores	12.672	12.672
Outros ativos	47.230	45.969	Impostos diferidos	255.657	258.065
Imobilizado e Intangível	428.455	425.258	Outros passivos	53.237	75.153
	879.218	873.996	Contas a Pagar - Recuperação Judicial	1.002.959	920.688
				1.324.525	1.266.578
Total ATIVO	1.703.299	1.810.913	Patrimônio Líquido	-155.575	-148.119
			Total PASSIVO e PL	1.703.299	1.810.913

At the end of 2020, there was an opportunity to anticipate raw material purchases, and this balance of inventories was realized during 1Q21, in view of the almost 40% increase in volume delivered in the period.

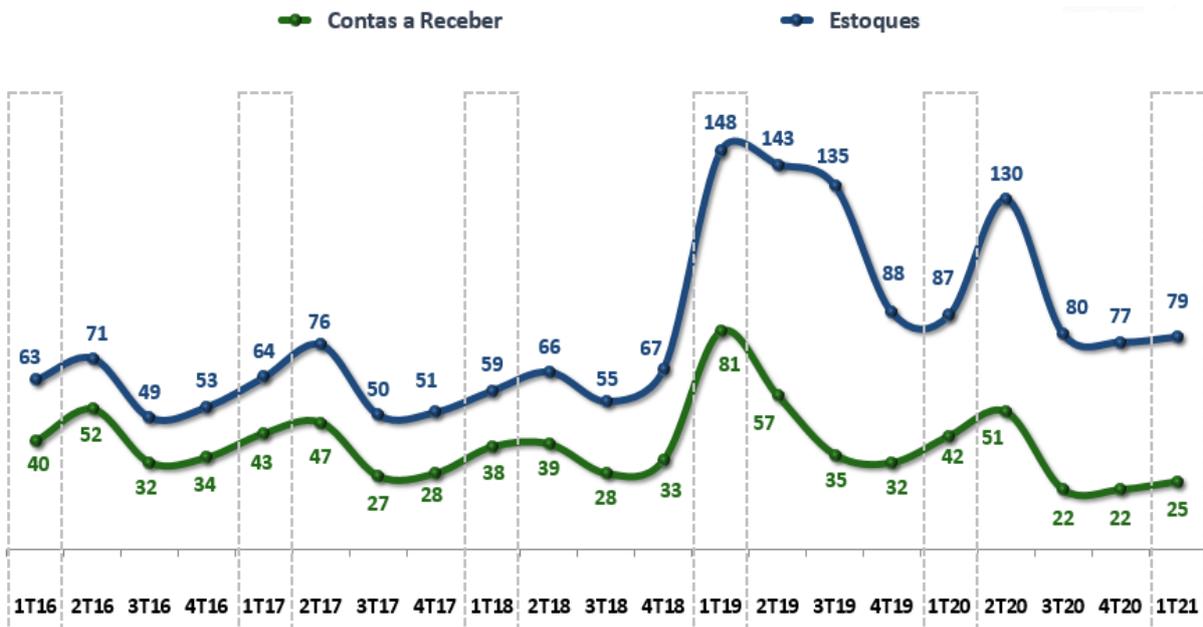
In 1Q21, the reduction in short-term "loans and financing" is due to the anticipation of payments of FIDCs, related to the working capital line of credit.



Índices de liquidez



ACCOUNTS RECEIVABLE AND INVENTORY PERIODS





CASH FLOW

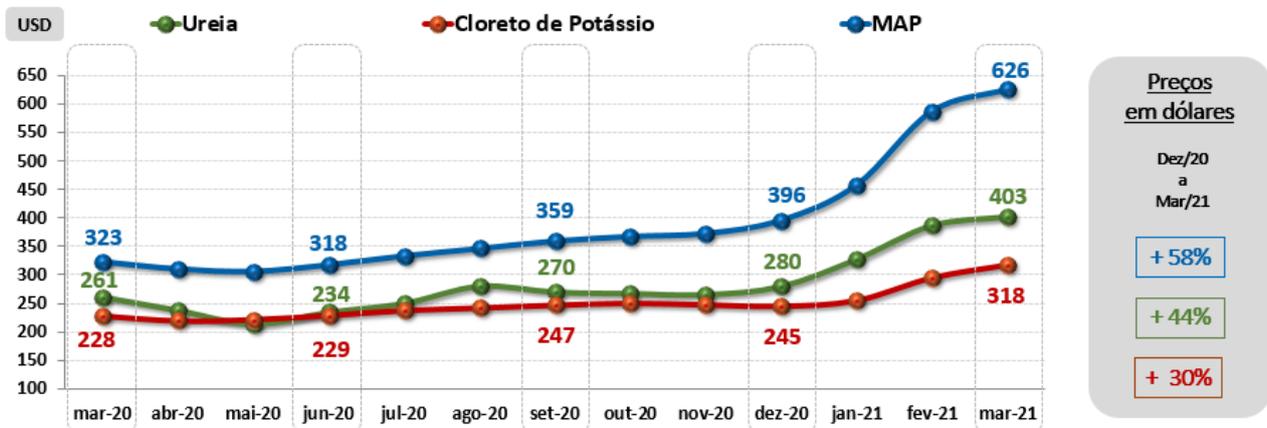
At the end of 1Q21, Heringer's cash and cash equivalents totaled R\$53.0 million. See below the main items that make up the variation in comparison with the previous period:

- Loss before income tax and social contribution of R\$9.6 million;
- Non-cash expenses of R\$118.7 million, basically comprising interest and exchange loss;
- Decrease of R\$125.1 million in asset accounts, especially in inventory;
- Increase of R\$7.3 million in liability accounts, mainly composed of suppliers;
- Net investment of R\$9.9 million;
- Negative net cash flow from financing activities of R\$218.6 million.

	1T21
Resultado antes do IR e CS	(9.597)
Despesas (receitas) que não afetam o caixa	118.711
Redução/(Aumento) nas contas de ativos	125.133
(Redução)/Aumento nas contas de passivos	7.262
Fluxo de caixa das atividades operacionais	241.508
Fluxo de caixa das atividades de investimentos	(9.906)
Fluxo de Caixa Livre	231.602
Fluxo de caixa das atividades de financiamentos	(218.591)
	13.011
Demonstração do Caixa	
Caixa no início do período	39.970
Caixa no final do período	52.981
Varição do caixa no período	13.011



IMPORTED RAW MATERIAL PRICE PERFORMANCE



Source: SIACESP/FOB Brasil

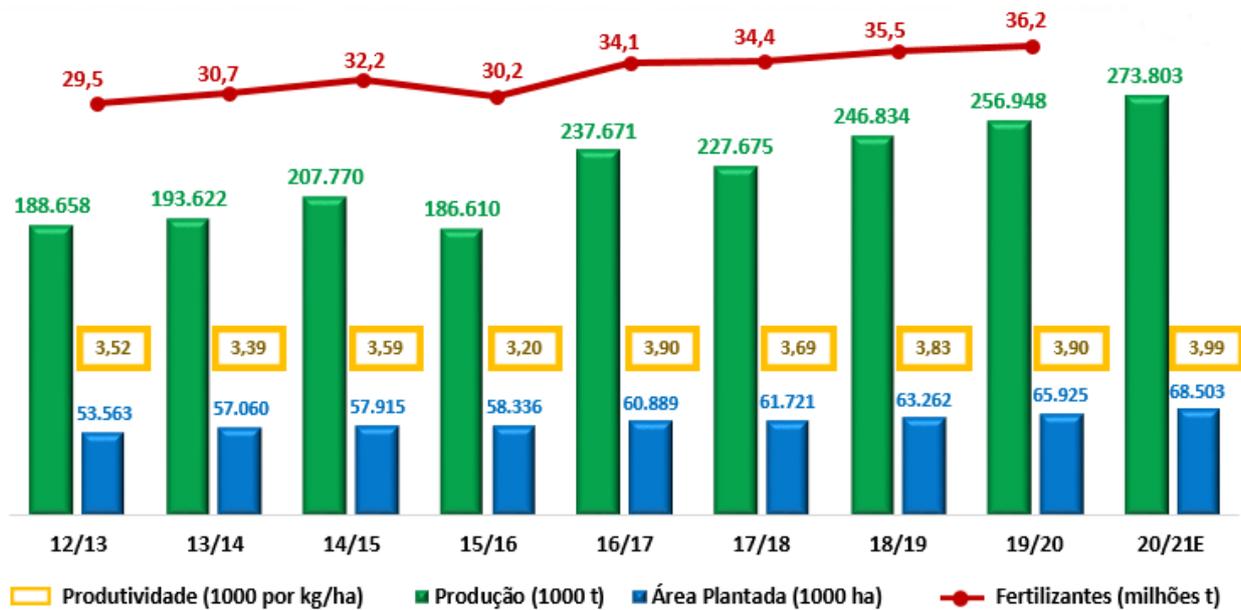
Significant increase in the prices of both raw materials, a result of the great demand from the main agricultural producer markets around the world.

GRAIN PRODUCTION AND PLANTED AREA

The sixth estimate for the 2020/2021 grain harvest shows a significant growth in production, with a volume of 273.8 million tonnes, 6.6% or 16.9 million tonnes higher than that obtained in 2019/2020.

Compared to the previous month estimate, we recorded a gain of 1.5 million tonnes, mainly supported by the 1.1% growth in the second corn crop planted area and the productivity gain in soybeans.

Planted area increased by 3.9% over the area used in the previous harvest, estimated at 68.5 million hectares. After the harvest (mainly of soy and first corn crop), in about 30% of the harvested area, second, third and winter crops are grown, which amounts to about 20 million hectares, therefore, to obtain 273.8 million tons in the country, 48.5 million hectares are cultivated.

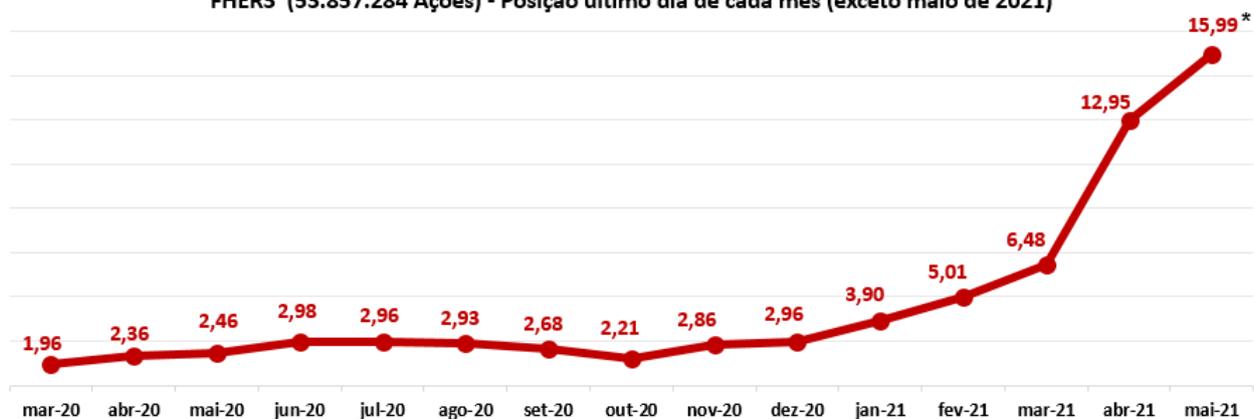


Grain: Corn, soybean, rice, beans, sorghum, castor bean, cotton, sunflower, barley, rye, canola, oat, peanut, wheat and triticale.
Total Brazil (all crops) Source: 7th CONAB survey for the 2020/2021 harvest - April 2021

FHER3 – FLUCTUATIONS

FHER3
B3 LISTED NM

FHER3 (53.857.284 Ações) - Posição último dia de cada mês (exceto maio de 2021)



* Share price on 5/6/2021



APPENDIX I – BALANCE SHEET

(em milhares de Reais)

ATIVO	mar/21	dez/20	PASSIVO E PASSIVO A DESCOBERTO	mar/21	dez/20
Circulante			Circulante		
Caixa e equivalentes de caixa	52.981	39.970	Fornecedores	354.841	317.836
Contas a receber de clientes	203.155	186.650	Contas a Pagar - Recuperação Judicial	1.564	8.353
Estoques	466.951	587.931	Empréstimos e financiamentos	60.687	267.536
Tributos a recuperar	29.902	32.515	Outros Passivos	117.256	98.729
Demais contas a receber	71.092	89.851		534.348	692.454
	824.081	936.917			
Não Circulante			Não Circulante		
Tributos a recuperar	403.533	402.769	Impostos diferidos	255.657	258.065
Outros Créditos	46.140	45.969	Outros Passivos	64.821	87.825
Realizável a Longo Prazo	449.673	448.738	Contas a Pagar - Recuperação Judicial	1.002.959	920.688
				1.323.437	1.266.578
Imobilizado e Intangível	428.456	425.258	Total PASSIVO	1.857.785	1.959.032
	878.129	873.996	Patrimônio líquido e Passivo a Descoberto		
			Capital Social	585.518	585.518
			Ajuste de avaliação patrimonial	38.244	38.393
			Prejuízos Acumulados	-779.337	-772.030
				-155.575	-148.119
Total ATIVO	1.702.210	1.810.913	Total PASSIVO E PATRIMONIO LÍQUIDO (PASSIVO A DESCOBERTO)	1.702.210	1.810.913



APPENDIX II – 1Q21 STATEMENT OF PROFIT AND LOSS

(em milhares de Reais)					
	1T21	%RL	1T20	%RL	21 x 20
Receita bruta de vendas	748.994		392.391		90,9%
Impostos e outras deduções de vendas	(7.700)		(5.321)		44,7%
Receita líquida de vendas	741.293	100,0%	387.070	100,0%	91,5%
Custos dos produtos vendidos	(591.901)	-79,8%	(352.458)	-91,1%	67,9%
Lucro Bruto	149.392	20,2%	34.612	8,9%	331,6%
Despesas operacionais	(52.304)	-7,1%	(38.301)	-9,9%	36,6%
Com vendas	(26.461)	-3,6%	(20.071)	-5,2%	31,8%
Gerais e administrativas	(26.438)	-3,6%	(17.695)	-4,6%	49,4%
Outras despesas operacionais, líquidas	595	0,1%	(535)	-0,1%	n.m.
Lucro (Prejuízo) Operacional	97.088	13,1%	(3.689)	-1,0%	2732,0%
Resultado Financeiro Líquido	(106.687)	-14,4%	(232.353)	-60,0%	-54,1%
Receitas Financeiras	7.236	1,0%	7.933	2,0%	-8,8%
Despesas financeiras	(28.792)	-3,9%	(34.848)	-9,0%	-17,4%
Variação cambial líquida	(85.131)	-11,5%	(205.438)	-53,1%	-58,6%
Resultado antes do imposto de renda e contribuição social	(9.599)	-1,3%	(236.041)	-61,0%	-95,9%
Imposto de renda e contribuição social	2.141	0,3%	31.048	8,0%	-93,1%
Exercício Corrente	(267)	0,0%	-	0,0%	0,0%
Diferido	2.408	0,3%	31.048	8,0%	-92,2%
Resultado Líquido do período	(7.458)	-1,0%	(204.994)	-53,0%	-96,4%
EBITDA	103.798	14,0%	3.424	0,9%	2931,6%
Prejuízo antes do resultado financeiro e impostos	97.088	13,1%	(3.689)	-1,0%	2732,0%
Depreciação e Amortização	6.710	0,9%	7.113	1,8%	-5,7%



EBITDA (Earnings Before Interest, Tax, Depreciation and Amortization) is presented as additional information, given our belief that it is an important indicator of our operating performance, as well as useful for comparing our performance with that of other companies in the sector. However, no single figure should be considered a substitute for net income calculated in accordance with the Brazilian corporate law (BR GAAP), or even as a measure of Heringer's profitability. Moreover, our calculations may not be comparable with similar measures adopted by other companies in the sector.

We make forward-looking statements that are subject to risks and uncertainties. These forward-looking statements are based on the beliefs and assumptions of Heringer's Management and on information currently available. Forward-looking statements include information about our current plans, beliefs or expectations, as well as those of Heringer's Board of Directors and Executive Officers.

The reservations related to forward-looking statements also include information on possible or presumed operating results, as well as any statements preceded, followed or including words such as "believe", "may", "will", "continue", "expect", "foresee", "intend", "plan", "estimate" or similar expressions.

Forward-looking statements are not guarantees of performance. They involve risks, uncertainties and assumptions, as they refer to future events, thus depending on circumstances that may or may not occur. Future results and value creation for shareholders may differ significantly from those expressed or implied in these forward-looking statements. Many factors that may determine these results and figures are beyond Heringer's control or ability to predict.