



Paulínia, May 09, 2025 – Fertilizantes Heringer (FHER3) – announces today its results for the first quarter of 2025 – **Conference Call scheduled for May 12, 2025**

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Portuguese Conference Call

11:00 a.m. BRT (08:00 a.m. U.S. ET)

PARTICIPANTS:
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English Conference Call

(SIMULTANEOUS TRANSLATION)

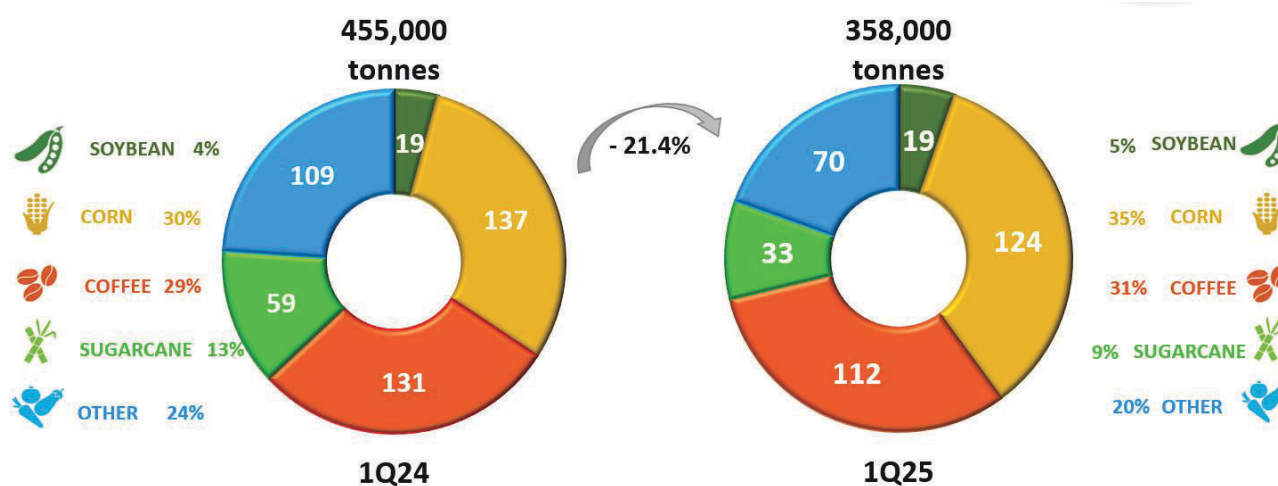
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❖ THE COMPANY

QUARTERLY DELIVERIES – VOLUMES AND CROPS

The volume reduction in 1Q25 was mainly due to the focus on profitability and credit risk aversion.





DELIVERED PRODUCT MIX *

Focus on differentiation and diversification of the premium product portfolio, aiming at higher profitability. Example of margin aggregation in the premium coffee product portfolio, considering value capture logic.



* In thousands of tonnes

❖ FINANCIAL PERFORMANCE

1Q25 INCOME STATEMENT (R\$ THOUSAND)

(R\$ THOUSAND)	1Q25	% of NR	1Q24	% of NR	Δ % 25/24
Volume	357.712		455.323		-21,4%
Net Revenue	905.150	100,0%	970.159	100,0%	-6,7%
COGS	(858.821)	-94,9%	(952.799)	-98,2%	-9,9%
Gross Result	46.329	5,1%	17.360	1,8%	166,9%
Freight and Commissions	(24.946)	-2,8%	(27.069)	-2,8%	-7,8%
SG&A	(42.030)	-4,6%	(55.986)	-5,8%	-24,9%
Other operating income, Net	2.778	0,3%	(235)	0,0%	1282,1%
EBITDA	3.539	0,4%	(52.116)	-5,4%	106,8%
Net Financial Result	176.876	19,5%	(89.273)	-9,2%	298,1%
Net Income (Loss)	59.577	6,6%	(144.175)	-14,9%	141,3%
Gross Profit - R\$ / Tonnes	129,51		38,13		240%

- **Net Revenue:** In 1Q25, Net Revenue totaled R\$905.1 million, lower than the R\$970.1 million reported in 1Q24, maintaining the focus on profitability, despite the drop in volume delivered in 1Q25 when, compared to 1Q24, we observe that a recovery in sales margins.



- **SG&A:** SG&A totaled R\$42.0 million in 1Q25, higher than the R\$55.9 million recorded in 1Q24.
- **EBITDA:** Came in positive by R\$3.5 million in 1Q25, higher than the negative R\$52.1 million reported in 1Q24.

1Q25 FINANCIAL RESULTS (R\$ THOUSAND)

	1Q25	% of NR	1Q24	% of NR	Δ % 25/24
EBITDA	3.539	0,4%	(52.116)	-5,4%	106,8%
Financial Expenses	176.876	19,5%	(89.273)	-9,2%	298,1%
Exchange Rate Variation, Net (unrealized)	291.452	32,2%	(57.950)	-6,0%	602,9%
Court-Supervised Reorganization Interest / Loans and Other Financial Expenses	(114.576)	-12,7%	(31.323)	-3,2%	265,8%
Income Tax/Social Contribution and Depreciation	(120.838)	-13,4%	(2.786)	-0,3%	4237,3%
Net Income (Loss)	59.577	6,6%	(144.175)	-14,9%	141,3%

- **Exchange Rate Variation:** The appreciation of around 7% of the BRL against the USD in 1Q25 led to a positive net exchange rate variation of R\$291.4 million;
- **Other financial expenses:** refer to charges on the debt related to the court-supervised reorganization and short-term loans.

CASH FLOW

In 1Q25, Heringer recorded cash equivalents of R\$221.7 million. See below the main items making up the variation in the period:

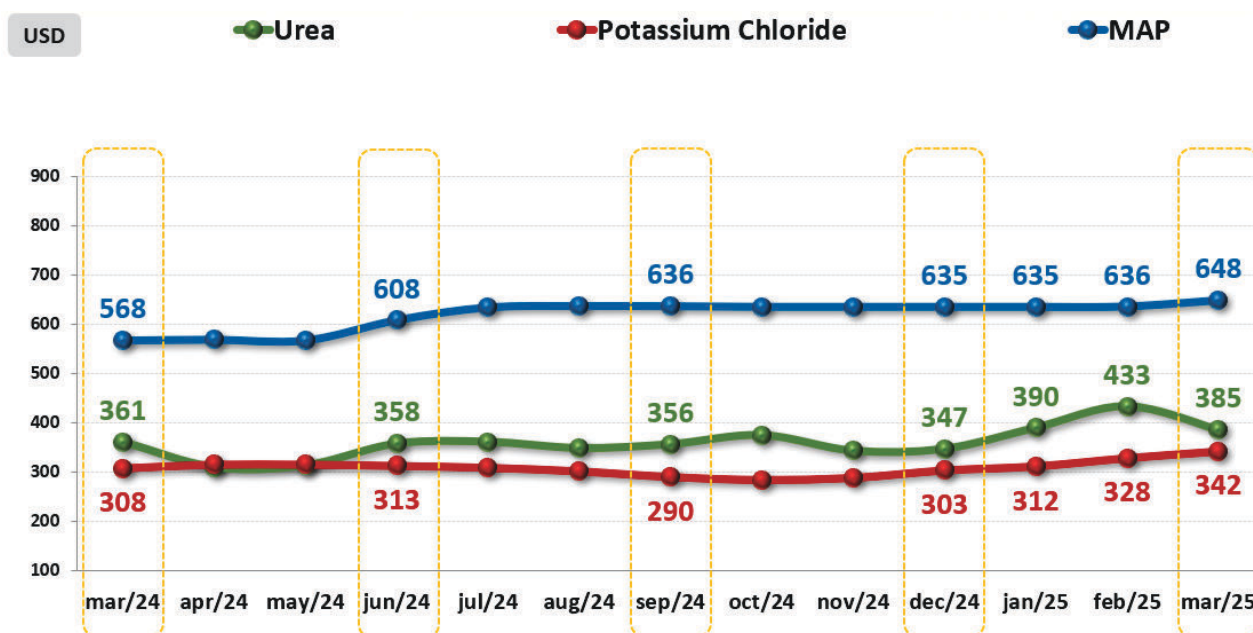
- Positive result before income tax and social contribution of R\$159.0 million;
- Non-cash revenues of R\$239.2 million, mainly comprising interest and unrealized exchange gains;
- Decrease of R\$353.6 million in asset accounts, mainly due to inventories;
- Decrease of R\$139.7 million in liability accounts, mainly composed of suppliers;
- Net investment of R\$10.3 million, mainly composed of work to adjust the units;



CASH FLOW	2025
Profit (Loss) before Income Tax and Social Contribution	159.007
Non-cash expenses (income)	(239.227)
Adjusted result after non-cash effects	(80.220)
Decrease/(Increase) in assets	353.585
(Decrease)/Increase in liabilities	(139.720)
Cash flow from operating activities	133.645
Cash flow from investing activities	(10.309)
Free Cash Flow	123.336
Cash flow from financing activities	-
	123.336
Cash	
Cash at the beginning of the year	98.405
Cash at the end of the year	221.741
Change in cash during the year	123.336

❖ OUTLOOK

PERFORMANCE OF IMPORTED RAW MATERIAL PRICES



Source: Siacesp/ FOB Brasil



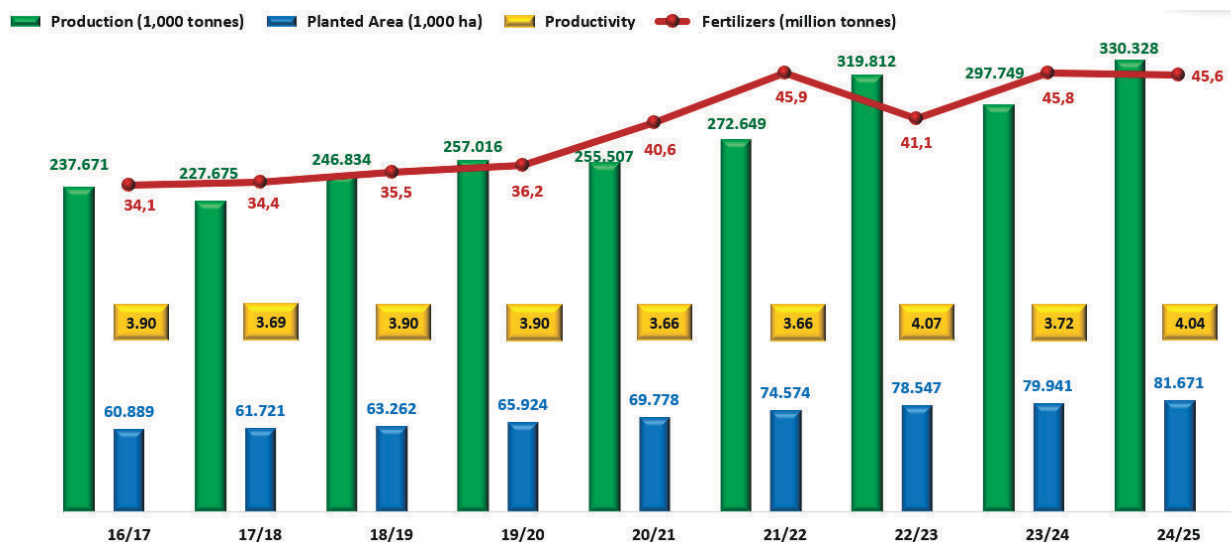
Prices in USD

Dec/24 to Mar/25	Mar/24 to Mar/25
+ 11%	+ 7%
+ 13%	+ 11%
+ 2%	+ 14%

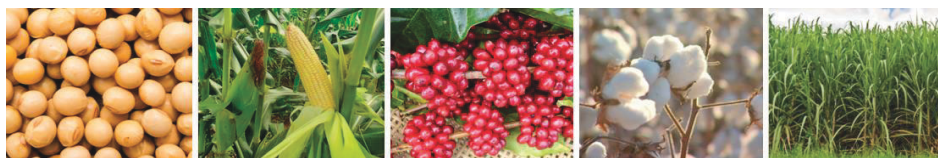
- **Urea:** the market faced volatility with demand from the northern hemisphere during the first quarter and the speculative effect of the Indian auction, but prices weakened with the end of the buying seasonality and an increase in global offers;
- **Potassium chloride:** with supply constraints for the second quarter, due to production cuts at large producers and heated demand in Brazil, KCL prices rose throughout the first quarter;
- **MAP:** restricted inventories, limited supply, and demand for soybeans maintained phosphate prices high in Brazil.

GRAIN PRODUCTION AND PLANTED AREA

According to the 7th CONAB survey on the 2024/25 harvest disclosed in April, Brazil should reach a record harvest of around 330.3 million tonnes, with grain production seeing an increase of 10.9%, compared to the 297.7 million tonnes reported in 2024/24.



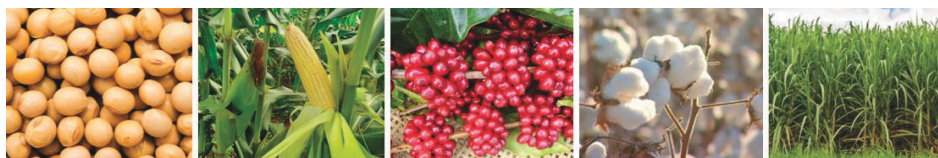
Grains: Corn, soybean, rice, bean, sorghum, castor bean, cotton, sunflower, barley, rye, canola, oat, peanut, wheat and triticale - total in Brazil (all crops) - Source: CONAB (National Supply Company)



APPENDIX I - BALANCE SHEET

(R\$ thousand)

ASSETS	mar/25	dez/24	LIABILITIES	mar/25	dez/24
Current			Current		
Cash and cash equivalents	221.741	98.405	Suppliers	2.076.009	2.362.924
Trade receivables	235.851	217.888	Accounts payable - Court-Supervised Reorganization	154.690	196.364
Inventories	1.247.624	1.479.327	Loans and financing	24.916	24.574
Taxes recoverable	196.567	194.888	Other Liabilities	229.403	259.403
Other receivables	170.133	266.998		2.485.018	2.843.265
	2.071.916	2.257.506			
Non-current			Non-current		
Taxes recoverable	184.364	200.607	Deferred taxes	242.459	143.029
Other Receivables	46.977	46.745	Other Liabilities	86.785	83.085
Non-current Receivables	231.341	247.352	Accounts payable - Court-Supervised Reorganization	1.178.431	1.193.741
				1.507.675	1.419.855
PP&E and Intangibles	601.789	611.038	Total LIABILITIES	3.992.693	4.263.120
			Equity and Liabilities		
			Share Capital	585.518	585.518
			Equity valuation adjustments	35.853	36.004
			Accumulated Losses	-1.709.018	-1.768.746
	833.130	858.390		-1.087.647	-1.147.224
Total ASSETS	2.905.046	3.115.896	Total LIABILITIES AND EQUITY	2.905.046	3.115.896



APPENDIX II – 1Q25 INCOME STATEMENT

(R\$ thousand)	1Q25	% of NR	1Q24	% of NR	25 vs. 24
Gross revenue from sales	940.489		1.008.871		-6,8%
Taxes and other sale deductions	(35.339)		(38.712)		-8,7%
Net revenue from sales	905.150	100,0%	970.159	100,0%	-6,7%
Cost of goods sold	(858.821)	-94,9%	(952.799)	-98,2%	-9,9%
Gross Profit	46.329	5,1%	17.360	1,8%	166,9%
Operating expenses	(64.198)	-7,1%	(83.290)	-8,6%	-22,9%
Selling expenses	(33.914)	-3,7%	(40.052)	-4,1%	-15,3%
General and administrative expenses	(33.062)	-3,7%	(43.003)	-4,4%	-23,1%
Other operating income, net	2.778	0,3%	(235)	0,0%	1282,1%
Operating Loss	(17.869)	-2,0%	(65.930)	-6,8%	-72,9%
Net Financial Result	176.876	19,5%	(89.273)	-9,2%	298,1%
Financial Income	9.132	1,0%	19.942	2,1%	-54,2%
Financial Expenses	(123.708)	-13,7%	(51.265)	-5,3%	141,3%
Exchange rate variation, net	291.452	32,2%	(57.950)	-6,0%	602,9%
Profit (loss) before income tax and social contribution	159.007	17,6%	(155.203)	-16,0%	202,5%
Income tax and social contribution	(99.430)	-11,0%	11.028	1,1%	-1001,6%
Current Year	-	0,0%	-	0,0%	0,0%
Deferred	(99.430)	-11,0%	11.028	1,1%	-1001,6%
Net Result for the Period	59.577	6,6%	(144.175)	-14,9%	141,3%
EBITDA	3.539	0,4%	(52.116)	-5,4%	106,8%
Loss before financial result and taxes	(17.869)	-2,0%	(65.930)	-6,8%	-72,9%
Depreciation and Amortization	21.408	2,4%	13.814	1,4%	55,0%



EBITDA (Earnings Before Interest, Tax, Depreciation, and Amortization) is presented as additional information, given our belief that it is an important indicator of our operational 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 under Brazilian Corporation 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 the 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 guarantee of performance. They involve risks, uncertainties and assumptions because they refer to future events and therefore depend 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 will determine these results, and figures are beyond Heringer's control or ability to predict.