





Conference Call

2Q13

August 01st, 2013

Disclamer

The statements that may eventually be made during this conference call relating to WEG's business perspectives, projections and operating and financial goals and to WEG's potential future growth are management beliefs and expectations, as well as information that are currently available.

These statements involve risks, uncertainties and the use of assumptions, as they relate to future events and, as such, depend on circumstances that may or may not be present.

Investors should understand that the general economic conditions, conditions of the industry and other operating factors may affect WEG's future performance and lead to results that may differ materially from those expressed in such future considerations.

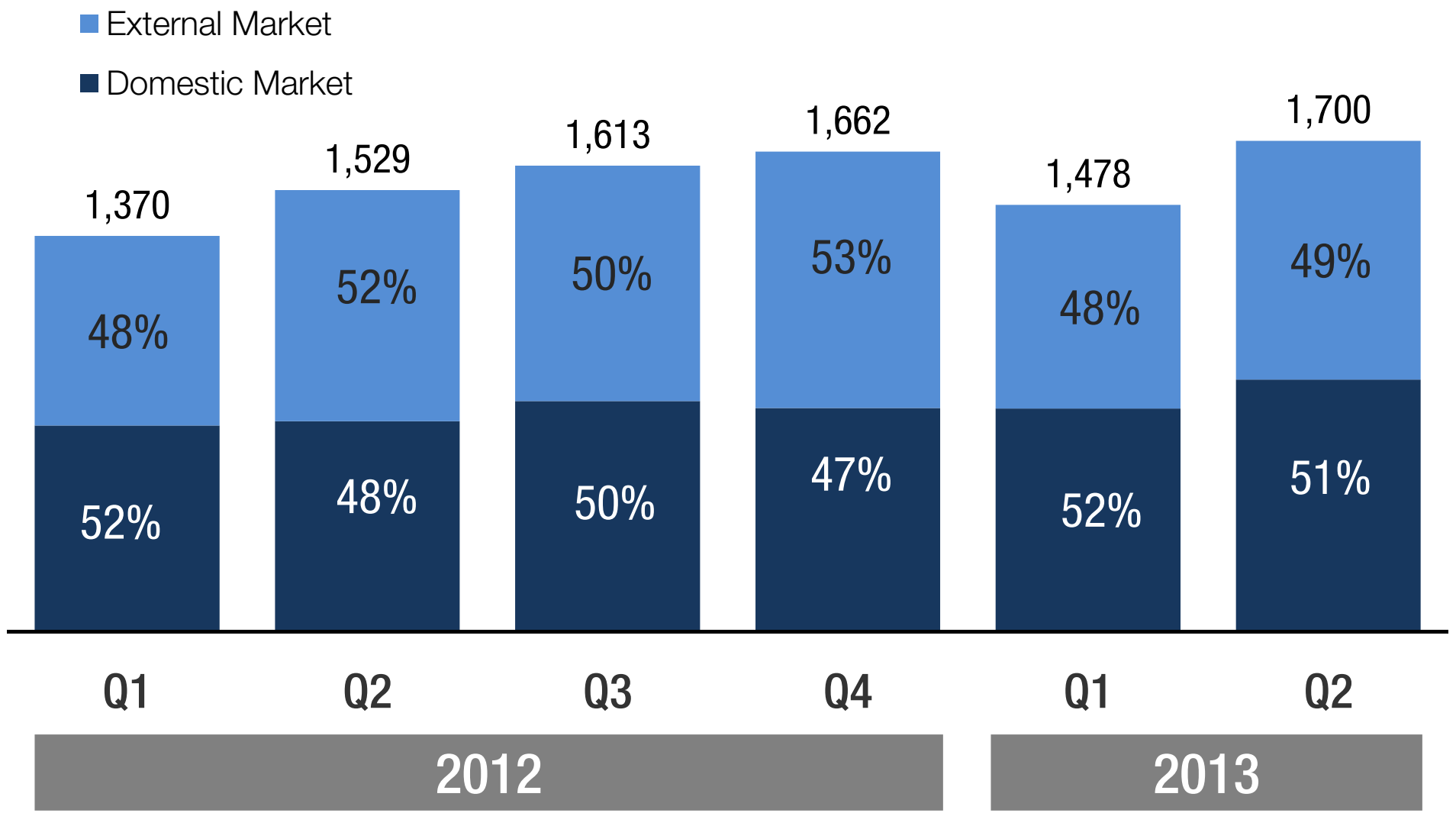
Highlights
Quarterly Figures

	Q2 2013	Q1 2013	%	Q2 2012	%
Net Operating Revenue	1,699,639	1,477,577	15.0%	1,528,791	11.2%
Domestic Market	873,354	772,935	13.0%	729,235	19.8%
External Markets	826,285	704,642	17.3%	799,556	3.3%
External Markets in US$	*399,171*	*353,077*	*13.1%*	*406,915*	*-1.9%*
Gross Operating Profit	558,031	463,635	20.4%	461,661	20.9%
Gross Margin	*32.8%*	*31.4%*		*30.2%*	
Net Income	204,968	172,299	19.0%	139,819	46.6%
Net Margin	*12.1%*	*11.7%*		*9.1%*	
EBITDA	312,547	248,898	25.6%	253,972	23.1%
EBITDA Margin	*18.4%*	*16.8%*		*16.6%*	
EPS	0.3304	0.2777	19.0%	0.2254	46.6%

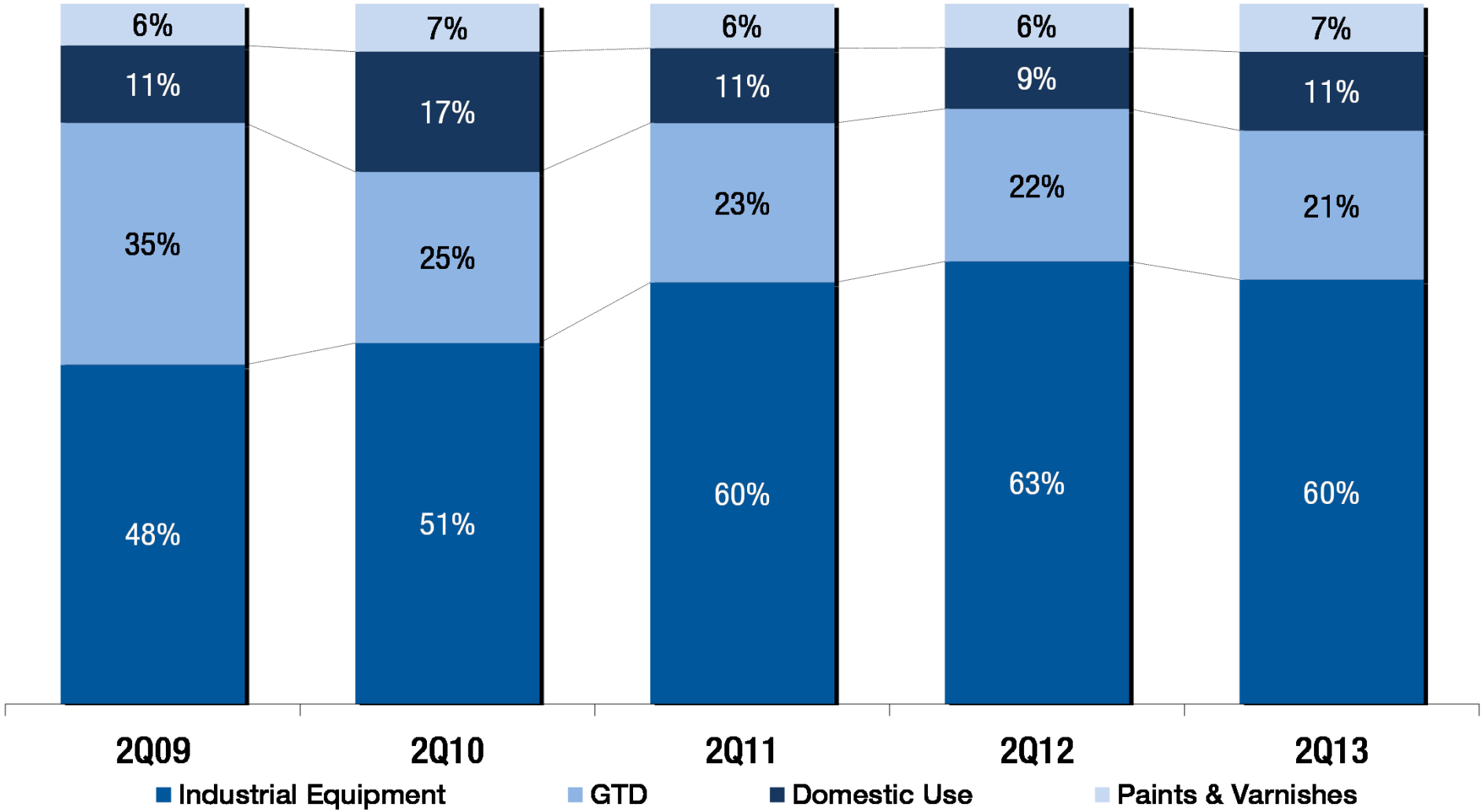
Figures in R$ Thousand

Net Operating Revenue
Quarterly Evolution

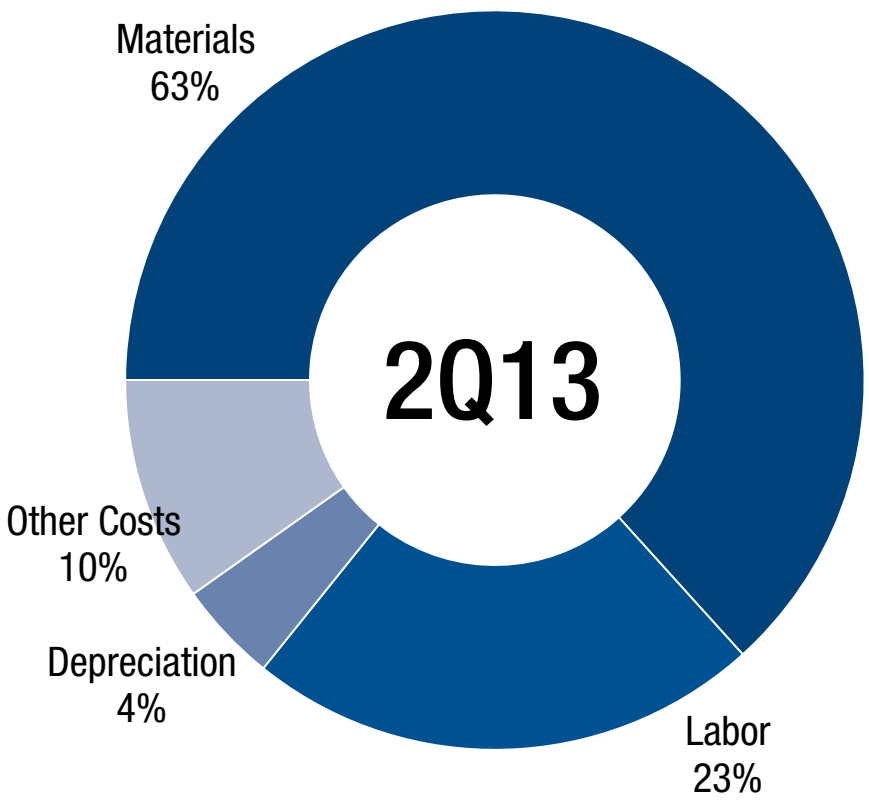
In R$ million

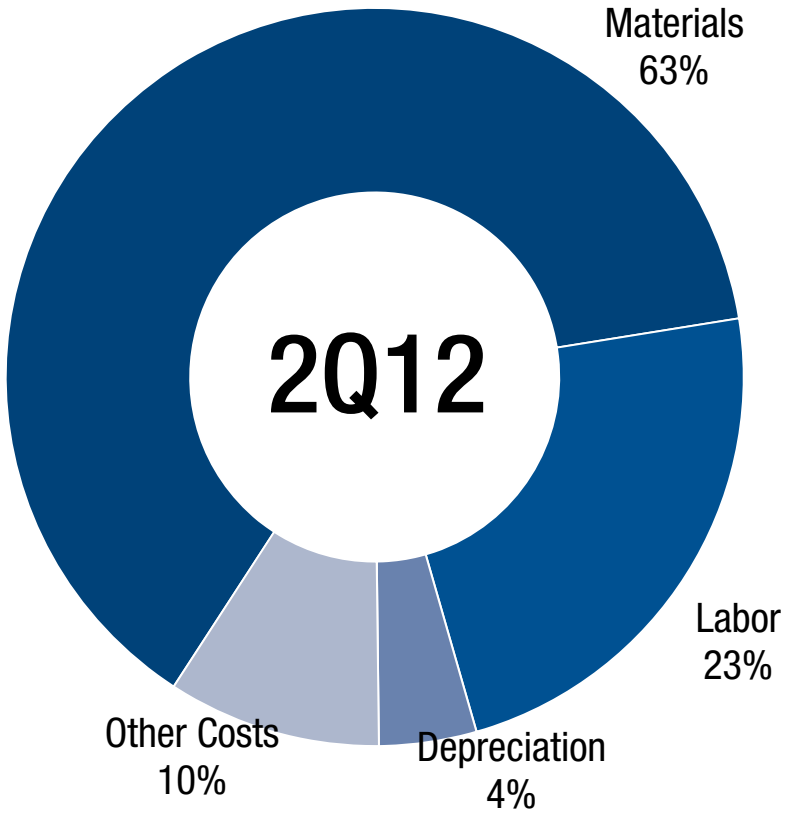


Business Areas
Revenue breakdown



Costs of Goods Sold





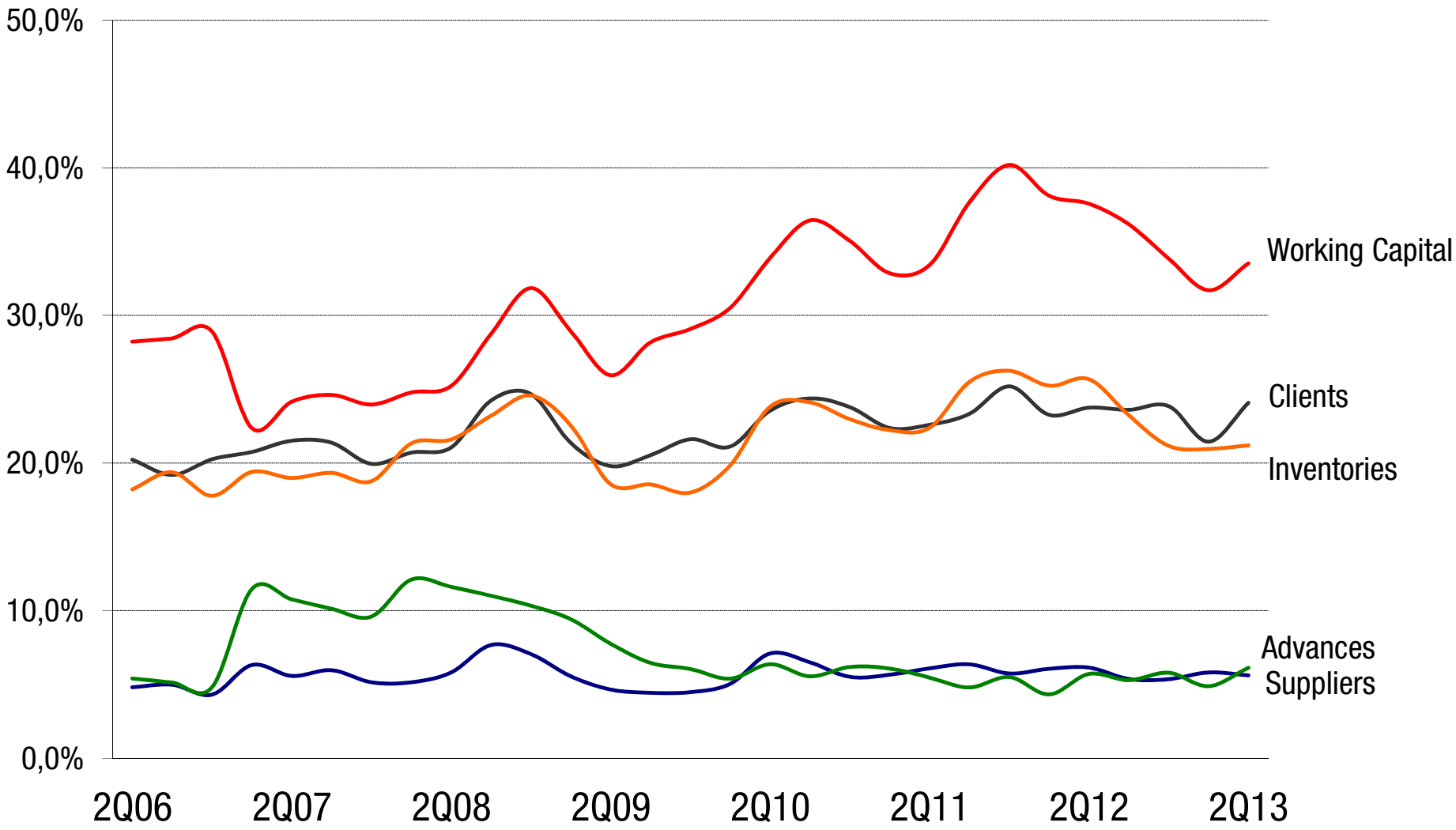
Main impacts on EBITDA

	Q2 2013	Q1 2013	%	Q2 2012	%
Net Operating Revenues	**1,699.6**	1,477.6	15.0%	1,528.8	11.2%
Consolidated Net Income for the Period	**204.8**	173.1	18.3%	141.8	44.4%
Net Margin	***12.0%***	*11.7%*		*9.3%*	
(+) Income taxes & Contributions	**51.7**	48.3	6.9%	46.5	11.2%
(+/-) Financial income (expenses)	**2.5**	(24.7)	n.a.	13.5	-81.6%
(+) Depreciation & Amortization	**53.6**	52.1	2.8%	52.2	2.8%
EBITDA	**312.5**	248.9	25.6%	254.0	23.1%
EBITDA Margin	***18.4%***	*16.8%*		*16.6%*	

Figures in R$ Million

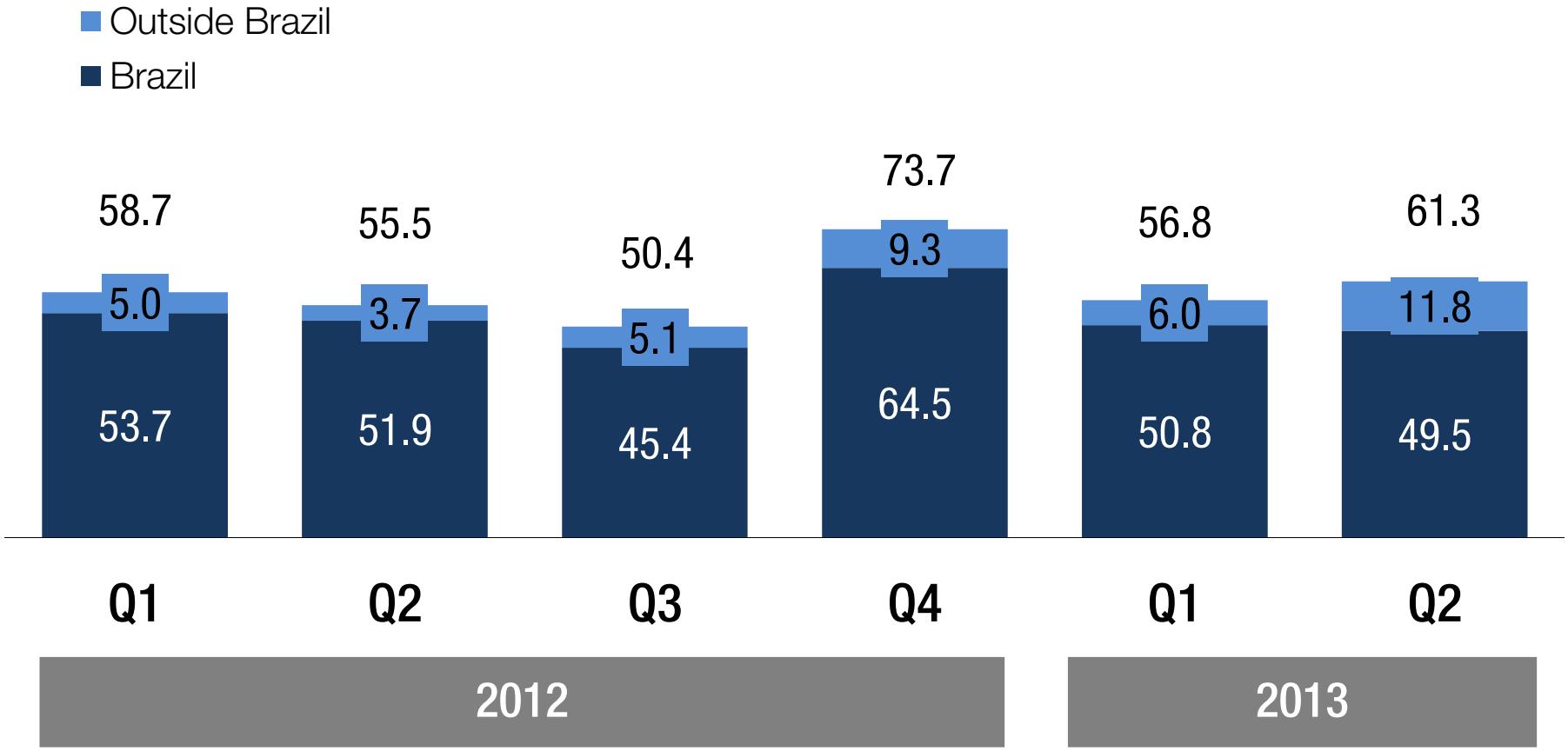
Working Capital

In % of Net Revenue



Capex Program

In R$ million



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