





Conference Call

3Q13

October 31st, 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.

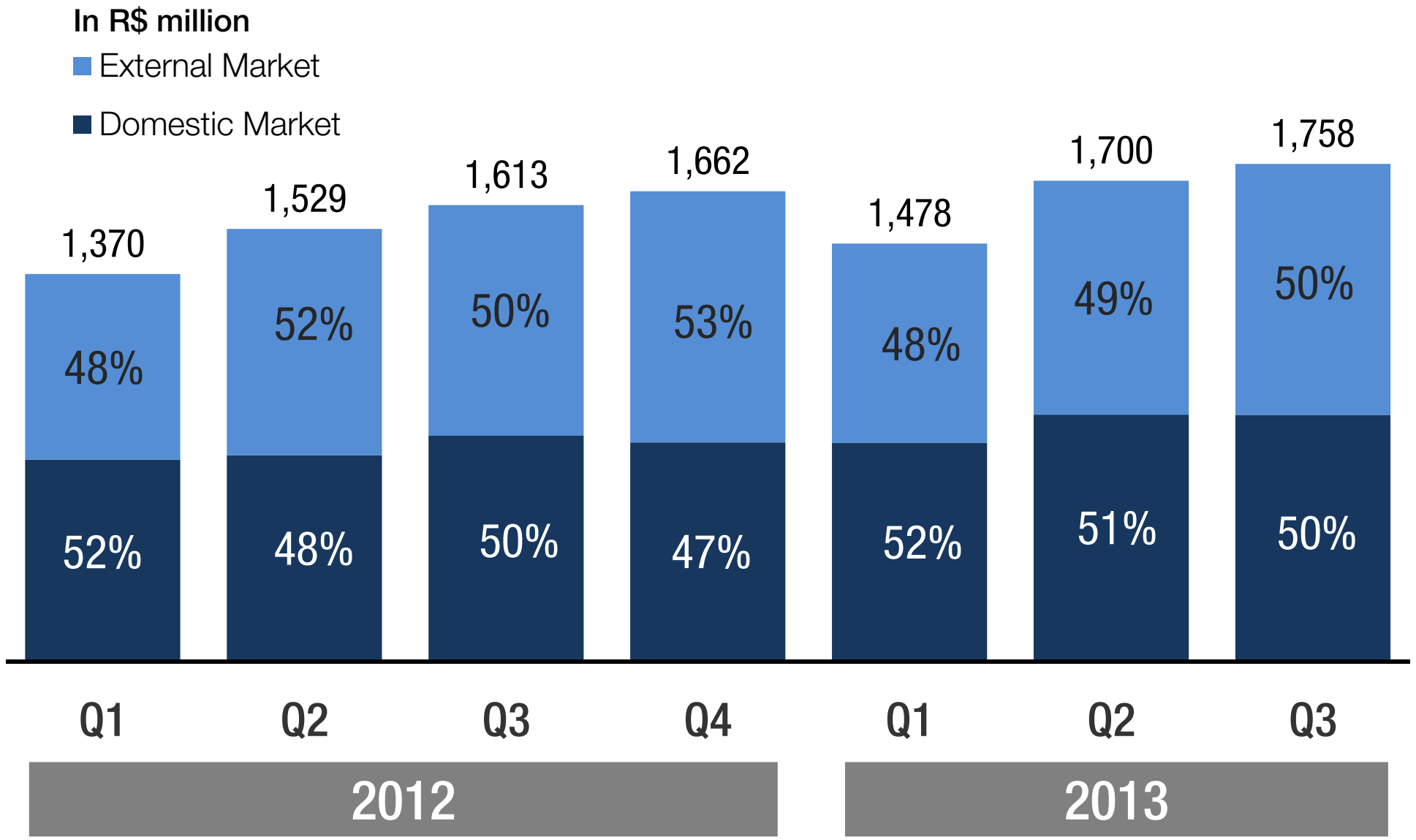
Investors should understand that the general economic conditions, conditions of the industry and other operating factors may affect WEG's future performance and lead to results that may differ materially from those expressed in such future considerations.

Highlights
Quarterly Figures

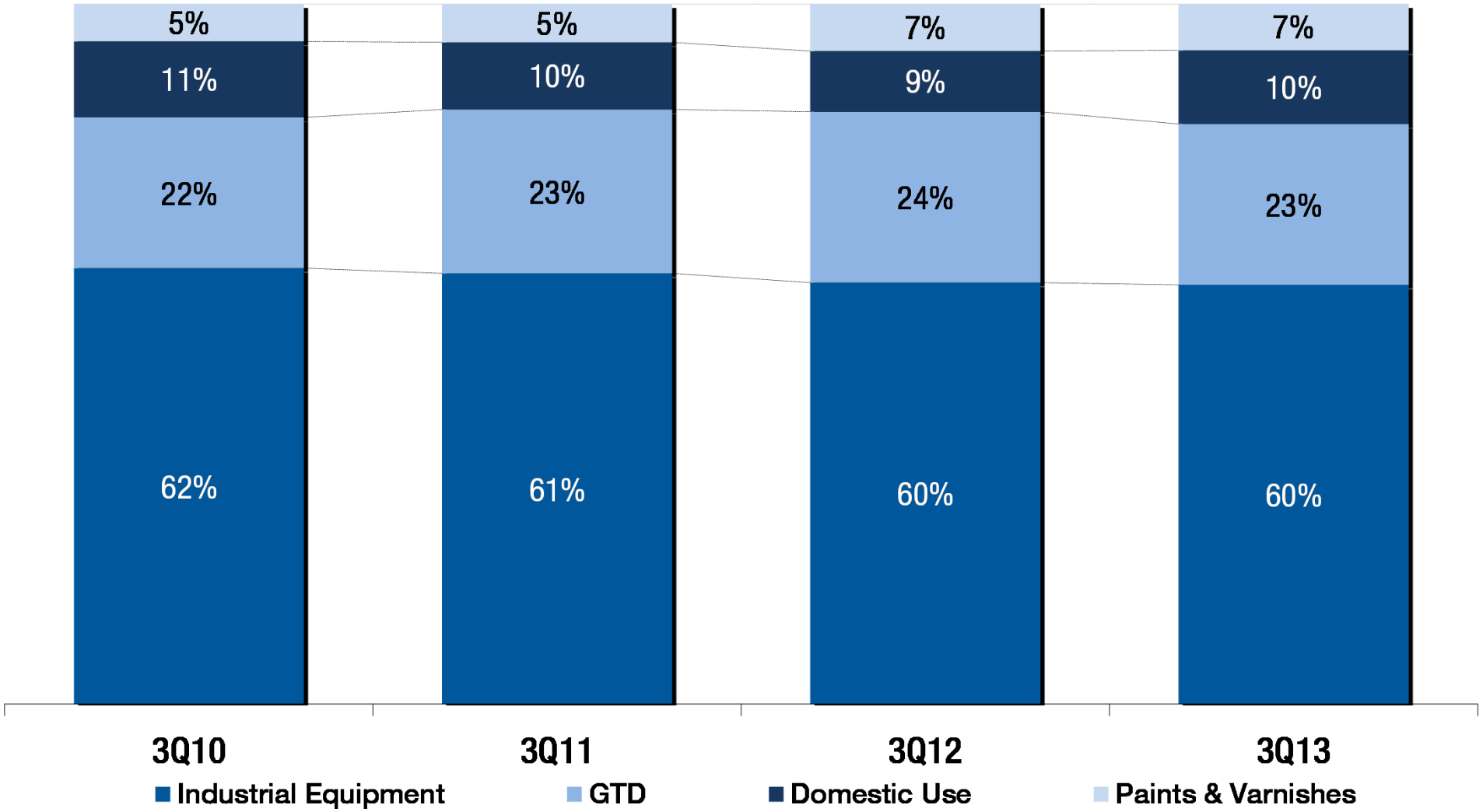
	Q3 2013	Q2 2013	%	Q3 2012	%
Net Operating Revenue	1,758,381	1,699,639	3.5%	1,613,067	9.0%
Domestic Market	872,363	873,354	-0.1%	798,626	9.2%
External Markets	886,018	826,285	7.2%	814,441	8.8%
External Markets in US$	*387,197*	*399,171*	-3.0%	*401,460*	*-3.6%*
Gross Operating Profit	599,253	558,031	7.4%	498,587	20.2%
Gross Margin	*34.1%*	*32.8%*		*30.9%*	
Net Income	228,761	204,968	11.6%	184,756	23.8%
Net Margin	*13.0%*	*12.1%*		*11.5%*	
EBITDA	326,934	312,547	4.6%	274,739	19.0%
EBITDA Margin	*18.6%*	*18.4%*		*17.0%*	
EPS	0.3687	0.3304	11.6%	0.2978	23.8%

Figures in R$ Thousand

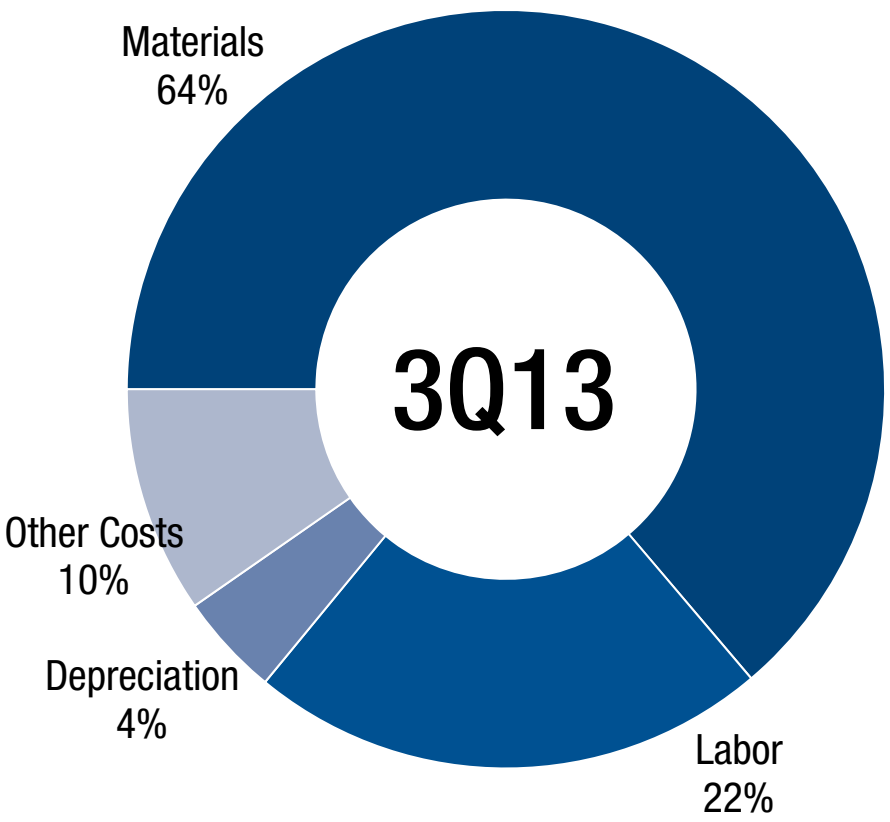
Net Operating Revenue
Quarterly Evolution

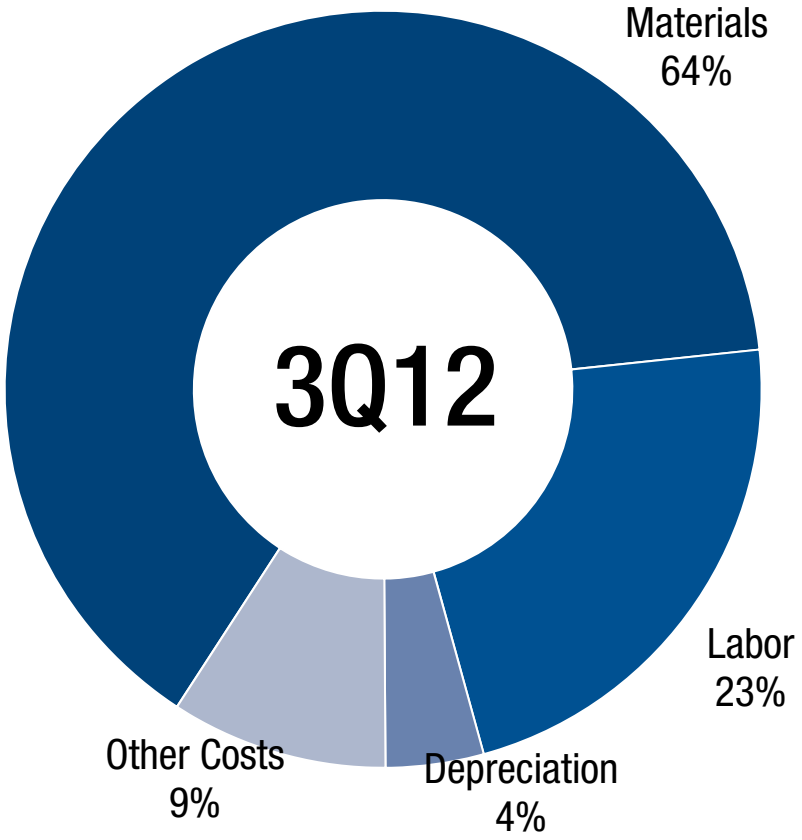


Business Areas
Revenue breakdown



Costs of Goods Sold



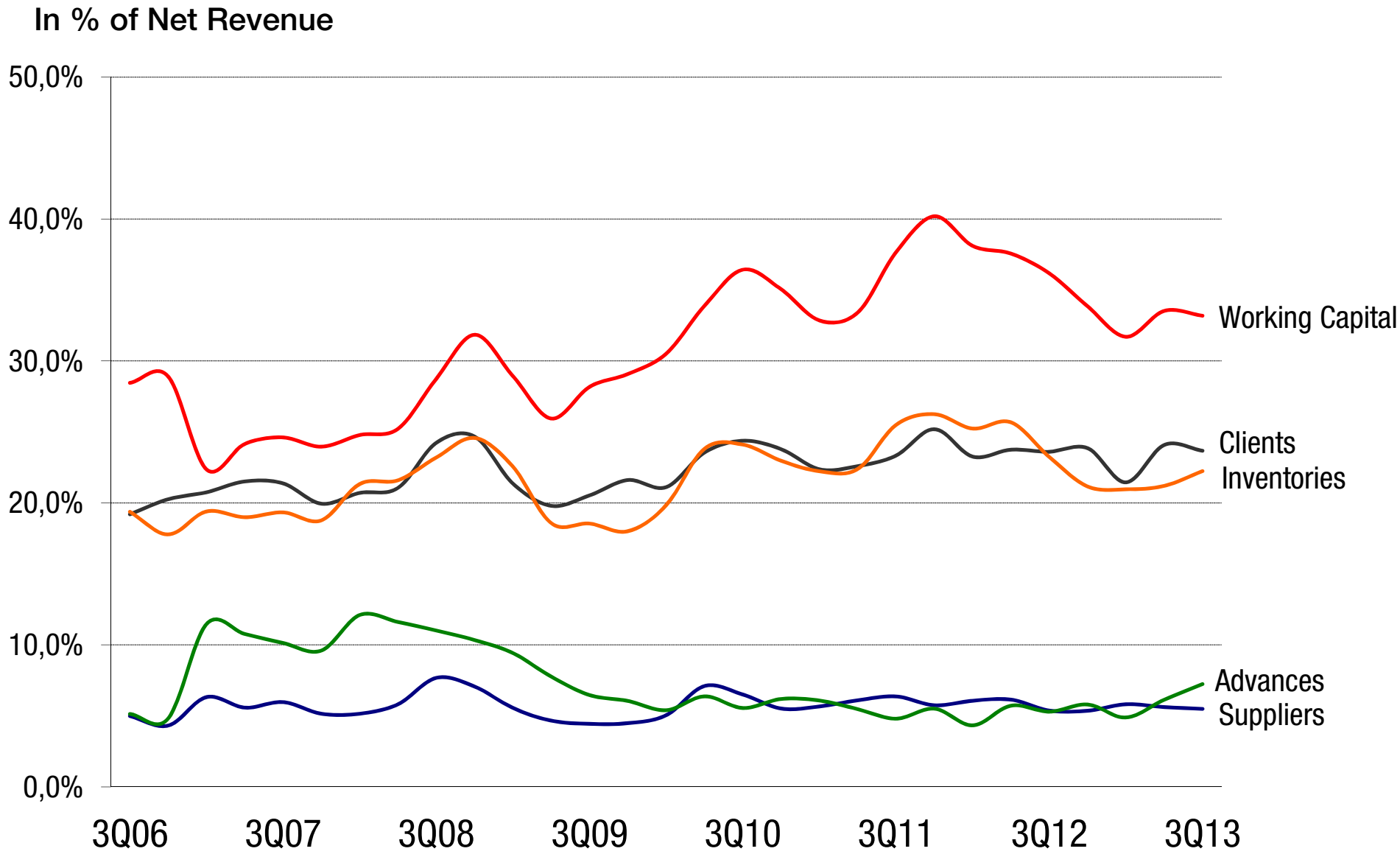


Main impacts on EBITDA

	Q3 2013	Q2 2013	%	Q3 2012	%
Net Operating Revenues	**1,758.4**	1,699.6	3.5%	1,613.1	9.0%
Consolidated Net Income for the Period	**230.2**	204.8	12.4%	186.9	23.1%
Net Margin	***13.1%***	*12.0%*		*11.6%*	
(+) Income taxes & Contributions	**67.5**	51.7	30.6%	55.8	21.0%
(+/-) Financial income (expenses)	**(26.5)**	2.5	n.a.	(20.6)	28.7%
(+) Depreciation & Amortization	**55.8**	53.6	4.0%	52.6	5.9%
EBITDA	**326.9**	312.5	4.6%	274.7	19.0%
EBITDA Margin	***18.6%***	*18.4%*		*17.0%*	

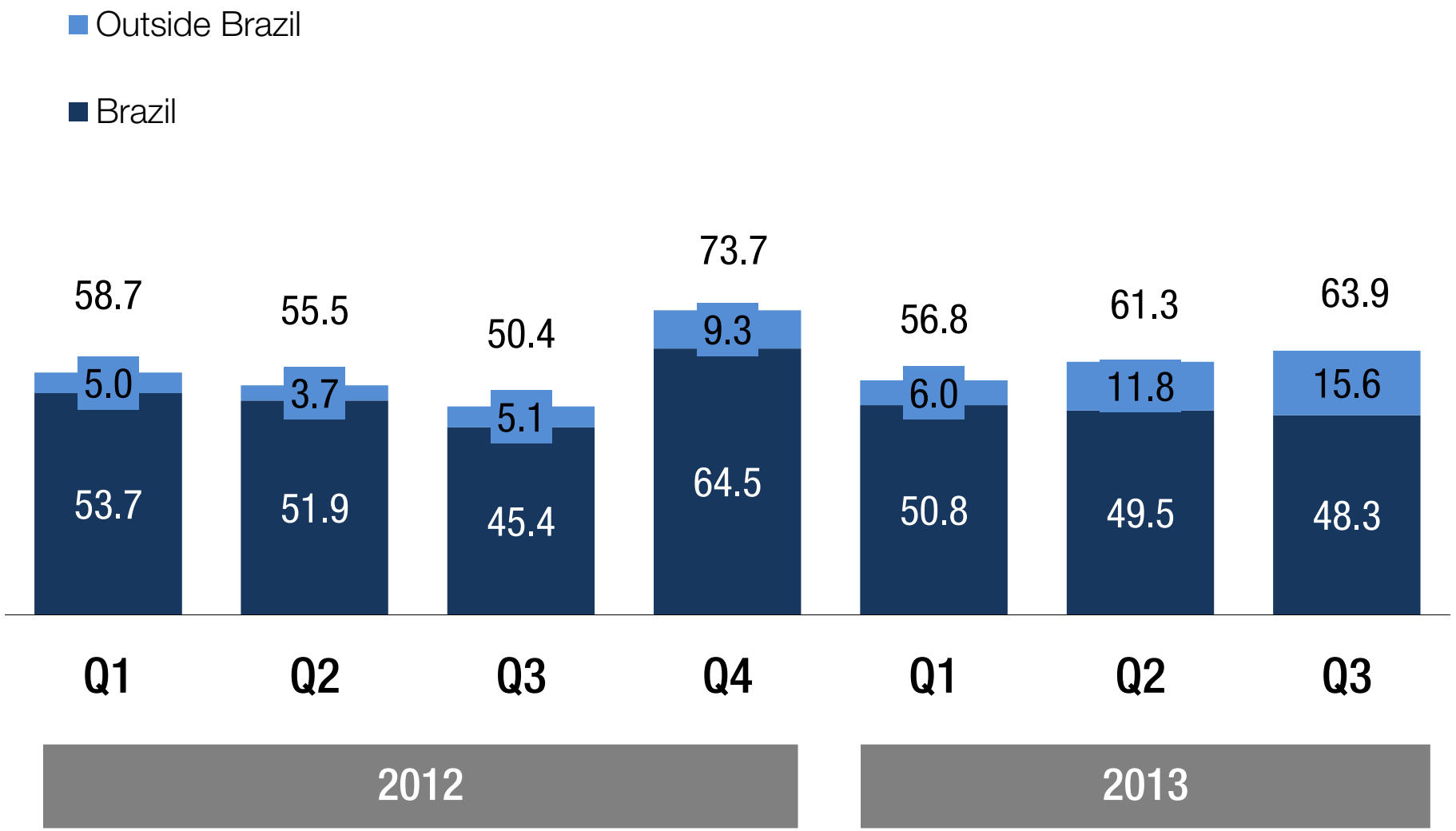
Figures in R$ Million

Working Capital



Capex Program

In R$ million



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