

Conference Call

1Q14

April 25, 2014

WEGE3
NOVO
MERCADO
BM&FBOVESPA

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

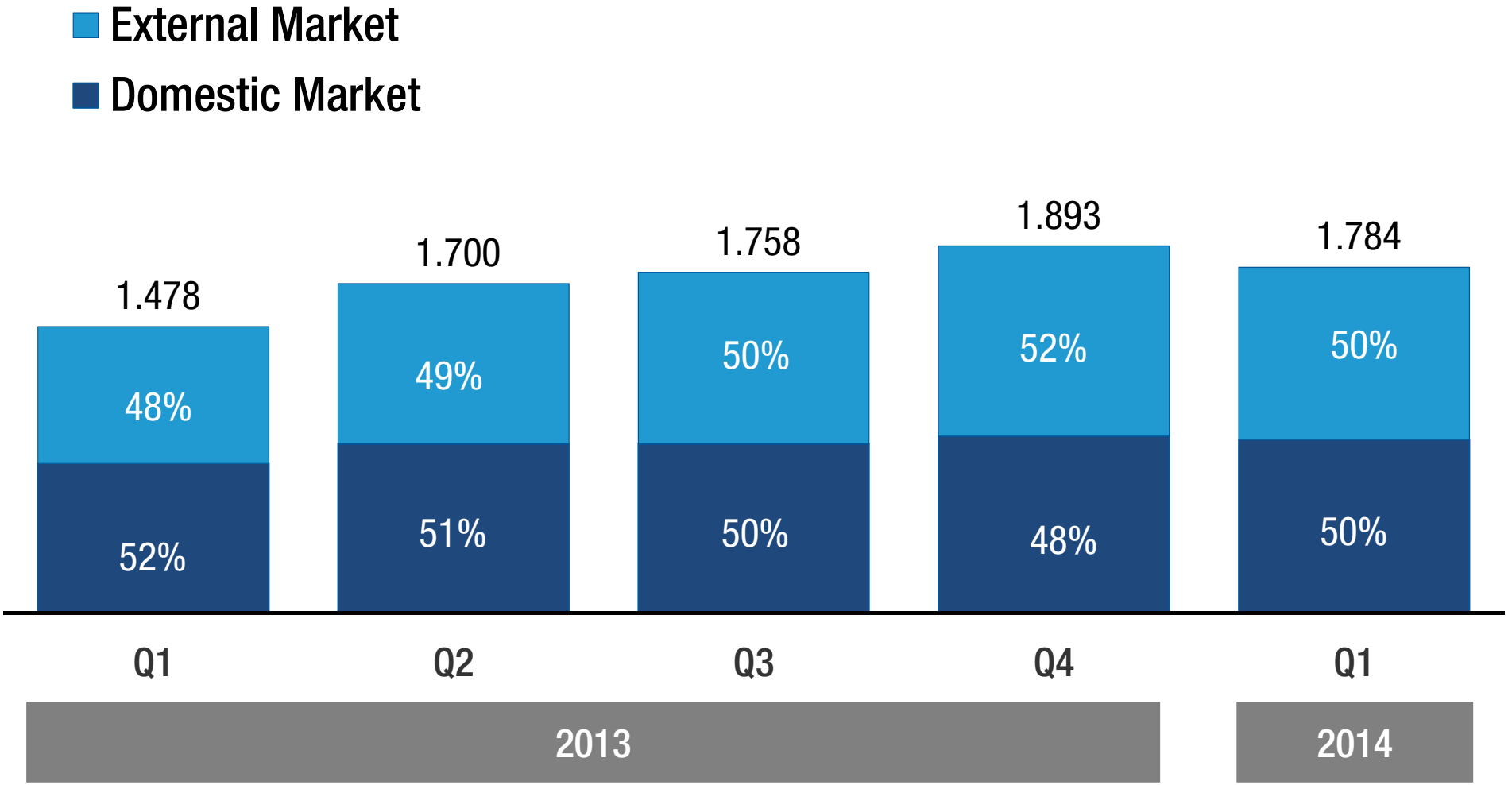
	Q1 2014	Q4 2013	%	Q1 2013	%
Net Operating Revenue	1.783.543	1.893.299	-5,8%	1.477.577	20,7%
Domestic Market	895.446	913.388	-2,0%	772.935	15,9%
External Markets	888.097	979.911	-9,4%	704.642	26,0%
External Markets in US$	375.677	428.229	-12,3%	353.077	6,4%
Gross Operating Profit	570.421	615.847	-7,4%	463.604	23,0%
Gross Margin	32,0%	32,5%		31,4%	
Net Income	204.887	237.439	-13,7%	172.299	18,9%
Net Margin	11,5%	12,5%		11,7%	
EBITDA	299.643	341.653	-12,3%	248.898	20,4%
EBITDA Margin	16,8%	18,0%		16,8%	
EPS	0,33023	0,38270	-13,7%	0,27772	18,9%

Figures in R$ Thousand

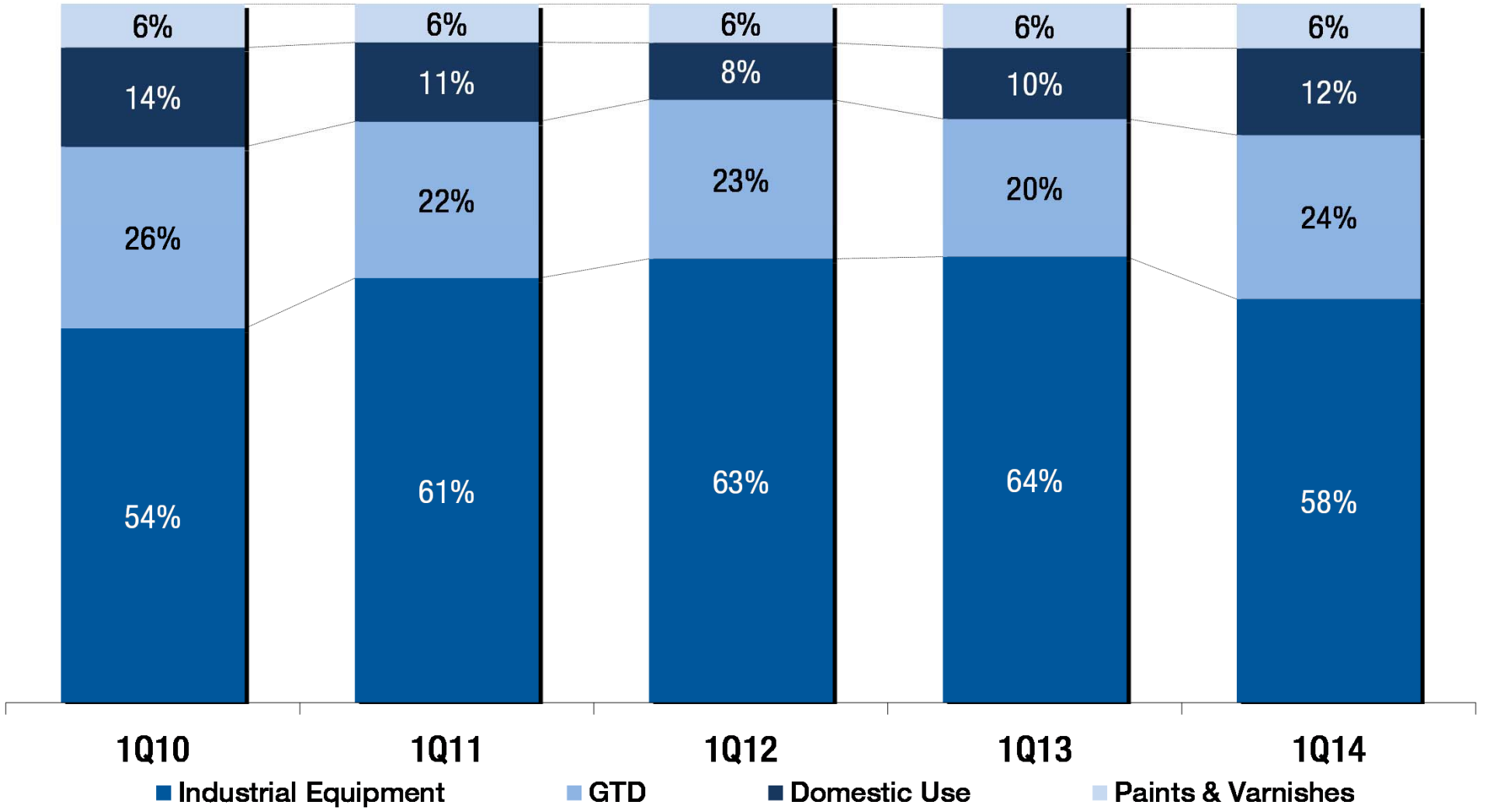
Net Operating Revenue

Quarterly Evolution

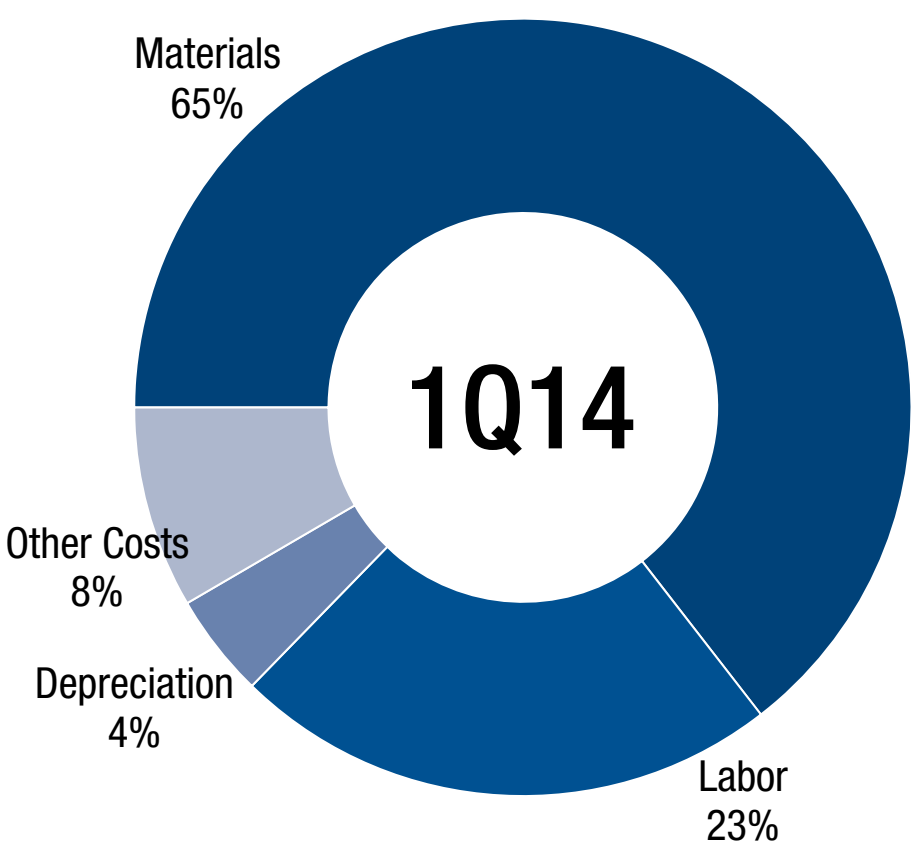
In R$ million

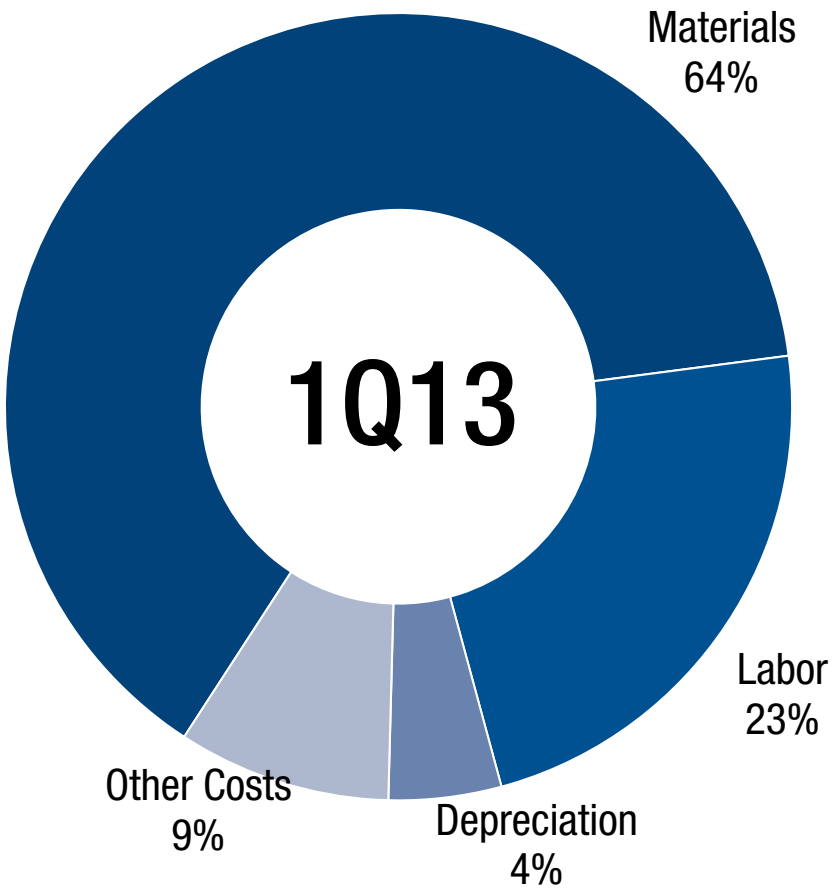


Business Area
Revenue breakdown

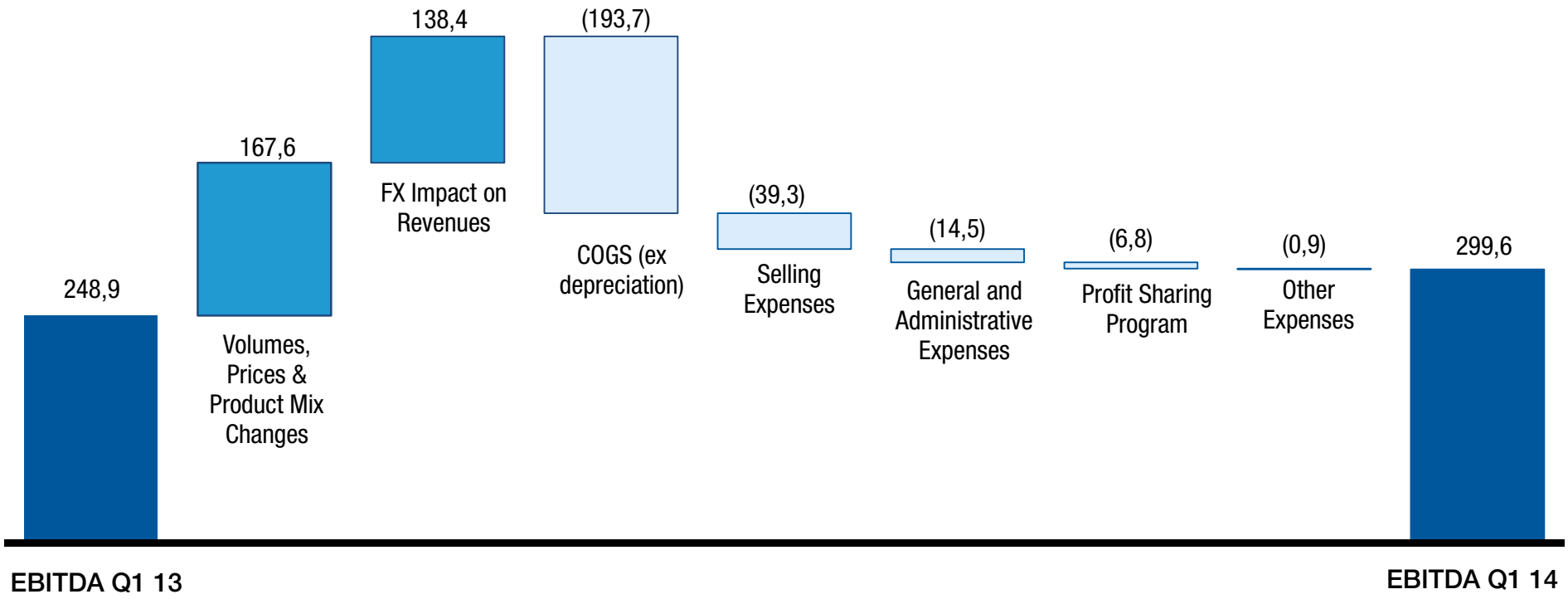


Costs of Goods Sold

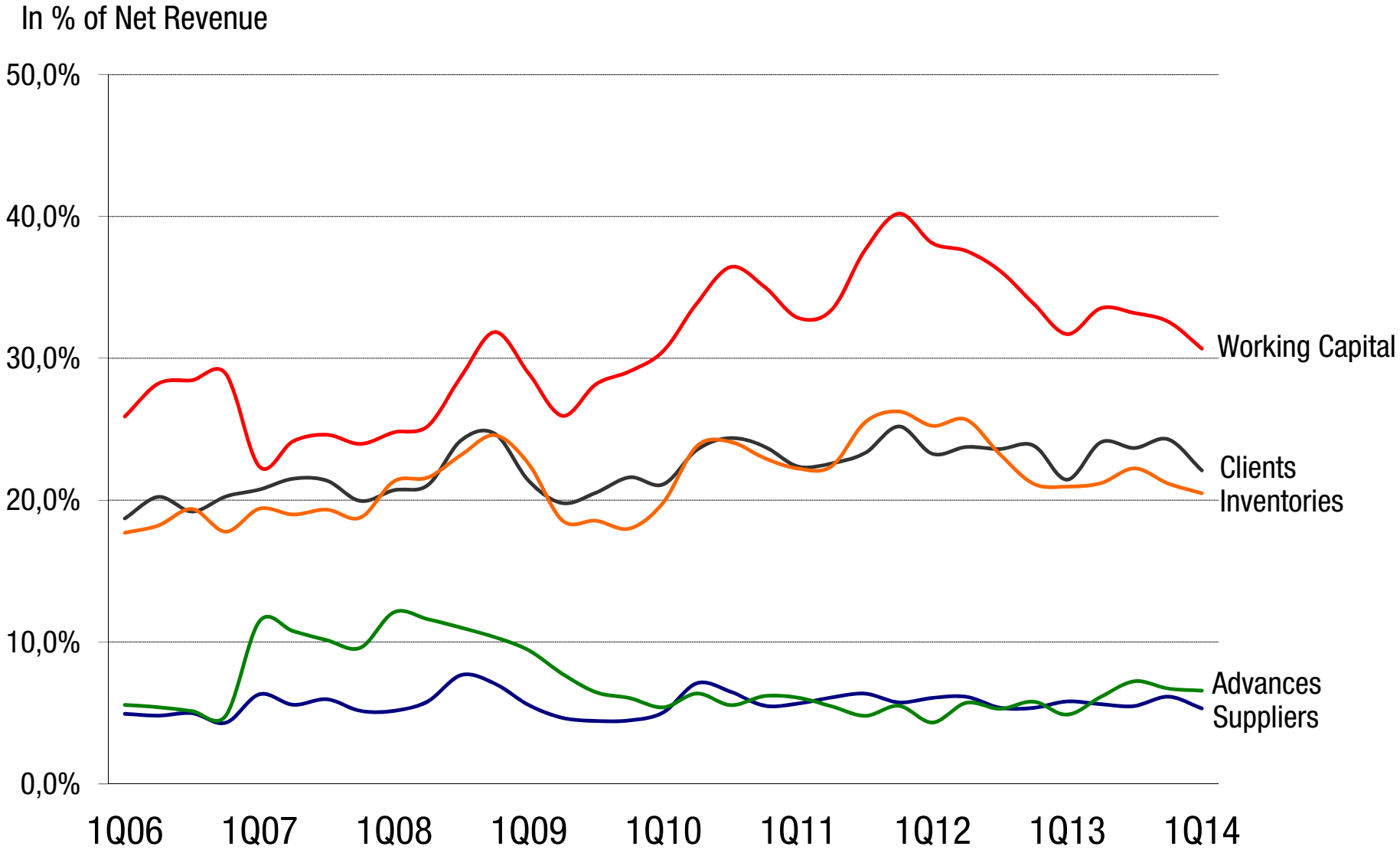




Main impacts on EBITDA

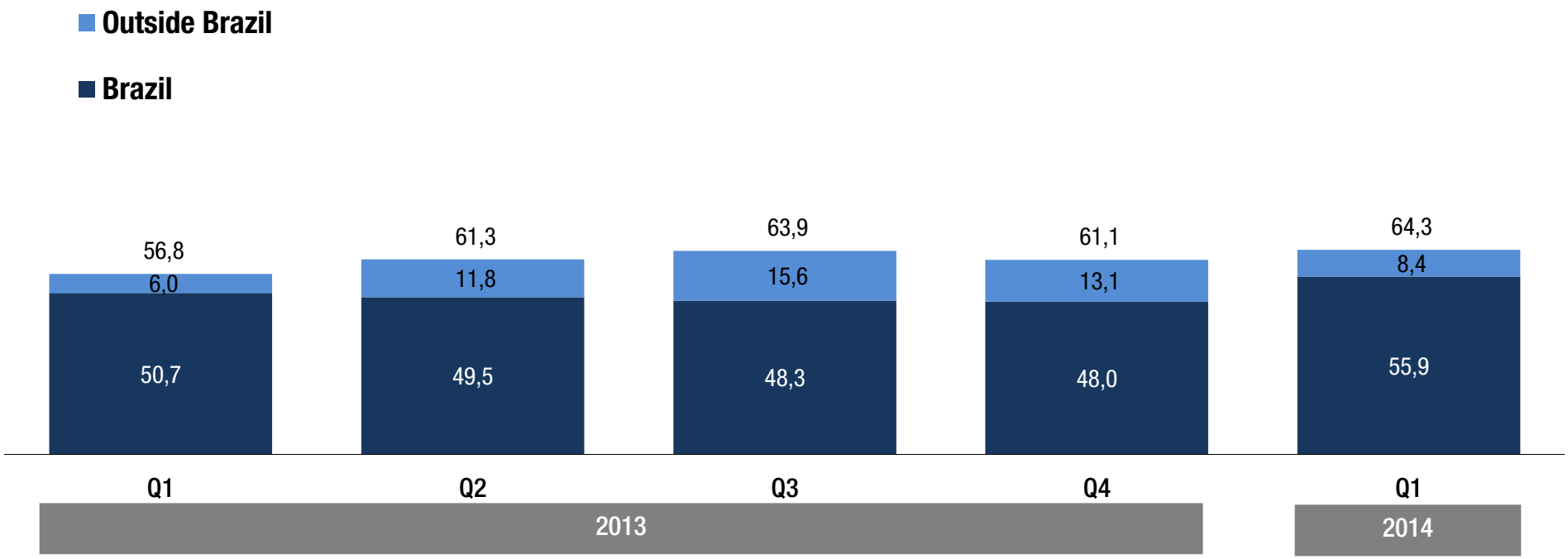


Working Capital



Capex Program

In R$ million



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