





2Q12 Conference Call

July 26th, 2012

Disclaimer

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.

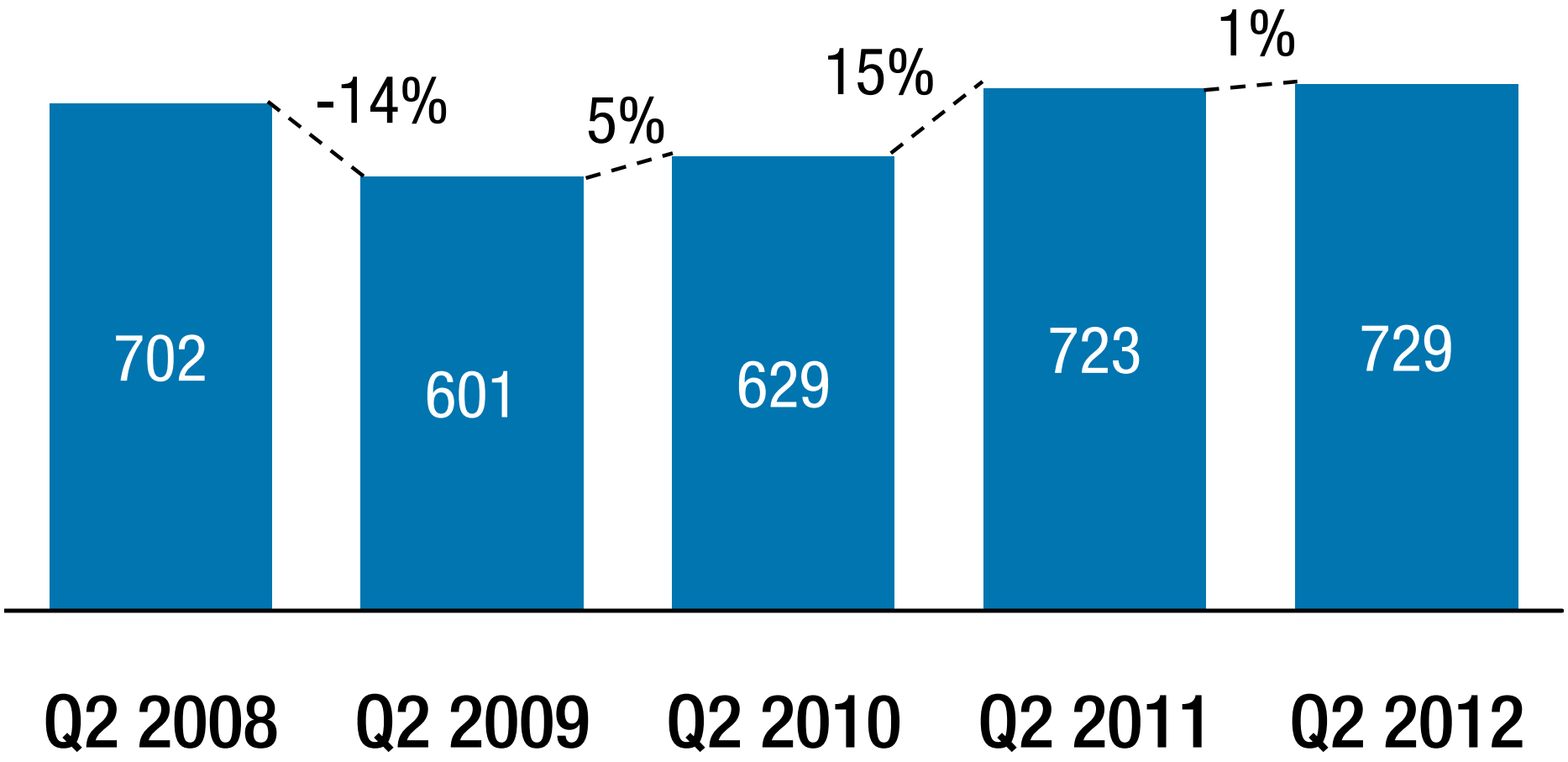
Highlights
Quarterly Figures

	Q2 2012	Q1 2012	%	Q2 2011	%
Net Operating Revenue	1.528.791	1.369.762	11,6%	1.277.258	19,7%
Domestic Market	729.235	714.268	2,1%	723.348	0,8%
External Markets	799.556	655.494	22,0%	553.910	44,3%
External Markets in US$	*406.915*	*370.825*	*9,7%*	*347.886*	*17,0%*
Gross Operating Profit	461.661	391.967	17,8%	381.437	21,0%
Gross Margin	*30,2%*	*28,6%*		*29,9%*	
Net Income	139.819	148.247	-5,7%	154.557	-9,5%
Net Margin	*9,1%*	*10,8%*		*12,1%*	
EBITDA	260.028	208.638	24,6%	215.579	20,6%
EBITDA Margin	*17,0%*	*15,2%*		*16,9%*	
EPS	0,2254	0,2390	-5,7%	0,2491	-9,5%

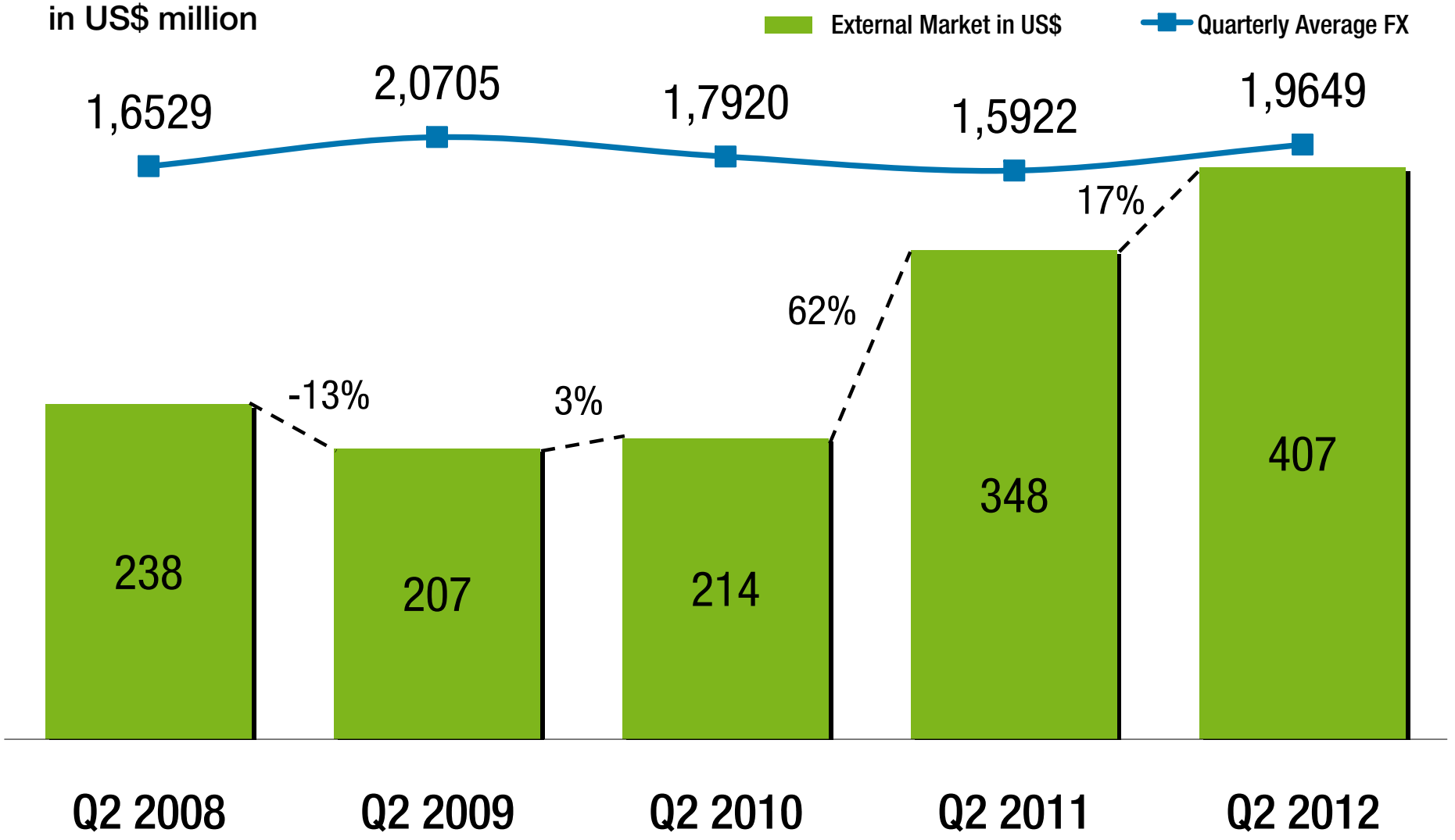
Figures in R$ Thousand

Net Operating Revenue
Domestic Market

in R$ million

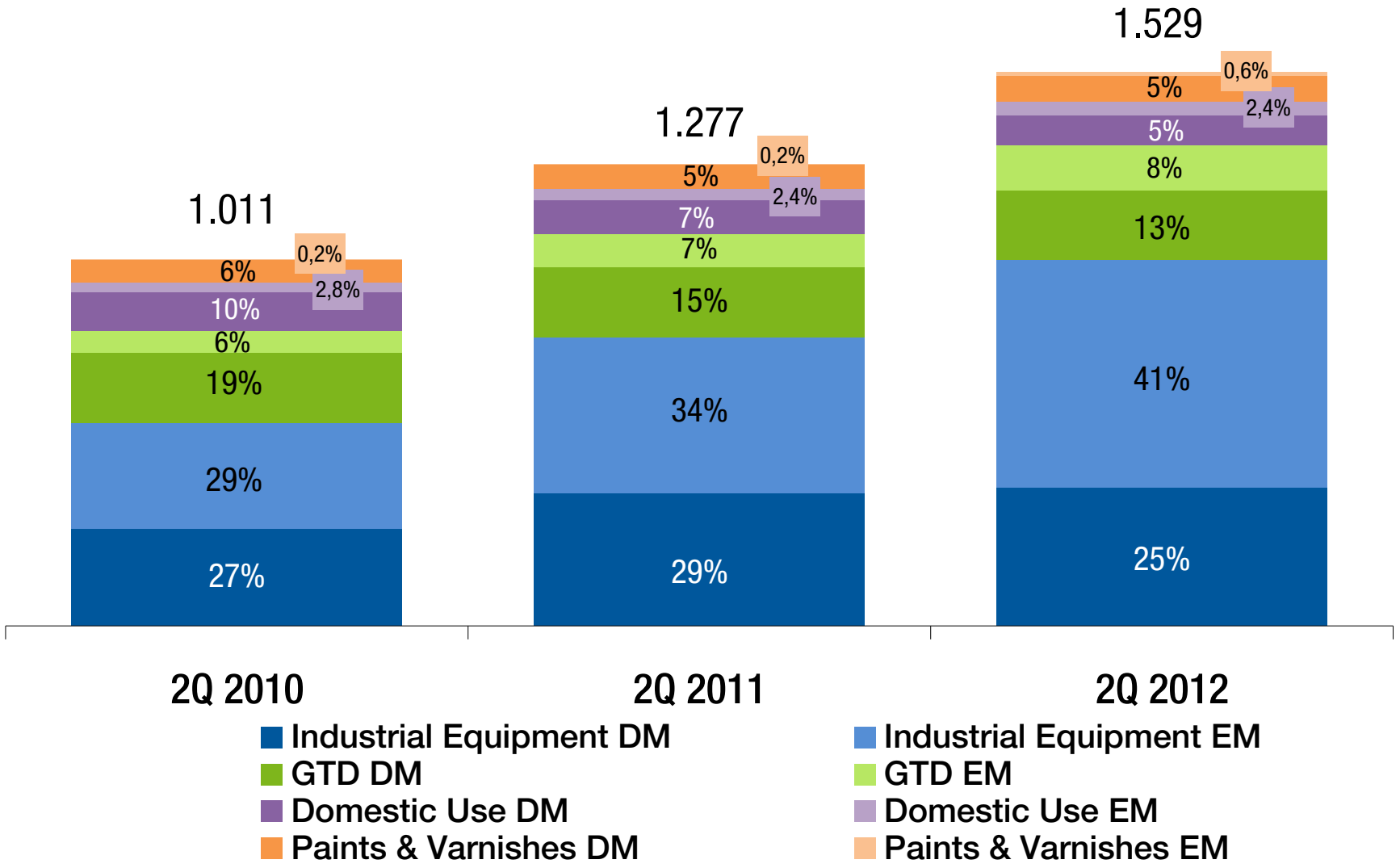


Net Operating Revenue
External Market

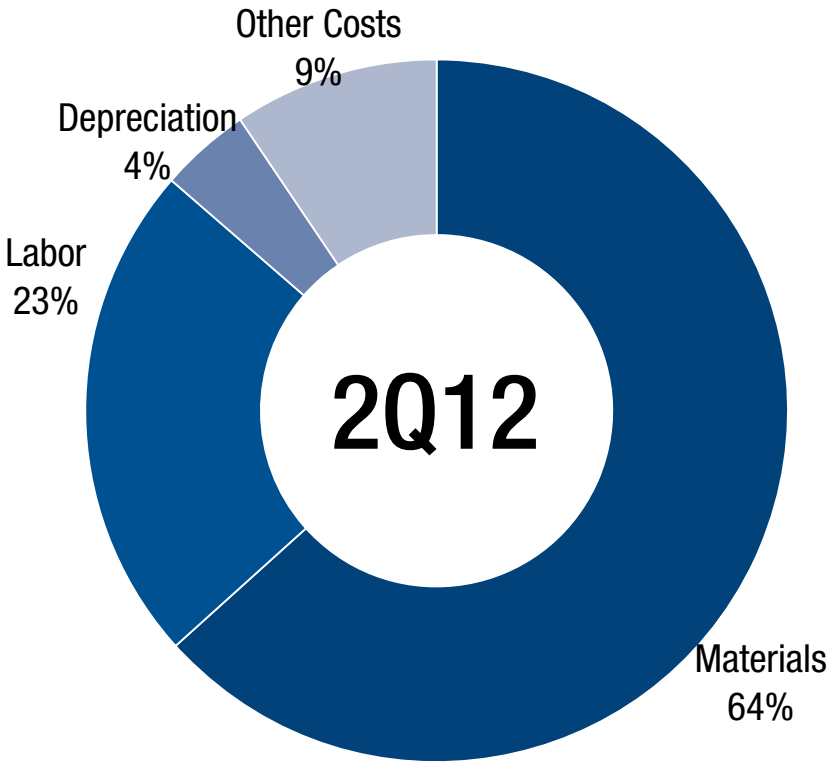


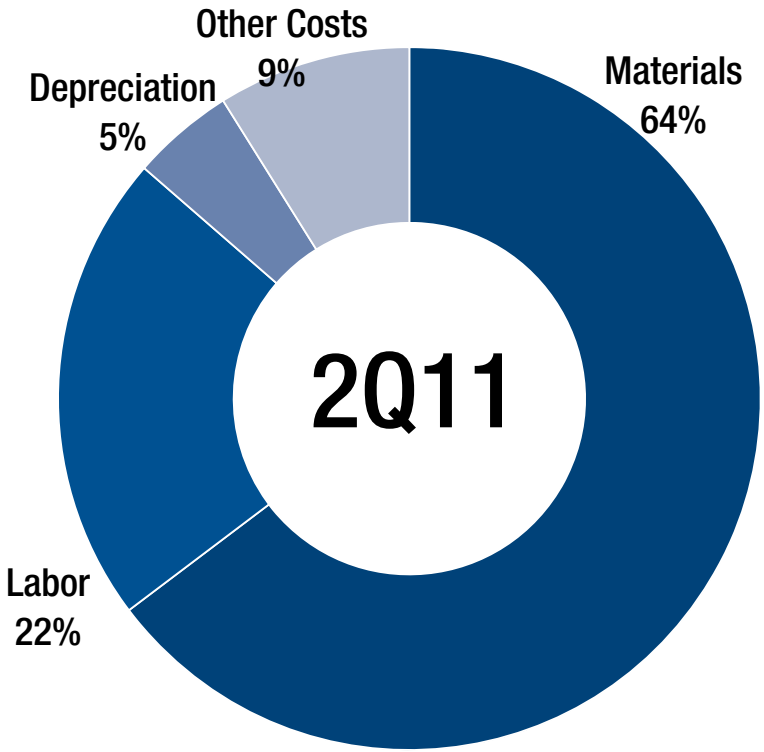
Business Areas
Net Revenue breakdown

in R$ million



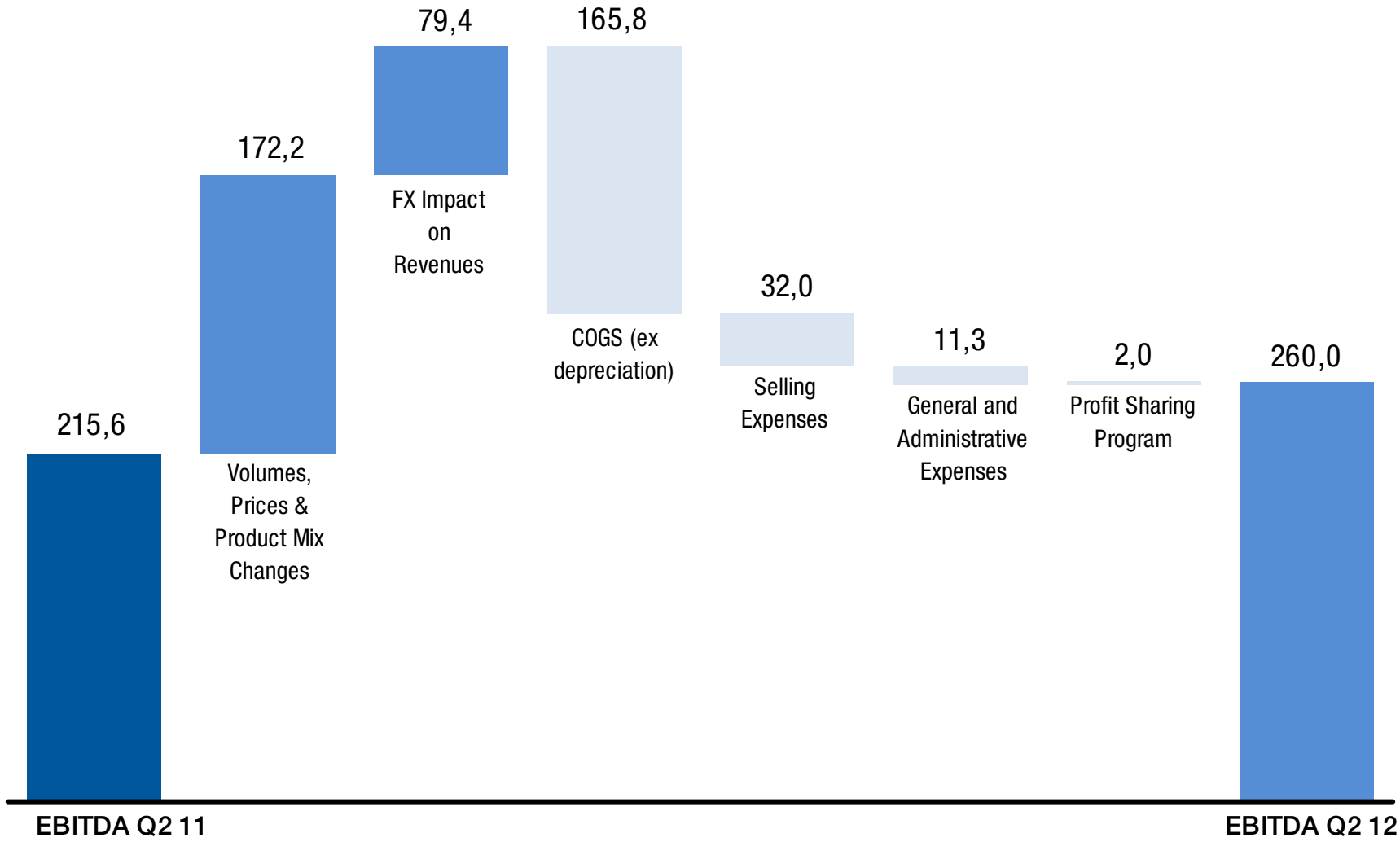
Cost of Goods Sold





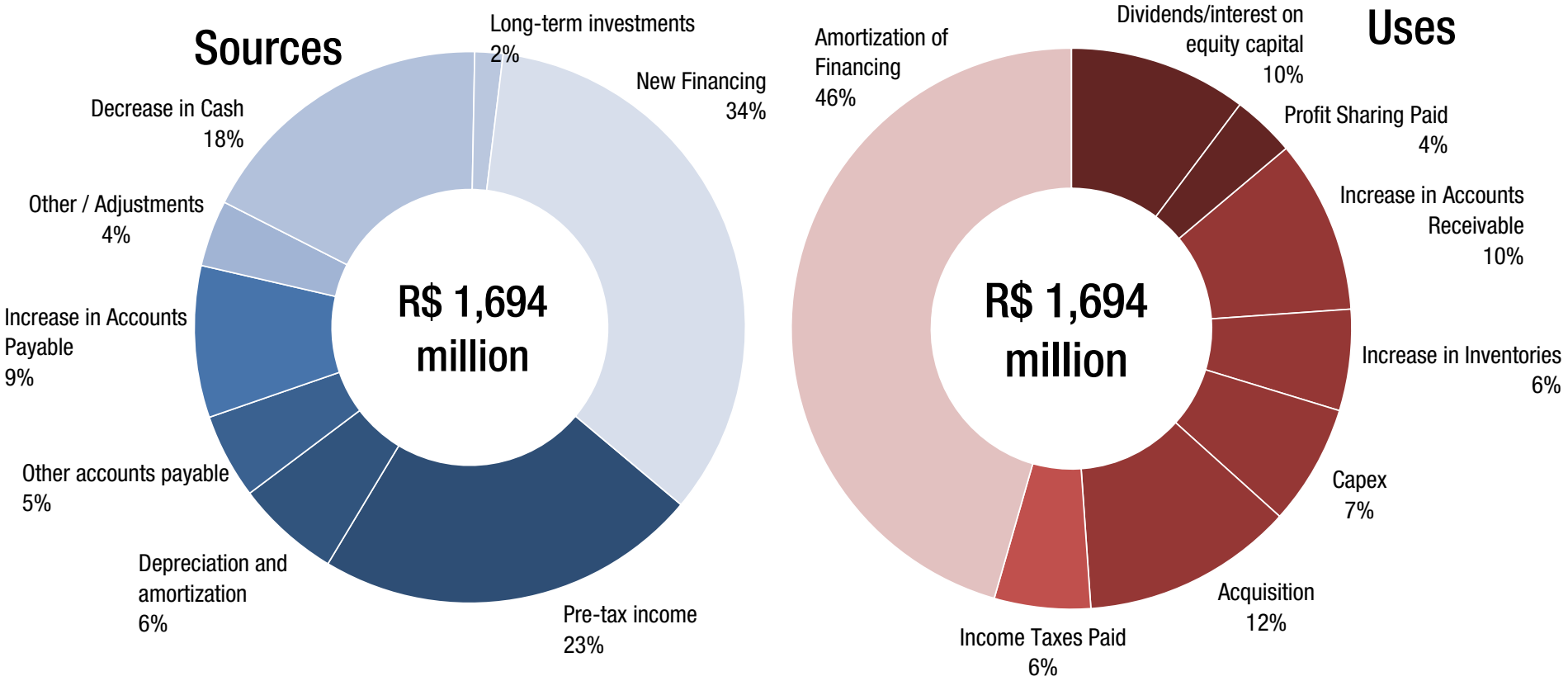
Main effects on EBITDA

in R$ million

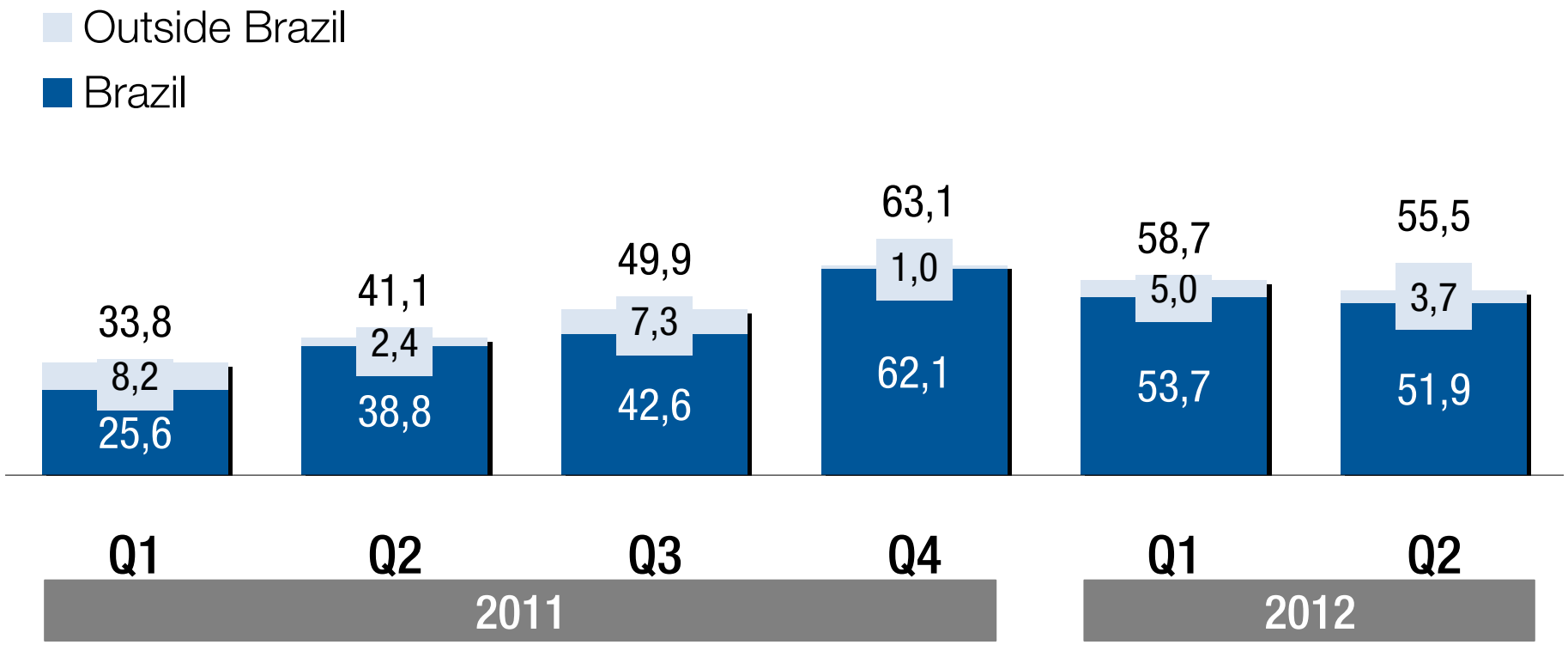


Sources and Uses of Cash

in R$ million



Capex Program



in R$ million

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