





1Q12 Conference Call

April 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.

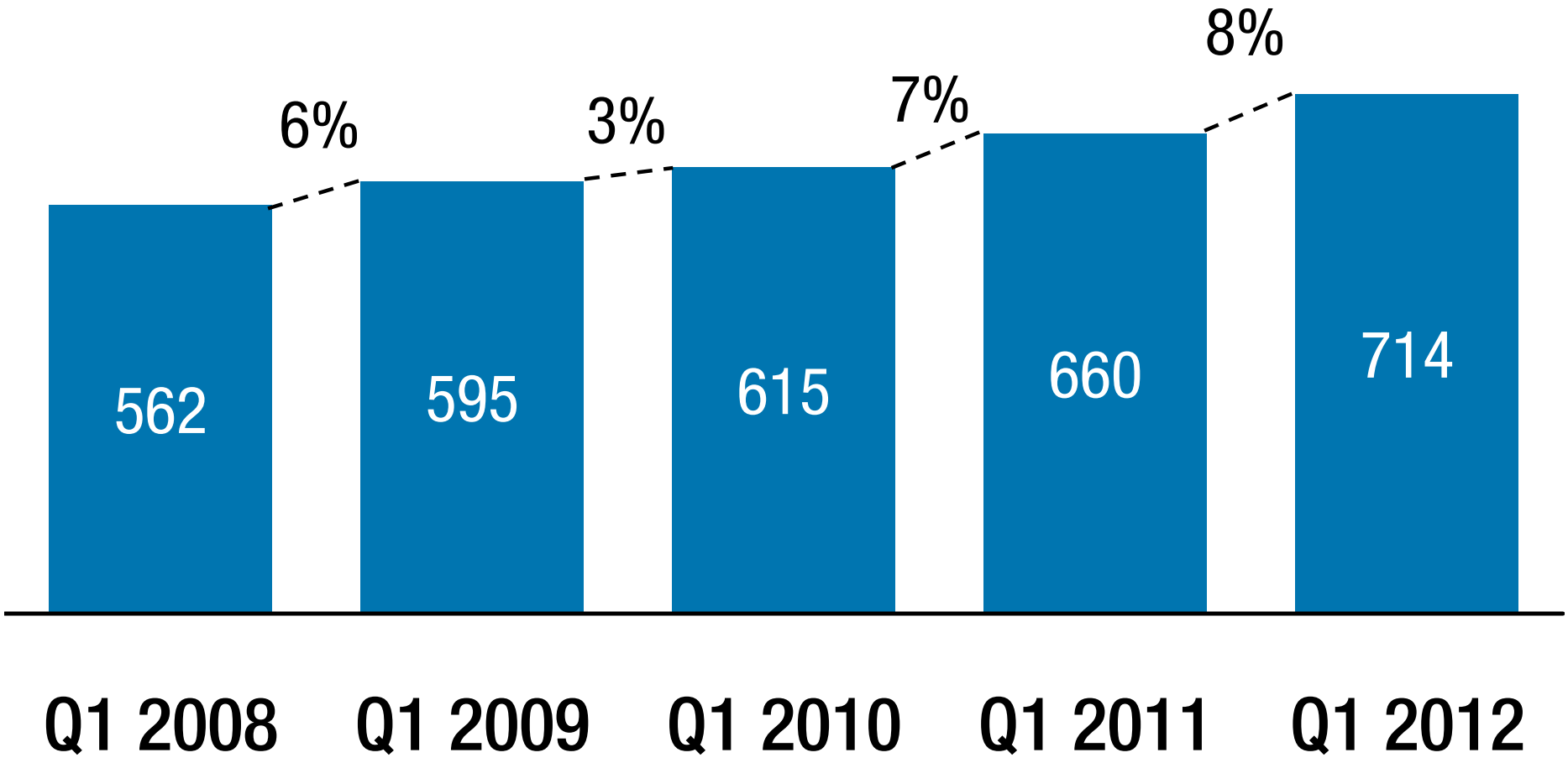
Highlights
Quarterly Figures

	Q1 2012	Q4 2011	%	Q1 2011	%
Net Operating Revenue	1.369.762	1.468.551	-6,7%	1.126.117	21,6%
Domestic Market	714.268	781.938	-8,7%	660.322	8,2%
External Markets	655.494	686.613	-4,5%	465.795	40,7%
External Markets in US$	*370.825*	*380.772*	*-2,6%*	*279.522*	*32,7%*
Gross Operating Profit	391.967	445.686	-12,1%	310.662	26,2%
Gross Margin	*28,6%*	*30,3%*		*27,6%*	
Net Income	148.247	156.248	-5,1%	121.564	21,9%
Net Margin	*10,8%*	*10,6%*		*10,8%*	
EBITDA	208.638	258.210	-19,2%	164.808	26,6%
EBITDA Margin	*15,2%*	*17,6%*		*14,6%*	
EPS	0,2390	0,2518	-5,1%	0,1958	22,0%

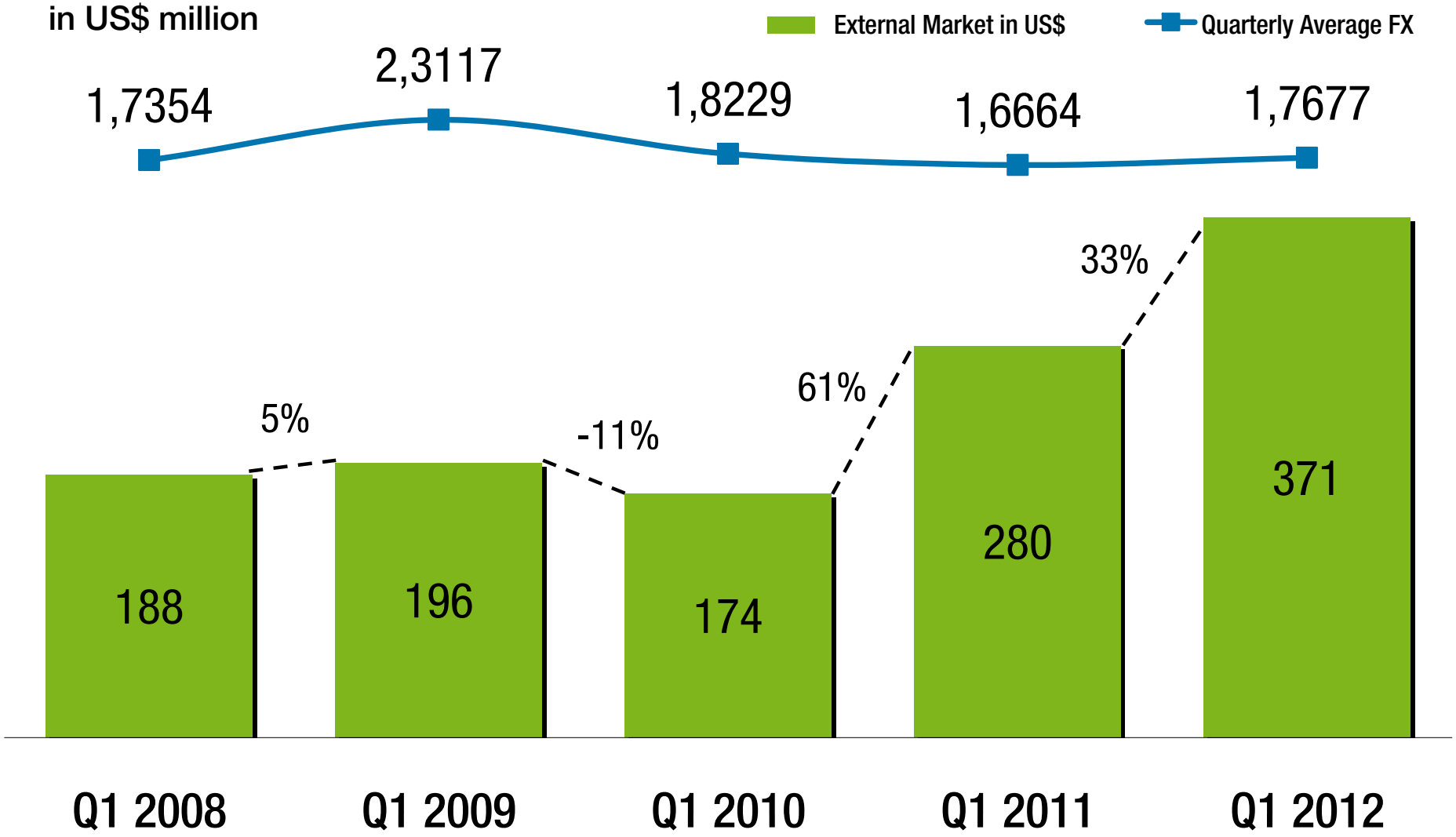
Figures in R$ Thousands

Net Operating Revenue
Domestic Market

in R$ million

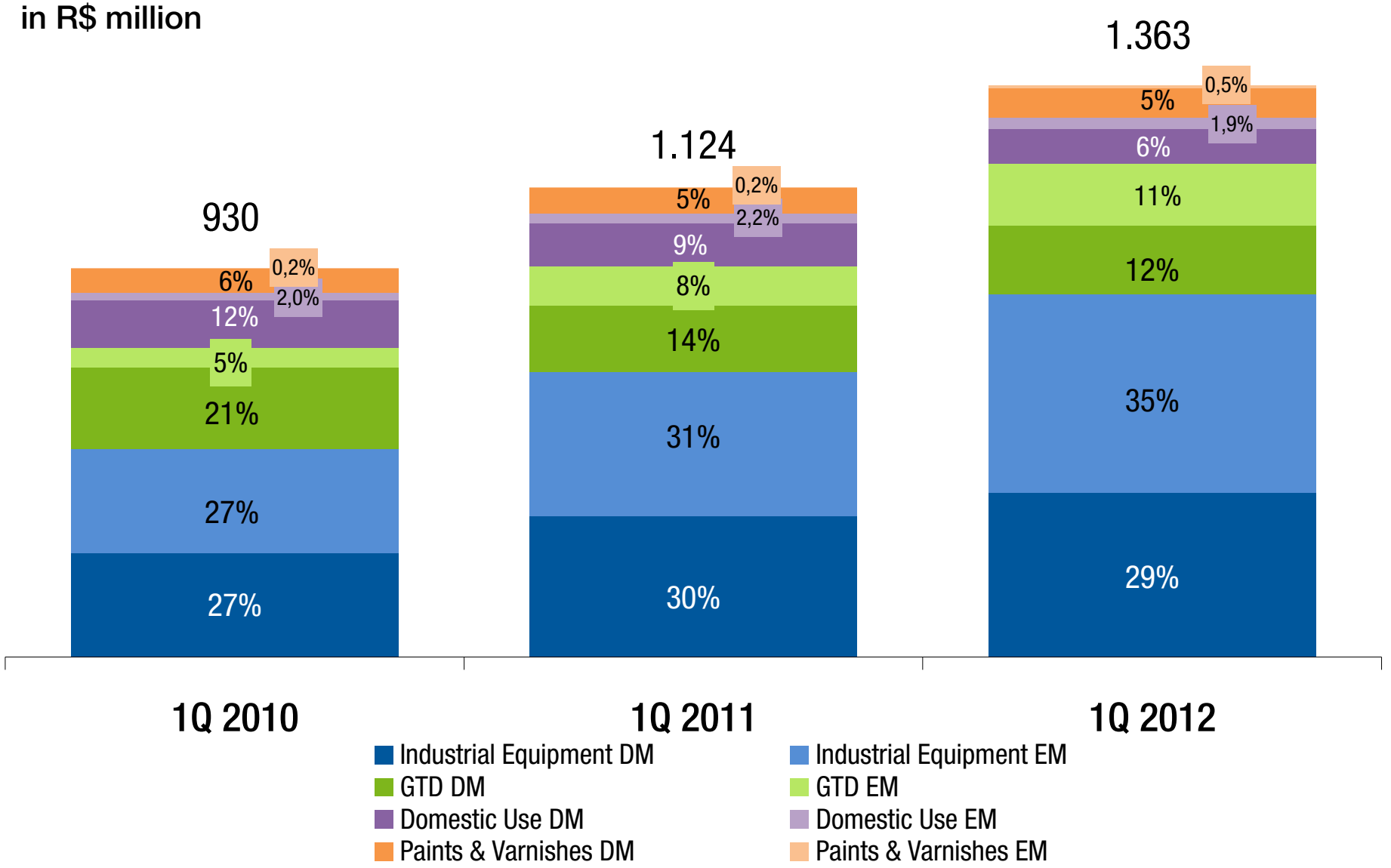


Net Operating Revenue
External Market

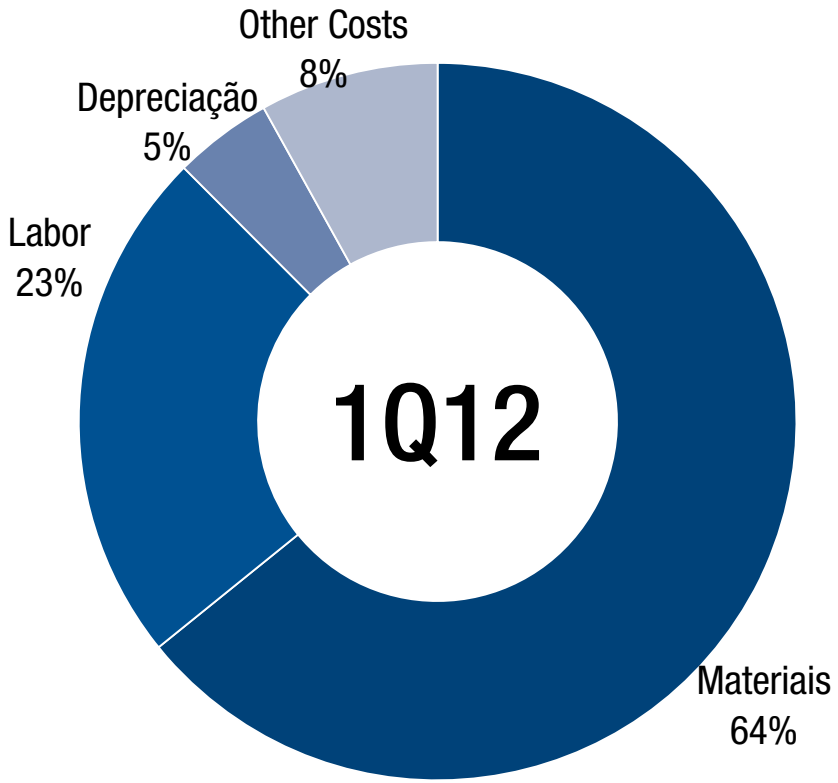


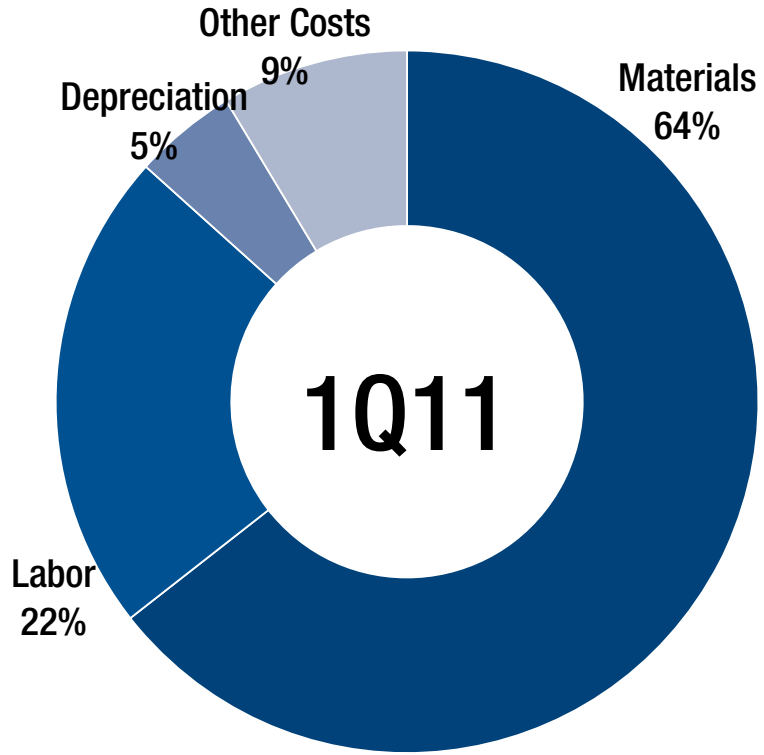
Business Areas
Net Revenue breakdown

in R$ million

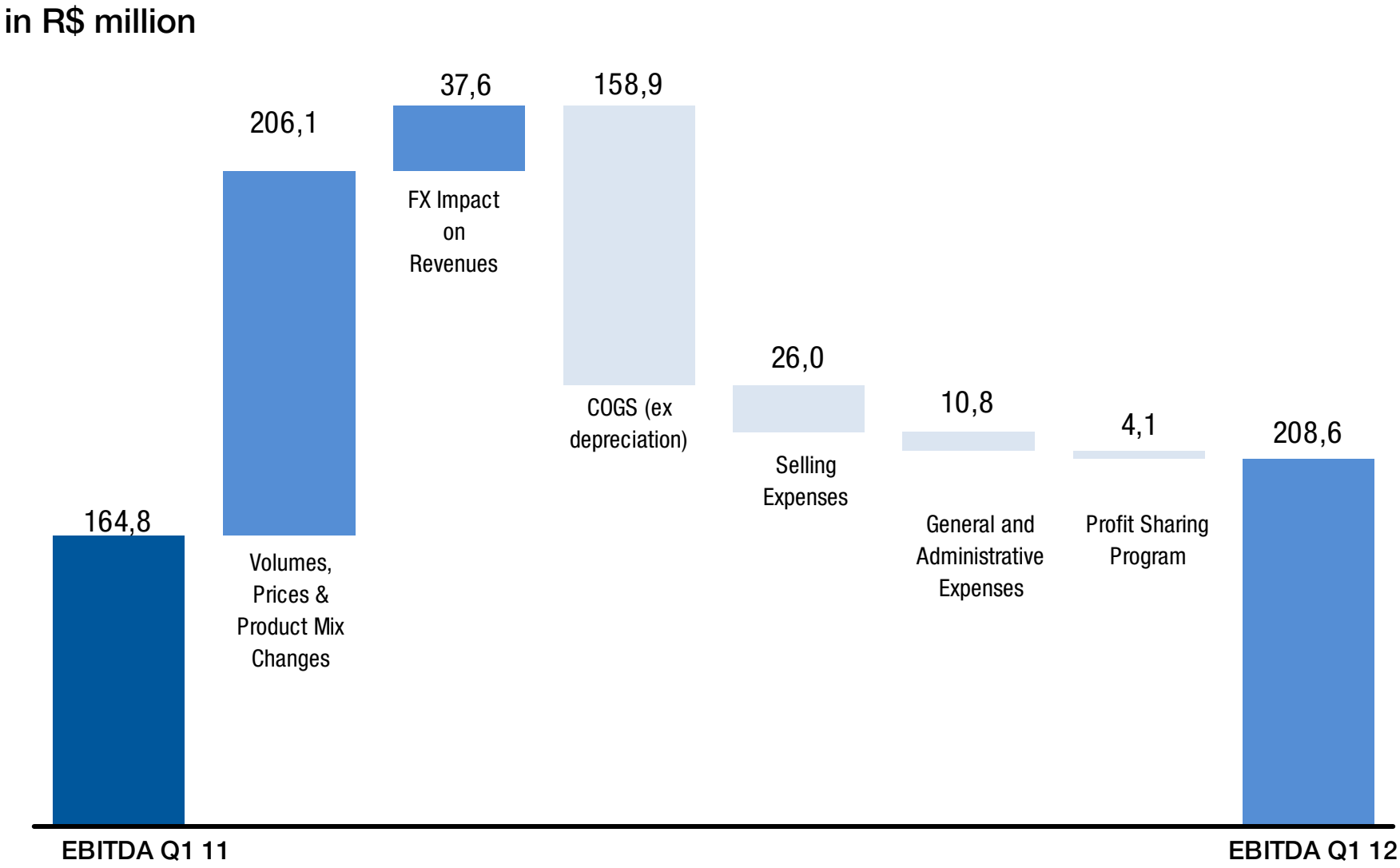


Cost of Goods Sold



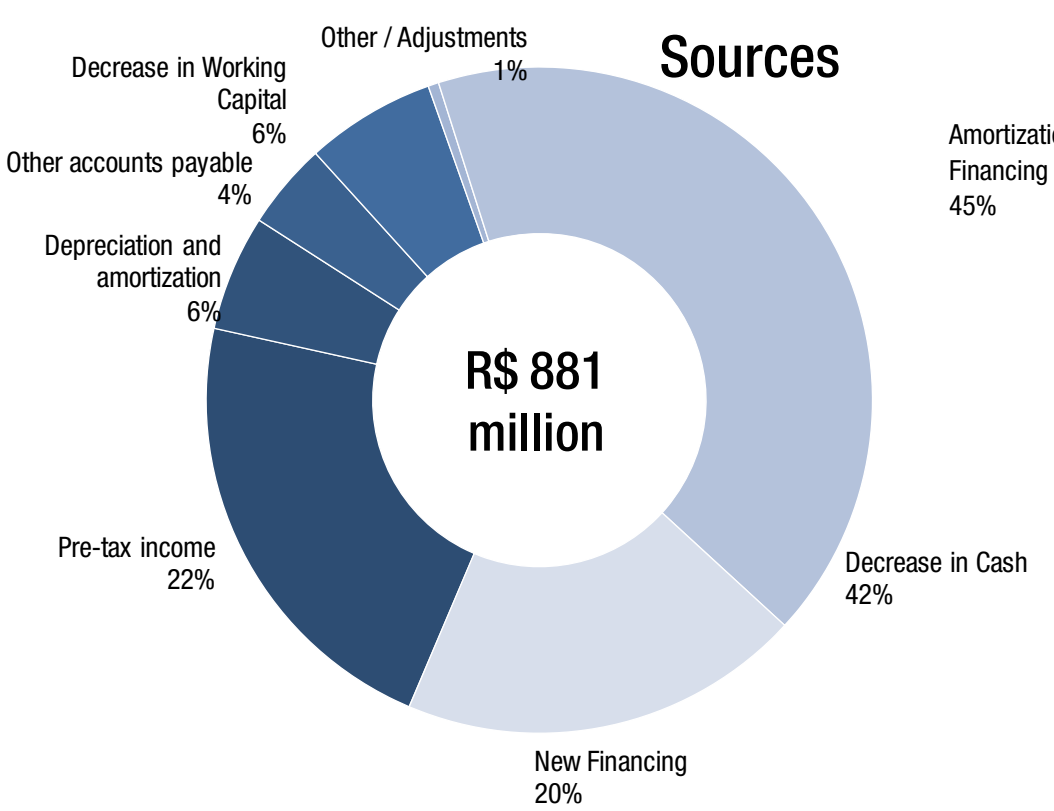


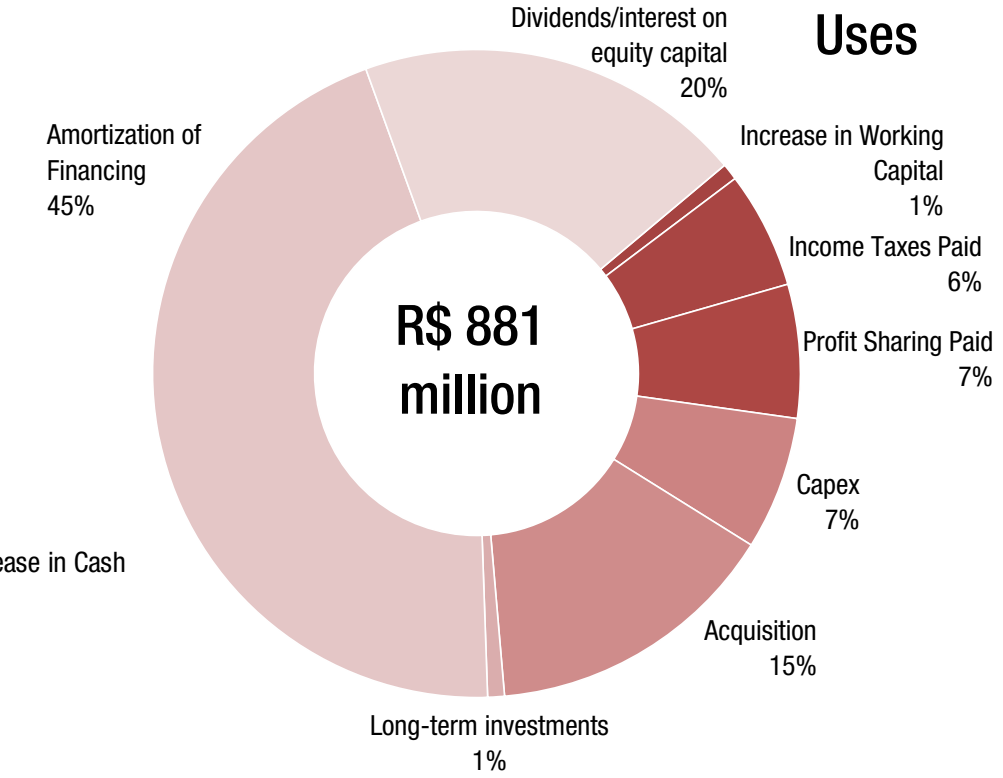
Main effects on EBITDA



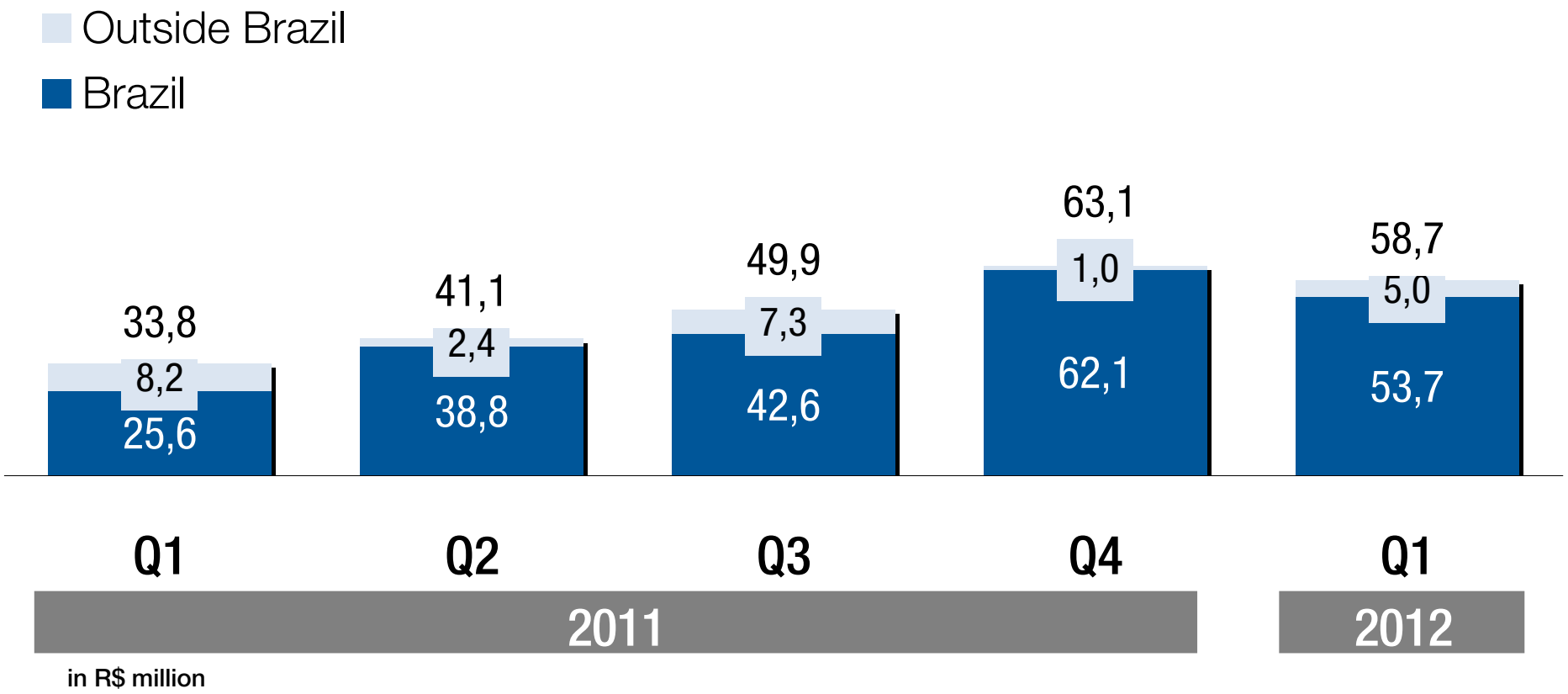
Sources and Uses of Cash

in R$ million





Capex Program



in R$ million

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