





Conference Call

1Q13

April 25th, 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.

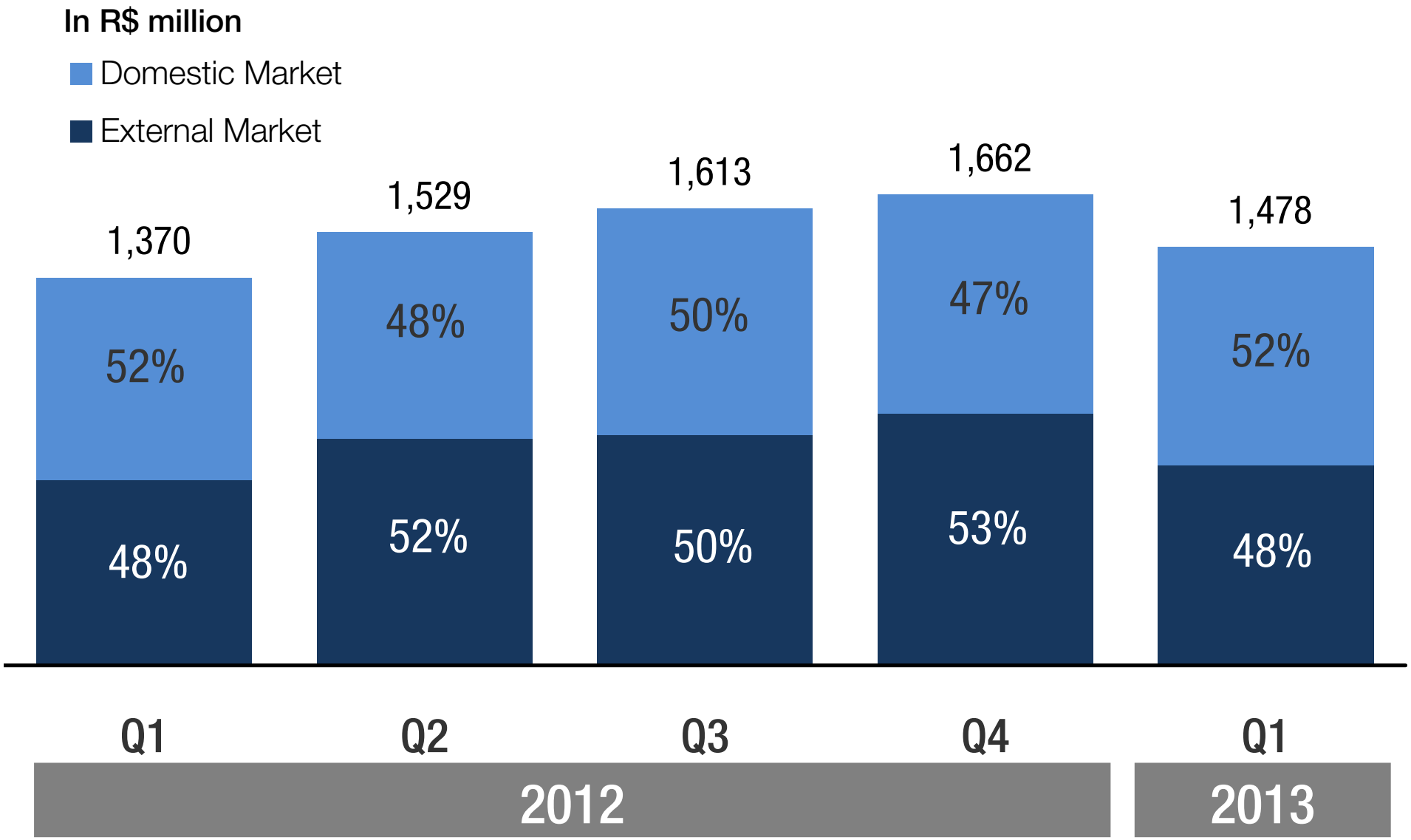
Investors should understand that the general economic conditions, conditions of the industry and other operating factors may affect WEG's future performance and lead to results that may differ materially from those expressed in such future considerations.

Highlights
Quarterly Figures

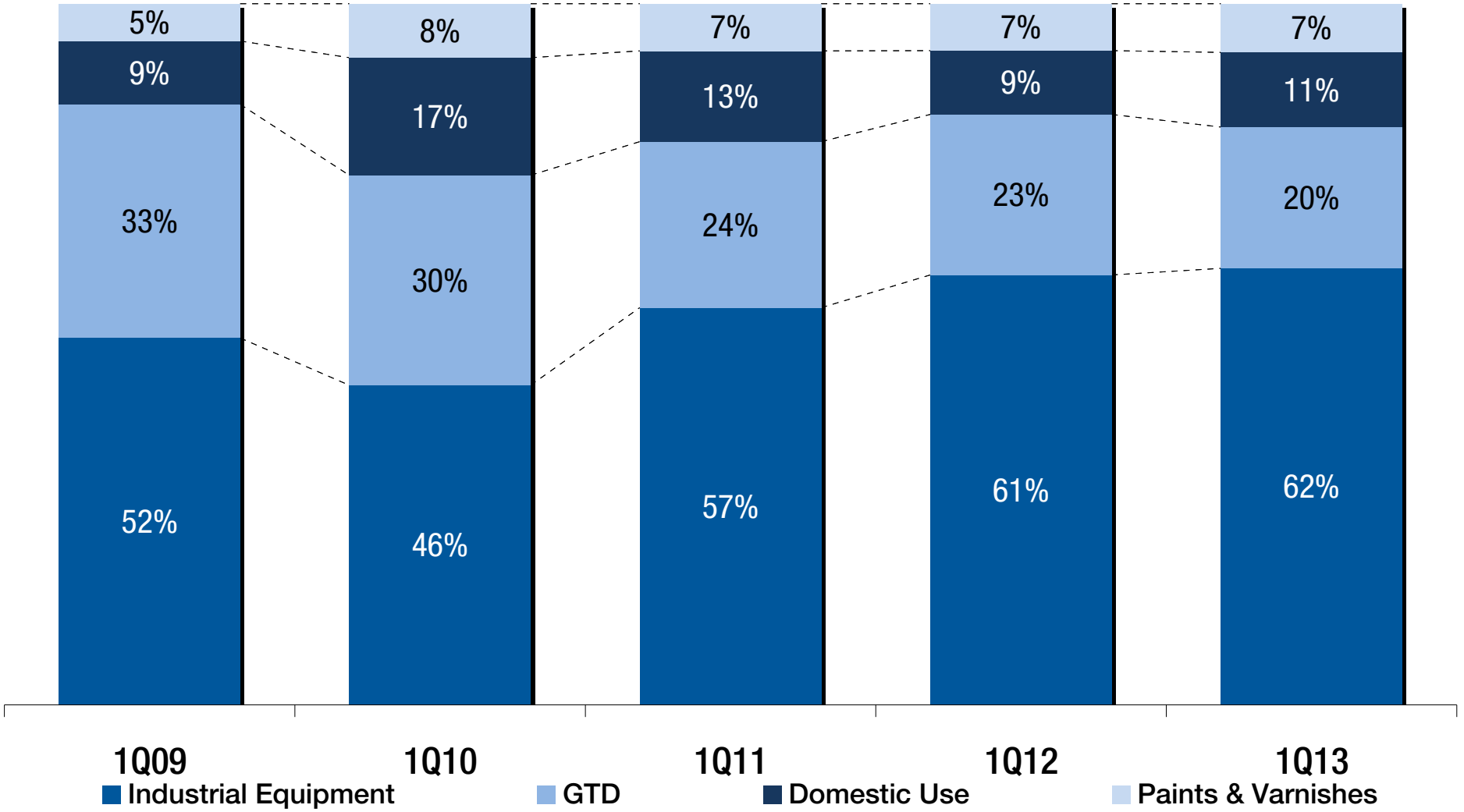
	Q1 2013	Q4 2012	%	Q1 2012	%
Net Operating Revenue	1,477,577	1,662,258	-11.1%	1,369,762	7.9%
Domestic Market	772,935	774,533	-0.2%	714,268	8.2%
External Markets	704,642	887,725	-20.6%	655,494	7.5%
External Markets in US$	*353,077*	*431,141*	*-18.1%*	*370,825*	*-4.8%*
Gross Operating Profit	463,635	528,641	-12.3%	391,967	18.3%
Gross Margin	*31.4%*	*31.8%*		*28.6%*	
Net Income	172,299	183,157	-5.9%	148,247	16.2%
Net Margin	*11.7%*	*11.0%*		*10.8%*	
EBITDA	248,898	289,786	-14.1%	198,251	25.5%
EBITDA Margin	*16.8%*	*17.4%*		*14.5%*	
EPS	0.2777	0.2952	-5.9%	0.2390	16.2%

Figures in R$ Thousand

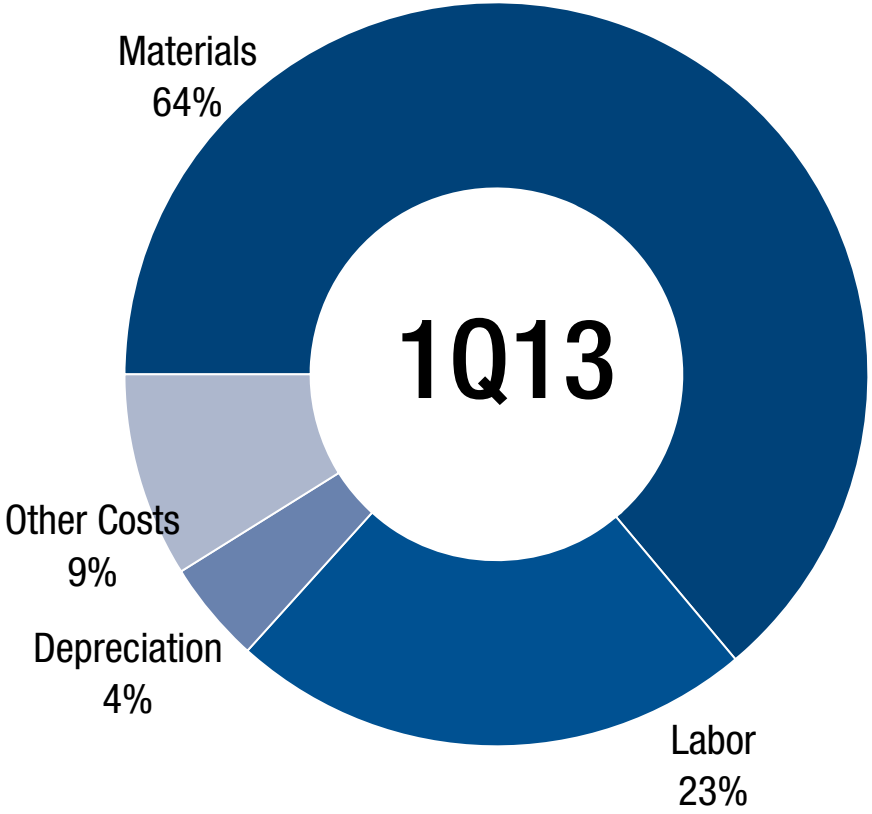
Net Operating Revenue
Quarterly Evolution

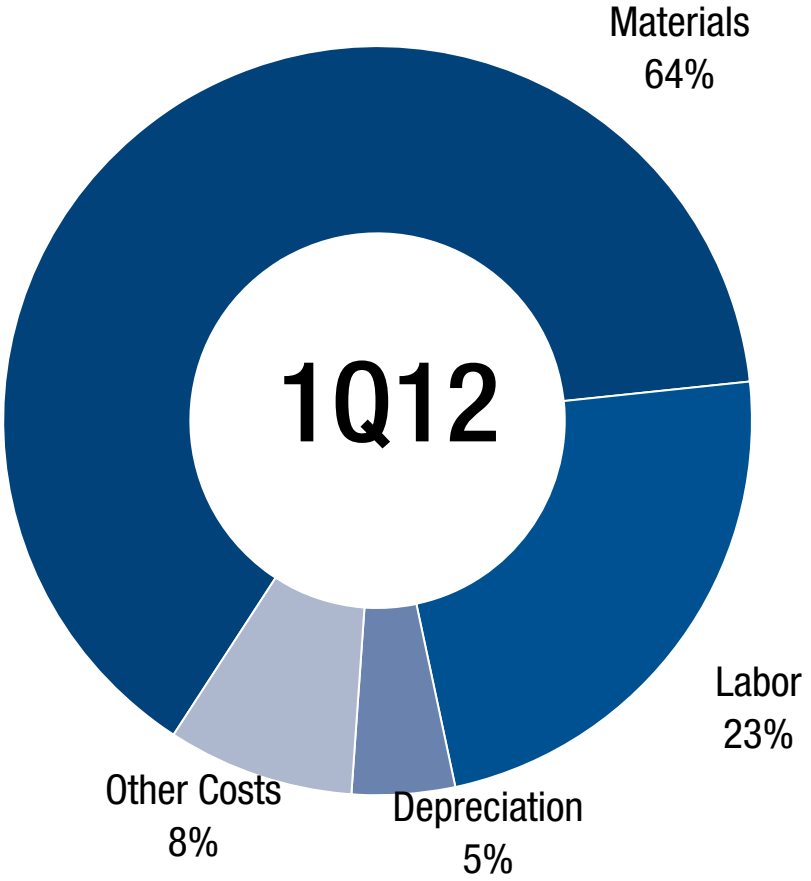


Business Areas
Revenue breakdown



Costs of Goods Sold





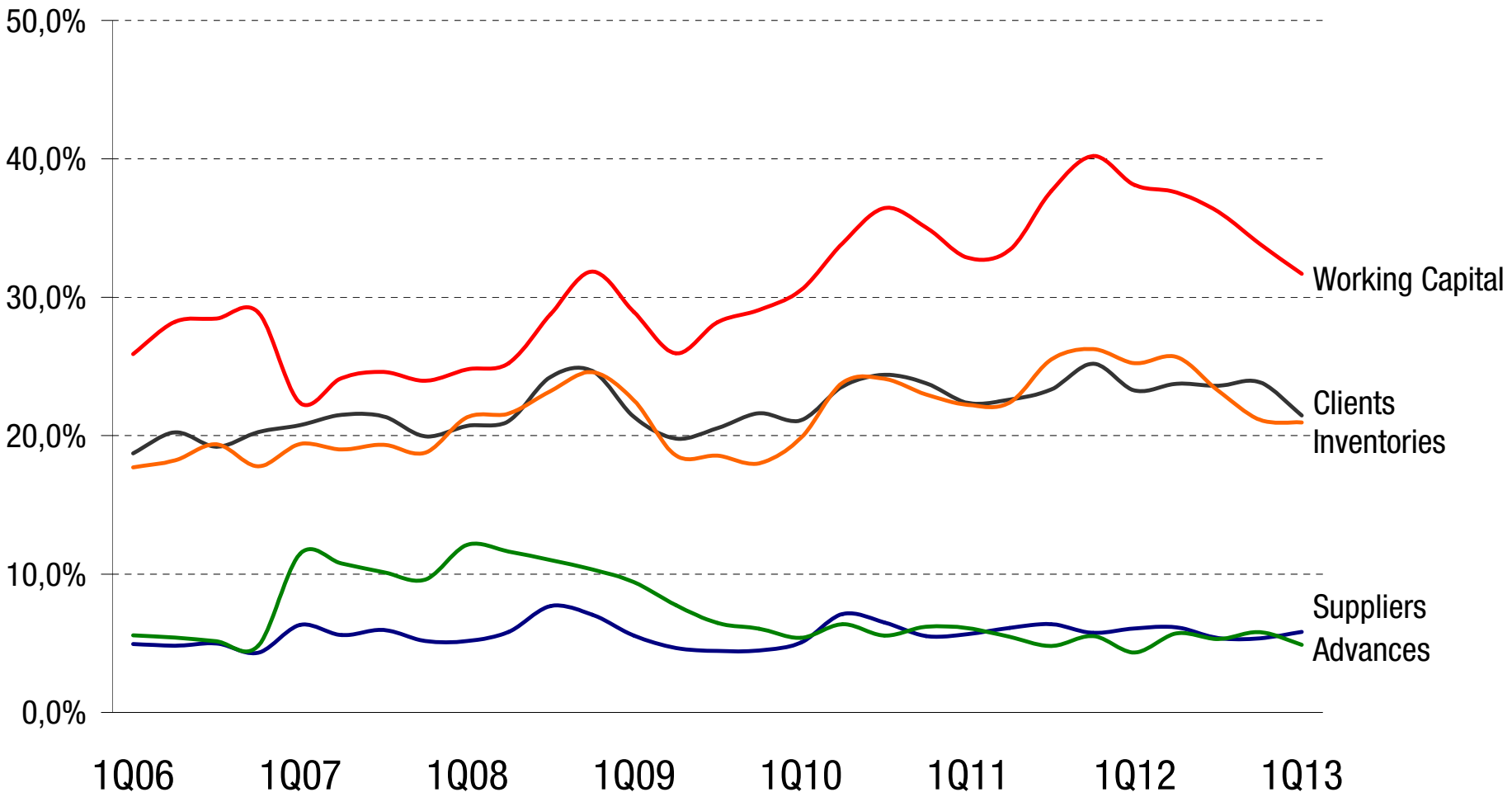
Main impacts on EBITDA

	Q1 2013	Q4 2012	%	Q1 2012	%
Net Operating Revenues	**1.477,6**	1.662,3	-11,1%	1.369,8	7,9%
Consolidated Net Income for the Period	**173,1**	184,8	-6,4%	151,3	14,4%
Net Margin	***11,7%***	*11,1%*		*11,0%*	
(+) Income taxes & Contributions	**48,3**	53,7	-9,9%	43,3	11,7%
(+/-) Financial income (expenses)	**(24,7)**	(2,7)	826,4%	(45,9)	-46,3%
(+) Depreciation & Amortization	**52,1**	54,0	-3,4%	49,6	5,2%
EBITDA	**248,9**	289,8	-14,1%	198,3	25,5%
EBITDA Margin	***16,8%***	*17,4%*		*14,5%*	

Figures in R$ thousands

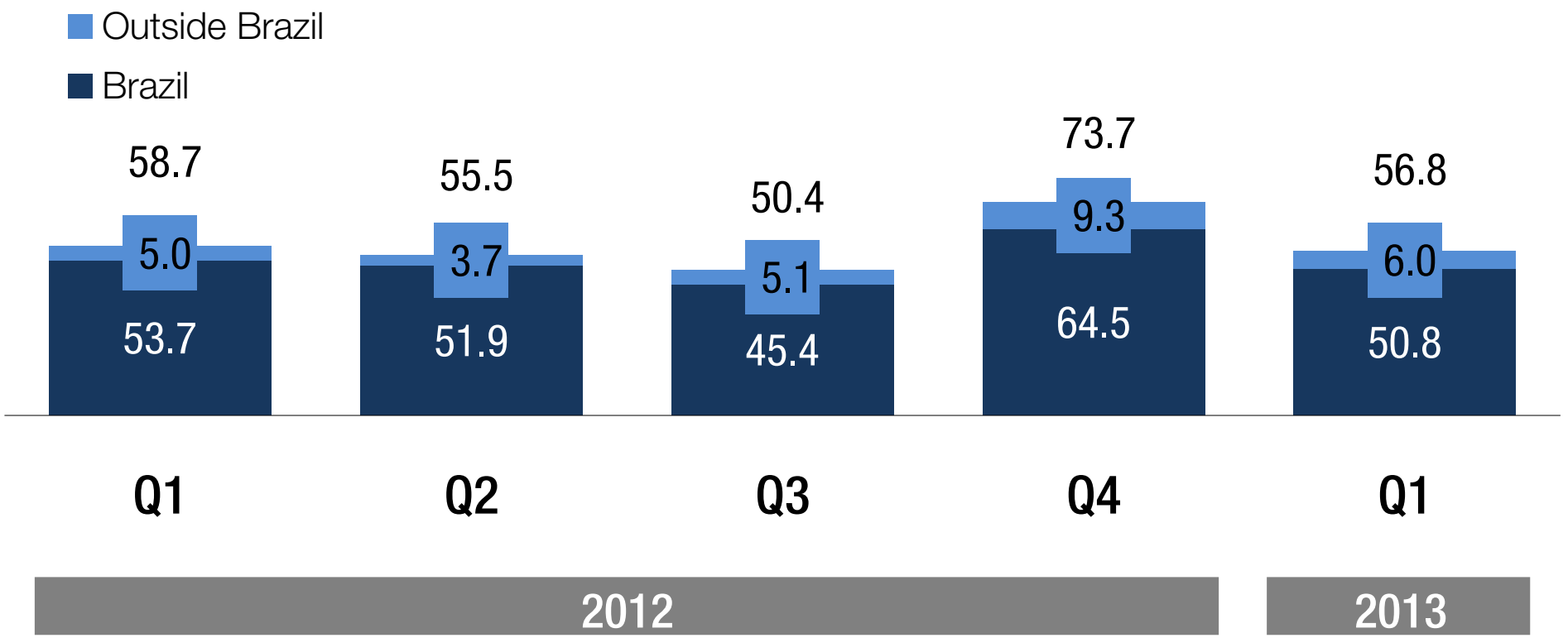
Working Capital

In % of Net Revenue



Capex Program

In R$ million



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