Teleconferência de Resultados 2T12

26 de julho de 2012

Exoneração de Responsabilidade

As eventuais declarações que possam ser feitas durante essa teleconferência relativas à perspectiva dos negócios, às projeções e metas operacionais e financeiras e ao potencial de crescimento futuro da WEG constituem-se em meras crenças e premissas da administração da Companhia, bem como em informações atualmente disponíveis.

Estas declarações envolvem riscos, incertezas e premissas, pois se referem a eventos futuros, e, portanto, dependem de circunstâncias que podem ou não ocorrer.

Investidores devem compreender que condições econômicas gerais, da indústria e outros fatores operacionais podem afetar o desempenho futuro da WEG e conduzir a resultados que diferem, materialmente, daqueles expressos em tais considerações futuras.

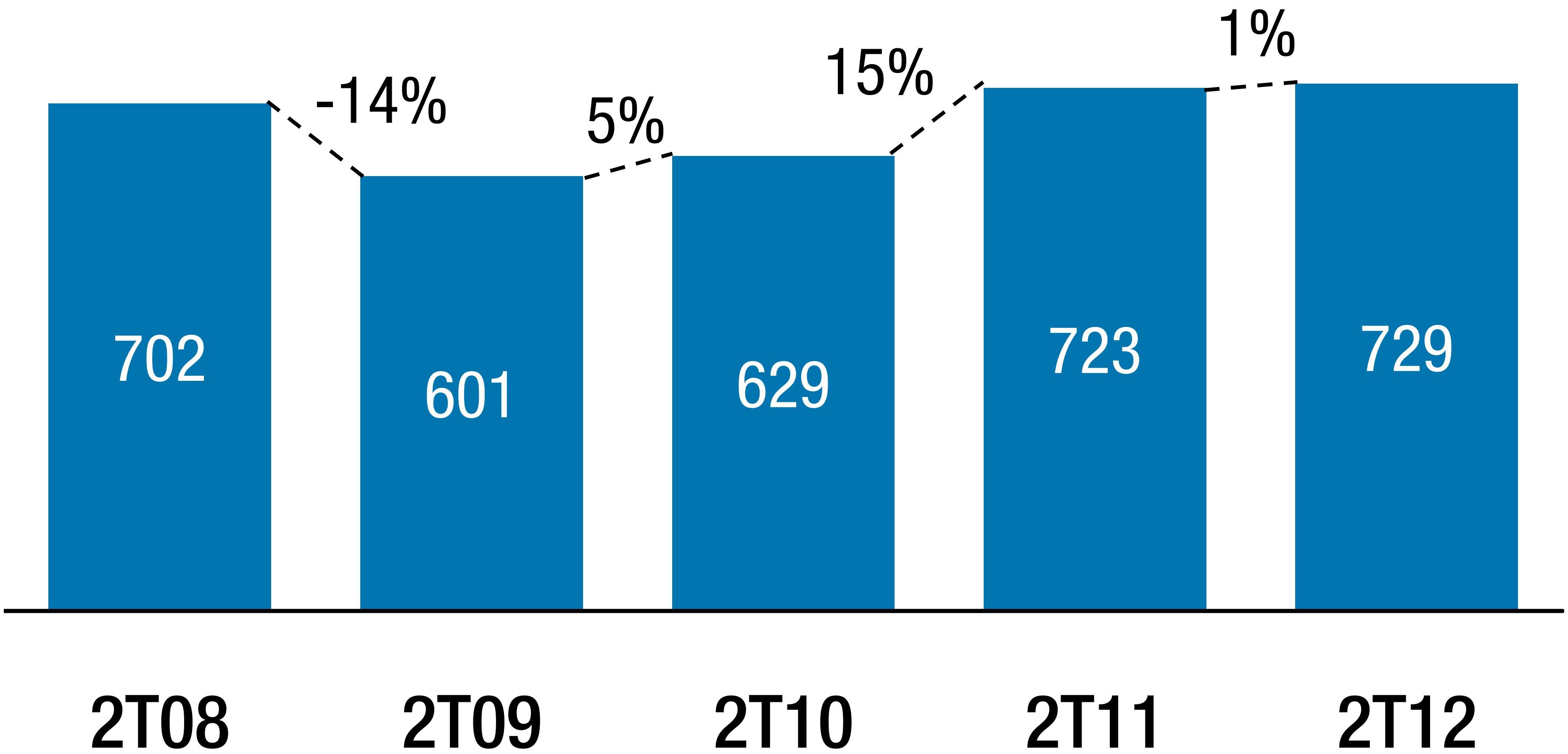
Principais Números
Resultados Trimestrais

	2T12	1T12	%	2T11	%
Receita Líquida de Vendas	1.528.791	1.369.762	11,6%	1.277.258	19,7%
Mercado Interno	729.235	714.268	2,1%	723.348	0,8%
Mercado Externo	799.556	655.494	22,0%	553.910	44,3%
Mercado Externo em US$	*406.915*	*370.825*	*9,7%*	*347.886*	*17,0%*
Lucro Operacional Bruto	461.661	391.967	17,8%	381.437	21,0%
Margem Bruta	*30,2%*	*28,6%*		*29,9%*	
Lucro Líquido	139.819	148.247	-5,7%	154.557	-9,5%
Margem Líquida	*9,1%*	*10,8%*		*12,1%*	
EBITDA	260.028	208.638	24,6%	215.579	20,6%
Margem EBITDA	*17,0%*	*15,2%*		*16,9%*	
LPA	0,2254	0,2390	-5,7%	0,2491	-9,5%

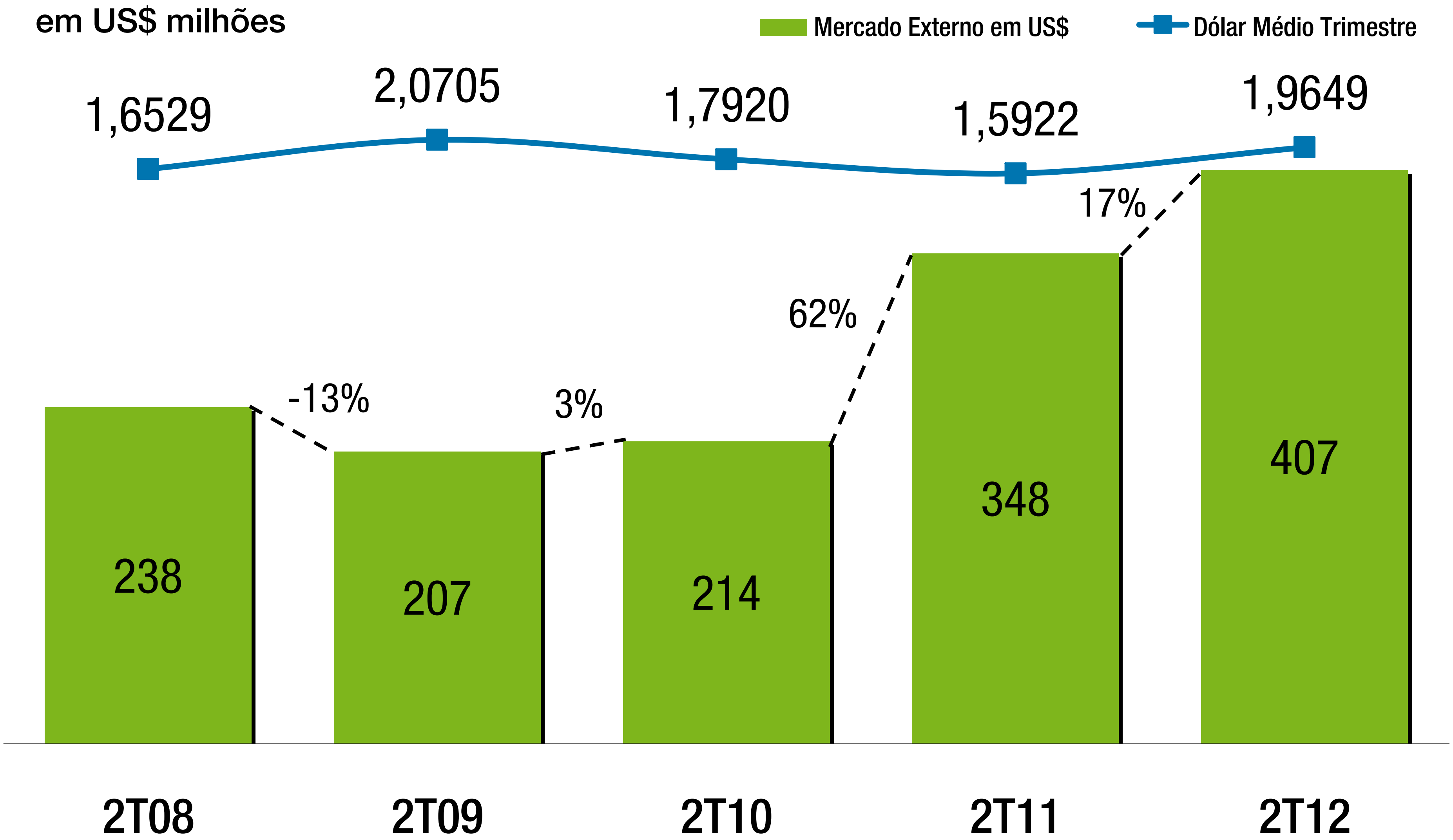
Valores em R$ Mil

Receita Operacional Líquida
Mercado Interno

em R$ milhões

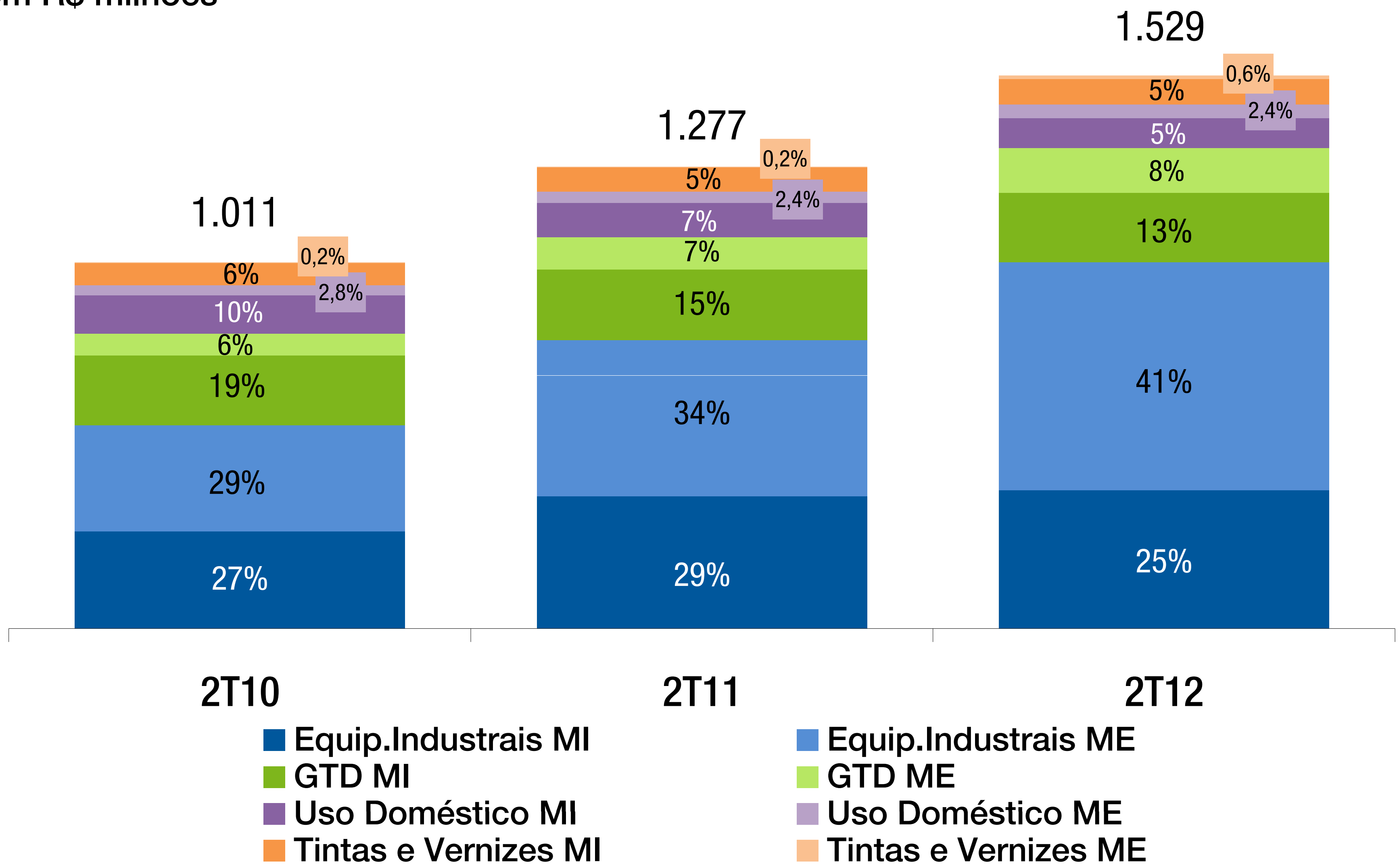


Receita Operacional Líquida
Mercado Externo

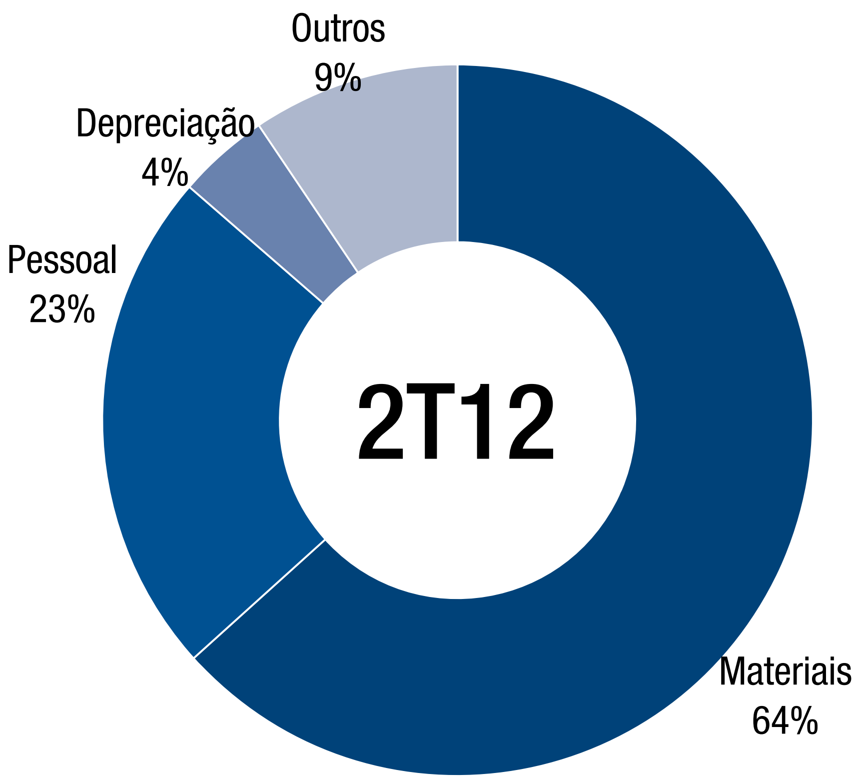


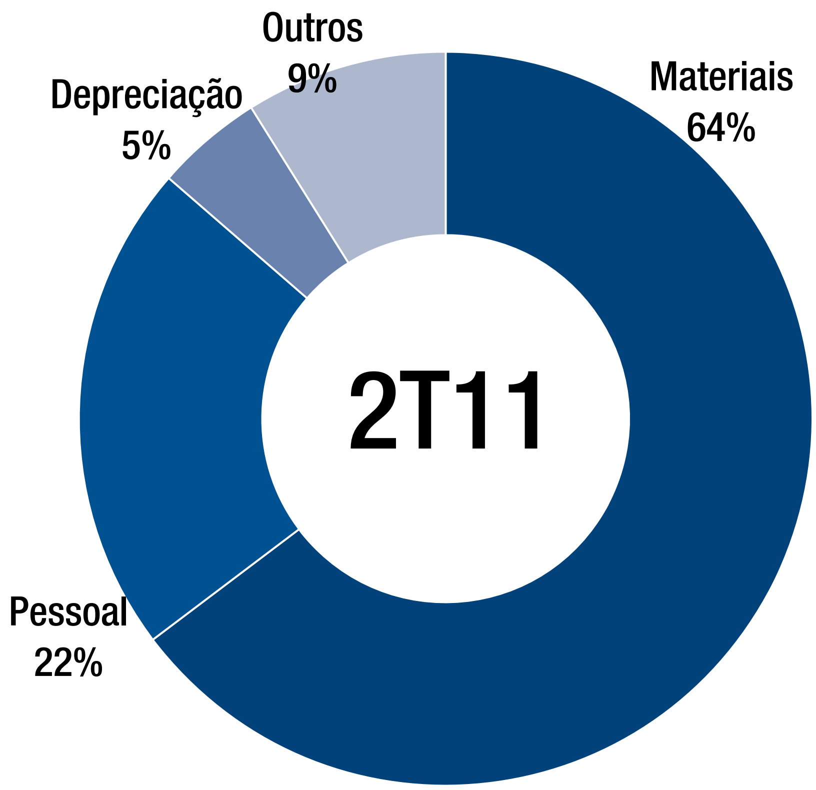
Áreas de Negócios
Participação na Receita Líquida

em R$ milhões

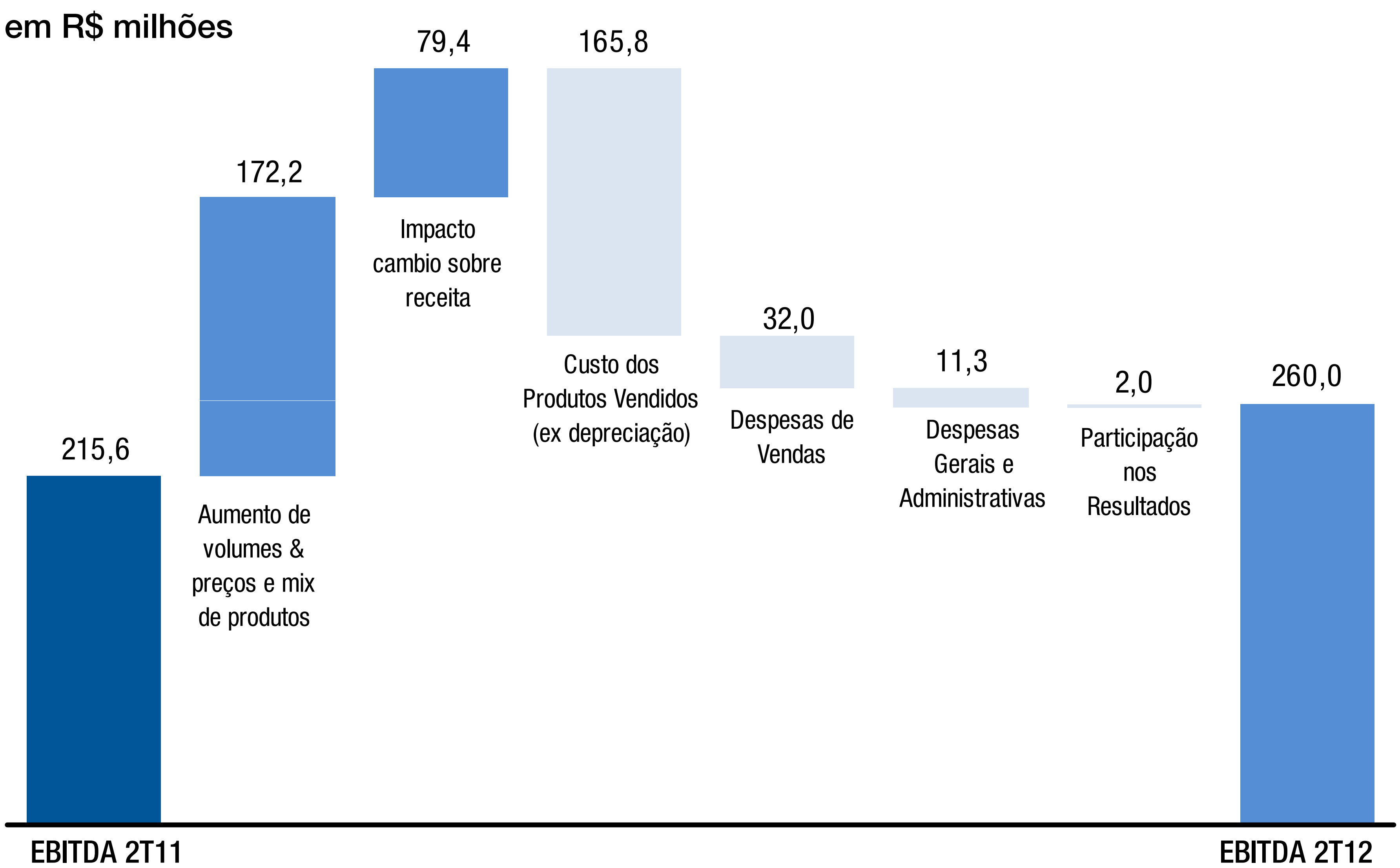


Custos dos Produtos Vendidos



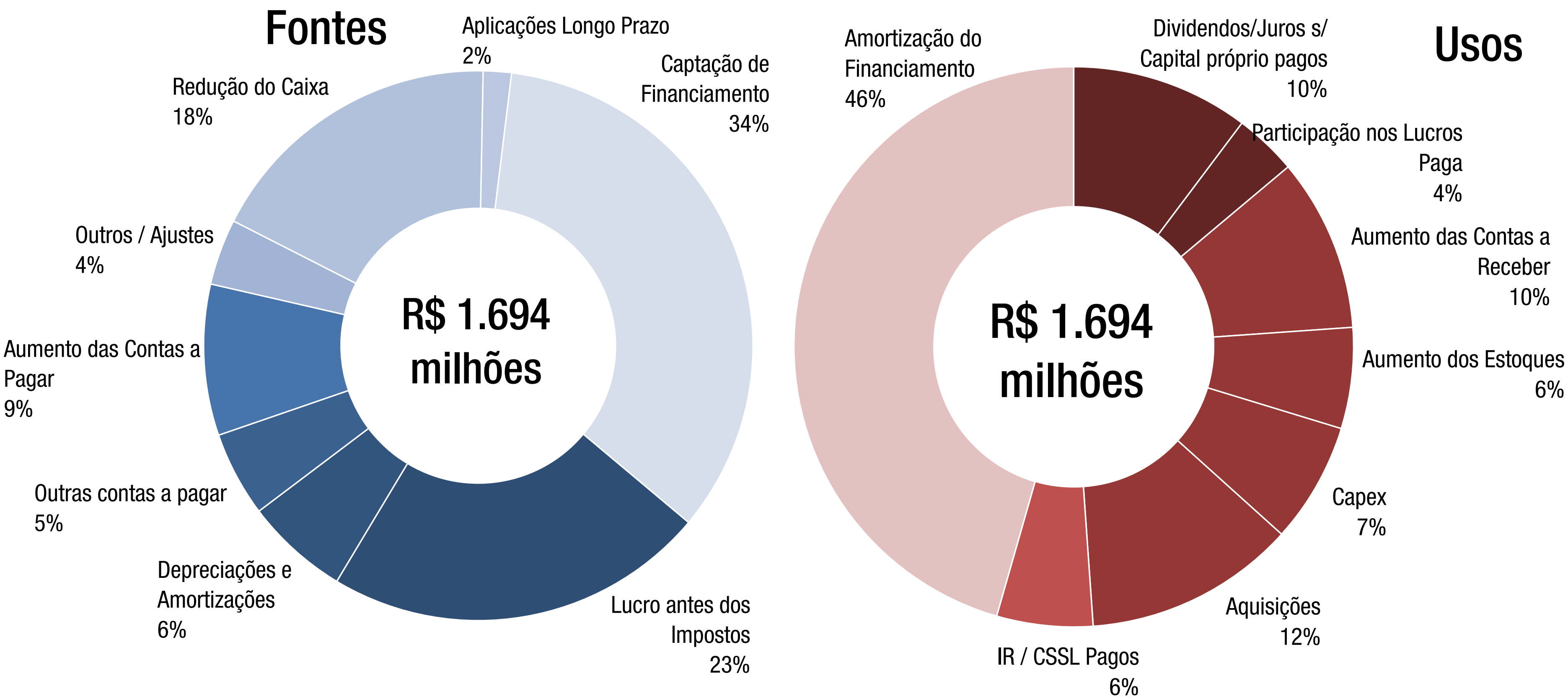


Principais efeitos sobre o EBITDA

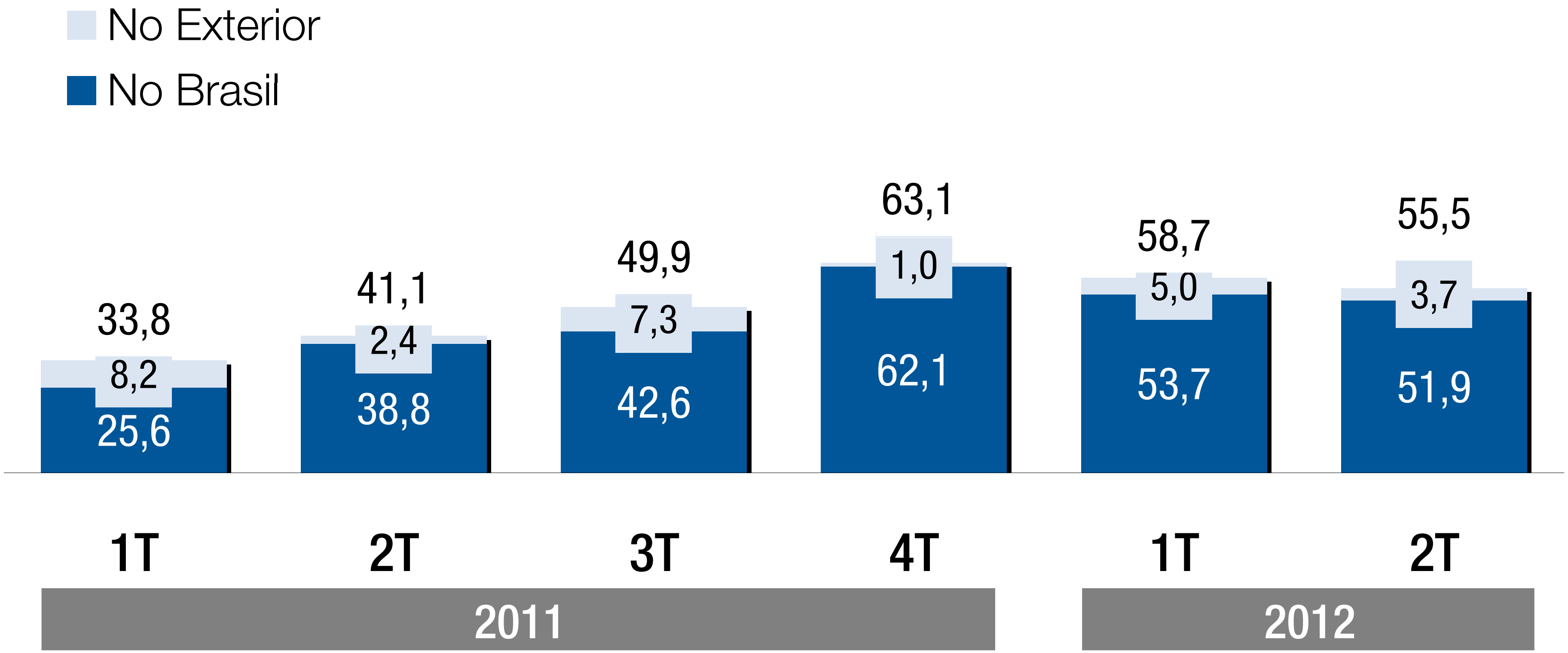


Fontes e usos de Caixa

em R$ milhões



Investimentos Expansão de Capacidade



em R$ milhões

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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.

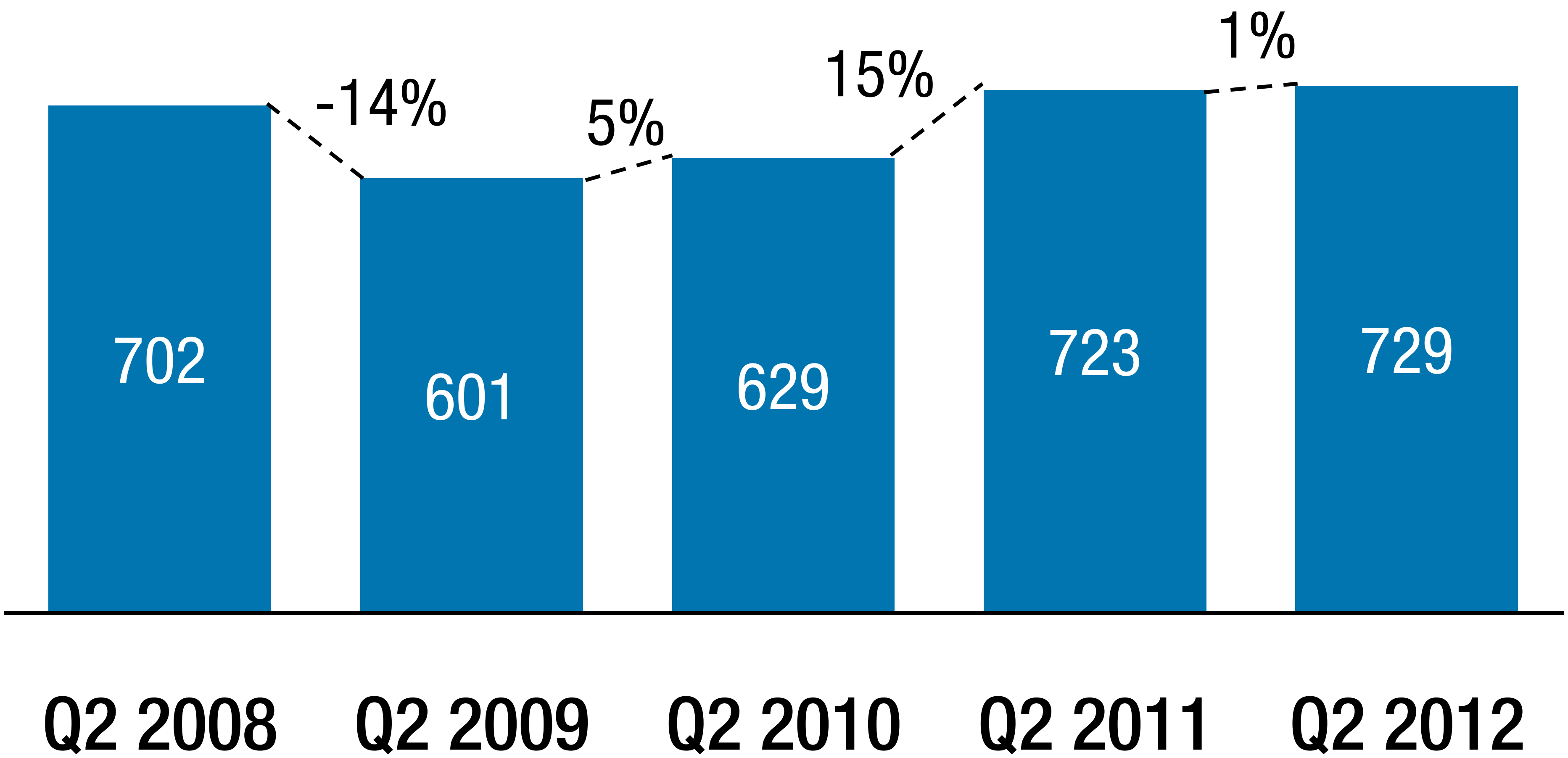
Highlights
Quarterly Figures

	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%

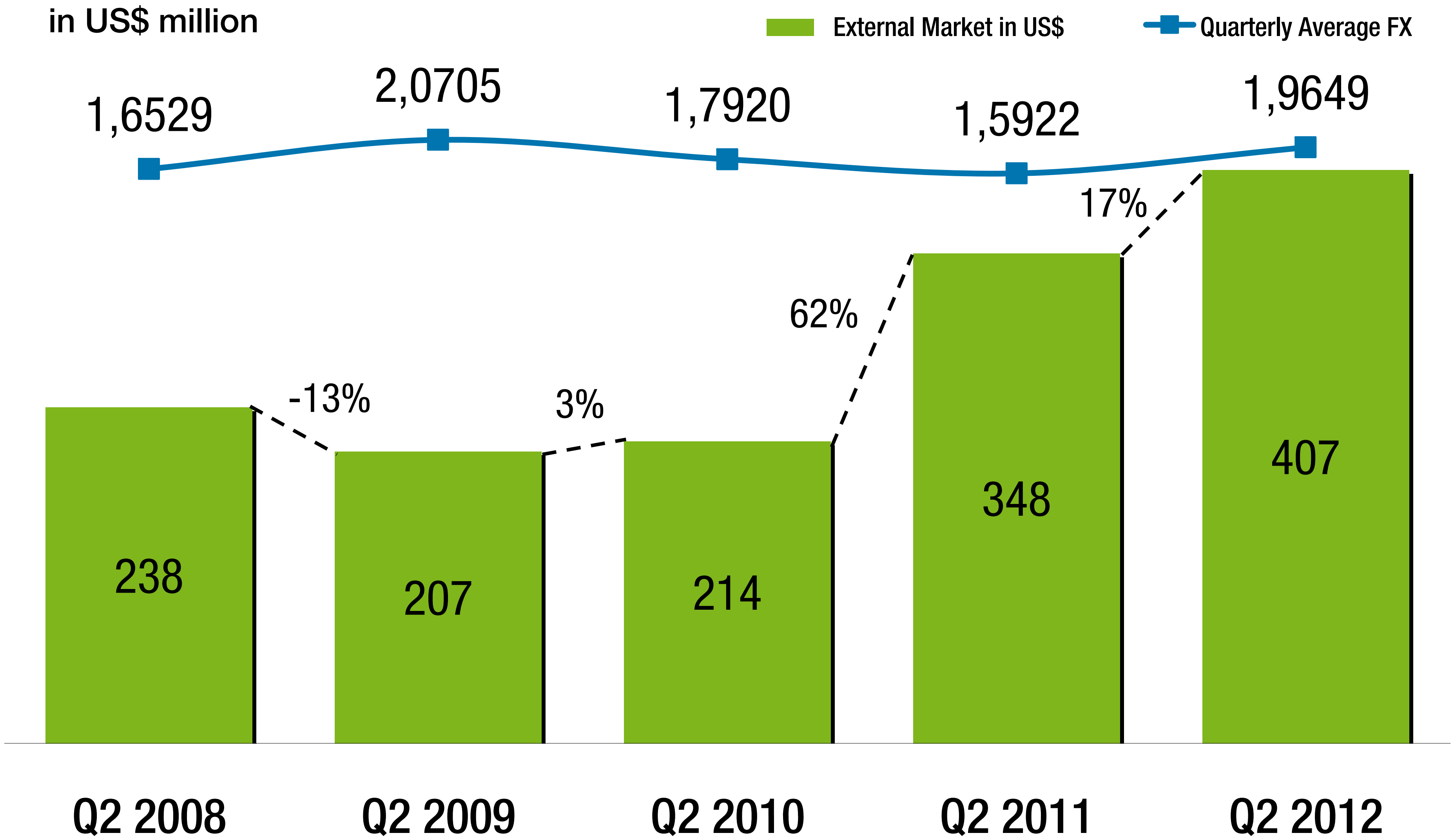
Figures in R$ Thousand

Net Operating Revenue
Domestic Market

in R$ million

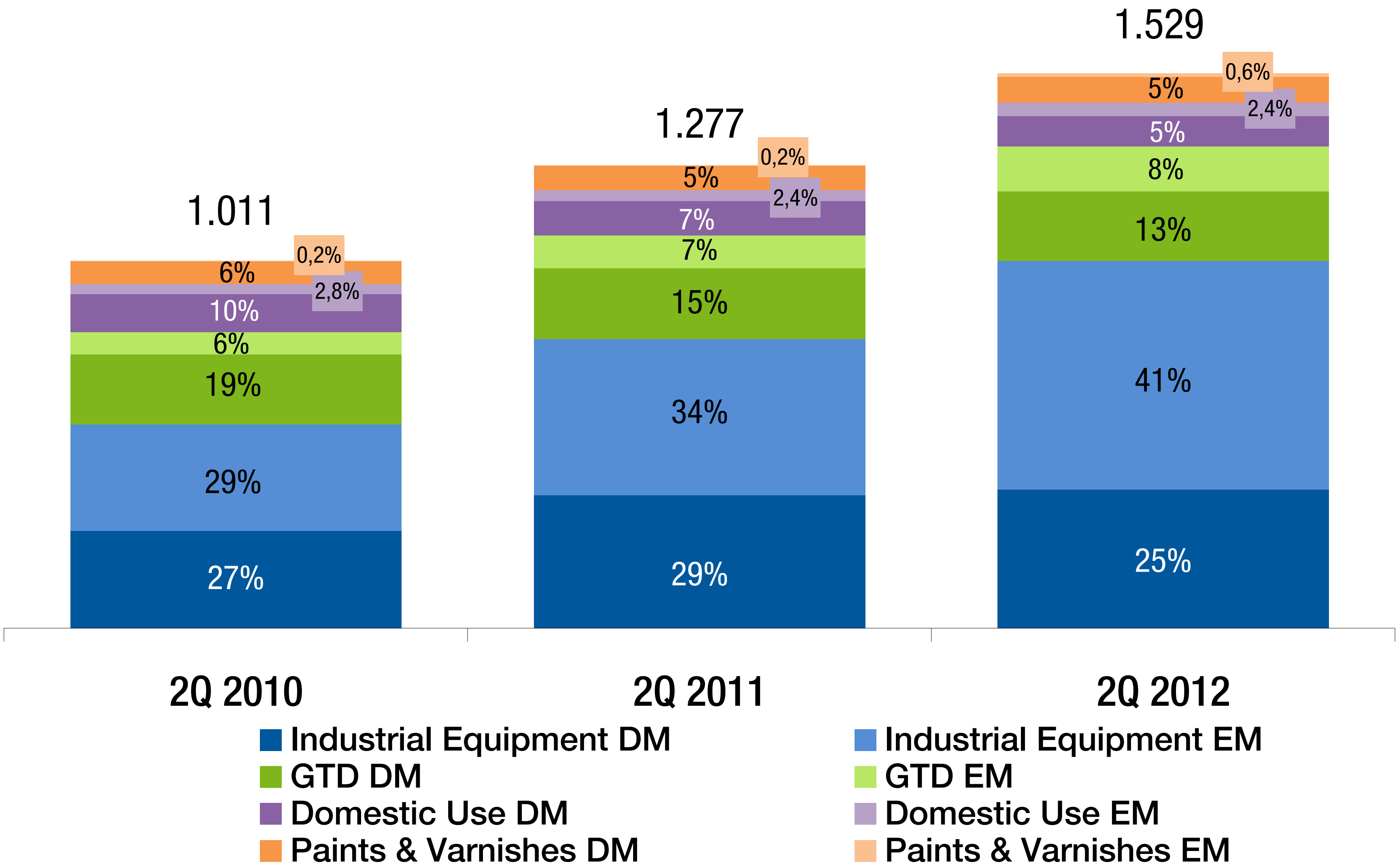


Net Operating Revenue
External Market

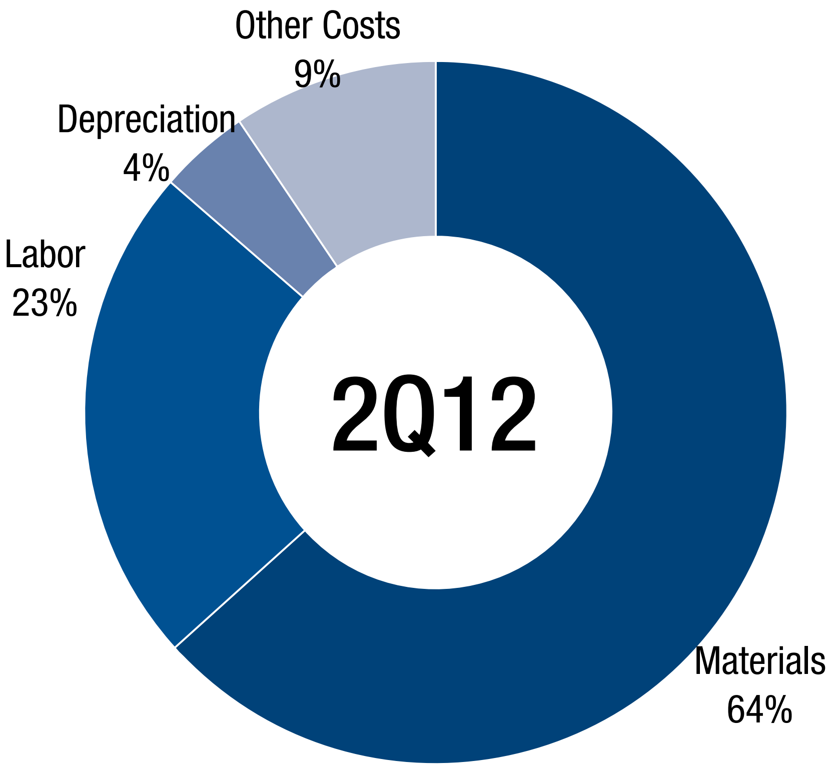


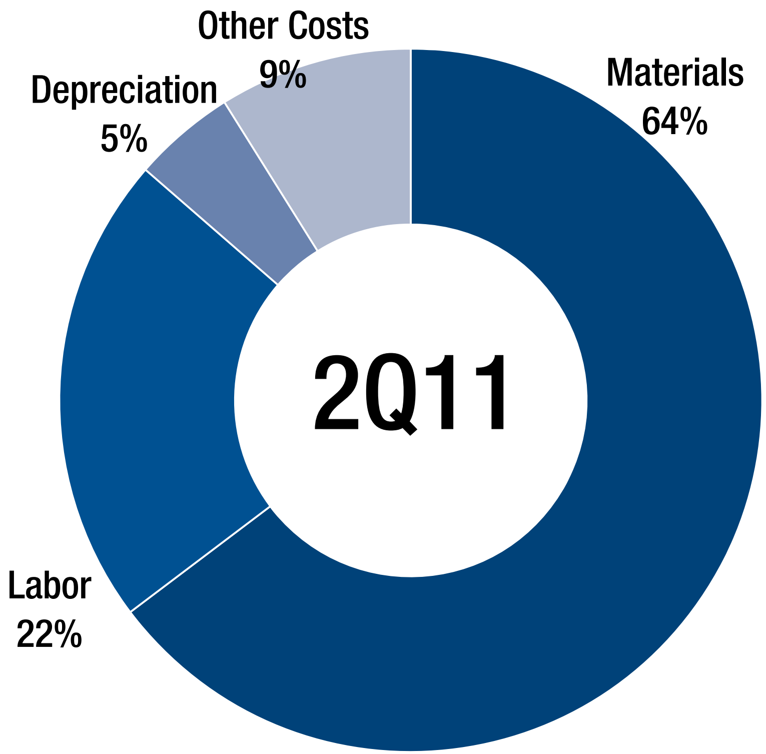
Business Areas
Net Revenue breakdown

in R$ million



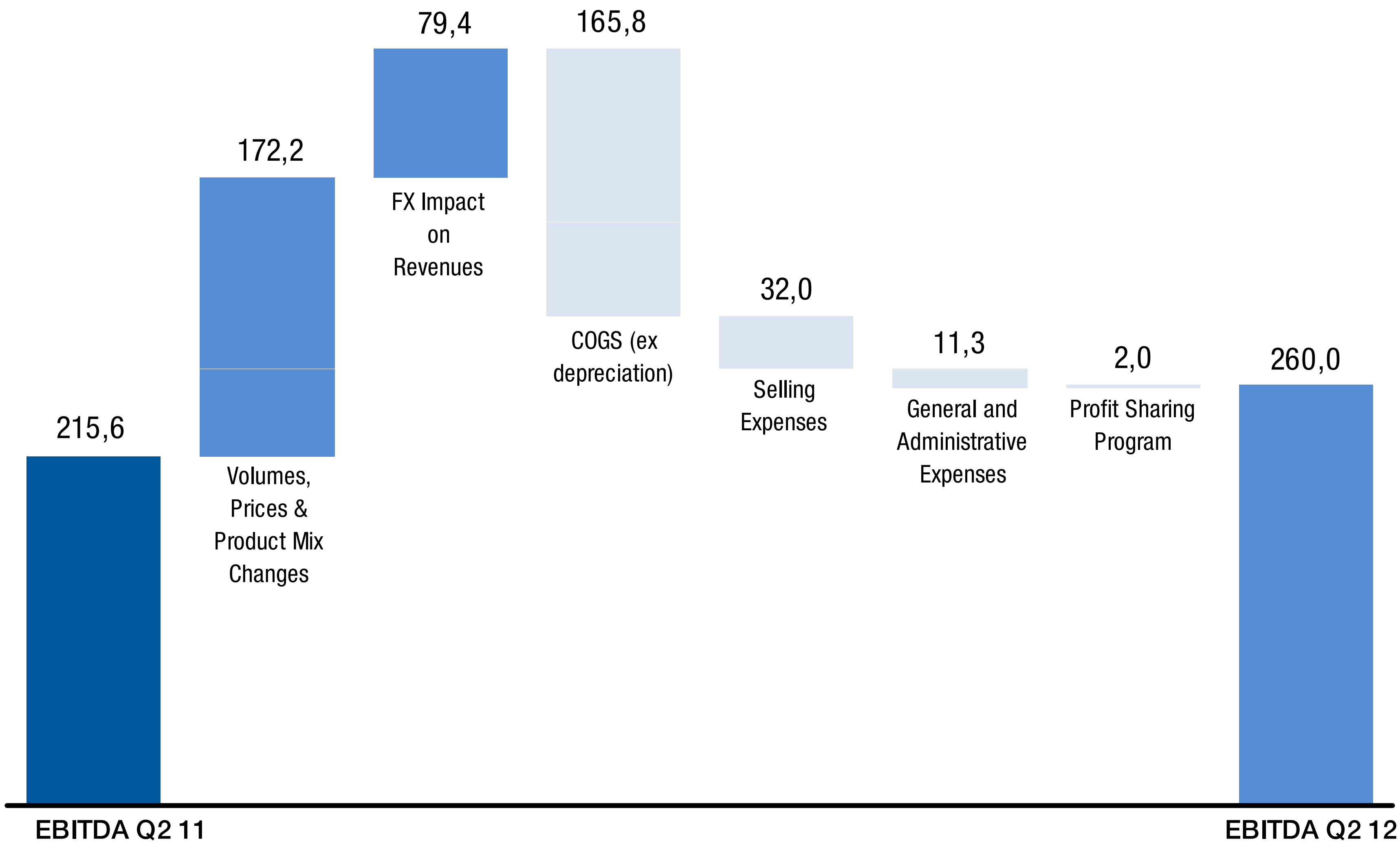
Cost of Goods Sold





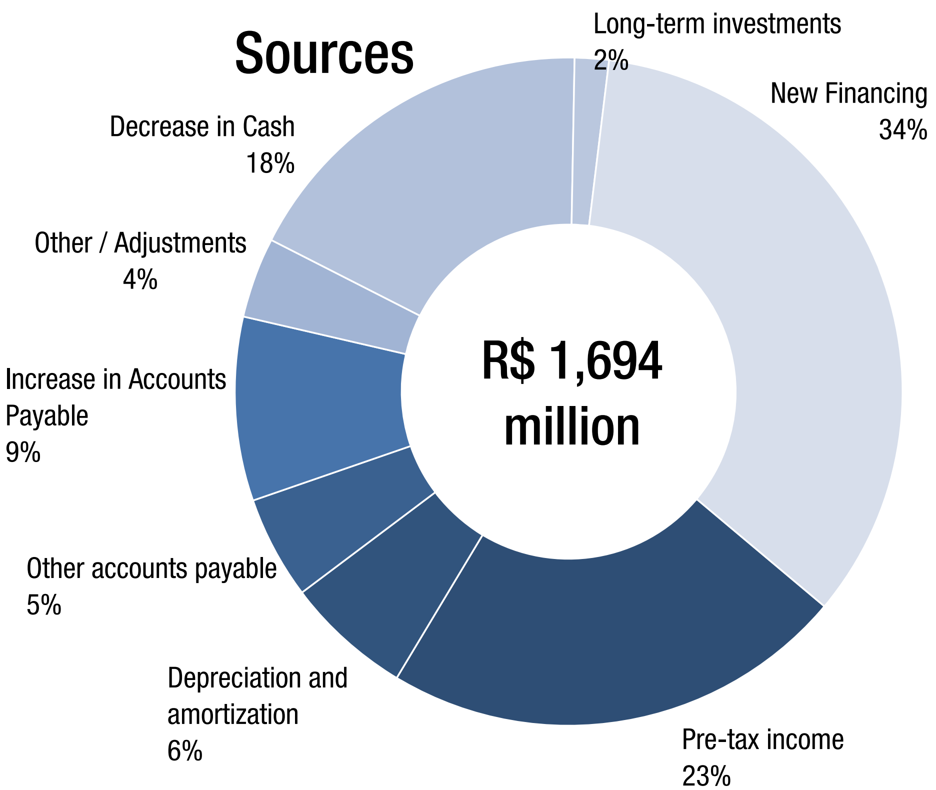
Main effects on EBITDA

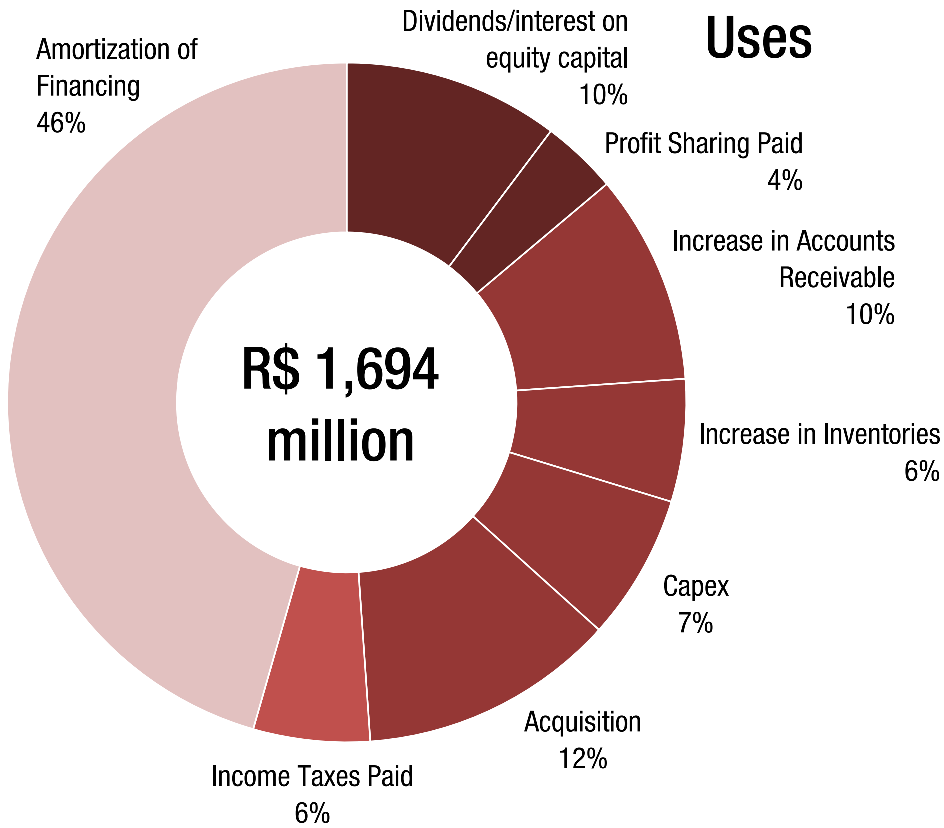
in R$ million



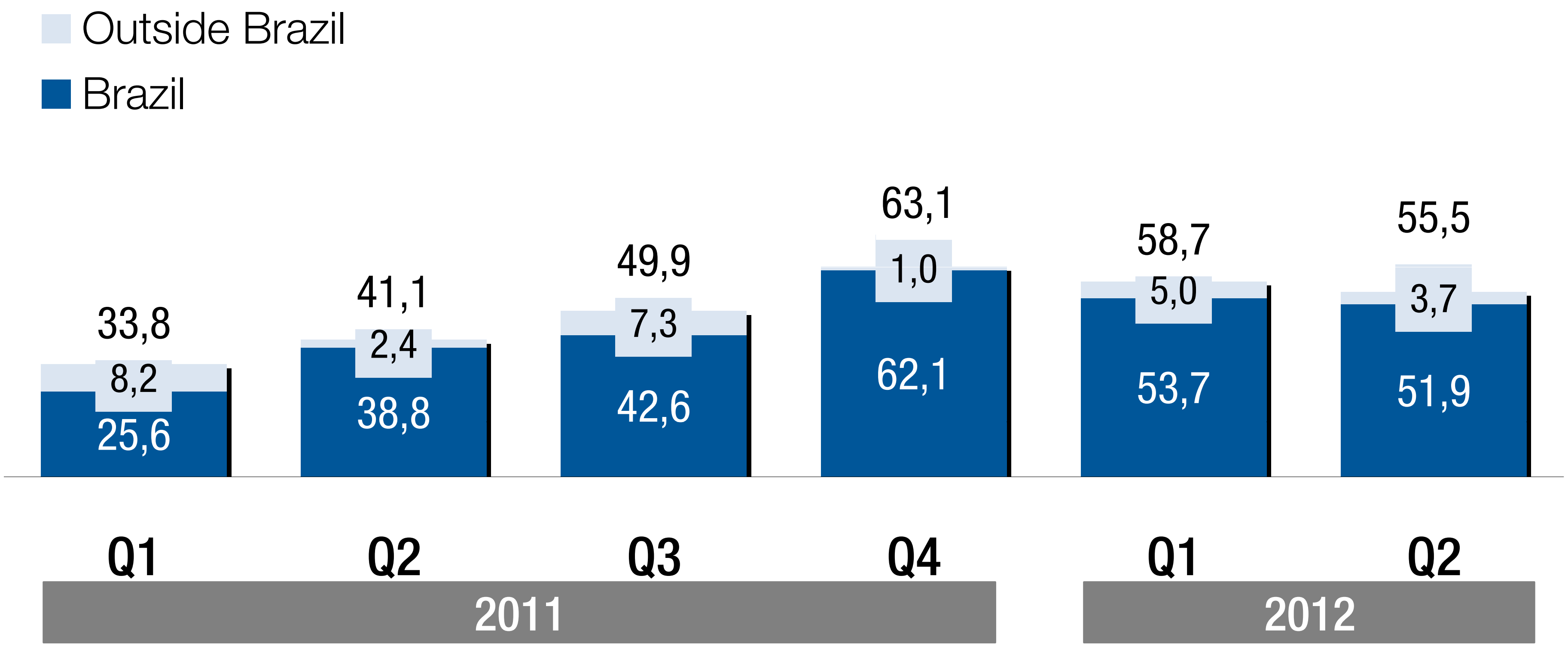
Sources and Uses of Cash

in R$ million





Capex Program



in R$ million

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