



Teleconferência de Resultados 2012 e 4T12

28 de fevereiro de 2013



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 mera 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.

Agenda

- Sérgio Schwartz - Vice Presidente Executivo
 - Principais destaques
 - Crescimento
 - Desempenho receitas
- Laurence Beltrão Gomes – Diretor Finanças e R.I.
 - Custos, Despesas, EBITDA,
 - Fluxo de Caixa e
 - Investimentos
- Sérgio Schwartz - Vice Presidente Executivo
 - Perspectivas e considerações finais
- Perguntas e respostas

Principais Números

Resultados Anuais



	2012	2011	%	2010	%
Receita Operacional Líquida	6.173.878	5.189.409	19,0%	4.391.973	18,2%
Mercado Interno	3.016.662	2.902.958	3,9%	2.670.443	8,7%
Mercado Externo	3.157.216	2.286.451	38,1%	1.721.530	32,8%
<i>Mercado Externo em US\$</i>	<i>1.609.721</i>	<i>1.361.689</i>	<i>18,2%</i>	<i>982.835</i>	<i>38,5%</i>
Lucro Operacional Bruto	1.880.856	1.556.051	20,9%	1.386.952	12,2%
<i>Margem Bruta</i>	<i>30,5%</i>	<i>30,0%</i>			<i>31,6%</i>
Lucro Líquido do Período	655.979	586.936	11,8%	519.782	12,9%
<i>Margem Líquida</i>	<i>10,6%</i>	<i>11,3%</i>			<i>11,8%</i>
EBITDA	1.053.545	882.340	19,4%	789.110	11,8%
<i>Margem EBITDA</i>	<i>17,1%</i>	<i>17,0%</i>			<i>18,0%</i>
LPA	1,0573	0,9461	11,8%	0,8371	13,0%

Valores em R\$ Mil

Receita Operacional Líquida

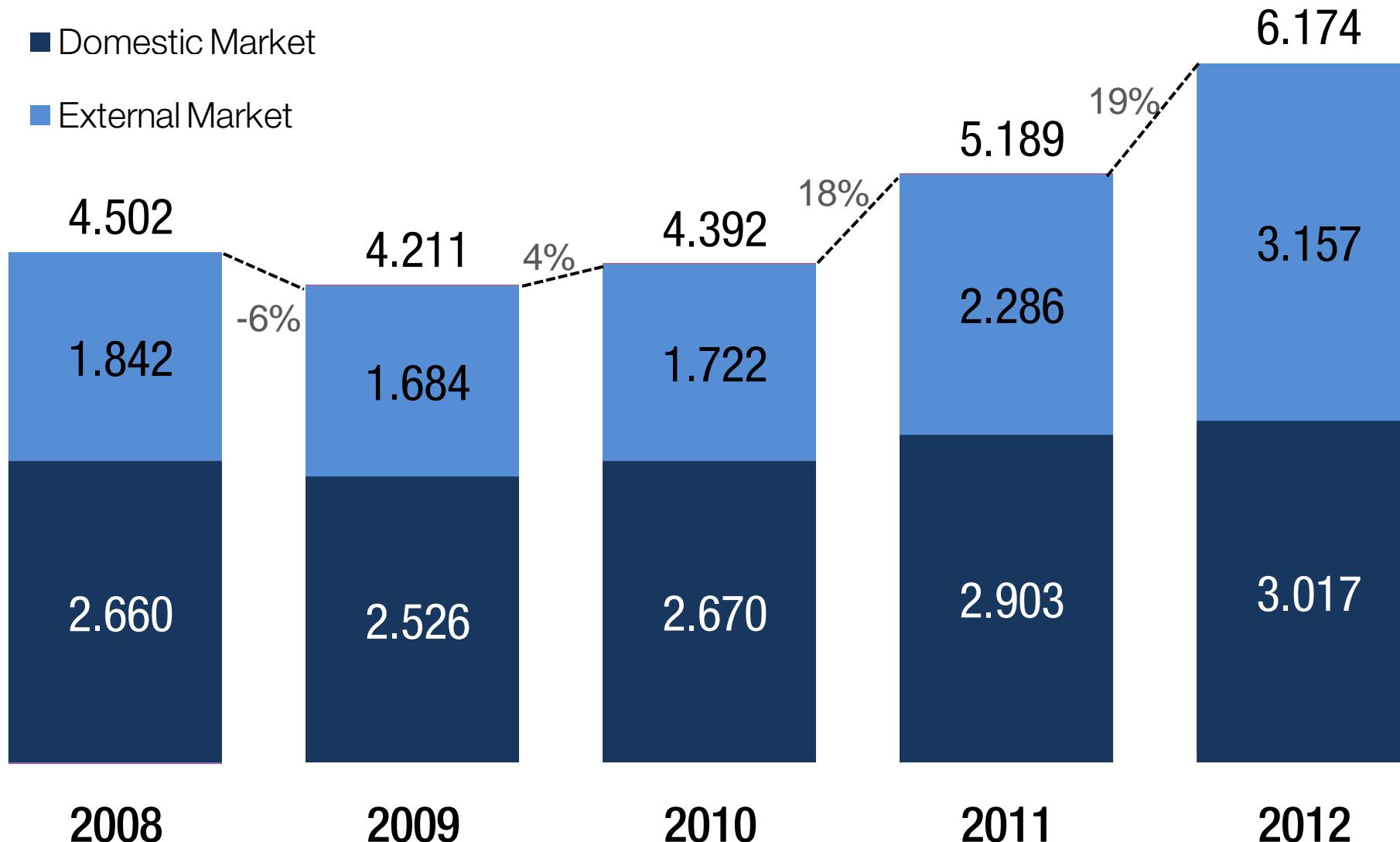
Evolução Anual



Em US\$ milhões

■ Domestic Market

■ External Market



Principais Números

Resultados Trimestrais



	4T12	3T12	%	4T11	%
Receita Líquida de Vendas	1.662.258	1.613.067	3,0%	1.468.551	13,2%
Mercado Interno	774.533	798.626	-3,0%	781.938	-0,9%
Mercado Externo	887.725	814.441	9,0%	686.613	29,3%
<i>Mercado Externo em US\$</i>	431.141	401.460	7,4%	380.772	13,2%
Lucro Operacional Bruto	528.641	498.587	6,0%	445.686	18,6%
<i>Margem Bruta</i>	31,8%	30,9%		30,3%	
Lucro Líquido	183.157	184.756	-0,9%	156.248	17,2%
<i>Margem Líquida</i>	11,0%	11,5%		10,6%	
EBITDA	300.603	284.276	5,7%	258.210	16,4%
<i>Margem EBITDA</i>	18,1%	17,6%		17,6%	
LPA	0,2952	0,2978	-0,9%	0,2518	17,2%

Valores em R\$ Mil

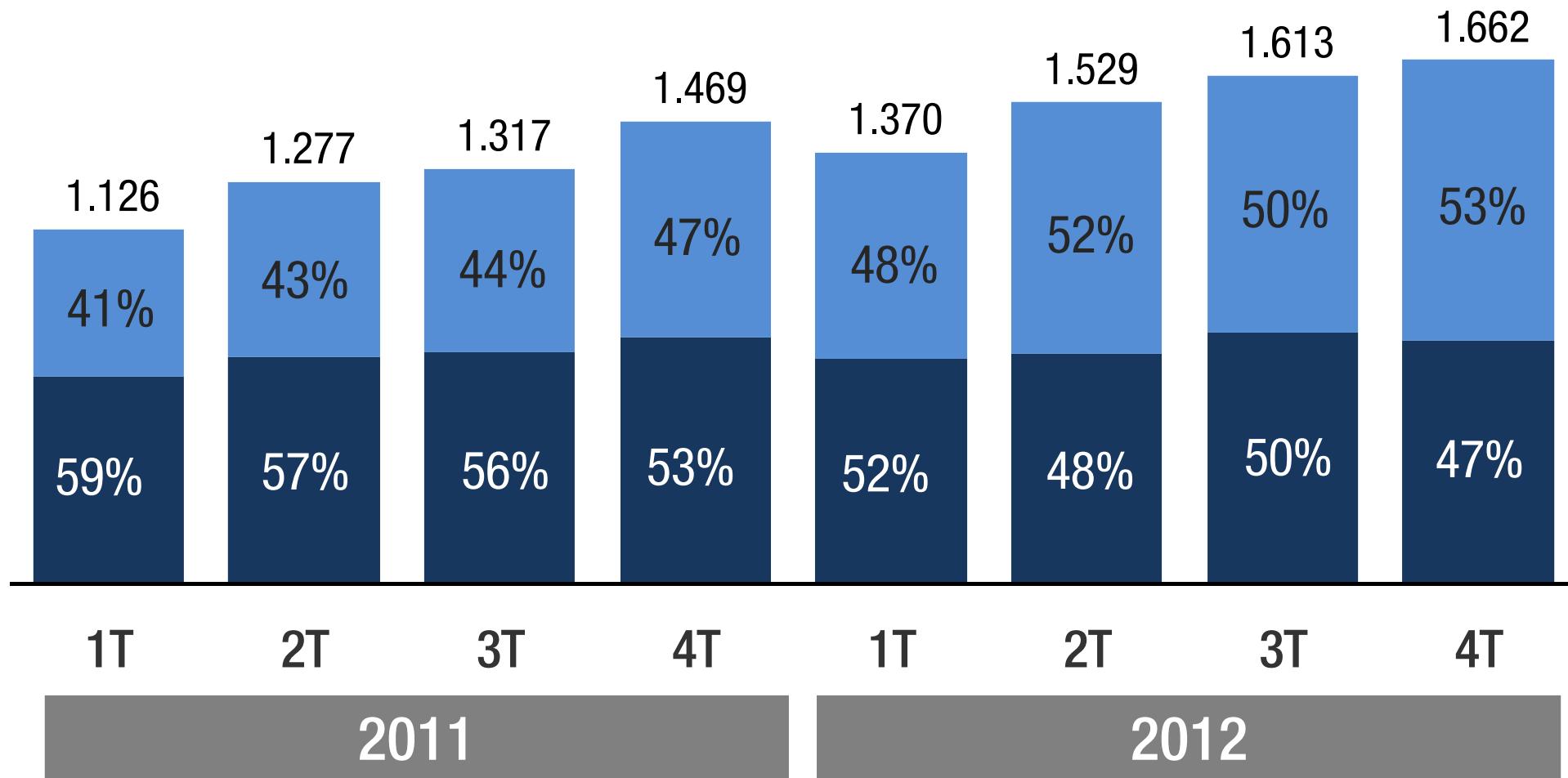
Receita Operacional Líquida

Evolução Trimestral

Em US\$ milhões

■ Mercado Externo

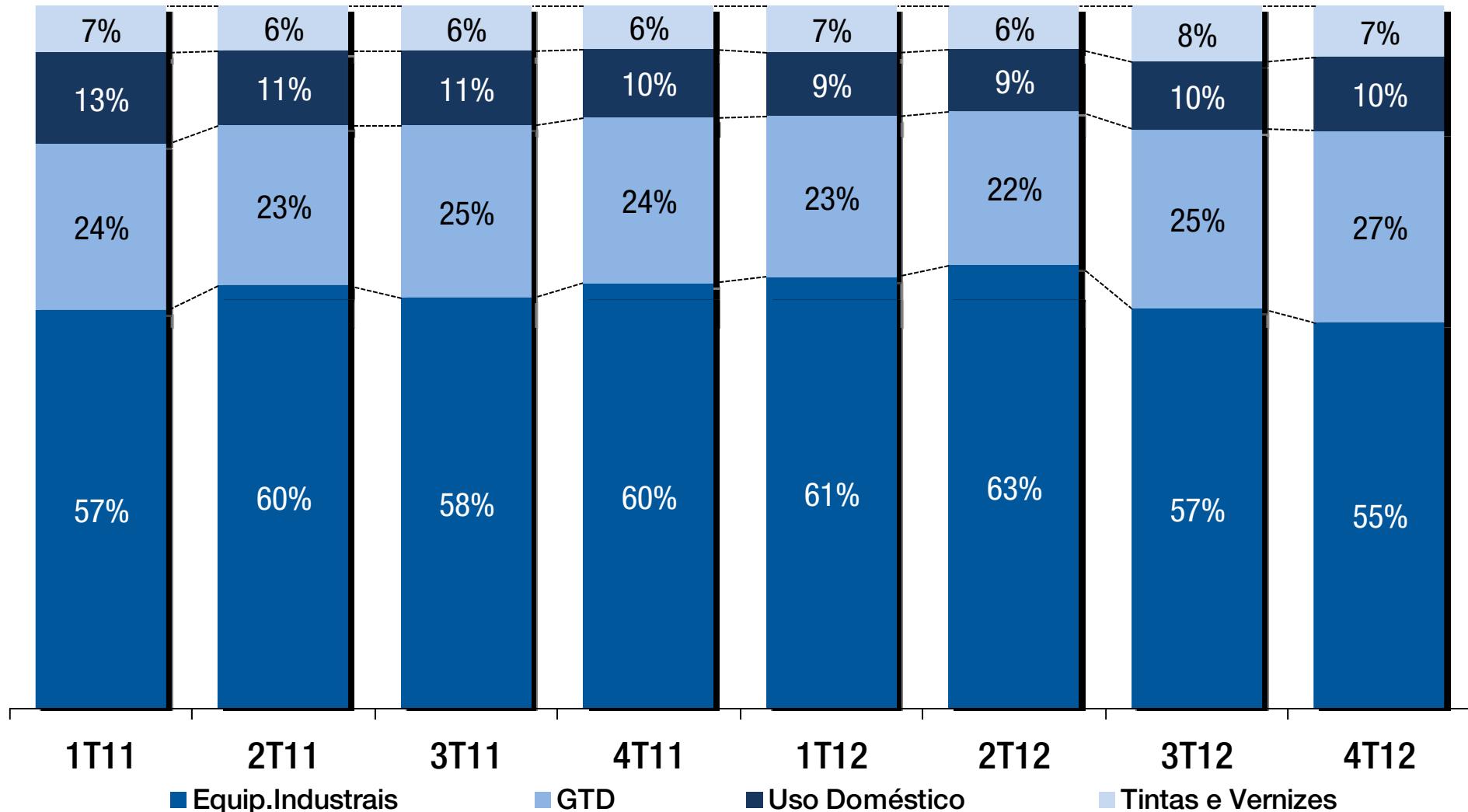
■ Mercado Interno



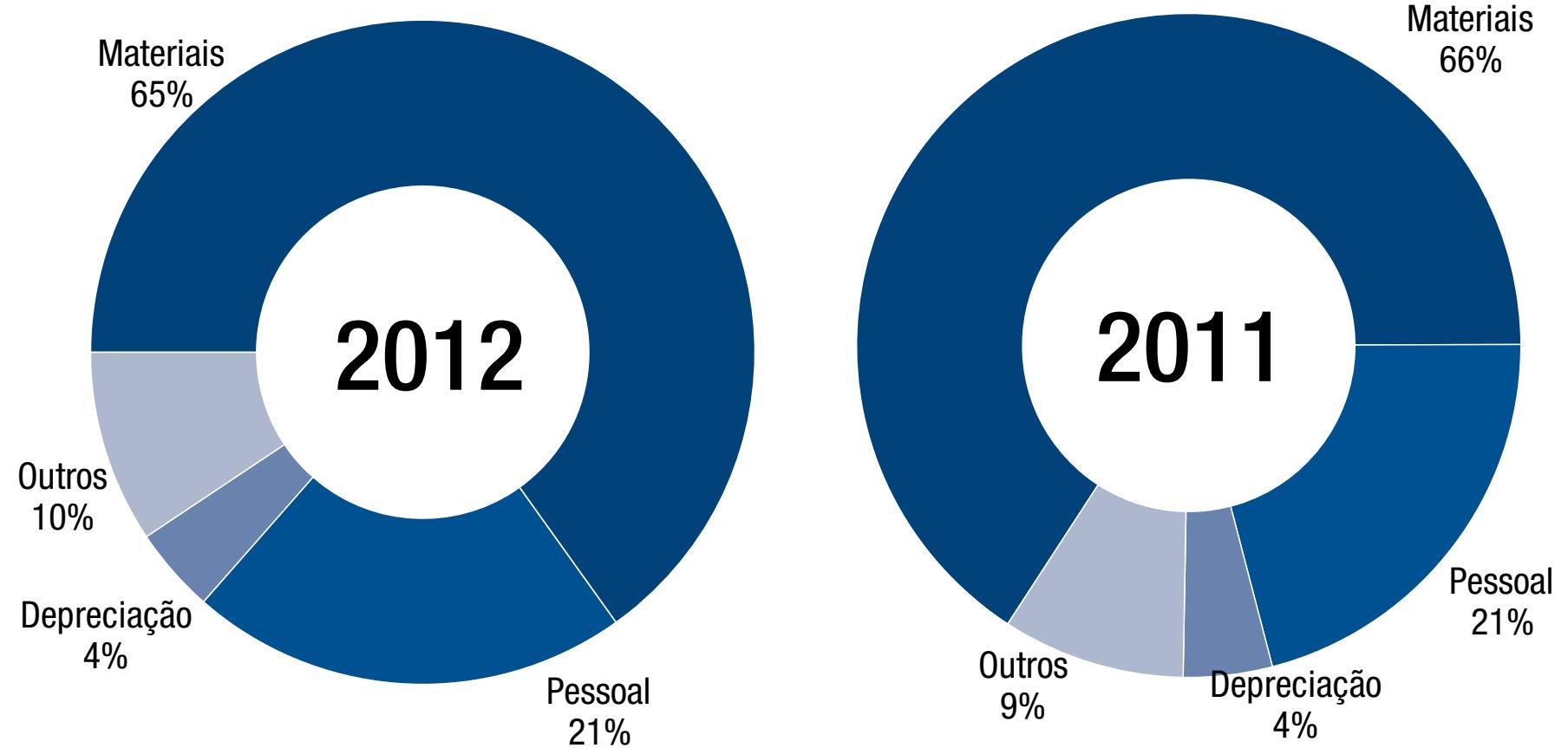
Áreas de Negócios Participação na Receita



em R\$ milhões



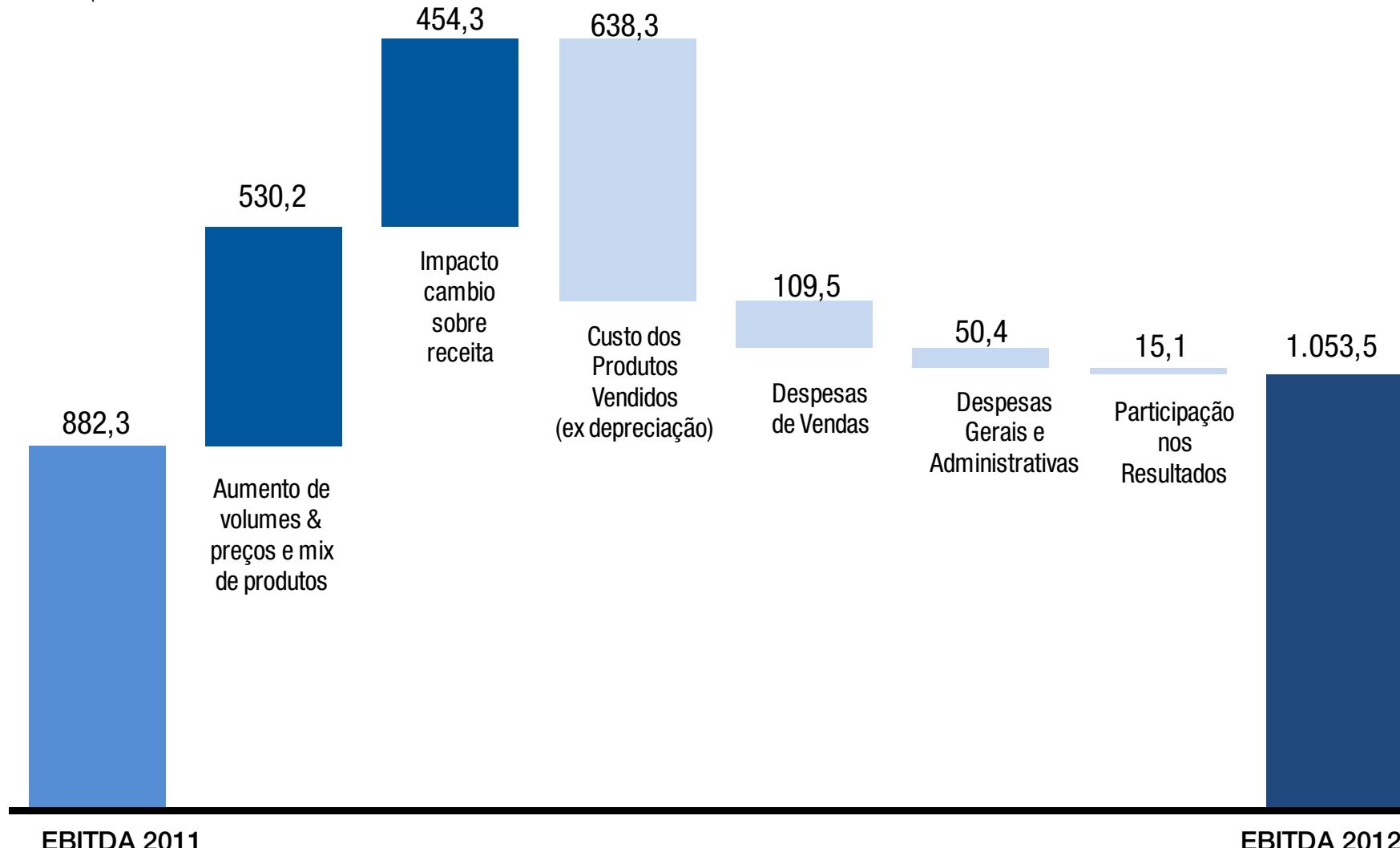
Custos dos Produtos Vendidos



Principais efeitos sobre o EBITDA



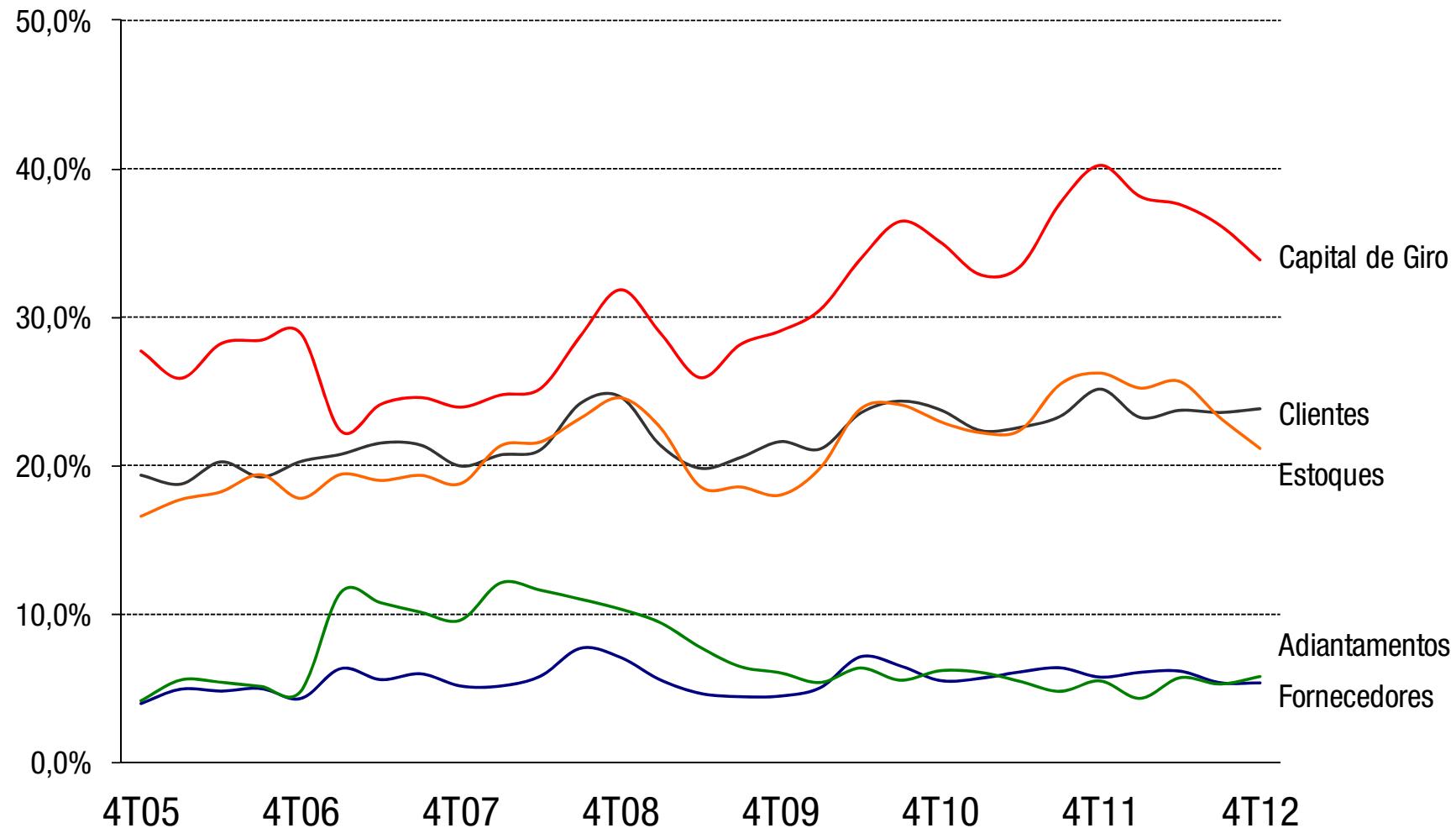
em R\$ milhões



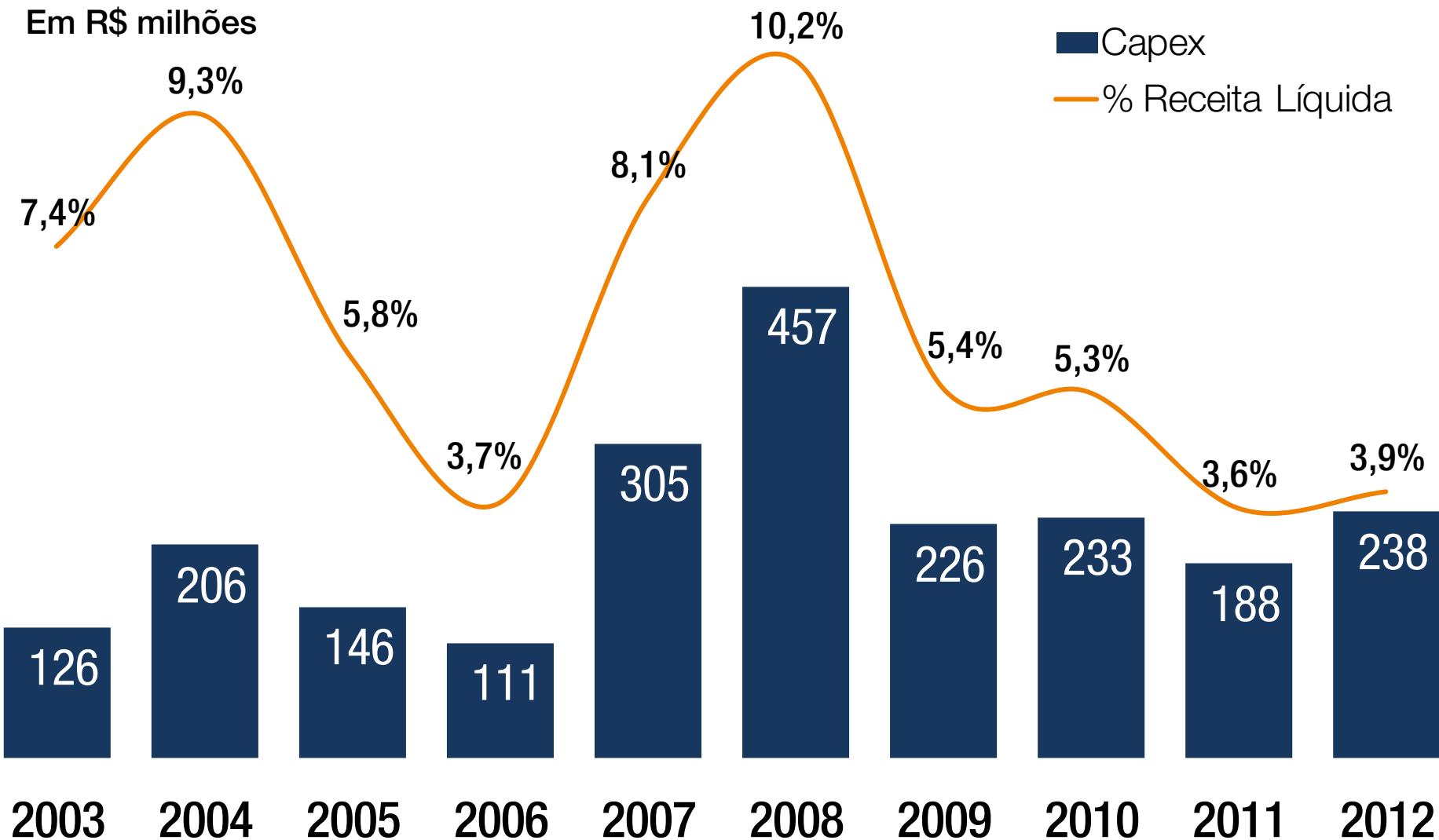
Capital de Giro



Em % da Receita Líquida

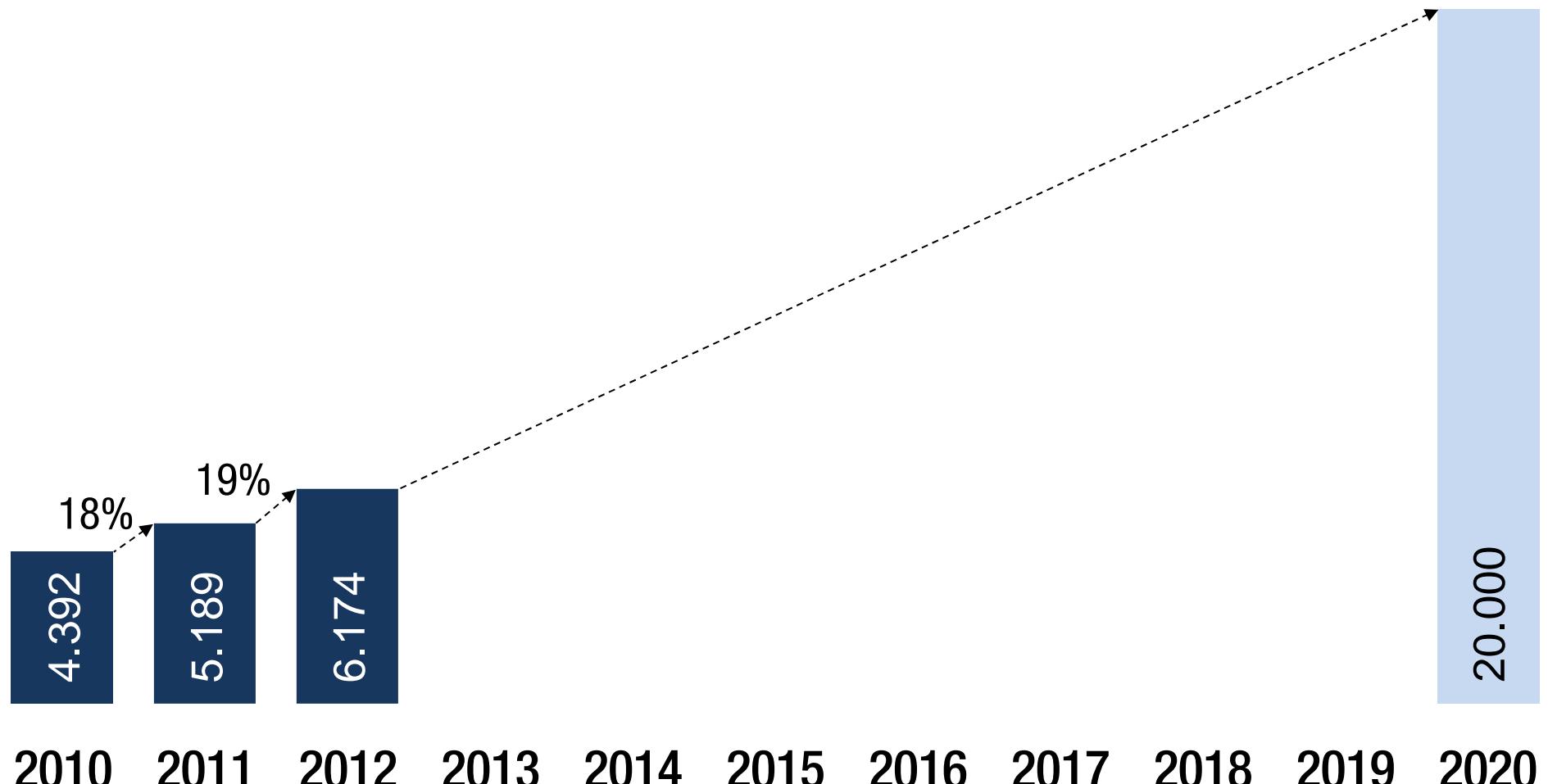


Investimentos Expansão de Capacidade



Planejamento Estratégico WEG 2020

Aspirações e direcionamento estratégico



Contatos



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The screenshot shows the WEG Investor Relations website. At the top, there's a navigation bar with links for 'Português', 'Pesquisa', 'CONTATO', and 'RSS'. Below the navigation is a main banner featuring an image of various electrical equipment (like circuit breakers and control panels) against a blue background with the text 'Resultados do 4T 2012' and a play button icon. To the right of the banner is the WEG logo. Below the banner, there's a section titled 'Em destaque' (In Focus) with three items: 'Demonstrações Financeiras Padronizadas 2012' (27 FEVEREIRO 2013), 'Demonstrações Financeiras 2012' (27 FEVEREIRO 2013), and 'Resultados 4T12' (27 FEVEREIRO 2013). On the right side, there's a 'Mapa de Mídias Sociais' (Social Media Map) showing links to YouTube, Facebook, Twitter, and LinkedIn, and a tweet from 'WEG IR weg_Jr'.



Conference Call 2012 and 4Q12

February 28th, 2013



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.

Agenda



- Sérgio Schwartz – Executive Vice President
 - Highlights
 - Revenues growth and performance
- Laurence Beltrão Gomes – Finance and Investor Relations Officer.
 - Costs, Expenses, EBITDA
 - Cash Flow
 - Capex
- Sérgio Schwartz – Executive Vice President
 - Outlook and final remarks
- Questions and answers

Highlights

Yearly Figures



	2012	2011	%	2010	%
Net Operating Revenue	6,173,878	5,189,409	19.0%	4,391,973	18.2%
Domestic Market	3,016,662	2,902,958	3.9%	2,670,443	8.7%
External Markets	3,157,216	2,286,451	38.1%	1,721,530	32.8%
<i>External Markets in US\$</i>	<i>1,609,721</i>	<i>1,361,689</i>	<i>18.2%</i>	<i>982,835</i>	<i>38.5%</i>
Gross Operating Profit	1,880,856	1,556,051	20.9%	1,386,952	12.2%
<i>Gross Margin</i>	<i>30.5%</i>	<i>30.0%</i>			<i>31.6%</i>
Quarterly Net Income	655,979	586,936	11.8%	519,782	12.9%
<i>Net Margin</i>	<i>10.6%</i>	<i>11.3%</i>			<i>11.8%</i>
EBITDA	1,053,545	882,340	19.4%	789,110	11.8%
<i>EBITDA Margin</i>	<i>17.1%</i>	<i>17.0%</i>			<i>18.0%</i>
EPS	1.0573	0.9461	11.8%	0.8371	13.0%

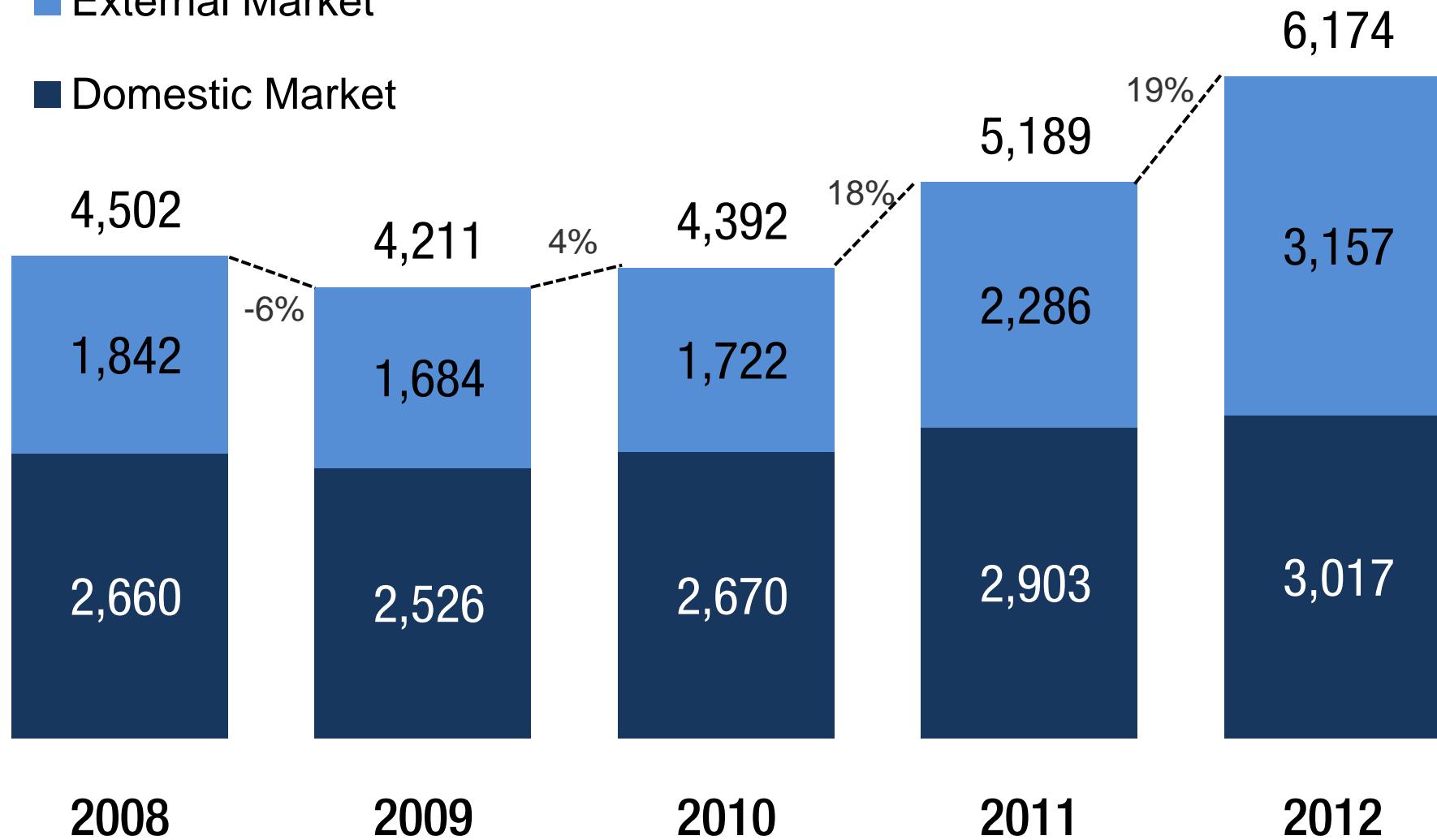
Figures in R\$ Thousands

Net Operating Revenue Annual Evolution

In US\$ million

■ External Market

■ Domestic Market



Highlights

Quarterly Figures



	Q4 2012	Q3 2012	%	Q4 2011	%
Net Operating Revenue	1,662,258	1,613,067	3.0%	1,468,551	13.2%
Domestic Market	774,533	798,626	-3.0%	781,938	-0.9%
External Markets	887,725	814,441	9.0%	686,613	29.3%
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<i>Gross Margin</i>	<i>31.8%</i>	<i>30.9%</i>		<i>30.3%</i>	
Net Income	183,157	184,756	-0.9%	156,248	17.2%
<i>Net Margin</i>	<i>11.0%</i>	<i>11.5%</i>		<i>10.6%</i>	
EBITDA	300,603	284,276	5.7%	258,210	16.4%
<i>EBITDA Margin</i>	<i>18.1%</i>	<i>17.6%</i>		<i>17.6%</i>	
EPS	0.2952	0.2978	-0.9%	0.2518	17.2%

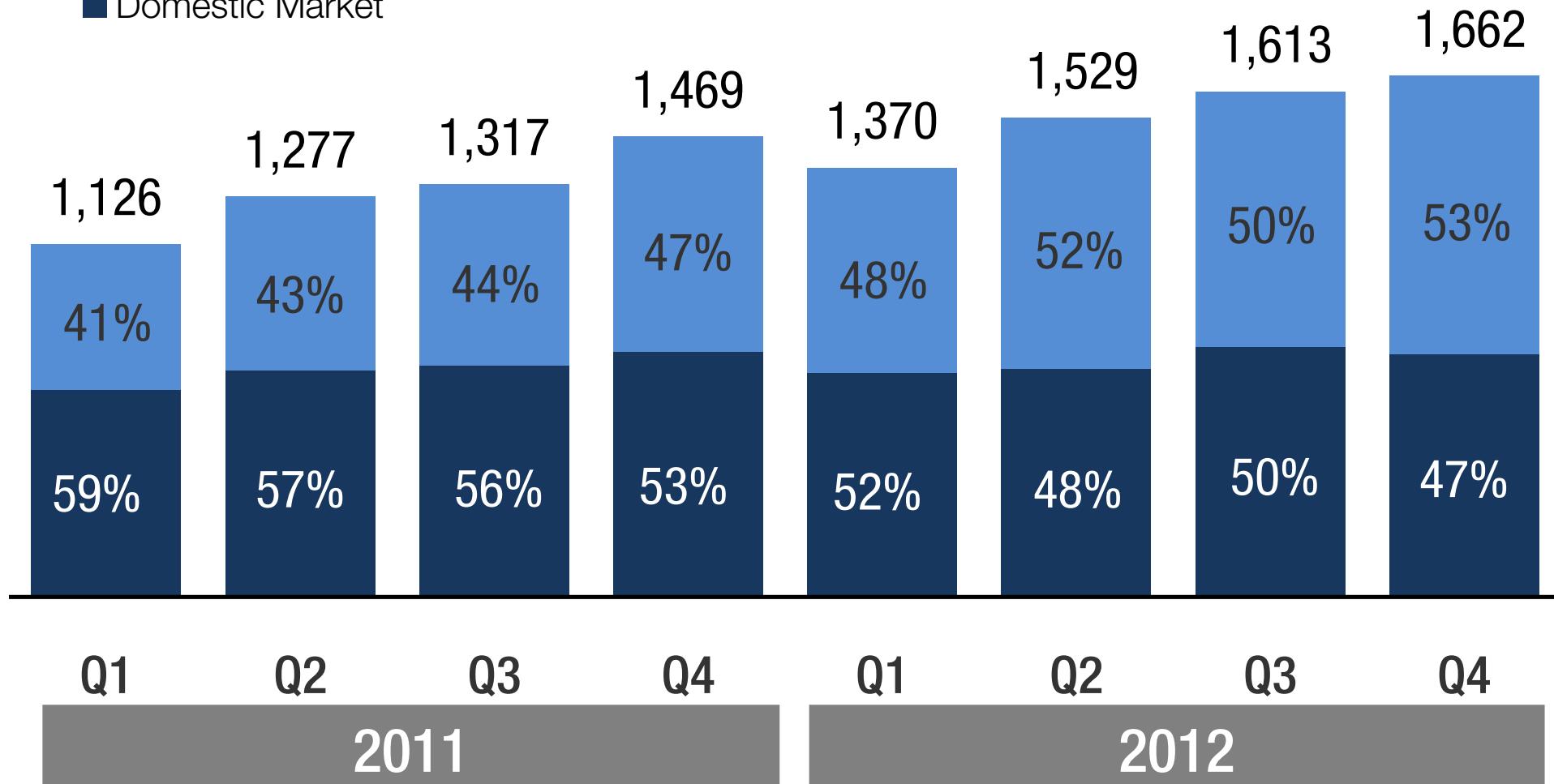
Figures in R\$ Thousand

Net Operating Revenue Quarterly Evolution

In US\$ million

■ External Market

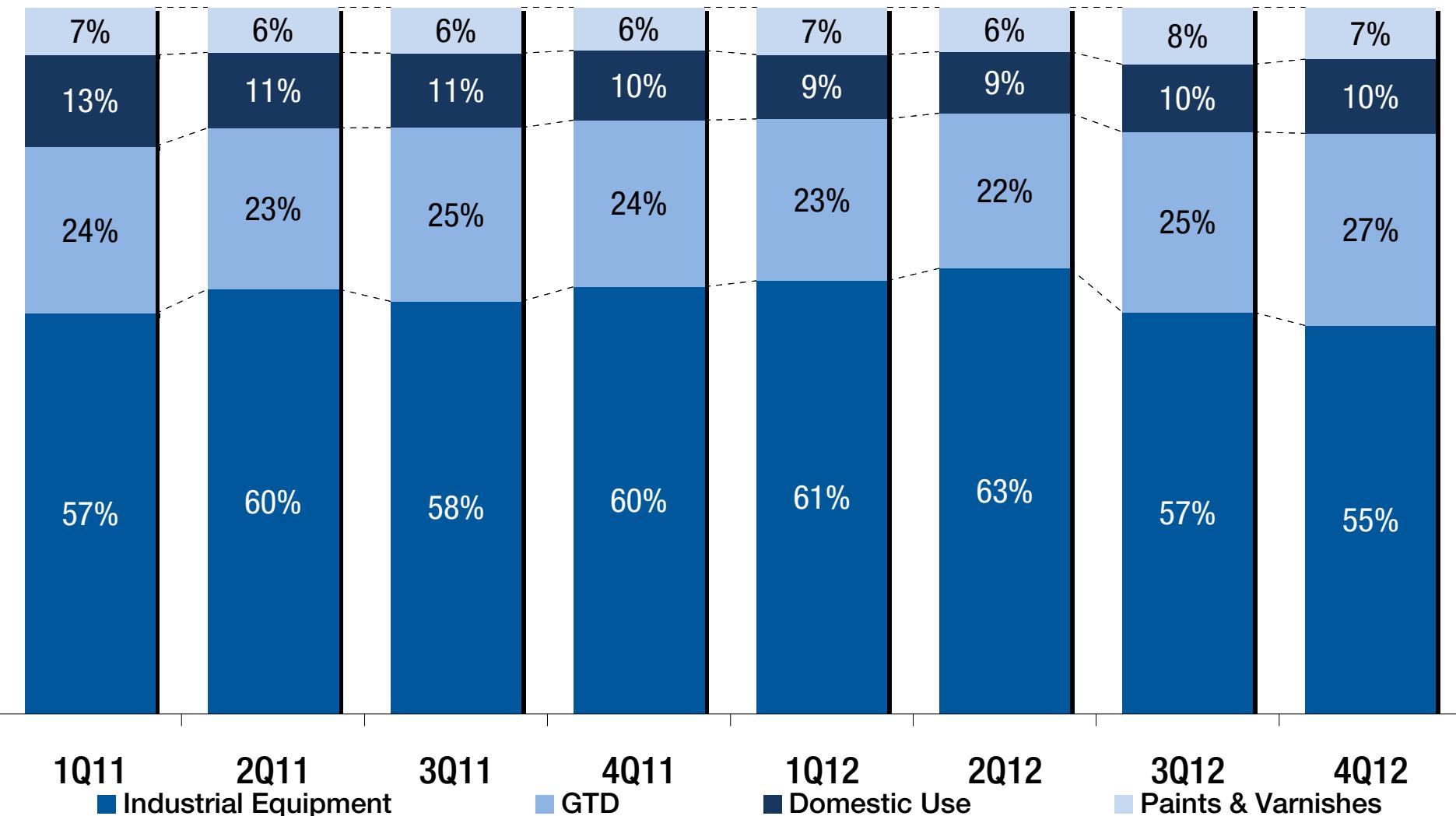
■ Domestic Market



Business Areas

Revenue breakdown

In R\$ million



1Q11

Industrial Equipment

2Q11

GTD

3Q11

1Q12

Domestic Use

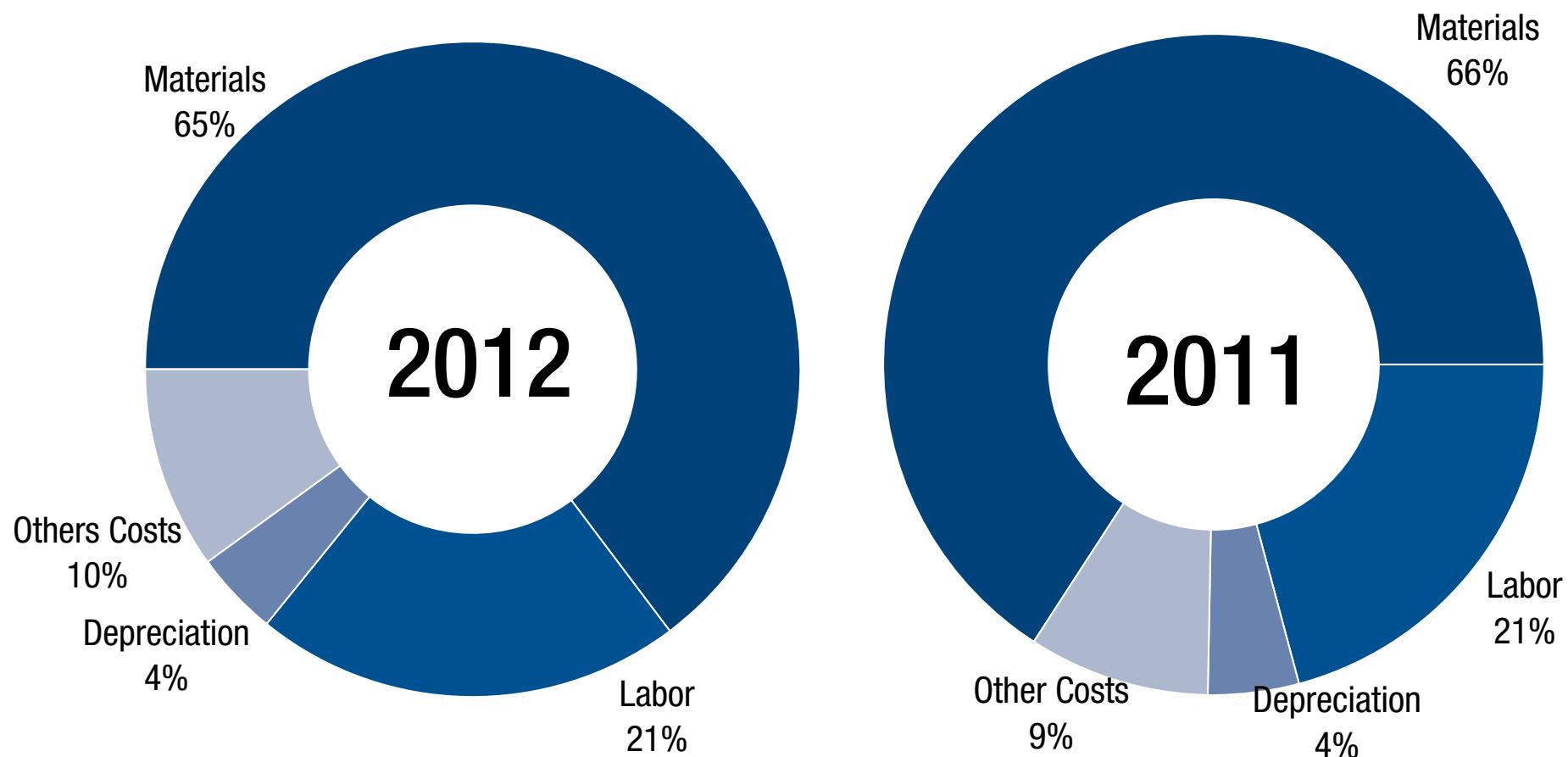
2Q12

3Q12

Paints & Varnishes

4Q12

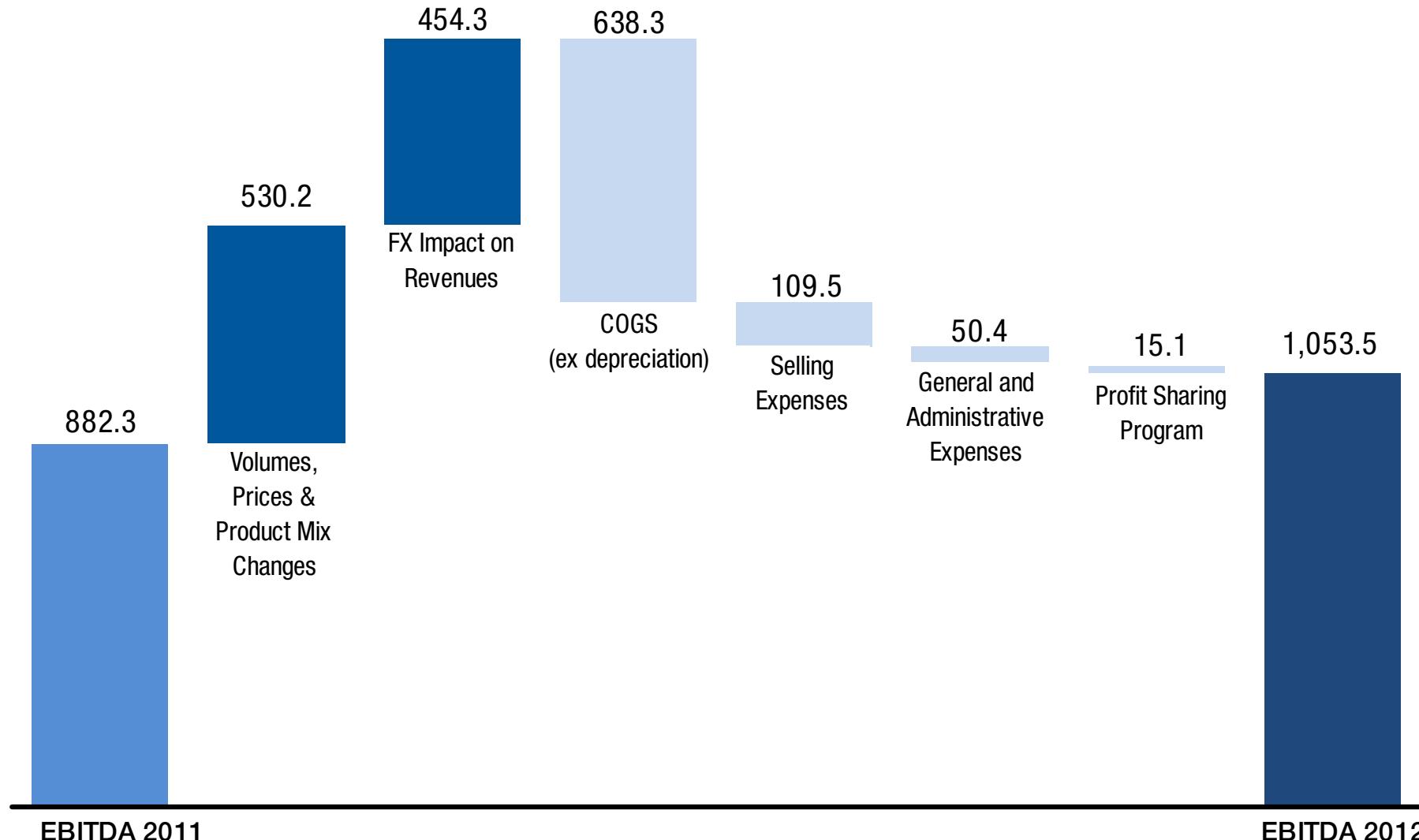
Costs of Goods Sold



Main impacts on EBITDA



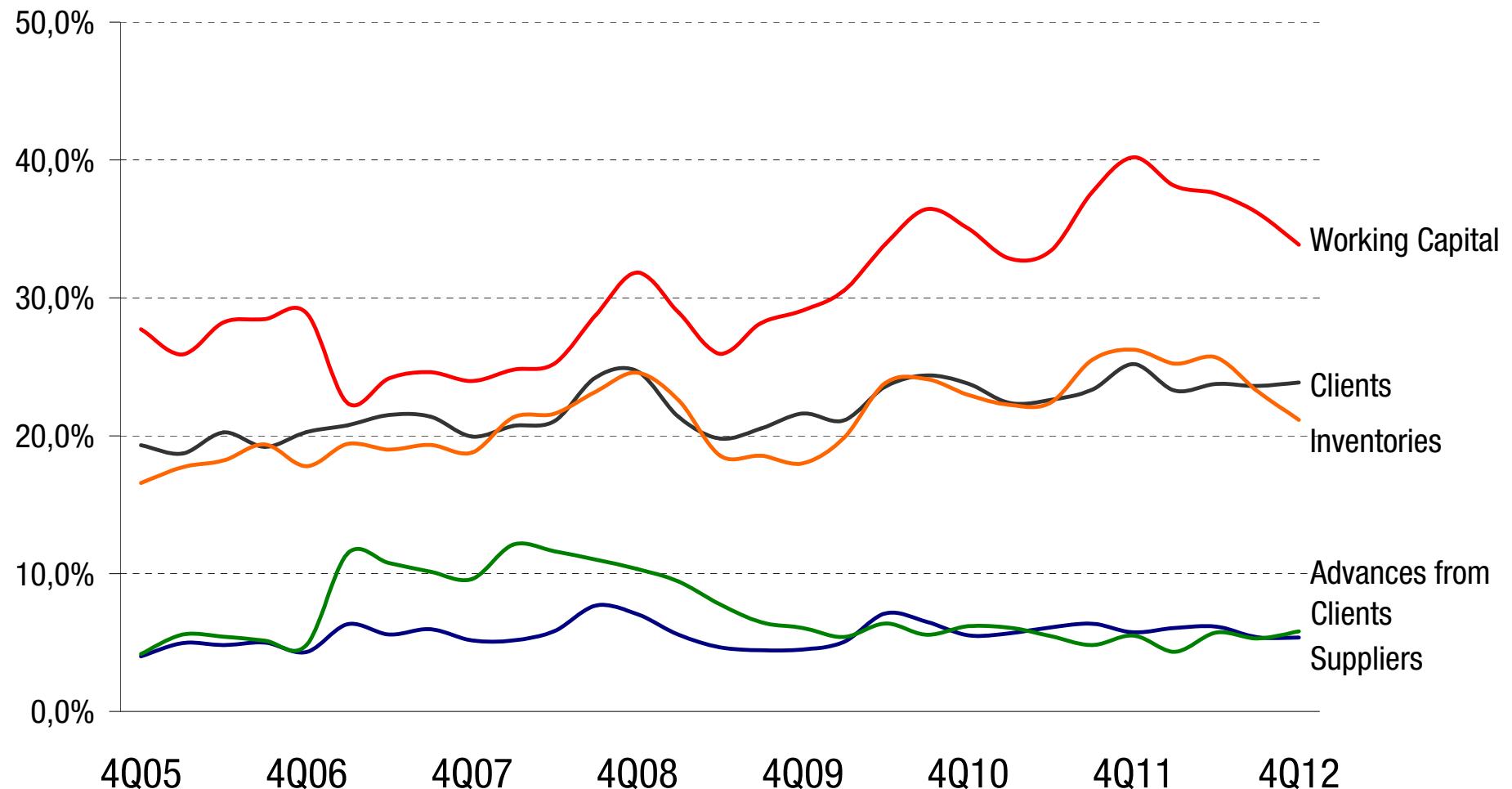
in R\$ million



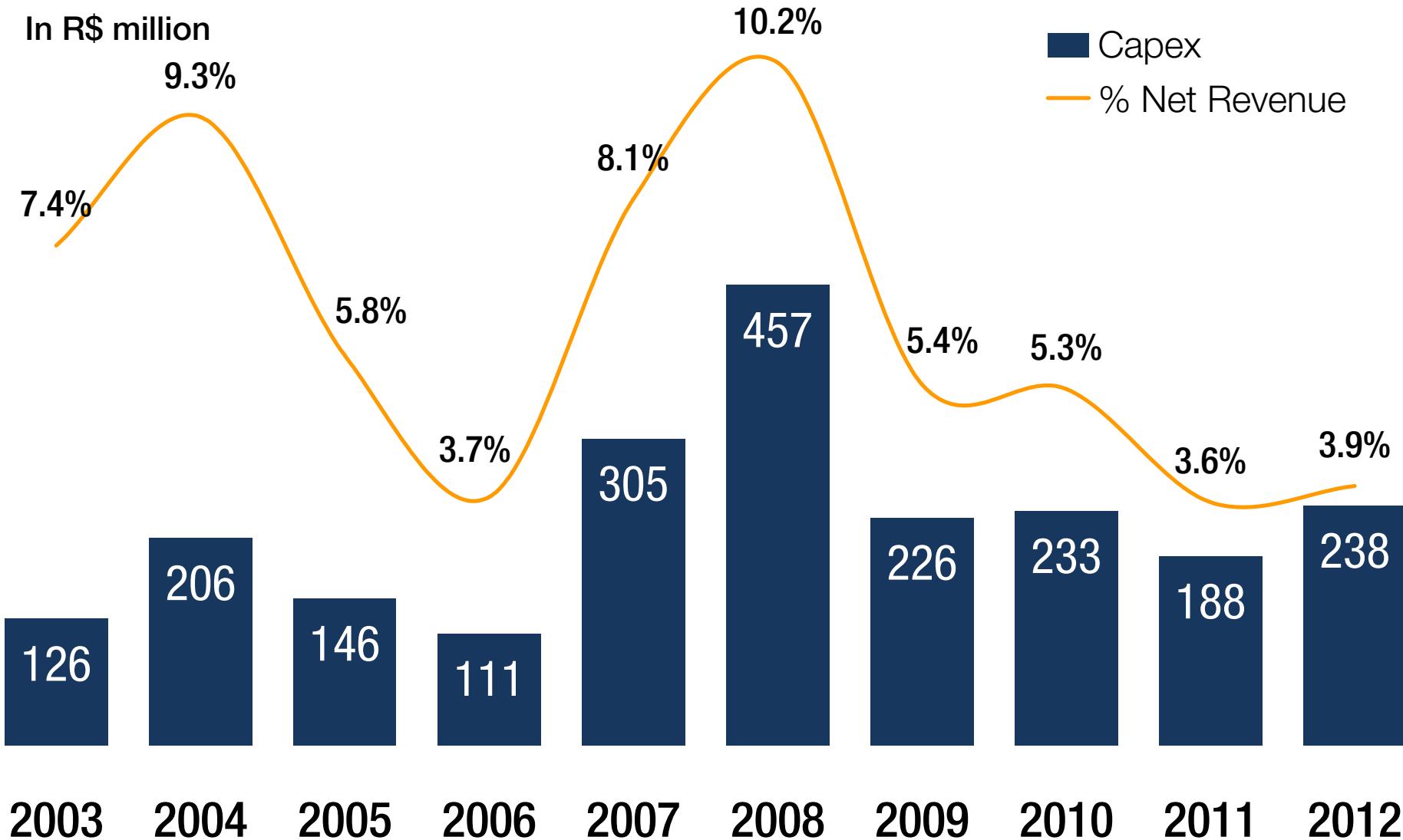
Working Capital



In % of Net Revenue

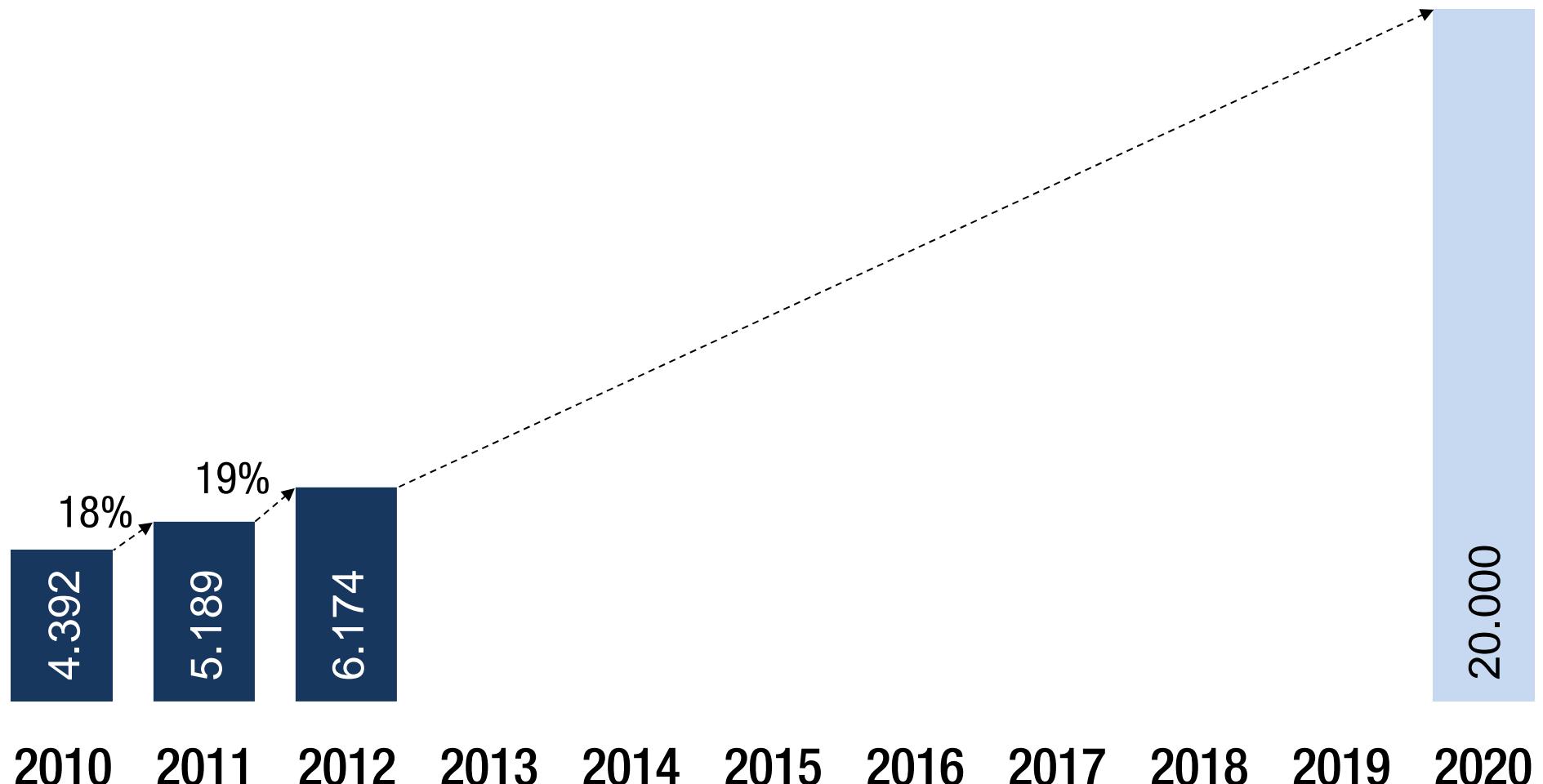


Capex Program



Strategic Planning WEG 2020

Aspirations and strategic direction



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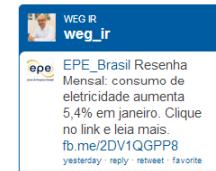
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27

2012 QUARTER RESULTS
4Q12 Results



EPE_Brasil Resenha
Mensal: consumo de eletricidade aumenta 5,4% em janeiro. Clique no link e leia mais.
fb.me/2DV1QGPP8
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