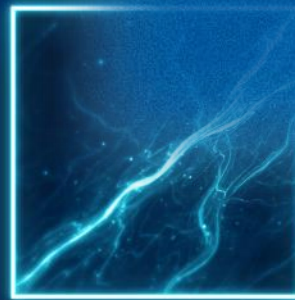


WEG DAY

2024



Driving efficiency and sustainability



Strategy Industrial Motors

RODRIGO FUMO FERNANDES

Managing Director
WEG Industrial Motors



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WEG Industrial Motors

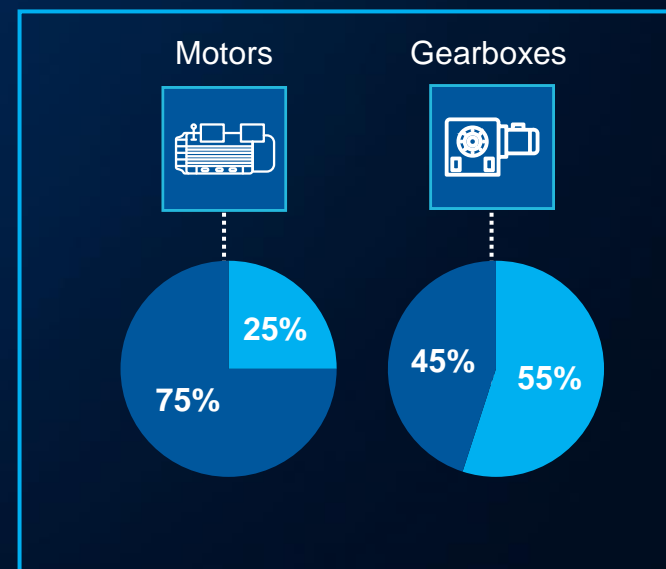


 + de **13,000** employees worldwide

 + de **10 mil** motors produced per day



75%
sales in **2023**
were electric motors of
high efficiency

Distribution of Global Revenue



+ de
R\$ 710 millions
in investments in 2023

+ de
500,000 m²
of built area

 Brazil
 External Market

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2024

Footprint



23 factories in 13 countries

- Low Voltage Industrial Motors WEG
- Low Voltage Industrial Motors Marathon
- Gearboxes and Geared Motors

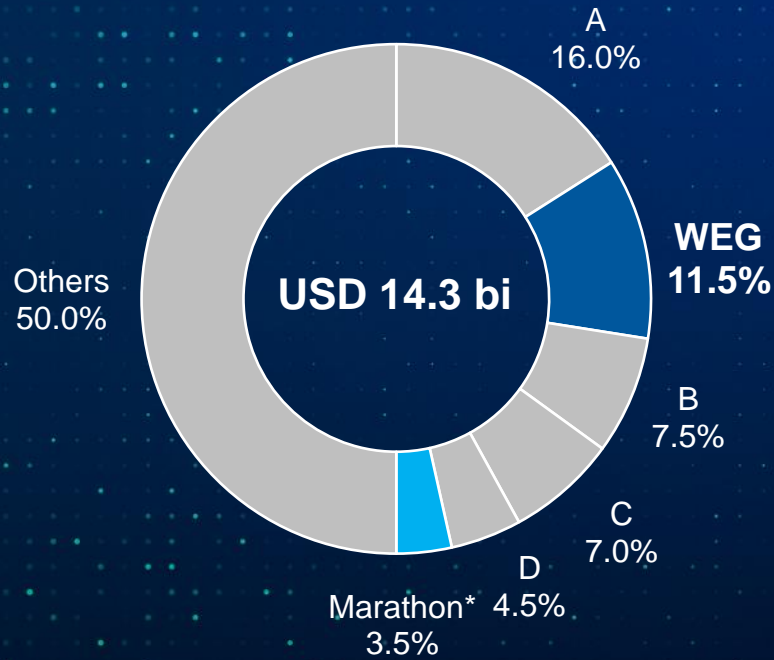


Market Share

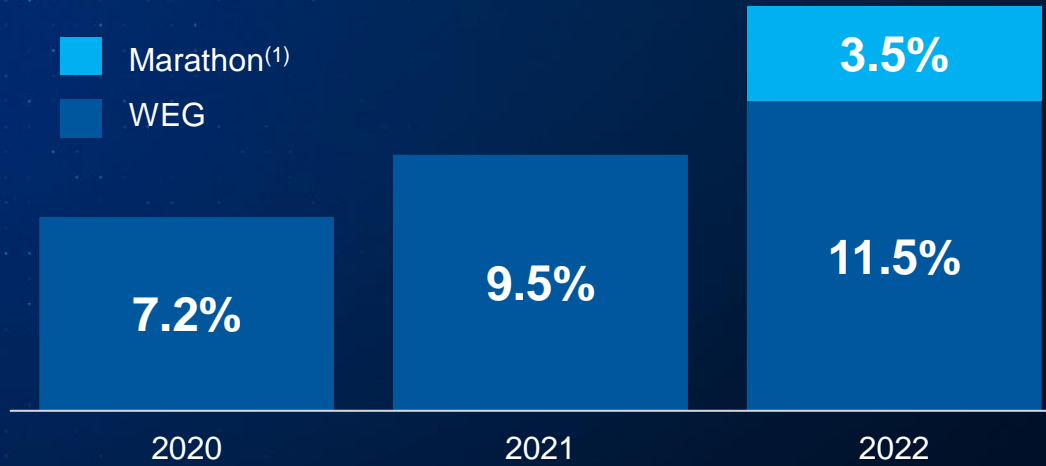


Industrial Motors Low Voltage

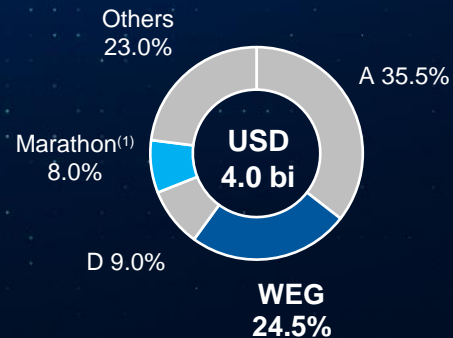
WEG + Marathon*: 15%



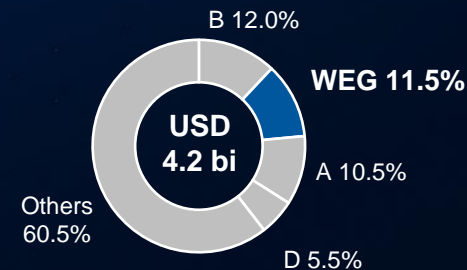
Market share growth



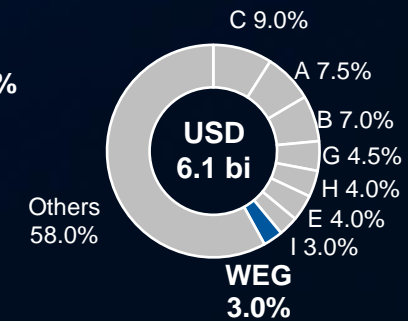
Americas



EMEA



Asia Pacific



Source: Omdia 2023 – LV Motors
(1) Considers brands Marathon, Cemp and Rotor



Marathon Integration



115 participants

3 days
event in
Jaraguá do Sul

21 presentations

12 hours
of factory visits



WEG
DAY
2024

Marathon Integration



Day 01
Closing Date
May 01, 2024

- WEG and Marathon merge
- 2,500 employees
- Integration begins

Integration Meeting
June 17, 2024

- Marathon Executives at Jaraguá do Sul
- WEG Business Structure
- Governance, Culture, Mission, and Vision
- Integration strategies

Marathon Integration Group
July 03, 2024

- Marathon and WEG Executives
- Multidisciplinary group
- Permanent forum
- Identify synergies
- Operational improvements
- Gain in competitiveness



Strategy North America



Century-old Brand in America

Strong presence in the automotive, metallurgical, pulp and paper, and Commercial HVAC⁽¹⁾ sectors

Synergies and Opportunities

- Four new factories
- Drives WEG's Motion Drive strategy
- Providing complete solutions with variable frequency drivers
- Strengthens WEG's presence in important segments
- Scale gains in the synergy from Marathon Monterrey and WEG Mexico

Wausau, US



Monterrey, Mexico



(1) Heating, Ventilating and Air Conditioning

Strategy China



Recognized brand
in operation
since **1958**

Low voltage IEC/NEMA
and medium voltage IEC
motors

Synergies and Opportunities

- Inclusion of WEG drivers and gearboxes in Marathon's supply packages
- Production of motors for export
- Knowledge and experience of the local Marathon team
- Gains in synergy between Marathon and WEG China



Wuxi, **China**

WEG
DAY
2024

Strategy India



Ahmedabad, India

Synergies and Opportunities

- Two new plants, in Kolkata and Ahmedabad
- Greater proximity to India's major industrial clusters
- Participation in important segments such as Flame Proof, Smoke Extraction, Crane Duty, Slipring, Brake Motor
- Expansion of the network of Resellers and Service Centers



Kolkata, India



Strategy Europe



Eibergen, **Netherlands**



Leader in marine propulsion solutions, with more than 60 years of experience



Reference in motors for high-risk environments, such as energy and Oil & Gas



Milan, **Italy**

Business Impact

Complement to WEG in Portugal in explosion-proof motors

Geographical expansion and strengthening of presence in Europe

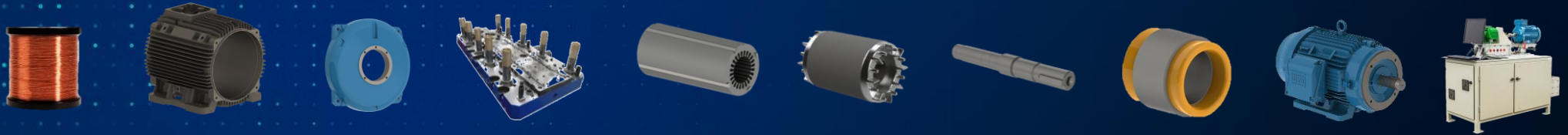
Reinforces WEG's performance in the Naval and Hazardous Area

Complementary portfolio

Leverages existing distribution network, maximizing reach and market penetration



Vertical Integration WEG & Marathon



Wire Factory

Casting

Cast Iron
Machining

Tooling

Stamping

Aluminum
Die casting

Shaft
Machining

Winding

Assembly

Testing

WEG

Marathon



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Marathon Products

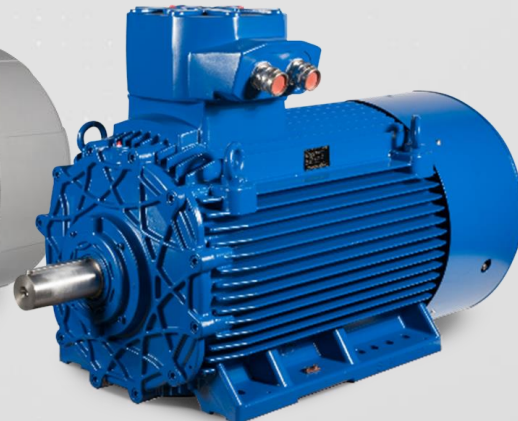


rotor
WEG Group



MARINE

cemp
WEG Group



EXPLOSION
PROOF

marathon



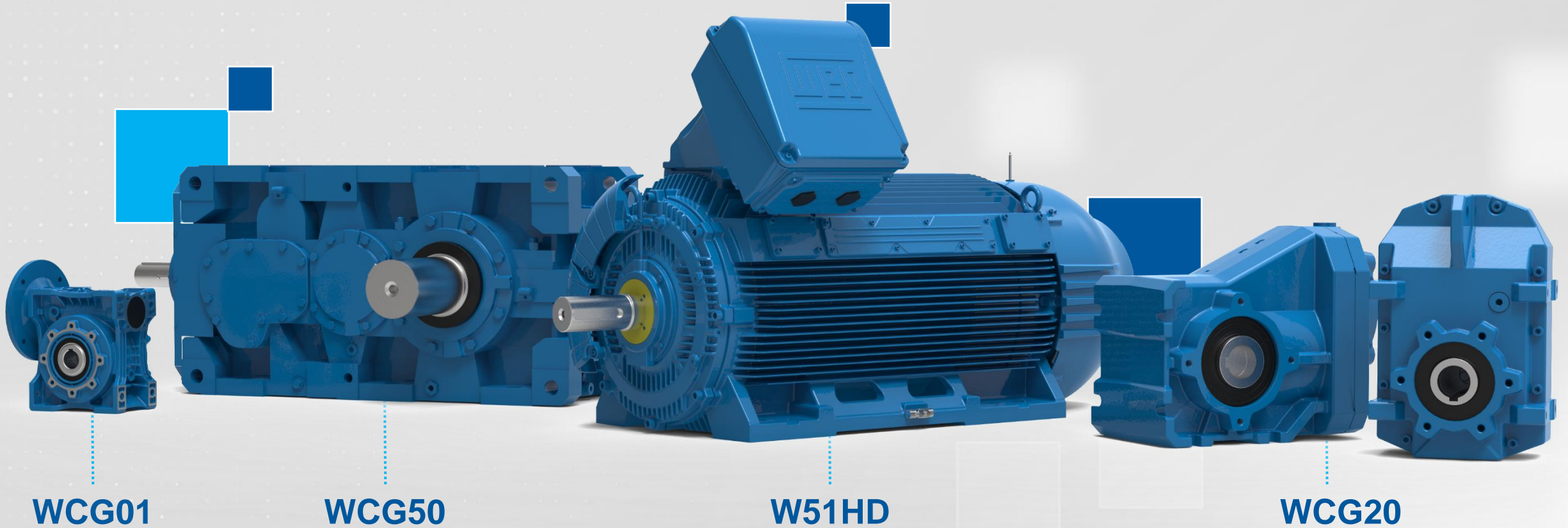
IEEE 841



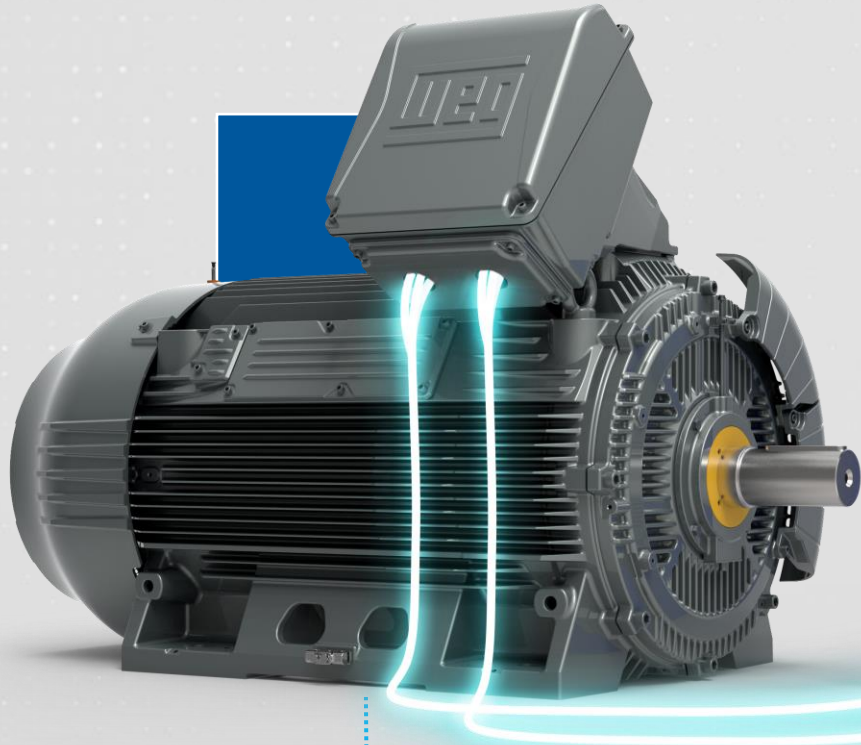
FIRE PUMP



Products Focus on Competitiveness



High Technology and Sustainability



W23 Sync+Ultra



CFW 900

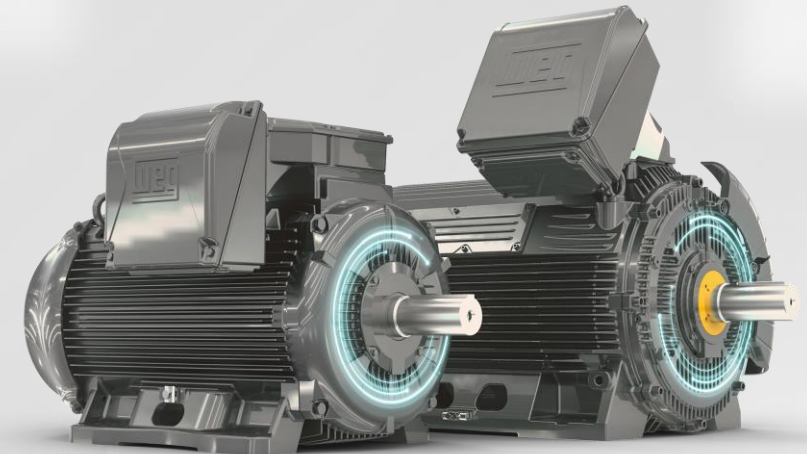
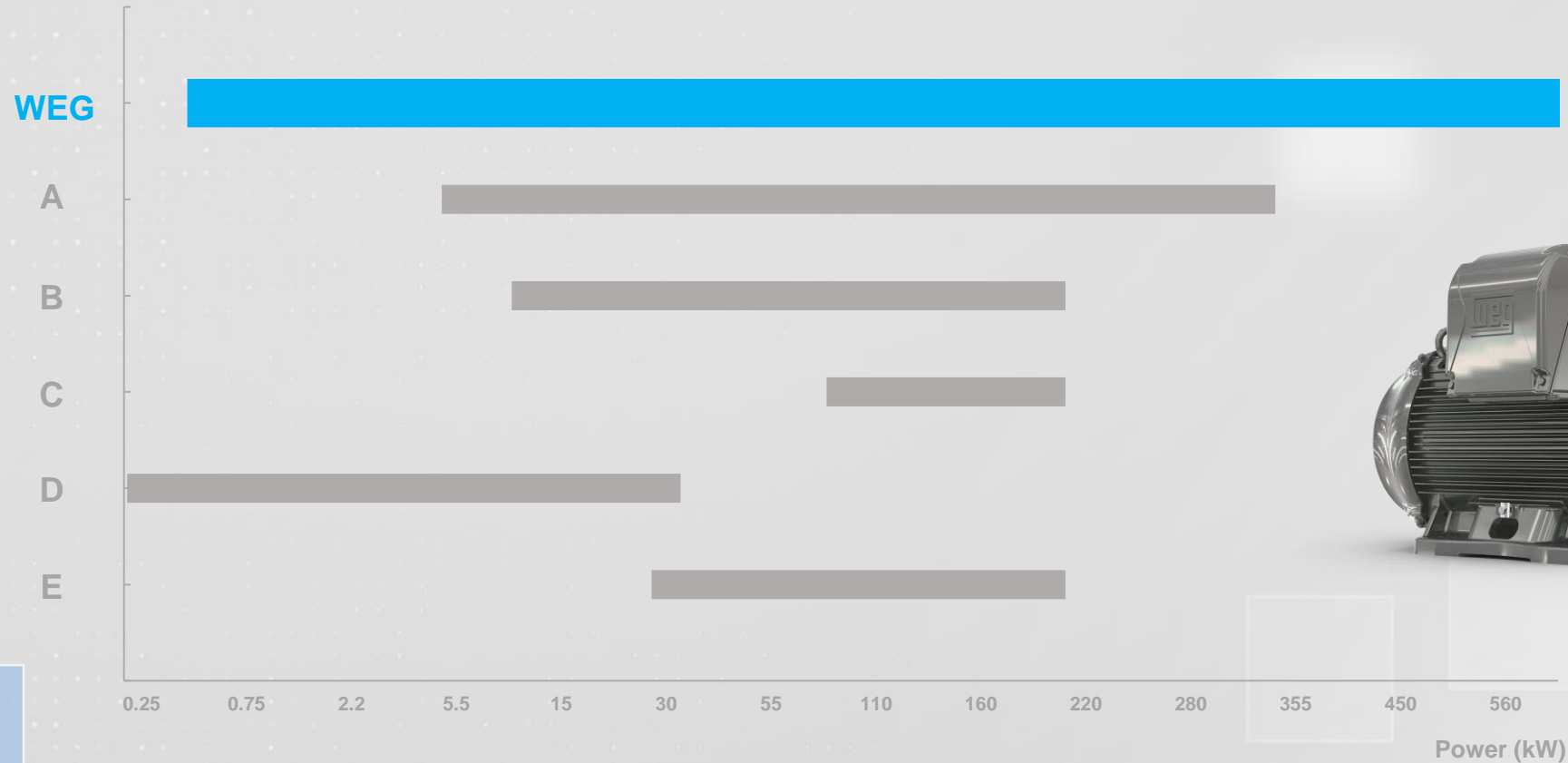
IEC IE5 and IE6

Frame IEC 80 to 450

0.75kW up to 1250 kW



Synchronous Motors Benchmarking



W23 SYNC+ 4-pole motor comparison with main competitor's equivalent



High Technology and Sustainability



W80 AXgen + CFW 900

Axial Flux Technology



International release in **October 2024** and for Brazil in **January 2025**



Factory Expansion Mexico

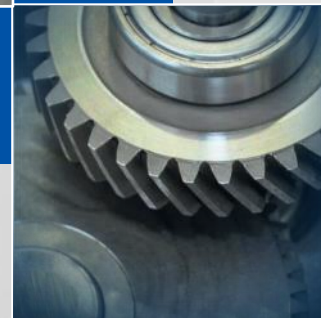


Components for Gearboxes

R\$ 63
millions
investment

2,500 m²
built area

Start of
operations in
2025



New Wire Factory Mexico



Rectangular and Circular Wires

R\$ 340
millions
investment

24,000 m²
built area

Start of
operations in
2029



WEG
DAY
2024

Wire Factory Expansion Brazil

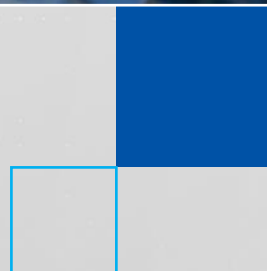
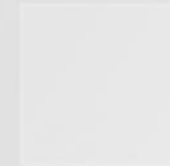


Rectangular Wires

R\$ 170
millions
investment

9,500 m²
built area

Start of
operations in
2029



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DAY
2024

Foundry Expansion Brazil



Expansion and modernization

R\$ 160
millions
investment

6,000 m²
built area

Start of
operations in
2027



WEG
DAY
2024

Key Messages



Global Strategic presence

Marathon Synergy

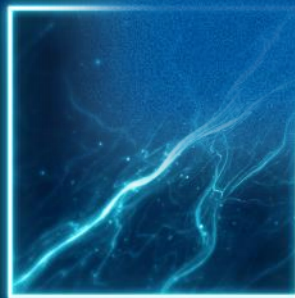
Growth capacity

Innovation and technology



WEG DAY

2024



Driving efficiency and sustainability

