



# 4Q20 RESULTS

**SOLID PERFORMANCE WITH  
IMPROVED OPERATING MARGINS**





# DISCLAIMER

This is a support document for the WEG S.A. 2020 fourth quarter results conference call.

Any forecasts contained in this document or 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 is 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 in 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.

# 4 Q 2 0 R E S U L T S

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Net Revenue

**R\$ 4.9 bi**

+29.4% 

ROIC

**25.5%** 

EBITDA

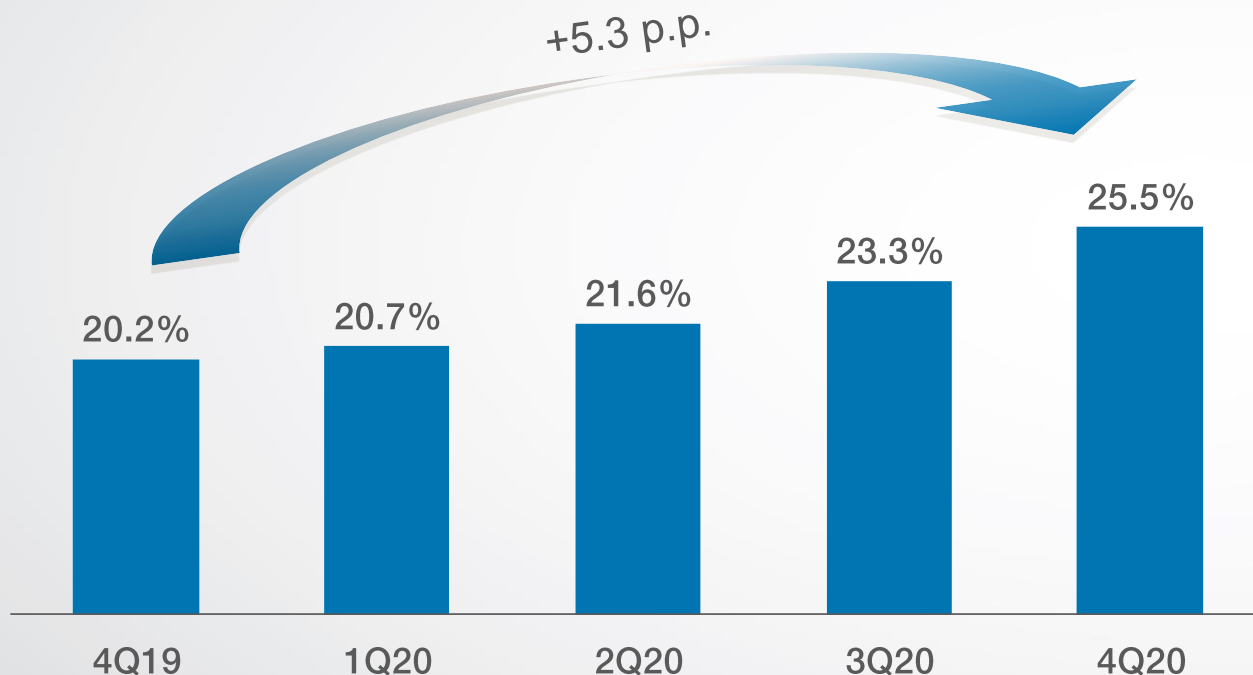
**R\$ 981 mi**

+47.2%  

EBITDA Margin

**20.1%** 

# RETURN ON INVESTED CAPITAL



4Q20 / 4Q19

ROIC

↑ +5.3 p.p.

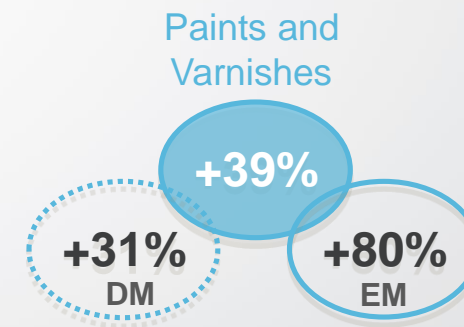
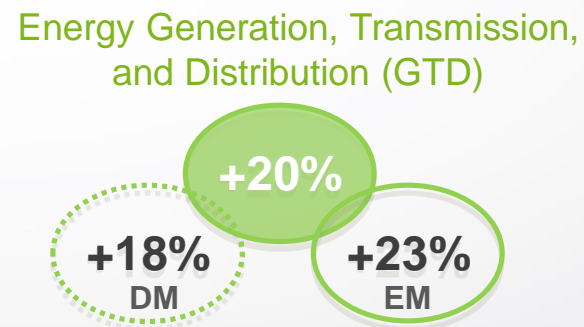
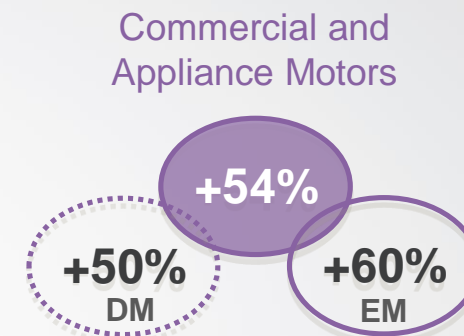
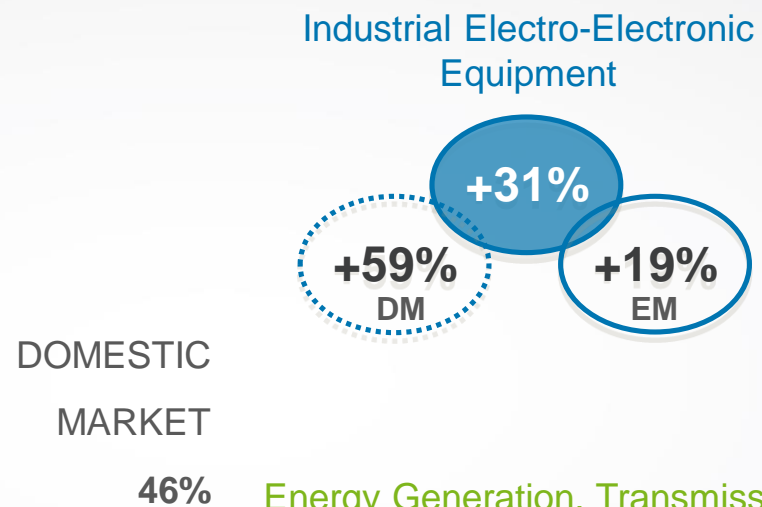
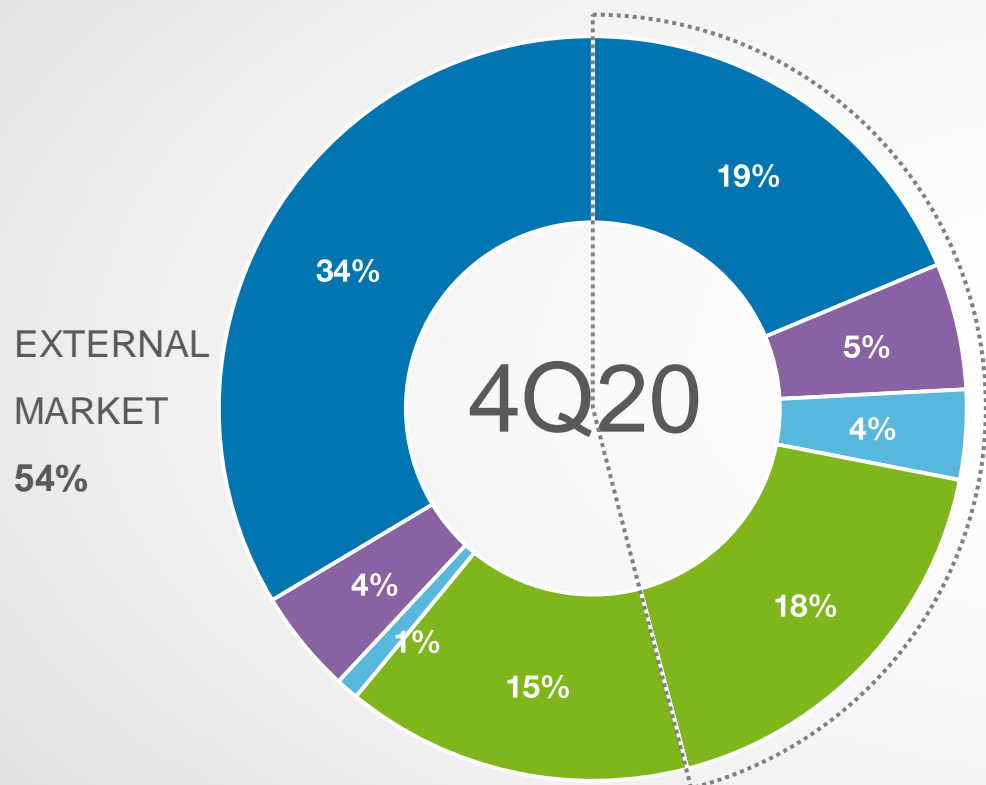
Net Operating Profit  
After Taxes

↑ +47.8%

Invested Capital

↑ +17.3%

# BUSINESS AREA PERFORMANCE

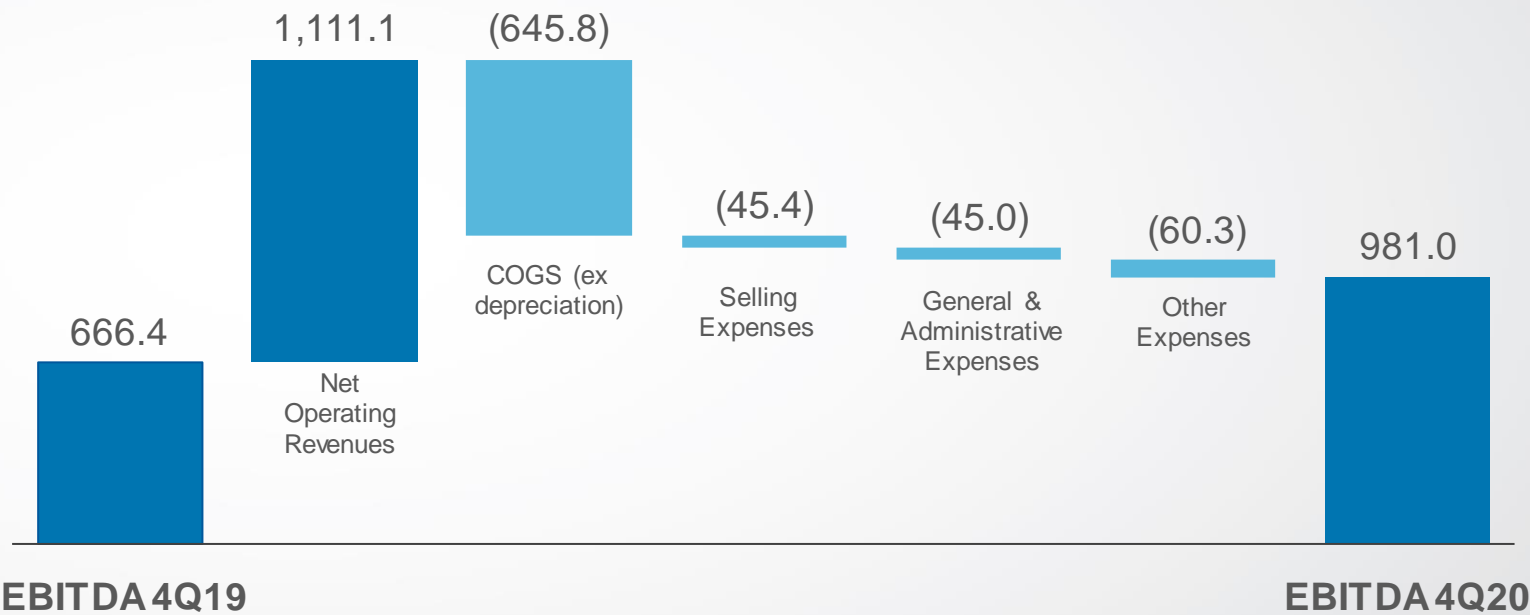
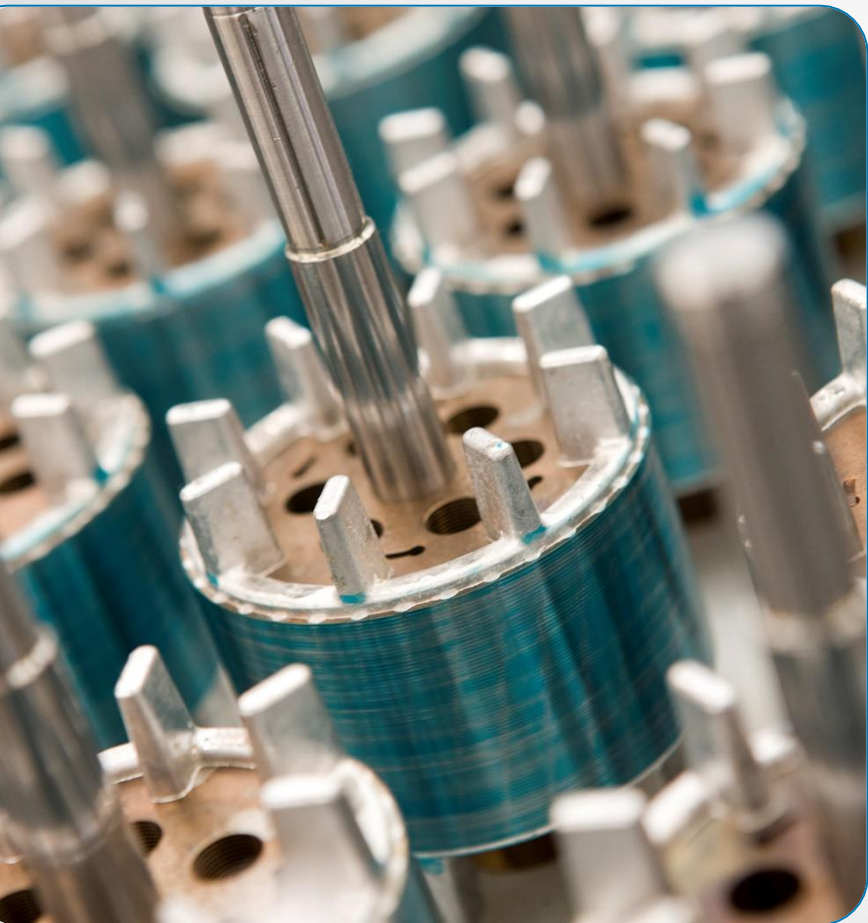




# EBITDA

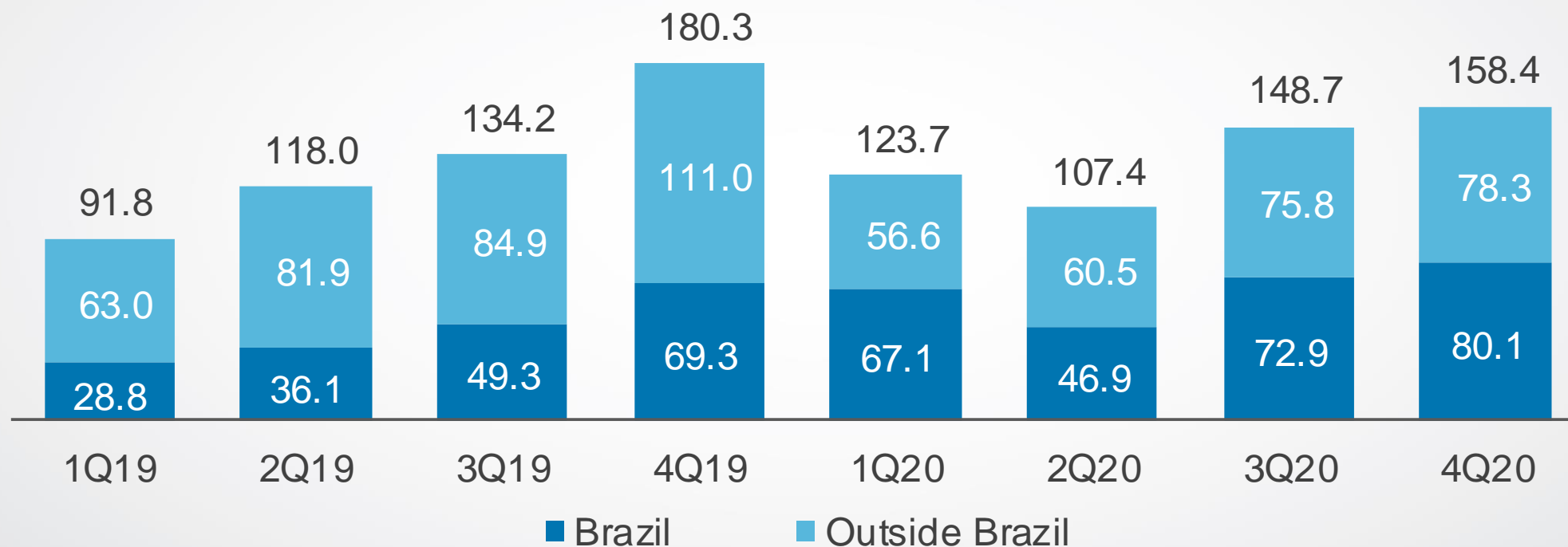


In R\$ million



# INVESTMENTS (CAPEX)

In R\$ million



## Recent Achievements



New chief sustainability officer

### ISE B3

WEG selected for the 11<sup>th</sup> time to compose the ISE B3 index



Production capacity expansion

- ❖ New transformer plant in Betim, state of Minas Gerais, Brazil
- ❖ Expansion of gearboxes plant in Austria



2020 results well above expectations even in a challenging scenario:

- ❖ Growth of 30.9% in Net Revenue
- ❖ EBITDA Margin of 18.7%, 1.9pp above 2019
- ❖ ROIC of 25.5%

## 2021 Outlook



COVID-19 also creates uncertainties about economic recovery scenario for 2021



Expectation to present another year of revenue growth, although not at same pace observed in 2020



Healthy margins expectation, but with possible volatility due to WEG's business dynamics



CAPEX estimated at R\$ 1 billion due to the postponement of projects in 2020 and the need to support current levels of growth



# CONTACTS

## INVESTOR RELATIONS

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