



3Q20 RESULTS

**SHORT-CYCLE RECOVERY AND
LONG-CYCLE GROWTH DRIVES
OPERATIONAL PERFORMANCE**



DISCLAIMER

The background image shows a large industrial machine, likely a hydroelectric turbine, with blue and yellow components. The machine is complex, with various pipes, valves, and structural elements. A large yellow curved component is visible on the right side. The overall scene is industrial and technical.

This is a support document for the WEG S.A. 2020 third 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.

3 Q 20 HIGHLIGHTS



Net Revenue

R\$ 4.8 bi



+43.3% 

ROIC

23.3% 

EBITDA

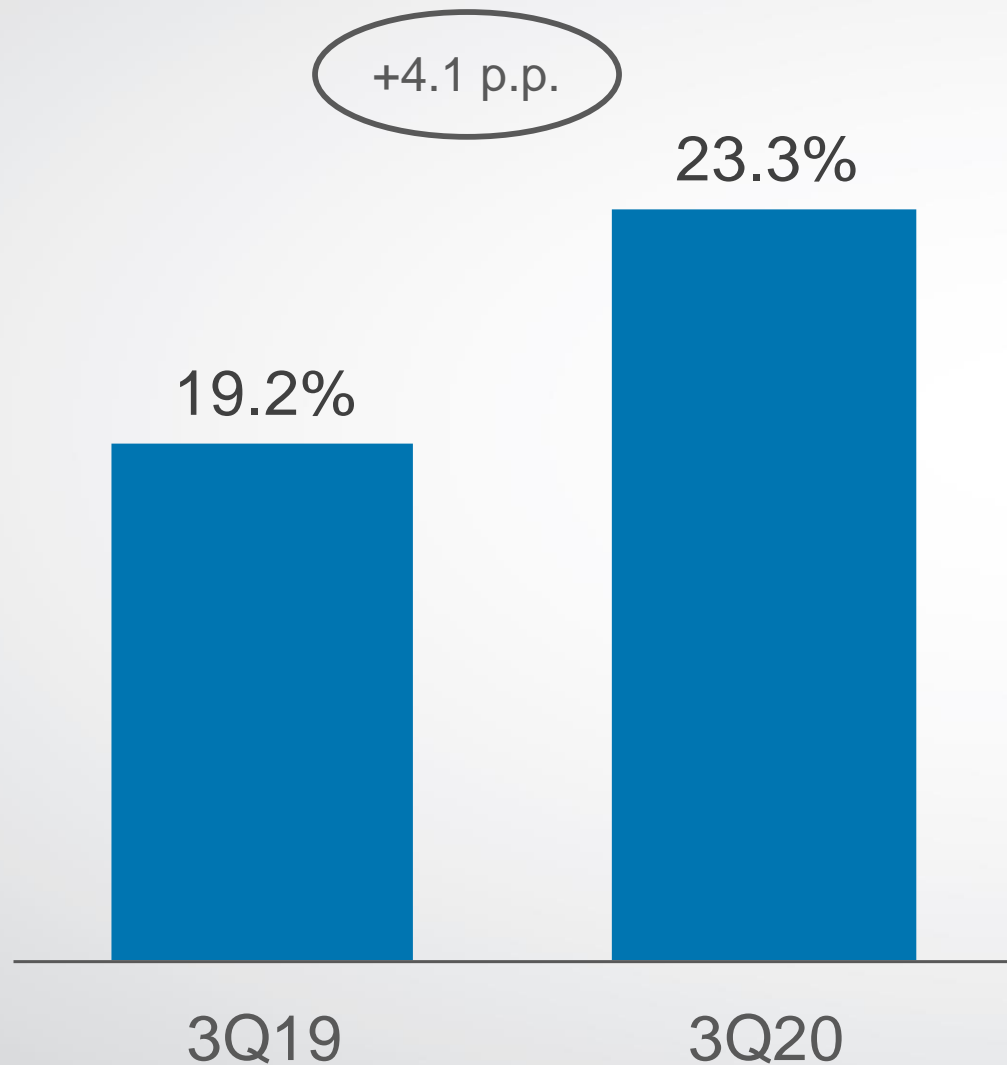
R\$ 935 mi

+61.5%  

EBITDA margin

19.5% 

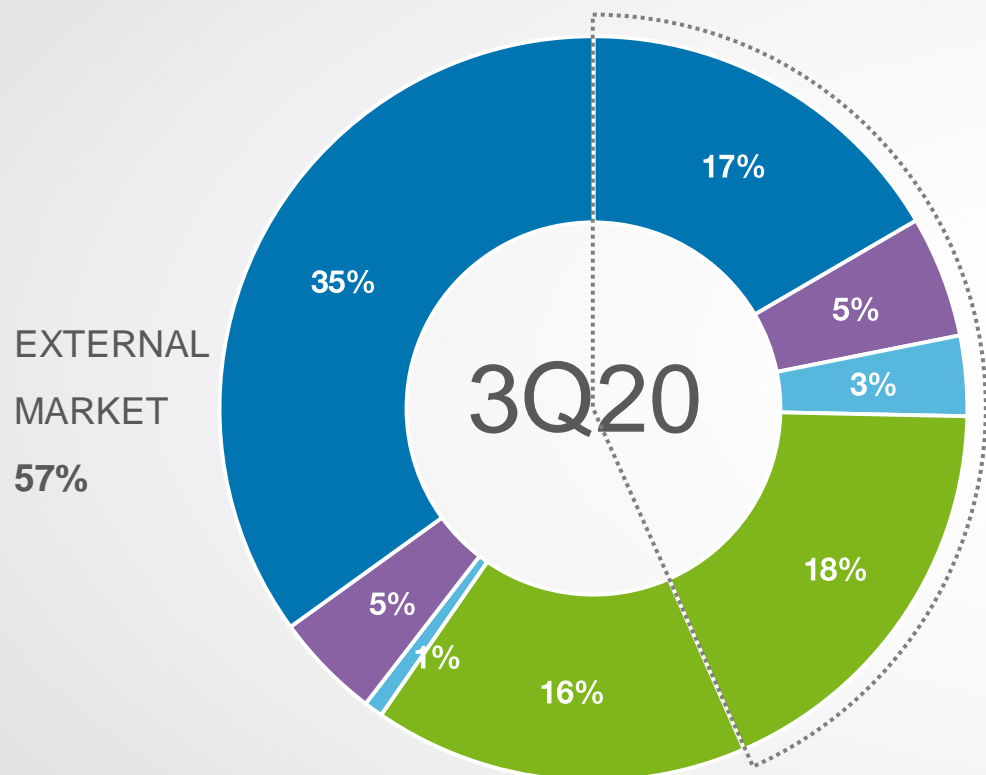
RETURN ON INVESTED CAPITAL



**Net Operating Profit
After Taxes**  +41.0%

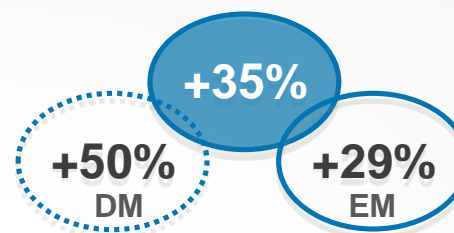
Invested Capital  +15.9%

BUSINESS AREA PERFORMANCE

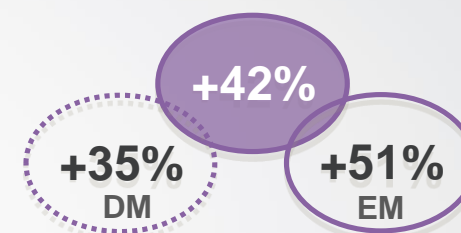


DOMESTIC MARKET 43%

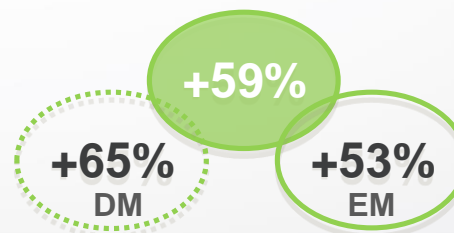
Industrial Electro-Electronic Equipment



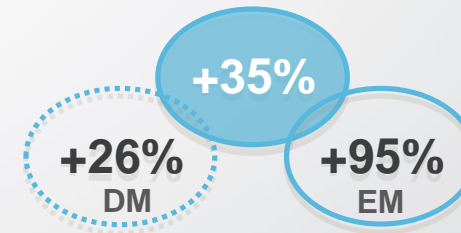
Commercial and Appliance Motors



Energy Generation, Transmission, and Distribution (GTD)



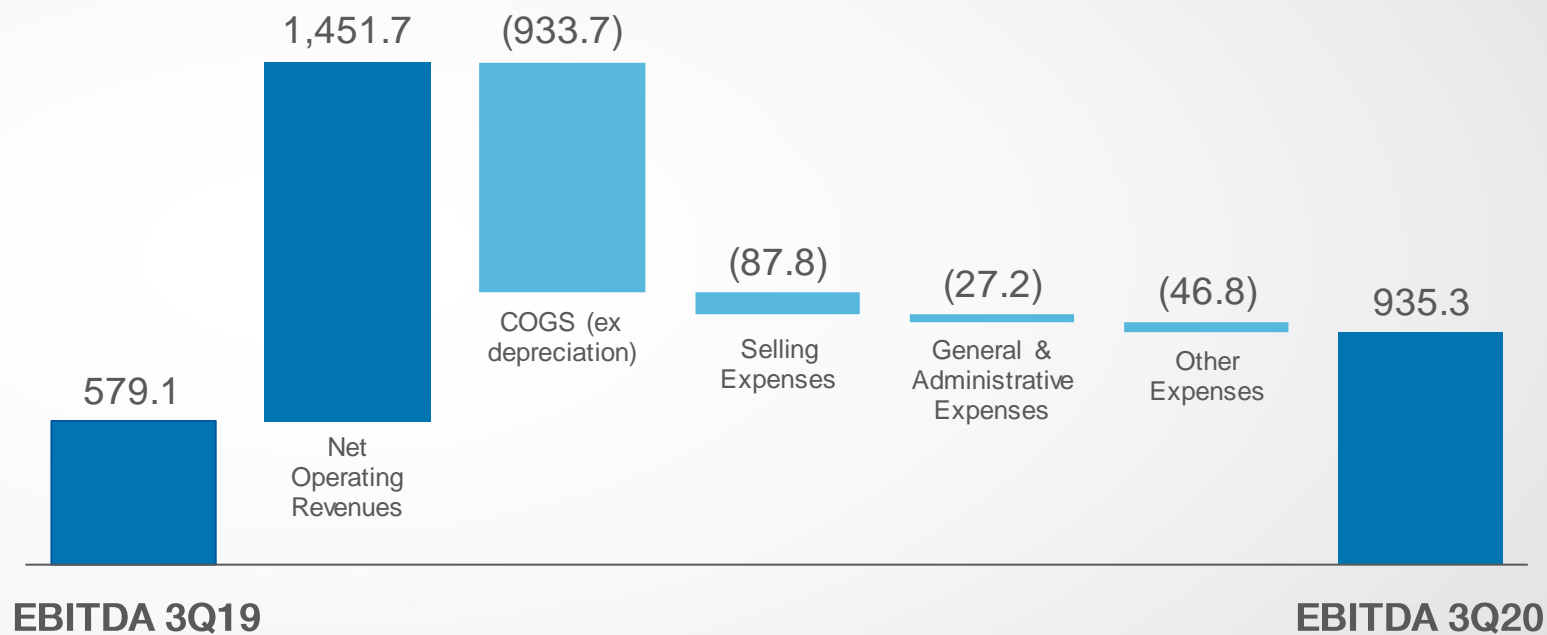
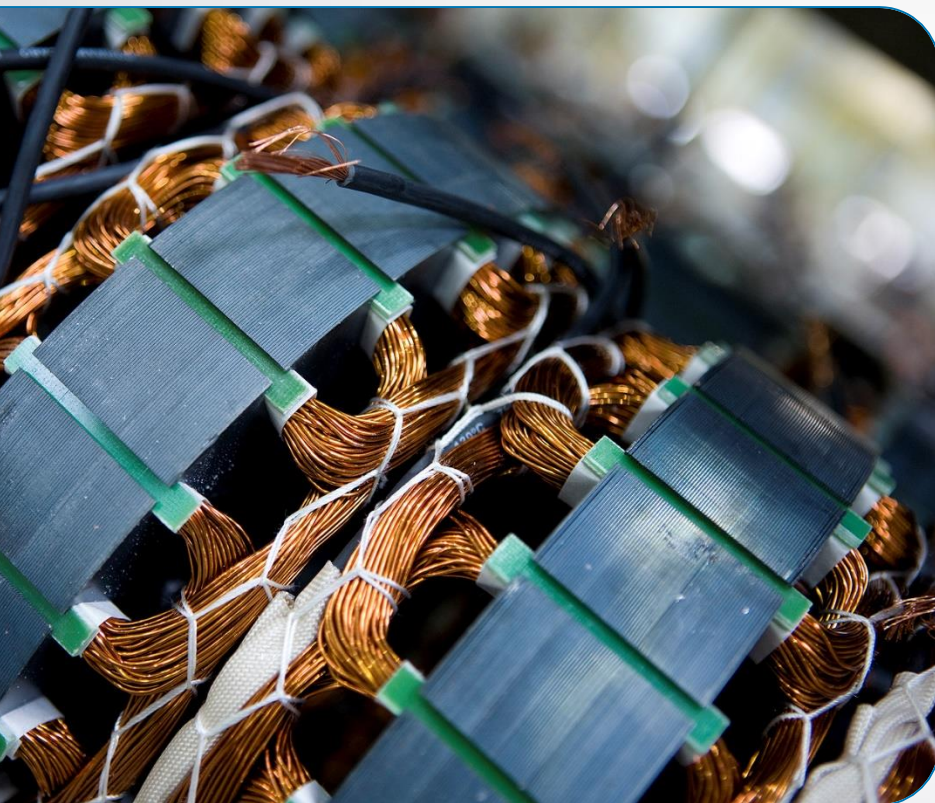
Paints and Varnishes



EBITDA

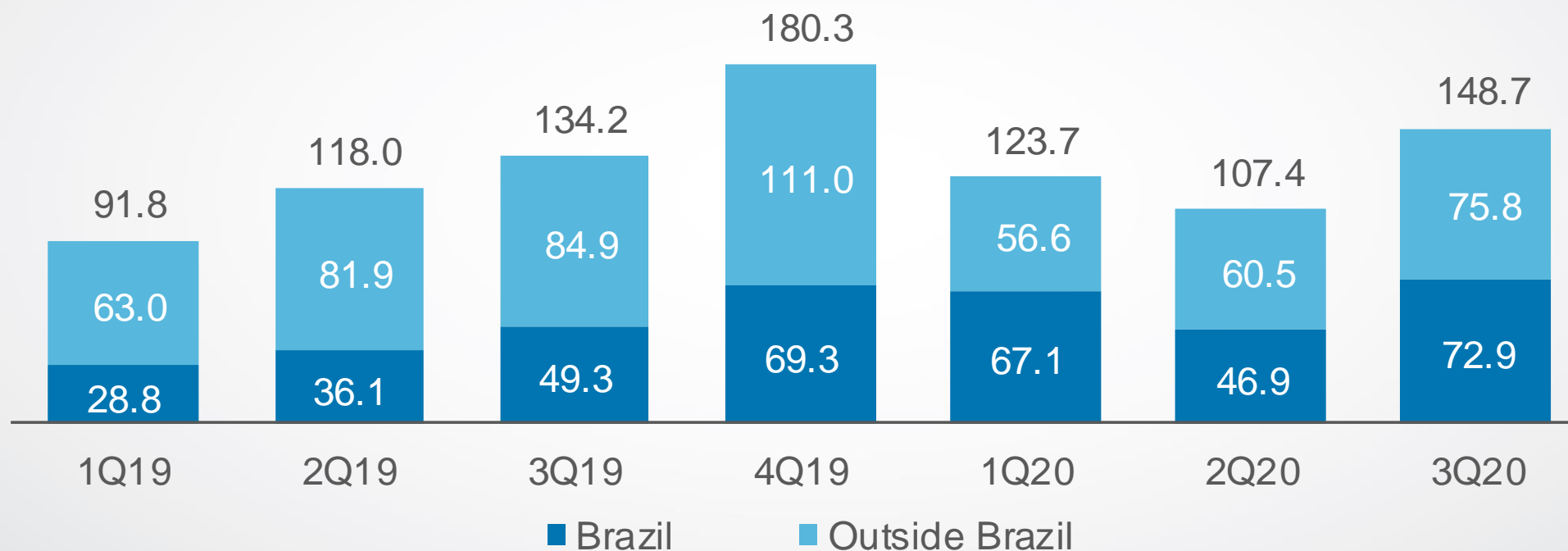


In R\$ million



INVESTMENTS (CAPEX)

In R\$ million



Recent Achievements



WEG won the “SUPPLIER OF THE YEAR” Global Award from Electrolux, one of the most important appliance manufacturers in the world



Continued development of the global Water and Wastewater business, with announcements of important projects in India and the Middle East

2020 Outlook



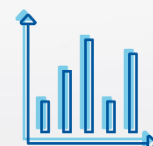
Despite the pandemic, 2020 will be another positive year for WEG



Long cycle products backlog, built throughout 2019/2020, continues to bring stability to our business



Demand for short cycle equipment has resumed in Brazil. Abroad is still in a gradual process of recovery



Expectation of healthy margins, but with possible volatility due to market uncertainties and WEG's business dynamics

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