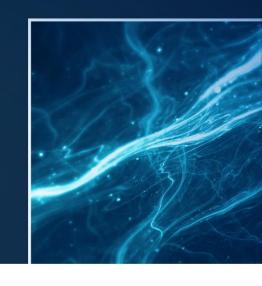
# RESULTS PRESENTATION 4Q23









**Driving efficiency and sustainability** 







#### DISCLAIMER

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



R\$ 8.6 bi

Net Revenue

+7.3%

vs. 4Q22

R\$ 1.8 bi

EBITDA margin 21.4%

+17.3%

vs. 4Q22

39.2%

**ROIC** 

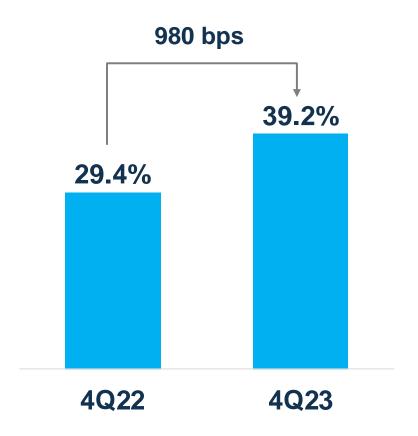
980 bps

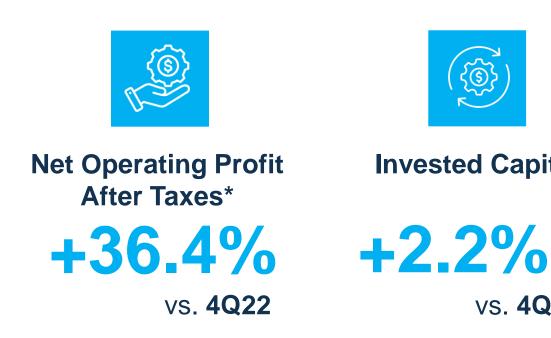
vs. **4Q22** 

## Return on Invested Capital.



ROIC







#### 4Q23 Business Area Performance



% of total NOR

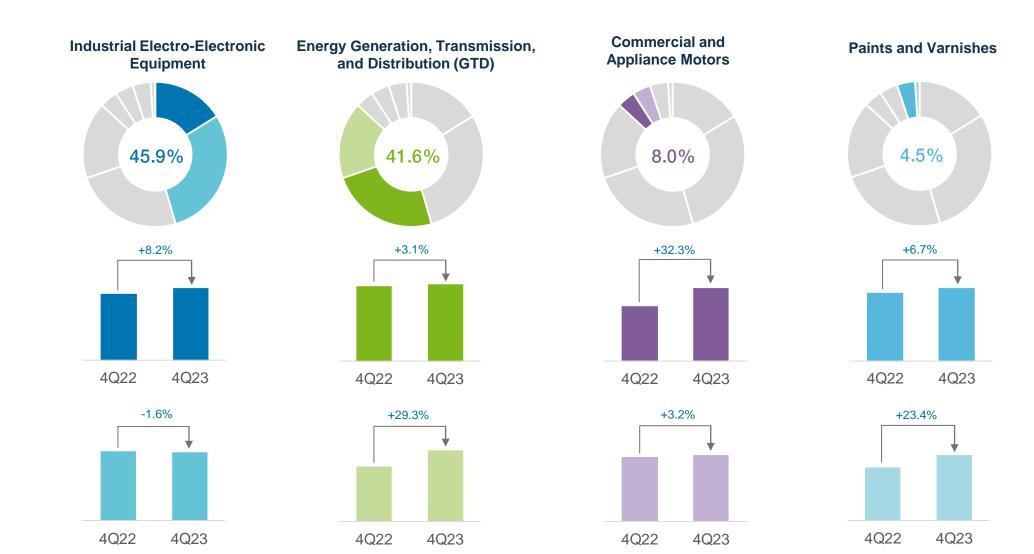
Net Revenue

Domestic

Market

External

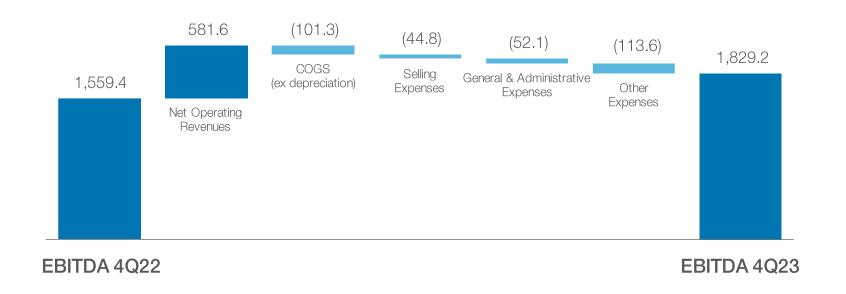
Market



## **EBITDA**

In R\$ million

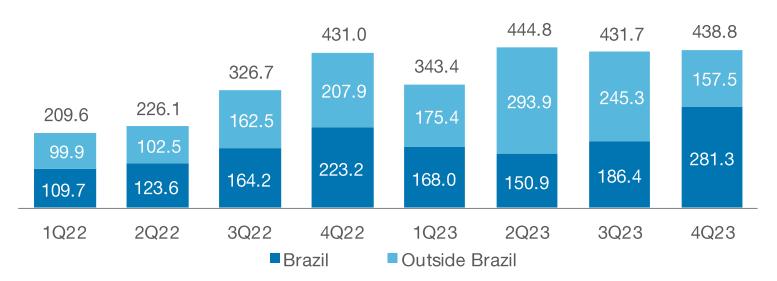




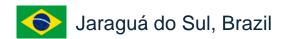
## **Investments (CAPEX)**



In R\$ million









#### RECENT ACHIEVEMENTS



Announcement of the Company's new Chief Executive Officer, Alberto Kuba



New investments to expand transformer production capacity in Brazil, Mexico and Colombia



WEG recognized as Leadership level by the Carbon Disclosure Project

#### OUTLOOK



Long cycle order backlog remains positive, but the global macroeconomic scenario demands attention



Healthy operating margin dynamics and positive returns



Expect to integrate the industrial electric motors and generators businesses acquired from Regal Rexnord

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