

# COMPANY PROFILE

Industrial Motors  
Commercial &  
Appliance Motors  
Automation  
Digital &  
Systems  
Energy  
Transmission &  
Distribution  
Coatings



Driving efficiency and sustainability







WHEN YOU LACK MACHINES,  
YOU CAN BUY THEM.

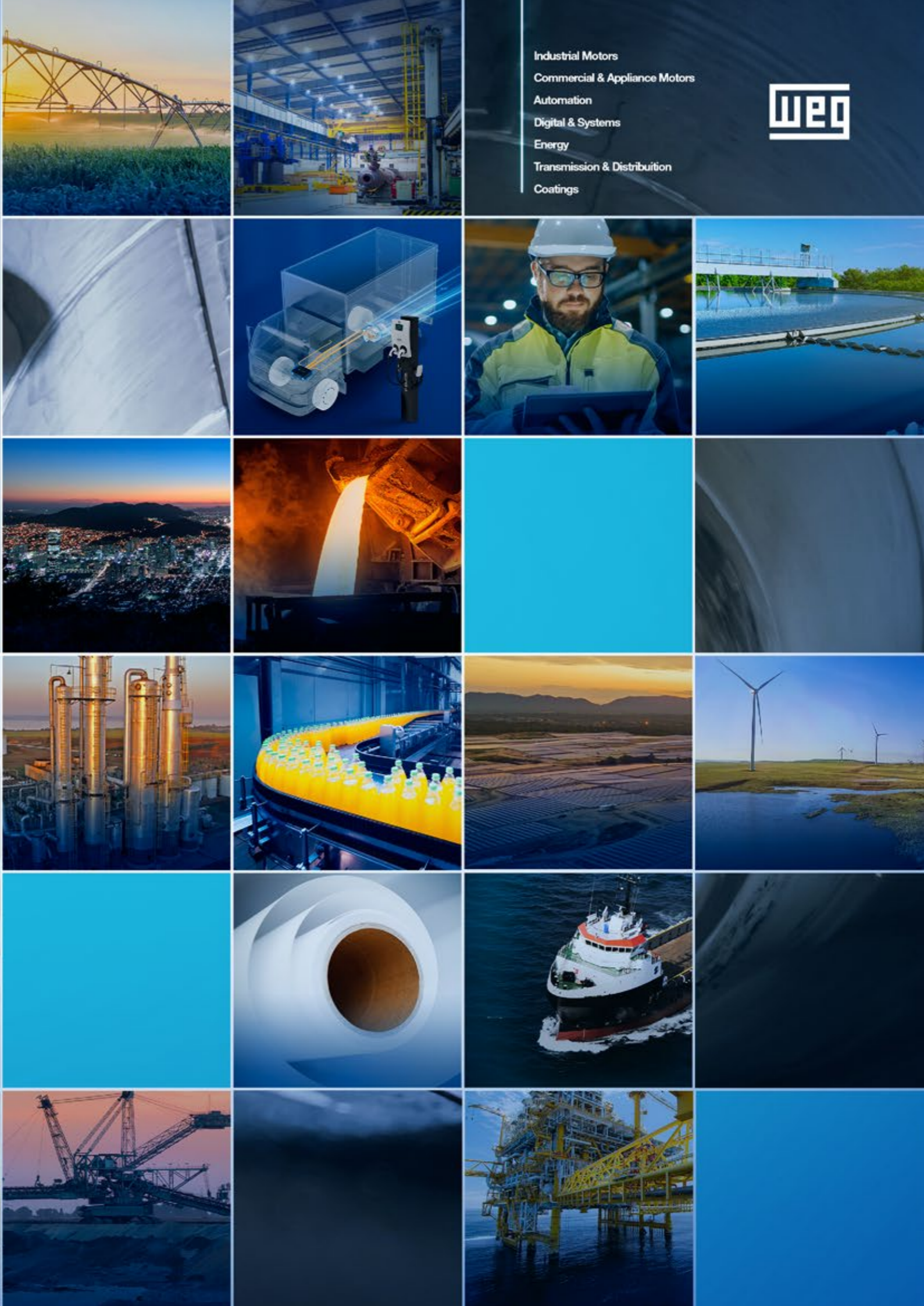
IF YOU DO NOT HAVE MONEY,  
YOU CAN BORROW IT.

BUT YOU CANNOT BUY OR  
BORROW PEOPLE, AND

people who are  
motivated by an idea  
are the basis of **SUCCESS.**

Eggon João da Silva

- Industrial Motors
- Commercial & Appliance Motors
- Automation
- Digital & Systems
- Energy
- Transmission & Distribution
- Coatings



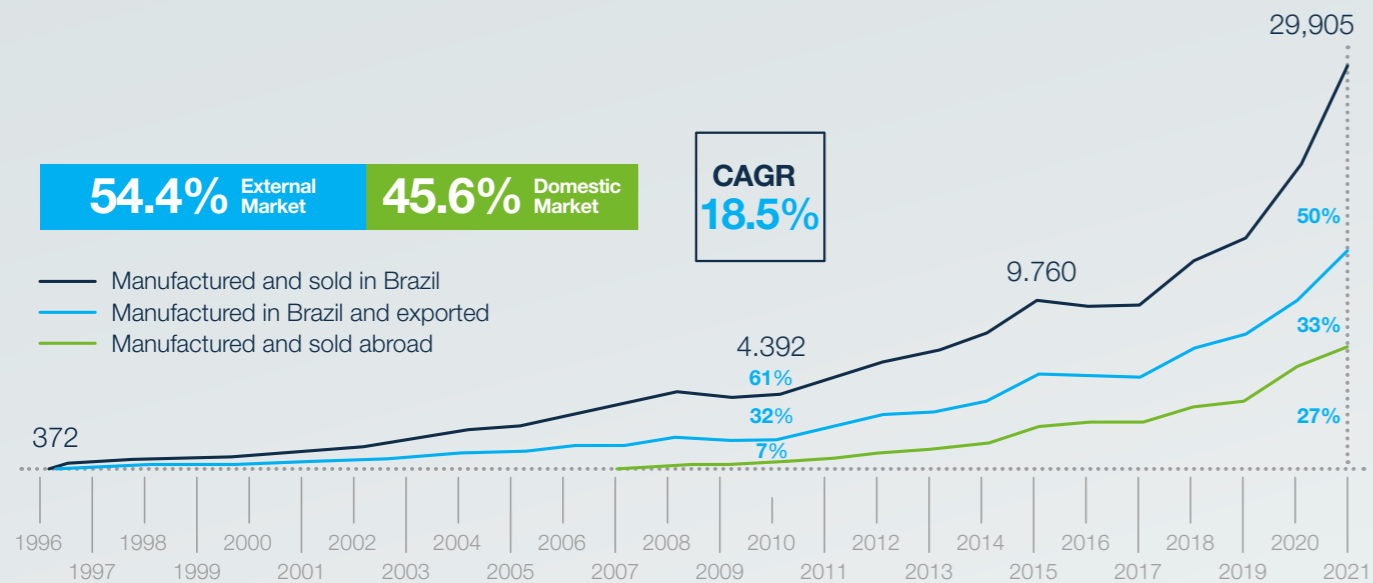
WEG is a global company and is regarded as one of the world's leading manufacturers of energy efficient electric motors, automation, power transmission, renewable resource technologies, solar, biomass and wind power generation, distribution equipment, and industrial coatings and varnishes.

Doing business in over 135 countries, WEG is one of the top global players with background expertise to provide full turnkey systems for a wide variety of industrial applications.



# WEG in numbers

NET OPERATING REVENUES (R\$ MILLION)  
Consistent Growth



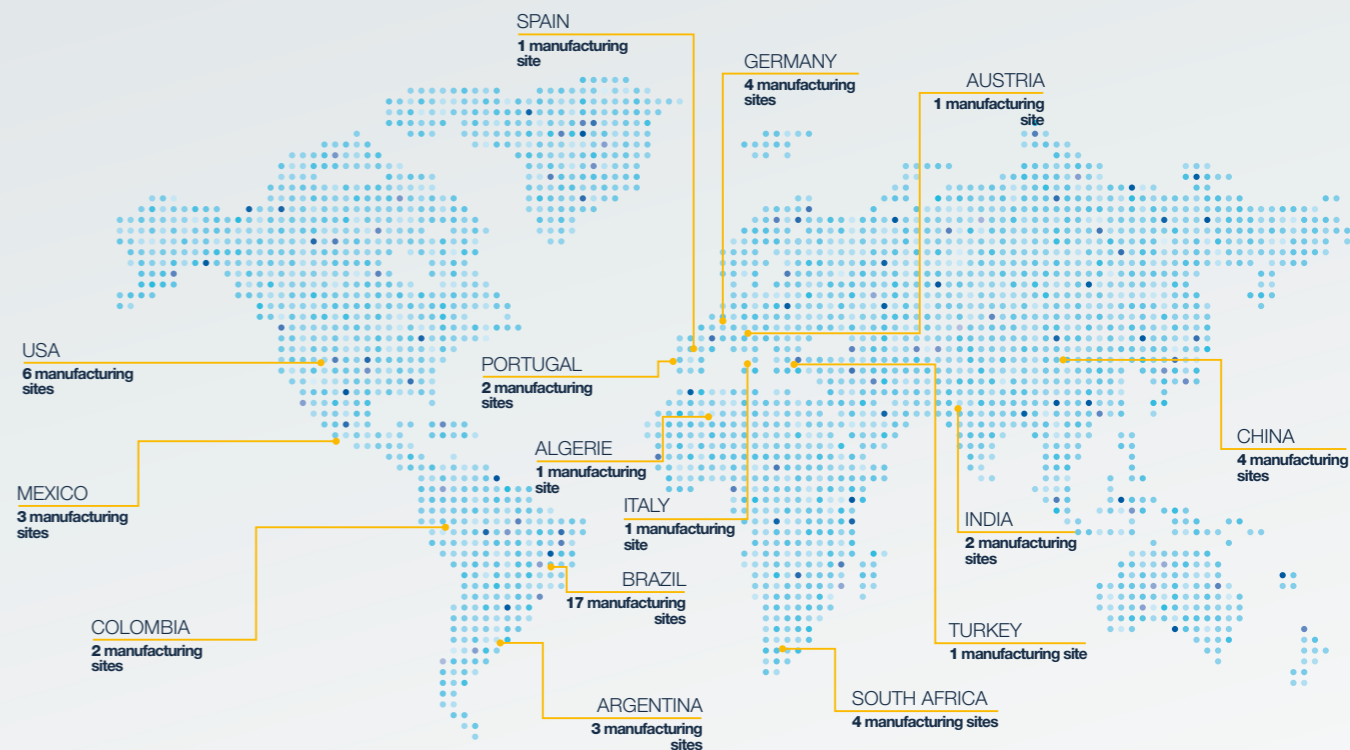
Largest manufacturing site for low voltage electric motors in the world  
**+1 million m<sup>2</sup>**  
Product portfolio with over **1,500** product lines  
**59.3%** of the revenues came from products released in the last 5 years

**+39,000** employees worldwide  
OVER **1,400** Service Centers around the world  
Distributors/agents in **+120** countries

**+12k** hectares of reforestation, 50% of renewable resources and 50% of native forest  
**R\$ 847 million** of investments (CAPEX)  
**2.3%** of the net operating revenues are invested in R&D

**19 million** motors produced per year  
**52** Manufacturing sites in 15 countries and Commercial operations in 37 countries  
Sales to **+135** countries

# WEG global presence



## COMMERCIAL OPERATIONS IN 37 countries

- Algeria
- Argentina
- Australia
- Austria
- Belgium
- Brazil
- Chile
- China
- Colombia
- Ecuador
- France
- Germany
- Ghana
- India
- Italy
- Japan
- Kazakhstan
- Malaysia
- Mexico
- Netherlands
- Norway
- Peru
- Poland
- Portugal
- Russia
- Sweden
- Singapore
- South Africa
- South Korea
- Spain
- Thailand
- Turkey
- United Arab Emirates
- UK
- Ukraine
- USA
- Venezuela

Note: distributors/agents in 120 countries.

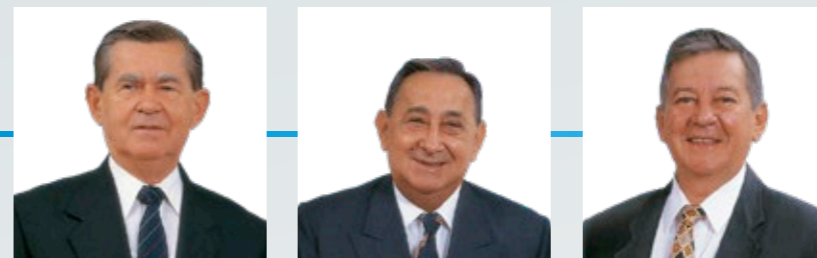
## WEG GROUP Affiliated companies



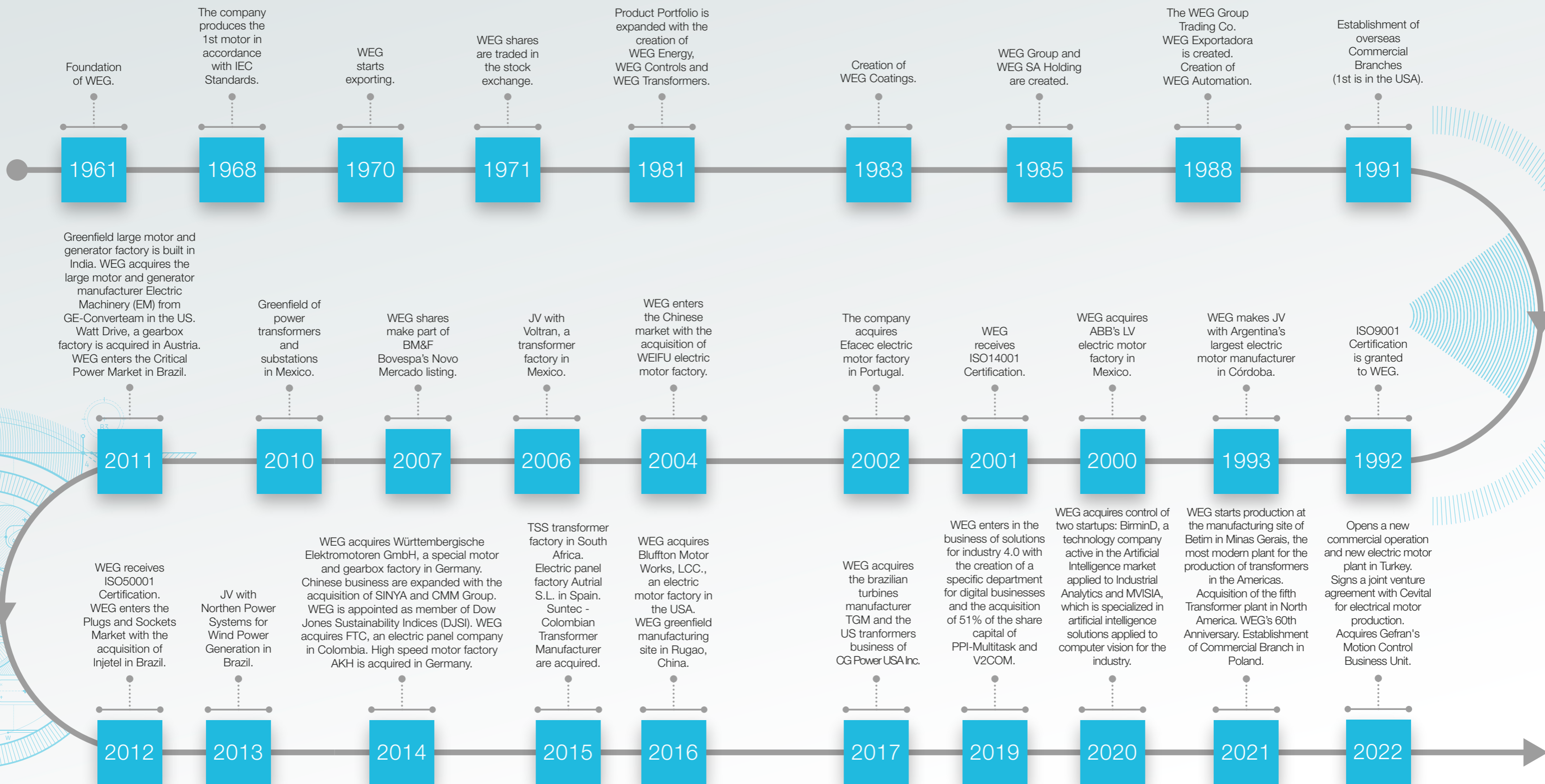
# Company milestones

WEG initially started to produce electric motors and in the 80's the company expanded its business activities with the manufacture of electric and electronic components, industrial automation technologies, power and distribution transformers, liquid and powder coatings and insulating varnishes.

Recently the company entered the wind power, solar, solutions for digitalization and electric mobility business sectors, allowing the company consolidation not only as a manufacturer of electric motors, but also as a supplier of complete industrial systems.



The track record of the organization, built-up by **Werner, Eggon** and **Geraldo**, is marked by success. The set of values, beliefs and ideals supported by the founders is deeply rooted in the organization and establishes the winner paths the company has followed along its history.





**MISSION**

**Continuous and sustainable growth while maintaining simplicity.**

**VISION**

**To be a global reference in motors, generators, transformers and electric controls with a wide integrated offer for electrification, automation and digitalization.**

**PURPOSE**

**To develop technologies and solutions contributing to a more efficient and sustainable world.**

# WEG policies



**Governance**

Through a structured governance system at all levels, we promote transparency, integrity, ethics and safety in everything we do, respecting the rights of all stakeholders.



**Team management**

We work as a team within a friendly way allowing sharing of ideas. We get together and share knowledge and skills to continuously improve our decision-making process.



**Innovation and flexibility**

We invest in research, development, innovation and quality, with focus on offering efficient solutions to the market. We are continuously being resilient in order to meet our customers' needs.



**Leadership and culture**

We offer developing opportunities to our employees allowing them to perform their job with excellence within the company's strategy, as well as cultivating and promoting WEG's background culture.



**People and environment**

We value generation of professional and personal development opportunities, human rights, diversity and the environment. We invest in solutions for the reduction of carbon emissions and encourage our people to be engaged in social activities where we have our operations, with focus on health and education.



**Efficiency with simplicity**

We encourage simplicity in our relationships and do our best to improve efficiency and competitiveness, turning our products and processes even better. We continually try to do more with less, with excellence while performing our activities.

# Corporate governance

The company's commitment is to keep working within the same principles of transparency, fairness and accountability to shareholders and other stakeholders. In this context, WEG joined the B3 New Market listing segment. The administration of the WEG Group is exercised by the:

- Board of Directors, with deliberative functions.
- Executive Direction, with representative and executive functions.
- Audit Committee.

The Board of Directors consists of seven members, including a president and a vice-president. Two board members are considered "independent" in accordance with the provisions of the Listing Rules of B3 New Market.

The Board of Directors is responsible for the performance of the company, of the Board itself, of the Direction and, individually, of the members of each of these corporate bodies. In order to do so, the Board of Directors meets whenever necessary, at least quarterly convened by its President.

# Stepping towards sustainability

Aware that renewable sources of energy will cover a much larger share of the global energy demands, WEG has been doing major efforts to meet world's sustainability requirements. The outlines of a sustainable energy system are already becoming apparent at WEG since the company set itself ambitious goals for a clean energy supply from renewable resources and high efficiency electric products.

To make this possible, WEG keeps encouraging major technological advances and innovations onto its business strategy with the design, manufacturing and provision of energy efficient and eco-friendly solutions for a sustainable planet.



# Management system certifications

- |                |                |                   |                  |
|----------------|----------------|-------------------|------------------|
| ISO 9001:2015  | ISO 50001:2011 | IATF 16949:2016   | ISO 14064.1:2018 |
| ISO 14001:2015 | ISO 45001:2018 | NORSOK S-006:2003 |                  |



# Business

WEG is regarded as one of the world's largest manufacturers of commercial and industrial electric motors, gearboxes, automation technologies, control and protection systems, power generation equipment and industrial coatings and varnishes. Besides the already-established global network of

manufacturing sites, commercial operations, distributors and service centers, the acquisition of new brands and joint ventures established along the years have expanded the product and service portfolio and made the company business even more solid and competitive.



## Industrial Electric Motors and Gearboxes

Complete line of electric motors and gearboxes for the industry. Main products: Low and high voltage induction motors, Synchronous motors and Gearboxes.

## Commercial Electric Motors and Appliance

Appliance products manufactured with quality and technology.

## Automation

Complete range of low and medium voltage electric & electronic products and automation solutions for several segments. Manufacturing of automation solutions to meet the demand of several industrial and building segments such as Drives, Controls, Electrical panels, Automation systems, Machine safety, Building technologies, etc.

## Digital & Systems

Integrated systems of automation, electrification, safety, energy storage and electric mobility with engineering and manufacturing of equipment, solutions, software and connectivity for different segments.

## Transmission and Distribution

Supply of solutions for Substations, Power and Distribution Transformers, Dry Transformers and Power Reactors.

## Power Generation

Manufacturing of large Machines such as Turbo, Hydro and Wind Generators, Alternators and Hydro and Steam Turbines.

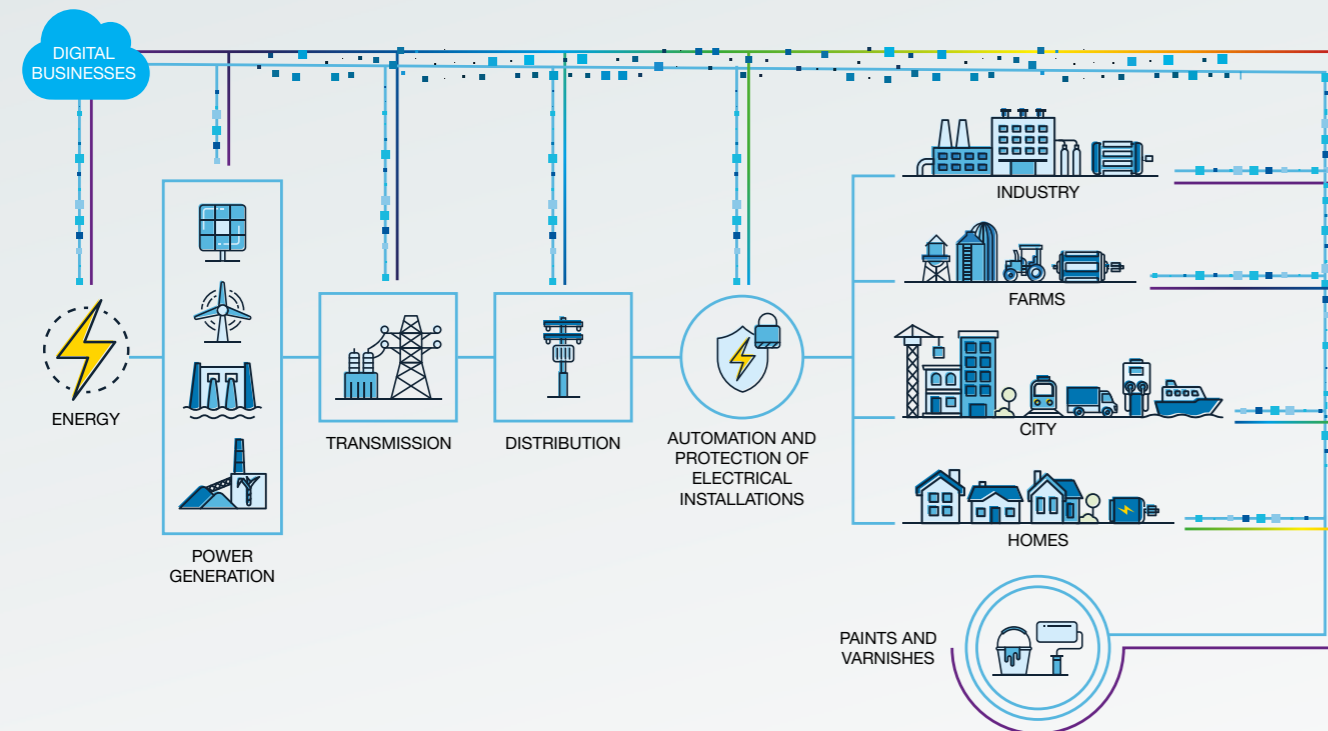
## Industrial Coatings and Varnishes

Industrial liquid and powder coatings and insulating varnishes for industrial, marine, anticorrosion and automotive applications.



# End to end of the wire

THE GLOBAL SOLUTION IN ELECTRIC MACHINES, AUTOMATION AND DIGITALIZATION FOR INDUSTRY, INFRASTRUCTURE, ELECTRIC MOBILITY AND ENERGY SYSTEMS.



WEG's strategic vision is to provide complete and efficient solutions with a complete line of electrical machines, from the generation all the way to the consumption.

This means we intend to continue being a competitive supplier of electrical equipment for typical applications. WEG is one of the world's largest suppliers of electric motors used by OEM's in the manufacturing of pumps, compressors, fans, among others.

We also can use this production competitiveness and flexibility and our wide product portfolio to integrate those products into complete solutions.

We can combine electric motors of several types and sizes with the drives and controls to build industry automation systems, or provide complete solutions for electricity generation from renewable resources; even complete power substations for just about any use. Important to note that these systems basically consist of WEG manufactured products.

This integrated approach based on competitive manufacturing capabilities has been the basis of our market presence and the way we present ourselves to our customers and to the market.

# Competitive advantages

A UNIQUE BUSINESS MODEL CREATES IMPORTANT COMPETITIVE AND DEFENSIVE ADVANTAGES



## Vertical Integration

Production flexibility that reduces costs and optimizes processes.



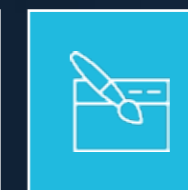
## Wide Portfolio

Varied mix of solutions that meets several markets and consolidates our global presence.



## Modular Expansion

Our production system is dedicated to maximize return on capital and minimize risks of demand.



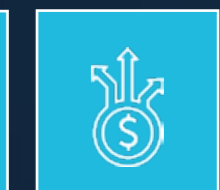
## Mass Customization

We understand needs in order to meet objectives and thus develop customized solutions.



## Simple and Committed

We keep the commitment and the simplicity in our relationship with the stakeholders.



## Financial Flexibility

Financial flexibility allows WEG to pursue growth opportunities as they become available. These opportunities range from raw materials procurement at attractive conditions to acquisitions of new business.



# Main segments covered by WEG

From a stand alone motor for farming application to solutions that meet several industrial segments, WEG is present providing complete and integrated systems.



# Capital market information

**Issuer**

WEG S.A.

**Ticker**

WEGE3 (B3) / WEGZY (OTC – ADR Level 1)

**Listing segment**

Novo Mercado (New Market) (since 2007)

**Number of shares**

Issued: 4,197,317,998  
In treasury: 1,306,348  
Ex-treasury: 2,097,740,051

**Share price**

On Dec 30, 2022: BRL 32.98  
On Dec 30, 2022: BRL 38.51

**Market value**

On Dec 30, 2021: BRL 138.4 billion  
On Dec 30, 2022: BRL 161.6 billion

**Liquidity (average daily volume)**

In 2021: BRL 377,962 thousand/day  
In 2022: BRL 264,788 thousand/day

**Composition of free float**

49% - Foreign Institutions  
09% - Brazilian Institutions  
42% - Others (individuals, etc.)

## MESSAGE FROM THE CEO



**Harry Schmelzer Jr.**  
CEO  
WEG Group

Anyone who knows our history knows that WEG continuously grows and evolves. Our focus on offering efficient, sustainable and smart solutions has been part of the company's philosophy since its inception, and at a time when all attention is turning to more economical and cleaner production methods, the company finds a privileged place of performance and global competitiveness.

Our historical orientation is to seek more efficiency and savings in each product, in each project. Despite all the challenges faced in recent years, mainly due to the pandemic, we reached 2022 as one of the most innovative companies in Brazil, ranking fifth as the most valued companies on the Brazilian Stock Exchange, and with a team of more than 39,000 employees spread across the planet. Our governance and compliance model once again showed consistency, effectiveness and transparency.

We invested in people, incorporated new products and solutions into our portfolio, expanded our international presence and grew across all of the company's

businesses in 2022. We keep taking efficiency, integration, productivity, connectivity, innovation and sustainability to industries, the countryside, cities and communities where we operate.

Today, we offer renewed forms of electric drives, motors, generators, transformers and systems for electrification, automation and digitalization, and we are increasingly standing out in products and systems for power generation from renewable sources. All these fronts have a great growth potential for WEG and are part of the construction of an increasingly efficient and sustainable world. And it is in this more electrified and digitalized world that we want to build our future, which is why we are looking further and further and inserting ESG aspects into all of the Company's new decision-making.

In this context, we work in 2022 with the carbon inventory of our global operations, including our offices and factories in all the countries we operate, and officially started our decarbonization journey with CO<sub>2</sub> reduction goals.

We believe that the future of all businesses will depend on our ability to be innovative, sustainable and productive. Therefore, we will continue developing products and solutions based on innovation, technology and sustainability concepts, investing in people and communities and pursuing our mission of continuous and sustainable growth, while maintaining simplicity



The scope of WEG Group solutions  
is not limited to products and solutions  
presented in this catalogue.

**To see our portfolio, contact us.**

**For WEG's worldwide  
operations visit our website**




**[www.weg.net](http://www.weg.net)**



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The values shown are subject to change without prior notice.  
The information contained is reference values.