

Jaraguá do Sul (SC), April 29, 2020: WEG S.A. (B3(NM): WEGE3, OTC: WEGZY), one of the world's largest manufacturers of electric-electronic equipment, announced today its results for the first quarter of 2020 (1Q20). The following financial and operating data are presented on a consolidated basis, except when otherwise indicated, in thousands of Brazilian Reais (R\$) according to accounting practices adopted in Brazil, including Brazilian Corporate Law and in convergence with IFRS international norms. Except when otherwise indicated, growth rates and other comparisons are made to the same period of the previous year.

## SOLID AND CONSISTENT RESULTS BUT WITH A CHALLENGING SCENARIO AHEAD

- Net Operating Revenues were R\$ 3,714.4 million in 1Q20, 26.7% higher than 1Q19 and 1.7% lower than 4Q19.
- EBITDA reached R\$ 619.1 million, 34.1% higher than 1Q19 and 7.1% lower than 4Q19, while EBITDA margin was 16.7%, 1.0 p.p. higher than 1Q19 and 0.9 p.p. lower compared to the previous quarter.
- Return on Invested Capital (ROIC) reached 20.7% in 1Q20, up 2.7 p.p. from 1Q19 and up 0.5 p.p. from 4Q19.

In 1Q20, the company posted a positive performance in nearly every business area, reflecting a strong industry demand in important regions and an increase in participation in relevant markets for our growth strategy, which will be detailed in this earnings release.

In Brazil, our businesses showed continued improvement in industrial activity as observed in recent quarters. Important industries such as pulp and paper, mining, sugar & ethanol reflected strong demand for both short and long cycle goods. Businesses related to the energy generation, distribution and transmission (GTD) area also featured positive results, especially in solutions related to transmission and distribution (T&D) and distributed solar generation.

We observed strong results in external markets for T&D business in North America and a continued demand for industrial electroelectronic equipment, mainly in important projects in the oil and gas, mining and water & wastewater segments. It is important to mention that our operations were impacted in China, as plants were shut down in February due to the initial outbreak of the new coronavirus (COVID-19).

#### **COVID-19 impacts**

We point out that, with exception of our operations in China that were closed for much of February, our business was little impacted by COVID-19 in 1Q20. However, it is important to mention that, respecting the dynamics of each business, impacts are expected for the coming guarters, but difficult to measure at this moment, given all the uncertainties in the market. Based on the dynamics of our business, short cycle goods are usually the first to demonstrate volatility, such as the Commercial and Appliance Motors and Paints and Varnishes areas, which have already seen significant reductions in new order bookings during the second half of March, after the start of COVID-19 pandemic. On the other hand, long cycle goods, which we have built an important backlog in the last quarters and have already contributed positively to revenues in 1Q20, tend to suffer less in the short term, but will be impacted in the coming quarters. Finally, it is important to highlight the strength of our balance sheet, which shows a net cash position and ensures favorable conditions to withstand this crisis.

#### **MAIN HIGHLIGHTS**

Flaures in R\$ Thousands

					,
	Q1 2020	Q4 2019	%	Q1 2019	%
Return on Invested Capital	20.7%	20.2%	0.5 pp	18.0%	2.7 pp
Net Operating Revenue	3,714,436	3,778,846	-1.7%	2,932,379	26.7%
Domestic Market	1,692,400	1,643,088	3.0%	1,252,159	35.2%
External Markets	2,022,036	2,135,758	-5.3%	1,680,220	20.3%
External Markets in US\$	451,759	518,818	-12.9%	445,444	1.4%
Net Income	440,023	500,487	-12.1%	306,849	43.4%
Net Margin	11.8%	13.2%	-1.4 pp	10.5%	1.3 pp
EBITDA	619,114	666,441	-7.1%	461,798	34.1%
EBITDA Margin	16.7%	17.6%	-0.9 pp	15.7%	1.0 pp
Earnings per Share (EPS)	0.20977	0.23862	-12.1%	0.14631	43.4%

















## **Net Operating Revenues**

**Net Operating Revenues** reached **R\$ 3,714.4 million** in 1Q20, up 26.7% year-over-year and down 1.7% quarter-over-quarter. If adjusted for the consolidation effects of Geremia Redutores, PPI-Multitask and V2COM acquisitions ("recent acquisitions"), revenues would have shown a 25.7% increase vs. 1Q19.

In this quarter, revenue in the external market was positively impacted by average Brazilian Real/US dollar exchange rate that moved from R\$ 3.77 in 1Q19 to R\$ 4.47 in 1Q20, with an 18.5% depreciation of the Brazilian Real.

## **Net Operating Revenues** by Market



(Figures in R\$ Million)

The breakdown of Net Operating Revenue in 1Q20 by market was:

- Brazilian Market: R\$ 1,692.4 million, representing 46% of revenues, up 35.2% vs. 1Q19 and up 3.0% vs. 4Q19. Disregarding the effects of recent acquisitions, revenues would be up 32.9% vs. 1Q19.
- External Markets: R\$ 2,022.0 million, equivalent to 54% of revenues. It is important to consider that we set our sales prices in different markets in local currency amounts, according to local competitive conditions. In 1Q20 revenues in external markets were presented as follows:
  - Measured in Brazilian Reais: up 20.3% vs. 1Q19 and down 5.3% vs. 4Q19.
  - Measured in the quarterly averaged US dollar: up 1.4% vs. 1Q19 and down 12.9% vs. 4Q19.
  - Measured in local currencies, weighted by the revenues in each market, a
    5.5% increase vs. 1Q19.

**Evolution of Net Revenue According to Geographic Market** 

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	1Q20	4Q19	%	1Q19	%
Net Operating Revenues	3,714,436	3,778,846	-1.7%	2,932,379	26.7%
Brazilian Market	1,692,400	1,643,088	3.0%	1,252,159	35.2%
External Markets	2,022,036	2,135,758	-5.3%	1,680,220	20.3%
External Markets in US\$	451,759	518,818	-12.9%	445,444	1.4%

External Markets – Distribution of Net Revenue According to Geographic Market

	1Q20	4Q19	%	1Q19	%
North America	47.6%	43.5%	4.1 pp	43.1%	4.5 pp
South and Central America	8.5%	11.5%	-3.0 pp	9.5%	-1.0 pp
Europe	29.1%	27.6%	1.5 pp	27.1%	2.0 pp
Africa	6.0%	7.8%	-1.8 pp	8.1%	-2.1 pp
Asia-Pacific	8.8%	9.6%	-0.8 pp	12.2%	-3.4 pp







#### **Business Area**

**Industrial Electro-Electronic Equipment** – Performance in this business area was positive in Brazil, following continued improvement in industrial activity as observed in recent quarters. Short cycle goods, such as low voltage electric motors and serial automation products, were in good demand this quarter. We also observed demand for long cycle goods, such as automation panels and medium voltage motors. This movement was partially motivated by deliveries made for important projects won last year, in segments such as pulp & paper, oil & gas and mining, which concentrate most of the new investments made in Brazil.

Long cycle goods were the highlight this quarter in external markets, where we had a concentration of equipment delivered for important projects in segments such as oil & gas, mining and water & wastewater, such as the new refinery project in Oman. In contrast, short cycle goods continue to show signs of slowdown due to weaker growth in demand in important regions, such as Europe and North America, and impacts on business as a result of partial shutdown of plants in China during this quarter due to COVID-19.

**Energy Generation, Transmission, and Distribution (GTD)** – The performance of this business area in the domestic market remains our main highlight for the quarter. All areas, with exception of wind generation, showed significant growth this quarter. Among them we highlight the solar distributed generation (GD), which maintained the strong performance shown in recent quarters, the transmission & distribution (T&D) business, with important deliveries related to the transmission auctions that took place in recent years and also the biomass thermal generation business, with improved demand by the sugar & ethanol industry.

In external markets, we had another good quarter in the transformer business in the US and in Mexico, where the synergies between these operations have been working as planned. Another highlight was the generators business in the US, which performed very well in 1Q20, primarily due to a good order backlog created in recent months.

**Commercial and Appliance Motors** – Following the performance observed throughout 2019, we had another positive quarter in Brazil, a movement mainly explained by a higher demand in important segments, such as washing machines and air conditioning. It is worth mentioning that we have already seen reduction in demand in March due to COVID-19 outbreak, which is expected to continue in the next quarter.

Performance in external markets was impacted by COVID-19, especially in China where the slowdown shown in recent quarters were intensified due to the partial plant shutdown of our factory by determination of local authorities.

We inform that, from this quarter on, we have updated the nomenclature for this business area, formerly called "Motors for Domestic Use", in order to stay aligned with the restructuring of the WEG Motors business unit, which was formerly announced in the second half of 2019 and took place in January 1st, 2020.

**Paints and Varnishes** – Our performance in the domestic market reflects the good demand for our products in civil construction and industrial maintenance projects as well as the increased market share in new markets, such as agriculture implements and automotive refinish. It is worth mentioning that we have already seen reduction in demand in March due to COVID-19 outbreak, which is expected to continue in the next quarter.

In external markets, we continue to increase our customer base and market share, largely within Latin America.





## Distribution of Net Revenue by Business Area

	1Q20	4Q19		1Q19	
Industrial Electro-Electronic Equipments	51.39%	51.64%	-0.25 pp	52.31%	-0.92 pp
Domestic Market	16.17%	15.19%	0.98 pp	16.13%	0.04 pp
External Market	35.22%	36.45%	-1.23 pp	36.17%	-0.95 pp
Energy Generation, Transmission and Distribution	35.39%	35.35%	0.04 pp	33.31%	2.08 pp
Domestic Market	21.11%	19.63%	1.48 pp	18.15%	2.96 pp
External Market	14.27%	15.72%	-1.45 pp	15.15%	-0.88 pp
Commercial and Appliance Motors	8.89%	8.46%	0.43 pp	9.77%	-0.88 pp
Domestic Market	4.59%	4.82%	-0.23 pp	4.38%	0.21 pp
External Market	4.29%	3.64%	0.65 pp	5.39%	-1.10 pp
Paints and Varnishes	4.34%	4.55%	-0.21 pp	4.62%	-0.28 pp
Domestic Market	3.69%	3.84%	-0.15 pp	4.03%	-0.34 pp
External Market	0.65%	0.71%	-0.06 pp	0.58%	0.07 pp

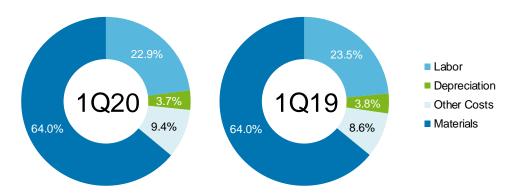
#### **Cost of Goods Sold**

The Cost of Goods Sold (COGS) totaled R\$ 2,616.9 million in 1Q20, up 26.1% vs. 1Q19 and down 0.6% vs. 4Q19. Gross margin was 29.5%, 0.3 p.p. higher vs. 1Q19 and 0.8 p.p. lower compared to last quarter.

Despite the exchange for the period, we were able to improve gross margin compared to last year, due to our efforts to reduce costs and to improve processes that resulted in productivity gains, along with lower pressure on important raw material prices, such as steel and copper.

In 1Q20 the average price of copper in the spot market on London Metal Exchange (LME) in US dollars decreased 4.4% vs. 4Q19 and decreased 9.5% vs. 1Q19, while the average price of steel in Brazilian Reais decreased 0.9% vs. 4Q19 and decreased 8.6% vs. 1Q19.

#### **COGS Composition**



Sales, General, and Administrative Expenses Consolidated Sales, General, and Administrative (SG&A) expenses totaled R\$ 504.8 million in 1Q20, an increase of 17.6% vs. 1Q19 and an increase of 2.0% vs. 4Q19. When analyzed in relation to net operating revenue, these expenses accounted for 13.6%, down 1.0 p.p. vs. 1Q19 and up 0.5 p.p. vs. 4Q19. It is worth noting that an important portion of these costs are from our operations abroad and are also impacted by the recent depreciation of the Brazilian Real.

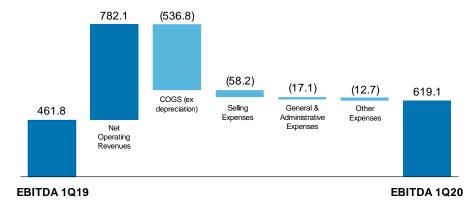




# EBITDA and EBITDA Margin

1Q20 EBITDA reached R\$ 619.1 million, up 34.1% vs. 1Q19 and down 7.1% vs. 4Q19. EBITDA margin was 16.7%, 1.0 p.p. higher vs. 1Q19 and 0.9 p.p. lower compared to the previous quarter. The EBITDA margin evolution is a reflection of costs rationalization, gains in scale and margin gains in our operations abroad.

Figures in R\$ Million 1Q20 4Q19 % 1Q19 Net Operating Revenues 3,714.4 3,778.8 -1.7% 2,932.4 26.7% Net Income before Minorities 454.0 504.4 -10.0% 308.2 47.3% (+) Income taxes & Contributions 64.2 72.6 -11.6% 22.9 | 180.6% (+/-) Financial income (expenses) (12.9)-97.9% 8.0 n.a. 36.1 (+) Depreciation & Amortization 100.2 102.3 -2.0% 94.6 5.9% **EBITDA** 619.1 666.4 -7.1% 461.8 34.1% **EBITDA Margin** 16.7% 17.6% -0.9 pp 15.7% 1.0 pp



(Figures in R\$ Million)

#### **Net Financial Results**

The net financial result in 1Q20 was negative R\$ 0.8 million (negative R\$ 36.1 million in 1Q19 and positive R\$ 12.9 million in 4Q19). This result is explained due to financing optimization in Brazil and abroad with lower interest expenses and lower monetary adjustment over provisions in the period.

#### **Income Tax**

The provision for Income Tax and Social Contribution on Net Profit in 1Q20 totaled R\$ 52.9 million (vs. R\$ 29.4 million in 1Q19 and R\$ 90.8 million in 4Q19). Additionally, we debited R\$ 11.4 million as Deferred Income Tax and Social Contribution in 1Q20 (vs. credit of R\$ 6.5 million in 1Q19 and credit of R\$ 18.2 million in 4Q19).

#### **Net Income**

Net Income in 1Q20 was R\$ 440.0 million, an increase of 43.4% vs. 1Q19 and decrease of 12.1% vs. 4Q19. Net margin reached 11.8%, 1.3 p.p. higher than 1Q19 and 1.4 lower than 4Q19.



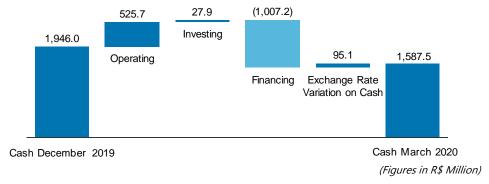


#### **Cash Flow**

Cash generation in operating activities was R\$ 525.7 million in the first three months of 2020. As in 1Q19, we observed an increased working capital needs, mainly compensated by increased operating income.

In investment activities, the level of investment (CAPEX) in modernization and expansion of production capacity increased compared to 2019, primarily due to investments in our factories in China, Mexico and Brasil. However, movements in long-term financial investments were the main responsible for the generation of R\$ 27.9 million.

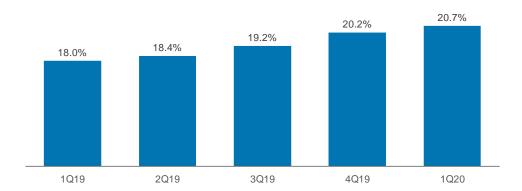
In financing activities, we raised R\$ 16.6 million and made amortizations of R\$ 522.4 million, resulting in a net amortization of R\$ 505.8 million. Interest on loans consumed R\$ 4.3 million while payments to equity holders (dividends and interest on capital) totaled R\$ 491.5 million. The final result was consumption of R\$ 1,007.2 million in financing activities this year so far.



We point out that the chart above shows the cash and cash equivalents positions classified as current assets. Also, we have R\$ 1,814.1 million in financial investments with no immediate liquidity (R\$ 1,635.4 million in December 2019).

# Return on Invested Capital

The Return on Invested Capital (ROIC) in 1Q20 (accumulated in the last 12 months) increased by 2.7 p.p. over 1Q19, reaching 20.7%. Growth of Net Operating Profit After Taxes (NOPAT), due to revenue growth and lower costs and expenses, more than offset the growth in capital employed, which expanded due to a greater need for working capital, and investments in fixed and intangible assets over the last 12 months.

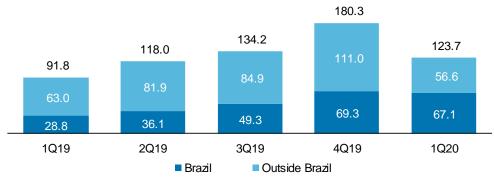






## Investments (CAPEX)

In 1Q20, we invested R\$ 123.7 million in modernization and expansion of production capacity, machinery and equipment, and software licenses, 54% of which are for production units in Brazil and 46% for industrial plants and other facilities abroad.



(Figures in R\$ Million)

Expenditures on research, development, and innovation activities totaled R\$ 98.2 million, representing 2.6% of net operating revenue in the first quarter of 2020.

#### **Debt and Cash Position**

As of March 31<sup>th</sup>, 2020, cash, cash equivalents, and financial investments and derivatives totaled R\$ 3,401.6 million and were invested in first-tier banks and denominated in Brazilian currency. Gross financial debt totaled R\$ 2,493.6 million, of which 36% was in short-term operations and 64% in long-term operations. Net cash totaled R\$ 908.0 million.

					Figures in R\$ Th	ousands
	March 20	20	December 2	December 2019		19
CASH & FINANCIAL INSTRUMENTS	3,401,613		3,581,442		3,835,369	
- Current	2,924,546		3,414,373		3,150,878	
- Long Term	477,067		167,069		684,491	
DEBT	2,493,569	100%	2,305,527	100%	3,484,904	100%
- Current	888,160	36%	950,249	41%	1,986,732	57%
- In Brazilian Reais	88,305		87,566		176,385	
- In other currencies	799,855		862,683		1,810,347	
- Long Term	1,605,409	64%	1,355,278	59%	1,498,172	43%
- In Brazilian Reais	94,409		107,930		287,800	
- In other currencies	1,511,000		1,247,348		1,210,372	
NET CASH (DEBT)	908,044		1,275,915		350,465	

The characteristics of our indebtedness at the end of March were:

- Total duration of 18.9 months, with a duration of 27.0 months in the long term. In December 2019, these figures were 19.5 months and 29.1 months, respectively.
- Weighted average cost of debt denominated in Brazilian Reais is approximately 5.24% p.a. (vs. 5.41% p.a. in December 2019). The post-fixed contracts are indexed mainly to the Brazilian long-term interest rate (TJLP).

# Dividends and Interest on Stockholders' Equity

At a meeting held on March 17, 2020, the Board of Directors decided to declare interest on equity in the total amount of R\$ 63.4 million before withholding income tax, with payment expected in August 12, 2020.

Our practice is to declare interest on capital quarterly and dividends based on the profit obtained each half year, that is, six proceeds each year, paid semi-annually.







#### **Results Conference Call**

On April 30<sup>th</sup>, 2020 (Thursday), WEG will hold a teleconference in Portuguese, with simultaneous translation into English, also available on the via internet webcast, at the following times:

- 11:00 Brazilian time
- 10:00 New York (EDT)
- 15:00 London (BST)

Connecting phone numbers:

Dial-in for connections in Brazil: (11) 3181-8565 / (11) 4210-1803

Dial-in for connections in the United States: +1 412 717-9627

Toll-free for connections in the United States: +1 844 204-8942

Code: WEG

Access to HD Web Phone (web phone connection):

Conference call in Portuguese: <u>click here</u>

Conference call in English: <u>click here</u>

**Access to Webcasting:** 

Slides and original audio in Portuguese: www.choruscall.com.br/weg/1t20.htm

Slides and simultaneous translation into English: www.choruscall.com.br/weg/1q20.htm

The presentation will also be available on our Investor Relations website (<a href="https://ir.weg.net">https://ir.weg.net</a>). Please call approximately 10 minutes before the conference call time.

The statements contained in this report relating to WEG's business prospects, projections, and results and the Company's growth potential are mere forecasts, based on management's expectations regarding the future of WEG. These expectations are highly dependent on changes in the market, overall national economic performance, sector performance, and international markets, and may change.





### Annex I

## **Consolidated Income Statement - Quarterly**

Figures in R\$ Thousands

							Hgures in R	rnousanas
	1st Qua	1st Quarter		ırter	1st Qua	rter		
	2020	)	2019	2019			Q1 2020	Q1 2020
	R\$	VA%	R\$	VA%	R\$	VA%	Q4 2019	Q1 2019
Net Operating Revenues	3,714,436	100.0%	3,778,846	100.0%	2,932,379	100.0%	-1.7%	26.7%
Cost of Goods Sold	(2,616,903)	-70.5%	(2,633,622)	-69.7%	(2,074,772)	-70.8%	-0.6%	26.1%
Gross Profit	1,097,533	29.5%	1,145,224	30.3%	857,607	29.2%	-4.2%	28.0%
Sales Expenses	(349,093)	-9.4%	(357,029)	-9.4%	(290,761)	-9.9%	-2.2%	20.1%
Administrative Expenses	(155,685)	-4.2%	(137,848)	-3.6%	(138,504)	-4.7%	12.9%	12.4%
Financial Revenues	381,196	10.3%	159,698	4.2%	129,369	4.4%	138.7%	194.7%
Financial Expenses	(381,948)	-10.3%	(146,812)	-3.9%	(165,505)	-5.6%	160.2%	130.8%
Other Operating Income	7,885	0.2%	15,304	0.4%	4,265	0.1%	-48.5%	84.9%
Other Operating Expenses	(81,703)	-2.2%	(109,069)	-2.9%	(65,377)	-2.2%	-25.1%	25.0%
Equity accounting	-	0.0%	7,596	0.2%	-	0.0%	n.a.	n.m
EARNINGS BEFORE TAXES	518,185	14.0%	577,064	15.3%	331,094	11.3%	-10.2%	56.5%
Income Taxes & Contributions	(52,856)	-1.4%	(90,800)	-2.4%	(29,425)	-1.0%	-41.8%	79.6%
Deferred Taxes	(11,354)	-0.3%	18,184	0.5%	6,538	0.2%	n.a.	-273.7%
Minorities	13,952	0.4%	3,961	0.1%	1,358	0.0%	252.2%	n.m
NET EARNINGS	440,023	11.8%	500,487	13.2%	306,849	10.5%	-12.1%	43.4%
EBITDA	619,114	16.7%	666,441	17.6%	461,798	15.7%	-7.1%	34.1%
Formione and Chang (FDC)	0.00077	П	0.00000	П	0.44004		40.40/	40.407
Earnings per Share (EPS)	0.20977		0.23862		0.14631		-12.1%	43.4%





### **Annex II**

## **Consolidated Balance Sheet**

						Figur	es in R\$ Th	ousands
	March 20	March 2020			March 20	19		
	(A)		(B)		(C)			
	R\$	%	R\$	%	R\$	%	(A)/(B)	(A) <sup>(</sup> (C)
CURRENT ASSETS	40.600.706	649/	0.760.000	620/	0.000.042	600/	00/	470/
	10,600,706	61%	9,760,902	62%	9,089,843	60%	9%	17%
Cash & cash equivalents	2,899,195	17%	3,390,271	22%	2,892,551	19%	-14%	0%
Receivables	3,241,121	19%	2,747,084	18%	2,429,474	16%	18%	33%
Inventories	3,552,515	20%	2,817,129	18%	2,498,116	16%	26%	42%
Other current assets	907,875	5%	806,418	5%	1,269,702	8%	13%	-28%
LONG TERM ASSETS	925,110	5%	597,797	4%	1,117,861	7%	55%	-17%
Long term securities	-	0%	-	0%	566,641	4%	n.m	n.a.
Deferred taxes	188,520	1%	182,042	1%	150,460	1%	4%	25%
Other non-current assets	736,590	4%	415,755	3%	400,760	3%	77%	84%
FIXED ASSETS	5,845,517	34%	5,328,942	34%	5,019,278	33%	10%	16%
Investment in Subs	35,408	0%	28,012	0%	20,380	0%	26%	74%
Property, Plant & Equipment	4,053,935	23%	3,776,561	24%	3,601,203	24%	7%	13%
Intangibles	1,509,989	9%	1,319,746	8%	1,213,537	8%	14%	24%
Right of use	246,185	1%	204,623	1%	184,158	1%	20%	34%
TOTAL ASSETS	17,371,333	100%	15,687,641	100%	15,226,982	100%	11%	14%
CURRENT LIABILITIES	4,951,231	29%	4,491,021	29%	4,859,505	32%	10%	2%
Social and Labor Liabilities	387,619	2%	287,187	2%	321,938	2%	35%	20%
Suppliers	1,107,393	6%	839,879	5%	820,402	5%	32%	35%
Fiscal and Tax Liabilities	165,839	1%	134,510	1%	147,729	1%	23%	12%
Short Term Debt	865,571	5%	936,370	6%	1,964,060	13%	-8%	-56%
Dividends Payable	59,862	0%	145,376	1%	86,416	13%	-59%	-31%
Advances from Clients	903,823	5%	814,964	5%	541,774	4%	11%	67%
Profit Sharring	110,892	1%	212,608	1%	73,002	0%	-48%	52%
Derivatives	22,589	0%	13,879	0%	22,672	0%	63%	0%
		0%	-	0%		0%	22%	
Leasing Other Short Term Liabilities	60,106		49,168		61,615	5%		-2%
	1,267,537	7%	1,057,080	7%	819,897		20%	55%
LONG TERM LIABILITIES	2,536,855	15%	2,266,630	14%	2,444,325	16%	12%	4%
Long Term Debt	1,597,860	9%	1,348,599	9%	1,490,360	10%	18%	7%
Other Long Term Liabilities	124,963	1%	137,643	1%	179,950	1%	-9%	-31%
Leasing	183,084	1%	153,667	1%	132,472	1%	19%	38%
Deferred Taxes	87,611	1%	75,143	0%	86,538	1%	17%	1%
Contingencies Provisions	543,337	3%	551,578	4%	555,005	4%	-1%	-2%
MINORITIES	241,137	1%	212,743	1%	145,380	1%	13%	66%
STOCKHOLDERS' EQUITY	9,642,110	56%	8,717,247	56%	7,777,772	51%	11%	24%
TOTAL LIABILITIES	17,371,333	100%	15,687,641	100%	15,226,982	100%	11%	14%





### **Anexo III**

## **Consolidated Cash Flow Statement**

Figures in R\$ Thousands

	Figures in	R\$ Thousands	
	3 Months	3 Months	
	2020	2019	
OPERATING ACTIVITIES			
Net Earnings before Taxes	518,185	331,094	
Depreciation and Amortization	100,176	81,657	
Provisions	130,464	33,012	
Changes in Assets & Liabilities	(223,088)	(392,495)	
(Increase) / Reduction of Accounts Receivable	429,620	(218,520)	
Increase / (Reduction) of Accounts Payable	(66,401)	23,248	
(Increase) / Reduction of Investories	(354,014)	(35,319)	
Income Tax and Social Contribution on Net Earnings	(54,621)	(17,587)	
Profit Sharing Paid	(177,672)	(144,317)	
Cash Flow from Operating Activities	525,737	53,268	
INVESTMENT ACTIVITIES			
Fixed Assets	(112,682)	(84,206)	
Intagible Assets	(10,992)	(7,589)	
Financial investments held to maturity	(72,357)	(1,779)	
Rescue of financial investments	222,518	422,610	
Write-off of fixed assets	1,373	213	
Cash Flow From Investment Activities	27,860	329,249	
FINANCING ACTIVITIES			
Working Capital Financing	16,574	4,537	
Long Term Financing	(522,415)	(283,286)	
Interest paid on loans and financing	(4,268)	(8,027)	
Treasury Shares	(5,578)	1,850	
Dividends & Intesrest on Stockholders Equity Paid	(491,536)	(335,833)	
Cash Flow From Financing Activities	(1,007,223)	(620,759)	
Changes in Cash and Equivalents caused by FX Changes	95,129	51	
Change in Cash Position	(358,497)	(238,191)	
Cash & Cash Equivalents			
Beginning of Period	1,946,044	2,205,700	
End of Period	1,587,547	1,967,509	

