Conference Call

1Q17 Earnings

18 May 2017

180 anos
Wilson, Sons

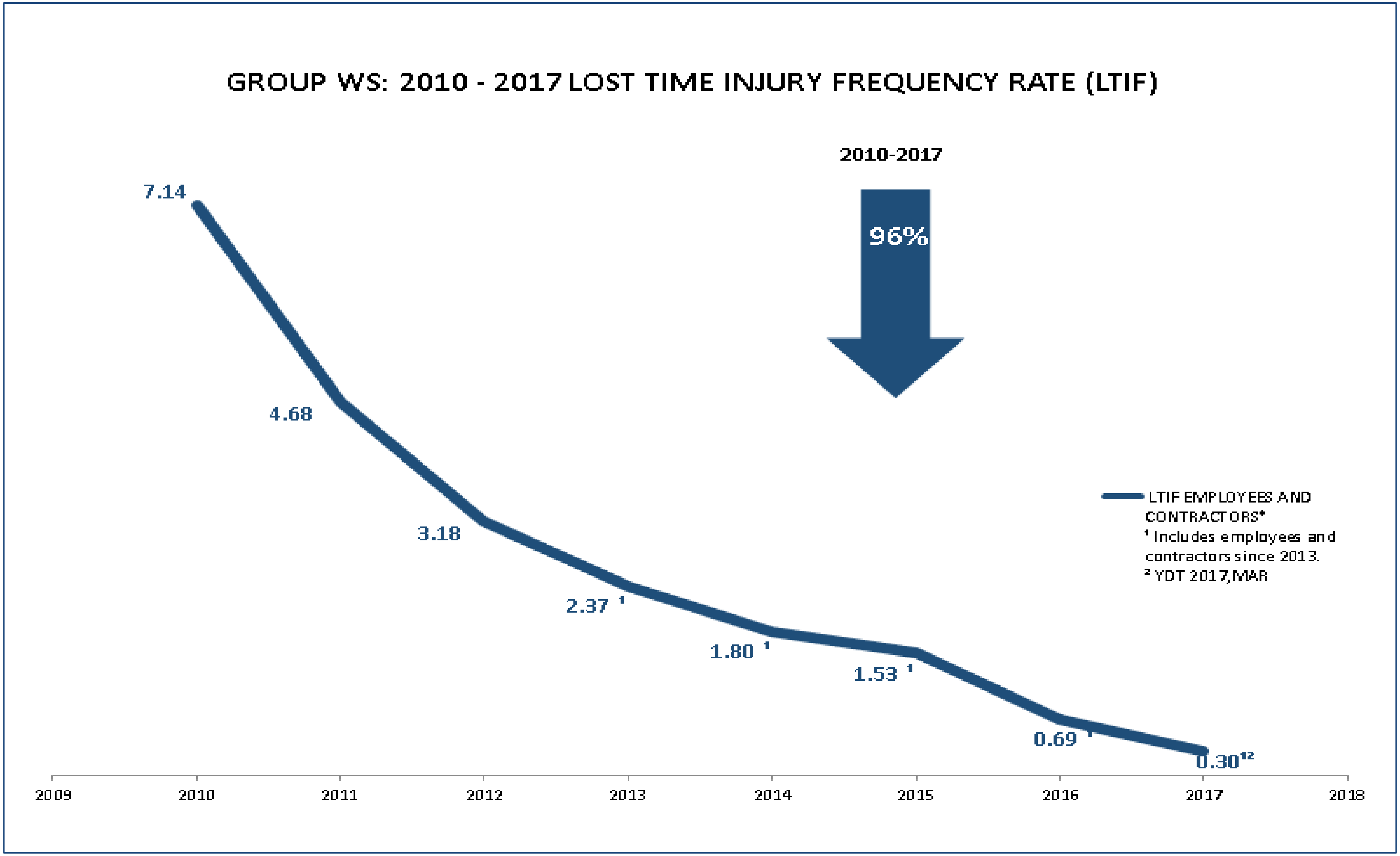
Disclaimer

This presentation contains statements that may constitute “forward-looking statements”, based on current opinions, expectations and projections about future events. Such statements are also based on assumptions and analysis made by Wilson, Sons and are subject to market conditions which are beyond the Company’s control.

Important factors which may lead to significant differences between real results and these forward-looking statements are: national and international economic conditions; technology; financial market conditions; uncertainties regarding results in the Company’s future operations, its plans, objectives, expectations, intentions; and other factors described in the section entitled "Risk Factors“, available in the Company’s Prospectus, filed with the Brazilian Securities and Exchange Commission (CVM).

The Company’s operating and financial results, as presented on the following slides, were prepared in conformity with International Financial Reporting Standards (IFRS), except as otherwise expressly indicated. An independent auditors’ review report is an integral part of the Company’s condensed consolidated financial statements.

HSE Excellence



[1] The LTIF includes employees and contractors since 2013.

2016 Consolidated Figures

Highlights

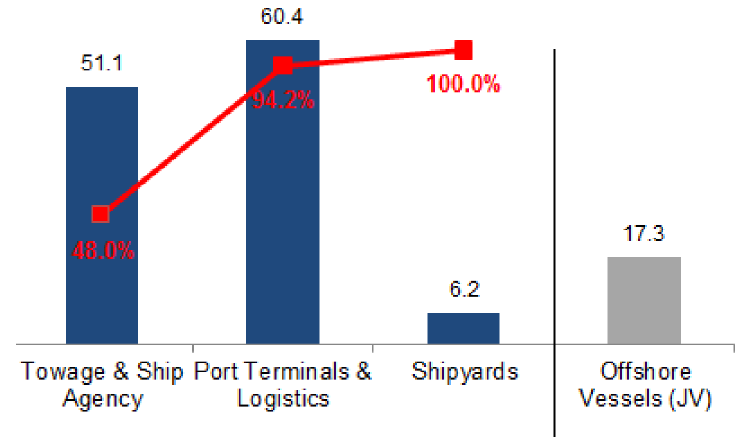
The positive highlights in the quarter were the 10.0% growth in operating volumes for Tecon Salvador and improved import volumes contributing to a better sales mix across both Rio Grande and Salvador together with impressive towage operating data up 6.3%;

EBITDA increased 3.3% in relation to the comparative mainly due to the resilient results of Container Terminals and Towage;

CAPEX Proforma in 1Q17 was 46.8% lower than the comparative period with significantly less vessel construction for both towage and offshore support.

2017 Net Revenues

(US$ million)



Consolidated Figures

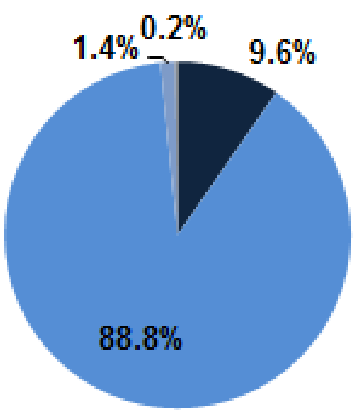
(US$ million)

	2017	2016	Chg.
Net Revenues	117.8	101.7	15.8%
Net Revenues (Proforma)[1]	135.0	116.4	16.0%
EBITDA	35.5	34.4	3.3%
EBITDA (Proforma)[1]	43.8	41.0	6.9%
EBITDA Margin	30.2%	33.8%	-3.6 p.p
EBITDA Margin (Proforma)[1]	32.4%	35.2%	-2.8 p.p
EBIT	21.1	23.0	-8.3%
EBIT Margin	17.9%	22.6%	-4.7 p.p
Net Income	14.9	22.0	-32.0%

[1] Including Offshore Support Vessels figures

CAPEX 2017 by business

(US$ million)



Towage & Ship Agency	2.4
Port Terminals & Logistics	21.7
Corporate	0.3
Shipyards	0.1
Total	**24.5**
CAPEX (Offshore Vessels)	0.7
Total (WS + Offshore)	**25.1**

1Q17 Highlights By Business

(in US$ million)

	Business		Operational Highlights	Financial Highlights	Net Revenues			EBITDA			EBITDA Margin		
					1T17	1T16	Δ	1T17	1T16	Δ	1T17	1T16	Δ
Port Services	Wilson, Sons Terminais	↑	Imports grew at both terminals, driven by the solar energy sector in Salvador and by the plastics sector in Rio Grande.	Revenues increased due to the average Brazilian Real appreciation	43.8	29.3	↑	19.4	11.6	↑	44.3%	39.5%	↑
Port Services	BRASCO LOGISTICA OFFSHORE	↓	Lower # of vessel turnarounds and decreased number of spot operations	Revenues were negatively impacted by the continuing challenger oil and gas services market	3.7	5.1	↓	-0.1	1.3	↓	-3.2%	26.7%	↓
Port Services	Wilson, Sons Logística	↑	Revenue and Expense increases resulting from the appreciation of the exchange rate	The warehousing business was impacted by the continued weakness of the Brazilian economy	12.9	10.6	↑	-0.2	1.0	↓	-1.2%	9.0%	↓
Maritime Services	Wilson, Sons Rebocadores *	↑	Harbour manoeuvres were up due to better results in some ports and higher volumes of manoeuvres in the cases ships carrying ores and coal	Revenue was negatively impacted by the decrease in special operations related to the oil & gas industry	51.1	51.9	↓	22.9	25.0	↓	44.7%	48.0%	↓
Maritime Services	Wilson, Sons Estaleiros	↑	Construction of 6 vessels and dry-docking 9 between 2017 and 2018	EBITDA was higher with improved revenues and diligent attention to costs.	6.2	4.9	↑	0.6	-0.2	↑	9.5%	-3.3%	↑
Maritime Services	Wilson, Sons UltraTug Offshore **	↑	Higher vessel operating days due to the beginning of the contracts of Larus and Pinguim	Daily rates improved with the stronger average R$ exchange rate effecting the R$ portion of the contracts and the entry of Larus and Pinguim, the largest PSVs in the joint venture fleet.	17.3	14.7	↑	8.3	6.6	↑	48.0%	44.9%	↑

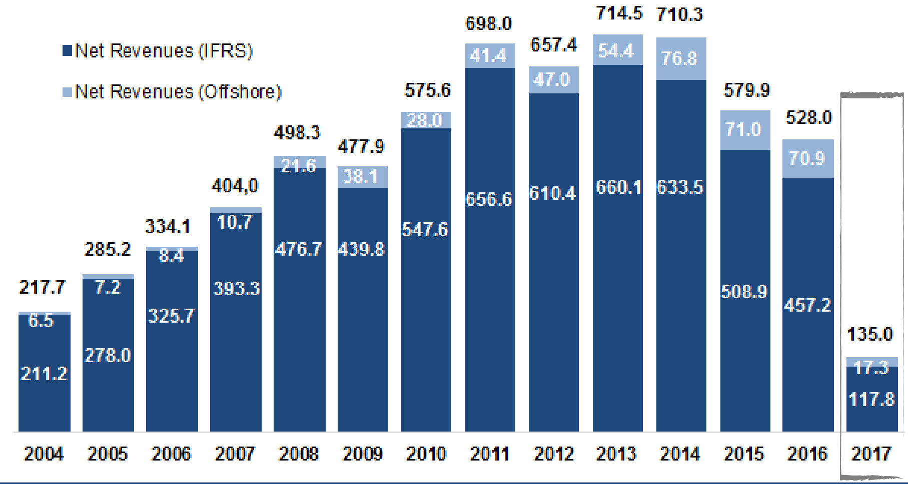
* Including Ship Agency segment figures

** Corresponds to Wilson Sons' 50% participation in the JV. Net Revenues and EBITDA are not considered in Wilson Sons' consolidated results

Wilson Sons' Financial Highlights

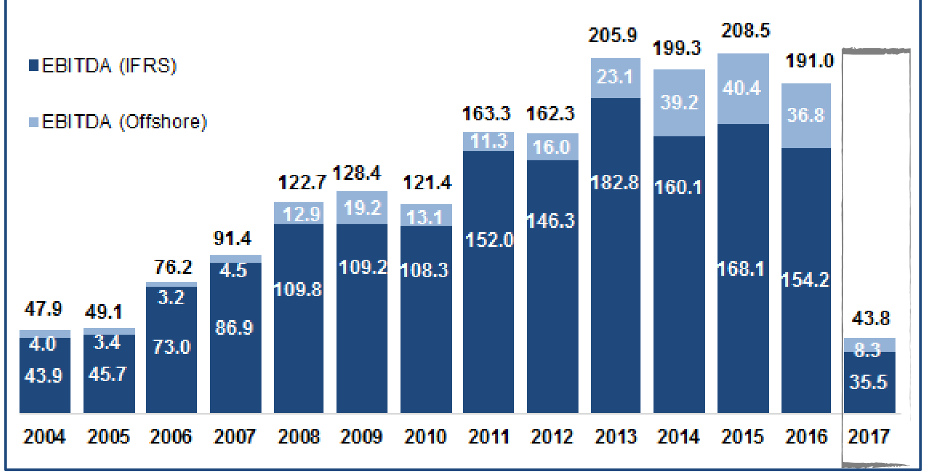
Net Revenues (Proforma)

US$M



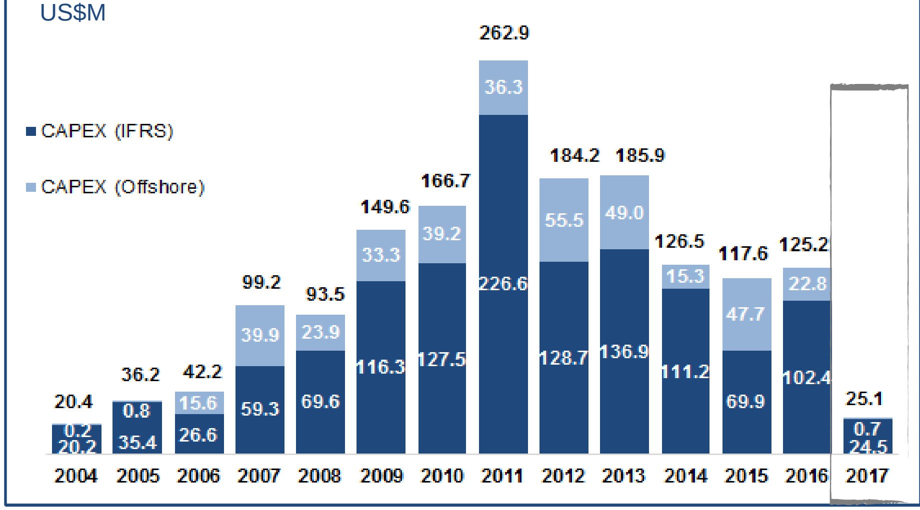
EBITDA (Proforma)

US$M



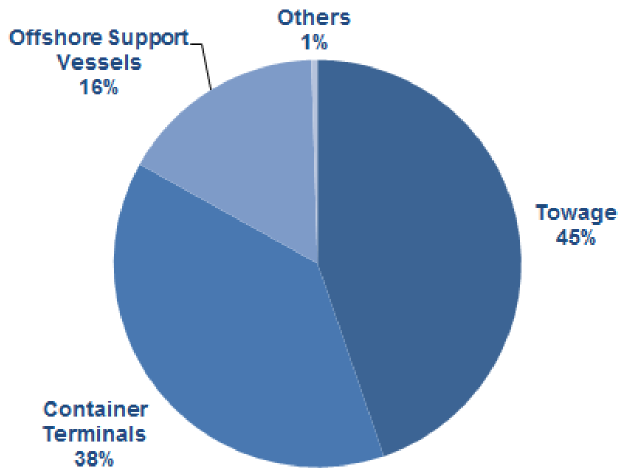
Capital Expenditures

US$M



EBITDA by Business – Proforma: 2017

(%)



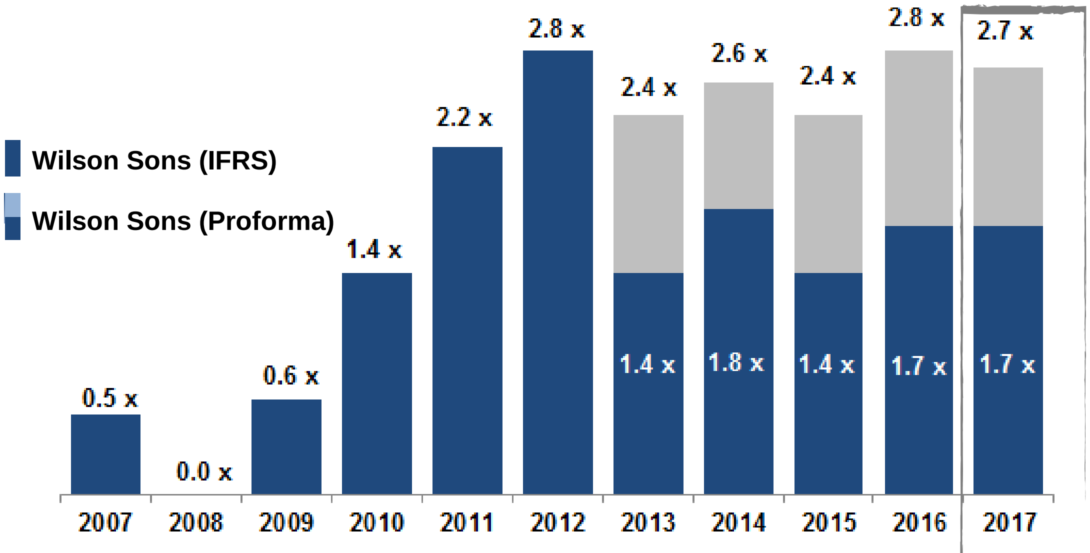
Liquidity Ratios
(in US$ million)

Liquidity Ratios

	31/03/2017	31/12/2016	Chg.
Total Debt[1]	380.3	377.8	1%
Cash & Cash Equivalents	118.0	112.4	5%
Net Debt (Total Debt - Cash)	262.3	265.4	-1%
Gearing % (Net Debt / Equity)	49%	51%	-2.7 p.p
Net Debt / Trailing 12 Month EBITDA	1.7 x	1.7 x	0,0 x
Net Debt / Trailing 12 Month EBITDA (Proforma)[2]	2.7 x	2.8 x	-0.1 x
Operating cash flow	25.7	94.8	-73%
Interest Coverage Ratio (EBIT/Interest Expense[3])	6.2 x	8.0 x	-1.8 x
Capital Expenditure	24.5	102.4	-76%
Capital Expenditure (Proforma)	25.1	125.2	-80%

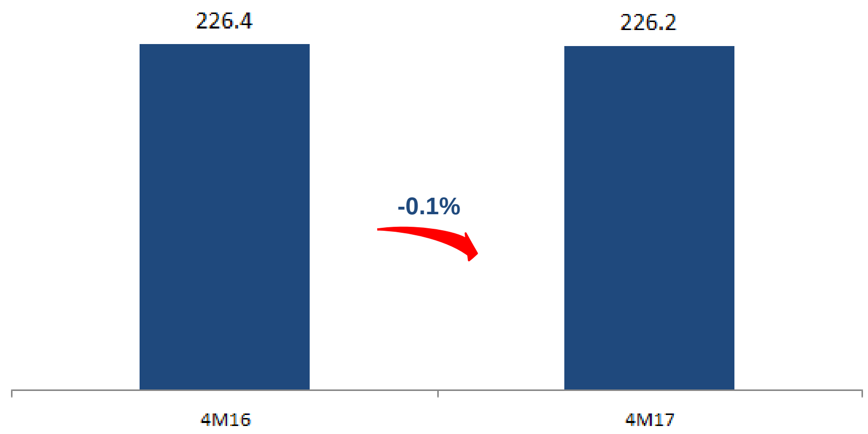
[1] Bank loans for capacity increases
[2] Including Offshore Support Vessels
[3] Interest expenses on bank loans and finance leases

Net Debt/EBITDA

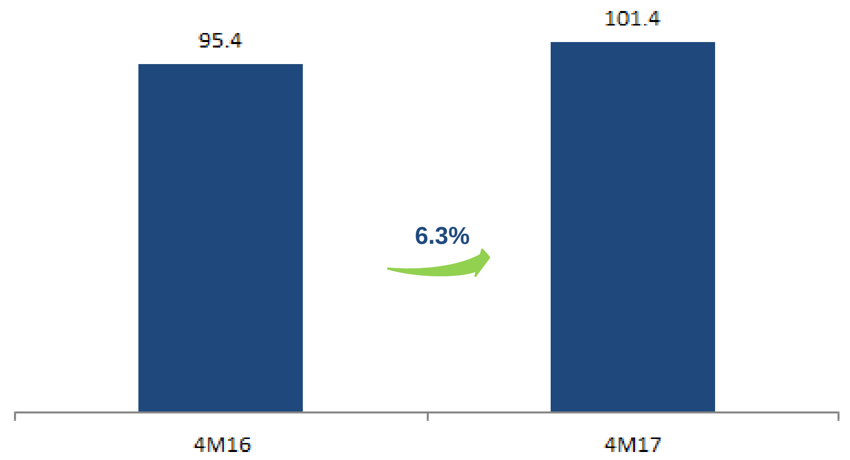


4M17 Operational Data

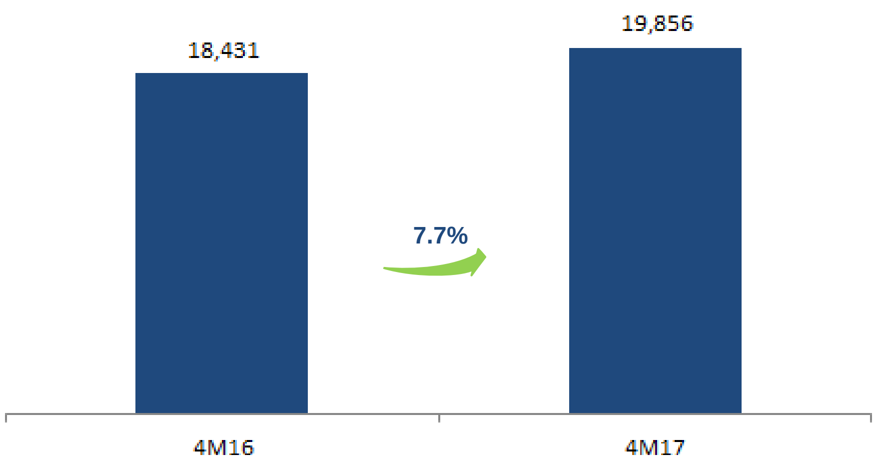
Rio Grande Container Terminal
(TEU ‘000 Handled)



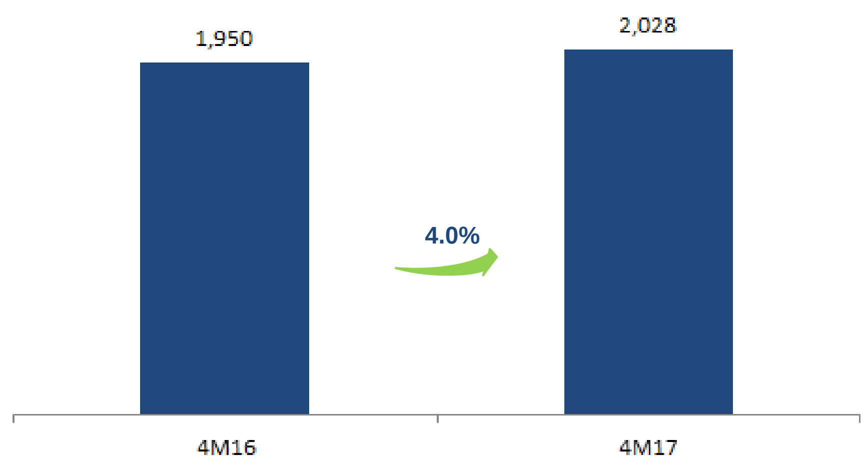
Salvador Container Terminal
(TEU ‘000 Handled)



Towage
(Harbour Manoeuvres)



Offshore Vessels
(Days of Operations – Owned Vessels)



Thank You

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