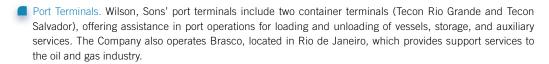
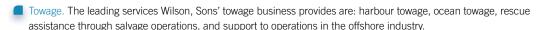


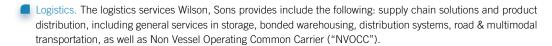


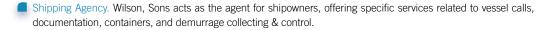
## **Company Profile**

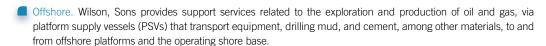
Wilson Sons Limited ("the Company" or "Wilson, Sons"), through its subsidiaries, is one of Brazil's largest providers of integrated port and maritime logistics and supply chain solutions. With a business track record of over 170 years, the Company has developed an extensive national network and provides a comprehensive set of services related to domestic and international trade, as well as to the oil and gas industry. Its principal operating activities are divided into the following business segments: (i) Port Terminals, (ii) Towage, (iii) Logistics, (iv) Shipping Agency, (v) Offshore, and also into (vi) Non-Segmented Activities.





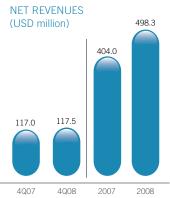


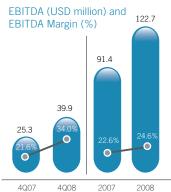












## **Strategies**

- Continuing to grow and expand the quantity and range of services rendered
- Exploring new opportunities and strategies to provide the best and most complete set of services to customers
- Strengthening its position as the leading provider of towage services in the Brazilian market
- Increasing economies of scale and productivity, as well as realization of potential synergies and cost savings across business segments

# **Competitive Advantages**

- Operational know-how, reputation and credibility
- Integration and synergies among its different businesses
- Nationwide geographical reach
- Leading volume capacity, superior infrastructure and productivity
- Solid customer relationships and a diverse, strong customer base
- Experienced and innovative management
- High profitability and financial strength





### **Social Responsibility**

Wilson, Sons is committed to the ethics and quality of life of its collaborators, their families, the community and society as a whole. In Brazil, the Company sponsors social initiatives and encourages its employees to participate in these and in other social actions, aimed at improving people's lives.

#### **Historical and Cultural Heritage**

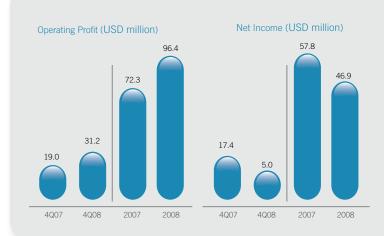
Wilsons, Sons recently created its Memory Centre, where approximately 4,000 documents were organized, including those from the Wilson, Sons Group, that illustrate the history of the business segments in which the Company operates.

### **Environmental Responsibility**

Wilson, Sons focuses on the issues of environment, health and safety, while seeking the sustainable development of its activities, products and services, by making preservation of the environment one of its main priorities.

## **Strong Market Position**

Wilson, Sons seeks to continuously create synergies among its various business segments. The basic elements for the development and soundness of the Company's financial and operating performance are the combination of expertise in the market, high-quality infrastructure, and nationwide geographical reach.



Financial Highlights	2007	2008	% Var
Net Revenues (USD million)	404.0	498.3	23.3
EBITDA (USD million)	91.4	122.7	34.3
EBITDA Margin (%)	22.6	24.6	2.0 p.p.
Net Income (USD million)	57.8	46.9	-18.9
Net Margin (%)	14.3	9.4	-4.9 p.p.
Number of TEUs	899,483	865,114	-3.8
Number of Manoeuvres	58,245	55,655	-4.4
Number of Vessel Calls	5,538	5,824	5.2

Financial Highlights	4007	4Q08	% Ch.
Net Revenues (USD million)	117.0	117.5	0.4
Operating Profit (USD million)	19.0	31.2	64.4
Operational Margin (%)	16.2	26.6	10.3 p.p.
Net Income (USD million)	17.4	5.0	-71.1
EBITDA (USD million)	25.3	39.9	57.7
EBITDA Margin (%)	21.6	34.0	12.3 p.p.
Number of TEUs	237,405	242,311	2.1
Number of manoeuvres	15,438	13,252	-14.2
Number of vessel calls	1,496	1,397	-6.6

