**Operator**

Good morning, ladies and gentlemen. At this time we would like to welcome everyone to the conference call for Wilson Sons Limited 1Q 2013 results. Today with us we have **Mr. Felipe Gutterres**, CFO of the Brazilian subsidiary and Investor Relations.

We would like to inform you that all participants will be in a listen-only mode during the Company’s presentation. After remarks by the Company’s management, there will be a question and answer session for industry analysts. At that time, further instructions will be given. Should any participant need assistance during this call, please press \*0 to reach an operator.

Today’s live webcast, including both audio and slideshow, may be accessed online through the Wilson, Sons Investor Relations website, at www.wilsonsons.com.br/ir

Before proceeding, let me mention that forward-looking statements are based on the beliefs and assumptions of Wilson, Sons management and on information currently available to the Company. They involve risks and uncertainties because they relate to future events and therefore depend on circumstances that may or may not occur. Investors should understand that conditions related to macroeconomic environment, industry and other factors could also cause results to differ materially from those expressed in such forward-looking statements.

Now, I will turn the conference over to the CFO of the Brazilian Subsidiary & Investor Relations, Mr. Felipe Gutterres, who will begin the presentation. Mr. Gutterres, you may begin your comments now, sir.

**Felipe Gutterres**

Good morning and thank you for joining us in our call for the first quarter 2013. I am here to comment on this quarter’s performance, the deliveries and the actions we are taking. Please turn to slide number 4 of our presentation for a brief summary of our consolidated results

Before we begin talking about results it is worth mentioning the changes in IFRS accounting standards as from Jan/2013. This treatment includes the profit of Wilson Sons Ultratug Offshore in a single line item in the Income Statement and Balance Sheet to reflect the Company’s 50% joint controlled participation rather than the previous treatment in which we consolidated line by line. In addition, Allink, a Company 50% controlled by Wilson Sons in the Logistic business, which previously included only 50% share in both Income Statement and Balance Sheet, now represents 100% of its business in our Financial Statements, with the remaining 50% excluded in a “non controlling interest” line.

Now, on the results:

The Company generated USD 149.2 million in Revenues, which was in line with last year’s revenues.

* Lower export volumes;
* Reduced activity for one of Brasco’s major clients; and
* Additionally a 13% devaluation of the BRL were major contributors for the softer Results.

We did however see some positive results this quarter with:

* Towage delivering substantial results benefiting from higher demand for Special Operations; and
* Shipyard up with intensified third-party revenues due to the business’ new capacity.

As for EBITDA:

* Special Operations in the Towage business helped achieve this quarter’s EBITDA; and
* A positive change in provisions in the LTIP was also a good and positive point for the Results in the Quarter,

We invested USD 21 Mn in the period mainly in Port Terminals related to Tecon Salvador empty containers “Depot” and some equipment for both Tecons. We invested in Offshore for our 50% USD24 Mn that I’m not considering in this figure.

Going to the next chart.

Here I explain the main operational and financial highlights by business unit.

**Container Terminals,**

* Revenues for the year were down 4% mainly due to weaker Deep Sea Export volumes and to a 13% currency depreciation in the period;
* There was however improved mix of imports to exports volumes; and
* EBITDA increase is a result of increased imports generating higher-yielding warehousing services.

**Oil & Gas Support Base (“Brasco”)**

* Figures dropped as a result of Reduced operations of a major client in the Frade field and lower demand in Exploration and Production (E&P) phases of two high-margin operations
* The strong demand from the International Oil Companies and the overall expansion in the pre-salt projects continue to provide the base for our O&G Terminal growth going forward.

**Going to Logistics**

* EBITDA included the effect of the discontinuation of some dedicated operations during 2012, as the business concentrates efforts on operations with clearer competitive advantages, and more aligned with our current business platform, such as our bonded-warehouse in Santo André-SP. So we will have phase outs in 2013, phase outs that started in 2012.

**Going to Towage**

* Revenues reached USD 43.7 million, increasing 8.1% against the same quarter in 2012.
* EBITDA was also higher due to the strong demand for Special Operations, and to the negative impact of the accounting treatment for fuel inventory, USD 2.4M, that we had last year in the first quarter.

**Shipyard**

* The business posted strong revenues with the new Drydock increasing operational activities.
* EBITDA is down mainly due to pre-operational costs such as hiring and training related to the commencement of Guaruja II shipyard operations.

**Offshore Vessels**

* Continues to show strong growth as a reflection of higher average daily rates due to price renegotiations and the launch of new vessels Sterna and Batuíra, while PSV-Tagaz was delivered in March this year.

Going to the next slide, slide number 7.

In this chart we present Tecon Salvador which has begun operating larger ships, as you can see.

We believe the new increased capacity of 530,000 TEU per year, brings many opportunities for the terminal.

You may notice the new retro area already in use for easier container storage and handling. In addition, the new Expressway which will link Salvador’s main highway directly into our Container Terminal will be ready in the second half of this year. The Expressway was entirely financed by federal and local government.

Going to the next chart, slide number 8.

Now I would like to address some commercial efforts by business units, starting by Tecon Salvador. We are fairly optimistic with the return of fruit cargoes currently transported by Pecém and Suape and with new cargo, such as coffee. We are analysing and testing in terms of containerisation alternatives. The fruits are the one that we are very confident that we will have in the second half of the year, improving volumes.

Now turning to the next slide, slide number 9.

Tecon Rio Grande is undergoing several tests with soybeans and we are optimistic about the progress of these tests, also. Additionally, we are working at about 50% utilization of our capacity which in turn makes us attractive to new cargoes. These are our main focus and you will see in the next slide.

Slide number 10 now.

In terms of commercial projects we are doing some tests in order to develop new partners with local producers and export companies. So we are focusing on new modes like trains, trains volumes via new partnerships; attraction of new cargoes from Uruguay and Argentina; containerisation of grain cargoes, tests with soy as I’ve already mentioned; and increase of refrigerated cargoes with a new warehouse Reefer infrastructure in the Rio Grande do Sul State, close to our terminals, project of Martini Meat.

Going to the next slide, slide number 11.

In this slide we present our new tugboat Telescopium which began operating during the first quarter of this year.

The tug has over 70 tons of bollard pull, and is able to perform several types of special operations to meet the growing demand for power required by larger ships.

In this slide we also illustrate some special operations carried out in recent months. Here, we have project cargo being manoeuvred for new container terminal in the port of Santos and other manoeuvres for the Oil and Gas industry.

Now turning to slide 12.

Here we can see the new dry dock in Guarujá II shipyard increasing shipbuilding activities. The expansion increased capacity from 4,500 tons to 10,000 tons of processed steel per year.

We have the layout of the Dry Dock in a format that optimize space, providing the greatest possible length for the block assembly process, and the remaining space is used for building blocks, for warehousing, and for the new administrative area. There is also a quay for final coating and finishes.

Wilson Sons Shipyard strategy contemplates the construction of Offshore and Towage vessels as well as third party vessels, such as the ROVSV for Fugro.

Going to the next slide, slide number 13

In terms of commercial projects we are focused on construction for the group and third parties, with a mix between construction and maintenance.

Going to the next slide, slide number 14

Our sales efforts consist in seeking additional clients for our new Dry Dock for 2014 onwards.

We recently hired a sales director to develop a portfolio of clients for traditional PSVs and other support vessels, such as Anchor Handling, Oil Spill Recovery Vessels (OSRVs), Construction Support Vessels, Diving Supply Vesels, Utility and ROVSVs we build today and other less common as Pipe-laying Vessels, Well intervention Vessels and Fast Supply.

Going to the next slide, chart number 15.

This slide show the new PSV Tagaz which was delivered in March and has already begun operating with Petrobras.

Currently we have three PSVs under construction, all of which will be delivered throughout the year to begin operations for Petrobras.

Going to the next slide, slide 16.

Here we list the possible actions which could generate increased revenues for the business:

* Petrobras’ 5th tender: Expected for July/2013;
* Contracts with IOCs and Petrobras;
* Daily Rates increase when renewing contracts; and
* New foreign flagged vessel we have that will be delivered this year.

Now slide 17.

You can see the new Logistics Centres in Suape e Itapevi that are already operational. The business concentrates efforts on operations with clearer competitive advantages, and more aligned with our current business platform, such as our bonded-warehouses and Logistics Centres.

At this point I would like to open the call to answer any questions you might have.

**Operator**

Thank you. The call is now open for questions. If you have a questions please press \*1.

We have a question from the webcast.

At the First Quarter, Special Operations presented 18% of total Towage Revenues. What could we expect in terms of Special Operations Revenues for the following years?

**Felipe Gutterres**

Special Operations improved in the quarter mainly as a result of increases in Oil & Gas operations, Ocean Towage, and Project Cargo vessels, particularly new equipment for port terminals. We expect a growth in Special Operations mainly due to new Port Facilities, such as Refinaria Abreu e Lima, Porto do Açu and an increase in the number of FPSO and other platforms under construction. We believe the % of Special Operations in total Revenues in Towage may gradually increase and reach 20% in the next few years.

**Operator**

Remembering, if you have a questions please press \*1.

We have a question from the webcast.

How much was the export volumes down on a Year over Year basis?

**Felipe Gutterres**

If you consider Tecon Rio Grande, it was 5.6% down, mainly from empties, January to March in comparison to January to March of last year. And Tecon Salvador was 2.3% down. These were the figures.

**Operator**

If you have a questions please press \*1.

Wilson Sons Conference Call is finished. Have a nice day.