Operator

Good morning, ladies and gentlemen. Welcome to the conference call for Wilson Sons Limited 2Q 2015 results. With us we have Mr. Cezar Baião, CEO of Operations in Brazil, Mr. Felipe Guterres, CFO of the Brazilian subsidiary and Investor Relations, Mr. Arnaldo Calbucci, COO Maritime Services and Mr. Sergio Fisher, COO Port Terminals and Logistics.

As a reminder, we will have simultaneous translation for those who wish to listen to the English version. All participants will be in a listen-only mode during the Company's presentation after which, there will be a question and answer session for industry analysts. Page two of the presentation contains all the usual forward-looking statement disclaimers for your reference.

Now, I will turn the conference over to Mr. Felipe Gutterres, who will begin the presentation.

Felipe Gutterres

Thank you. On behalf of Cezar Baião, Arnaldo Calbucci, Sergio Fisher and myself, I would like to welcome to our conference call results of the second quarter 2015.

Please turn to slide 3 of our presentation for a brief summary of our consolidated results

Wilson Sons 2Q2015 proforma Net Revenue with the Offshore Vessels Joint Venture is US$148.8M. In this quarter, although the Towage revenues have increased, the Company's total revenue was slightly lower than the comparative principally due to:

– BRL depreciation against US Dollar, which impacted Port Terminals´revenue;

– fewer dedicated operations in Logistics.

Proforma EBITDA for the quarter was 30% higher than the comparative as a result of our Maritime services of Towage, Offshore Vessels, and Shipping Agency.

This result was even more relevant when you consider the current challenging economic environment of low Brazilian GDP together with lower oil prices.

Capex for the quarter was largely concentrated in Towage and the Offshore Vessel businesses.

Moving now to slide 4,

On this slide number 4, I present summary for the quarter by business.

- Export volumes in both **Container Terminals** at the end of the quarter were positively impacted by the USD appreciation against the previous year comparative and the increase in project cargo in Salvador which helps explain the increase in margin EBITDA. The devaluation in average currency negatively impacted both EBITDA and revenue.
- The **Brasco Oil & Gas Support Terminal,** revenues and EBITDA decreased against the comparative as a result of activity reduction with the end of two short-term operations, spot contracts at the Niterói base in Rio de Janeiro and the weak current prospects with the Oil and Gas industry as a result of the collapse in the price of oil.
- In **Logistics**, we had a revenue reduction as a result of our strategy to end of dedicated operations although EBITDA is improved with focus on bonded warehousing.
- **Towage** revenues and EBITDA increased as a consequence of higher numbers of harbour manoeuvres and evolution of the operations in the state of Pará and the fire fighting special operation in the port of Santos. The stronger dollar helps reduce Real denominated costs when presented in dollar and improve margins of this business as roughly 80% of its revenues are US dollar denominated.
- The **Shipyard** revenues were impacted by USD appreciation and also include a one off provision for contractual clauses related to third party vessels which reduced quarter revenue and EBITDA by US$1.5M.
- **Offshore Support Vessels** growth in EBITDA is a result of days in operation and greater cost diligence in this segment.

Turning to slide 5

On this slide, when we look over the past ten years, we realize that the Company has consistently grown with double-digit revenue and EBITDA, even though there has been significant USD/BRL appreciation and depreciation during this period.

This consistent growth is a result of our resilient business model, diversification of clients and the quality of investments over the period continually improving the quality of our operations. All serving to help differentiate our business in the competitive markets in which we operate. In the proforma EBITDA split we highlight the importance in the proportion contribution of Container Terminals, Towage and Offshore Vessels. We have lower levels of CAPEX following the completion of the cycle of investments in which we expanded our capacity in all of our businesses.

Moving now to the next slide,

On slide 6, I would like to explore a little further some of the important concepts to evaluate one of our growth drivers, trade flow.

This driver impacts segments such as Towage and Container Terminals which we just saw contributed combined 72% of the proforma EBITDA of the group in the first half of 2015.

The first graph shows that, in Brazil, the international trade flow has grown considerably in recent years, presenting CAGR of 4.4% in tonnes over the period to 2014. This long term trend of growth could benefit from, among other factors, the US Dollar appreciation.

Below we have some of our studies on the potential volume that Brazil could containerize by bringing new transport solutions for importers and exporters. This is another area that we believe will help maintain container volume growth despite domestic economy weakness.

Another area of differential of the company is the customer diversification. I highlight here some of the products that customers move through our container terminals but remember we are talking about more than 2.800 active customers in 2014.

Moving now to slide 7,

The second growth driver is the oil and gas industry.

Brazil has, particularly in the last ten years, produced a step change in the proven reserves of the country. While the rapid decline in the price of oil over the last twelve months has had clear impacts on the industry, certain factors like exploration of reserves from deepwater discoveries continue to increase production. Currently, these fields contribute a third of Brazil's oil production. In this environment, we present the history of the PSV numbers in Brazil from which you can infer the consistent growth of the Brazilian Flag vessels and the more volatile foreign vessel presence. As we predominantly operate Brazilian flag vessels we believe we have an important competitive advantage.

Finally, we can also highlight here the strategic location of our support terminal to the Oil & Gas industry, Brasco, in relation to Campos and Santos Basins, which concentrate 76% of oil & gas production in Brazil

Turning to slide 8

Here we present the Company's solid cash position and some of our liquidity indexes.

The data shows an improvement in all principal indexes in the first half of 2015 when compared to the same period in 2014, demonstrating the strength of our business and the ability to honor our commitments.

In addition to what we have just seen, we go to the next slide.

This slide shows our consistent operating cash flows and having completed the bulk of a significant investment cycle, the improvement of free cash flow is evident in our results this year.

This ability to generate cash is what has been permitting Wilson Sons to provide increasing dividend payments to shareholders in the recent years.

Now, moving to the last slide, I would like to talk briefly about the operational data released in July and the company's prospects.

The **Container Terminals** have continued to improve operating data over the last four months after a slow start to the year**.** Very positive in the month of July was Cabotage. Export competitiveness with the Brazilian real devaluation we hope will also contribute through second half.

For the **Upstream Oil and Gas Support terminals** market we still see a difference between the short and the long term prospects. The short term is strongly impacted by the low oil price, which is causing oil majors to postpone investment decisions relating to offshore projects. However, in the medium to long term we believe there will be recovery and development of the industry.

For **Offshore Vessels** resilient operating data is a function of the contracted operational fleet. Given the actual oil market we have been working to pushed back the delivery of the three foreign vessels we are receiving in our fleet. The two high specification Brazilian flagged PSVs in construction continue on time and have contractual guarantee on completion.

Our **Shipyard** has solid contractual coverage which currently extends through to November 2016

In **Towage,** Harbour Manoeuvres presented strong growth due to port support operations in the state of Pará, which began in Sept 14, and evolution of market share.

At this time, I would like to invite you to move to the Q&A portion of today’s Conference Call.

Operator

Thank you. We will now begin our Q&A session. We have a question received online. Please proceed.

Cézar Baião

We have a question about Brasco oil and gas support terminal.

Cézar Baião

We believe that despite the great location of it in Niteroi, in Caju, they are very well located and have very good structure in terms of capacity and equipments. There is no alternative for these terminals in this segment. We don't believe that there is -- it's a very selective market in terms of players and alternatives are very little, very few. Fisher is reminding me that these terminals give operators much more flexibility, because they are private and not public.

Operator

We have received another question from our chat room about towage.

Arnaldo Calbucci

The question is about what we can discuss about our competition since there are several towage operations under construction in Brazil.

Arnaldo Calbucci

Actually, there are not many towage installations being built in Brazil. We have a fleet renovation plant -- plan with 12 vessels and we still have 7 to deliver. There are some investors building about 6 vessels at the moment, and of course we hear some rumors in the market about other constructions. But this is nothing that would be relevant on the short-term. So, we don't think that competition will become stronger in the short-term.

Operator

We have one question from the webcast.

Arnaldo Calbucci

We've received a question from the webcast asking us to explain more about the competitive advantage that Brazilian flagged vessels have in terms of CapEx and OpEx, since it's normally higher than foreign flagged vessels?

Arnaldo Calbucci

This is a point that's connected to our country's policies. Brazilian flagged vessels have preference according to our legislation. So it gives us a clear competitive advantage to have our vessel built in Brazil. The legislation gives us preference in using it. Moreover, MP [ph] in terms of national content gives priority to Brazilian flagged vessels since the contents in terms of Brazilian products and Brazilian labor is much higher in Brazilian flagged vessels.

Operator

There seems to be no further questions. This concludes our Q&A session. I would like to turn the floor over to the company for their final remarks.

Cézar Baião

Well, I would like to thank you all for listening to our conference call for the second quarter. I hope to see you again when we discuss the third quarter results.

Operator

This concludes Wilson Sons Conference Call. You may now disconnect, and have a good day.