Operator:

Good morning, ladies and gentlemen. At this time we would like to welcome everyone to Wilson Sons Limited 3Q07 results conference call. Today with us we have Mr. Cezar Baião, CEO; and Mr. Felipe Gutterres, CFO of the Brazilian subsidiary.

We would like to inform you that all participants will be in a listen-only mode during the Company's presentation. After Wilson Sons' remarks, there will be a Q&A 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 the operator.

Today's live webcast, including both audio and slide show, may be accessed through Wilson Sons website at wilsonsons.com.br/ir. The slide show presented by management today is available on the website, in the investor relations section.

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 conditions, 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 CEO of Wilson Sons Brazil, Mr. Cezar Baião, who will begin the presentation. Mr. Baião, you may begin your conference.

Cezar Baião:

Thank you. Good morning everybody. I would like to start this presentation by saying that we are really happy with our performance in this quarter and we believe we are on track to deliver the results we expect for 2007. In addition to that I would like to call your attention to the main drivers that have been leading the Company to these good results.

If you could go to slide number three, Wilson Sons increased volumes, focused its efforts on more profitable service, got new clients and recovered margins. All these factors combined explain our good performance in this quarter.

As you can see on the top right-hand side of slide three, revenues jumped 12.3% in the quarter and 18.1% in 9M07, when it reached US$287 million against US$243 million in the same period of last year.

You can see on the bottom left-hand side of slide three, EBITDA reached US$30.8 million, 29% higher than last year and for the 9M period, EBITDA grew 26%, from US$52.6 million to US$66.2 million. The profit for the period was also very strong as you can see on the bottom of the slide three, on the right side, US$19.2 million in this quarter and US$40.4 million for 9M07.

If you could go to the next slide on page four, I would like to share with you some important events that happened after our last release.

Companhia de Navegação das Lagoas: we merged CNL with Saveiros; both are subsidiaries of Wilson Sons Ltd, both acting in the towage sector and this for sure will generate synergy gains that will take advantage in 2008.

Dragaport: we signed an agreement to sell the two dredges of this company to Great Lakes & Dock Company, a North American dredging company for US$25 million and considering that we decided to leave this sector in Brazil.

Tecon Rio Grande Expansion: we are concluding the third berth very soon. We expect to have the berth operational in the end of the 1Q08. The two Post-Panamax Gantry Cranes are entering into service; one, in December 2007 and the second one in January 2008. This for sure, will increase the productivity of our terminal which today is more or less, 45 containers/ hour. We might reach 60 containers/ hour, considering those two new Post-Panamax Gantry Cranes that will be operating in the beginning of next year.

PSVs: we have two PSVs under construction. One will be delivered in the 1Q08, and the second later in 2008, which also will increase a lot our revenues in this sector, in offshore sector next year.

Tugboat renewal fleet: we delivered Mercurius in August 2007, a tug with 45 ton bollard-pull that is now operating in the port of Sepetiba and also in October 2007, we delivered Saturno a big tug with 73 tons bollard-pull that is now operating in Porta da Madeira, in the iron-ore terminal of CVRD, northeast of Brazil.

Volans for Petrobras: we renewed the contract of Volans tugboat to support off-loading operations for Petrobras. This is a special operation that we are using our harbor tug to the offshore industry and this has been a success, and just renewed for another six months the tug-boat Volans contract with Petrobras.

So, now let me pass the ball to Felipe who will give you more details about each of our business.

Felipe Gutterres:

Thank you, Cezar. If you can go to slide five, I can give you some color on port terminals. The volumes were slightly better this quarter compared to 3Q06. Port terminals moved 2.2% more containers this quarter and the trend of more deep sea full containers continued. Deep sea full containers grew 4.9% in the quarter, and 9.6% in the 9M07, compared to the same period of last year.

As we have already addressed during our last calls, the volumes did not grow more because of the transhipment in Rio Grande that moved to Montevidéu because of the lack of the space at the terminal. We strongly believe that after the expansion, we will be very competitive and this type of cargo ship should come back for the terminal.

With regards to the cargo flow, I have to call your attention to the fact that export cargos that flow through our ports continue to grow consistently, even considering the adverse environment because of the USD devaluation.

Frozen chicken accounted for 16% of Tecon Rio Grande movement, tobacco 31% and frozen meat 9% in the quarter. Going to Tecon Salvador, chemical products accounted for 27%, rubber 11% and fruits 6%.

We had also a very good result from our port terminals that served the oil and gas industry. This terminal that is called Brasco, had in 3Q07, a good result and it accounted for 11% of the total port terminal units' revenue, against only 2.7% last year.

The number of contracts served by our terminal jumped from 1.7 last year to 4 this year. In addition to that, the container terminals recovered their margins in the beginning of the 2Q06 and also in the beginning of this year, which also explains the improvement of revenues.

Going to EBITDA, as you can see in the graph, in the bottom of the page, this business unit performed 12.8% better than last year in the quarter. Basically because of the better mix of cargo moved, result of specialized terminal to the oil and gas industry, margin recovery increased in warehouse in accessories services and, basically, all of these factors combined explain why the EBITDA margin reached 34.4% or US$13.9 million in this quarter.

In 2007, port terminals have posted an EBITDA of US$35 million against US$26.7 million in the 9M06; very good result.

If we can go to the next slide going to towage, another strong result was delivered in line with the 6.7% increase in maneuvers, strong growth in the special services and higher deadweight vessels served.

The special services accounted for 7% of the total revenue of this business unit this quarter, compared to only 0.9% of last year in the same period. In addition to that, this business unit also increased prices, the compensated the adverse effect of the tax rate. Revenues reached US$41 million in the period in this quarter, which is equivalent to a growth of 22.6% in comparison to the 3Q06.

The growth in EBITDA, mainly in EBITDA margin, was the result of the higher margin of the special services and more manoeuvres this quarter and also higher margin services to higher deadweight vessels and result of more manoeuvres provided this quarter than the same period of last year.

Wilson recorded an EBITDA of US$16.4 million, compared to 3Q06, when we posted US$10.2 million. For the 9M07, we have delivered US$37.4 million which is 39% higher than last year in the same period.

Going to the next chart, I can give you some information on logistics. The operational figures present consistent growth. Transport of containers increased 4.8% this quarter and the number of operations grew 13.6% in the quarter. These two effects combined explain the jump in revenues from US$13.4 to US$18 million in the 3Q07, which is equivalent to a growth of 34.4%. The same behavior can be observed in the 9M07 compared to 9M06.

Here, I would like to call attention to the fact that our bonded warehouse in São Paulo continued to take advantage of the booming import environment, improving the overall result of the logistics unit. Our EBITDA in this business unit reached US$1.5 million in the 3Q07; and this business unit posted a cumulative EBITDA of US$3.6 million in this 9M07, which is an increase of 32.7%, if we analyze this 9M06.

In the next chart, we can talk more about ship agency, I am on slide eight. The ship agency has been suffering with the loss of a client that we have already mentioned in our last calls. This client basically decided to open its own agency and also, we have been facing some difficulties with the dollar depreciation.

Just to remind you, the ship agency has more or less 90% of revenues denominated in USD and costs basically in reais. When the dollar depreciates, we have a mismatch and this mismatch impacts margins. On the other hand, this business unit was able to increase significantly its revenues this quarter, in comparison to last year. It was basically the result of the price increase in BL, in agencies, token in BL issued and number of containers controlled, as you can see in the operational indicators.

However, the dollar depreciation harmed the ship agency's EBITDA. The same trend can be seen in 9M period, when EBITDA shrank 7.5%. This business unit has been working hard in some cost savings such as communications, travel and other general expenses to compensate the margin decrease, and also focusing on the tramp segment in some niche market that have higher margins.

Going to slide nine, I will address offshore results. The most important remark that I have to do in this business unit is the start of operations of Fragata, our new platform-supply vessel that provides services to Petrobras in long-term contract. This new PSV explains the revenue growth this quarter, but the dollar depreciation and high crew costs have been impacting offshore margins, as you can see when you analyze EBITDA margin.

And we lost some days of operation for engine adjustments in Fragata, as well. So, EBITDA is in line with the 3Q06, US$1.2 million against US$1.1 million, but in the 9M07 the results were 35% better than last year, confirming the good result generated by Fragata. So, we are expecting with the new vessels that are coming a significant increase in this offshore business unit.

The non-segmented activities on page 10, I would like to call your attention to one non-recurring effect that impacted the comparison between 2007 and 2006 in the non-segmented activities in this quarter.

Wilson had some fiscal credit that was considered in the P&L this quarter, in the amount of US$1.7 million. But, on top of this effect, what explains the variance between 2006 and 2007 in the quarter, is the poor result of Dragaport and the Shipyard that did not generated results from third-parties, because it is concentrated on inter-company products, inter-company construction.

Analyzing the 9M07, the main differences are related to higher bonus than last year, poor results from Dragaport, Shipyards focused on inter-company services, stock option provisions and finally US$1.7 million that I have mentioned that affected, also positively the non-segmented activities result.

Making some comments on profit on page 11. The profit of this quarter is 29% better than last year, and the main movements that explain this good performance are basically the ones that we described in our last slides.

But, I would like to call attention to two main aspects; the growth in revenues, totally linked to the movement that we draft like, more volumes, more clients, and also better margin services and also a decrease in savings, in raw materials and consumable. As a result of decrease in some activities that are very raw material intensive, such as shipyard for third-parties.

Here, for the comparison, obviously, I am excluding the non-recurring result that is similar to this credit of US$1.7 million that net of taxes is equivalent to US$1.1 million. So, we posted, we recorded a profit 29% better than in the same quarter of last year.

Going to the profit for the period, here considering the 9M period and excluding the non-recurring results, we recorded US$39.3 million profit for this 9M07, which is equivalent to a jump of 37% in the period, compared to US$29.5 million that we posted last year.

In the next slide, slide 13, I would like to give you some color on capital expenditure and leverage. We are increasing our capital expenditure to support to expansion cycle of the Company. Wilson invested US$12.8 million more than in the same quarter of last year, which is equivalent to an increase of 103%.

The unit where we invested the most was offshore that consumed US$15.9 million out of US$25.2 million, followed by port terminals with US$5.3 million, and other business units. Analyzing the 9M07, the capital expenditure increase is also dramatic; we increased 69% our investments. All of these investments are related to expansion cycle of the Company and what we forecasted in the beginning of the year.

In terms of leverage, Wilson recorded a balance in line with the last quarter, and posted a net cash of US$45.6 million. Basically, our debt is denominated in USD and the increase compared to December 2006 is related to new funding to the platform-supply vessels.

Now I would like to pass the floor back to Mr. Baião.

Cezar Baião:

Thank you, Felipe. To finish this presentation, I would like to leave you with some message. Looking at our net revenue in the slide 14, Wilson Sons has been growing at a CAGR of 24% since 2004. In the 9M07, we are already 18% ahead of the same period of 2006. In terms of EBITDA we have been improving our results at a CAGR of 26%; this year we are 26% higher than in the same period of last year, in terms of EBITDA and, finally, we are in the middle of our expansion cycle. We invested more in these 9M than we invested in the entire year of 2006. We are delivering consistent results and preparing our infrastructure to take advantages of the growing international trade flow and booming oil and gas industry in Brazil.

So, now we are ready for questions.

Andrew West, Harding Loever:

Hi, gentlemen. Good set of results. One of the things that I noticed that was very impressive was personnel expenses declining significantly. Can you give me some more detailed explanation of how you are getting your personnel expenses and particularly in light of the current situation? And what is the outlook on the sort of, applying the last 9M as sort of a base rate, for personnel expenses? Is it likely to go up or stay flat?

Felipe Gutterres:

Sorry, I am afraid the personnel expenses increased by US$8.1 million in the quarter, which is an increase of 39% more or less, compared to the same period of last year. Basically, this increase is related to the increase of our operations. We had an increase of 14% in the number of employees, an increase in the operations, specifically in the segments of logistics and terminals.

We had an increase of approximately of 3.5% in the personnel expenses related to collective agreements, that entered in place in the 1Q07 and then in the 2Q07. We are accounting the offers in stock option in the amount of US$0.8 million this quarter, which we did not have in 2006, and also we are facing, obviously, as these personnel expenses are denominated in reais, we are facing the impact of the exchange variation. So, USD depreciated increases our personnel expenses in USD.

Andrew West:

Sorry, I got the wrong line, I was looking at the line above where you were giving cost improvements. I was in the raw materials and consumables.

Felipe Gutterres:

Right, in terms of raw materials and consumables, as we have already addressed, in general what we had was result of our operations. What we have when we provide shipyard services to third-parties is a very high costs concentrated in raw materials and consumables. And as we had these kind of services in 2006 and we are not having these kinds of services in 2007, this decrease is this kind, or this line of expenses or costs. This is the main explanation.

Andrew West:

How currency affects hitting your customers and what sort of implications is that going to have? I am thinking particularly on the export sector. What effects do you think it is going to have on volumes or the possibility for price hikes, particularly on the terminal and towage sectors?

Cezar Baião:

In terms of volumes, although real keeps being strong against the USD, the volume of exports in Brazil is still very high and growing. On the other hand, because of the weak USD, import started to increase a lot, which is also good for our container terminals. Related to our price and revenue linked to USD with our clients, what we have been doing is we are trying to reduce the USD revenue participation in our mix of revenue, and also the last three years we managed to increase price in order to recover margin with those clients that we have our revenues linked to USD.

Felipe Gutterres:

With regards to clients in the export side, even considering there are diverse environments, some export cargos are increasing very significantly, as the ones that I have mentioned in Rio Grande and also in Salvador.

Cezar Baião:

Like frozen chicken for instance, it has been growing every month even with very weak USD.

Felipe Gutterres:

Another example is rubber.

Cezar Baião:

Not considering container terminals, iron-ore volumes in Brazil has been growing a lot the exports and this is also very good for our towage segment.

Andrew West:

Another question I had is how sustainable is this trend in special operations in your towage sector. Is this a one-off or is this a long-term trend that you see you can continue to grow?

Cezar Baião:

It is not that easy to tell you, but some of our special operations in towage, we are providing a special service to the offshore industry. And this specific example I can tell you that we are very positive that this will remain, but services related to salvage and ocean towing, this is quite difficult to predict. But most of our special operation this year was to the offshore industry, which we are very positive that they will remain.

Andrew West:

Thank you very much.

Adam Rackley. Montanaro:

Hello, looking at currency again, during the 9M07, the real appreciated about 17% against the USD. Could you explain the sensitivity in this, to this appreciation, what the kind of percentage impact in your EBITDA was?

Felipe Gutterres:

In general terms, considering the actions that we took nine months to mitigate this effect, general terms, when USD depreciates 10%, it impacts our result in 13%, but as we succeed in focusing on higher margin services, we increase volumes and also we had margin recovery to offset this adverse effect of the exchange rate during this period. The exchange rate impact was not significant to our results in the 9M period.

Adam Rackley:

Thank you.

Vanessa Ferraz, ABN Emerald:

Good morning, on your long-haul and full containers increasing in Tecon Salvador, could you please tell us what products impacted the most this line and what we should see in the future?

Felipe Gutterres:

I can give you the breakdown of Tecon Salvador export cargo, OK, Vanessa?

Vanessa Ferraz:

Yes, please.

Felipe Gutterres:

Just to give you an idea, we have chemical products with 27%, and the remain, rubber 11%, fruits with 6%, and parts and pieces related to automotive of the motor parts, 8%. These are the main cargos.

Vanessa Ferraz:

Thank you. Was there seasonality or is it something that we should see in the future?

Felipe Gutterres:

In terms of fruits, the seasonality is right in the 3Q and 4Q. But in terms of chemical products it is standard all over the year. So, the most important cargo in terms of harbor is fruits.

Vanessa Ferraz:

OK. Thank you.

Operator:

Thank you. This concludes the Q&A session. At this time I would like to turn the floor back to Mr. Cezar Baião for any closing remarks.

Cezar Baião:

Again, I would like to thank all of you and I would like also to say that we are on track to offer a good result in 2007. For sure, we are very positive that we are going to deliver good result in 2007. Thank you.

Felipe Gutterres:

Thank you.

Operator:

Thank you, this concludes today's Wilson Sons' 3Q07 results conference call. You may disconnect your lines at this time.