



Wilson Sons

IR PRESENTATION



September 2022

Forward-looking statements

This presentation contains statements that may constitute forward-looking statements. Such statements are subject to risks and uncertainties as various factors, many of which are beyond the control of Wilson Sons, may cause actual developments and results to differ materially from the expectations contained in this presentation. Management's beliefs and assumptions may or may not prove to be correct and there can be no assurance that any estimates, targets or projections are attainable or will be realized, and actual results may vary materially, including the possibility that an investor may lose some or all of its invested capital. These statements are not guarantees of future performance and undue reliance should not be placed on them. The information contained herein has been compiled on a preliminary basis, and there is no obligation to update any of the information.

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

Agenda

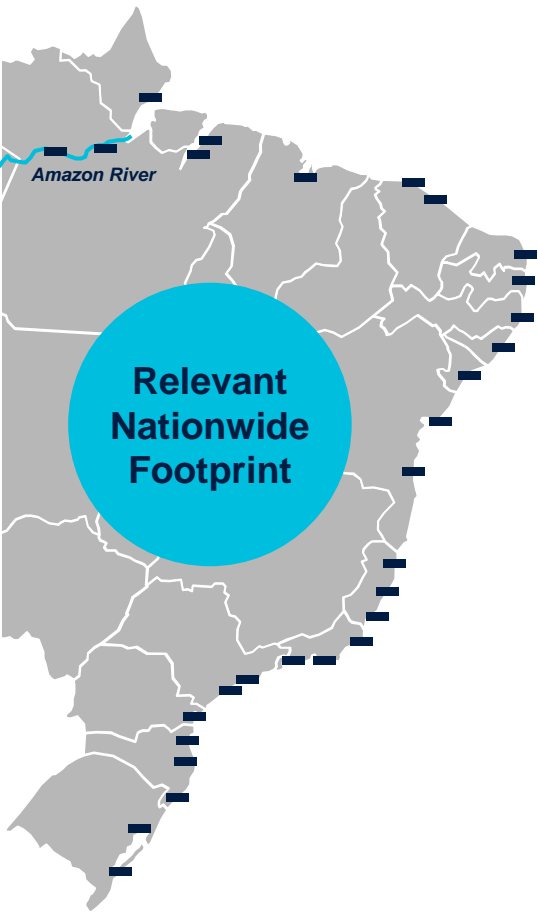
› Wilson Sons Overview	4
› Financial & Operational Highlights	14
› Appendix	19



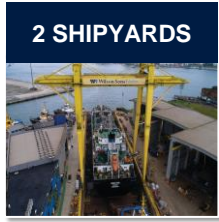
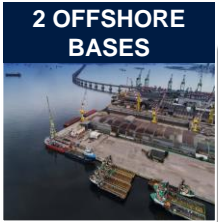
Wilson Sons Overview

Wilson Sons at a Glance

Largest integrated provider of port and maritime logistics in Brazil.



Comprehensive Solutions to Support Brazilian Trade Flow and O&G Industry



184 years

Port & Maritime Expertise

+R\$ 2.1 billion (US\$ 396.4M)

2021 Revenue⁽¹⁾

R\$ 858.8M (US\$ 159.4M)

2021 EBITDA

40%

2021 EBITDA Margin

+3,700 employees

~30,000 ships

Served Annually

~1,000,000 TEU

Handled Annually

World-Class Safety

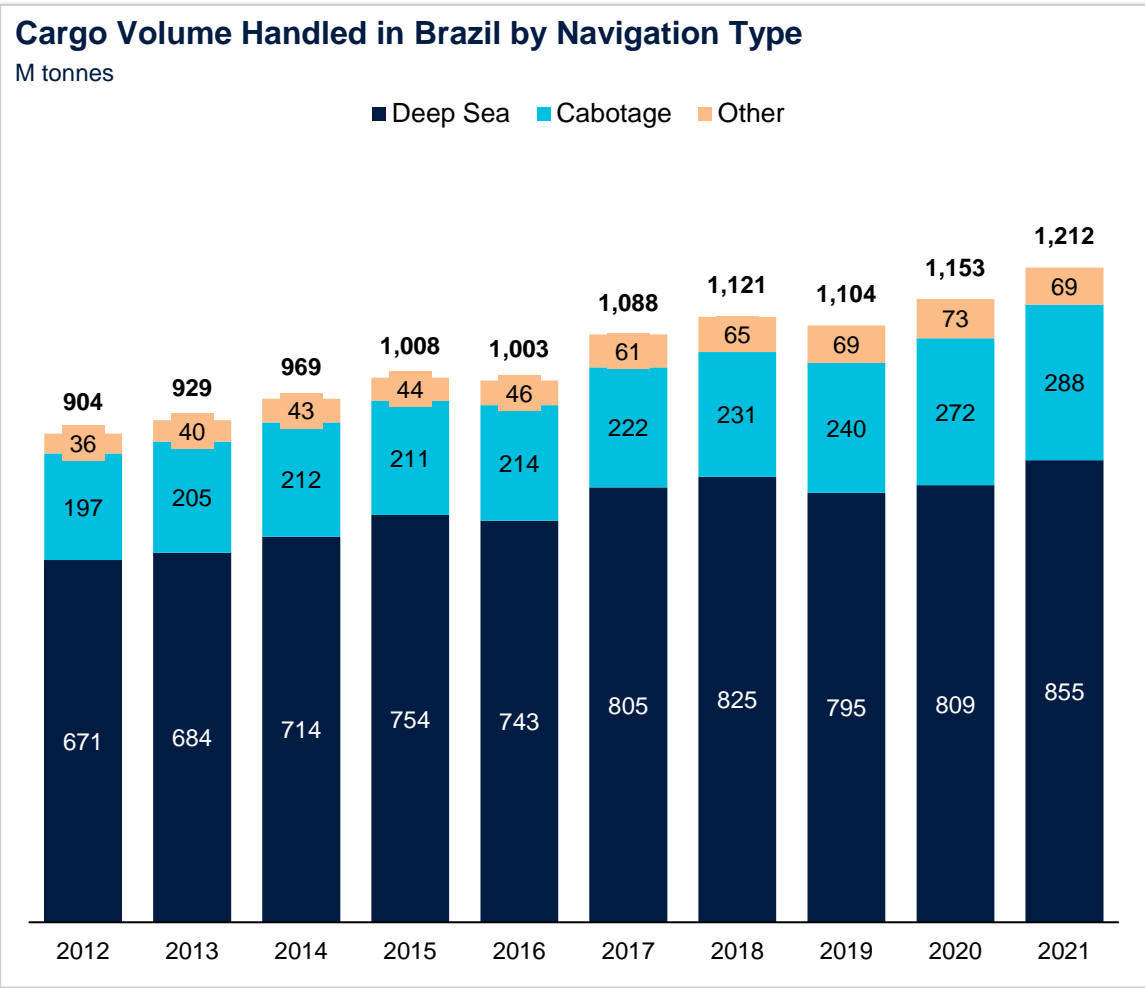
High Governance Standards



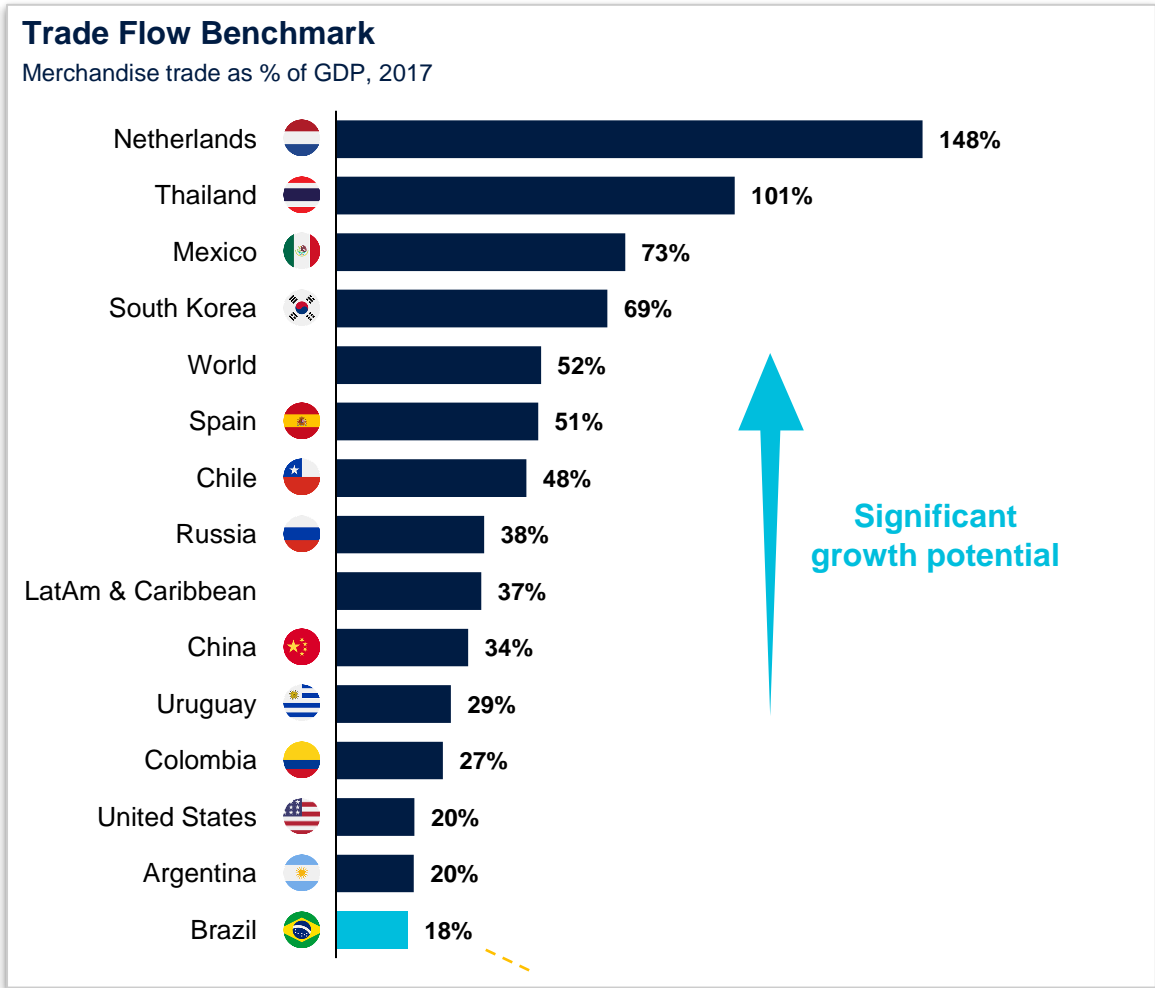
Note: (1) Does not include the 50% share in the results of the offshore vessel joint venture (WSUT) and intercompany results.

Positive Outlook for Brazilian Trade Flow

Significant untapped growth potential backed by solid fundamentals.



Resilient growth during Brazil's worst economic recession



Significant growth potential by matching LatAm average

Container Terminals

Two container terminals with premium infrastructure and strategically positioned in highly attractive markets.

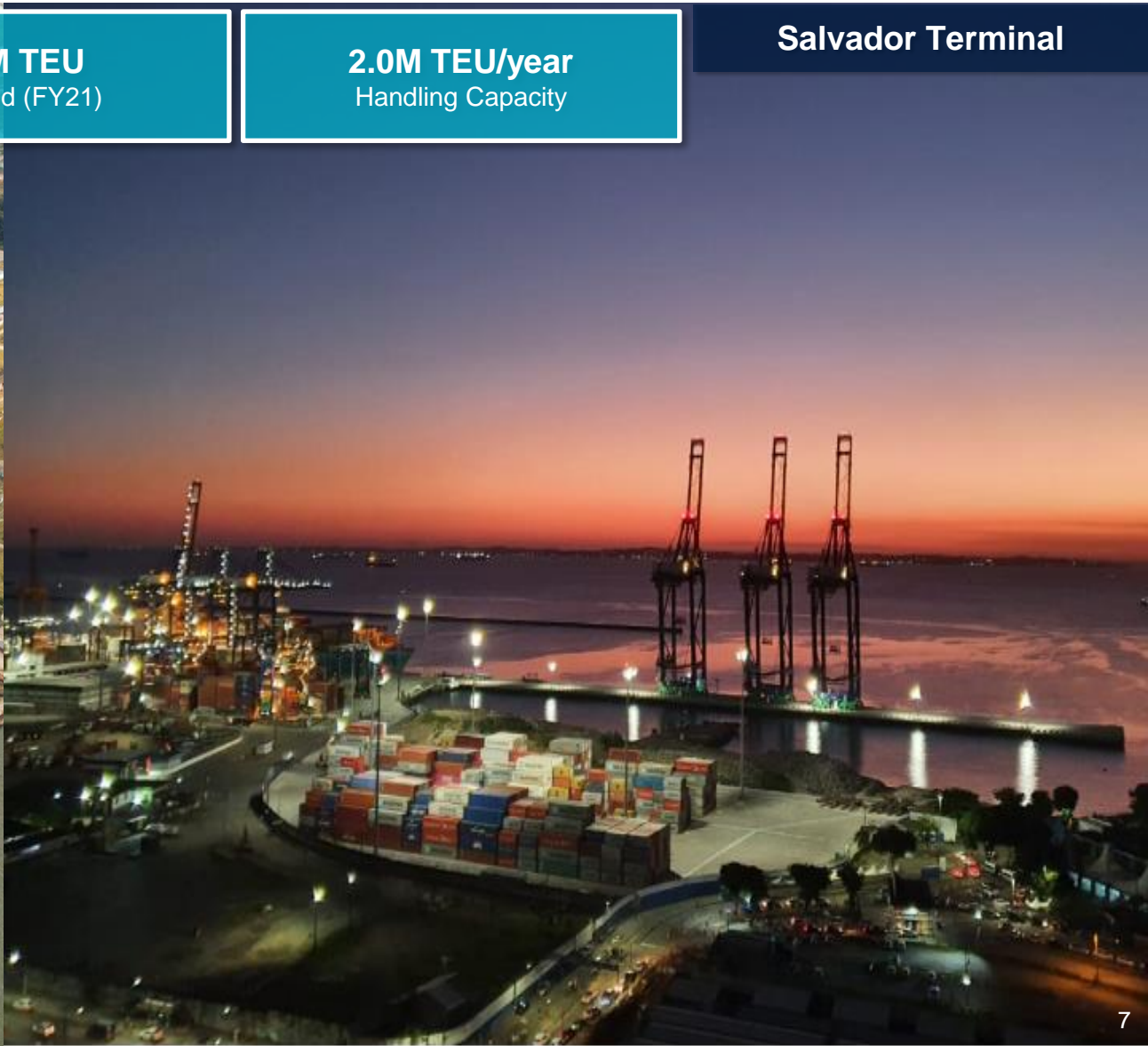
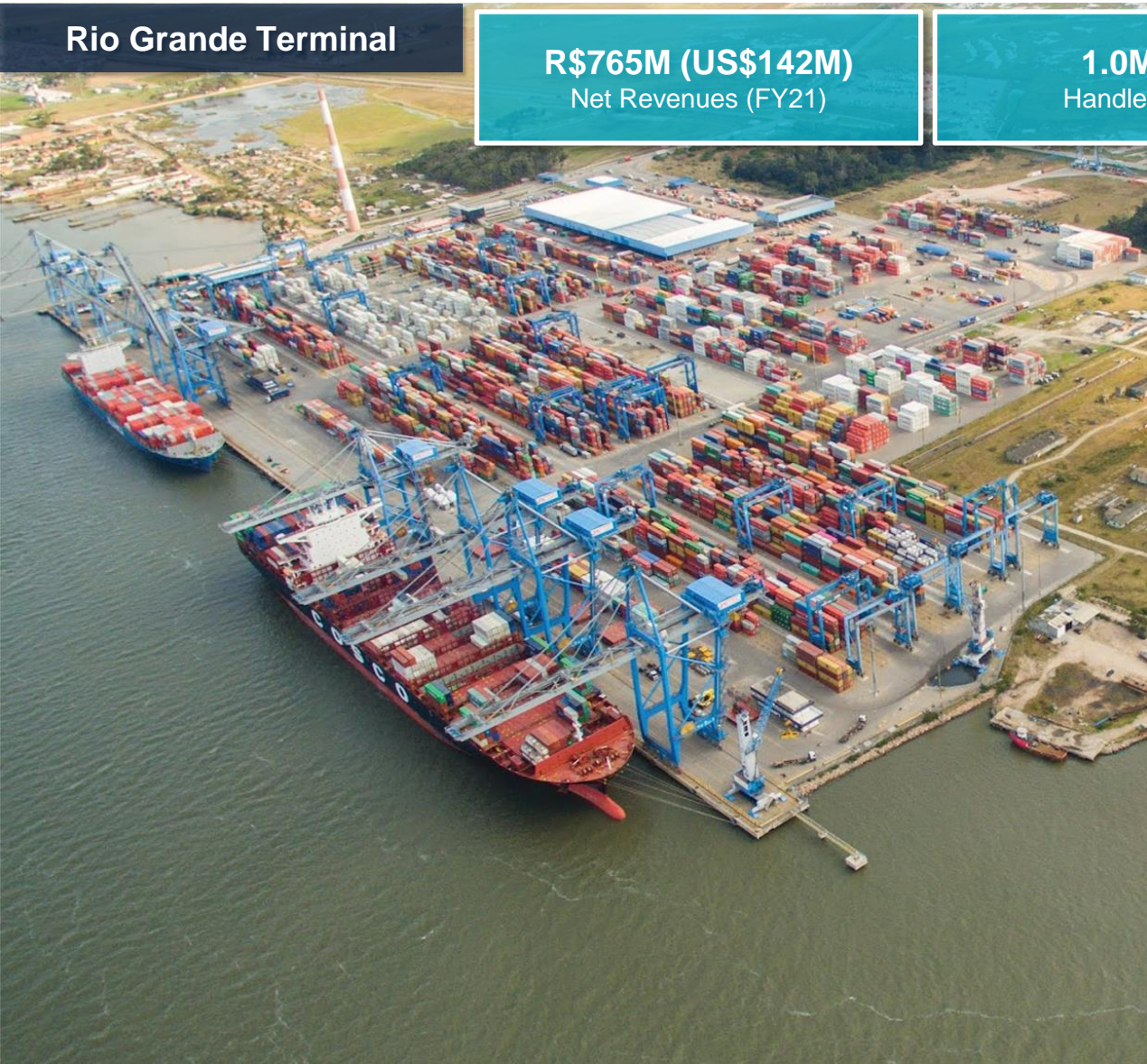
Rio Grande Terminal

R\$765M (US\$142M)
Net Revenues (FY21)

1.0M TEU
Handled (FY21)

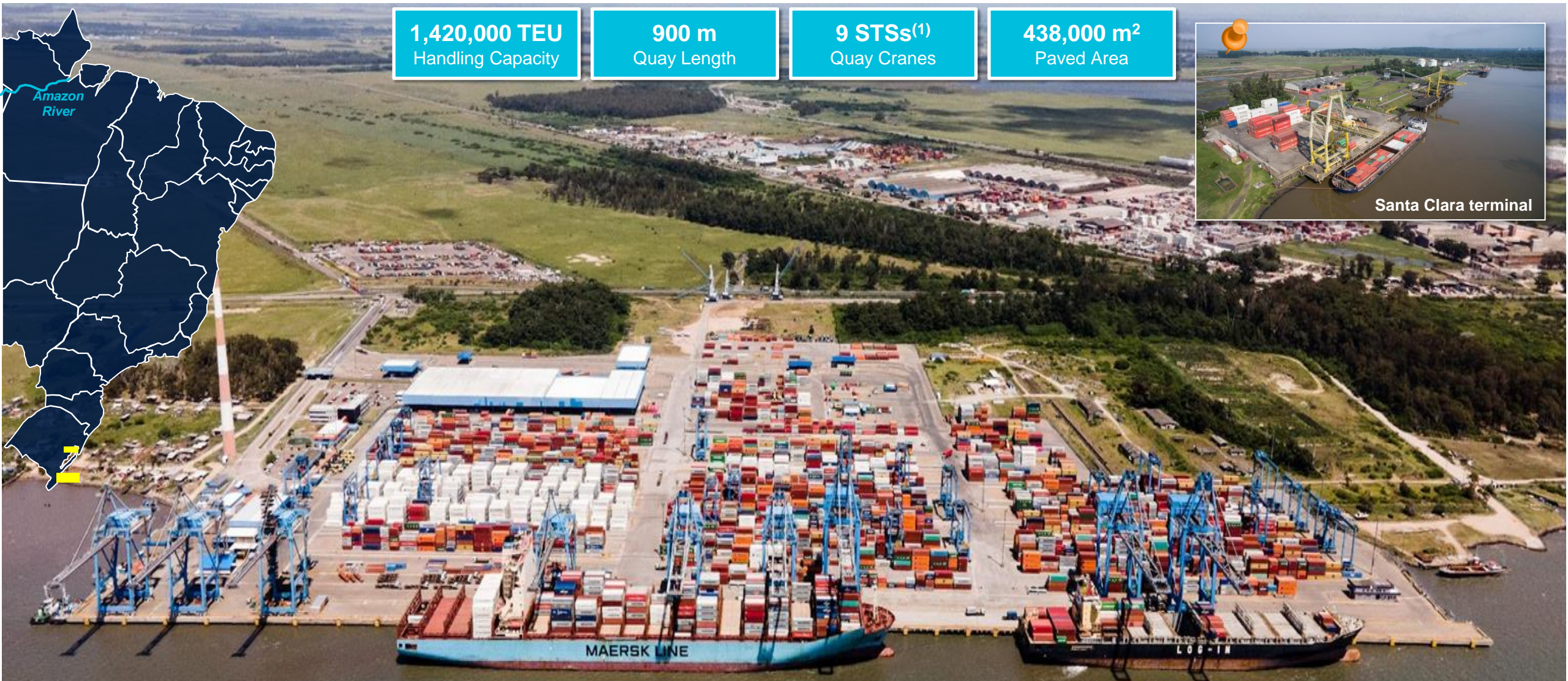
2.0M TEU/year
Handling Capacity

Salvador Terminal



Rio Grande & Santa Clara Container Terminals

World-class infrastructure with the largest backyard area in the country, serving the largest ships currently calling the East Coast South America.



1,420,000 TEU
Handling Capacity

900 m
Quay Length

9 STSs⁽¹⁾
Quay Cranes

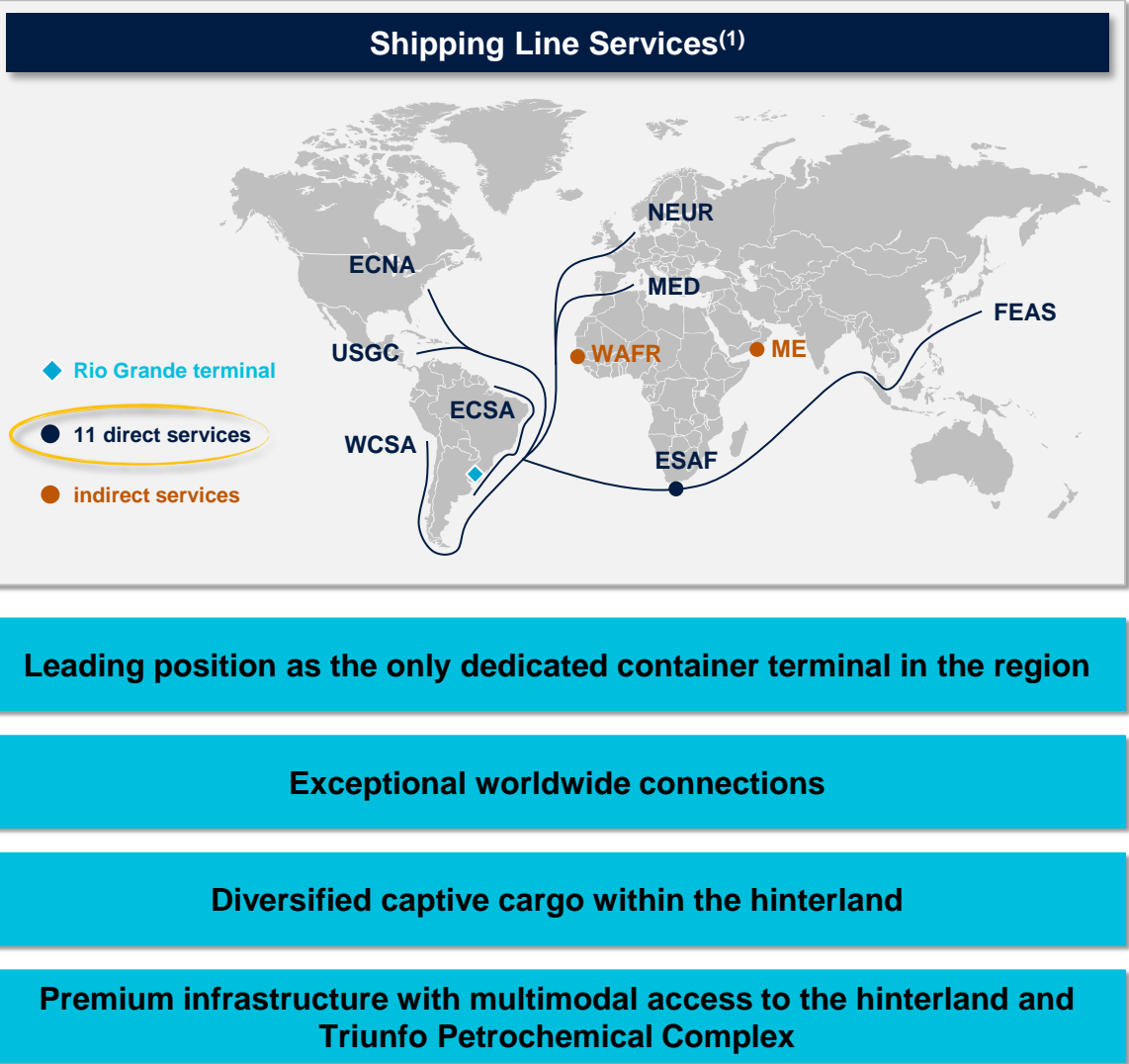
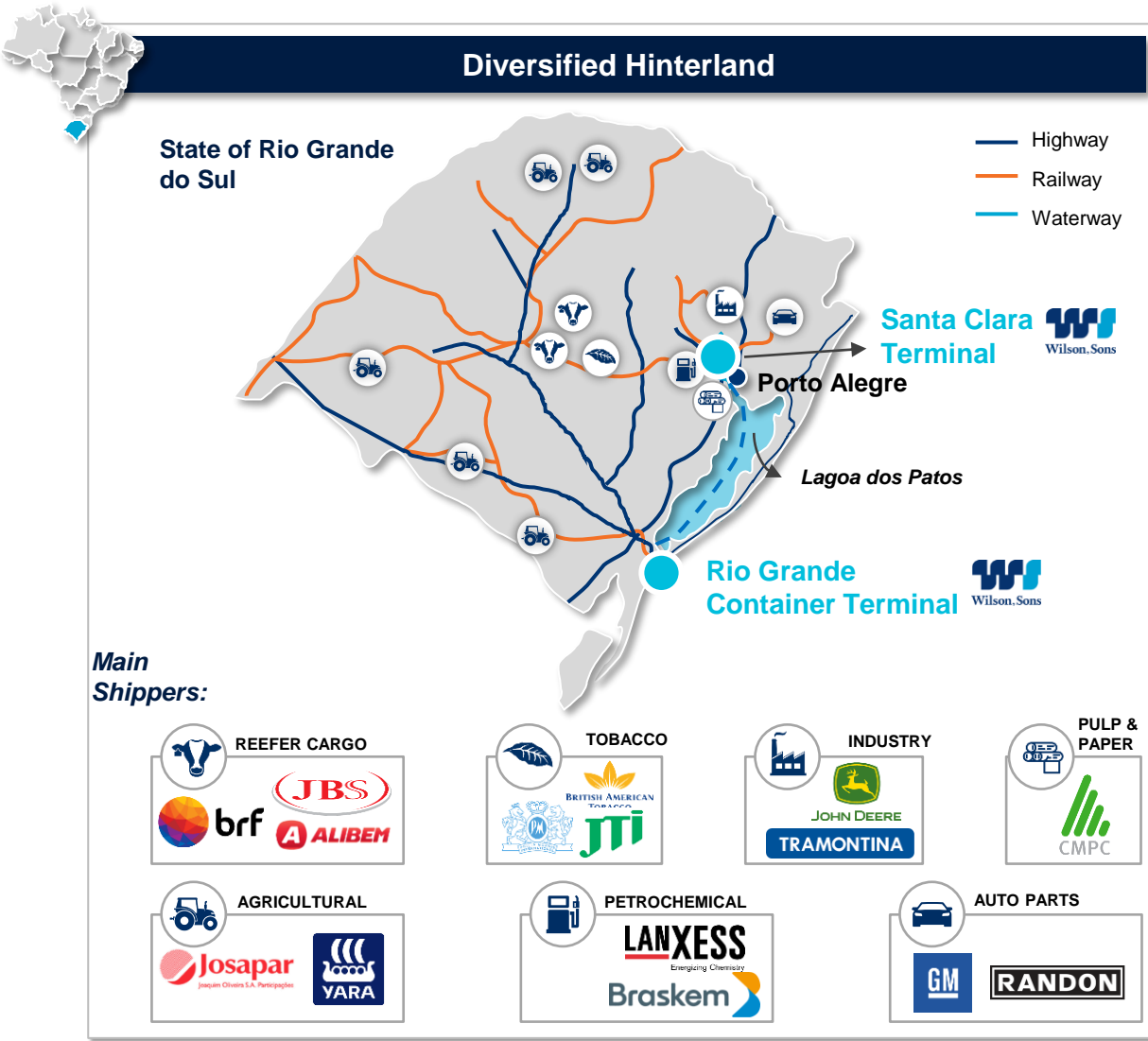
438,000 m²
Paved Area



Note: (1) Ship-to-Shore (STS) quay crane

Rio Grande & Santa Clara Container Terminal (cont'd)

Through the Santa Clara terminal, near Porto Alegre (RS), Wilson Sons is also able to increase its hinterland area



Notes: (1) Main destinations are: FEAS (Far East Asia), NEUR (North Europe), ECNA (East Coast North America), USGC (US Gulf and Caribbean), ECSA (East Coast South America), and MED (Mediterranean), ESAF (East and Southern Africa), ME (Middle East) e WAFR (West Africa), ESAF (East and Southern Africa), ME (Middle East) e WAFR (West Africa).

Salvador Container Terminal

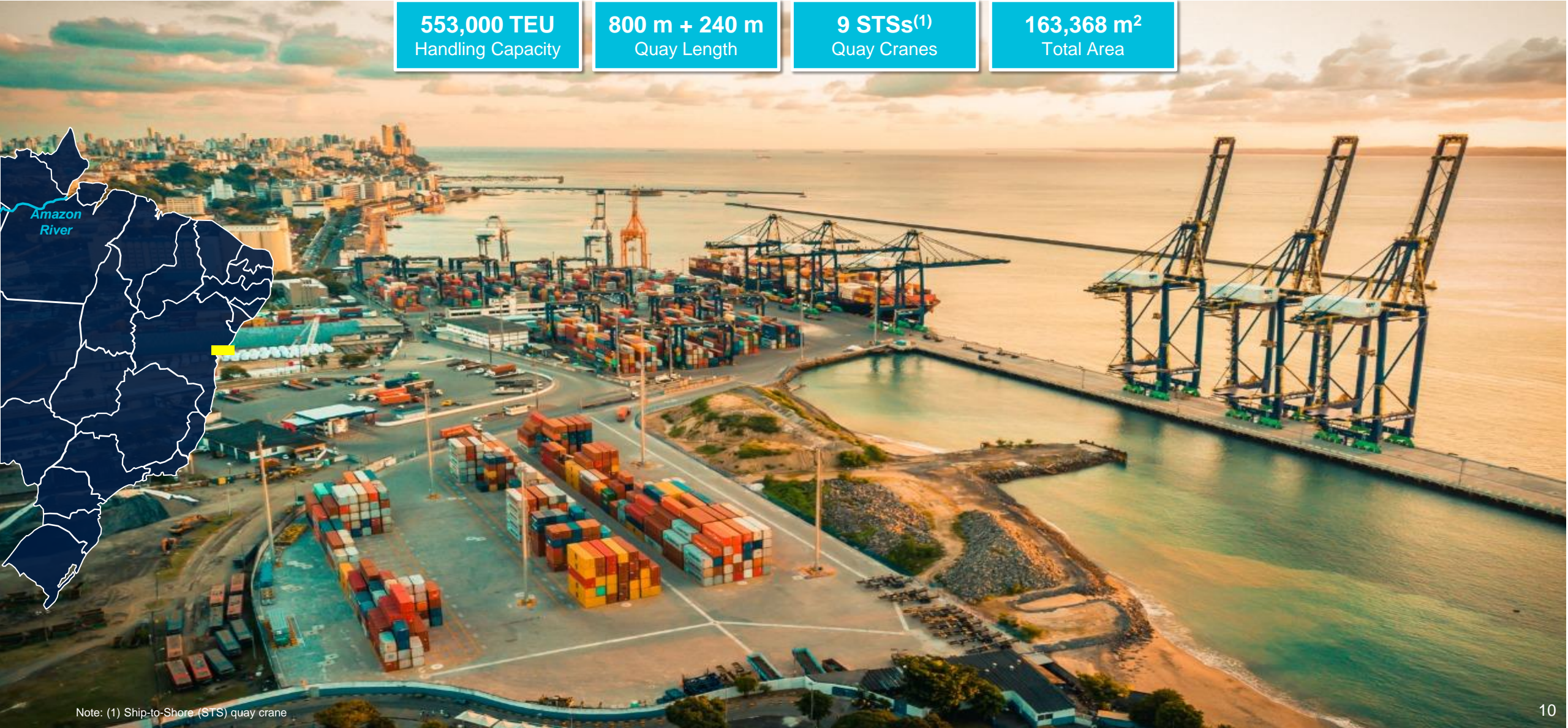
Well-equipped infrastructure with an 800-metre principal quay, allowing the simultaneous berthing of two super-post-Panamax ships.

553,000 TEU
Handling Capacity

800 m + 240 m
Quay Length

9 STSs⁽¹⁾
Quay Cranes

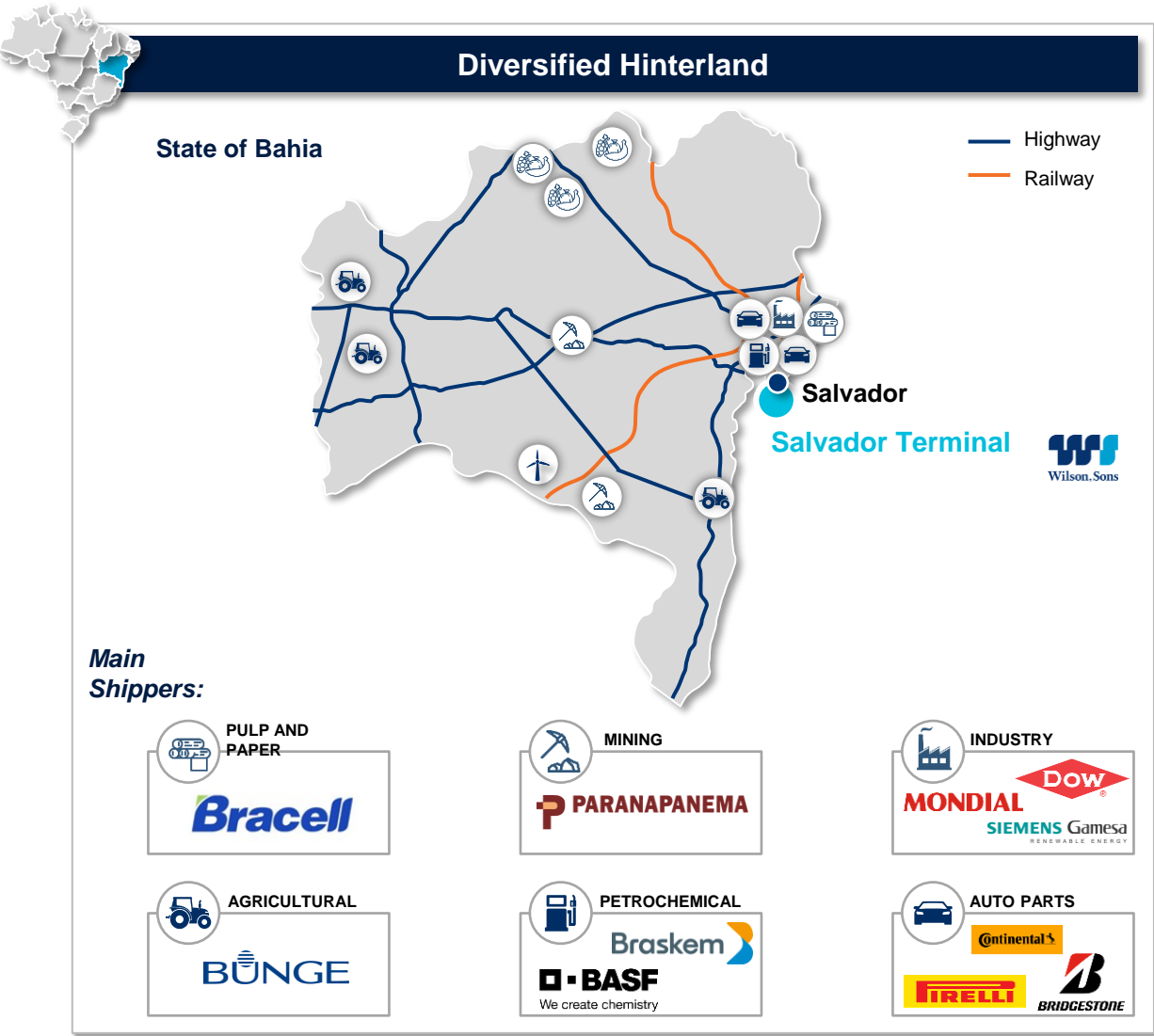
163,368 m²
Total Area



Note: (1) Ship-to-Shore (STS) quay crane

Salvador Container Terminal (cont'd)

The terminal is strategically located in the fast-growing state of Bahia.



Notes: (1) Main destinations are: FEAS (Far East Asia), NEUR (North Europe), ECNA (East Coast North America), WCNA (West Coast North America), USGC (US Gulf and Caribbean), ECSA (East Coast South America), WCSA (West Coast South America), and MED (Mediterranean).

Towage

Largest towage operator in Brazil with leading position in all major ports.

R\$1,074M (US\$199M)
Net Revenues (FY21)

54,389
Harbour Manoeuvres (FY21)

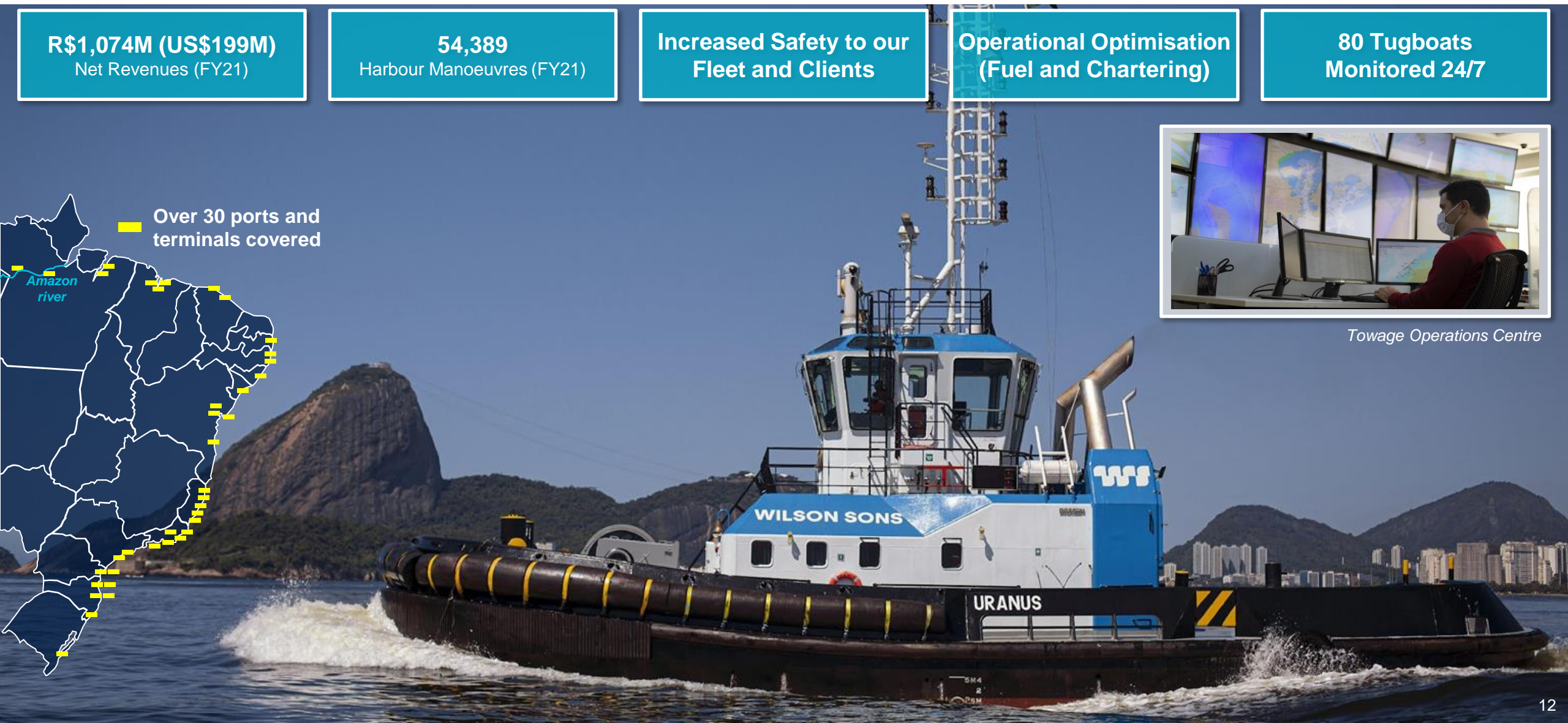
**Increased Safety to our
Fleet and Clients**

**Operational Optimisation
(Fuel and Chartering)**

**80 Tugboats
Monitored 24/7**

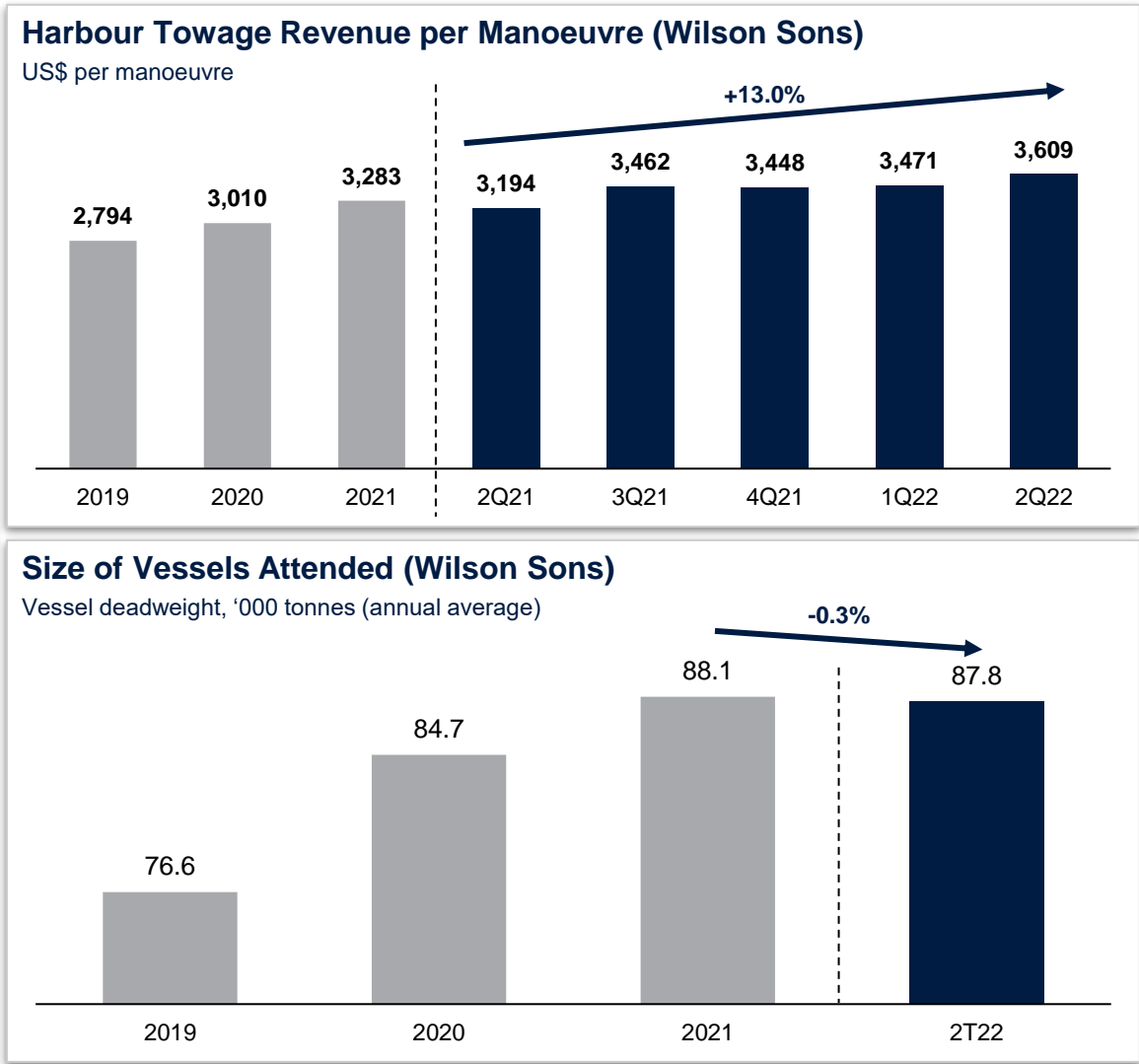
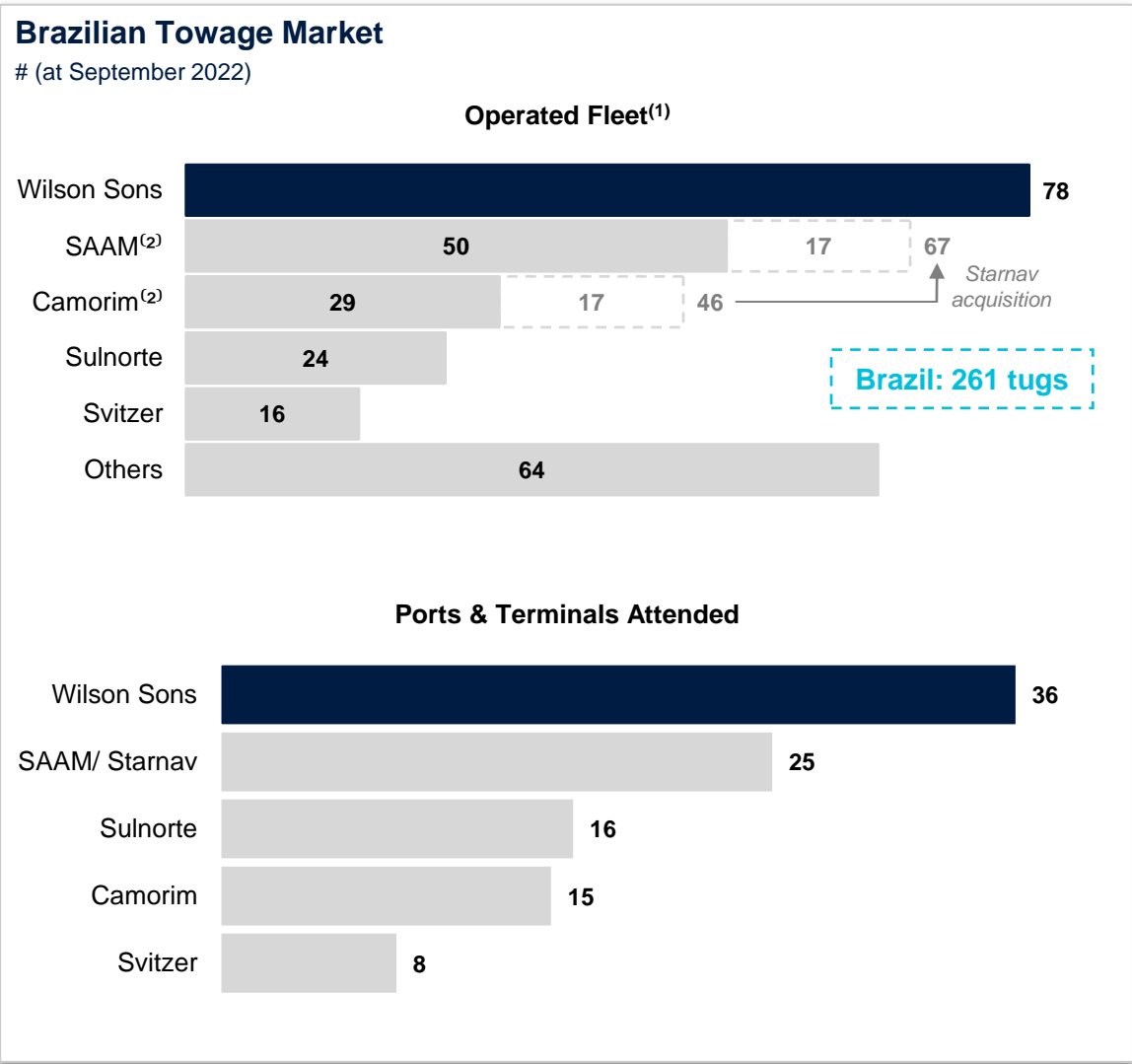


Towage Operations Centre



Towage (cont'd)

Wilson Sons leading operational performance is a competitive advantage facilitated further by increase in vessel size.



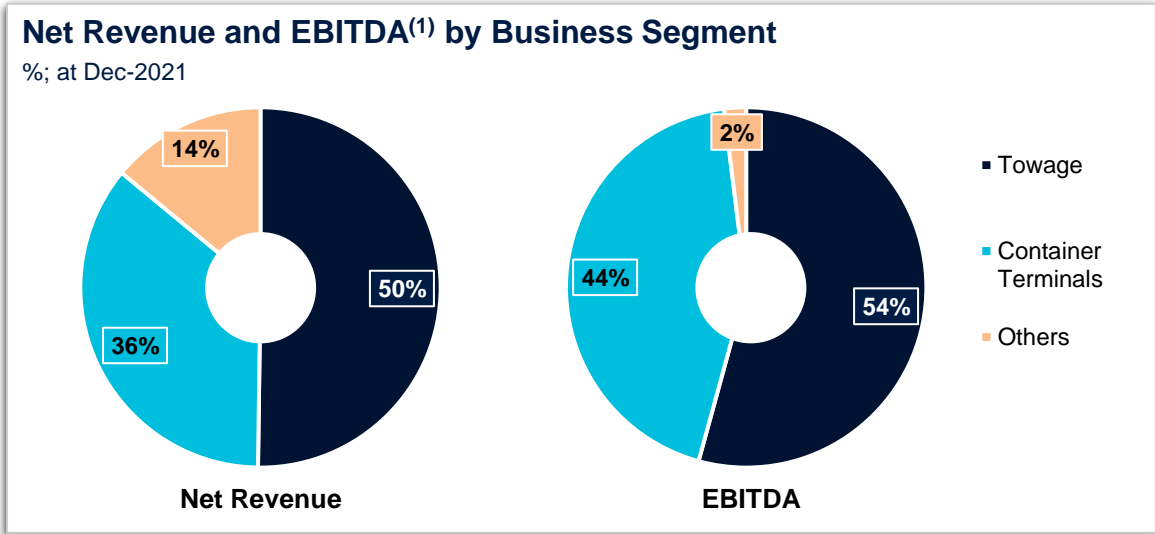
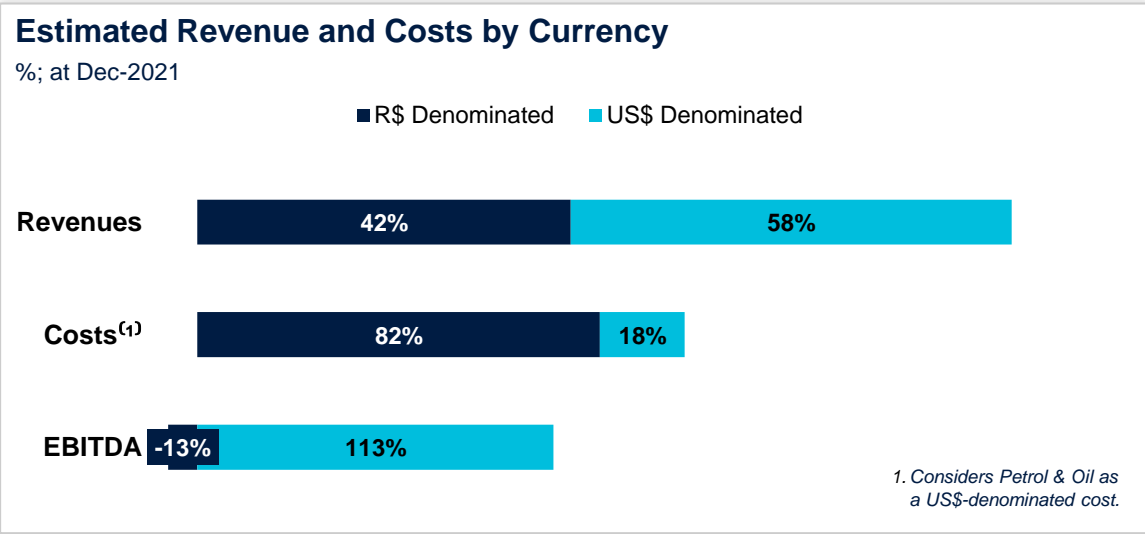
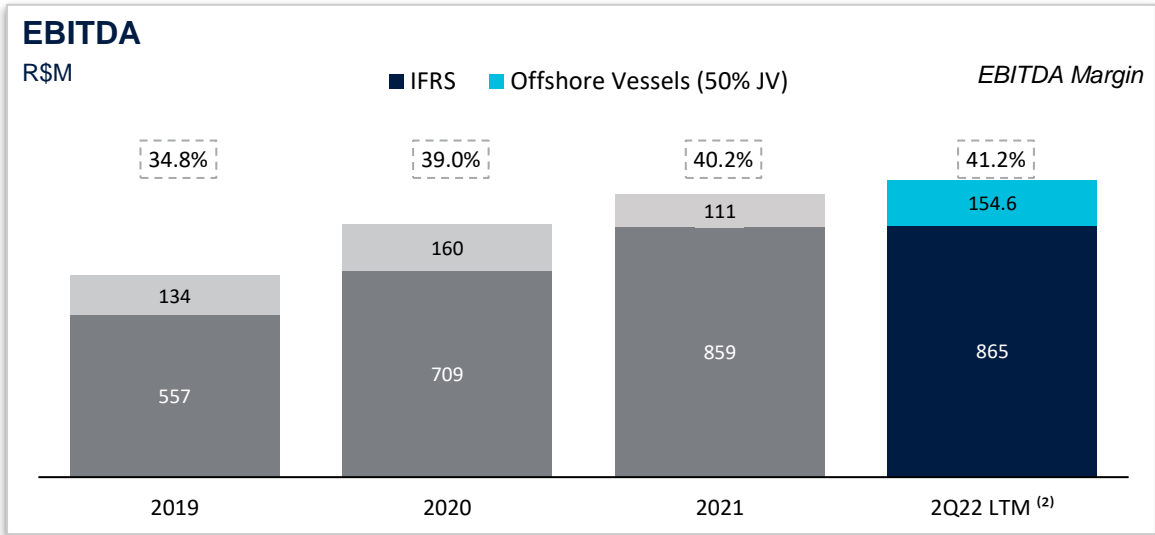
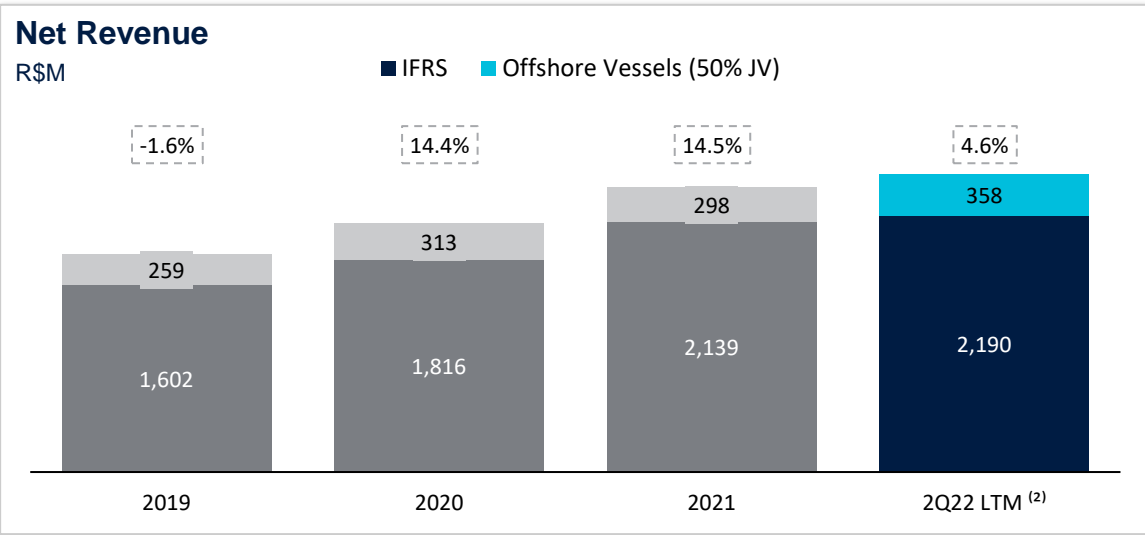
Sources: Wilson Sons; IHS Sea-web.
Notes: (1) Considers only operational tugs above 15 tonnes of bollard pull. (2) Considers 17 tugs owned by Starnav which were acquired by SAAM in May 2022. The transaction is being assessed by CADE (Brazil's anti-trust authority).



Financial & Operational Highlights

Financial Highlights

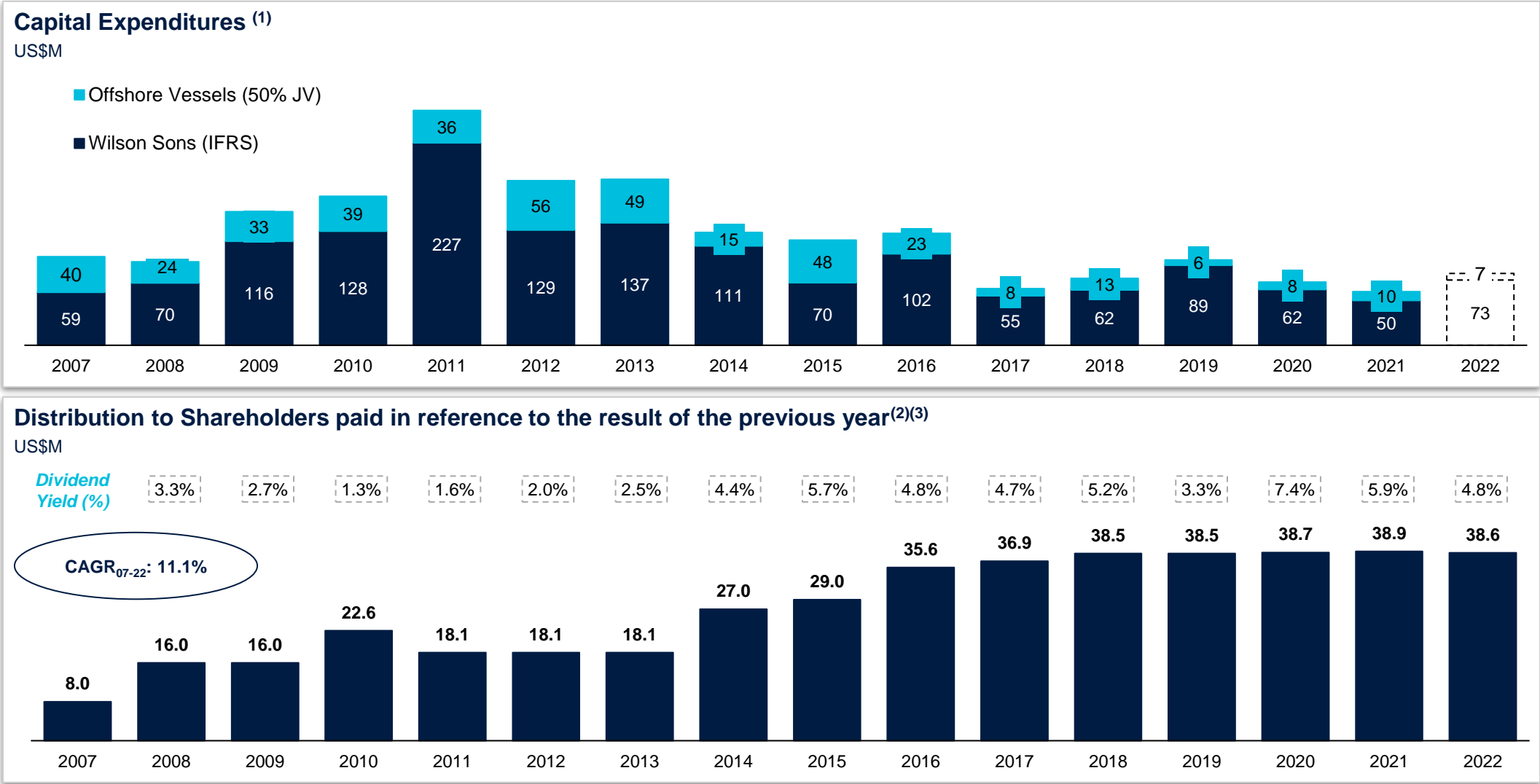
Resilient long-term financial performance, with well-balanced business portfolio and natural currency hedge.



Notes: (1) Excluding non-transactional corporate recharge. (2) LTM = Last twelve months

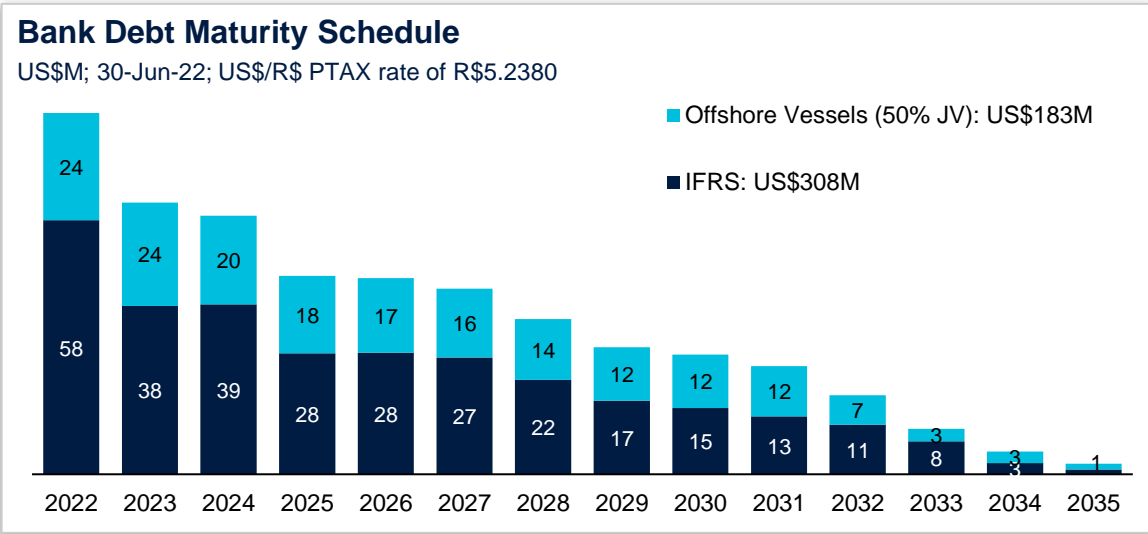
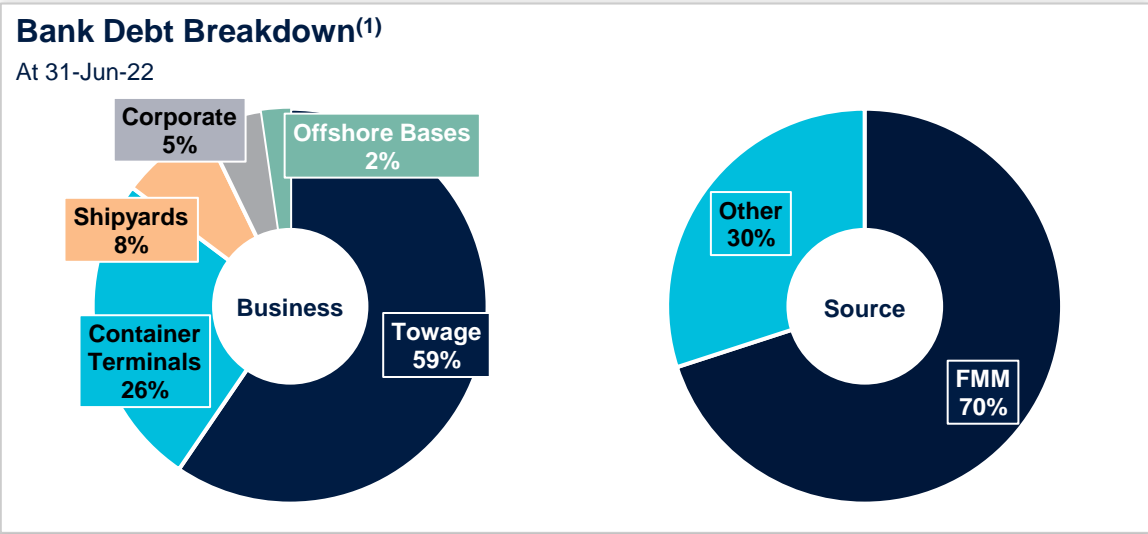
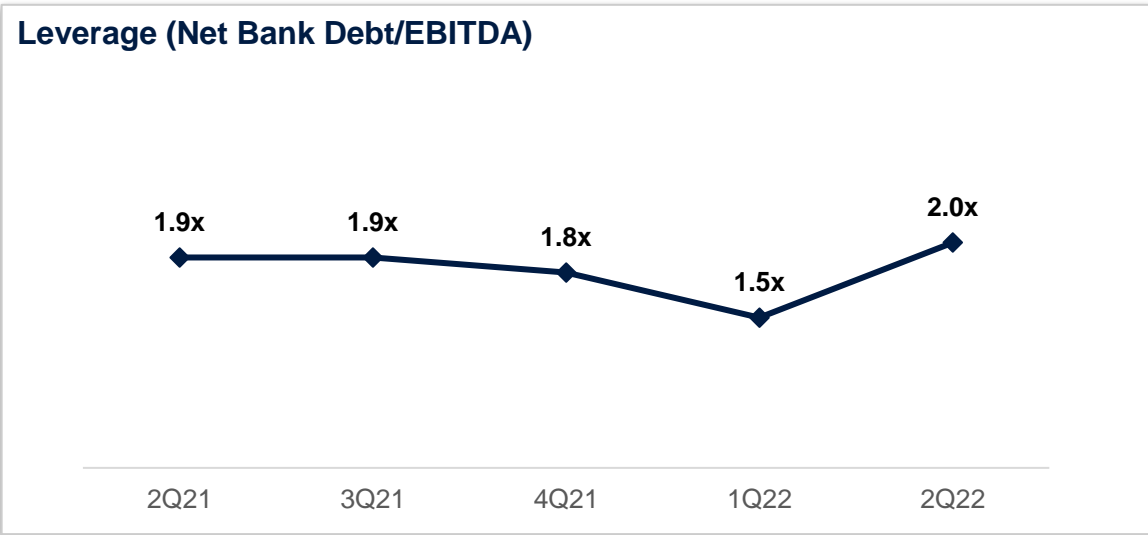
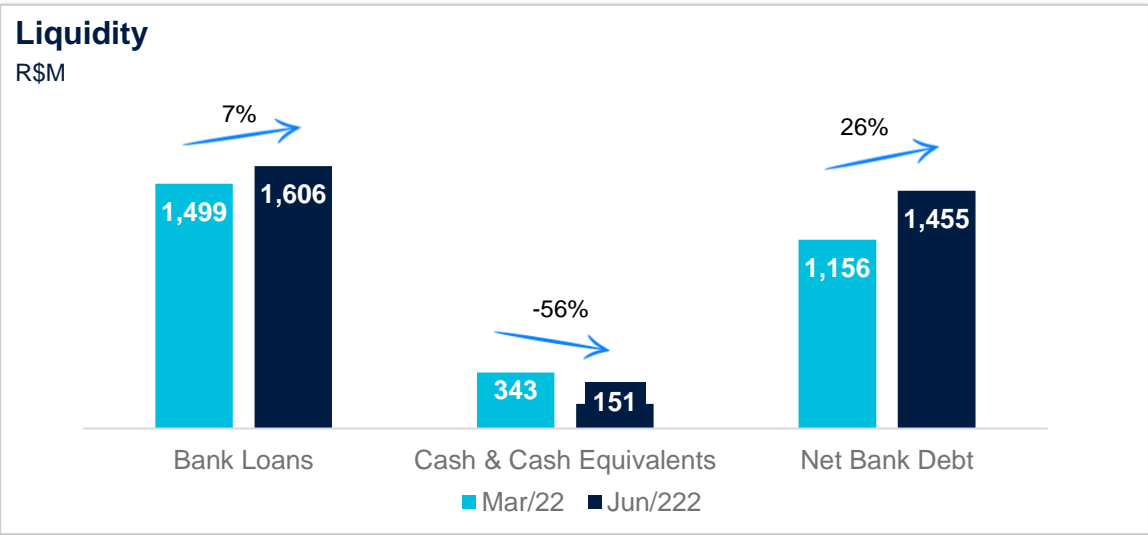
Capex & Dividends

Attractive and competitive dividend yield levels.



Liquidity & Capital Resources

All our liquidity ratios remain strong as a result of a robust balance sheet.



Notes: (1) FMM stands for *Fundo da Marinha Mercante* (Merchant Marine Fund).

Compelling Business Dynamics

1	Attractive Business Drivers (Trade Flow and O&G)	<ul style="list-style-type: none"> • Potential for Brazil to match LatAm countries to increase international trade flow and containerisation. • Brazil to become one of the most attractive offshore plays globally: recent pre-salt auctions and one of the world's most competitive oil breakeven costs.
2	Long-Term Assets and Stable Returns	<ul style="list-style-type: none"> • Renewed container terminal concessions and leading position in towage and offshore support segments. • Relevant nationwide footprint in highly attractive markets.
3	Resilient Financial Performance with US\$-Denominated Cash Generation	<ul style="list-style-type: none"> • Proven resiliency across cycles: solid financial performance through last economic crisis. • Naturally hedged business: US\$-denominated net cash generation.
4	Sustainable Shareholder Remuneration	<ul style="list-style-type: none"> • Consistent shareholder remuneration over the last 6 years.
5	High Governance Standards & World-Class Safety	<ul style="list-style-type: none"> • World-class safety with a lost-time injury frequency rate of 0.23 LTM. • Listed on B3's Novo Mercado segment and participating in B3 Indexes: IGC, ITAG and IGC-NM. • Continuous improvements in ESG practices.



Appendix

Offshore Support Vessels

Diversified fleet offering logistics solutions for the oil and gas industry.

R\$298M (US\$55M)
Net Revenues (FY21)

**23 Brazilian-flagged
Offshore Support Vessels**

**Diversified Fleet: 18
PSVs⁽¹⁾, 4 SDSVs⁽²⁾ and 1
OSRV⁽³⁾**



Notes: (1) Platform Supply Vessel (PSV). (2) Shallow-water Diving Support Vessel (SDSV). (3) Oil Spill Recovery Vessel (OSRV).

Offshore Support Vessels (cont'd)

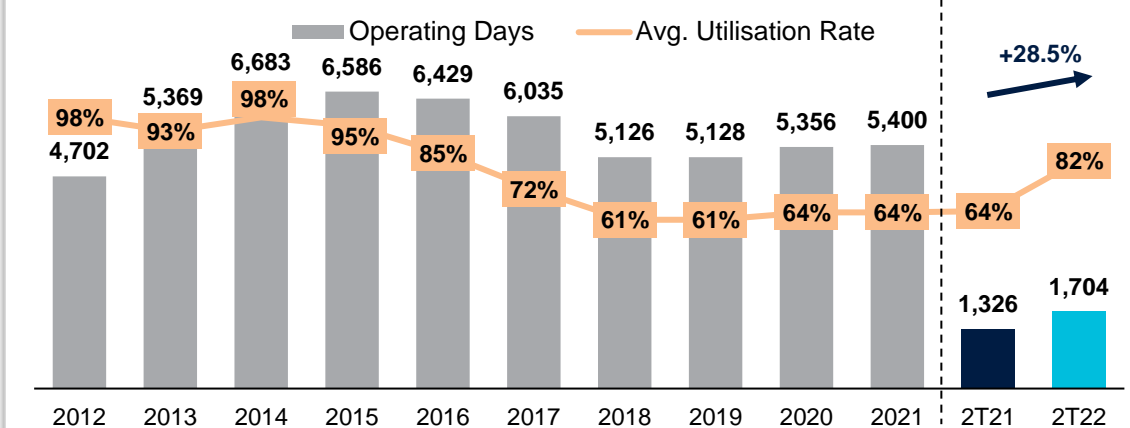
Despite the challenges in the oil industry long-term contracts have helped maintain stable daily rates.

Current Contract Orderbook

Vessel	Type	DWT ⁽⁴⁾	Status	Start Date	End Date	Client Option	Client
Larus	PSV ⁽¹⁾	5,000	Contracted	Aug-16	Oct-22	6 years	Petrobras
Pinguim	PSV ⁽¹⁾	5,000	Contracted	Nov-16	Nov-22	6 years	Petrobras
Torda	PSV ⁽¹⁾	4,500	Contracted	Aug-20	Aug-22	2 years	Petrobras
Pelicano	PSV ⁽¹⁾	3,000	Contracted	Jan-21	Jan-23	2 years	Petrobras
Talha-Mar	PSV ⁽¹⁾	4,500	Contracted	Jan-21	Jan-23	2 years	Petrobras
Biguá	PSV ⁽¹⁾	3,000	Contracted	Sep-21	Sep-23	360 days	Petrobras
Mandrião	PSV ⁽¹⁾	3,500	Contracted	Oct-21	Oct-23	2 years	Trident
Atobá	PSV ⁽¹⁾	3,000	Contracted	Nov-21	Jul-25	665 days	Petrobras
Tagaz	PSV ⁽¹⁾	4,500	Contracted	Nov-21	Nov-25	2 years	Petrobras
Batuíra	PSV ⁽¹⁾	4,500	Contracted	Nov-21	Nov-27	3 years	Petrobras
Prion	PSV ⁽¹⁾	4,500	Contracted	Dec-21	Dec-24	3 years	Petrobras
Pardela	PSV ⁽¹⁾	3,500	Contracted	Mar-22	Dec-22	256 days	Modec
Alcatraz	PSV ⁽¹⁾	4,500	Contracted	Mar-22	Mar-24	260 days	PetroRio
Cormoran	PSV ⁽¹⁾	3,000	Contracted	Apr-22	Nov-22	237 days	Technip
Gaivota	LSV	3,000	Contracted	May-22	Apr-25	540 days	Fendercare
Zarapito	PSV ⁽¹⁾	4,500	Contracted	Jul-22	Jul-26	3 years	Petrobras
Sterna	PSV ⁽¹⁾	4,500	Contracted	Jul-22	Jul-26	3 years	Petrobras
Ostreiro	PSV ⁽¹⁾	3,500	Contracted	Aug-22	Aug-26	3 years	Petrobras
Fulmar	PSV ⁽¹⁾	3,000	Contracted	Oct-22	Oct-26	3 years	Petrobras
Albatroz	PSV ⁽¹⁾	3,000	Available	N/A	N/A	N/A	N/A
Fragata	PSV ⁽¹⁾	3,000	Available	N/A	N/A	N/A	N/A
Petrel	PSV ⁽¹⁾	3,000	Available	N/A	N/A	N/A	N/A
Skua	PSV ⁽¹⁾	3,000	Available	N/A	N/A	N/A	N/A

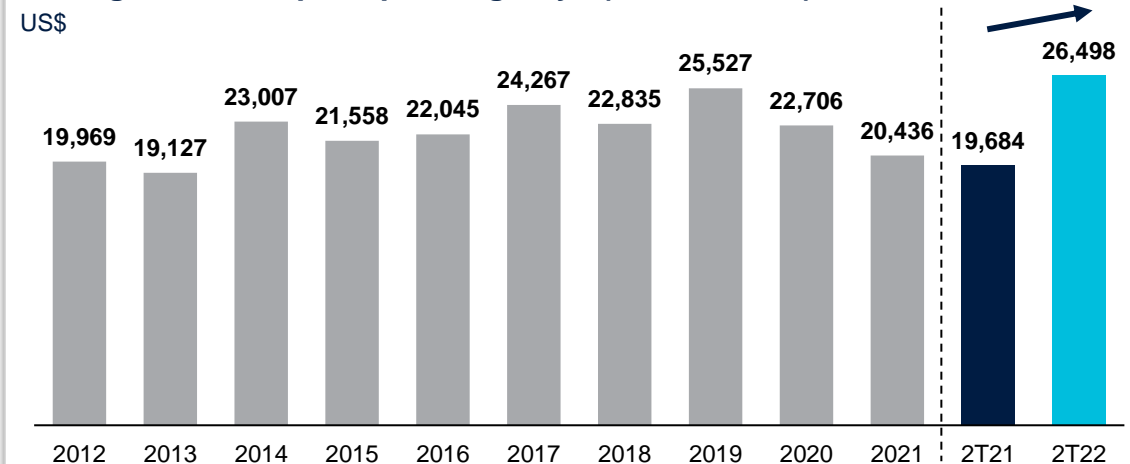
Operating Days and Utilisation Rate (Wilson Sons)

of days; fleet utilisation rate (annual average)



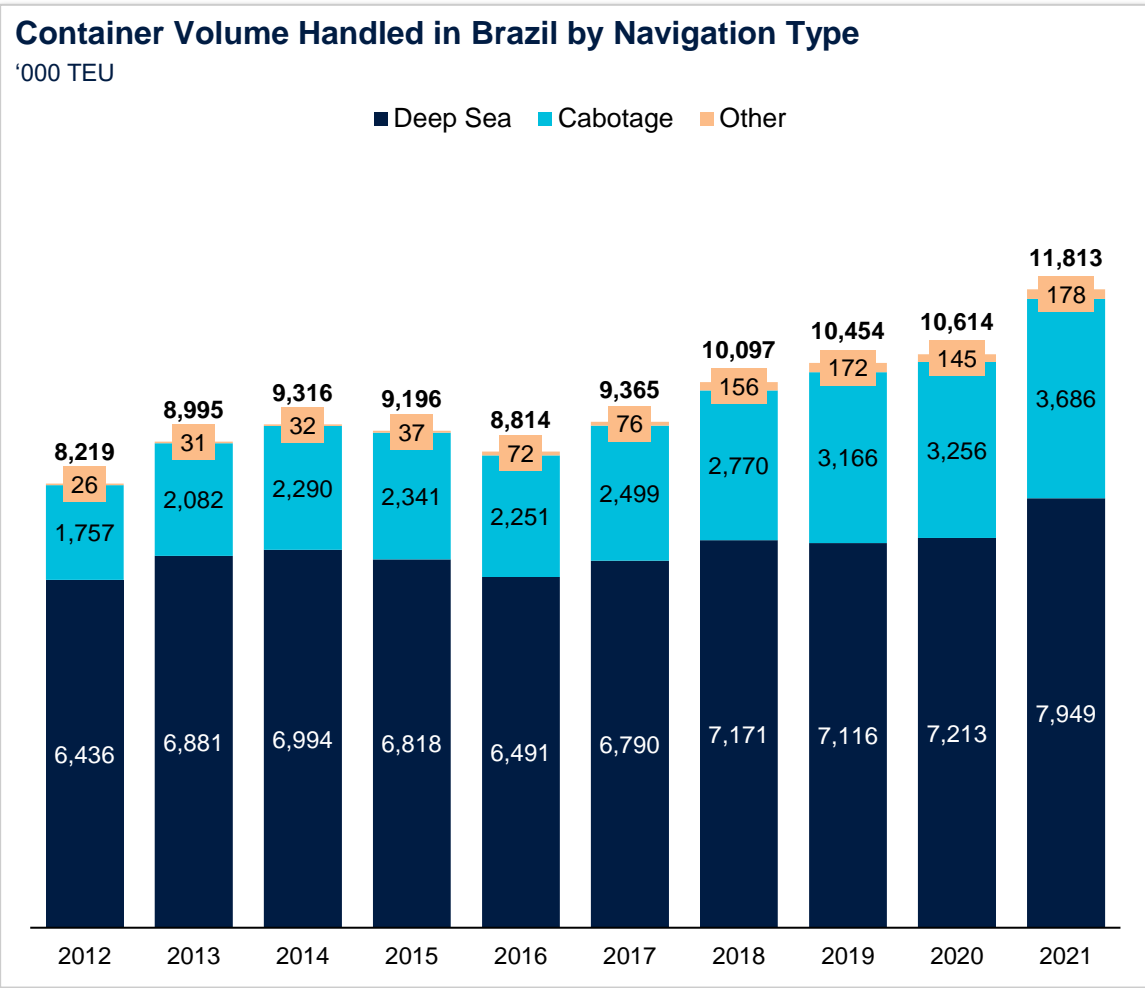
Average Revenue per Operating Days (Wilson Sons)

US\$

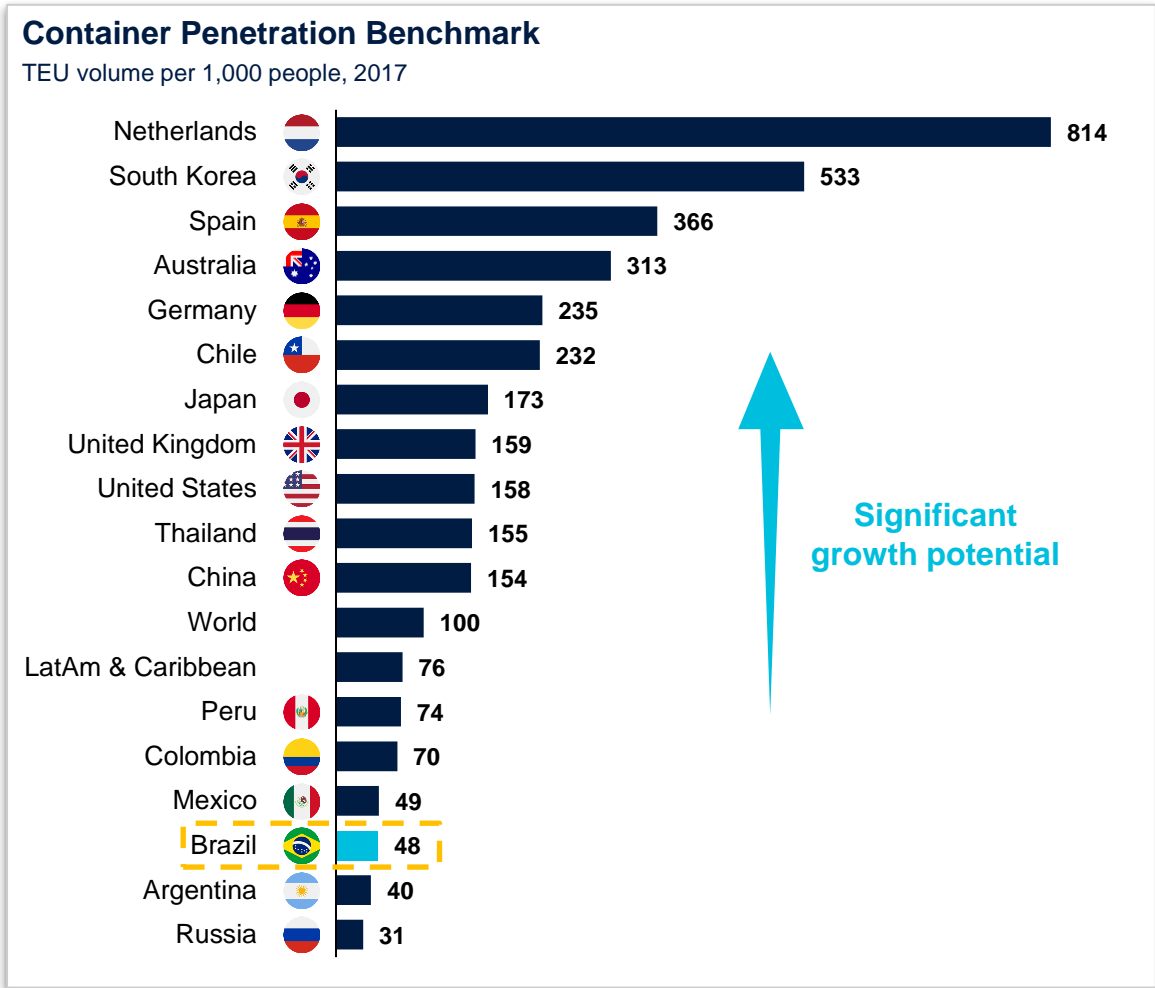


Brazilian Container Market

Significant untapped growth potential backed by solid fundamentals.



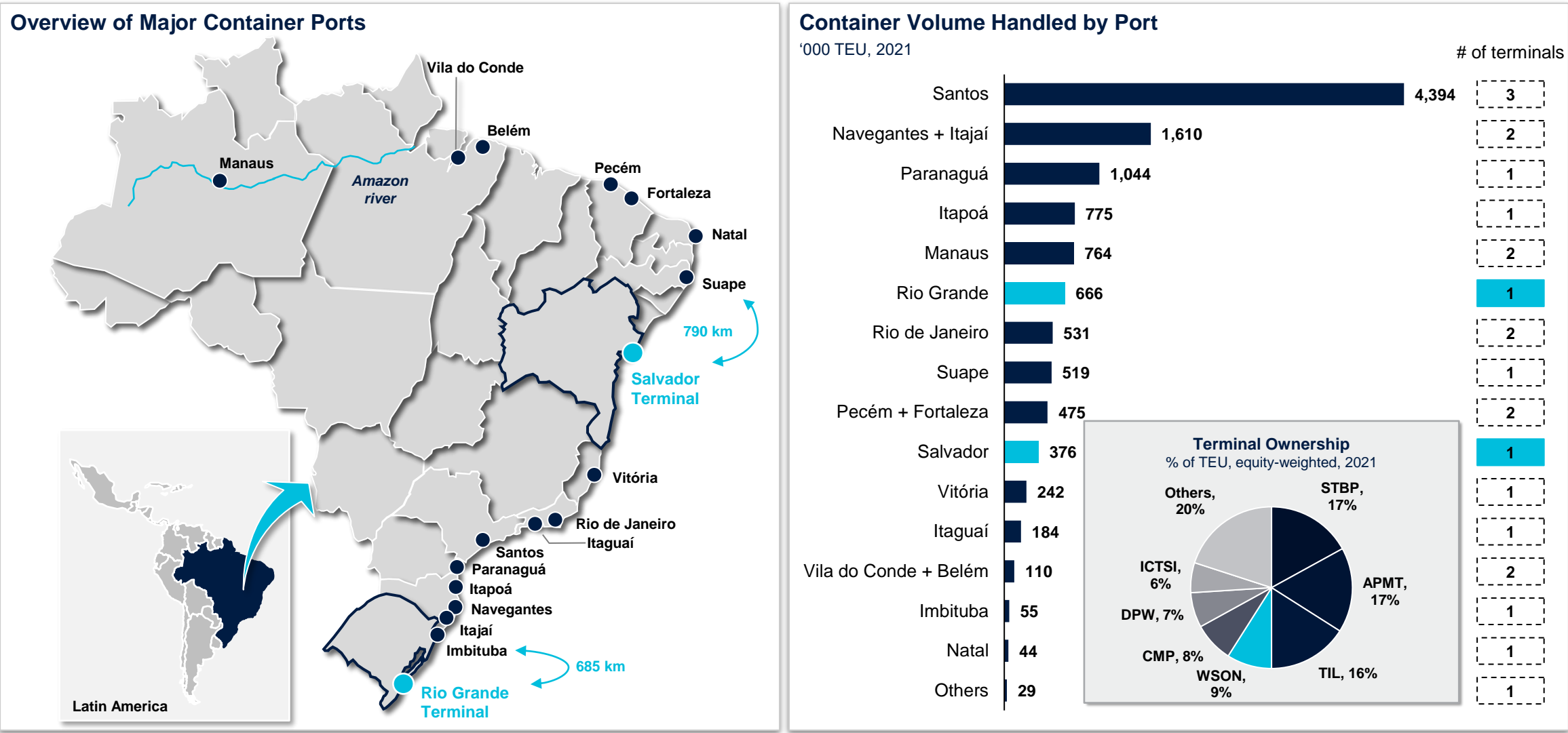
Resilient growth during Brazil's worst economic recession



Significant growth potential by matching LatAm average

Main Brazilian Container Ports

Rio Grande and Salvador are among the largest container ports in Brazil, strategically positioned in highly attractive markets.



ESG: Environmental & Social Practises

We are committed to the sustainable development in the segments in which we operate, by prioritising the most relevant economic, social and environmental aspects for our stakeholders.

Wilson Sons' Material Sustainability Priorities

Social Aspects

Environmental Aspects

Top 4 Stakeholder Priorities

Occupational Health and Safety	Ethics, Transparency and Integrity
Emissions and Climate Change	Energy
Waste and Water Resources	Aquatic Environmental Impact
Information Security	Diversity and Equality
Socioeconomic Impact on the Community	Human Rights

Environmental Initiatives

- ✓ Remotely monitored tugs optimising fuel consumption.
- ✓ IMO Tier-III for tugboat newbuildings.
- ✓ CO2 emission control (Commitment to GHG Protocol).
- ✓ Use of electric RTG yard cranes at container terminals.
- ✓ Donation of deactivated tugs to the Artificial Reef project.
- ✓ Specific water re-use programmes.

Social Initiatives

- ✓ World-class standards for occupational health and safety.
- ✓ Signatory of the United Nations Global Compact initiative.
- ✓ Anti-corruption Guide and Code of Ethical Conduct.
- ✓ Sponsorship through incentive laws and direct investments.
- ✓ Corporate volunteering programme.
- ✓ Independent whistleblower channel.

ESG: Governance & Management Alignment Practises

We employ governance and sustainability best practice with clear separation of power, transparency and ethics.



Corporate Governance

- ✓ **85% adherence** to the Brazilian Corporate Governance Code 2021.
- ✓ **100% of tag-along** for all minority shareholders.
- ✓ **Single-class of shares** with equal voting rights.
- ✓ **43% of free-float** (Brazilian Stock Exchange).
- ✓ **7 Board members** (2 independent).
- ✓ **Separate Chairman of the Board and CEO.**
- ✓ **Statutory Audit Committee.**
- ✓ **Listed on B3's Novo Mercado segment**

Management Alignment

- ✓ **Stock Option Plan** for top management.
- ✓ **Executive officers' remuneration** based on Group net profit.
- ✓ **Employee remuneration** based on Group and business unit results, as well as individual goals.
- ✓ **Individual performance:** clear goals, meritocracy.
- ✓ **Business managers** with specific HSE goals.
- ✓ **Disclosure of Bloomberg ESG Report** (5th yr).

Participating in B3 Indexes

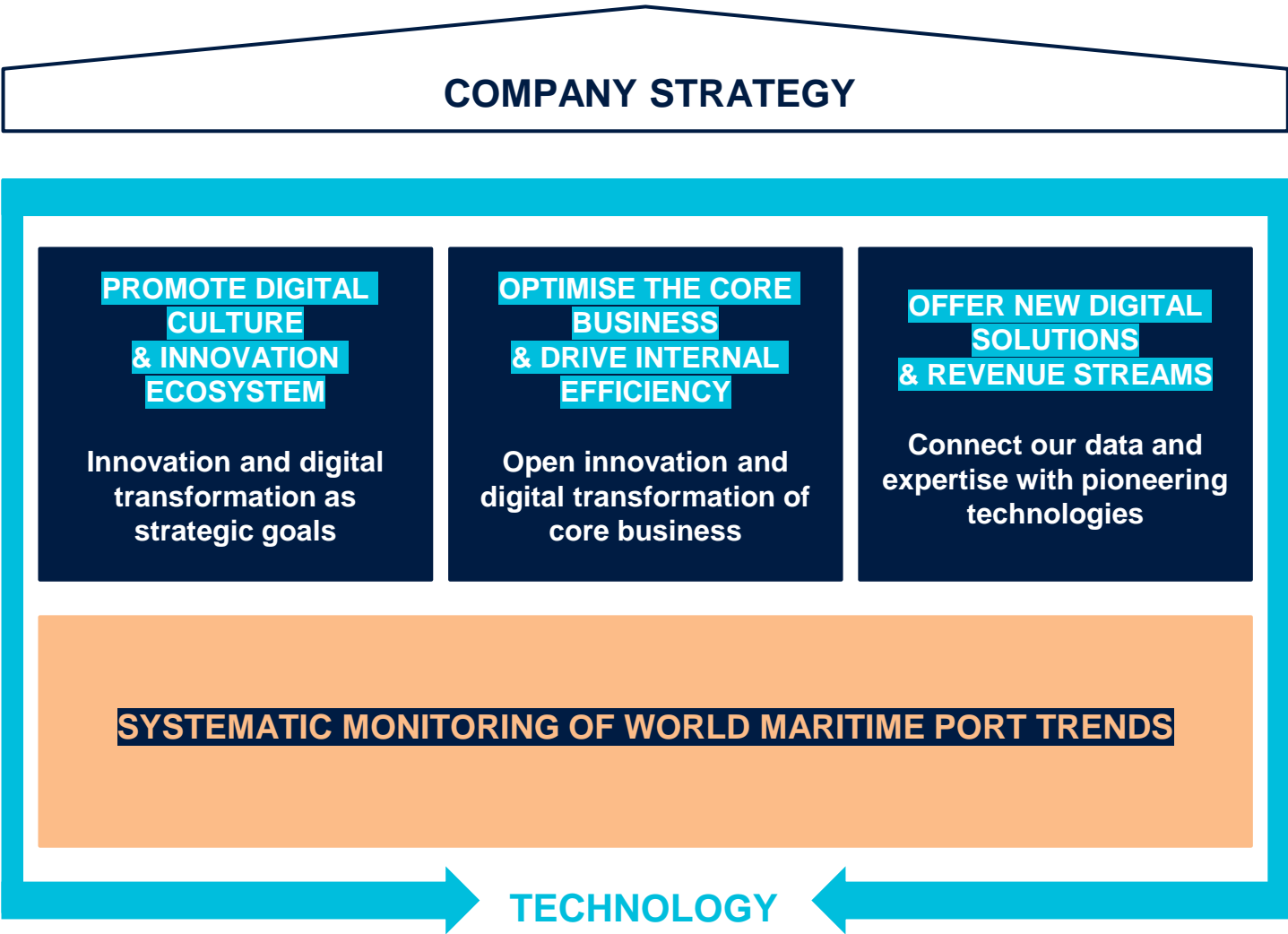
IGC-NM B3

IGC B3

ITAG B3

Innovation Strategy

Value Creation Through the Implementation of Innovation.
Technology Driving Competitive Advantage and Sustainable Growth



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Leveraging our Tugs as Data Mining Assets

- Databases & KPIs
- Real-Time Monitoring & Alerts
- Predictions & Optimisations

27

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27

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