

# 2010 EARNINGS RESULTS

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**AUM** 

Assets under management ("AuM") amounted to R\$5.9 billion as of December 31st 2010, (+50% over 2009)

Fund's Performance Strong absolute returns (YTD)

Long Only Equity: 39% (R\$) and 40% (US\$)

Hybrid Equity: 47% (US\$)
Ibovespa Index: 1% (R\$) and 1% (R\$) and 5 %(US\$)

Fees business

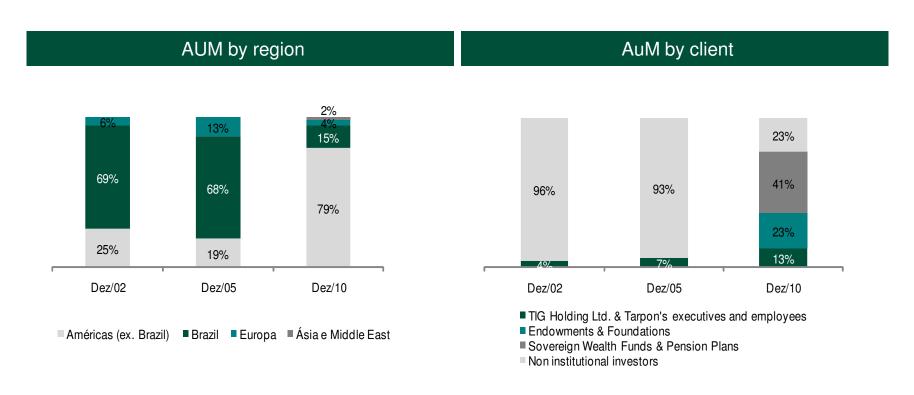
Gross revenues related to our fee business: R\$217 million in 2010 (+408% over 2010)

Net Income

R\$139 million in net revenues during 2010 (+ 768% over 2009)

## Tarpon's AuM composition

Major portion of our assets under management coming from long-standing clients. Capital from our employees and executives, together with TIG's "permanent" investments represented 13% of AuM as of December 31<sup>st</sup>, 2010.



We conduct our asset management activity through three main investment strategies:

#### Long-Only Equity Strategy

The Long-Only Equity strategy comprises the Tarpon Funds that invest exclusively in Brazilian publicly traded companies listed at the BM&FBOVESPA.

Launched in May/2002

#### **Hybrid-Equity Strategy**

The Hybrid-Equity strategy comprises the Tarpon Funds that have the flexibility to invest in either public equities or privately held companies in Brazil or Latin American countries.

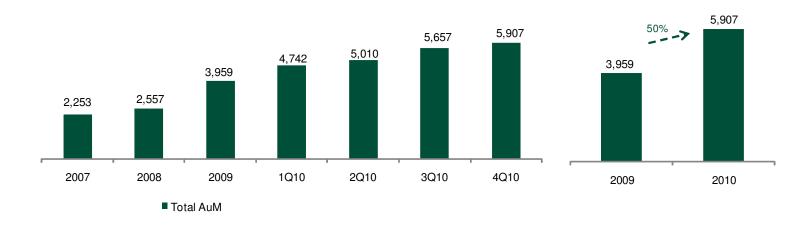
Launched in October/2006

#### Co-investment strategy

The Co-investment strategy serves as a sidecar/co-investment structure whose primary objective is to co-invest with the other Tarpon Funds in specific public and private equities.

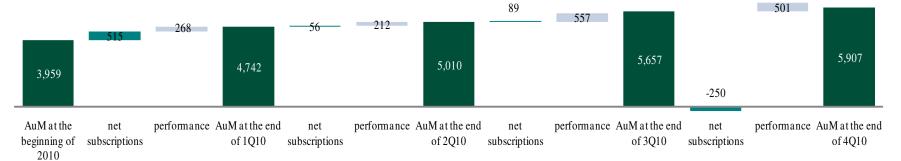
Launched in January/2010

## Historical AuM - R\$ million



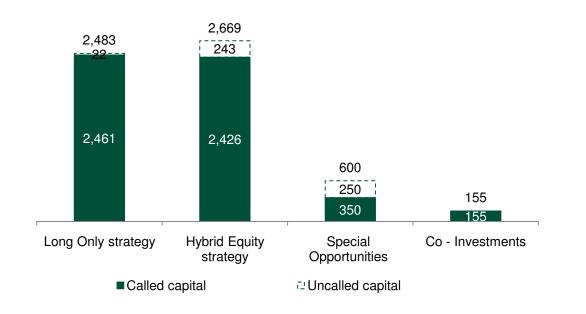
## AuM growth: performance & net commitments - R\$ million

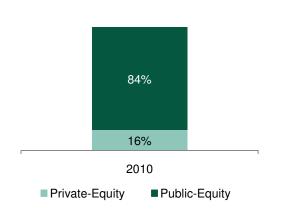
#### AuM growth during 2010 - in R\$ million



## AuM by investment strategy - R\$ million

## AuM by asset class





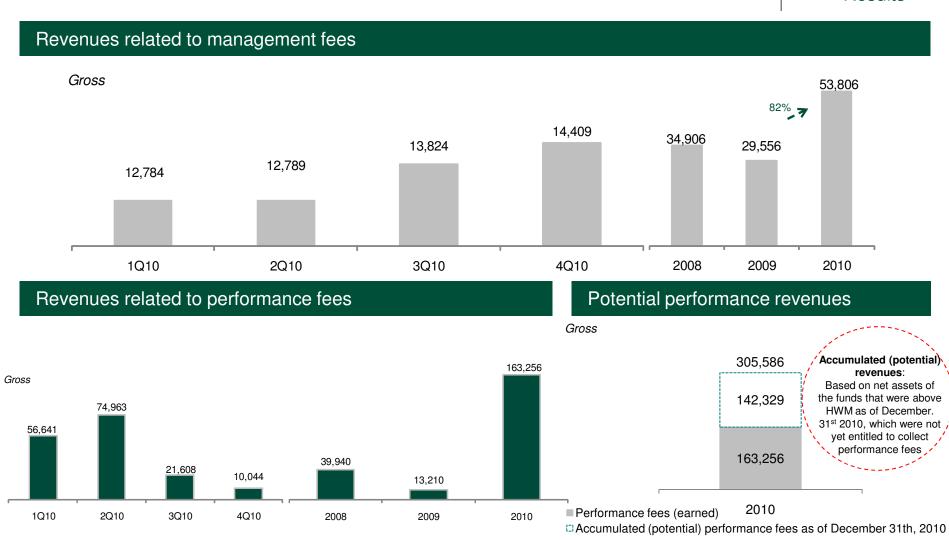
# Tarpon Funds' performance

		Performance				
Strategy	Inception	4Q10	YE 2010	2 years	5 years	Since launch (annualized)
Long-Only Equity (R\$)	May 2002	7.8%	38.8%	144.3%	263.9%	36.1%
Long-Only Equity (US\$)	May 2002	7.9%	40.3%	217.0%	352.3%	37.5%
Hybrid-Equity (US\$)	Oct. 2006	8.2%	47.1%	235.0%	-	34.0%
Stock market index		4Q10	YE 2010	2 years	5 years	Since May 2002 (annualized)
Ibovespa (R\$)		-0.1%	1.0%	84.5%	107.1%	21.8%
IBX (R\$)		1.7%	2.6%	77.3%	107.7%	24.5%
Ibovespa (US\$)		1.5%	5.5%	158.8%	191,0%	26.9%
IBX (US\$)		3.4%	7.2%	148.7%	191.8%	29.7%

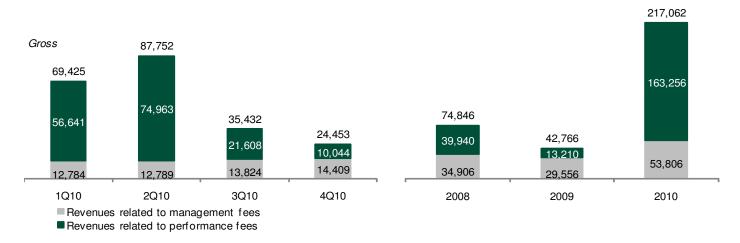
# Financial highlights – R\$ million

As of December 31st 2010, 100% of the funds' NAV

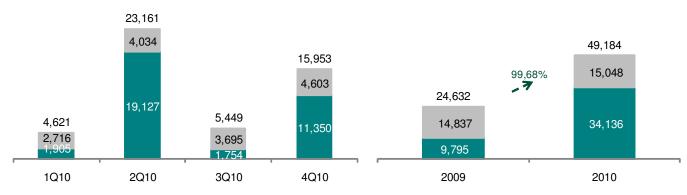
was above the high water mark



#### Total revenues



### Total operating expenses



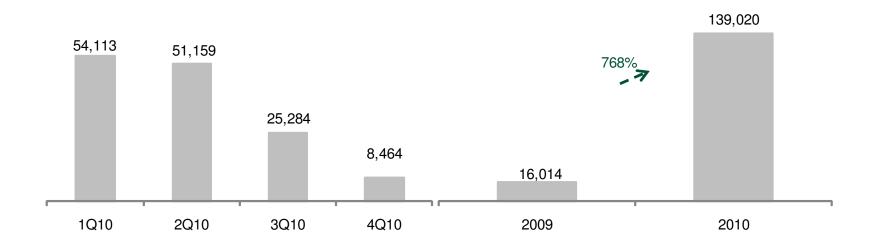
■ Non recurring expenses (variable compensation & stock option)

Recurring expenses (payroll, general administration & others)

# Financial highlights – R\$ million

2010 Results

## Net income



#### **Tarpon Investimentos S.A.**

**O/S:** 45,759,895

Stockmarket: BM&F Bovespa / Novo Mercado

Ticker: TRPN3

**Listing:** 05/26/2009

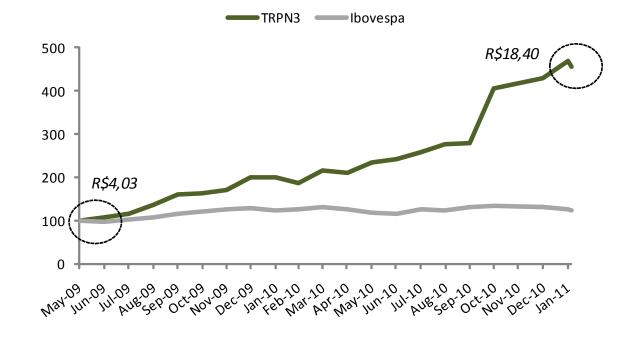
**Share Price 02/04/2011:** 18.40 **Market Cap:** R\$841,9 milhões

**Share Performance:** 

**2010:** 116%

YTD (February 4th): 6%

Since listing: 357%





Appendix – Financial Statements



## Income statement – consolidated

In R\$'000	2010	2009
Net revenues	205,820	40,551
Personnel expenses	(7,637)	(6,811)
Stock option	(7,699)	(3,227)
Administrative expenses	(6,104)	(3,895)
Variable compensation	(26,437)	(10,996)
Other income/(expense)	(1,308)	297
Results from operating activities	156,635	15,919
Financial income / (expense)	9,451	2,762
Share of profit of equity accounted investees	(125)	4,215
Profit before income tax	165,961	22,896
Income tax and social contribution	(26,941)	(4,774)
Minorities	-	(2,108)
Net income	139,020	16,014

## Cash Flow – consolidated

In R\$'000	2010	2009
Net income	139	18,122
Depreciation	122	110
Profit from equity accounted investees	125	(4,215)
Stock Option plan		3,227
Adjusted net income	156,231	17,244
Working capital	(1,289)	8,297
Trade receivables	(11,298)	(9,356)
Net cash provided by (used in) operating activities	143,644	16,185
Change in permanent assets	(1,330)	(24)
Change in financial assets	(30, 128)	(8,464)
Dividends received	-	2,850
Dividends paid	(112, 110)	(10,538)
Treasury shares	-	-
Exercise of stock option plan	176	-
Net cash provided by (used in) financing activities	(143,392)	(16,176)
Net increase (decrease) in cash and cash equivalents	252	9
Cash and cash equivalents at the beginning of the quarter/year	42	33
Cash and cash equivalents as of December 31th	294	42

## Balance Sheet – consolidated

In R\$'000	2010	2009
Assets		
Cash and cash equivalents	294	42
Financial assets measured at fair value through profit and loss	21,282	14,958
Available for sale financial assets	-	106
Trade receivables	45,217	9,984
Other assets	1,523	539
Total current assets	68,316	25,629
Investments in equity accounted investees	-	255
Property, plants and equipments	1,435	256
Total non-current assets	1,435	511
Total assets	69,751	26,140
Current liabilities		
Accounts payable	10,063	808
Current tax liabilities	6,396	2,469
Payroll accruals	1,589	5,812
Dividends payable	33,713	6,838
Total current liabilities	51,761	15,927
Equity		
Share capital	4,180	4,004
Capital reserve	2,102	2,019
Statutory reserve	30	30
Legal reserve	836	801
Equity adjustments	-	5
Stock option	10,842	3,227
Retained earnings  Total equity	- 17,990	- 10,086
	11,330	·
Minority interest in equity	-	127
Total equity and current liabilities	69,751	26,140



### **Contact Details**

2010 Results

## **Tarpon Investimentos S.A.**

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