

TARPON
INVESTIMENTOS

4Q11 EARNINGS RESULTS

February 08th, 2012

Disclaimer

This presentation may contain forward-looking statements. Such forward-looking statements are and will be subject to many risks and uncertainties relating to factors that are beyond Tarpon's ability to control or estimate precisely, such as future market conditions, competitive environment, currency and inflation fluctuations, changes in governmental and regulatory policies and other factors relating to the operations of Tarpon, which may cause actual future results of Tarpon to differ materially from those expressed or implied in such forward-looking statements

You are cautioned not to place undue reliance on these forward-looking statements. Such forward-looking statements shall not be construed as guarantee of future performance. Tarpon does not undertake to publicly review or update these forward-looking statements in view of events or circumstances occurring after the date of this presentation

This presentation does not constitute an offer, or invitation, or solicitation of an offer, to subscribe for or purchase any securities. Neither this presentation nor anything contained herein shall form the basis of any contract or commitment whatsoever

4Q11 highlights

4Q11
Results

AUM

Assets under management (“AuM”) amounted to R\$6.9 billion as of December 31st 2011, (+16% over the same period of 2010)

Fund's Performance

Absolute returns 2011
Portfolio Fund's Long Only Equity: 5.25% (R\$) and -9.80% (US\$)
Portfolio Fund's Hybrid Equity: -3.19% (US\$)
Ibovespa Index: -18.11% (R\$) and -27.26 % (US\$)

Fees business

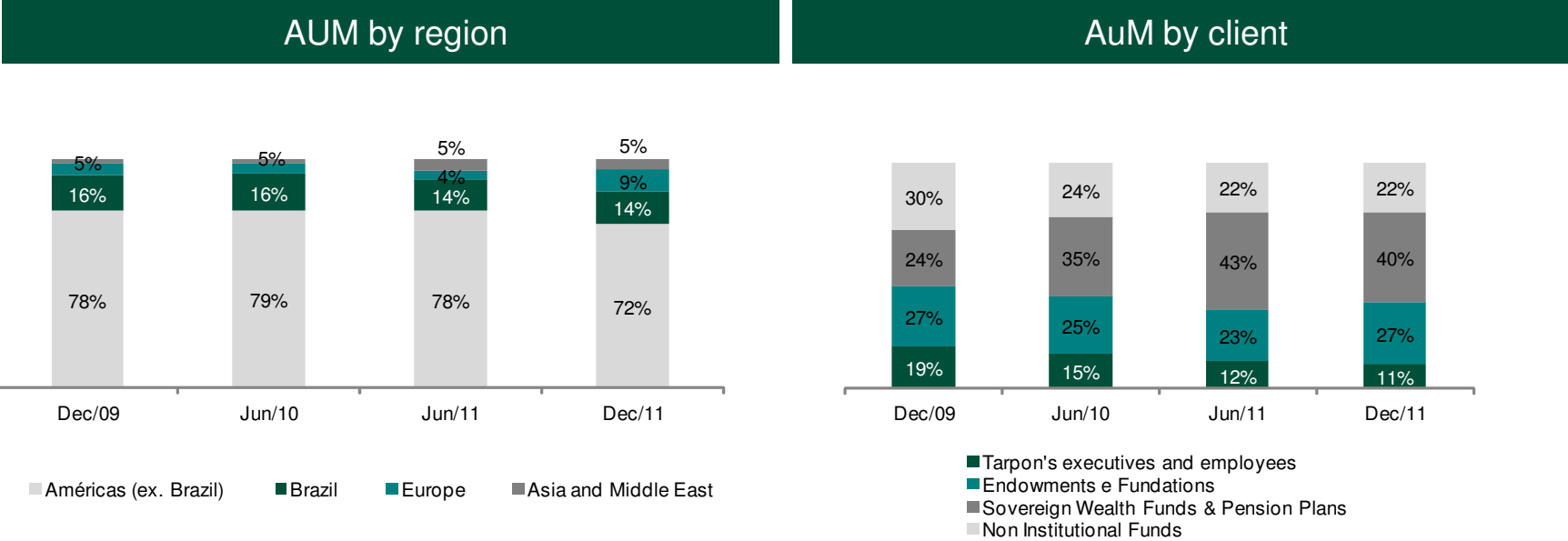
Gross revenues related to our fee business: R\$255.9 million as of December 31st 2011 (+18% over 2010)

Net Income

Net income in 2011 amounted to R\$109.5 million.

Tarpon's AuM composition

Major portion of our assets under management coming from long-standing clients. Capital from our employees and executives represented 11% of AuM as of December 31st, 2011.



Investment strategy

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

Portfolio Funds Strategy

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

Launched in May/2002

Co-investment strategy

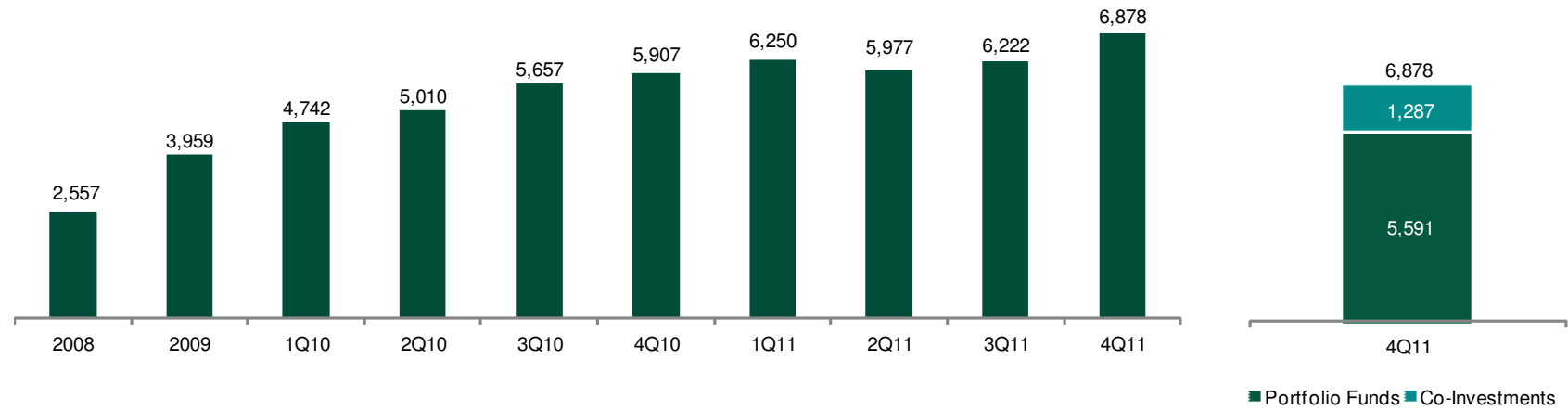
The Co-investment strategy serves as a sidecar/co-investment structure whose primary objective is to increase Tarpon's exposure to selected invested companies.

Launched in Mar/2010

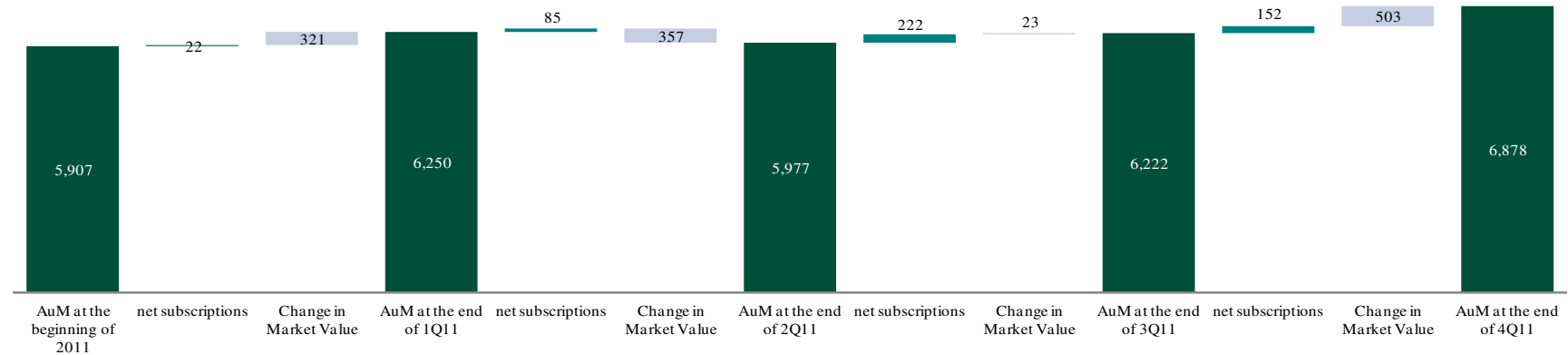
Assets under Management

4Q11
Results

Total Historical AuM - R\$ million

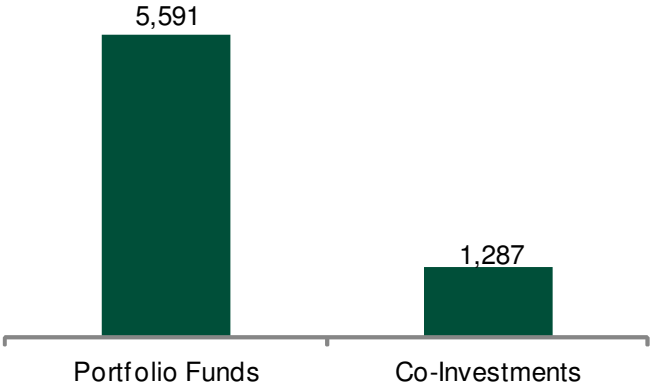


AuM growth: performance & net commitments - R\$ million

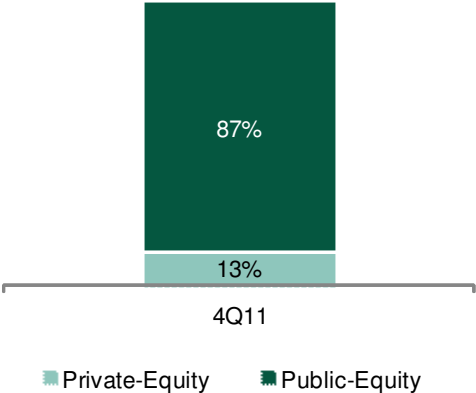


AuM by investment strategy & asset class

AuM by investment strategy - R\$ million



AuM by asset class



Tarpon Funds' performance

4Q11
Results

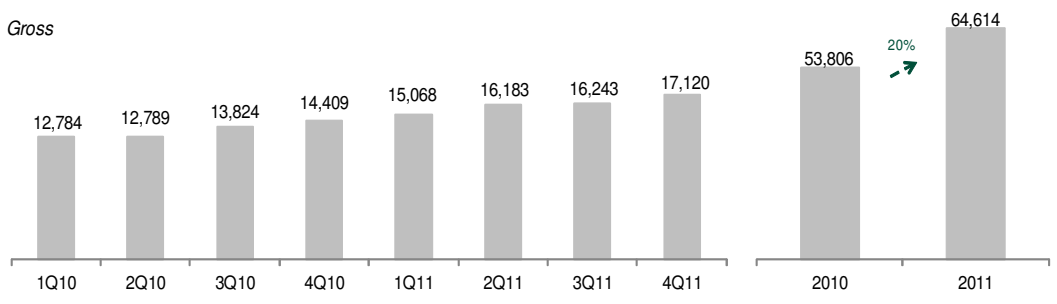
Strategy	Inception	Performance ⁽¹⁾ ⁽²⁾				
		4Q11	2011	2 years	5 years	Since launch (annualized)
Portfolio Funds Long-Only Equity (R\$)	May 2002	7.86%	5.25%	46.09%	145.67%	32.49%
Portfolio Funds Long-Only Equity (US\$)	May 2002	6.17%	-9.80%	26.54%	151.56%	31.61%
Portfolio Funds Hybrid-Equity (US\$)	Oct. 2006	7.16%	-3.19%	39.63%	175.97%	26.12%
Stock market index		4Q11	2011	2 years	5 years	
Ibovespa (R\$)		8.47%	-18.11%	-17.25%	27.61%	
IBX (R\$)		9.33%	-11.39%	-9.07%	35.28%	
Ibovespa (US\$)		7.23%	-27.26%	-23.19%	45.45%	
IBX (US\$)		8.08%	-21.29%	-15.60%	54.19%	

(1) - Performance net of fees.

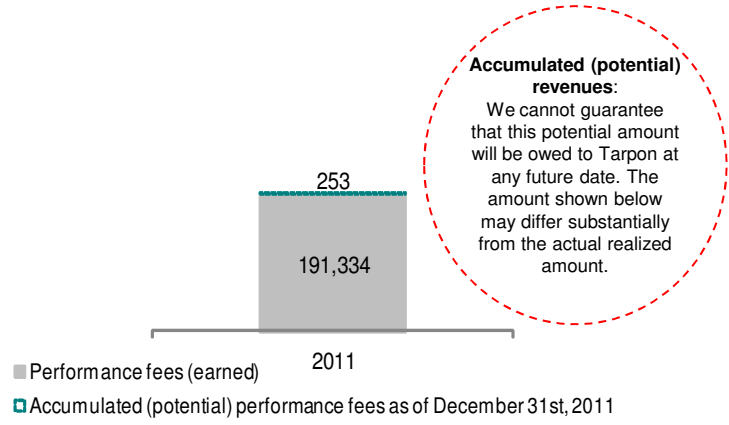
(2) - Performance up to December 31st, 2011.

Financial highlights – R\$ million

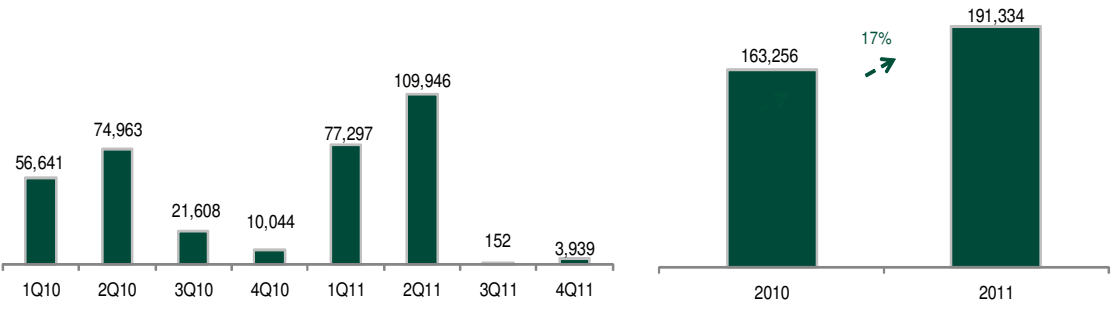
Revenues related to management fees



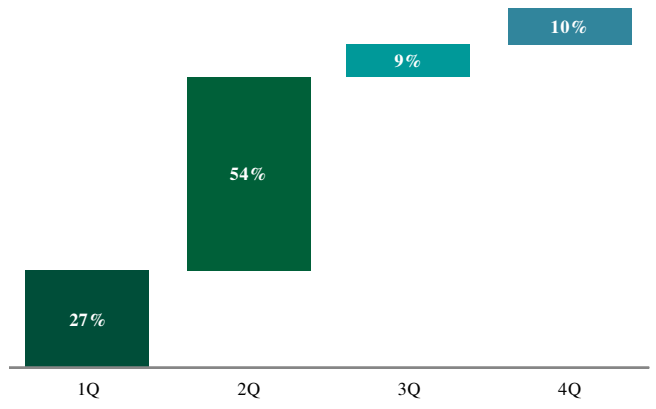
Potential performance revenues



Revenues related to performance fees

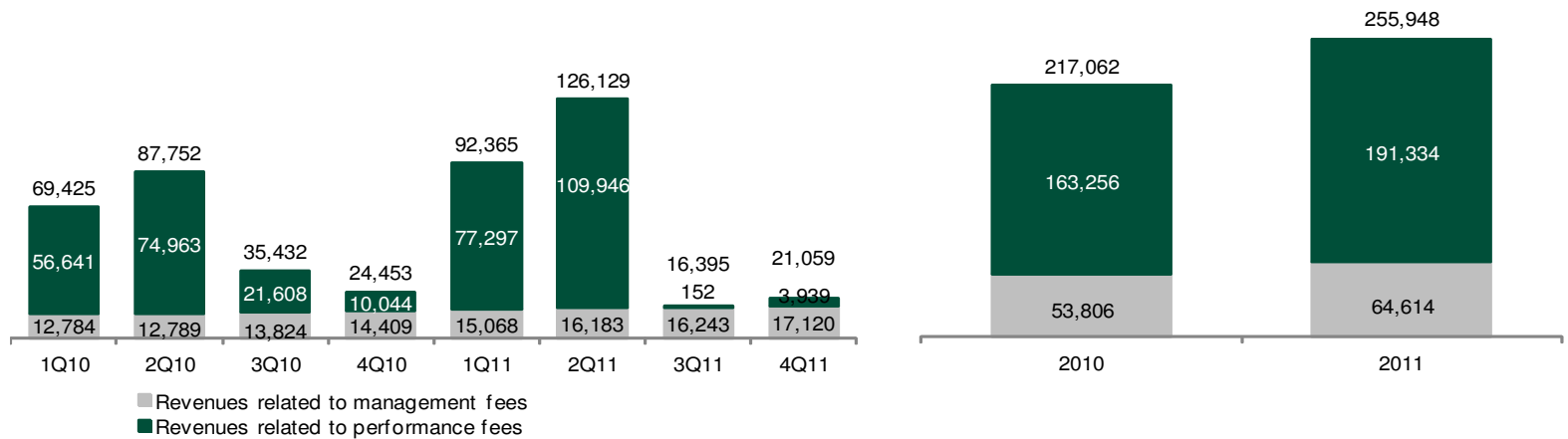


Fee Payment Schedule

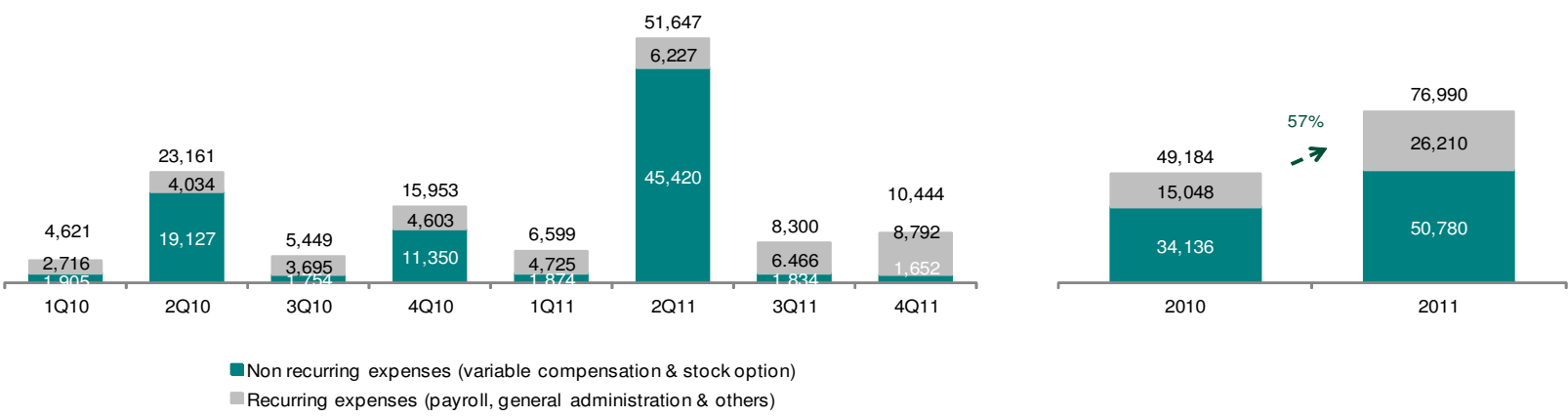


Financial highlights – R\$ million

Total revenues



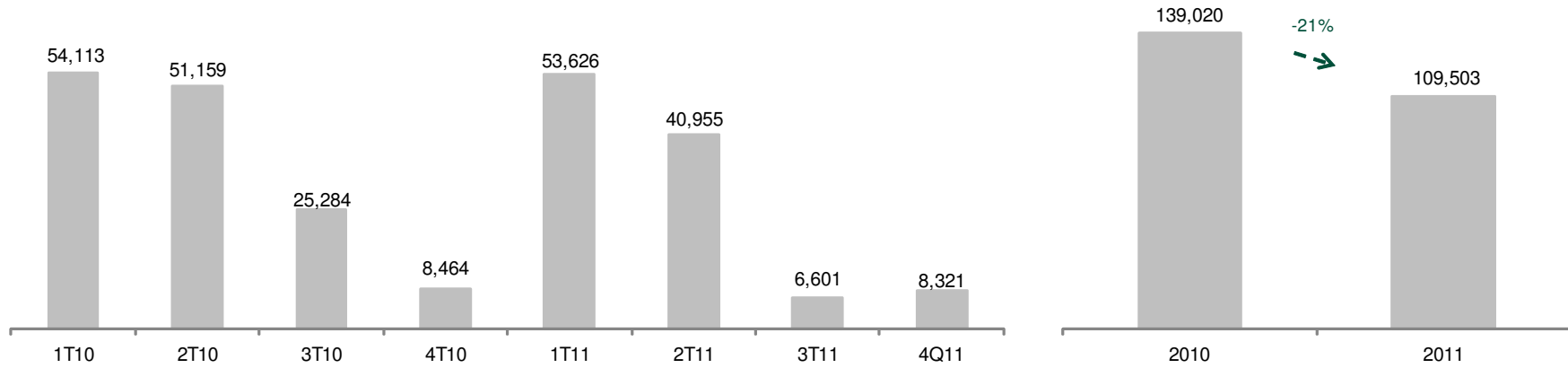
Total operating expenses



Financial highlights – R\$ million

4Q11
Results

Net income



TARPON
INVESTIMENTOS

Appendix

TRPN3 performance

4Q11
Results

Tarpon Investimentos S.A.

O/S: 48,193,455

Stockmarket: BM&F Bovespa / Novo Mercado

Ticker: TRPN3

Listing: 05/26/2009

Share Price 02/06/2012: 16.74

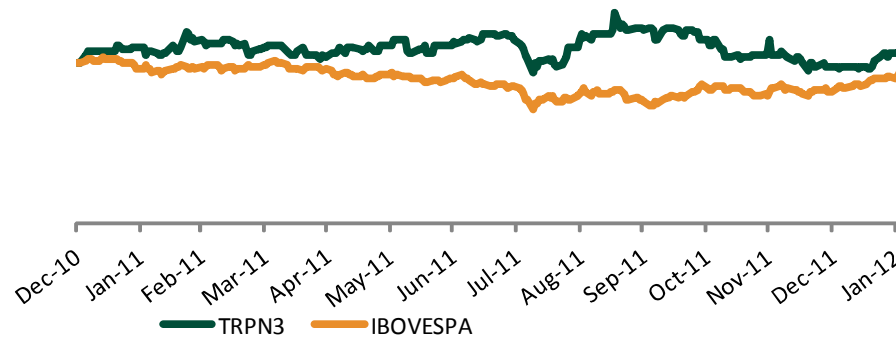
Market Cap: R\$806.8 million

Share Performance:

4Q11: -18.99%

2011: -2.64%

LTM: 6.03%



Income statement

4Q11
Results

<i>In R\$'000</i>	2011	2010
Net revenues	241,457	205,820
Personnel expenses	(12,015)	(7,637)
Stock option	(7,155)	(7,699)
Administrative expenses	(14,492)	(6,104)
Variable compensation	(43,625)	(26,437)
Other income/(expense)	135	(1,308)
Share of profit of equity accounted investees	172	(125)
Results from operating activities	164,477	156,510
Financial income / (expense)	10,222	9,451
Profit before income tax	174,699	165,961
Income tax and social contribution	(65,196)	(26,941)
Minorities	-	-
Net income	109,503	139,020

Cash Flow

4Q11
Results

<i>In R\$'000</i>	2011	2010
Net income	109,503	139,020
Depreciation	277	122
Profit from equity accounted investees	(172)	125
Stock Option plan	7,155	7,699
Change in financial assets available for sale	-	132
Adjusted net income	116,763	147,098
Working capital	19,582	7,975
Trade receivables	12,792	(11,298)
Net cash provided by (used in) operating activities	149,137	143,775
Change in permanent assets	(655)	(1,328)
Change in financial assets	(38,813)	(30,259)
Adjustment of Conversion	133	-
Dividends received	-	-
Change in investment in equity accounted investees	(786)	-
Dividends paid	(128,293)	(112,110)
Treasury shares	-	-
Exercise of stock option plan	19,356	176
Net cash provided by (used in) financing activities	(149,058)	(143,521)
Net increase (decrease) in cash and cash equivalents	79	254
Cash and cash equivalents at the beginning of the quarter/year	294	40
Cash and cash equivalents as of September 30th	373	294

Balance Sheet

4Q11
Results

<i>In R\$'000</i>	2011	2010
Assets		
Cash and cash equivalents	373	294
Financial assets measured at fair value through profit and loss	84,030	45,217
Available for sale financial assets	-	-
Trade receivables *	8,490	21,282
Other assets	30,918	1,523
Total current assets	123,811	68,316
Investments in equity accounted investees	1,091	-
Property, plants and equipments	1,682	1,435
Total non-current assets	2,773	1,435
Total assets	126,584	69,751
Current liabilities		
Accounts payable	501	9,952
Current tax liabilities	64,349	6,396
Payroll accruals	1,984	1,319
Dividends payable	8,451	33,713
Total current liabilities	75,285	51,380
Accounts payable	191	381
Total non-current liabilities	191	381
Equity		
Share capital	6,116	4,180
Capital reserve	26,507	2,102
Statutory reserve	6,116	30
Legal reserve	1,223	836
Adjustment of Conversion	133	-
Stock option	11,013	10,842
Retained earnings	-	-
Total equity	51,108	17,990
Total equity and liabilities	126,584	69,751

* As of February 6th, 2012, 100% of the trade receivables were paid.

Contact Details

4Q11
Results

Tarpon Investimentos S.A.

www.tarponinvest.com.br

Phone: +55 (11) 3074 5800

Email: ri@tarponinvest.com.br

Rafael Sonder

IR Officer

TARPON
INVESTIMENTOS

