

TARPON
INVESTIMENTOS

3Q12 EARNINGS RESULTS

November 14th, 2012

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3Q12 highlights

3Q12
Results

AUM

Assets under management (“AuM”) amounted to R\$8.1 billion as of September 30th 2012, (+30% over 3Q11)

Fund's Performance

Absolute returns in 3Q12:

- Portfolio Fund's Long Only Equity: 8.2% (R\$) and 7.4% (US\$)
- Portfolio Fund's Hybrid Equity: 7.5% (R\$) and 7.7% (US\$)
- Ibovespa Index: 8.9% (R\$) and 8.4 % (US\$)

Fees business

Gross revenues related to our fee business: R\$21.6 million in the 3Q12 and R\$81.4 million in 9M12 (-33% over 2Q12 and +31% over 3Q11)

Net Income

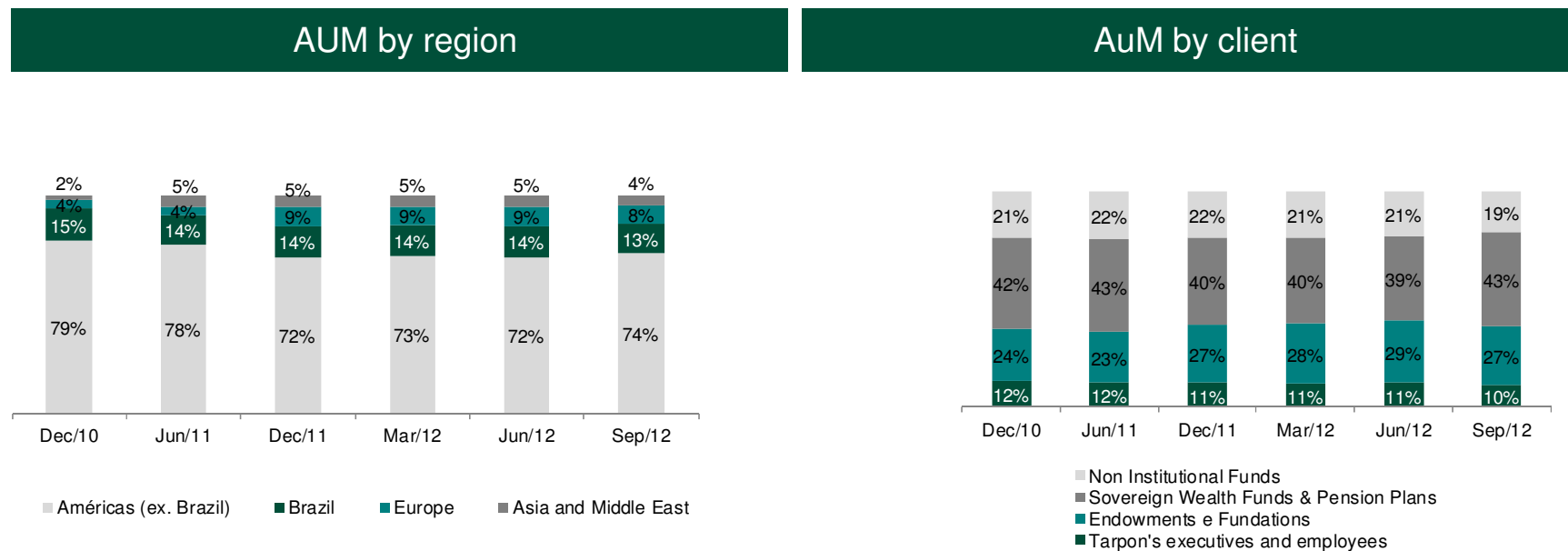
Net income in 3Q12 amounted to R\$8.1 million and R\$32.2 million in 9M12.

Tarpon Partners

On September 2012, Tarpon announced a new fund complex named “Tarpon Partners” with total assets of R\$2.5 billion, 20.8% of which is new commitments.

Tarpon's AuM composition

Major portion of our assets under management coming from long-standing clients.
Capital from our employees and executives represented 10% of AuM as of September 30th, 2012.



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

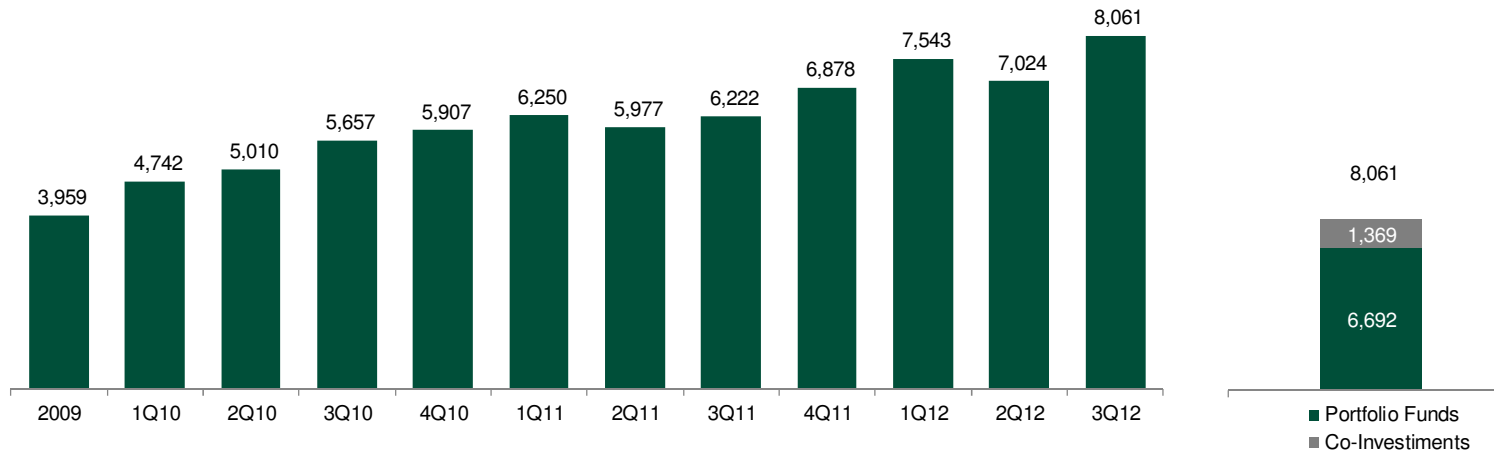
The Co-investment strategy serves as a sidecar/co-investment structure whose primary objective is to increase Tarpon's exposure to selected invested companies.

Launched in Mar/2010

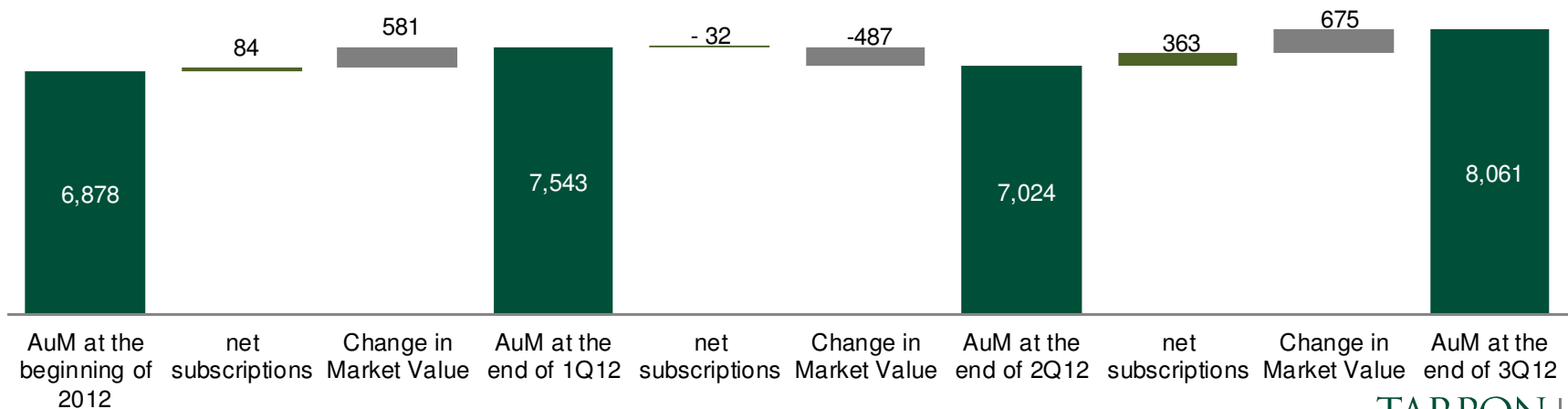
Assets under Management

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Total Historical AuM - R\$ million



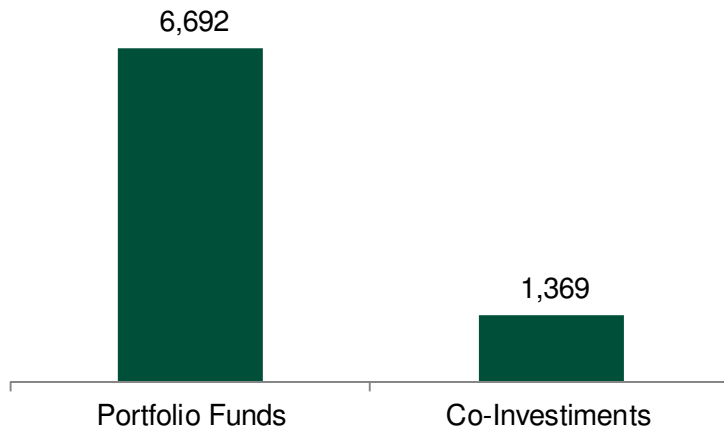
AuM growth: performance & net commitments - R\$ million



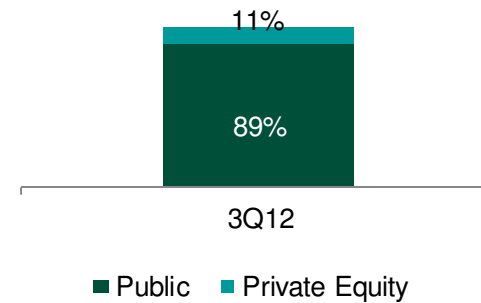
AuM by investment strategy & asset class

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AuM by investment strategy - R\$ million



AuM by asset class



Tarpon Funds' performance

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Strategy	Inception	Performance ^{(1) (2)}				
		3Q12	2012	2 years	5 years	Since launch (annualized)
Portfolio Funds Long-Only Equity (R\$)	May 2002	8.15%	10.29%	25.12%	110.10%	31.04%
Portfolio Funds Long-Only Equity (US\$)	May 2002	7.39%	1.58%	-1.16%	79.48%	29.21%
Portfolio Funds Hybrid-Equity (R\$)	Oct. 2011	7.47%	8.35%	-	-	8.62%*
Portfolio Funds Hybrid-Equity (US\$)	Oct. 2006	7.69%	-0.08%	5.47%	90.59%	22.50%
Stock market index		3Q12	2012	2 years	5 years	
Ibovespa (R\$)		8.87%	4.27%	-14.77%	-2.13%	
IBX (R\$)		5.81%	6.39%	-4.06%	5.46%	
Ibovespa (US\$)		8.37%	-3.68%	-28.89%	-11.37%	
IBX (US\$)		5.33%	-1.72%	-19.95%	-4.49%	

(1) - Performance net of fees.

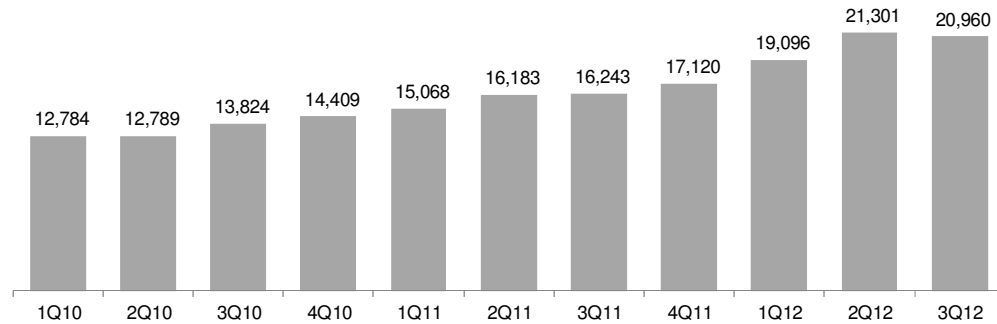
(2) - Performance up to September 30th, 2012.

* - Performance calculated since the beginning of the strategy, October 26th, 2011

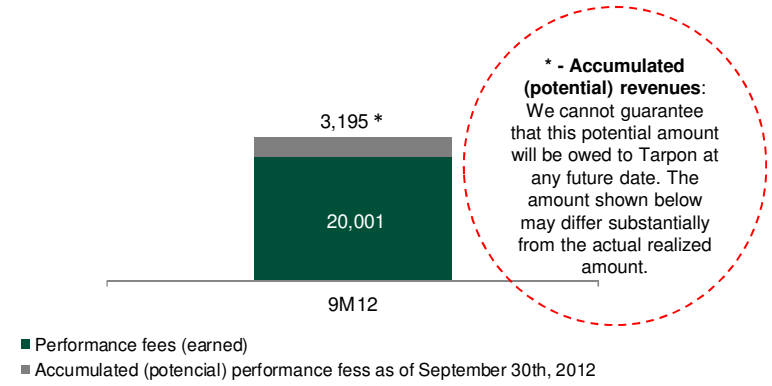
Financial highlights – R\$ million

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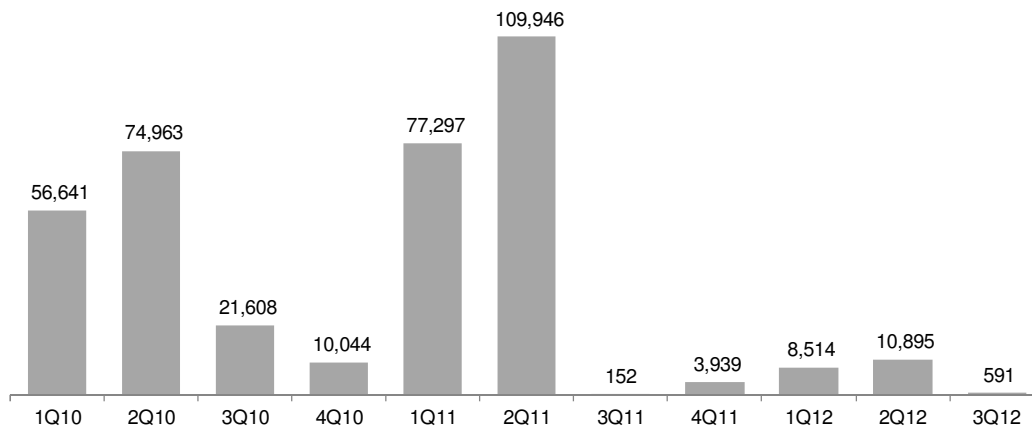
Revenues related to management fees



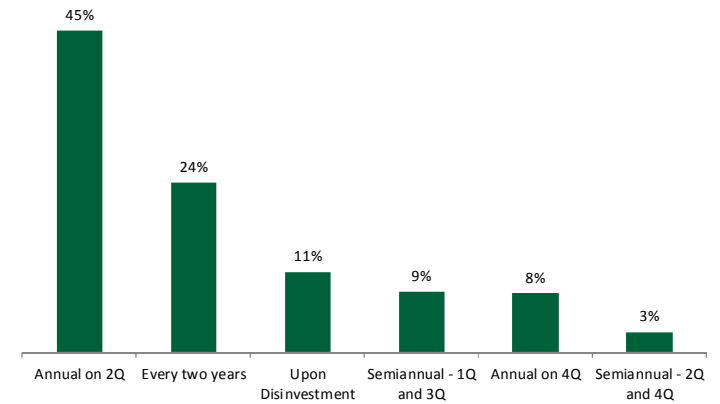
Potential performance revenues



Revenues related to performance fees



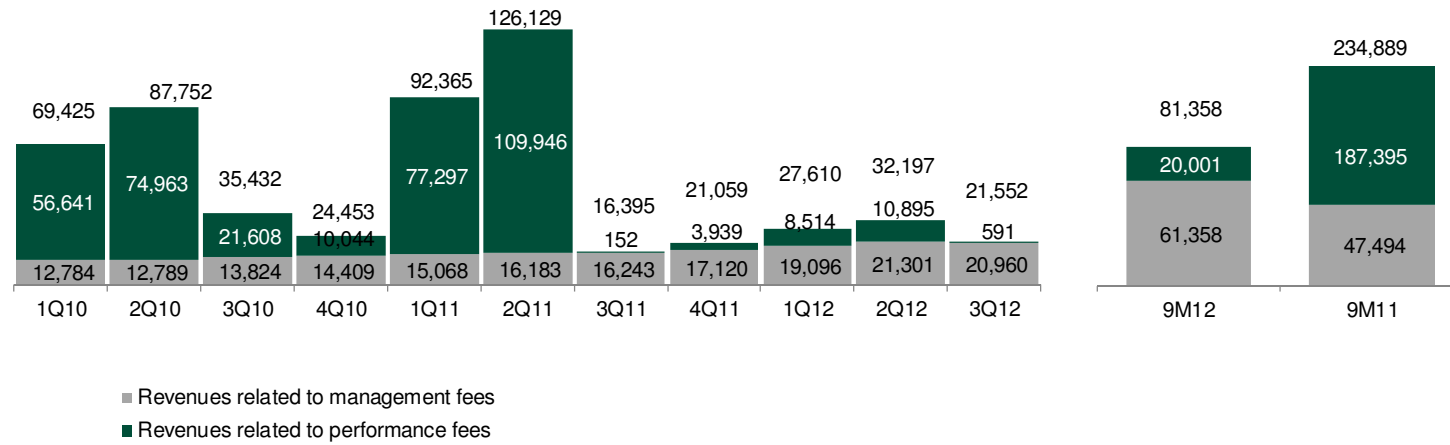
Fee Payment Schedule



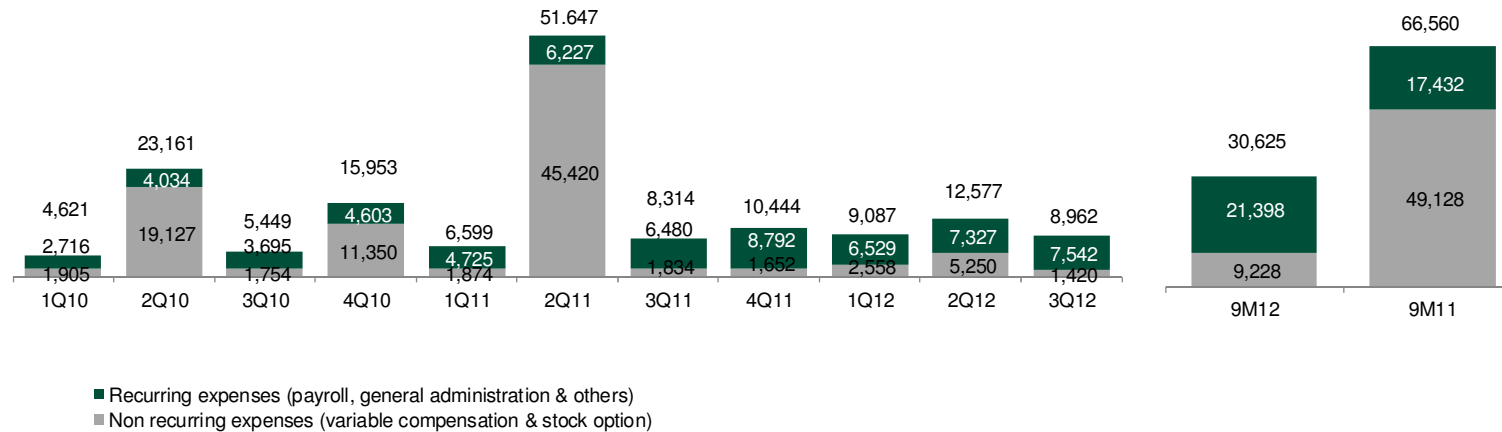
Financial highlights – R\$ million

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Total revenues



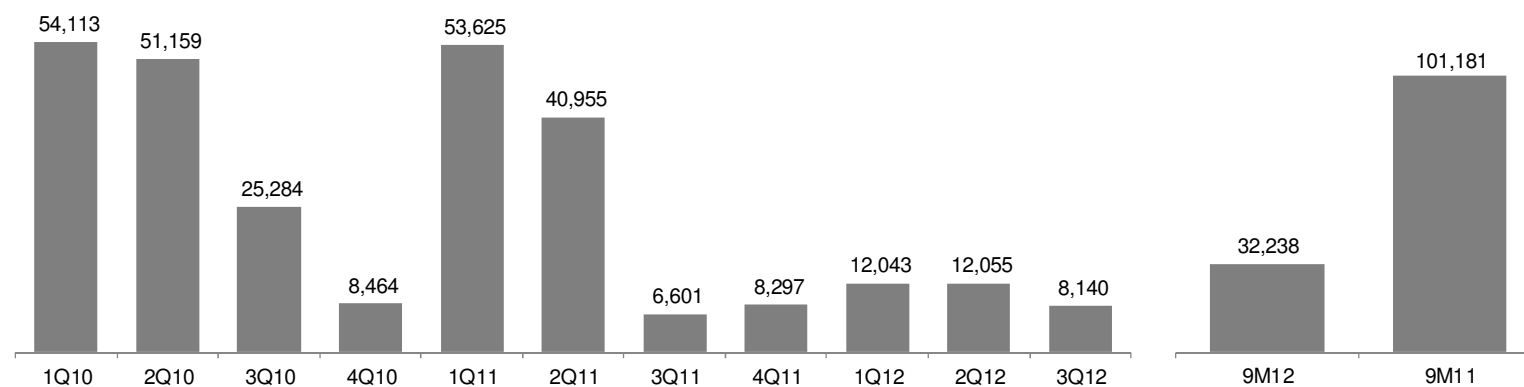
Total operating expenses



Financial highlights – R\$ million

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Net income



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Appendix

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TRPN3 performance

Tarpon Investimentos S.A.

O/S: 47,849,129

Stockmarket: BM&F Bovespa / Novo Mercado

Ticker: TRPN3

Listing: 05/26/2009

Share Price 11/12/2012: 14.75

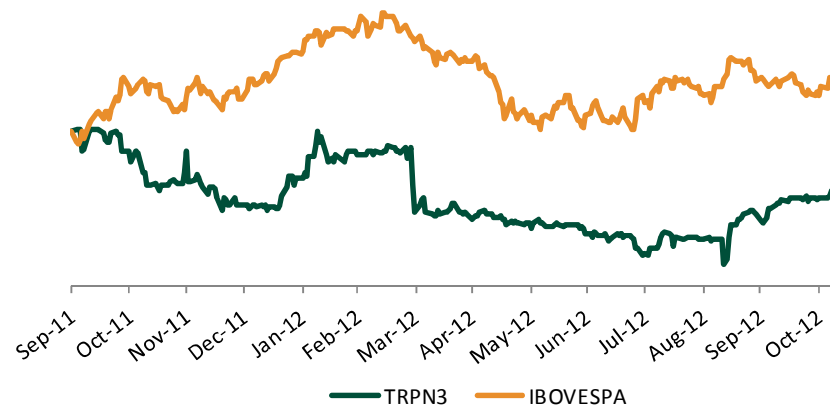
Market Cap: R\$705.8 million

Share Performance:

3Q12: 7.37%

YTD (November 12th): 4.20%

LTM: -21.20%



Income statement

3Q12
Results

<i>In R\$'000</i>	3Q12	3Q11	9M12	9M11
Net revenues	20,995	15,419	78,533	221,829
Personnel expenses	(3,408)	(3,581)	(10,101)	(8,691)
Stock option	(1,420)	(1,834)	(5,064)	(5,503)
Administrative expenses	(3,044)	(2,861)	(9,490)	(8,500)
Variable compensation	-	-	(3,975)	(43,625)
Other income/(expense)	(1,090)	(38)	(1,995)	(241)
Results from operating activities	12,034	7,105	47,908	155,269
Financial income / (expense)	1,151	3,935	3,709	7,890
Profit before income tax	13,185	11,040	51,617	163,159
Income tax and social contribution	(5,045)	(4,439)	(19,379)	(61,978)
Net income	8,140	6,601	32,238	101,181

Cash Flow

3Q12
Results

<i>In R\$'000</i>	9M12	9M11
Net income	32,238	101,181
Depreciation	375	195
Stock Option plan	5,064	5,503
Change in translation reserve	(293)	-
Deferred taxes	(3,654)	-
Adjusted net income	33,730	106,879
Working capital	(23,005)	20,591
Trade receivables	4,126	15,593
Net cash provided by (used in) operating activities	14,851	143,063
Change in permanent assets	(234)	(703)
Change in financial assets	52,188	(33,434)
Adjustment of Conversion	469	133
Dividends paid	(16,408)	(128,293)
Exercise of stock option plan	5,121	19,356
Treasury shares	(48,753)	-
Net cash provided by (used in) financing activities	(7,617)	(142,941)
Net increase (decrease) in cash and cash equivalents	7,234	122
Cash and cash equivalents at the beginning of the quarter/year	479	294
Cash and cash equivalents at the end of Quarter	7,713	416

Balance Sheet

3Q12
Results

<i>In R\$'000</i>	2012	2011
Assets		
Cash and cash equivalents	7,713	479
Financial assets measured at fair value through profit and loss	31,842	84,030
Financial assets derivatives	246	-
Trade receivables *	4,832	8,958
Deferred taxes	3,654	-
Other assets	15,698	30,955
Total current assets	63,985	124,422
Property, plants and equipments	2,073	2,253
Total non-current assets	2,073	2,253
Total assets	66,058	126,675
Current liabilities		
Accounts payable	558	592
Current tax liabilities	25,708	64,349
Payroll accruals	2,563	1,984
Dividends payable	-	8,451
Total current liabilities	28,829	75,376
Accounts payable	25	191
Total non-current liabilities	25	191
Equity		
Share capital	6,216	6,116
Capital reserve	7,961	26,507
Statutory reserve	3,316	6,116
Legal reserve	1,223	1,223
Treasury shares	(19,446)	-
Equity adjustments	47	-
Adjustment of Conversion	469	133
Stock option	13,137	11,013
Retained earnings	24,281	-
Total equity	37,205	51,108
Total equity and liabilities	66,058	126,675

* As of November 14th, 2012, 100% of the trade receivables were paid.

Contact Details

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Tarpon Investimentos S.A.

www.tarponinvest.com.br

Phone: +55 (11) 3074 5800

Email: ri@tarponinvest.com.br

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