BTG Pactual – Earnings Release

Fourth Quarter 2013

February 18, 2014

Highlights

Rio de Janeiro, Brazil, February 18, 2014 - Banco BTG Pactual S.A. ("Banco BTG Pactual") and BTG Pactual Participations Ltd. ("BTGP", and together with Banco BTG Pactual and their respective subsidiaries, "BTG Pactual") (BM&FBOVESPA: BBTG11 and Euronext: BTGP) today reported combined adjusted total revenues of R$1,798.9 million and combined net income of R$767.9 million for the quarter ended December 31, 2013. For the full year of 2013, combined adjusted total revenues were R$5,914.0 million and combined net income was R$2,775.4 million.

Net income per unit and annualized return on average shareholders' equity (ROAE) of BTG Pactual were R$0.85 and 19.3%, respectively, for the quarter ended December 31, 2013 and R$3.07 and 18.4%, respectively, for the year ended on such date.

As of December 31, 2013, total assets for BTG Pactual were R$179.1 billion, a decrease of 3% from September 30, 2013, and the BIS capital ratio for Banco BTG Pactual was 17.8%.

BTG Pactual Financial Summary and Key Performance Indicators

Highlights and KPIs (unaudited) *(in R$ million, unless otherwise stated)*	Quarter			Year to Date	
	4Q 2012	3Q 2013	4Q 2013	2012	2013
Total revenues	1,891	1,417	1,799	6,817	5,914
Operating expenses	(867)	(502)	(880)	(2,749)	(2,548)
Of which fixed compensation	(103)	(133)	(135)	(326)	(494)
Of which variable compensation	(222)	(121)	(400)	(1,169)	(947)
Of which non compensation	(542)	(247)	(345)	(1,254)	(1,107)
Net income	**854**	**746**	**768**	**3,256**	**2,775**
Net income per unit (R$)	0.94	0.82	0.85	3.60	3.07
Annualized ROAE	**25.1%**	**19.4%**	**19.3%**	**28.7%**	**18.4%**
Cost to income ratio	46%	35%	49%	40%	43%
Coverage ratio	296%	169%	195%	230%	196%
Shareholders' equity	**14,145**	**15,726**	**16,091**		
BIS Capital Ratio (Banco BTG Pactual only)	17.3%	18.1%	17.8%		
Total assets (in R$ billion)	150.8	184.6	179.1		
AuM and AuA (in R$ billion)	170.7	188.8	189.5		
WuM (in R$ billion)	62.2	65.5	67.6		

Performance

For the 4Q 2013, we achieved an annualized ROAE of 19.3% and net income of R$767.9 million. Revenues in the quarter were 27% above 3Q 2013 and net income was 3% above the same period. While our revenue mix was in line with the full year trend for most of the business units, Principal investments, comprised of the Global Markets, Merchant Banking and Real Estate, delivered a particularly strong quarter. In the other hand, Investment Banking had lower revenues, due to a lower number of M&A transactions closed and to weaker capital markets activity in the period. For the full year 2013, our client facing businesses have delivered significant growth when compared to the previous year, revenues grew 15%, our AuM grew 11%, and WuM increased 9% when compared to the previous year. Revenues from our Principal Investments unit fell by 73%, which highlights the favorable market environment in 2012, when we were able to deploy more capital in Global Markets, compared to the challenging scenario in 2013, where we remained more risk averse.

Our costs continue to be under control. In the 4Q 2013 our operating expenses reached R$879.8 million, a 75% increase when compared to the 3Q 2013, mainly due to an increase in our bonus expenses, and remained flat when compared with the 4Q 2012. As a result, for the 4Q 2013, our cost to income ratio was 48.9%, our compensation ratio was 29.7% and our coverage ratio was 195.3%. For the full year 2013, such ratios were 43.1%, 24.4% and 195.5%, respectively; in line in comparison with the full year 2012 ratios.

As a result, our net income reached R$767.9 million in 4Q 2013, up 3% from the 3Q 2013, and down 10% compared to the 4Q 2012. For the full year 2013, our net income reached R$2,775.4 million, a 15% decrease when compared to the previous calendar year. Our effective income tax rate for the year was 17.5%.

Our shareholder's equity grew 2% from R$15.7 billion at the end of the 3Q 2013 to R$16.1 billion at the end of the 4Q 2013 already taking into account the negative impact of R$24.2 million from other comprehensive income (OCI) in the quarter. During the year, our shareholder's equity grew 14% when compared to December 31, 2012, taking into account the announced dividends and JCP of R$694.6 million.

BTG Pactual's AuM and AuA ended the quarter at R$189.5 billion, stable when compared to the end of the 3Q 2013, and WuM ended the period at R$67.6 billion, representing a 3% increase from the end of the 3Q 2013.

"2013 was a challenging year for the global capital markets, with significant macroeconomic events influencing markets and investor's confidence around the globe. In this adverse scenario, we were able to deliver a consistent performance throughout the year, with the 4Q 2013 being our best quarter in terms of top and bottom line results. We have made important investments in the consolidation and expansion of our platform. Our Latin American offices are now fully integrated into our operation, including our recently launched Mexican broker dealer. We have successfully built up our commodities sales and trading platform, also fully integrated into the bank, where we are now trading in grains, base metals and energy markets with our clients. In addition, we have further expanded our Asset Management business capabilities in strategic fronts such as real estate, timber, equities and credit, amongst other." said André Esteves, CEO of the Group

Relevant Events

In January 2014, Fitch Ratings has changed our rating outlook from Stable to Positive and it has affirmed the ratings of Banco BTG Pactual and BTGI. Fitch's drivers for the positive rating outlook were the diversification of our business franchise, consolidation of our leadership in Latin America, while preserving adequate leverage metrics and profitability. Fitch also acknowledged our sound profitability along the economic cycles; fostered growth supported by management expertise and improvement in liquidity policies and metrics.

In December 2013, Banco BTG Pactual and its subsidiaries applied to the Fiscal Recovery Program (REFIS), established by Law n° 12,865. REFIS allows for the settlement of tax disputes with reduced penalties and interest charges. Our REFIS election has resulted in an after tax loss of R$32.2 million recorded in the 4Q 2013.

Global Market and Economic Analysis

The quarter was marked by the growth dynamics and monetary policy in the US. The government shutdown and the risk of a default by the US government weighed on the market prices during the first half of October. However, as the budget deadlock was solved and the economic growth in the US surprised on the upside GDP forecasts for 2013 and 2014 were raised. In December the Fed took the decision to cut its monthly asset purchase by $10bn but strengthened its forward rate guidance on rates to minimize the impact on markets.

As a consequence of the above developments, the US 10 year Treasury yield ended the year at 3.03%, the highest level since July 2011 and the USD appreciated against the major EM currencies. Countries as dissimilar as Indonesia, Turkey and Brazil had their currencies depreciated in excess of 6%. In the Brazilian case, depreciation was also caused by idiosyncratic factors. The Brazilian Central Bank extended its FX intervention program until June 2014 but reduced the weekly dollar sales, frustrating market expectations of larger interventions in exchange markets. The current account deficit reached 3.7% of GDP, a marked deterioration from the previous year (2.4%), showing that more depreciated exchange rate was needed to correct imbalances. Finally, the worse than expected fiscal primary surplus raised the probability of a downgrade. In spite of one-off events like the Libra pre-salt oil field auction and by the debt negotiation program, the primary surplus for the year was 1.9% of GDP, a substantial decline from the previous year (2.4%).

The last quarter of the year also exhibited a disparity between equity markets of developed and emerging market economies. Better growth prospects and still expansive monetary policies in the US led to a 9.9% increase in S&P. Aggressive monetary expansionary in Japan and the perception that the worst was over in Europe led to increases of 10.4% in the DAX and 12.7% in the Nikkei. The emerging markets equity performance, however, disappointed as the economic growth surprised on the downside. The MSCI index increased by 1.5% while in Brazil the Ibovespa declined 1.6%.

Inflation in developed economies has continued to come in lower than expected. In the US, the Core PCE (the Fed’s preferred inflation measure) ended the year at 1.2%, well below their target of 2%. In Europe, the CPI and the Core CPI ended the year at 0.8% and 0.7%, respectively, raising the probability of another rate cut by the ECB (the European Central Bank). In Brazil, however, inflation ended the year at 5.91%, slightly higher than the previous year (5.84%). The core CPI and the high diffusion index suggest that the inflation pressures in Brazil will persist. As a consequence, the Central Bank maintained the tightening process. The Selic rate ended the year at 10% and in January 2014 the Central Bank increased it to 10.5%. As of now the tightening cycle has already totaled 325bp.

In Investment Banking, the highlights of the quarter were related to an even more active M&A background and a still challenging environment in capital markets. M&A has posted abnormally high volumes in 4Q 2013 in both Brazil and LatAm, driven among others by large transactions such as various infrastructure auctions in Brazil and the announced merger between Oi and Portugal Telecom. Equity Capital Markets have improved only marginally despite continued instability. ECM volumes in LatAm were flat qoq, and Brazil, while volumes have grown fourfold from 3Q 2013, are still at low levels and driven by a handful of transactions. Finally, DCM markets have shown weaker volumes in both Brazil and LatAm if compared to the earlier quarters of the year, largely reflecting general market instability.

Combined Adjusted Revenues

Revenues in the 4Q 2013 were up 27% when compared with the 3Q 2013. For 2013, revenues decreased 13% when compared 2012, mainly due to the results of our Principal Investments unit, although our client facing businesses continued to grow and present solid revenues.

Combined Adjusted Revenues (unaudited)	Quarter			4Q 2013 % change to		Year to Date		2013 % change to
(in R$ million, unless otherwise stated)	4Q 2012	3Q 2013	4Q 2013	4Q 2012	3Q 2013	2012	2013	2012
Investment Banking	121	131	50	-59%	-62%	448	459	3%
Corporate Lending	182	186	187	3%	1%	564	767	36%
Sales and Trading	215	258	339	58%	31%	1,517	1,729	14%
Asset Management	637	223	480	-25%	116%	1,190	1,172	-2%
Wealth Management	74	93	90	21%	-3%	202	385	91%
Principal Investments	512	292	474	-8%	62%	2,338	620	-73%
Banco Pan	(32)	(26)	(82)	n.a.	n.a.	(244)	(124)	n.a.
Interest and Other	182	260	261	43%	0%	802	904	13%
Total revenues	**1,891**	**1,417**	**1,799**	**-5%**	**27%**	**6,817**	**5,914**	**-13%**

Investment Banking

The tables below present details related to announced transactions in which BTG Pactual participated:

BTG Pactual Announced Transactions (unaudited)	Number of Transactions(1),(3)			Value(2),(3) (US$ mln)		
	4Q 2012	3Q 2013	4Q 2013	4Q 2012	3Q 2013	4Q 2013
Financial Advisory (M&A)(4)	15	17	16	3,089	7,896	19,855
Equity Underwriting (ECM)	9	5	5	1,006	617	494
Debt Underwriting (DCM)	13	8	18	1,401	1,468	1,779

BTG Pactual Announced Transactions (unaudited)	Number of Transactions(1),(3)		Value(2),(3) (US$ mln)	
	2012	2013	2012	2013
Financial Advisory (M&A)(4)	87	56	28,869	36,133
Equity Underwriting (ECM)	16	22	1,771	2,820
Debt Underwriting (DCM)	48	56	5,732	6,994

Source: Dealogic for ECM, M&A and International Brazilian DCM and Anbima for Local Brazilian DCM

Note:

(1) Equity underwriting and debt underwriting represent closed transactions. Financial advisory represents announced M&A deals, which typically generate fees upon their subsequent closing.

(2) Local DCM transactions were converted to U.S. Dollars using the end of quarter exchange rates.

(3) Market data from previous quarters might vary in all products, due to potential inclusion and exclusions.

(4) M&A market data for previous quarters may vary because: (i) deal inclusions might be delayed in any moment, (ii) canceled transactions will be withdrawn from the rank, (iii) transaction value might be revised and (iv) transaction enterprise values might change due to debt inclusion, which usually occurs some weeks after the transaction is announced (mainly for non-listed targets)

Investment Banking 2013 market share highlights

- M&A: #1 in number of announced transactions and transaction volumes in Brazil and Latin America
- ECM: #1 in number of transactions in Brazil and LatAm #1 in transaction volumes in LatAm
- DCM: #3 in number of transactions for International Brazilian DCM #4 in transaction volumes for Local Brazilian DCM

4Q 2013 vs. 3Q 2013

Investment Banking had a weaker performance during the quarter, with revenues of R$49.7 million, a 62% decrease from the 3Q 2013. The decrease was attributable to lower revenues in all of the three business lines. Financial advisory revenues decreased, due to small number of transactions effectively closed in the period, even though we had still sound market activity, and kept our strong market share in number of announced transactions. In equity underwriting, our revenues marginally decreased. Our DCM revenues were lower, when compared to the previous quarter, due to the slower market activity (both for Brazilian and International DCM) in the period.

4Q 2013 vs. 4Q 2012

Revenues decreased 59% when compared with the 4Q 2012, with the revenue decline occurring in all of the three business lines. Our ECM revenues and market share has decreased in the comparison with 4Q 2012. Our DCM revenues also reduced, mainly due to lower market activity, and our Financial Advisory revenues decreased due to smaller number of transactions closed in the period even though still sound market activity and market share remained at high levels.

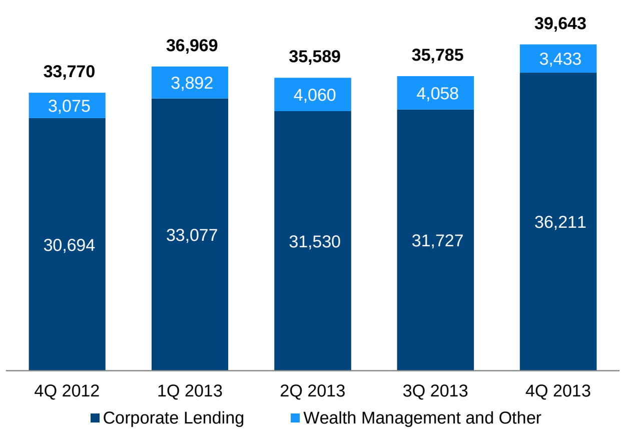
2013 vs.2012

Investment Banking revenues grew 3% in 2013 when compared to 2012. This growth was mainly attributable to the strong performance of DCM, where we had a considerable market share gain in the period, especially in International DCM. Such growth in revenues was partially offset by a small decrease in financial advisory income, mainly due to the recognition of significant revenues from transactions that closed in 2012. ECM revenues in the full year 2013 were in line with the previous year while our market share in ECM has expanded, despite a weaker activity in ECM in 2013 when compared to 2012.

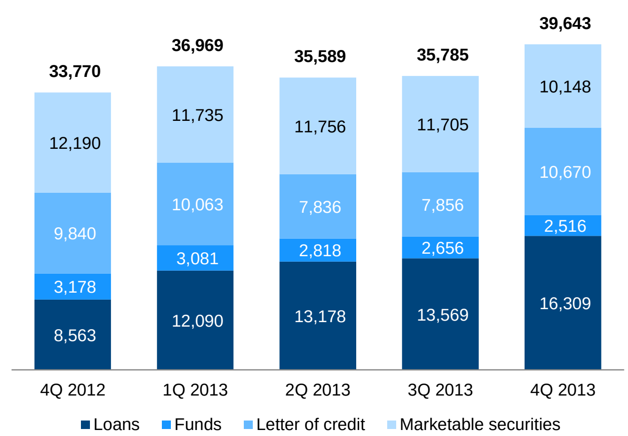
Corporate Lending

BTG Pactual Broader Credit Portfolio

Broader Credit Portfolio Breakdown By Area
(in R$ million)



Broader Credit Portfolio By Product
(in R$ million)



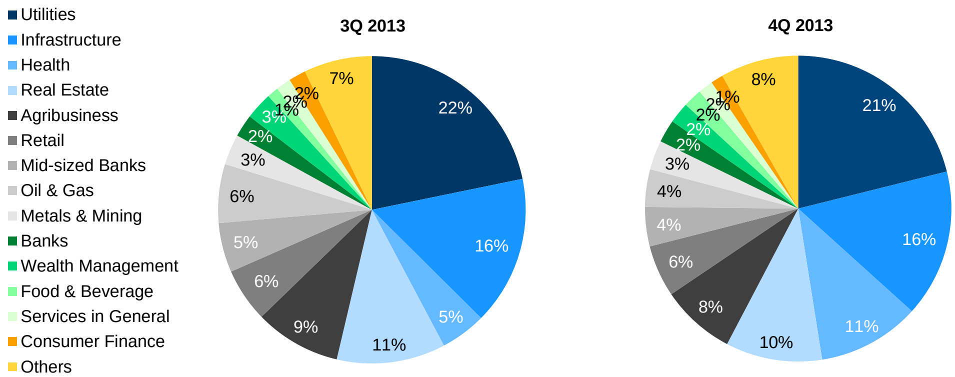
Notes:
(1) Other: includes interbank deposits, Merchant Banking structured transactions and others
(2) Wealth Management impacts WM results, other impacts Sales and Trading and Merchant Banking results

Our broader credit portfolio is composed of loans, receivables, advances in foreign exchange contracts, letters of credit and marketable securities bearing credit exposures (including debentures, promissory notes, real estate bonds, and investments in credit receivable funds – FIDCs).

The balance of our broader credit portfolio as of the end of the 4Q 2013 was 11% higher than at the end of the 3Q 2013, mainly due to direct loans and off balance sheet credit commitments linked with capital market transactions. For the full year 2013, we continued to develop our Corporate Lending business, which experienced significant growth in LatAm outside of Brazil, already an important source of origination for us. During the year, we have applied more selective standards for liquidity and returns

Broader Credit Portfolio By Industry

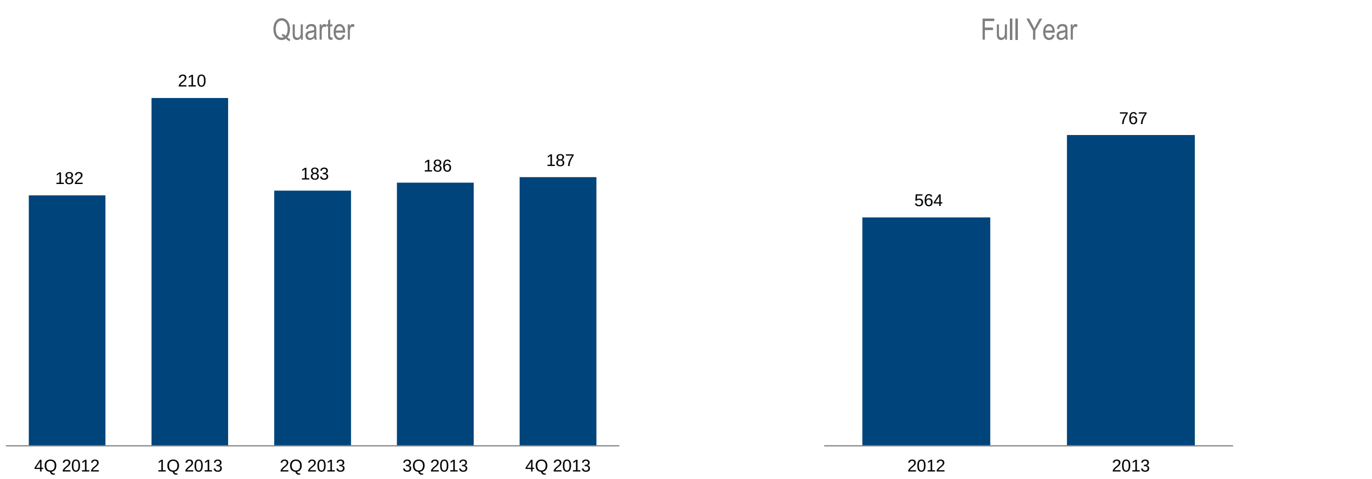
(% of total in values)



Corporate Lending Detailed Results

Revenues

(in R$ million)



4Q 2013 vs. 3Q 2013

Revenues from Corporate Lending increased 1%, from R$185.8 million to R$187.4 million, due to the evolution of the Corporate Lending portfolio, while maintaining our average credit spreads, offset by a slight increase in total provisions, in line with the growth in the portfolio in the period

4Q 2013 vs. 4Q 2012

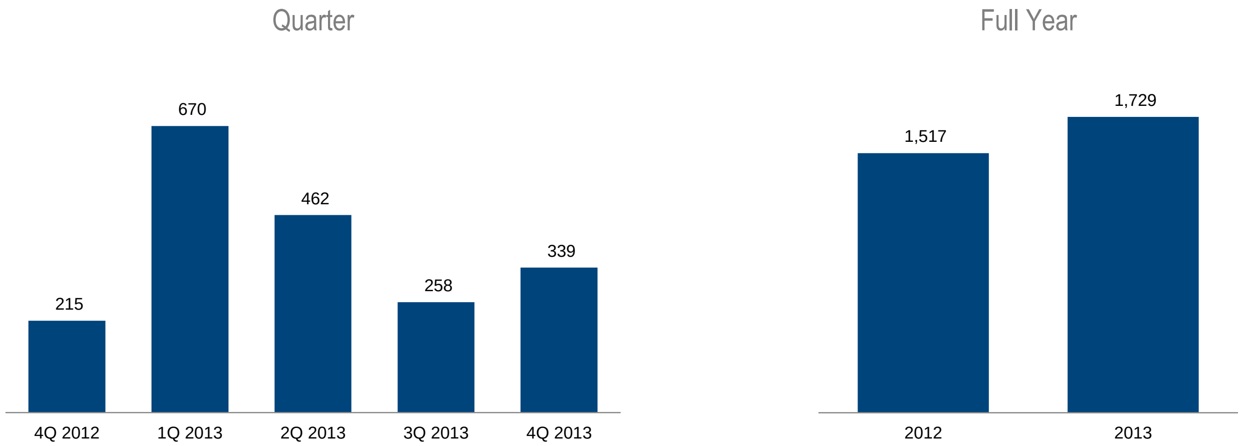
Revenues from Corporate Lending increased 3%, from R$182.1 million to R$187.4 million, while we had a 20% growth of the average balance of our corporate lending portfolio, from R$28.4 billion in 4Q 2012 to R$34.0 billion in 4Q 2013. Revenues were negatively impacted by an increase in the total allowance for loan losses, and by the recognition of gains related to a sale of a NPL portfolio which occurred in the 4Q 2012.

2013 vs. 2012

In 2013 the average balance of our Corporate Lending book grew by 34% when compared to the end of 2012. Such growth had a direct impact in the revenues from Corporate Lending, which increased 36%, from R$563.6 million in 2012 to R$766.8 million in 2013. Revenues were also impacted by the increase in total allowances for loan losses in 2013.

Sales and Trading

Revenues
(in R$ million)



4Q 2013 vs. 3Q 2013

Revenues from Sales and Trading increased 31%, from R$258.0 million to R$339.1 million. Client activity in financial markets was still at low levels in the quarter which was still marked by uncertainty across LatAm and emerging markets. In the 4Q 2013, revenue growth was mainly attributable to the good performance of our rates desk, by the growth of the revenues from our Brazilian energy trading desk, and by our commodities desks, where the business implementation process continues to advance. On the other hand, our equities revenues were lower, due to increased risk aversion from our clients in the Brazilian equities markets, and our FX desk has performed below expectations in the current market environment.

4Q 2013 vs. 4Q 2012

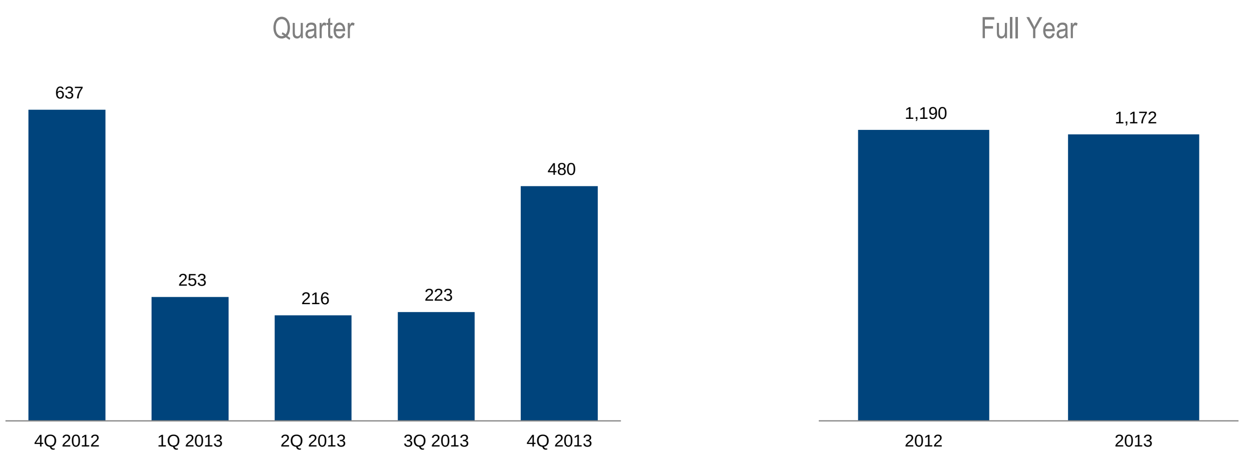
Sales and Trading revenues increased 58%, from R$214.5 million to R$339.1 million. The revenue increase was mainly due to growth from most of our FICC desks, especially rates and energy trading, and to the launch of our global commodities business. Such increase was partially offset by weaker revenues from our equities desks in the 4Q 2013.

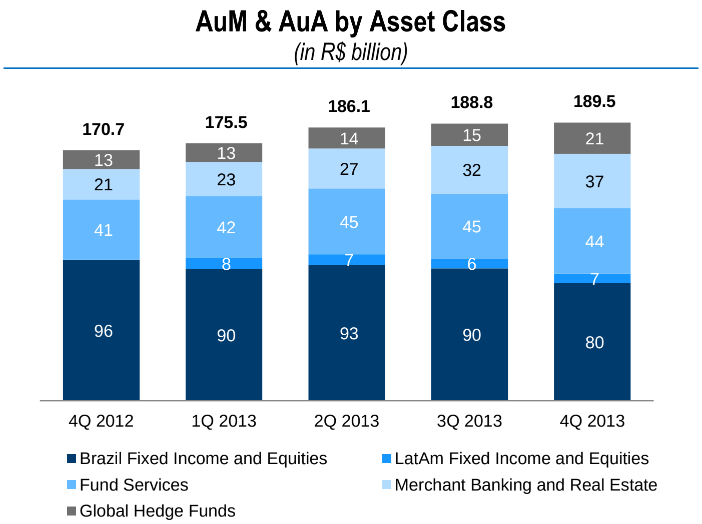
2013 vs. 2012

Sales and Trading revenues increased 14%, from R$1.5 billion in 2012 to R$1.7 billion in 2013, due to substantial growth in all our FICC Sales and Trading desks, and from our equities brokerage platform. Such revenue growth was partially offset by lower revenues from our equities trading desks.

Asset Management

Revenues
(in R$ million)





4Q 2013 vs. 3Q 2013

Revenues from Asset Management increased 116%, from R$222.6 million to R$480.3 million. The increase was mainly due to the recognition of performance fees, especially from our global hedge funds, which typically recognize performance fees at the end of the accrual period, which takes place at the end of the year.

Net new money was negative R$3.7 billion, primarily due to outflows from Brazil Fixed Income & Equities funds.

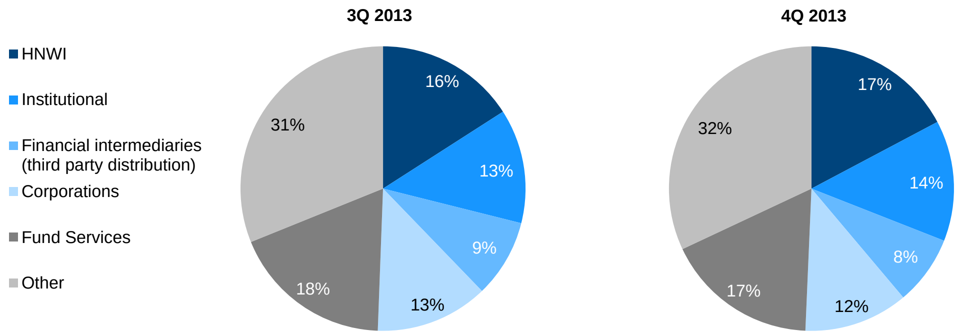
4Q 2013 vs. 4Q 2012

Revenues from Asset Management decreased 25%, from R$636.5 million to R$480.3 million. The decrease was mainly due to performance fees from one of our real estate investment fund, a one-off event which was triggered in 4Q 2012. Other than that, Asset Management revenues were broadly in line with the 4Q 2012, with a higher share of management fees relative to performance fees in the 4Q 2013.

2013 vs. 2012

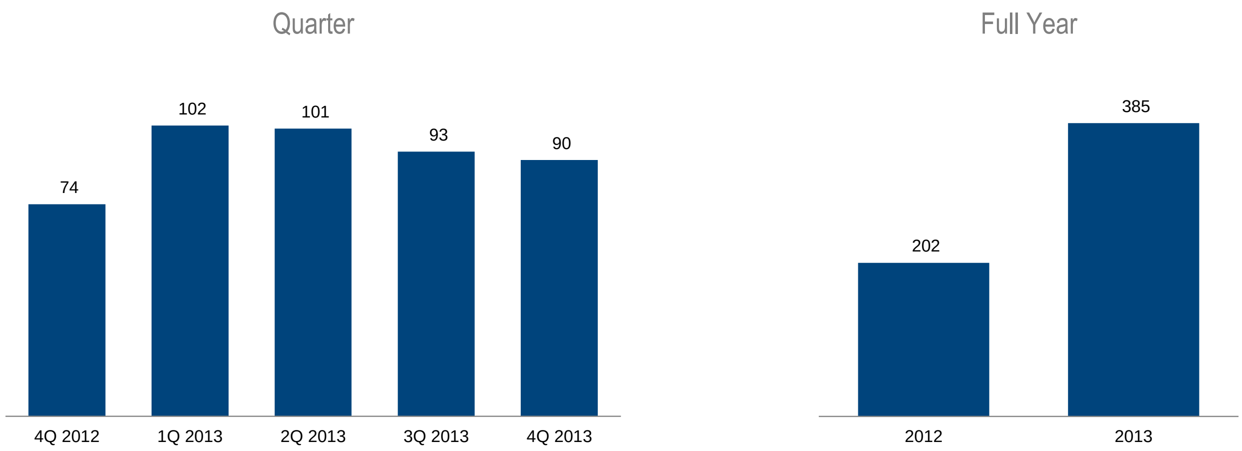
Revenues from Asset Management in 2013 remained stable when compared to the previous year. In 2013 we had an increase in our management fees due to the 11% growth of our AuM and AuA, also impacted by the increase in RoA, resulting from a shift in the composition of our AuM and AuA, which, during the year migrated from conservative, short term fixed income products, to alternative and equities products. On the other hand, we had lower performance fees due to (i) one off performance fees from a real estate investment fund described above and (ii) better performance from our global hedge funds in 2012, when compared to 2013.

AuM and AuA by Type of Client
(%)

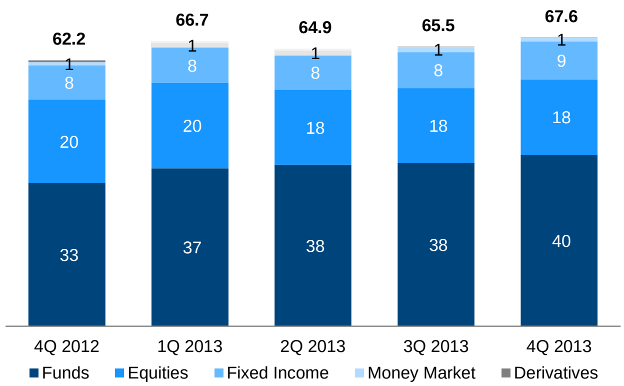


Wealth Management

Revenues
(in R$ million)



WuM by Class of Asset
(in R$ billion)



4Q 2013 vs. 3Q 2013

Revenues from Wealth Management decreased 3%, from $92.8 million in the 3Q 2013 to R$89.8 million in the 4Q 2013. The decrease is primarily due to lower levels of clients' trading activities. WuM closed the period at R$67.6 billion, a 3% increase when compared to the end of the previous period.

NNM was positive R$1.0 billion.

4Q 2013 vs. 4Q 2012

Revenues from Wealth Management increased 21%, from R$74.3 million to R$89.8 million, as a consequence of the 9% growth in WuM.

2013 vs. 2012

Revenues from Wealth Management increased substantially in 2013, from R$201.7 million to R$385.3 million, primarily a result of (i) the 40% growth in average WuM year on year, including the growth realized as a result of the acquisition of Celfin during the 4Q 2012, which added R$11.5 billion of WuM, (ii) higher RoA on our asset management funds and (iii) higher revenues from clients' trading activities.

Principal Investments

Principal Investments Revenues (unaudited) *(in R$ million, unless otherwise stated)*	Quarter			4Q 2013 % change to		Full Year		2013 % change to
	4Q 2012	3Q 2013	4Q 2013	4Q 2012	3Q 2013	2012	2013	2012
Global Markets	563	108	440	-22%	306%	1,859	718	-61%
Merchant Banking	(40)	222	10	n.a.	-95%	234	255	9%
Real Estate	(11)	(38)	24	n.a.	n.a.	245	(353)	n.a.
Total	**512**	**292**	**474**	**-8%**	**62%**	**2,338**	**620**	**-73%**

4Q 2013 vs. 3Q 2013

Principal Investments revenues increased 62%, from R$292.5 million in the 3Q 2013 to R$473.8 million in the 4Q 2013. All our business lines delivered positive revenue contribution in the quarter. In Global Markets, most of our strategies contributed positively in 4Q 2013, especially global credit and US mortgages, however such revenue growth was partially offset by results from our emerging markets strategies, particularly in rates and equities.

In Merchant Banking, revenues were positively impacted by our share of profits from the Merchant Banking portfolio companies, but our returns decreased when compared to the previous quarter.

Finally, Real Estate revenues in the quarter had a small negative impact from our investment in BR Properties. The average share price of such company decreased 1% from R$18.7 per share at the end of the 3Q 2013 to R$18.5 per share at the end of the 4Q 2013. In addition, revenues were positively impacted by equity pick-up from certain real estate investment vehicles.

4Q 2013 vs. 4Q 2012

Revenues from Principal Investments were in line with 4Q 2012 with a decrease of 8% in the quarter, mainly due to smaller revenues from Global Markets, which presented a good performance in both periods. On the other hand, we had positive contribution from our Merchant Banking and Real Estate areas, as described above.

2013 vs. 2012

Revenues from Principal Investments decreased 73% in 2013, when compared to the previous year. The decrease in revenues was mainly due to (i) negative contribution from our Real Estate investments, primarily our investment in BR Properties, where the share price declined 37% during the year and (ii) lower contribution from our Global Markets desks, especially for trading in emerging markets, which led us to reduce our capital usage and risk in the period. Revenues from Merchant Banking were broadly in line with the previous year, mainly due to (i) positive results from the conversion of credit receivable into an equity stake in the Petra Parnaiba gas field and (ii) higher share of profits from the Merchant Banking portfolio companies, partially compensated by higher funding costs charged to the investments.

Given the nature of our assets and the structure of our business, our Merchant Banking and Real Estate investments are generally not measured at fair value except when the companies are publicly traded. Our results from those businesses will typically reflect (i) our share of profits or losses from our invested companies, (ii) dividends received from investments not subject to the equity pick up method of accounting, (iii) allowances for valuation of properties, impairment of goodwill or for losses in investments, (iv) our internal funding costs applied to the merchant banking and real estate portfolios and (v) gains on the divestiture of our investments.

Banco Pan

4Q 2013 vs. 3Q 2013

Our investment in Banco Pan presented a loss of R$82.2 million in the 4Q 2013, higher than the loss of R$25.8 million recorded in the previous quarter. This loss was composed of funding costs of R$20.3 million charged to this investment, in line with those of the previous quarter, together with our R$61.9 million share of losses from Banco Pan, compared to an R$6.5 million loss of share of profits in the third quarter of 2013. Banco Pan applied to the Tax Recovery Program ("Refis") in November 2013, which impacted net income in the 4Q 2013.

4Q 2013 vs. 4Q 2012

The losses recognized from our investment in Banco Pan for 4Q 2013 were 160% higher than 4Q 2012. Our share of profits from Banco Pan increased, from a loss of R$13.2 million in 4Q 2012 to a loss of R$61.9 million in the 4Q 2013, due to the factors previously described, while funding costs charged to the investment had a slight increase due to interest rates in Brazil.

2013 vs. 2012

Our investment in Banco Pan presented a loss of R$123.5 million, 49% lower than the loss in 2012. Banco Pan continued its turnaround process during the year.

Interest and Other

4Q 2013 vs. 3Q 2013

Revenues from Interest and Other remained stable and in line with the average base interest rate of the Brazilian Central Bank applied to our equity.

4Q 2013 vs. 4Q 2012

Revenues from Interest and Other increased 43%, mainly due to the increase of our average shareholders' equity of 14% in the period, and the increase in the average interest rate of the Central Bank of Brazil, from 7.25% in the 4Q 2012 to 10% in the 4Q 2013.

2013 vs. 2012

Revenues from Interest and Other increased 13% during the year, mainly due to the increase of our average shareholders' equity of 14%, and the increase in the average interest rate of the Central Bank of Brazil.

Combined Adjusted Operating Expenses

Combined Adjusted Operating Expenses (unaudited)	Quarter			4Q 2013 % change to		Year to Date		2013 % change to
(in R$ million, unless otherwise stated)	4Q 2012	3Q 2013	4Q 2013	4Q 2012	3Q 2013	2012	2013	2012
Bonus	(222)	(121)	(400)	81%	230%	(1,169)	(947)	-19%
Retention expenses	-	-	-	n.a.	n.a.	(6)	-	-100%
Salaries and benefits	(103)	(133)	(135)	30%	1%	(326)	(494)	52%
Administrative and other	(194)	(158)	(204)	5%	29%	(540)	(648)	20%
Goodwill amortization	(278)	(49)	(53)	-81%	8%	(467)	(192)	-59%
Tax charges, other than income tax	(71)	(41)	(88)	24%	116%	(241)	(267)	10%
Total operating expenses	**(867)**	**(502)**	**(880)**	**1%**	**75%**	**(2,749)**	**(2,548)**	**-7%**
Cost to income ratio	46%	35%	49%	7%	38%	40%	43%	7%
Compensation ratio	17%	18%	30%	73%	66%	22%	24%	11%
Coverage ratio	296%	169%	195%	-34%	16%	230%	196%	-15%
Total number of employees	2,195	2,717	2,715	24%	0%	2,195	2,715	24%
Partners and associate partners	165	182	181	10%	-1%	165	181	10%
Employees	1,932	2,393	2,403	24%	0%	1,932	2,403	24%
Other	98	142	131	34%	-8%	98	131	34%

Bonus

Bonus expense was R$400.4 million in the 4Q 2013, and R$947.2 million for the full year 2013. Bonus expenses were 19% lower than the previous year due to lower revenues and higher operating expenses during the year. Our bonuses are determined in accordance with our profit-sharing program, and are calculated as a percentage of our adjusted revenues, excluding Interest and Other revenues, reduced by our operating expenses. The calculation methodology was consistently applied in all of the periods.

Retention expenses

We recorded no such expenses in the 4Q 2013 as our retention program was terminated in February 2012.

Salaries and benefits

Staff costs remained stable, when compared to the 3Q 2013, in line with the number of employees which was flat at 2,715. Expenses related to salaries and benefits were R$103.4 million in the 4Q 2012 and R$133.2 million in the 3Q 2013, compared to R$134.7 million in the 4Q 2013. Full year staff costs were R$494.0 million in 2013 and R$326.0 million in 2012, such increase in expenses reflects the growth in the total number of employees from 2,195 to 2,715. Staff costs were also impacted by the 7.5% and 8% increase in annual base salaries granted, in September 2012 and 2013, respectively, to employees in Brazil pursuant to the annual agreement with the banking employees union.

Administrative and other

Total administrative and other expenses increased 29%, from R$157.9 million in the 3Q 2013 to R$204.2 million in the current quarter, partially explained as a result of higher professional fees and T&E expenses. The total administrative expenses for the full year of 2013 was R$648.3 million, a 20% increase when compared to 2012. This increase is attributable to the overall growth of our operational platform, including the acquisitions of Celfin and Bolsa y Renta, higher technology expenses, and our commodities initiative.

Goodwill amortization

In the 4Q 2013 we recorded amortization expenses totaling R$52.8 million, in connection with our goodwill from the acquisitions of Celfin and Bolsa y Renta. Goodwill amortization was in line with the 3Q 2013, and decreased 81% when compared to 4Q 2012, due to our decision to fully amortize the then-existing goodwill in the 4Q 2012. In 2013 total goodwill amortization expenses was R$191.9 million, 59% lower than the previous year, due to the same reasons mentioned before.

Tax charges, other than income tax

Tax charges, other than income tax, were R$87.7 million, an increase of 116% and 24% when compared to the 3Q 2013 and 4Q 2012 respectively, as a larger part of the revenues were subject to tax charges in the period. Tax charges, other than income tax, were also impacted by our election to the Fiscal Recovery Program (REFIS). In 2013, tax charges, other than income tax, totaled R$266.5 million, a 10% increase in comparison with 2012.

Combined Adjusted Income Taxes

Combined Adjusted Income Tax (unaudited)	Quarter			Year to Date	
(in R$ million, unless otherwise stated)	4Q 2012	3Q 2013	4Q 2013	2012	2013
Income before taxes	1,024	915	919	4,068	3,366
Income tax and social contribution	(170)	(170)	(151)	(812)	(591)
Effective income tax rate	**16.6%**	**18.5%**	**16.4%**	**20.0%**	**17.5%**

Our effective income tax rate went from 18.5% (representing an expense of R$169.6 million) in the 3Q 2013 to 16.4% (an expense of R$151.1 million) in the current quarter, mainly due to (i) the computation of interest on equity (JSCP) in the amount of R$246.9 million in the 4Q 2013 and (ii) a change in our revenue mix, with proportionally more revenues, that are not subject to corporate taxes, such as equity pick up from certain investments.

In the full year comparison, the decrease in the effective income tax rate is mainly attributable to (i) the recognition of tax credit over the non-permanent provision in our stake in BR Properties, (ii) higher interest on equity (R$501.9 million in 2013, compared to R$440.0 million in 2012), partially offset by a change in our revenue mix, with proportionally more taxable revenues in 2013.

Balance Sheet

Our total assets decreased 3%, from R$184.6 billion at the end of the 3Q 2013 to R$179.1 billion at the end of the 4Q 2013, mainly due to the decrease in our interbank investments, mostly related to reverse repo transactions with Brazilian government bonds, and our marketable securities portfolio, as a consequence of lower inventories of assets financed through repo, largely composed of Brazilian and US government bonds. This decrease was partially offset by an increase in trade settlement balances accounts and foreign exchange portfolio (rights on foreign exchange sales), both included in other receivables and a structural growth of our assets with the increase in our loan portfolio. Our leverage ratio was 11.1x at the end of the 4Q 2013.

The decrease in our total liabilities was mainly due to a decrease in our repo financing composed of open market funding and inventory of financial assets. This decrease was partially offset by an increase in our foreign exchange portfolio (unsettled exchange sold linked to our rights on foreign exchange sales), included in other liabilities. There was also an increase in our unsecured funding, specially our borrowings and onlendings and securities issued. Our shareholders' equity increased 2%, from R$15.7 billion at the end of the 3Q 2013 to R$16.1 billion at the end of the 4Q 2013, mainly due to net income of R$767.9 million for the quarter ended December 31, 2013, partially offset by announced dividends and JCP of R$ 379.1million and the R$24.2 million negative impact of OCI (other comprehensive income) in the quarter.

Risk and Capital Management

There were no significant changes in the risk and capital management framework in the quarter or the year.

Market Risk – Value-at-risk

Value-at-risk (unaudited) *(in R$ million, unless otherwise stated)*	Quarter		
	4Q 2012	3Q 2013	4Q 2013
Total average daily VaR	**109.2**	**82.0**	**85.0**
Average daily VaR as a % of average equity	0.80%	0.53%	0.53%

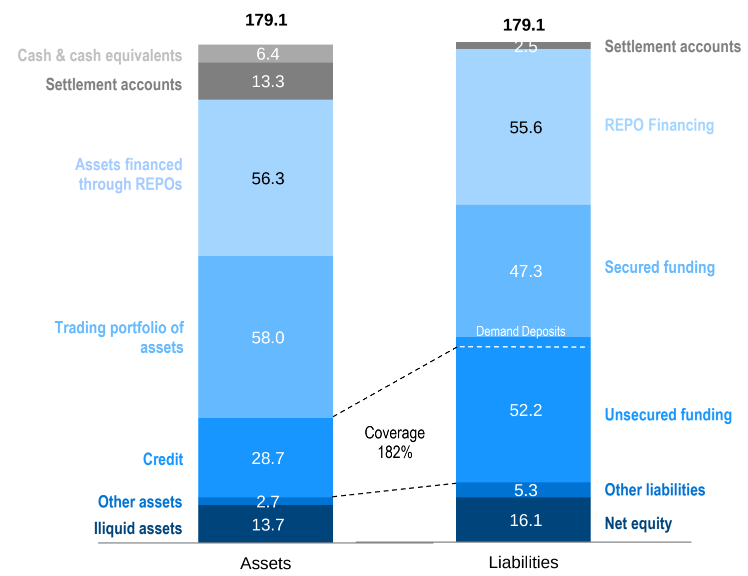
Our total average daily VaR marginally remained stable as a percentage of our average shareholders' equity, when compared to the 3Q 2013 yet decreased when compared to the 4Q 2012. We did not perceive clear and/or compelling opportunities therefore maintained our market risk exposure relatively stable during the quarter since market conditions continue to be less favorable. As we have outlined in the past, that is a characteristic of our business model, in which our average VaR may vary, from time to time, due to our perceptions concerning capital deployment opportunities in the various markets in which we operate.

Liquidity Risk Analysis

The chart below summarizes the composition of assets and liabilities as of December 31, 2013:

Summarized Balance Sheet (unaudited)

(in R$ billion)



Note:

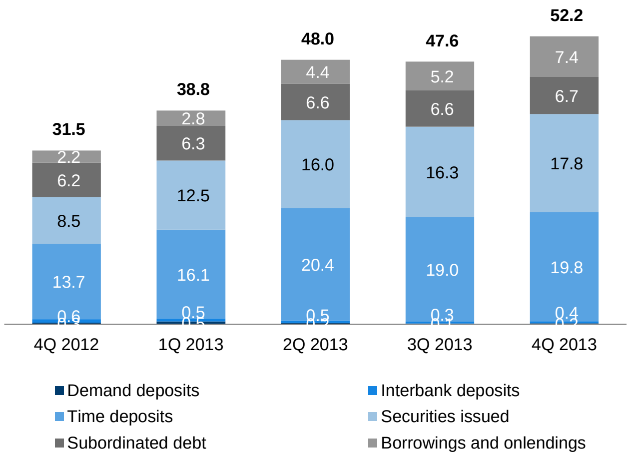
(1) From 1Q 2013 on, unsecured funding includes secured funding that uses credit or illiquid asset as collateral (4Q 2013 = R$3.4 billion)

(2) *From 1Q 2013 on, other assets, that was previously reported together with illiquid assets, are reported individually*

Unsecured Funding Analysis

The chart below summarizes the composition of our unsecured funding base evolution:

Unsecured Funding Evolution (unaudited)
(in R$ billion)



Note:
(1) From 1Q 2013 on, time deposits includes secured funding that uses credit or illiquid asset as collateral (4Q 2013 = R$3.4 billion)

Our total unsecured funding increased 10% in the quarter to R$52.2 billion, concentrated in securities issued and borrowings and onlendings.

Credit Risk

The following table sets forth the distribution, by credit rating, of our credit exposures as of December 31, 2013. The rating shown below reflects our internal ratings assessment, consistently applied following the Brazilian Central Bank standard ratings scale:

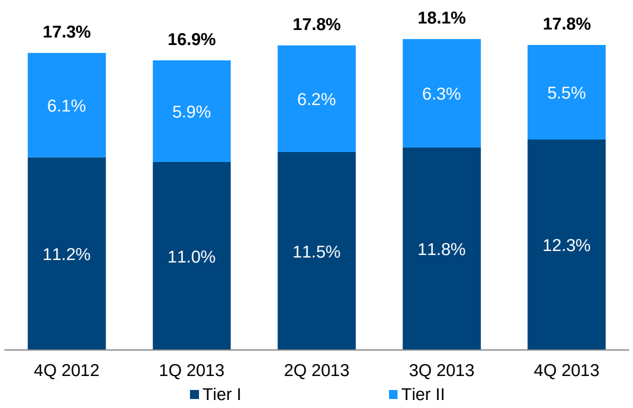
Rating (unaudited) *(in R$ million)*	4Q 2013
AA	16,168
A	14,946
B	5,028
C	2,671
D	486
E	160
F	42
G	94
H	48
Total	**39,643**

Capital Management

Banco BTG Pactual must comply with capital requirements standards established by the Central Bank of Brazil that are similar to those proposed by the Basel Committee on Banking Supervision, under the Basel Capital Accord. Our BIS capital ratios, calculated in accordance with the Brazilian Central Bank standards and regulations, are applicable only to Banco BTG Pactual and are set out in the table below.

The Basel ratio was stable in the 4Q 2013 at 17.8%. The Basel index reflects the capital deployment across the period and was a result of a 4% increase in risk weighted assets from credit risk offset by a slight decrease in market risk. The decrease in our Tier II capital ratio is mainly due to the implementation of the regulatory amortization schedule for eligible debt

Basel Ratio (unaudited)
(%)



Other Matters

This document should be read together with the interim financial information of Banco BTG Pactual S.A. and BTG Participations Ltd. for the quarter ended December 31, 2013. Both the earnings release and the interim financial information are available online in the Investor Relations section at www.btgpactual.com/ir.

Exhibits

Basis for Presentation

Except where otherwise noted, the information concerning our financial condition presented in this document is based on our Combined Balance Sheet, which is prepared in accordance with Brazilian GAAP. Except where otherwise noted, the information concerning our results of operations presented in this document is based on our Combined Adjusted Income Statement, which represents a revenue breakdown by business unit net of funding costs and financial expenses allocated to such unit, and a reclassification of certain other expenses and costs.

Our Combined Adjusted Income Statement is derived from the same accounting information used for preparing our Combined Income Statement in accordance with Brazilian GAAP. The classification of the line items in our Combined Adjusted Income Statement is unaudited and materially differs from the classification and presentation of the corresponding line items in our Combined Income Statement. As explained in the notes to the Combined Financial Statements of BTG Pactual, our combined financial statements are presented with the exclusive purpose of providing, in a single set of financial statements and in one GAAP, information related to the operations of the Group and represents the combination of transactions from (i) Banco BTG Pactual S.A. and its subsidiaries, and (ii) BTG Investments LP and its subsidiaries.

Key Performance Indicators ("KPIs") and Ratios

The key performance indicators (KPIs) and ratios are monitored by management and pursued to be achieved across financial periods. Consequently, key indicators calculated based on annual results across financial periods may be more meaningful than quarterly and of any specific date results. KPIs are calculated annually and adjusted, when necessary, as part of the strategic planning process and to reflect regulatory environment or significant adverse market conditions.

This section contains the basis for presentation and the calculation of selected KPIs and ratios presented in this report.

KPIs and Ratios	Description
AuM and AuA	Assets under management and assets under administration consist of proprietary assets, third party assets, wealth management funds and/or joint investments managed or administrated among a variety of assets classes, including fixed income, equities, money market accounts, multi-market funds and private equity funds.
Cost to income ratio	It is computed by dividing the combined adjusted total operating expenses by combined adjusted total revenues.
Coverage ratio	It is computed by dividing the combined adjusted fee revenues by the sum of combined adjusted salaries and benefits and administrative and other expenses. Combined adjusted fee revenues are computed by adding the combined adjusted total revenues from investment banking, asset management and wealth management units to brokerage fees from the sales and trading unit.
Effective income tax rate	It is computed by dividing the combined adjusted income tax and social contribution or (expense) by the combined adjusted income before taxes.
Net income per unit	Net income per unit for periods before 2Q 2012 represents the combined net income divided by total pro-forma number of units pre-offering. The total pro-forma number of units pre-offering considers the combined capital of Banco BTG Pactual and BTGP comprised solely of units. Each pro-forma unit is comprised of 3 different classes of shares of Banco BTG Pactual and BTGP, which is consistent with the units offered in the IPO of April 2012, and therefore the combined capital would be comprised of 800 million units. Net Income per unit for 2Q12 and the following periods, including 6M 2012, represents the combined net income divided by total number of units in the end of period (the combined capital is comprised of 905 million). This item is a non-GAAP measurement and may not be comparable to similar non-GAAP measures used by other companies.
ROAE	Annualized ROE for the periods are computed by dividing annualized combined net income by the combined average shareholders' equity. We determine the average shareholders' equity based on the initial and final net equity for the quarter.

KPIs and Ratios	Description
VaR	The VaR numbers reported are calculated on a one-day time horizon, a 95.0% confidence level and a one-year look-back window. A 95.0% confidence level means that there is a 1 in 20 chance that daily trading net revenues will fall below the VaR estimated. Thus, shortfalls from expected trading net revenues on a single trading day greater than the reported VaR would be anticipated to occur, on average, about once a month. Shortfalls on a single day can exceed reported VaR by significant amounts and they can also occur more frequently or accumulate over a longer time horizon, such as a number of consecutive trading days. Given its reliance on historical data, the accuracy of VaR is limited in its ability to predict unprecedented market changes, as historical distributions in market risk factors may not produce accurate predictions of future market risk. Different VaR methodologies and distributional assumptions can produce materially different VaR. Moreover, VaR calculated for a one-day time horizon does not fully capture the market risk of positions that cannot be liquidated or offset with hedges within one day. “Stress Test” modeling is used as a complement of VaR in the daily risk management activities.
WuM	Wealth under management consists of private wealth clients' assets that we manage across a variety of asset classes, including fixed income, money market, multi-asset funds and merchant banking funds. A portion of our WuM is also allocated to our AuM to the extent that our wealth management clients invest in our asset management products.
Leverage Ratio	Leverage Ratio is computed by dividing the total assets by the combined shareholders’ equity.

Selected Combined Financial Data

Balance Sheet (unaudited) *(in R$ million, unless otherwise stated)*	Quarter			4Q 2013 % change to	
	4Q 2012	3Q 2013	4Q 2013	4Q 2012	3Q 2013
Assets					
Cash and bank deposits	609	728	1,163	91%	60%
Interbank investments	23,980	42,176	29,565	23%	-30%
Marketable securities and derivatives	98,440	91,974	87,893	-11%	-4%
Interbank transactions	475	265	240	-49%	-9%
Loans	7,990	13,303	16,083	101%	21%
Other receivables	15,185	30,055	37,223	145%	24%
Other assets	36	124	98	172%	-21%
Permanent assets	4,068	5,985	6,883	69%	15%
Total assets	**150,783**	**184,609**	**179,149**	**19%**	**-3%**
Liabilities					
Deposits	14,606	16,515	16,937	16%	3%
Open market funding	74,045	83,583	67,538	-9%	-19%
Funds from securities issued and accepted	8,480	16,346	17,802	110%	9%
Interbank transactions	0	6	3	546%	-61%
Loans and onlendings	2,191	5,177	7,350	235%	42%
Derivatives	8,629	11,336	12,307	43%	9%
Subordinated liabilities	6,246	6,617	6,749	8%	2%
Other liabilities	22,241	28,877	33,872	52%	17%
Deferred income	112	109	152	36%	39%
Shareholders'equity	**14,145**	**15,726**	**16,091**	**14%**	**2%**
Non-controlling interest	88	317	350	297%	10%
Total liabilities	**150,783**	**184,609**	**179,149**	**19%**	**-3%**

Combined Adjusted Income Statement (unaudited) *(in R$ million, unless otherwise stated)*	Quarter			4Q 2013 % change to		Year to Date		2013 % change to
	4Q 2012	3Q 2013	4Q 2013	4Q 2012	3Q 2013	2012	2013	2012
Investment banking	121	131	50	-59%	-62%	448	459	3%
Corporate lending	182	186	187	3%	1%	564	767	36%
Sales and trading	215	258	339	58%	31%	1,517	1,729	14%
Asset management	637	223	480	-25%	116%	1,190	1,172	-2%
Wealth management	74	93	90	21%	-3%	202	385	91%
Principal investments	512	292	474	-8%	62%	2,338	620	-73%
Banco Pan	(32)	(26)	(82)	n.a.	n.a.	(244)	(124)	n.a.
Interest and other	182	260	261	43%	0%	802	904	13%
Total revenues	**1,891**	**1,417**	**1,799**	**-5%**	**27%**	**6,817**	**5,914**	**-13%**
Bonus	(222)	(121)	(400)	81%	230%	(1,169)	(947)	-19%
Retention expenses	-	-	-	n.a.	n.a.	(6)	-	-100%
Salaries and benefits	(103)	(133)	(135)	30%	1%	(326)	(494)	52%
Administrative and other	(194)	(158)	(204)	5%	29%	(540)	(648)	20%
Goodwill amortization	(278)	(49)	(53)	-81%	8%	(467)	(192)	-59%
Tax charges, other than income tax	(71)	(41)	(88)	24%	116%	(241)	(267)	10%
Total operating expenses	**(867)**	**(502)**	**(880)**	**1%**	**75%**	**(2,749)**	**(2,548)**	**-7%**
Income before taxes	**1,024**	**915**	**919**	**-10%**	**0%**	**4,068**	**3,366**	**-17%**
Income tax and social contribution	(170)	(170)	(151)	-11%	-11%	(812)	(591)	-27%
Net Income	**854**	**746**	**768**	**-10%**	**3%**	**3,256**	**2,775**	**-15%**

Selected Individual Financial Data

The information presented on the tables below is based on the consolidated financial statements of Banco BTG Pactual prepared in accordance with Brazilian GAAP ("BR GAAP") and BTG Investments LP ("BTGI"), a subsidiary of BTGP, prepared in accordance with International Financial Reporting Standards (IFRS):

Balance Sheet (unaudited) *(in R$ million, unless otherwise stated)*	Banco BTG Pactual S.A.		BTG Investments LP.	
	3Q 2013	4Q 2013	3Q 2013	4Q 2013
Assets				
Cash and bank deposits	652	1,074	2,039	811
Interbank investments	43,115	23,812	267	7,184
Marketable securities and derivatives	79,869	42,657	12,153	42,149
Interbank transactions	265	240	-	-
Loans	12,072	15,080	1,230	1,003
Other receivables	28,766	32,325	1,339	4,811
Other assets	125	98	-	-
Permanent asset	5,265	4,514	720	2,471
Total assets	**170,127**	**119,801**	**17,749**	**58,430**
Liabilities				
Deposits	18,423	17,653	-	-
Open market funding	76,351	31,293	8,437	37,675
Funds from securities issued and accepted	13,977	14,897	-	2,944
Interbank transactions	6	3	-	-
Loans and onlendings	4,227	5,080	3,336	2,104
Derivatives	10,034	7,493	1,332	1,687
Subordinated liabilities	6,617	6,749	-	-
Other liabilities	28,420	24,019	563	9,881
Deferred income	109	152	-	-
Shareholders' equity	**11,650**	**12,128**	**4,077**	**4,124**
Non-controlling interest	313	334	4	16
Total liabilities	**170,127**	**119,801**	**17,749**	**58,430**

Income Statement (unaudited) (in R$ million, unless otherwise stated)	Banco BTG Pactual S.A.		BTG Investments LP.	
	3Q 2013	4Q 2013	3Q 2013	4Q 2013
Financial income	2,789	2,161	213	52
Financial expenses	(2,207)	(1,564)	(63)	1
Gross financial income	**582**	**597**	**150**	**54**
Other operating income (expenses)	321	426	(67)	(35)
Operating income	**903**	**1,022**	**83**	**19**
Non-operating income/(expenses)	27	277	-	(9)
Income before taxes and profit sharing	**929**	**1,299**	**83**	**10**
Income and social contribution taxes	(171)	(121)	-	-
Statutory profit sharing	(103)	(353)	-	-
Non-controlling interest	**(39)**	**(21)**	**(0)**	**0**
Net income	**617**	**803**	**83**	**10**

The table below presents the consolidation adjustments, IFRS adjustments and effects of the reclassification of the net exposure to US Dollar (conversion adjustment) from the combined income statement to the shareholders' equity in order to eliminate gain and losses resulting from the conversion process of the consolidated financial statements of BTGI, as it is explained in the notes to the Combined Financial Statements of BTG Pactual.

Reconciliation (unaudited) (in R$ million, unless otherwise stated)	Balance Sheet		Income Statement	
	3Q 2013	4Q 2013	3Q 2013	4Q 2013
Banco BTG Pactual - BR GAAP	170,127	119,801	617	803
BTG Investments - IFRS	17,749	58,430	83	10
Total	187,876	178,231	700	813
Conversion adjustments from IFRS to BR GAAP	-	-	44	(110)
Consolidation and conversion adjustments	(3,267)	917	2	65
Combined balances	**184,609**	**179,149**	**746**	**768**

Selected Presentation Differences

The table presents a summary of certain material differences between the Combined Adjusted Income Statement and the Combined Income Statement prepared in accordance to the BR GAAP (which is derived from the Combined Financial Statements):

	Combined Adjusted Income Statement	Combined Income Statement
Revenues	• Revenues segregated by business unit, which is the functional view used by our management to monitor our performance • Each transaction allocated to a business unit, and the associated revenue, net of transaction and funding costs (when applicable), is reported as generated by such business unit	• Revenues are presented in accordance with BRGAAP and standards established by COSIF • Segregation of revenues follows the contractual nature of the transactions and is aligned with the classification of the assets and liabilities - from which such revenues are derived • Revenues are presented without deduction of corresponding financial or transaction costs
Expenses	• Revenues are net of certain expenses, such as trading losses, as well as transaction costs and funding costs • Revenues are net of cost of funding of our net equity (recorded at “interest and other”) • SG&A expenses incurred to support our operations are presented separately	• Breakdown of expenses in accordance with COSIF • Financial expenses and trading losses presented as separate line items and not deducted from the financial revenues with which they are associated • Transactions costs are capitalized as part of the acquisition cost of assets and liabilities in our inventory • SG&A expenses incurred to support our operations are presented separately in our combined income statement
Principal Investments Revenues	• Revenues net of funding costs (including cost of net equity) and of trading losses, including losses from derivatives and from foreign exchange variations • Revenues are reduced by associated transaction costs and by management and performance fees paid	• Revenues included in different revenue line items (marketable securities, derivative financial income and equity pick-up up from subsidiaries) • Losses, including trading losses and derivative expenses, presented as financial expenses
Sales and Trading Revenues	• Revenues net of funding costs (including cost of net equity) and of trading losses, including losses from derivatives and from foreign exchange variations • Revenues deducted from transaction costs	• Revenues included in numerous revenue line items (marketable securities, derivative financial income, foreign exchange and compulsory investments) • Losses, including trading losses, derivative expenses and funding and borrowings costs, presented as financial expenses
Corporate Lending Revenues	• Revenues net of funding costs (including cost of net equity)	• Revenues included in certain revenue line items (credit operations, marketable securities and derivative financial income) • Losses, including derivative expenses, presented as financial expenses
PanAmericano Revenues	• Revenues consist of the equity pick-up from our investment, presented net of funding costs (including cost of net equity)	• Revenues from equity pick-up recorded as equity pickup from subsidiaries
Salaries and Benefits	• Salaries and benefits include compensation expenses and social security contributions	• Generally recorded as personnel expenses
Bonus	• Bonus include cash profit-sharing plan expenses (% of our net revenues)	• Generally recorded as employees’ statutory profit-sharing
Retention Expenses	• Retention expenses include the pro rata accrual of employee retention program expense	• Generally recorded as personnel expenses
Administrative and Other	• Administrative and Others are consulting fees, offices, IT, travel and entertainment expenses, as well as other general expenses	• Generally recorded as other administrative expenses, and other operating expenses
Goodwill amortization	• Goodwill amortization of investments in operating subsidiaries other than merchant banking investments	• Generally recorded as other operating expenses
Tax charges, other than income tax	• Tax expenses are comprised of taxes applicable to our revenues not considered by us as transaction costs due to their nature (PIS, Cofins and ISS)	• Generally recorded as tax charges other than income taxes
Income tax and social contribution	• Income tax and other taxes applicable to net profits	• Generally recorded as income tax and social contribution

The differences discussed above are not exhaustive and should not be construed as a reconciliation of the Combined Adjusted income statement to the combined income statement or combined financial statements. The business units presented in the Combined Adjusted income statement should not be presumed to be operating segments under IFRS because our management does not solely rely on such information for decision making purposes. Accordingly, the Combined Adjusted income statement contains data about the business, operating and financial results that are not directly comparable to the combined income statement or the combined financial statements and should not be considered in isolation or as an alternative to such combined income statement or combined financial statements. In addition, although our management believes that the Combined Adjusted income statement is useful for evaluating our performance; the Combined Adjusted income statement is not based on Brazilian GAAP, IFRS, U.S. GAAP or any other generally recognized accounting principles.

Forward-looking statements

This document may contain estimates and forward-looking statements within the meaning of Section 27A of the Securities Act and Section 21E of the U.S. Securities Exchange Act of 1934, as amended, or the Exchange Act. These statements may appear throughout this document. These estimates and forward-looking statements are mainly based on the current expectations and estimates of future events and trends that affect or may affect the business, financial condition, results of operations, cash flow, liquidity, prospects and the trading price of the units. Although we believe that these estimates and forward-looking statements are based upon reasonable assumptions, they are subject to many significant risks, uncertainties and assumptions and are made in light of information currently available to us. Forward-looking statements speak only as of the date they were made, and we do not undertake the obligation to update publicly or to revise any forward-looking statements after we distribute this document as a result of new information, future events or other factors. In light of the risks and uncertainties described above, the forward-looking events and circumstances discussed in this document might not occur and future results may differ materially from those expressed in or suggested by these forward-looking statements. Forward-looking statements involve risks and uncertainties and are not a guaranty of future results. As a result you should not make any investment decision on the basis of the forward-looking statements contained herein.

Rounding

Certain percentages and other amounts included in this document have been rounded to facilitate their presentation. Accordingly, figures shown as totals in certain tables may not be an arithmetical aggregation of the figures that precede them and may differ from the financial statements.

Glossary

Alternext	Alternext Amsterdam
BM&FBOVESPA	The São Paulo Stock Exchange (BM&FBOVESPA S.A. – *Bolsa de Valores, Mercadorias e Futuros*).
BR Properties	BR Properties S.A.
CMN	The Brazilian National Monetary Council (Conselho Monetário Nacional).
ECB LTRO	European central Bank Long-term repo operation.
ECM	Equity Capital Markets.
Euronext	NYSE Euronext Amsterdam
HNWI	High net worth individuals
IPCA	The inflation rate is the Consumer Price Index, as calculated by the IBGE.
M&A	Mergers and Acquisitions.
NNM	Net New Money
GDP	Gross Domestic Product.
Selic	The benchmark interest rate payable to holders of some securities issued by the Brazilian government.

Earnings Release - Fourth Quarter 2013

February 18, 2014 (after market closes)

English Conference Call
February 19, 2014 (Wednesday)
11:00 AM (New York) / 1:00 PM (Brasília)
Phone: +1 (412) 317-6776

Code: BTG Pactual

Replay until 02/26: +1 (412) 317-0088

Code: 10039840

Portuguese Conference Call
February 19, 2014 (Wednesday)
09:00 AM (New York) / 11:00 AM (Brasília)
Phone: +55 (11) 3193-8150

Code: BTG Pactual

Replay until 02/26: +55 (11) 3193-8150

Code: BTG Pactual

Webcast: The conference calls audio will be live broadcasted, through a webcast system available on our website www.btgpactual.com/ir

Participants are requested to connect 15 minutes prior to the time set for the conference calls.

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