First Quarter Earnings Release

Conference Call Presentation

May 8, 2013

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Earnings Release – First Quarter 2013

English Conference Call

May 8, 2013 (Wednesday)

12:00 am (New York) / 1:00 pm (Brasília)

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Portuguese Conference Call

May 8, 2013 (Wednesday)

10:00 am (New York) / 11:00 am (Brasília)

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Code: BTG Pactual

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

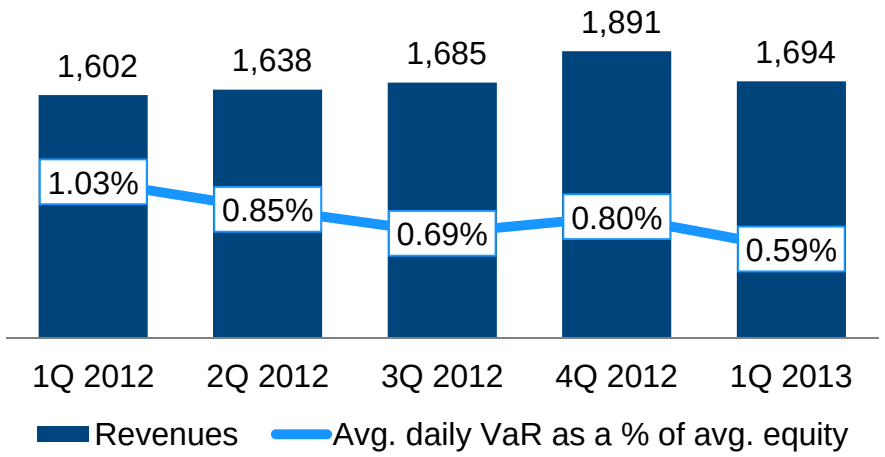
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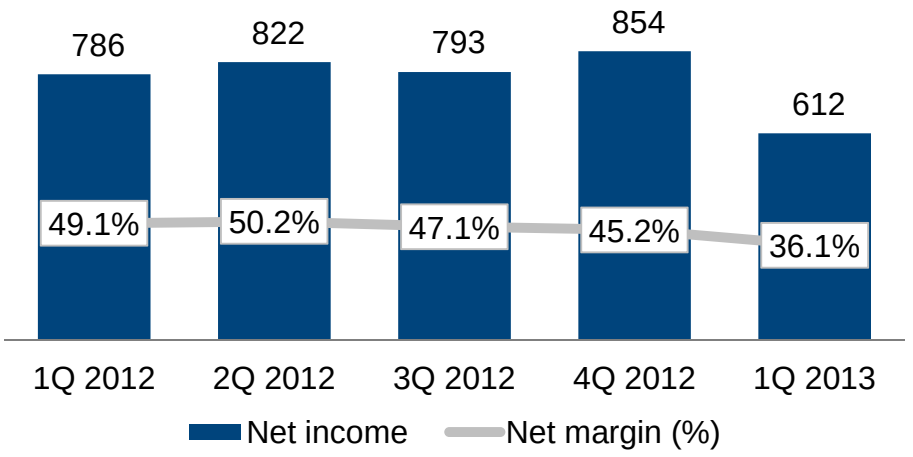
Performance Summary | 1Q 2013

1. For the 1st Quarter total revenues and net income reached R$1.7 billion and R$612 million
   - ROAE of 16.9%
   - Net income at R$0.68 per unit
   - Higher than average effective tax rate of 40.7%
2. Costs continue to be under control
   - Cost to income ratio at 39%
   - Coverage ratio at 198%
3. Total assets reached R$173.0 billion, up 14.7% from the previous quarter, and the Basel ratio is at 16.9%
   - VaR in the quarter decreased to R$84.9 million or 0.59% of average shareholders equity

Revenues (R$ million)



Net Income (R$ million)



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Section 1

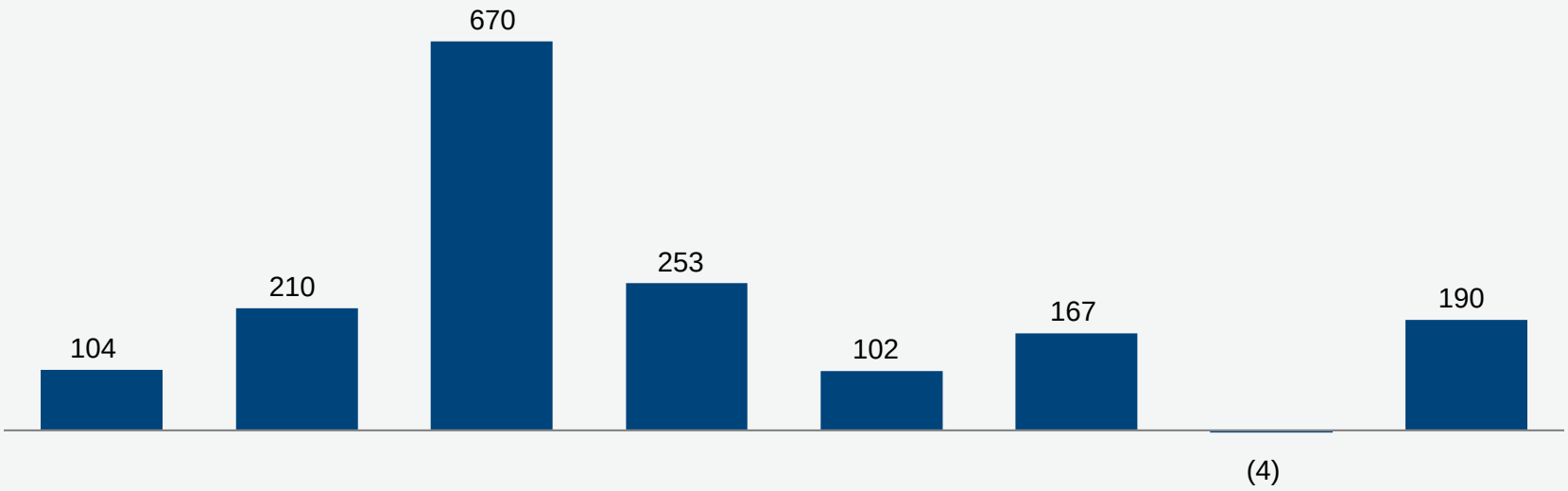
Business Areas

Total Revenues | Business Units Breakdown

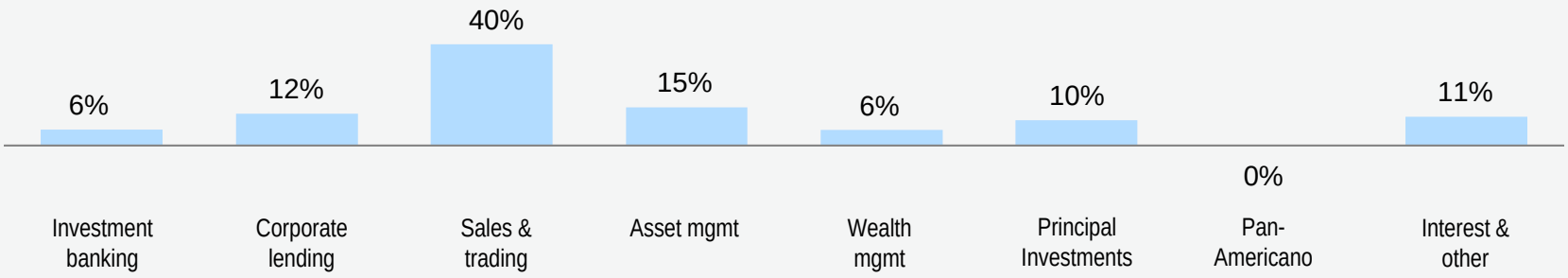
1st Quarter 2013

Total Revenues = R$1.7 billion

(R$mm)



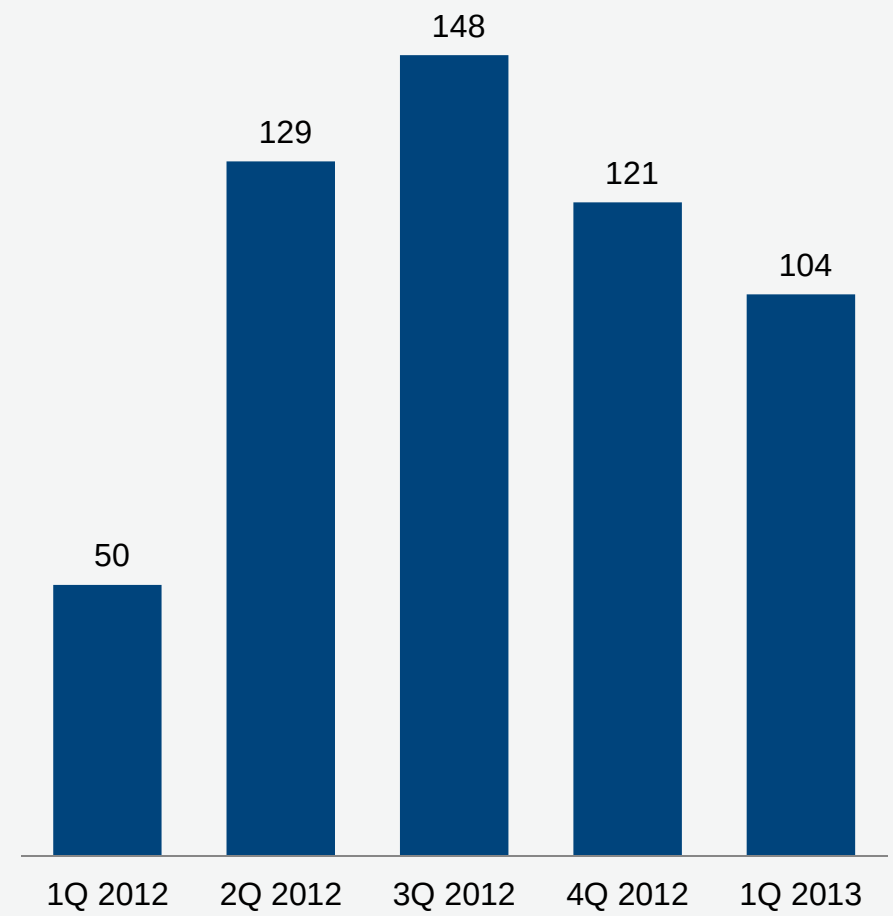
(% of total)



Investment Banking

Investment Banking performance was driven by continuing solid and growing DCM revenues and stable Financial Advisory performance

Revenues (R$ million)



Overall market overview in the 1Q 2013

- Financial Advisory announced volumes dropped significantly in the quarter when compared do 4Q 2012
- Also, ECM presented a worst performance when compared to last quarter of 2012
- DCM market continued to post solid market volumes both on Brazilian Local and Brazilian International issuances

Market Positioning Highlights (1Q 2013)

M&A: #1 in number of transactions and announced transaction volumes in Brazil

ECM: #2 in number of transaction in Brazil and Latin America

DCM: #1 in transaction volume for Brazilian International DCM

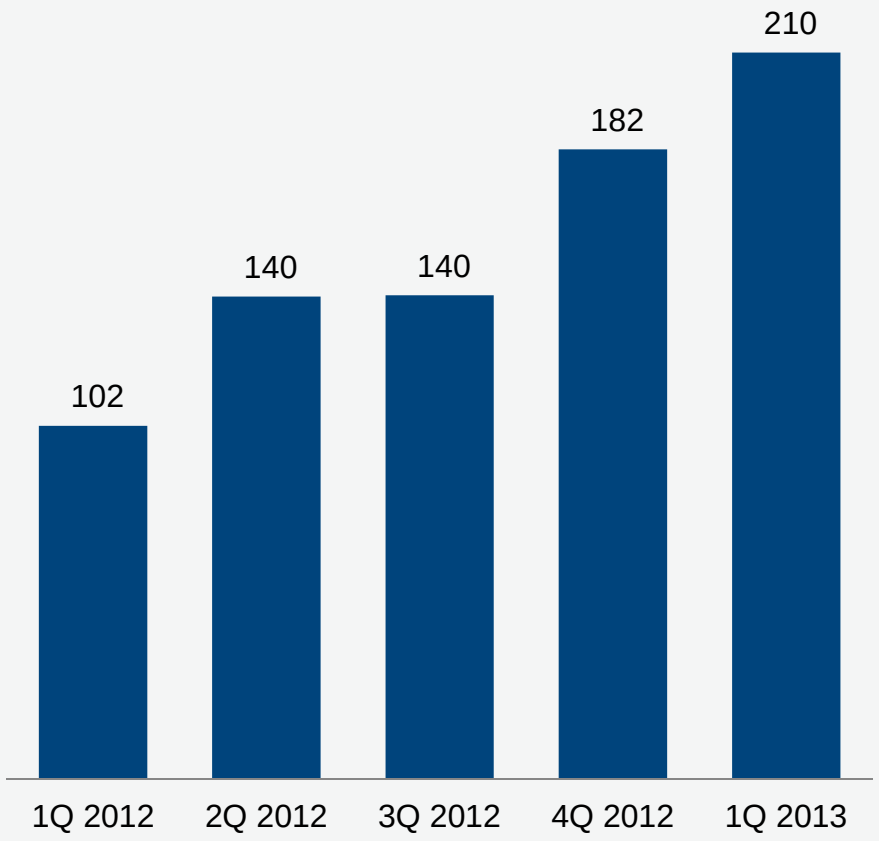
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Corporate Lending

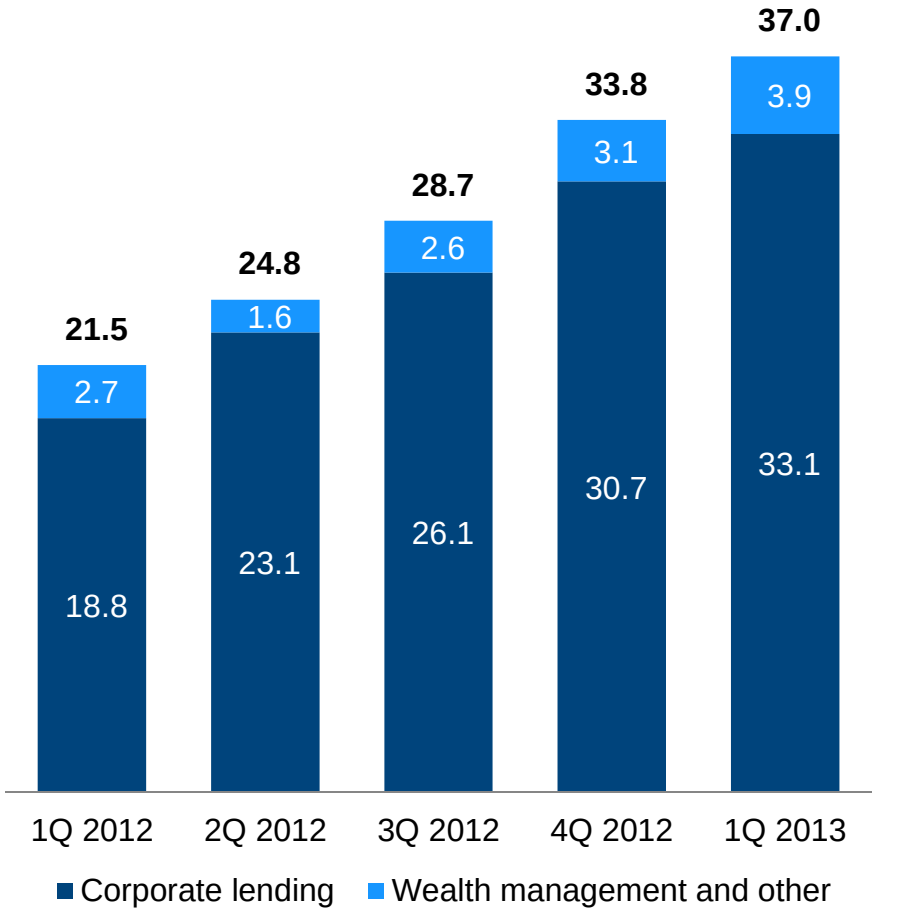
Corporate lending book with net disbursement of R$2.4 billion in the 1Q 2013

- Continuing good performance of corporate lending driven by the growth of our banking book
- Higher revenues from fees recognized in the quarter

Corporate Lending Revenues (R$ mm)

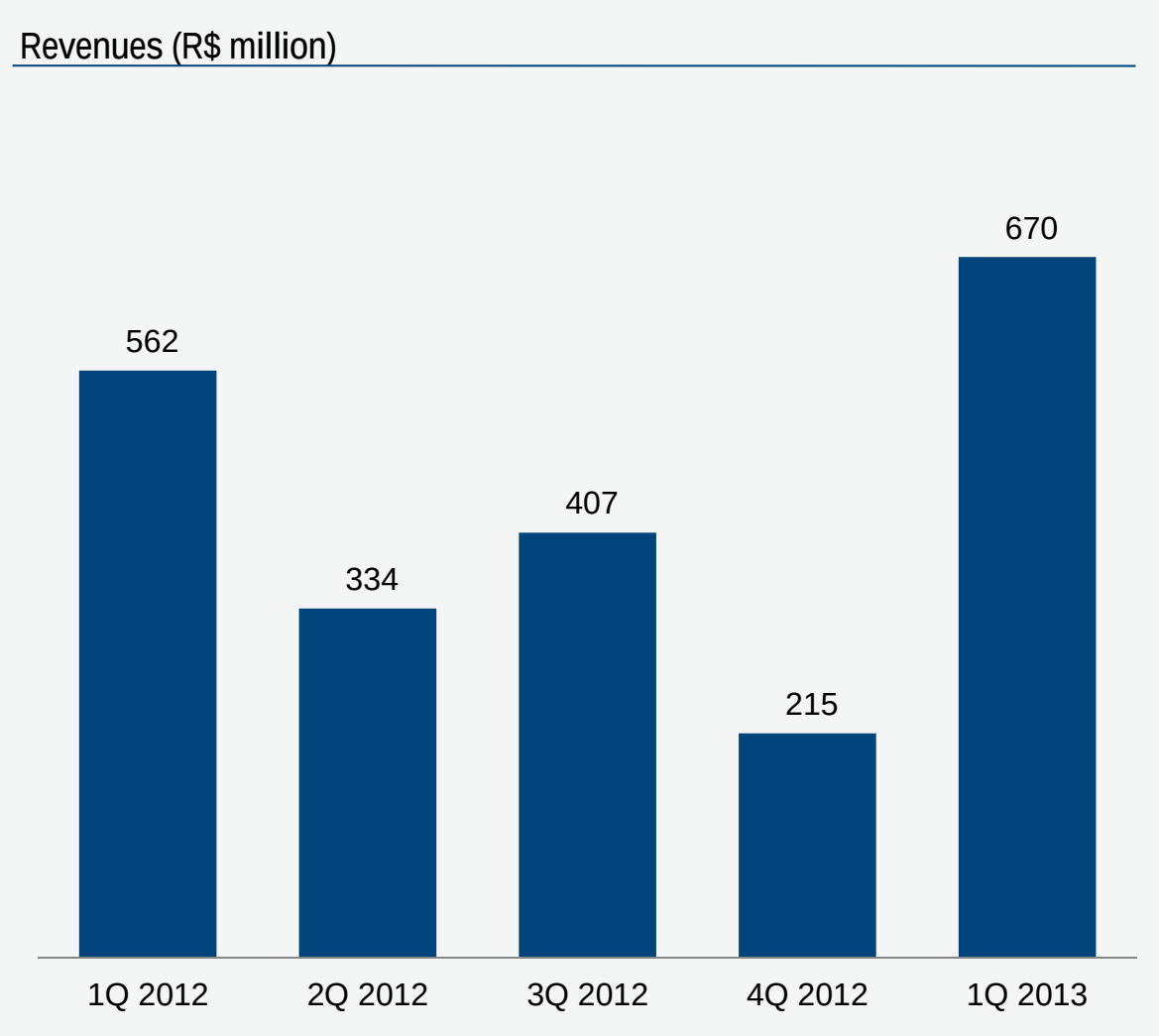


Broader Credit Portfolio Breakdown (R$ bn)



Sales and Trading

Solid performance driven by the strong market activity in 1Q 2013



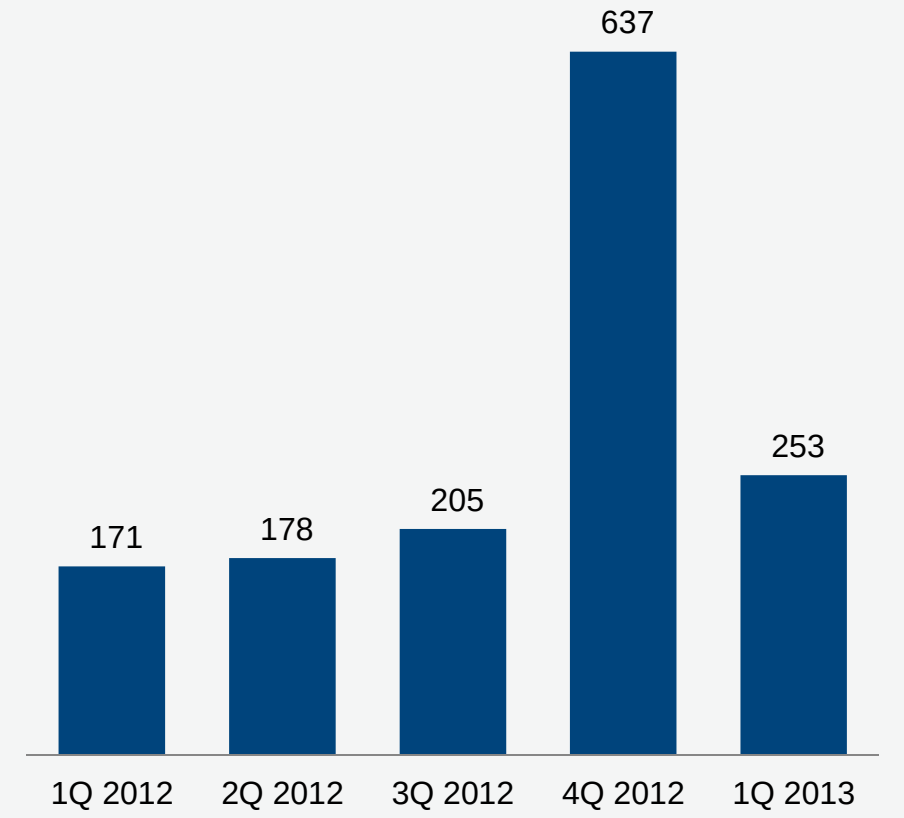
Sales & Trading revenues were driven by strong performance of most desks

- When compared to 4Q 2012 there were:
  - Overall higher revenues from most FICC and equities desks

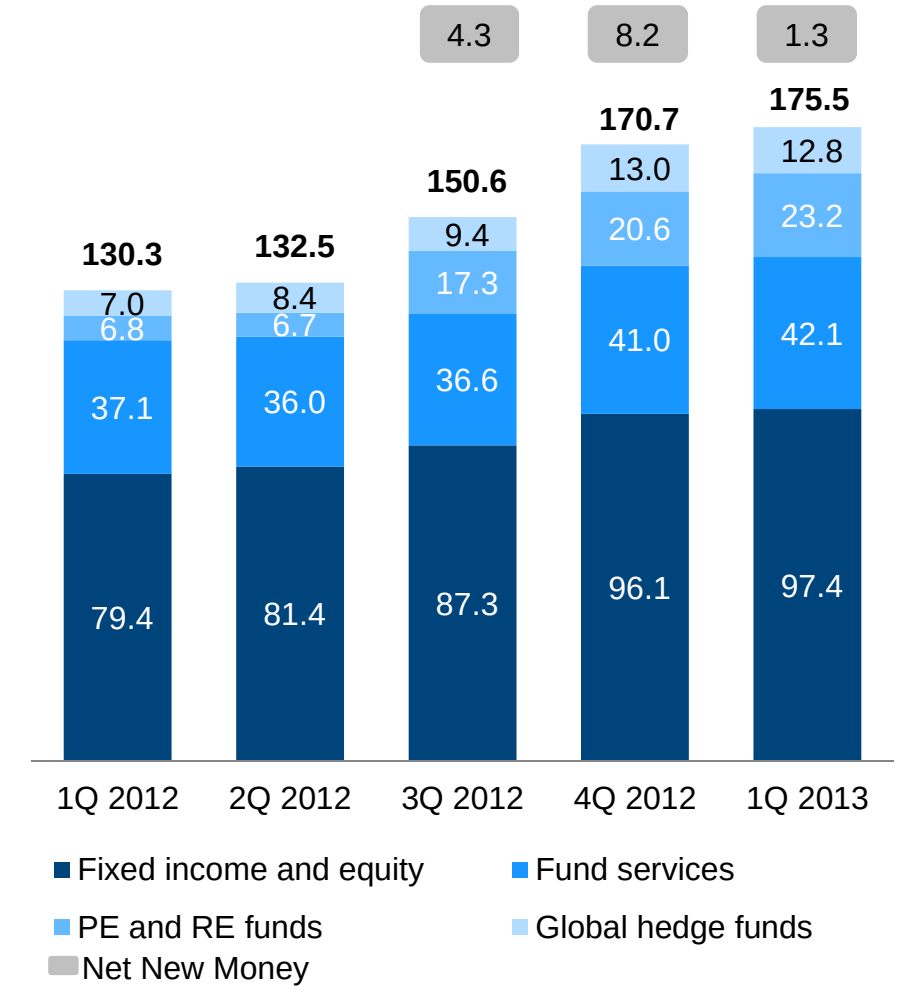
Asset Management

Continuing growth of Asset Management run rate revenues on increasing AuM/AuA

Revenues (R$ million)



AuM and AuA (R$ billion)

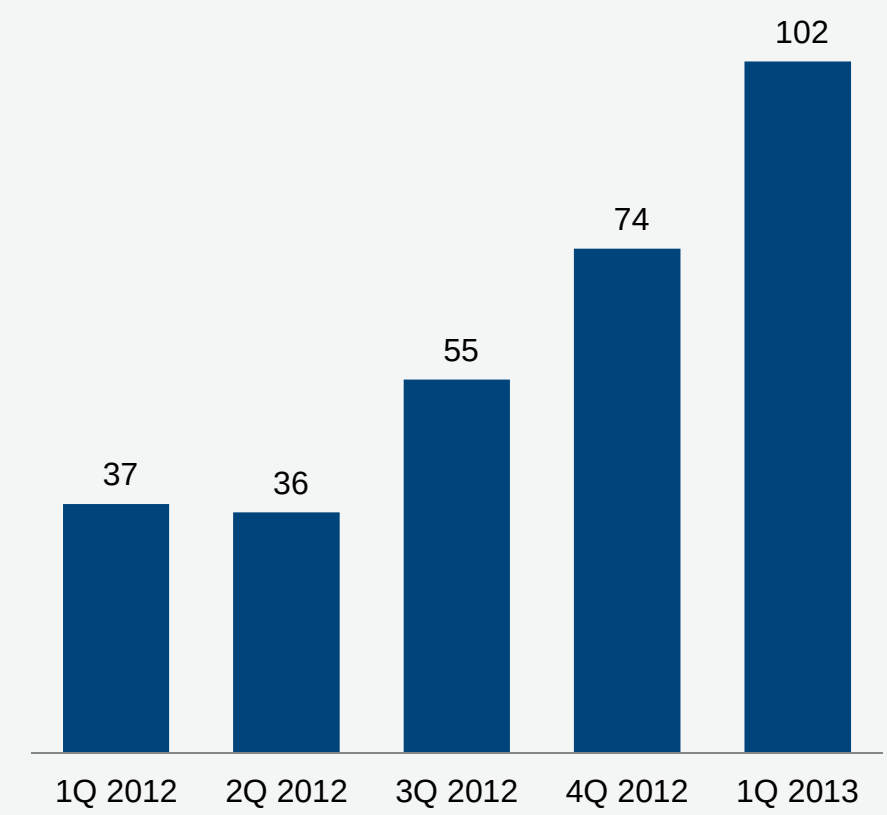


Notes:
* Bolsa y Renta's total AuM/AuA was R$1.6Bn

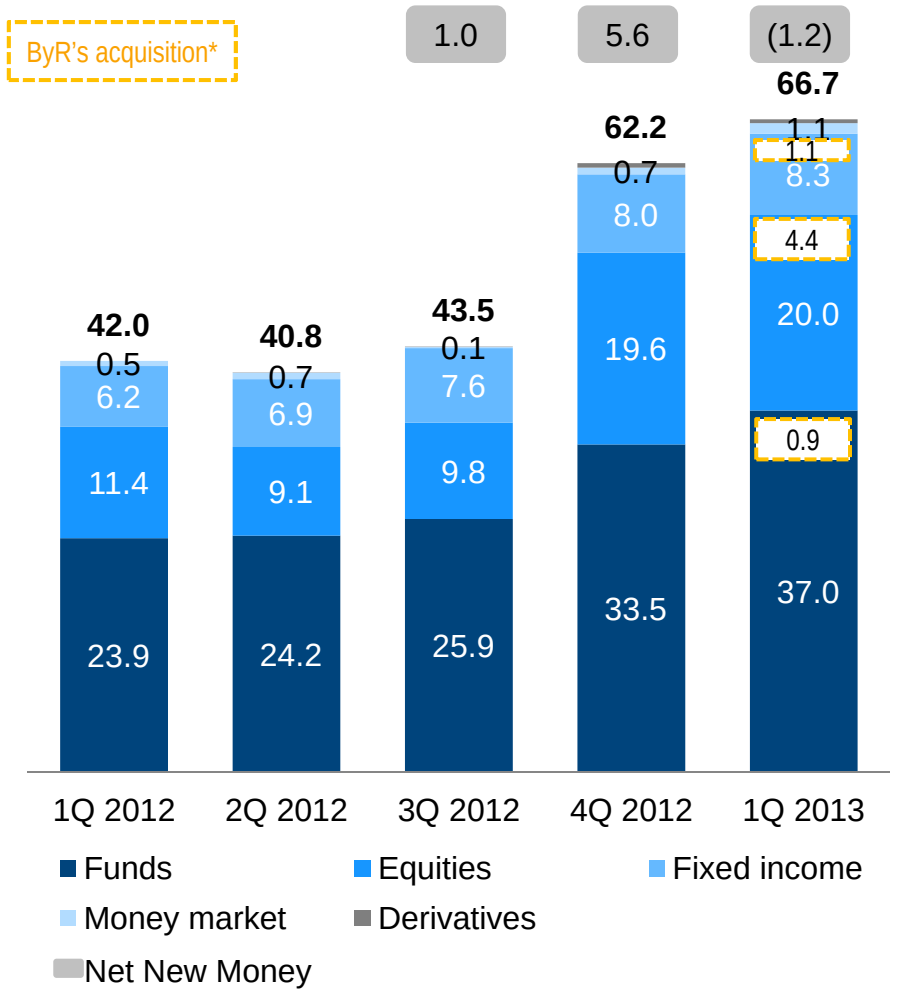
Wealth Management

Strong revenues for the 1Q 2013 driven by fees of distribution of investment funds shares and ByR's revenues

Revenues (R$ million)



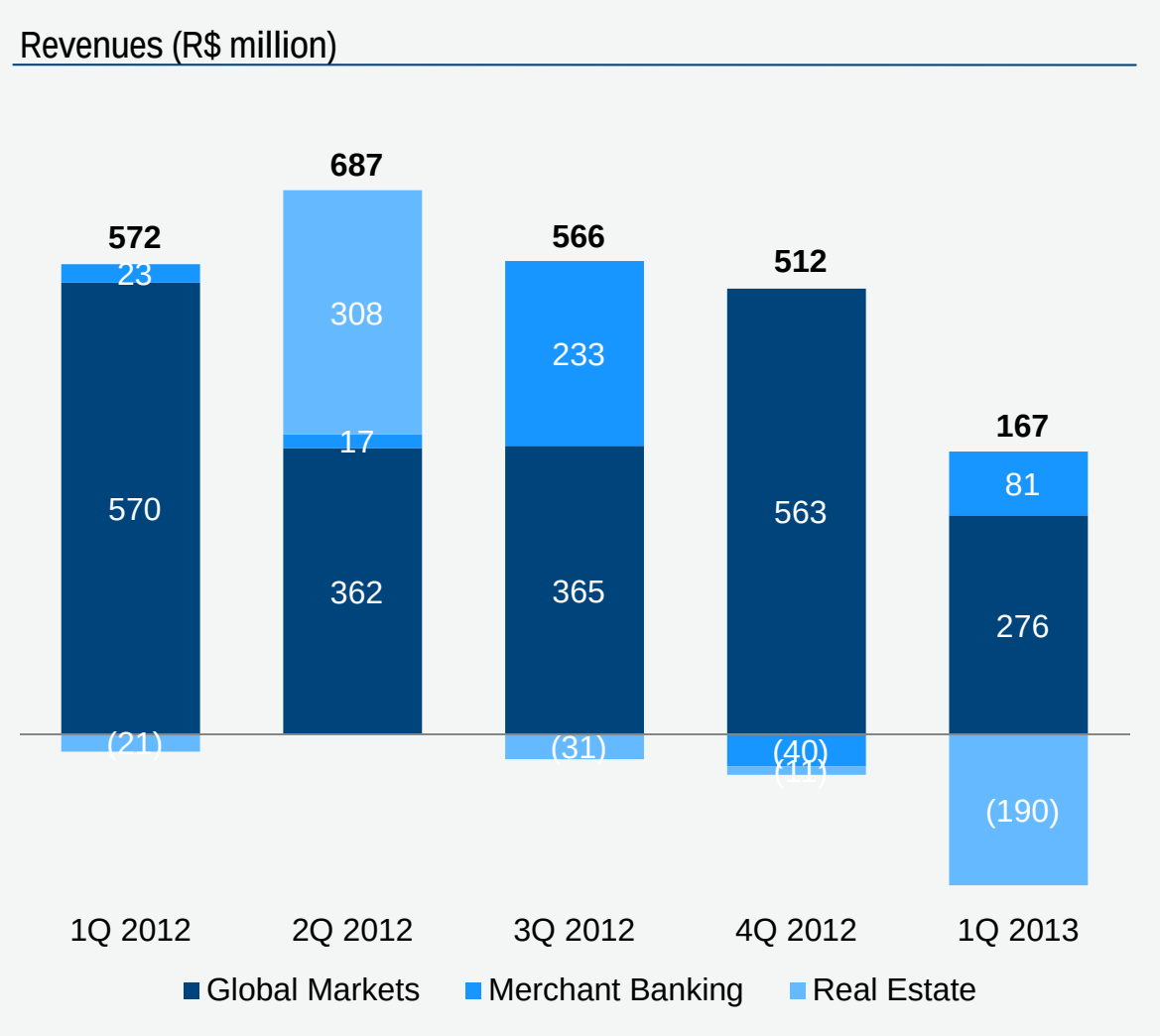
WuM (R$ billion)



Notes:
* Bolsa y Renta's total WuM was R$6.5Bn

Principal Investments

Revenues for the 1Q 2013 were driven by lower performance in Global Markets due to challenging trading environment and negative revenues from Real Estate



Smaller results from most of our desks, especially Brazil rates and overall credit strategies

Good performance from Merchant Banking

Negative result from investment in BR Properties due to the share price decrease from R$25.5 in December to R$22.4 in March

Section 2

Expenses

Expenses and Main Ratios

Expenses continue to be under control

- Income tax rate with strong increase due to the revenue mix in the quarter and negative performance of BR Properties

(in R$ mm, unless stated)	Quarter			1Q 2013 % change to	
	1Q 2012	4Q 2012	1Q 2013	1Q 2012	4Q 2012
Bonus	(333)	(222)	(275)	-17%	24%
Retention expenses	(6)	-	-	-100%	n.a.
Salaries and benefits	(70)	(103)	(112)	59%	8%
Administrative and other	(68)	(194)	(158)	134%	-18%
Goodwill amortization	(5)	(278)	(45)	733%	-84%
Tax charges, other than income tax	(50)	(71)	(72)	45%	2%
Total operating expenses	(532)	(867)	(663)	25%	-24%
Cost to income ratio	33%	46%	39%		
Compensation ratio	25%	17%	23%		
Coverage ratio	208%	296%	198%		
Coverage ratio (adj. for extraordinary expenses)	208%	296%	198%		
Income tax and social contribution	(284)	(170)	(419)	47%	147%
Effective income tax rate	27%	17%	41%		

Section 3

Balance Sheet

Balance Sheet Analysis

(In R$ billion)

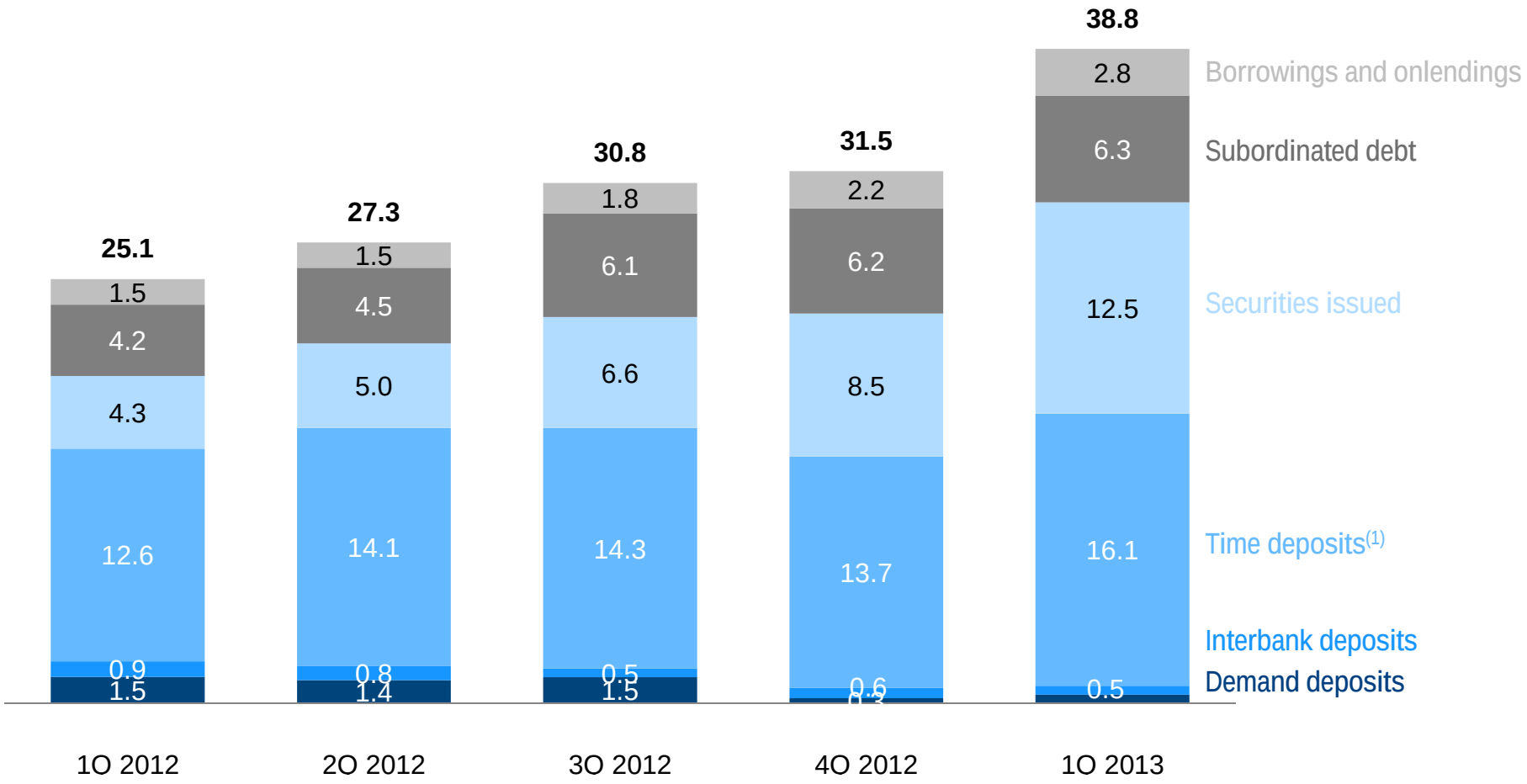


Notes:
(1) From 1Q 2013 on, includes secured funding that uses credit or illiquid assets as collateral (1Q 2013 = R$2.8 billion)
(2) From 1Q 2013 on, other assets, that was previously reported together with illiquid assets, will be reported individually

Unsecured Funding Base

In the 1Q 2013 we were able to grow the Unsecured Funding base by 14%(2)

(In R$ billion)

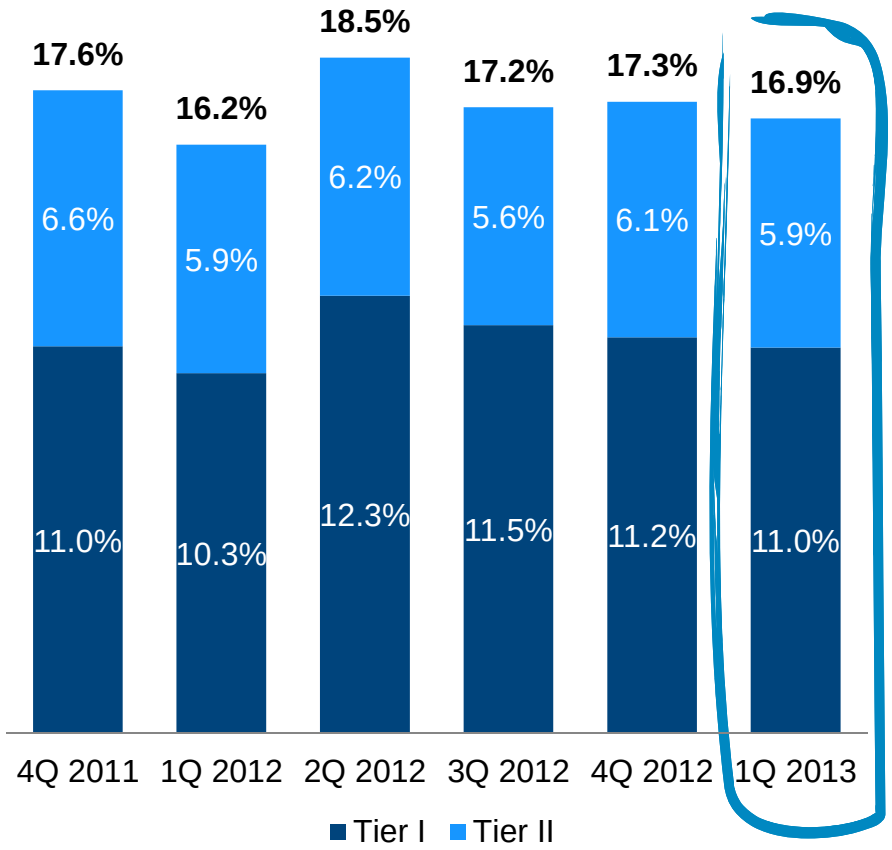


Notes:
(1) From 1Q 2013 on, includes secured funding that uses credit or illiquid assets as collateral (1Q 2013 = R$2.8 billion)
(2) Excluding R$2.8 billion funding that uses credit or illiquid assets as collateral from 1Q 2013

Basel Ratio and VaR

At the end of the quarter Banco BTG Pactual's Basel Ratio was at 16.9%

Basel Ratio (%)



Daily Average VaR (% of average equity)

