

Ultrapar Participações S.A.

Earnings conference call

Comments on the company's 4Q11 and 2011 performance and outlook

02.17.12

Forward-looking statements

This document may include "forward-looking statements" within the meaning of the "safe harbor" provisions of the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by the use of words such as "anticipate," "believe," "expect," "estimate," "plan," "outlook," "project" and other similar expressions that predict or indicate future events or trends or that are not statements of historical matters. Investors are cautioned that such forward-looking statements with respect to revenues, earnings, performance, strategies, prospects and other aspects of the business of Ultrapar Participações S.A. ("Ultrapar") are based on current expectations that are subject to risks and uncertainties that could cause actual results or outcomes to differ materially from those indicated by such forward-looking statements. Ultrapar is under no obligation to (and expressly disclaims any such obligation to) update or alter its forward-looking statements whether as a result of new information, future events or otherwise. For this reason, readers should not place undue emphasis on these forward-looking statements.

Considerations on the financial and operational information

- Standards and criteria adopted in preparing the information

  - ✓ From the year ending December 31st, 2010 onwards, CVM made mandatory the adoption of the International Financial Reporting Standards (IFRS) in the presentation of consolidated financial statements of the Brazilian publicly-listed companies.

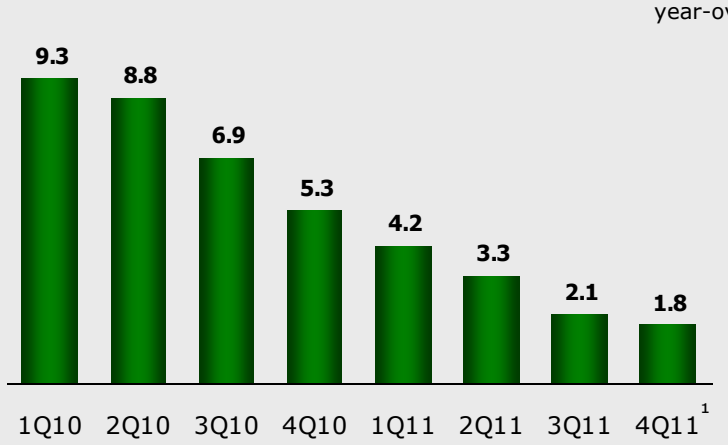
  - ✓ Accordingly, Ultrapar's consolidated financial statements for years 2010 and 2011 were prepared in compliance with the IFRS, which differs in certain aspects from the previous Brazilian accounting standards.

  - ✓ For an understanding of the effects of the adoption of the IFRS, we released financial spreadsheets on CVM's website (www.cvm.gov.br), as well as on Ultrapar's website (www.ultra.com.br), demonstrating the impacts of the accounting changes introduced by the IFRS on the main line items of the financial statements for years 2009 and 2010, in comparison with the amounts that would have been obtained without such changes. Additional information on the changes resulting from the adoption of the IFRS is available in note 2 of the financial statements of the year ended December 31st, 2010.

  - ✓ Except when otherwise indicated, the amounts presented in this document are expressed in millions of R$ and, therefore, are subject to rounding off. Consequently, the total amounts presented in the tables may differ from the direct sum of the amounts that precede them.

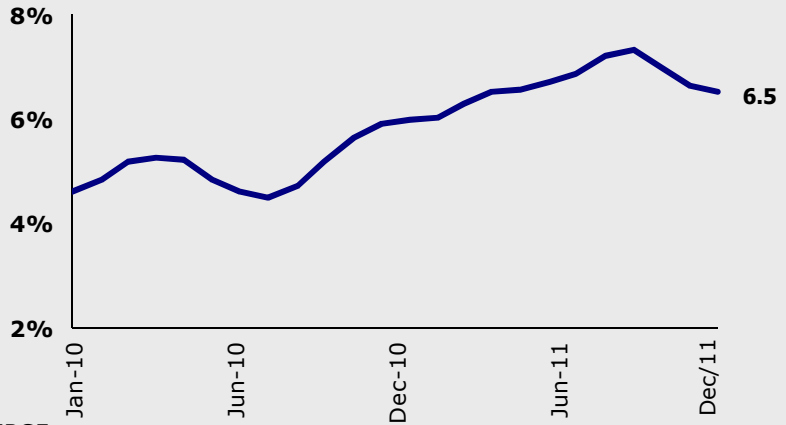
Ultrapar – 2011 economic environment

Brazilian real GDP growth (%)



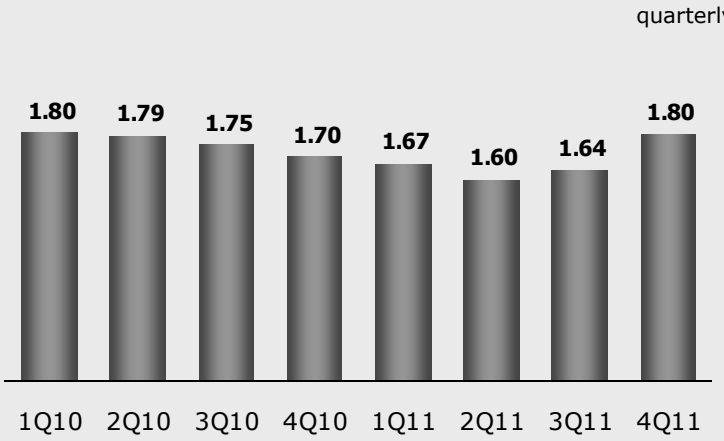
[1] Source: Central Bank of Brazil, forecast

Inflation (%)

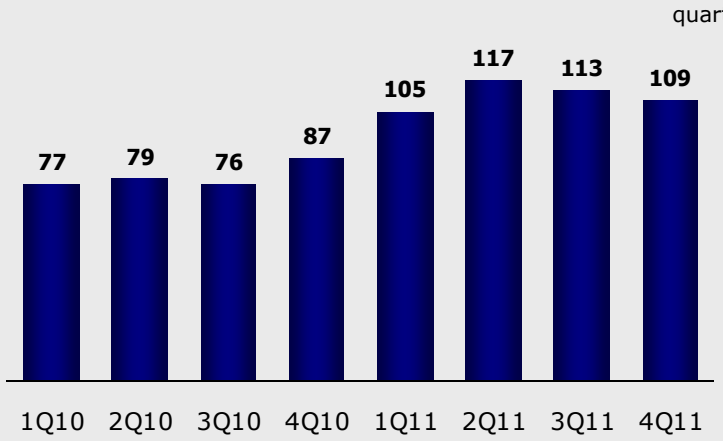


Source: IBGE

Exchange rate (R$/US$)



Brent oil (US$/barrel)

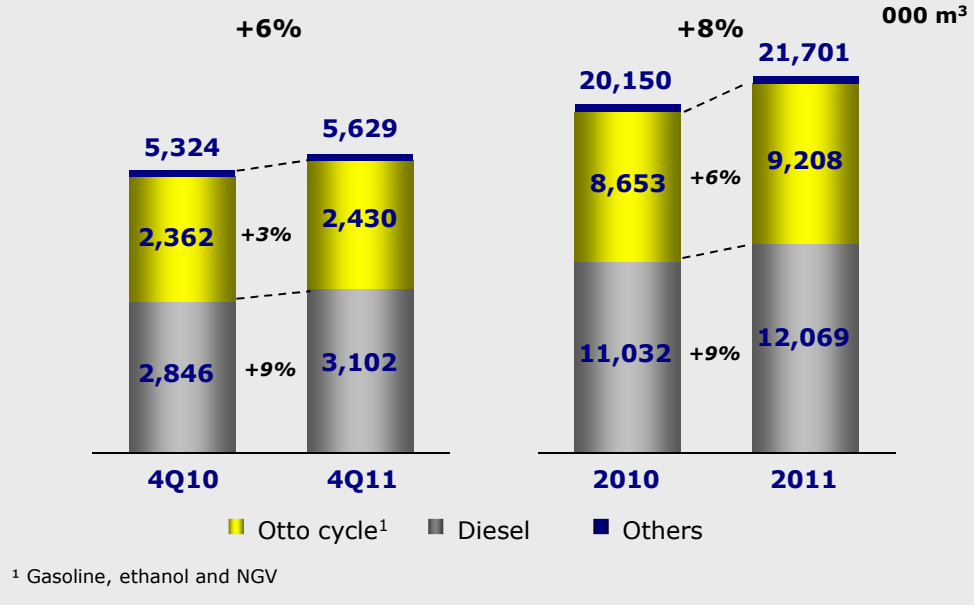


Ultrapar – Highlights in 2011

- New corporate governance structure
  - ✓ Conversion of preferred shares into common shares at a 1:1 ratio
  - ✓ Migration to the Novo Mercado with standards that exceed its requirements
  - ✓ Instrument to strengthen and endure the company and its growth
- Investments
  - ✓ Expansion of Ipiranga's service stations and franchises
    - 424 service stations added to the network, through new service stations and conversion of unbranded service stations
    - 179 new am/pm stores (+17%)
    - 170 new Jet Oil (+24%)
  - ✓ Acquisition of Repsol's LPG business in Brazil
  - ✓ Conclusion of an important investment cycle to expand Oxiteno
    - Ethylene oxide unit in Camaçari +90 thousand tons/year (+26% over total ethylene oxide capacity)
  - ✓ Conclusion of the expansion of Ultracargo's terminal in Suape (+26 thousand m^3)

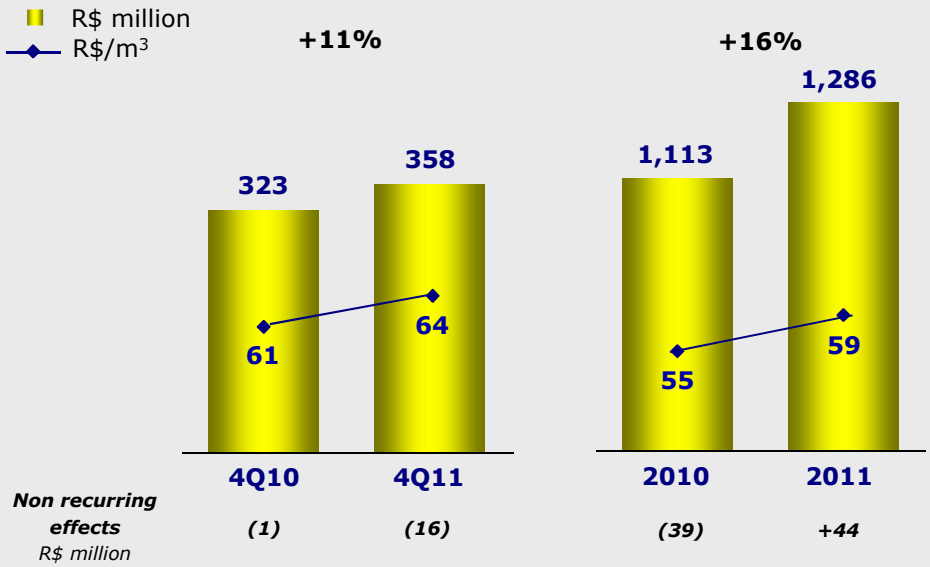
Ipiranga – 4Q11 / 2011 performance

Volume



¹ Gasoline, ethanol and NGV

EBITDA ex-non-recurring items



Non recurring effects *R$ million*	4Q10	4Q11	2010	2011
	(1)	*(16)*	*(39)*	*+44*

Volume

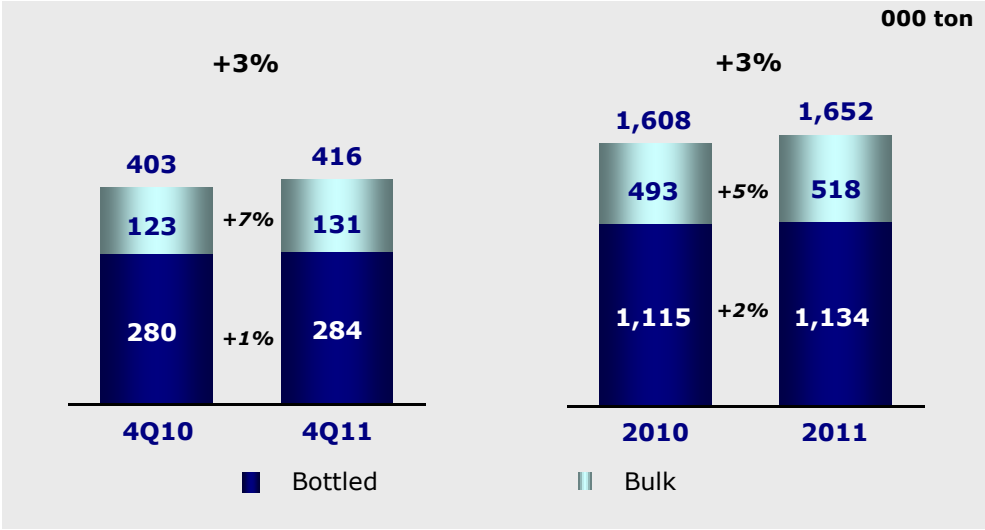
- Otto cycle
  - ✓ Growth of the Brazilian light vehicle fleet
  - ✓ ...partially offset by the increased share of gasoline
  - ✓ Investments to expand the network, focused on Midwest, Northeast and North of Brazil
- Diesel
  - ✓ Brazilian GDP growth
  - ✓ Capture of new clients

EBITDA

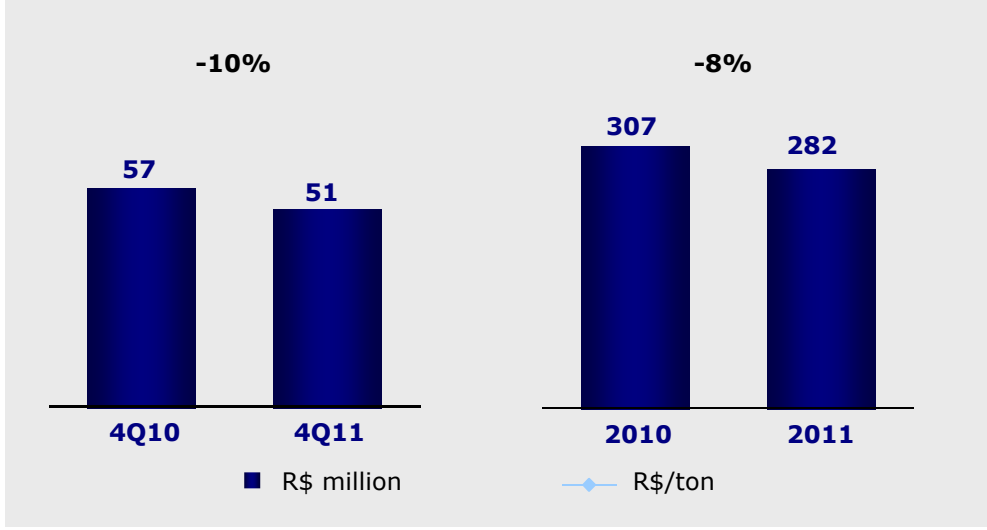
- Higher sales volume
- Improved sales mix
  - ✓ Increased share of gasoline, which has higher margins

Ultragaz – 4Q11 / 2011 performance

Volume



EBITDA



Volume

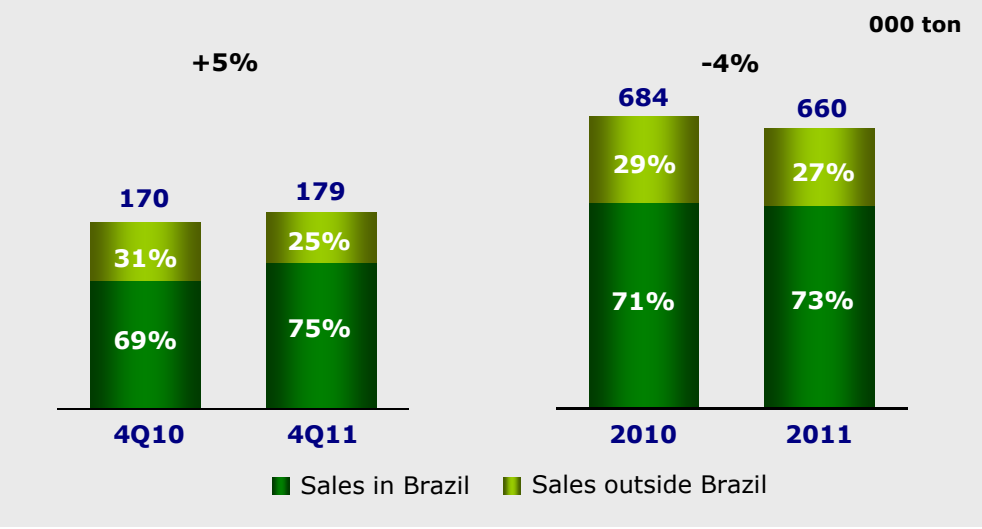
- Growth in the bulk segment
  - ✓ Economic growth
  - ✓ Investments to capture new clients
  - ✓ Acquisition of Repsol

EBITDA

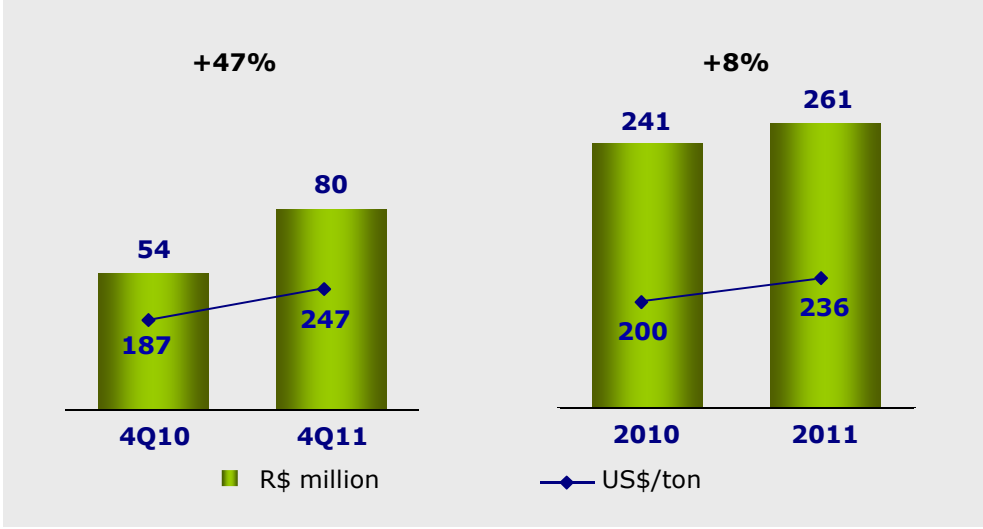
- Benefits from higher sales volume
- Effects of inflation on costs and expenses
- Extraordinary effects
  - ✓ 4Q11: integration of Repsol and contingencies (R$ 15 million)
  - ✓ 4Q10: studies and projects (R$ 12 million)
  - ✓ EBITDA ex-non recurring 4Q11 x 4Q10: - 4%

Oxiteno – 4Q11 / 2011 performance

Volume



EBITDA



Volume

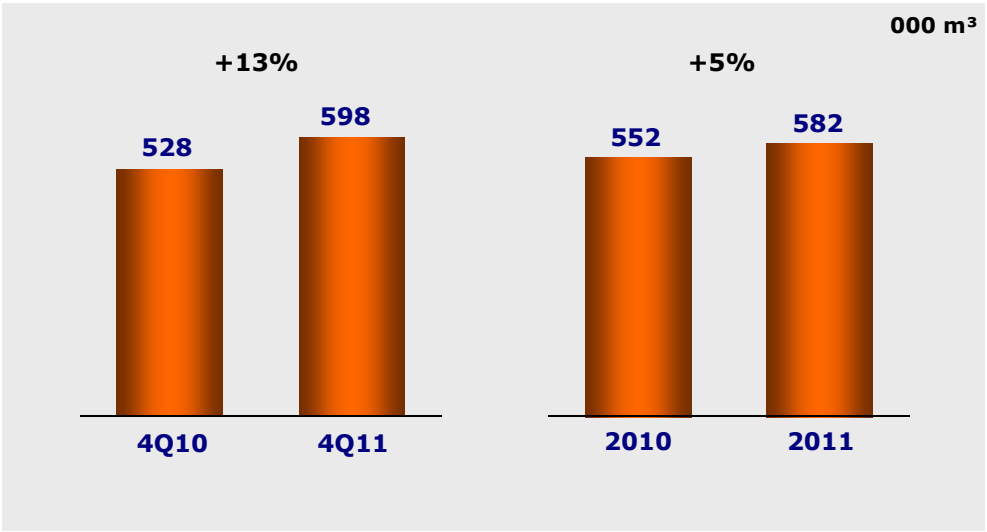
- 4Q11
  - ✓ Brazil +15%: higher sales of glycols
  - ✓ Foreign markets -16%: global economic slowdown
- 2011
  - ✓ Plant stoppages
  - ✓ Inventory adjustments to the economic slowdown by Oxiteno's clients

EBITDA

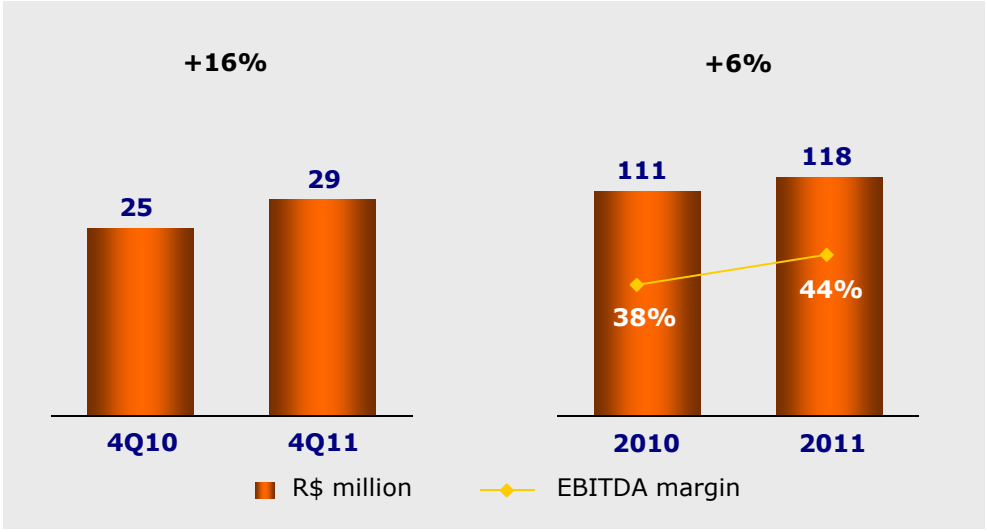
- Recovery in margins
- Exchange rate Real/Dollar
  - ✓ 6% depreciation in 4Q11
  - ✓ 5% appreciation in 2011

Ultracargo – 4Q11 / 2011 performance

Volume



EBITDA



Volume

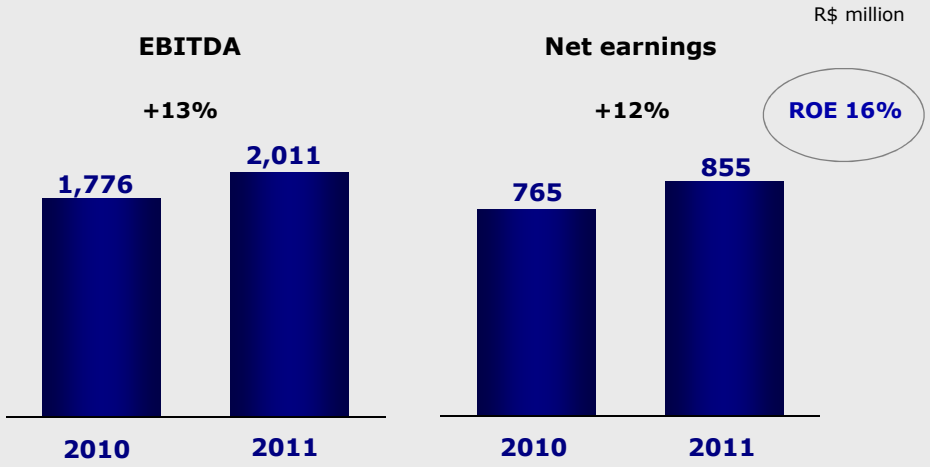
- Increase in effective storage in the Suape terminal
  - ✓ Start up of the expanded terminal in 3Q11
- Increased imports of ethanol in the Santos terminal

EBITDA

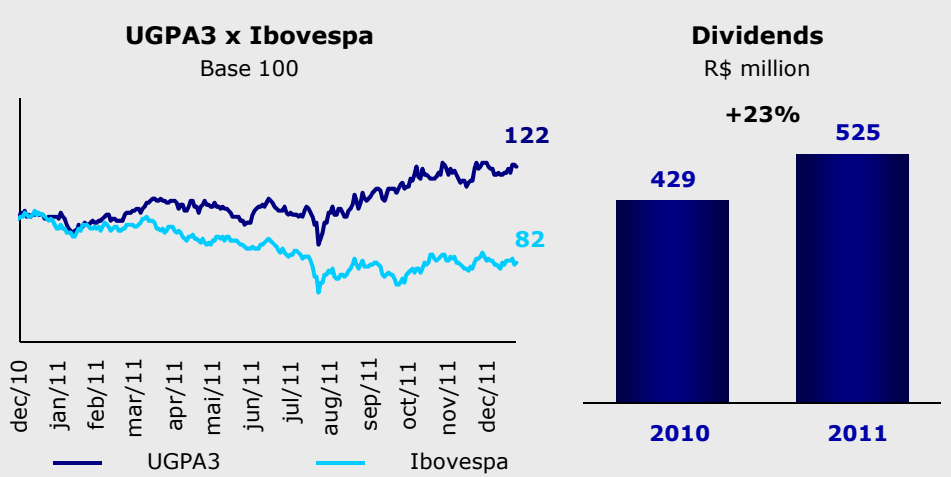
- Increased average storage of its terminals
- Effect of the sale of in-house logistics, solid bulk storage, and road transportation businesses in July 2010.

Ultrapar in 2011 and outlook

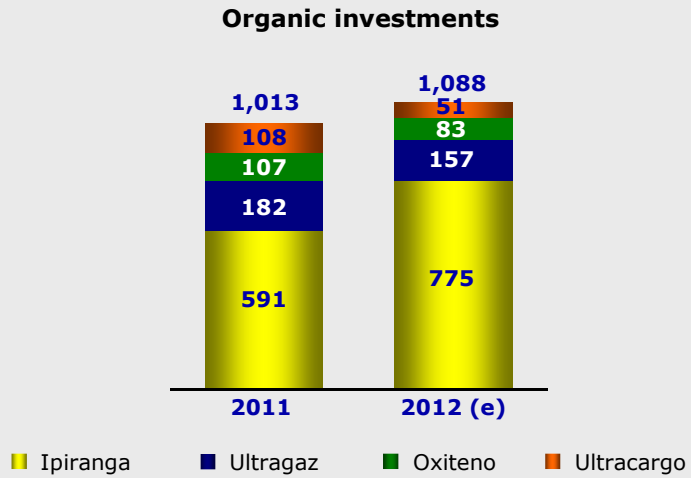
Strong earnings growth...



...with significant return to shareholders



New opportunities for growth...



...following the strategy of value creation

- Strengthening of the businesses operating scale
  - ✓ Expansion of Ipiranga's distribution network
  - ✓ Acquisition of Repsol's LPG business in Brazil
  - ✓ Expansions of Oxiteno in Camaçari and Ultracargo in Suape
- Ultrapar's businesses
  - ✓ Resilient nature
  - ✓ Leveraged on the economic growth
- New corporate governance structure
  - ✓ Strengthening and enduring the company and its growth
  - ✓ Higher investment capacity, associated to the planning and execution capacity of the company



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Earnings Conference Call

Q&A session

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