

Ultrapar Participações S.A.

Earnings conference call

Comments on the company's 4Q12 and 2012 performance and outlook

02.22.13

Considerations on the information provided

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.

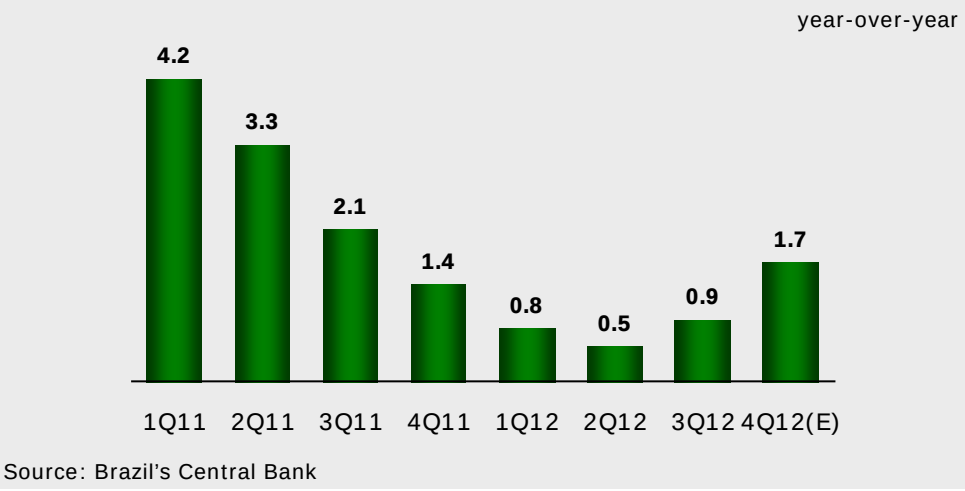
Considerations on the financial and operational information

- ✓ The financial information presented in this document has been prepared according to the International Financial Reporting Standards (IFRS). The financial information of Ultrapar corresponds to the company’s consolidated information. The financial information of Ultragaz, Ipiranga, Oxiteno and Ultracargo is reported without elimination of intercompany transactions. Therefore, the sum of such information may not correspond to the consolidated financial information of Ultrapar. In addition, except when otherwise indicated, the amounts presented in this document are expressed in millions of Reais 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.

- ✓ On October 4th, 2012, CVM issued the Instruction Nr 527 ("ICVM 527"), which governs the disclosure by listed companies of the EBITDA - Earnings Before Interest, Taxes, Depreciation and Amortization, and EBIT - Earnings Before Interest and Taxes, for the results disclosed from January 1st, 2013 onwards. The EBITDA according to ICVM 527 differs from the EBITDA previously reported by the company as it includes the income in the sale of assets and equity in earnings (losses) of affiliates.

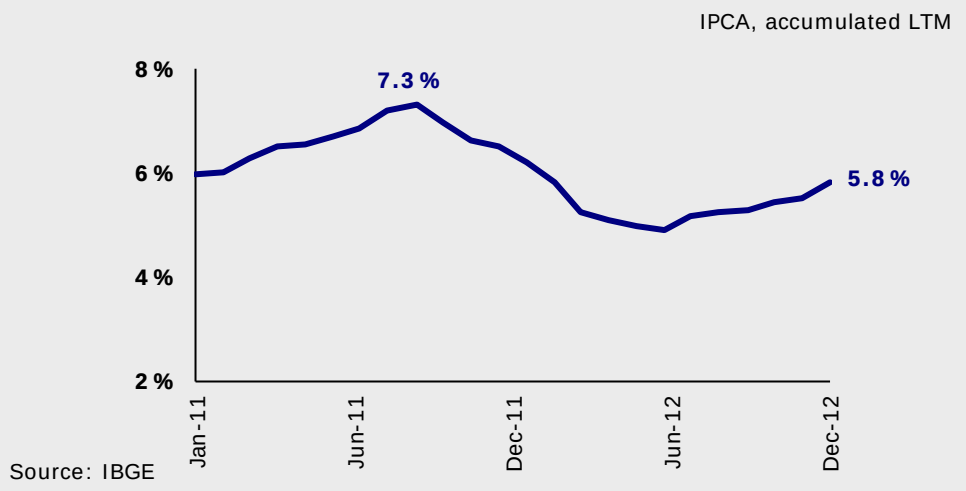
Ultrapar – 2012 economic and operational environment

Brazilian GDP real growth (%)



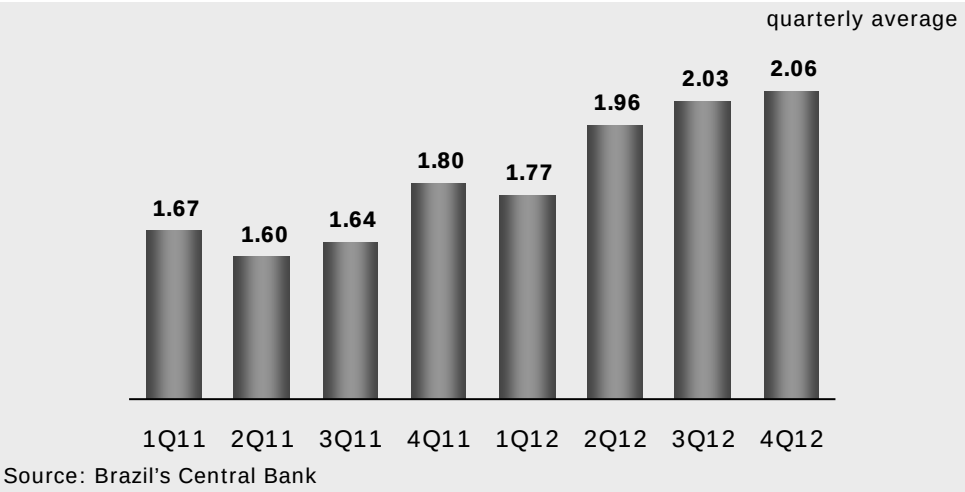
Source: Brazil's Central Bank

Inflation



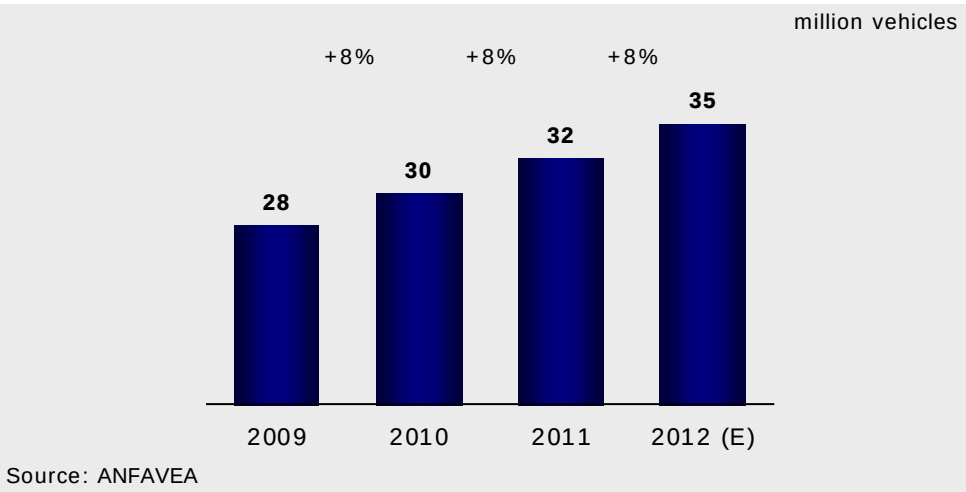
Source: IBGE

Exchange rate (R$/US$)



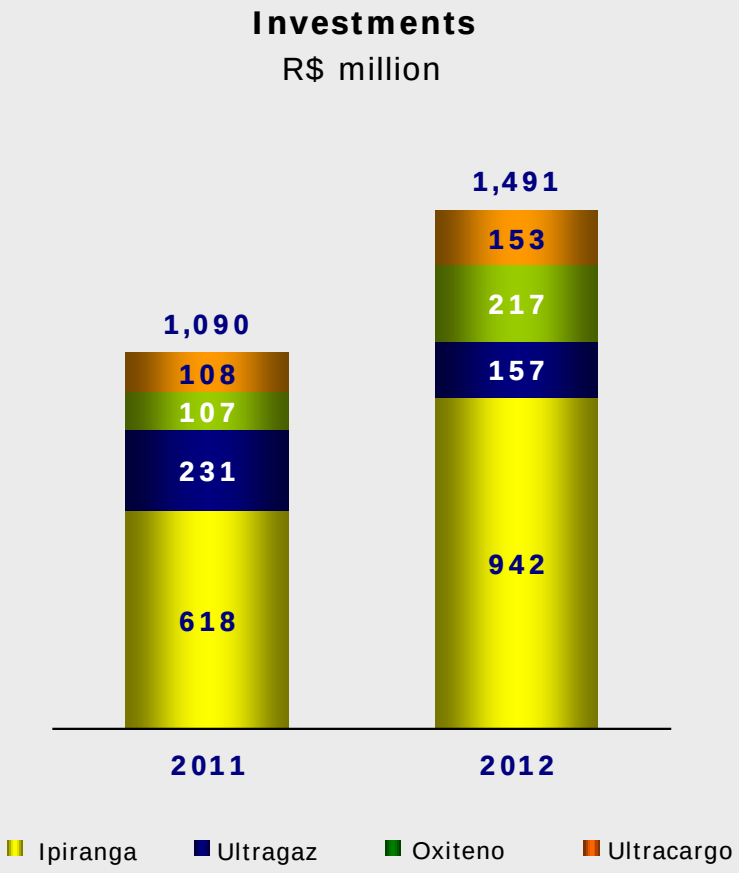
Source: Brazil's Central Bank

Light vehicles fleet



Source: ANFAVEA

Ultrapar - Last years' investments boosted 2012 results

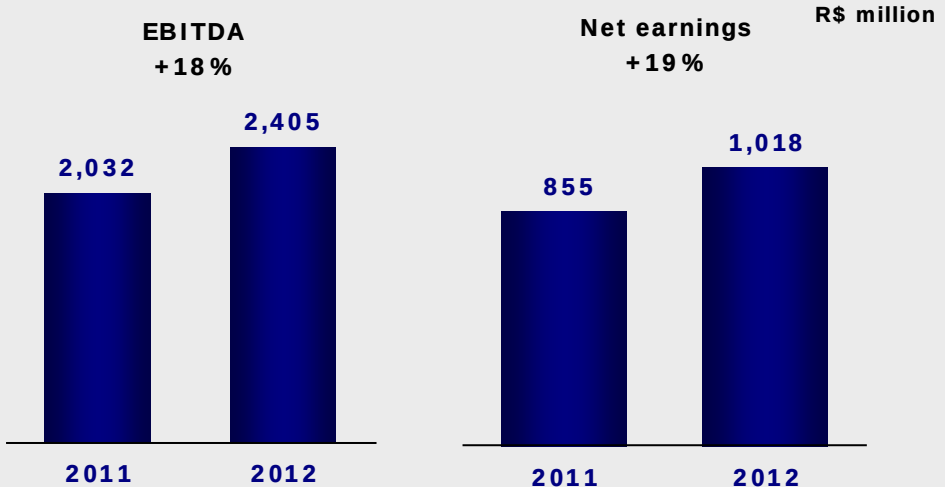


- Ultracargo
  - ✓ Acquisition of a terminal in the port of Itaqui
  - ✓ Expansions in Santos, Suape and Aratu
    - Total capacity +15% since 2010
- Oxiteno
  - ✓ Conclusion of the production capacity expansion cycle in Brazil
    - Ethylene oxide +35% since 2007
    - Specialties +48% since 2007
    - Construction of the only oleochemical plant in Latin America
- Ultragaz
  - ✓ Repsol's acquisition in 2011
  - ✓ Growth of the UltraSystem
- Ipiranga
  - ✓ 14% increase in the number of service stations since Dec/10
  - ✓ Investments in 16 logistic facilities
  - ✓ 740 new JetOil and am/pm stores since Dec/10

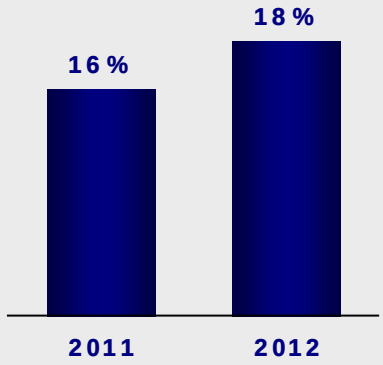
✓ Volumes growth in all businesses in 2012
✓ Increased operating leverage
✓ Improved productivity and market positioning

Ultrapar – Strong earnings and value creation growth

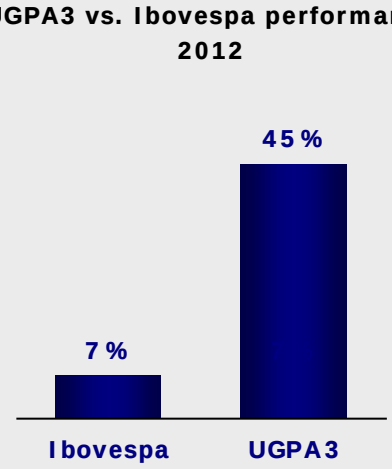
One more quarter of positive results...



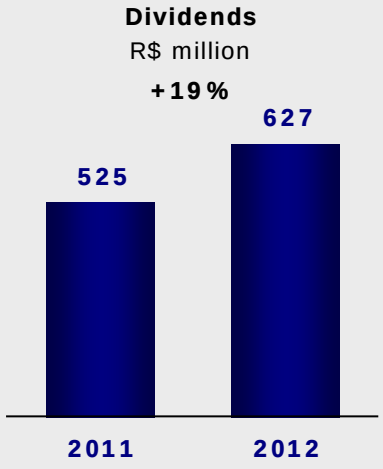
...with return on equity growth...



...and significant shareholders' return

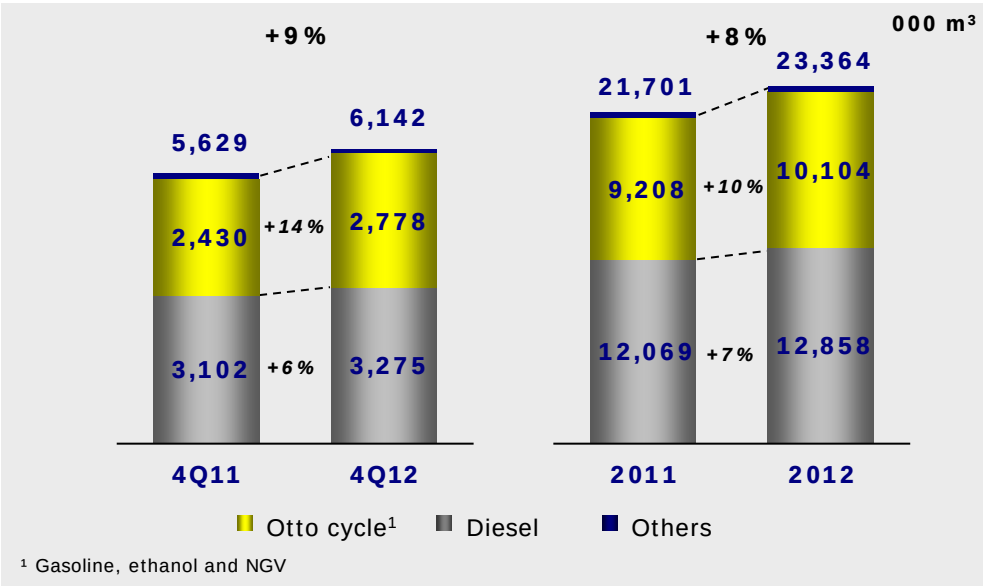


Strong cash generation and sound financial position allowed increased payment of dividends



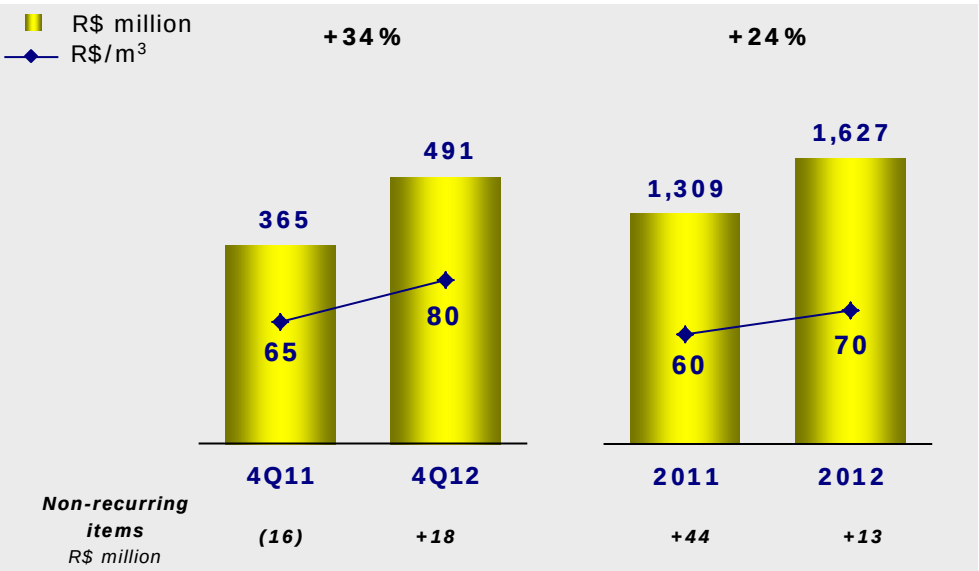
Ipiranga – 4Q12 / 2012 performance

Volume



¹ Gasoline, ethanol and NGV

EBITDA ex-non-recurring items



Volume

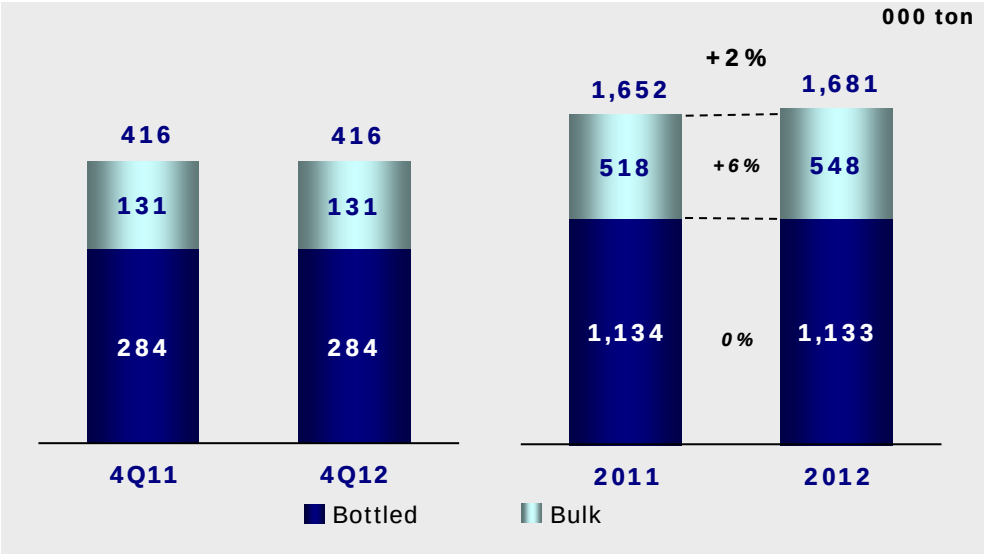
- Otto cycle
  - ✓ Growth of the Brazilian light vehicle fleet
- Diesel
  - ✓ Record grain harvest
  - ✓ Consumption / retail
- Strong investments to expand the service stations network and clients
  - ✓ New service stations and conversion of unbranded stations – focus on the Midwest, Northeast and North regions
  - ✓ Increased share of service stations segment on total sales

EBITDA

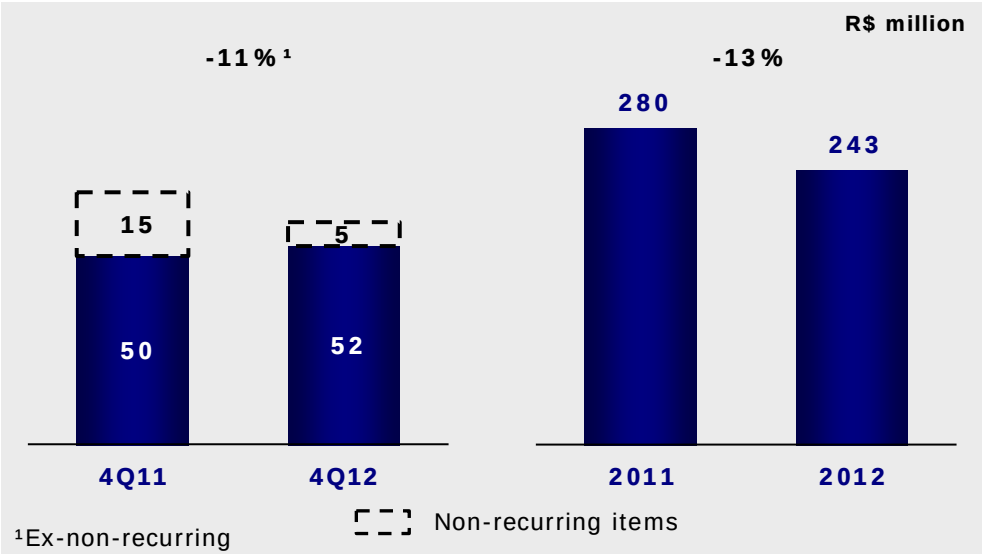
- Higher sales volume + operating leverage
- Improved sales mix
  - ✓ Increased share of gasoline
  - ✓ Growing share of service stations segment in diesel
- Evolution of diesel and anhydrous and hydrated ethanol costs
- Constant innovation strategy in services and convenience in the service station, creating increased consumer satisfaction and loyalty

Ultragaz – 4Q12 / 2012 performance

Volume



EBITDA



Volume

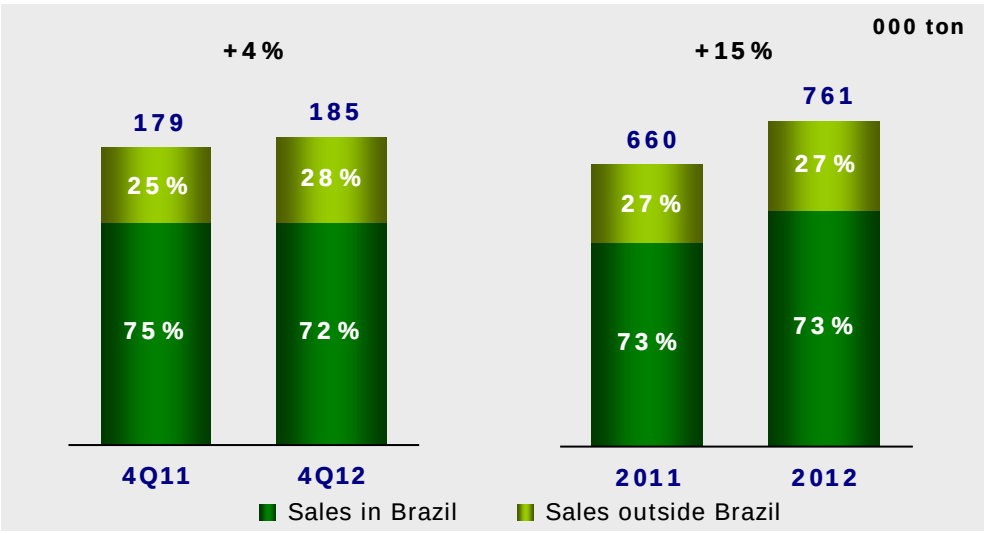
- Growth in the bulk segment
  - ✓ Investments to capture new clients
  - ✓ Acquisition of Repsol
- Impact of the strike in the state of São Paulo and lower consumption by large customers in 4Q12

EBITDA

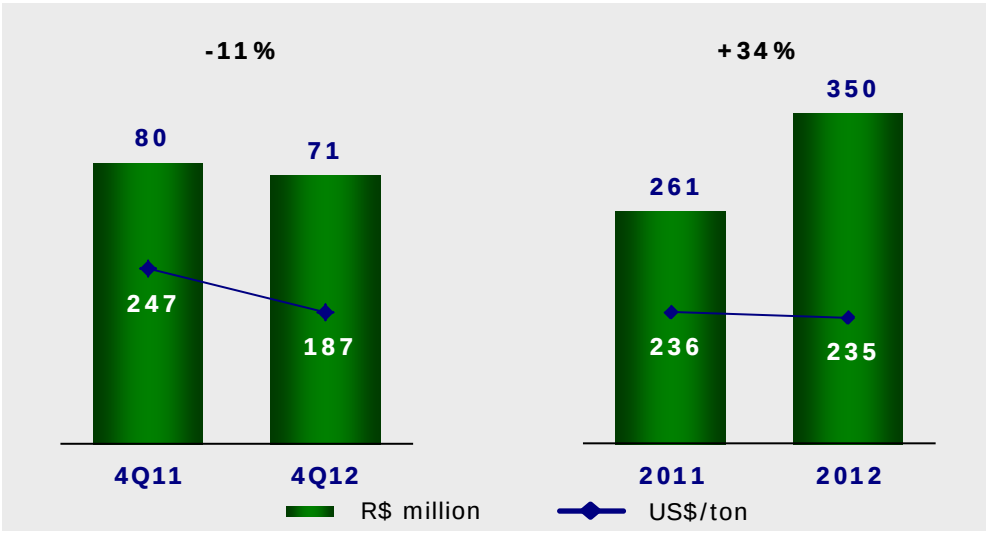
- Effects of inflation on costs and expenses
- Cost management initiatives
  - ✓ Management of freight contracts
  - ✓ Cost reduction in bottling and storage facilities
- Non-recurring items
  - ✓ 4Q11: integration of Repsol and contingencies (R$ 15 M)
  - ✓ 4Q12: strike in the state of São Paulo (R$ 5 M)

Oxiteno – 4Q12 / 2012 performance

Volume



EBITDA



Volume

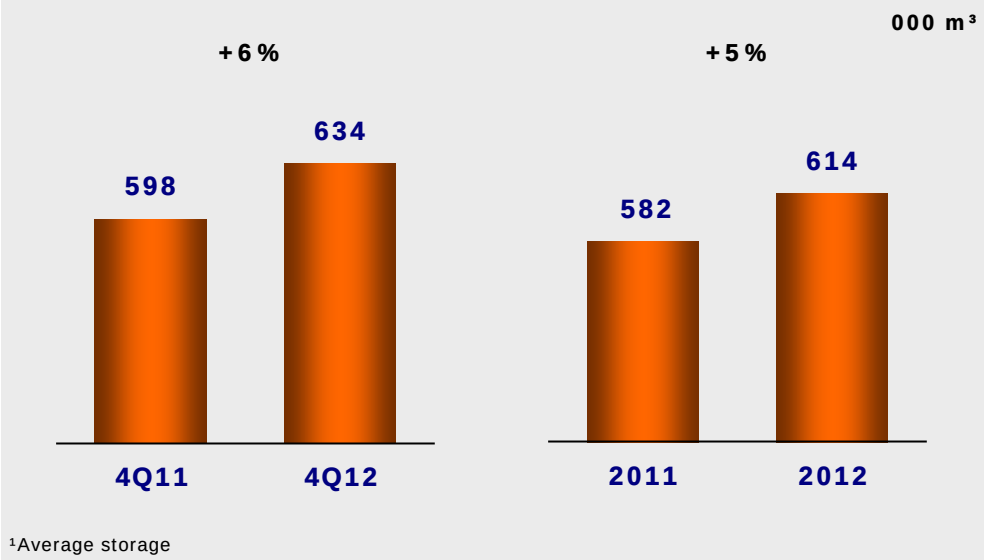
- 4Q12
  - ✓ Blackout – non-scheduled stoppage in Camaçari complex
  - ✓ Acquisition of the specialty chemicals plant in Uruguay, integrated since November
  - ✓ Specialties in Brazil +5%
    - – Highlight to the agrochemical, automotive and coatings segments
- 2012
  - ✓ Expansions concluded in 2011
  - ✓ Growth in almost all segments

EBITDA

- Higher sales volume
- Exchange rate Real/Dollar
  - ✓ 14% weaker Real in 4Q12
  - ✓ 17% weaker Real in 2012
- 4Q12
  - ✓ Effect of the non-scheduled stoppage in Camaçari complex
  - ✓ Expenses related to the start-up of the company's operations in the United States
  - ✓ Soaring ethylene cost

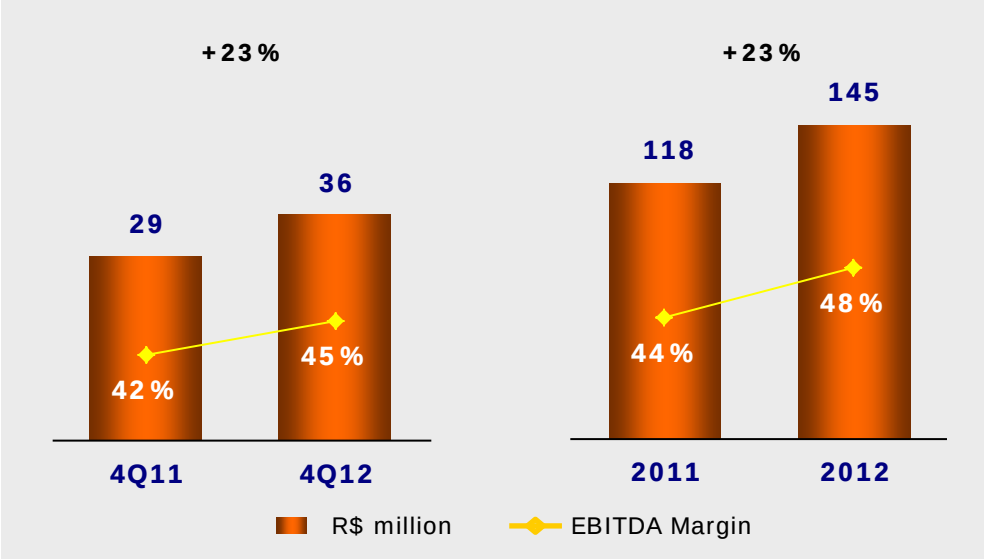
Ultracargo – 4Q12 / 2012 performance

Volume



[1]Average storage

EBITDA



Volume

- Acquisition of Temmar, integrated since August
- Handling of ethanol

EBITDA

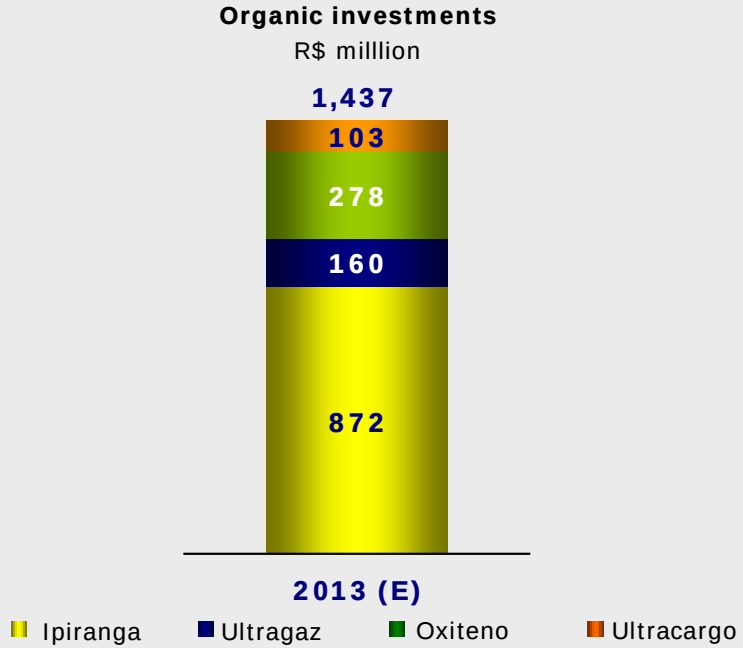
- Effects of Temmar's acquisition
- Improved mix of handled products and contracts

Ultrapar – Solid foundations to continue its trajectory of value creation

Business segments and governance structure are solid foundations...

- Resilient businesses, leveraged on the Brazilian economic growth
- Investment capacity (1.3x net debt/EBITDA in December 2012)
- Proven planning and execution capability
- Governance structure to endure the company's growth and value creation

...to capture new growth opportunities



- Ipiranga
  - ✓ Expansion of its distribution network, as well as Jet Oil and am/pm stores, focused on the Midwest, Northeast and North regions of Brazil
  - ✓ Expansion of its logistic infrastructure
- Ultragaz
  - ✓ Expansion of UltraSystem
  - ✓ Modernization and expansion of its filling plants
- Oxiteno
  - ✓ Expansion of its production capacity in the United States and Mexico, markets with competitive raw materials
- Ultracargo
  - ✓ Expansions in terminals, mainly in Itaqui



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