# **September 24, 2012**

## **Sector: financials**

# Fondul Proprietatea: Monthly Update

# End-Aug NAV +0.2% m/m to RON 0.9449/sh, price discount of 43%

The end-Aug NAV edged up 0.2% m/m to RON 0.9449/sh, with total listed portfolio +0.5% m/m and unlisted stocks flat m/m. Listed securities made 47% of the total equity portfolio and unlisted 53%. Net cash position improved by 4% m/m to RON 748m on lower payables. In the first 8 months, the fund recorded NP of RON 574m, quite flat (-0.1%) vs the figure recorded a month before. Based on the end-Aug official NAV (with Hidroelectrica booked at 0), the stock is favorably traded at a 42.9%

# Shareholding structure at end-Aug, consolidation in progress

The shareholding structure for end-Aug shows that compared to a month before, foreign institutional investors managed to increase stake to 52.0% (from 51.2%) and holding of foreign individuals slightly declined to 6.6%. Also, local individuals and legal entities abated their interest to 30.0% and 9.6% respectively. Redeemed shares accounted for 1.8%. We note that total number of shareholders was lower by 0.7% to 9,567, signaling stakeholders consolidation.

## Elliot group reached 15% of voting rights in Sept

Manchester Securities Corp and Beresfold Energy Corp (both affiliates of Elliott group of companies) reported at mid-Sept a slight increase of their interest in the fund, to 14.5%, thus reaching 15.2% of the total number of voting rights.

## Ytd stock price performance 2.0x vs BET index

On the upside, FP's ytd price performance remains elevated, exceeding twofold the BET index growth at Sept 21 (FP: +26.5% ytd, BET: +13.2% ytd). As regards the last month trading (Sept 21/ Aug 21), the stock performance has expectedly tempered (FP: +0.9% m/m, BET: +1.0% m/m).

## Overall positive news on investees

OMV Petrom (SNP RO, 36% of official NAV): The regulator now allows the gas-fired power plant in Brazi to use only domestic cheap gas (instead of the natgas basket consumption combining internally-produced gas with imports quota). The legal provision is valid by end-2014. We expect improvement of both segment and group profitability (G&P segment generates c. 6% of EBIT).

Hidroelectrica (0% of NAV since June, 24% at Dec): After the energy contracts re-negotiation, the judicial administrator stated that up to 10% of headcount might be laid-out in the future and the labor contracts will be re-negotiated with the union to cut the high bonuses and severance payments. News is positive, as downward-adjusted labor costs will improve overall profitability.

Nuclearelectrica (4% of official NAV): The auction to select brokers for the state's 10% IPO planned next year was delayed to Sept 28. Recall this is the second attempt to appoint a broker, after a first selection procedure was cancelled in May due to lack of offers.

Transgaz (TGN RO, 3% of official NAV): S&P cut rating to 'BB' as regulatory uncertainty and high dividends could weaken the company's financial risk; liquidity is considered adequate despite expectations that projected sources of liquidity (CFOs, bank lines) might exceed projected uses (capex, debt maturities, WC, divids); SPO to be launched possibly in Oct

Posta Romana (0.8% of official NAV): Gov't will start privatization talks with Belgian postal operator, according to press reports. Also, national postal operators in Austria, Belgium, Germany, Italy, the UK and Sweden allegedly are interested in the company's privatization.

| Latest NAV Statement  | : Aug 31, 2012 | 2      |        |        |        |        |
|-----------------------|----------------|--------|--------|--------|--------|--------|
| RONm                  | Dec-11         | Jul-12 | Aug-12 | ∆ m/m  | ∆ ytd  | 2012e  |
| Listed companies      | 4,822          | 5,583  | 5,611  | 0.5%   | 16.4%  | 5,809  |
| Unlisted companies    | 9,151          | 6,315  | 6,315  | 0.0%   | -31.0% | 6,441  |
| Cash and similar acc. | 494            | 813    | 777    | -4.4%  | 57.3%  | 753    |
| Total assets          | 14,522         | 12,757 | 12,719 | -0.3%  | -12.4% | 13,035 |
| Total debt            | 42             | 94     | 29     | -68.8% | -30.2% | 28     |
| NAV                   | 14,465         | 12,648 | 12,675 | 0.2%   | -12.4% | 12,993 |
| NAV/sh                | 1.0789         | 0.9429 | 0.9449 | 0.2%   | -12.4% | 0.9687 |
| Price P/(D) to NAV    | -49.9%         | -42.7% | -42.9% |        |        | -44.3% |
| NP                    | 544            | 575    | 574    | -0.1%  |        | 571    |
| EPS                   | 0.0405         | 0.0429 | 0.0428 | -0.1%  |        | 0.0426 |

Trading Price\*: **RON 0.5400 RON 0.6413** 

at Sep 21, 2012

Recommendation Outperform

#### **FP Share Price**



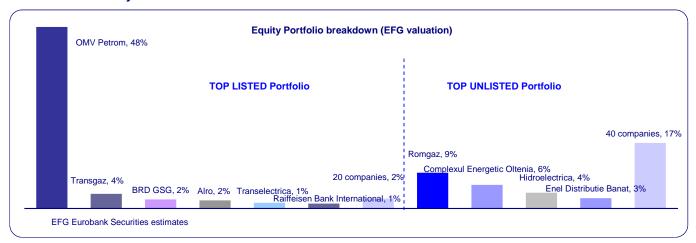
| Share Statistics          |             |         |
|---------------------------|-------------|---------|
| Bloomberg Ticker          |             | FP RO   |
| Reuters Ticker            |             | FP.BX   |
| Share price (RON)         |             | 0.5400  |
| Share price (EUR)         |             | 0.1198  |
| Price YTD                 |             | 26.5%   |
| High / Low Price 52W (RO  | 0.6050/     |         |
| `                         | 0.4151      |         |
| Avg Daily Value 6M (EUR   | 2.66        |         |
| Market cap. (EURm)        |             | 1,606   |
| Value of 1% stake (EURm   | 1)          | 16.1    |
| Shares outstanding (m)    |             | 13,413  |
| Free float (%)            |             | 85.5%   |
|                           | <u>2011</u> | 2012e   |
| P/E                       | 13.32       | 12.67   |
| P/B                       | 0.65        | 0.64    |
| P/(D) to NAV (%)          | (49.95)     | (44.26) |
| P/(D) to Target Price (%) |             | 15.80   |

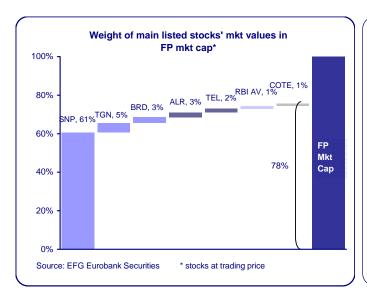
| Ownership Structure (m)  | Aug/2012 | 2      |
|--------------------------|----------|--------|
| Foreign legal entities   | 6,978    | 52.0%  |
| Foreign individuals      | 885      | 6.6%   |
| Romanian individuals     | 4,021    | 30.0%  |
| Romanian legal entities  | 1,288    | 9.6%   |
| Ministry of Finance      | 1        | 0.0%   |
| Redeemed shares          | 240      | 1.8%   |
| Total no of paid shares  | 13,413   | 100.0% |
| Elliot group*            |          | 14.5%  |
| State's unpaid shares    | 366      |        |
| Total no of shares       | 13,653   |        |
| Total no of shareholders |          | 9,567  |
| * at mid-Sept            |          |        |

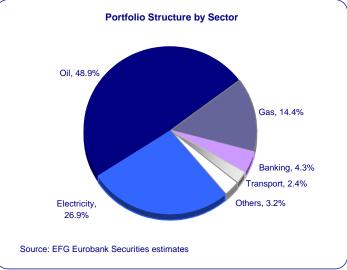
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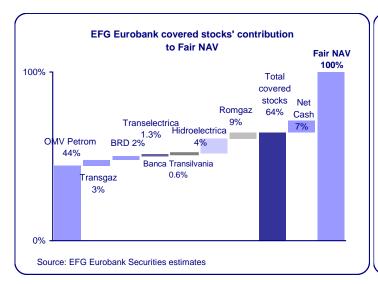


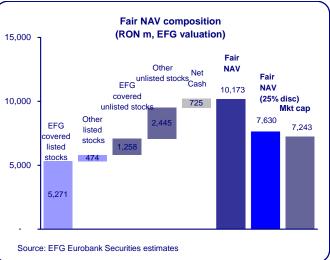
# **Portfolio Anatomy**













| EFG Eurobank Covered St      | EFG Eurobank Covered Stocks Valuation (RON m) |                     |                   |                  |                      |                                     |                    |  |  |
|------------------------------|---|---------------------|-------------------|------------------|----------------------|-------------------------------------|--------------------|--|--|
| Company                      | PF Stake                                      | Valuation<br>method | EFG<br>Valuation* | % in Fair<br>NAV | Marked-to-<br>market | Official<br>Valuation<br>(Jun/12)** | EFG vs<br>Official |  |  |
| Listed stocks                |   |                     |                   |                  |                      |                                     |                    |  |  |
| OMV Petrom                   | 20.1%   | DCF                 | 4,522             | 44.5%            | 4,397                | 4,272                               | 6%                 |  |  |
| Transgaz                     | 15.0%   | mark-to-market      | 353               | 3.5%             | 353                  | 339                                 | 4%                 |  |  |
| BRD GSG                      | 3.6%  | mark-to-market      | 211               | 2.1%             | 211                  | 225                                 | -6%                |  |  |
| Transelectrica               | 13.5%   | mark-to-market      | 129               | 1.3%             | 129                  | 121                                 | 7%                 |  |  |
| Banca Transilvania           | 2.9%  | mark-to-market      | 56                | 0.6%             | 56                   | 49                                  | 14%                |  |  |
| Total value of covered liste | ed stocks                                     |                     | 5,271             | 51.8%            | 5,146                | 5,006                               | 5%                 |  |  |
| Unlisted stocks              |   |                     |                   |                  |                      |                                     |                    |  |  |
| Romgaz                       | 15.0%   | relative valuation  | 880               | 8.6%             | n/a                  | 1,296                               | -32%               |  |  |
| Hidroelectrica               | 19.9%   | relative valuation  | 379               | 3.7%             | n/a                  | -                                   | n/a                |  |  |
| Total value of covered unli  | isted stocks                                  |                     | 1,258             | 12.4%            |                      | 1,296                               | -3%                |  |  |

Source: Company, EFG Eurobank Securities estimates \* current mkt price for stocks valuation under revision

| Other Holdings (RON m)                   |                    |          |                  |                        |                    |
|--|--------------------|----------|------------------|------------------------|--------------------|
| Company                                  | Valuation method   | PF Stake | EFG<br>Valuation | Official<br>Valuation* | EFG vs<br>Official |
| Listed stocks                            |                    |          |                  |                        |                    |
| Alro                                     | mark-to-market     | 10.2%    | 190              | 160                    | 18%                |
| Raiffeisen Bank International            | mark-to-market     | 0.4%     | 107              | 98                     | 10%                |
| Conpet                                   | mark-to-market     | 29.7%    | 87               | 77                     | 13%                |
| Erste Group Bank                         | mark-to-market     | 0.1%     | 28               | 26                     | 7%                 |
| Other listed stocks                      |                    |          | 62               | 75                     | -17%               |
| Total value of other listed stocks       |                    |          | 474              | 436                    | 9%                 |
| Unlisted stocks                          |                    |          |                  |                        |                    |
| Complexul Energetic Oltenia              | relative valuation | 21.5%    | 578              | 1,075                  | -46%               |
| Enel Distributie Banat                   | relative valuation | 24.1%    | 243              | 445                    | -46%               |
| Nuclearelectrica                         | relative valuation | 9.7%     | 219              | 498                    | -56%               |
| E.ON Moldova Distributie                 | relative valuation | 22.0%    | 218              | 400                    | -46%               |
| Enel Distributie Muntenia                | relative valuation | 12.0%    | 187              | 344                    | -46%               |
| Compania Nationala Aeroporturi Bucuresti | relative valuation | 20.0%    | 185              | 322                    | -42%               |
| Enel Distributie Dobrogea                | relative valuation | 24.1%    | 164              | 301                    | -46%               |
| Electrica Distributie Muntenia Nord      | relative valuation | 22.0%    | 150              | 275                    | -46%               |
| Electrica Distributie Transilvania Sud   | relative valuation | 22.0%    | 110              | 203                    | -46%               |
| Electrica Distributie Transilvania Nord  | relative valuation | 22.0%    | 103              | 189                    | -46%               |
| GDF Suez Energy Romania                  | relative valuation | 12.0%    | 89               | 340                    | -74%               |
| Posta Romana                             | relative valuation | 25.0%    | 42               | 96                     | -56%               |
| E.ON Gaz Distributie                     | relative valuation | 12.0%    | 38               | 143                    | -74%               |
| E.ON Energie Romania                     | relative valuation | 13.4%    | 37               | 68                     | -46%               |
| Other unlisted stocks                    |                    |          | 82               | 307                    | -73%               |
| Total value of other unlisted stocks     |                    |          | 2,445            | 5,007                  | -51%               |

Source: Company, EFG Eurobank Securities

<sup>\*\*</sup> based on the SEC's regulations (listed: last trading price in the reported period; unlisted: BV)

<sup>\*</sup> based on the SEC's regulations (listed: last trading price in the reported period; unlisted: BV) Valuation differences between EFG and SEC listed investees are due to the timing



# **Dividend History** Securities

|  | % Official | FP's  | FP - N | let Divid In | flows |                    | Issuer's |          |        |
|--|------------|-------|--------|--------------|-------|--------------------|----------|----------|--------|
| Company  | Portfolio  | stake |        | (RON m)      |       | Net Profit (RON m) |          | Divid Pa | yout % |
|  | (Jun/12)   | Stake | 2012   | 2011         | 2010  | 2011               | 2010     | 2011     | 2010   |
| OMV Petrom                                       | 36%        | 20%   | 353.1  | 201.5        | -     | 3,757              | 2,190    | 47%      | 46%    |
| Romgaz   | 11%        | 15%   | 140.6  | 106.0        | 87.8  | 1,032              | 651      | 90%      | 1099   |
| Transgaz   | 3%         | 15%   | 52.5   | 50.8         | 23.0  | 380                | 376      | 92%      | 90%    |
| Alro   | 1%         | 10%   | 19.4   | 13.5         | 11.2  | 228                | 160      | 99%      | 1009   |
| Transelectrica                                   | 1%         | 13%   | 10.9   | 1.2          | 0.5   | 91                 | 10       | 89%      | 909    |
| Compania Nationala Aeroporturi Bucuresti         | 3%         | 20%   | 9.4    | 9.9          | 6.6   | 53                 | 43       | 90%      | 1179   |
| Conpet   | 1%         | 30%   | 6.6    | 10.3         | 5.6   | 29                 | 39       | 78%      | 909    |
| CN Administratia Porturilor Maritime             | 1%         | 20%   | 6.6    | n/a          | n/a   | n/a                | 25       | n/a      | n/     |
| Complexul Energetic Rovinari                     | 0%         | 24%   | 6.5    | -            | 0.1   | 33                 | 1        | -        | -      |
| BRD GSG  | 2%         | 4%    | 3.6    | 2.1          | -     | 465                | 501      | 25%      | 259    |
| Raiffeisen Bank International                    | 1%         | 0%    | 3.0    | 4.5          |       | 4,306              | 4,839    | 21%      | 199    |
| Electrica Distributie Muntenia Nord              | 2%         | 22%   | 1.8    | -            | -     | 67                 | 27       | 12%      | 00     |
| Aeroportul International Timisoara - Traian Vuia | 0%         | 20%   | 1.7    | n/a          | n/a   | n/a                | n/a      | n/a      | n      |
| CN Administratia Porturilor Dunarii Fluviale     | 0%         | 20%   | 0.7    | n/a          | n/a   | n/a                | n/a      | n/a      | n      |
| CN Administratia Canalelor Navigabile            | 0%         | 20%   | 0.5    | n/a          | n/a   | n/a                | n/a      | n/a      | n      |
| CN Administratia Porturilor Dunarii Maritime     | 0%         | 20%   | 0.2    | n/a          | n/a   | n/a                | n/a      | n/a      | n,     |
| Oil Terminal                                     | 0%         | 8%    | 0.1    | -            | -     | 1                  | 2        | 299%     | 889    |
| Complexul Energetic Craiova                      | 0%         | 24%   | 0.0    | -            | 0.1   | 1                  | 0        | -        | -      |
| ENEL Distributie Banat                           | 4%         | 24%   | -      | 20.2         | -     | 221                | 148      | -        | 469    |
| ENEL Distributie Dobrogea                        | 3%         | 24%   | -      | 13.5         | -     | 109                | 100      | -        | 569    |
| Complexul Energetic Turceni                      | 0%         | 25%   | -      | -            | -     | 56                 | (69)     | -        | -      |
| Nuclearelectrica                                 | 4%         | 10%   | _      | _            | _     | 95                 | 13       | _        | _      |
| Hidroelectrica                                   | 0%         | 20%   | -      | 52.5         | 6.5   | 9                  | 292      | -        | 909    |
| ENEL Distributie Muntenia                        | 3%         | 12%   | _      | -            | -     | 51                 | 105      | -        | -      |
| E.ON Moldova Distributie                         | 3%         | 22%   | -      | -            | -     | 7                  | 165      | -        | -      |
| E.ON Gaz Distributie                             | 1%         | 12%   | _      | -            | n/a   | 231                | 160      | -        | _      |
| Electrica Distributie Transilvania Sud           | 2%         | 22%   | -      | -            | -     | 20                 | 12       | -        | -      |
| Electrica Distributie Transilvania Nord          | 2%         | 22%   | -      | -            | -     | 29                 | 9        | -        | -      |
| Erste Group Bank                                 | 0%         | 0%    | -      | 3.3          | -     | loss               | 4,346    | -        | 289    |
| Total  |            |       | 617    | 489          | 141   |                    |          |          |        |
| Others   |            |       | 1      | 30           | 38    |                    |          |          |        |
| Total Net Dividend Income (RON m) of which:      |            |       | 618    | 519          | 179   |                    |          |          |        |
| from Listed Companies                            |            |       | 450    | 304          |       |                    |          |          |        |
| from Unlisted Companies                          |            |       | 168    | 215          |       |                    |          |          |        |

Source: FP, BVB, EFG Eurobank Securities

| Fondul Proprietatea: Dividend overview |        |        |        |
|--|--------|--------|--------|
|  | 2012e* | 2011   | 2010   |
| Net Dividend Income (RON m)            | 618    | 519    | 179    |
| Net Profit (RON m)                     | 571    | 544    | 456    |
| divid payout ratio                     | 95%    | 95%    | 95%    |
| Gross dividend / share (RON)           | 0.0405 | 0.0385 | 0.0314 |

Source: FP, EFG Eurobank Securities for estimates

# **Stock Trading Performance vs BET index**



<sup>\*</sup> dividends distributable if NAV exceeds share capital



| Not Appet Value official computation   |                         |                         |                         |                         |                      | ,                 |
|--|-------------------------|-------------------------|-------------------------|-------------------------|----------------------|-------------------|
| Net Asset Value official computation RON   | Dec-10                  | Dec-11                  | Jul-12                  | Aug-12                  | Aug ytd              | m/m               |
| 1. Fixed Assets, out of which:   | 9,175,900               | 9,169,362               | 6,324,727               | 6,333,388               | -31%                 | 0%                |
| 1.1. Intangible Assets   | 0                       | 0,100,002               | 0,024,121               | 161                     | 3170                 | 070               |
| 1.2. Tangible Assets   | 0                       | 0                       | 0                       | 0                       |                      |                   |
| 1.3. Financial Assets, out of which:   | 9,175,900               | 9,169,362               | 6,324,727               | 6,333,227               | -31%                 | 0%                |
| 1.3.1. Listed shares   | 30,800                  | 18,776                  | 9,777                   | 18,278                  | -3%                  | 87%               |
| 1.3.2. Unlisted shares   | 9,145,015               | 9,150,586               | 6,314,949               | 6,314,949               | -31%                 | 0%                |
| 1.3.3. T-Bills   | 0                       | 0,100,000               | 0,011,010               | 0,011,010               | 0170                 | 070               |
| 1.3.4. CDs   | 0                       | 0                       | 0                       | 0                       |                      |                   |
| 1.3.5. Bank deposits   | 0                       | 0                       | 0                       | 0                       |                      |                   |
| 1.3.10. Other financial assets   | 85                      | 0                       | 0                       | 0                       |                      |                   |
| 2. Current Assets, out of which:   | 6,235,948               | 5,352,393               | 6,432,004               | 6,385,569               | 19%                  | -1%               |
| 2.1. Inventories   | 0,233,340               | 0,332,333               | 0,432,004               | 0,303,303               | 1370                 | -170              |
| 2.2. Receivables   | 5,979                   | 55,009                  | 45,931                  | 15,505                  | -72%                 | -66%              |
| 2.3. Cash  | 7,208                   | 1,913                   | 8,343                   | 2,497                   | 12/0                 | 0070              |
| 2.4. Short-term financial investments:   | 4,903,476               | 4,803,195               | 5,573,231               | 5,592,731               | 16%                  | 0%                |
| 2.4.1. Listed shares   | 4,903,476               | 4,803,195               | 5,573,231               | 5,592,731               | 16%                  | 0%                |
| 2.4.2. Unlisted shares   | 4,303,470               | 4,003,133               | 0,070,201               | 0,092,731               | 1070                 | 070               |
| 2.5. Newly issued securities   | 0                       | 0                       | 0                       | 0                       |                      |                   |
| 2.6. T-Bills   | 248,021                 | 195,920                 | 263,104                 | 289,955                 | 48%                  | 10%               |
| 2.7. Bank deposits   | 1,071,264               | 296,357                 | 541,395                 | 484,882                 | 64%                  | -10%              |
| 2.8. CDs   | 0                       | 230,337                 | 0                       | 0                       | 0470                 | -1070             |
| 2.9. Other current assets  | 0                       | 0                       | 0                       | 0                       |                      |                   |
| 3. Derivatives   | 0                       | 0                       | 0                       | 0                       |                      |                   |
| 4. Prepaid expenses  | 31                      | 28                      | 97                      | 81                      |                      |                   |
| 5. Total Assets  | 15,411,879              | 14,521,784              | 12,756,828              | 12,719,039              | -12%                 | 0%                |
| 6. Total Debts   | 69,287                  | 42,207                  | 94,483                  | 29,445                  | -12 <i>%</i><br>-30% | -69%              |
| 6.1. Bonds   | 09,207                  | <b>42,207</b>           | 94,463                  | 29,443                  | -30%                 | -09%              |
| 6.2. Debt to credit / leasing companies  | 0                       | 0                       | 0                       | 0                       |                      |                   |
| 6.3. Advances from customers   | 0                       | 0                       | 0                       | 0                       |                      |                   |
| 6.4. Trade debt  | 25,529                  | 27,540                  | 11,192                  | 5,898                   | -79%                 | -47%              |
| 6.5. Commercial notes  | 23,329                  | 27,340                  | 0                       | 0,090                   | -19/0                | -47 /0            |
|  | 0                       | 0                       | 0                       | 0                       |                      |                   |
| <ul><li>6.6. Debt to other entities in the group</li><li>6.7. Other debt</li></ul> | 43,758                  |                         |                         |                         | 61%                  | -72%              |
| 7. Provisions  | 43,736<br><b>14,424</b> | 14,666<br><b>14,198</b> | 83,291<br><b>14,807</b> | 23,547<br><b>14,807</b> | 4%                   | -12%<br><b>0%</b> |
| 8. Accrued revenues  | 14,424                  | 14,190                  | 14,607                  | 14,607                  | 470                  | 0%                |
|  |                         |                         |                         |                         |                      |                   |
| 8.1. Investment subsidies  | 0                       | 0                       | 0                       | 0                       |                      |                   |
| 8.2. Accrued revenues  | 0<br>45 339 469         | 0                       | 0<br><b>12,647,539</b>  | 0                       | 420/                 | 00/               |
| 9. Shareholders' Equity  | 15,328,168              | 14,465,379              |                         | 12,674,787              | -12%                 | <b>0</b> %        |
| 9.1. Share capital   | 13,778,392              | 13,778,392              | 13,778,392              | 13,778,392              | 0%                   | 0%                |
| 9.2. Share premia  | 0 400 700               | 0                       | 0                       | 0                       | 050/                 | 00/               |
| 9.3. Revaluation reserves  | 3,188,768               | 3,344,679               | 470,003                 | 498,003                 | -85%                 | 6%                |
| 9.4. Reserves  | -2,146,210              | -3,248,602              | -2,259,112              | -2,259,112              | -30%                 | 0%                |
| 9.5. Results carried forward   | 74,279                  | 74,364                  | 83,252                  | 83,252                  |                      |                   |
| 9.6. Current results   | 456,308                 | 543,825                 | 575,003                 | 574,252                 |                      |                   |
| 9.7. Profit distribution   | -23,369                 | -27,279                 | 0                       | 0                       |                      |                   |
| 10. Total Liabilities and Equity   | 15,411,879              | 14,521,784              | 12,756,828              | 12,719,039              | -12%                 | 0%                |
| 11. Net Asset Value  | 15,328,168              | 14,465,379              | 12,647,539              | 12,674,787              | -12%                 | 0%                |
| 12. Number of issued shares ('000)   | 13,778,392              | 13,407,569              | 13,412,780              | 13,412,780              | 0%                   | 0%                |
| 13. NAV per share  | 1.1125                  | 1.0789                  | 0.9429                  | 0.9449                  | -12%                 | 0%                |
| 14. No of companies in the portfolio   | 83                      | 75                      | 69                      | 69                      | -8%                  | 0%                |
| 14.1. Listed on the regulated market   | 28                      | 29                      | 25                      | 25                      | -14%                 | 0%                |
| 14.2. Listed on the ATS  | 0                       | 0                       | 0                       | 0                       |                      |                   |
| 14.3. Unlisted companies   | 55                      | 46                      | 44                      | 44                      | -4%                  | 0%                |

Source: FP's monthly reportings

# **Financial Results and Estimates**

| <b>Fondul Proprietatea:</b>                   | Income Statem | ent (RAS) |         |         |        |         |
|---|---------------|-----------|---------|---------|--------|---------|
| RON'000                                       | 2010          | 2011      | 6M/11   | 6M/12   | 6M y/y | 2012e*  |
| Operating revenues                            | 576,629       | 617,889   | 593,708 | 847,772 | 43%    | 972,427 |
| Financial holdings                            | 179,049       | 519,065   | 513,208 | 618,084 | 20%    | 618,200 |
| Sale of financial assets                      | 0             | 13,376    | 9,706   | 207,777 |        | 311,666 |
| Provisions, reactivated receivables           | 217,363       | 30,515    | 28,781  | 5,580   | -81%   | 11,159  |
| FX differences                                | 47,735        | 1,617     | 1,466   | 51      |        | 0       |
| Interest                                      | 131,466       | 41,129    | 29,196  | 13,962  | -52%   | 27,924  |
| Others  | 1,017         | 12,187    | 11,351  | 2,319   |        | 3,478   |
| Operating expenses                            | 109,242       | 72,311    | 48,522  | 273,502 | 464%   | 399,119 |
| Sale of financial assets                      | 0             | 4,576     | 3,980   | 194,885 |        | 292,327 |
| FX differences                                | 56,900        | 916       | 631     | 298     |        | 0       |
| Interest                                      | 0             | 0         | 0       | 0       |        | 0       |
| Fees and commissions                          | 6,005         | 17,241    | 8,999   | 9,130   | 1%     | 18,260  |
| Banking services                              | 130           | 57        | 19      | 9       | -53%   | 18      |
| Depreciation, provisions, loss of receivables | 240           | 11,706    | 11,706  | 47,695  |        | 47,695  |
| Materials                                     | 156           | 0         | 0       | 0       |        | 0       |
| Energy & water                                | 27            | 0         | 0       | 0       |        | 0       |
| Personnel                                     | 4,068         | 849       | 508     | 318     | -37%   | 635     |
| Outside services                              | 33,564        | 36,808    | 22,559  | 21,106  | -6%    | 40,102  |
| Taxes and duties                              | 8,152         | 157       | 120     | 61      |        | 81      |
| Operating profit                              | 467,387       | 545,578   | 545,187 | 574,270 | 5%     | 573,308 |
| Profit before Tax                             | 467,387       | 545,578   | 545,187 | 574,270 | 5%     | 573,308 |
| Income Tax                                    | 11,204        | 1,753     | 2,045   | 414     | -80%   | 1,842   |
| Profit after Tax                              | 456,184       | 543,825   | 543,142 | 573,856 | 6%     | 571,466 |

<sup>\*</sup> estimates prepared by EFG Eurobank Securities

| Fondul Proprietatea: Bala    | ance Sheet (RA | S)          |             |             |        |
|------------------------------|----------------|-------------|-------------|-------------|--------|
| RON'000                      | 2010           | 2011        | 6M/11       | 6M/12       | 6M ytd |
| Current Assets               | 1,332,433      | 549,199     | 1,045,862   | 1,188,843   | 116%   |
| Cash and equivalents         | 1,071,973      | 297,393     | 702,336     | 926,385     | 212%   |
| Receivables                  | 12,438         | 55,886      | 327,659     | 122,614     | 119%   |
| ST financial investments     | 248,021        | 195,920     | 15,867      | 139,844     | -29%   |
| Fixed Assets                 | 10,890,523     | 10,627,878  | 12,003,139  | 11,428,115  | 8%     |
| Tangibles                    | 0              | 0           | 0           | 0           |        |
| Intangibles                  | 0              | 0           | 0           | 0           |        |
| Financial assets             | 10,890,523     | 10,627,878  | 12,003,139  | 11,428,115  | 8%     |
| Prepaid expenses             | 31             | 28          | 129         | 113         |        |
| Total Assets                 | 12,222,987     | 11,177,105  | 13,049,130  | 12,617,071  | 13%    |
| Current Liabilities          | 69,287         | 42,207      | 245,396     | 425,887     | 909%   |
| Payables                     | 25,529         | 27,540      | 22,982      | 9,125       | -67%   |
| Bank loans                   | 0              | 0           | 0           | 0           |        |
| Other liabilities            | 43,758         | 14,666      | 222,414     | 416,763     |        |
| Long-term liabilities        | 0              | 0           | 0           | 0           |        |
| Total Liabilities            | 69,287         | 42,207      | 245,396     | 425,887     | 909%   |
| Shareholders' Equity         | 12,139,275     | 11,120,701  | 12,789,536  | 12,176,379  | 9%     |
| Common stock                 | 13,778,392     | 13,778,392  | 13,778,392  | 13,778,392  | 0%     |
| Unpaid                       | 0              | 370,823     | 21,436      | 365,612     |        |
| Paid-in                      | 13,778,392     | 13,407,569  | 13,756,956  | 13,412,780  | 0%     |
| Revaluation reserves         | 0              | 0           | 0           | 0           |        |
| Reserves                     | (2,146,210)    | (3,128,333) | (1,571,078) | (2,138,853) | -32%   |
| Results carried forward      | 74,279         | 74,364      | 74,364      | 83,252      |        |
| Current results              | 456,184        | 543,825     | 543,142     | 573,856     | 6%     |
| Profit distribution          | 23,369         | 27,279      | 0           | 0           |        |
| Accrued revenues, provisions | 14,424         | 14,198      | 14,198      | 14,805      | 4%     |
| Total Liabilities & Equity   | 12,222,987     | 11,177,105  | 13,049,130  | 12,617,071  | 13%    |

Source: Company



#### IMPORTANT DISCLOSURES

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#### **Analyst Certification:**

This report has been written by Manuela Ogrinja (Equity Analyst).

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### 12-month Rating History of Fondul Proprietatea

| Date                   | Rating            | Stock price | Target price |
|------------------------|-------------------|-------------|--------------|
| 17-Oct-2011            | Outperform        | RON 0.4453  | RON 1.0070   |
| 18-Nov-2011            | Outperform        | RON 0.4500  | RON 0.9779   |
| 16-Dec-2011            | Outperform        | RON 0.4250  | RON 0.9981   |
| 25-Jan-2012            | Outperform        | RON 0.4700  | RON 0.9159   |
| 21-Feb-2012            | Outperform        | RON 0.5340  | RON 0.9174   |
| 28-Mar-2012            | Outperform        | RON 0.5900  | RON 0.9180   |
| 31-May-2012            | Outperform        | RON 0.4920  | RON 0.8501   |
| 23-Jul-2012            | Outperform        | RON 0.4750  | RON 0.6258   |
| Source: EFG Eurobank S | ecurities Romania |             |              |

# **EFG EUROBANK SECURITIES SA Rating System:**

Our rating system is based on the expected performance of the stock relative to the Bucharest Stock Exchange Composite index over a 12-month period. The underlying assumption is a flat market.

| Stock Ratings        | Explanation  | % of EFG Eurobank<br>Securities<br>Recommendations |  |
|----------------------|--|--|--|
| Outperform           | Expected outperformance of 10%-20%                                   | 66.7%  |  |
| Market Perform       | Expected performance in line with the index ie +/- 10%               | 8.3%   |  |
| Under Perform        | Expected underperformance of 10%-20%                                 | 8.3%   |  |
| Restricted           | Under EFG Group policy and/or regulations which do not allow ratings | 0.0%   |  |
| Under revision       | Under revision in the current period                                 | 16.7%  |  |
| Source: EFG Eurobank | Securities Romania   |  |  |