



# Fondul Proprietatea General Shareholders Meeting

27 January 2016



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The headquarters of Fondul Proprietatea SA are at 78-80 Buzesti Str, 7th Floor, Bucharest District 1, 011017, Romania. Fondul Proprietatea's Fiscal Identification Code (CIF) is 18253260 and Trade Registry registration no is J40/21901/2005. The subscribed share capital is RON 10,074,080,745.90 and paid up share capital is RON 9,746,649,630.90. This presentation is issued by Franklin Templeton Investment Management Limited ("FTIML"), registered with ASF under no. PJR09SIIR/400006/18.08.2010, which is authorized and regulated in the UK by the Financial Conduct Authority with Register Number 121779, registered as a foreign equivalent of an investment adviser with the US Securities Exchange Commission, and the Romanian branch is regulated by the Romanian Financial Supervisory Authority.







# **Fund Information**



# The Fund – Key Facts



Fund Details as at 31 December 2015 <sup>1</sup>	RON	USD <sup>2</sup>		
NAV	12.09 bn	2.91 bn		
NAV/Share	1.1564	0.2788		
Price/Share <sup>3</sup>	0.8100	0.1953		
Price/GDR <sup>4</sup>	41.06	9.90		
Market Capitalization as at 31 December 2015 <sup>3</sup>	8.47 bn	2.04 bn		
Discount/Share as at 22 January 2016	36.27%			
Discount/GDR as at 22 January 2016	3	5.71%		
Number of Shares in Issue	11,193,423,051			
Number of Paid Shares	10,829,610,701			
Number of Paid Shares less Treasury Shares <sup>5</sup>	10,44	5,601,078		

#### **Investment Objective**

Maximization of returns and per-share capital appreciation via investments mainly in Romanian equities and equity-linked securities.

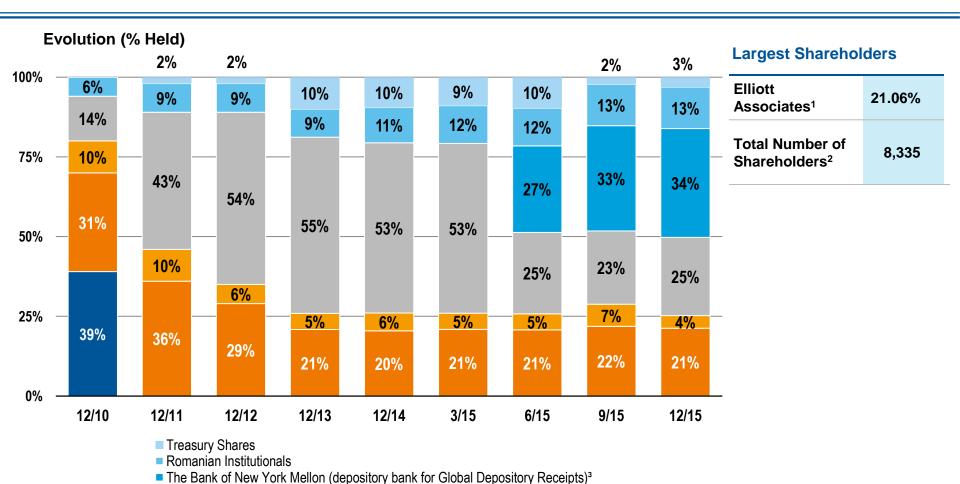
Source: BVB, FP 31 December 2015 Factsheet.

- 1. Based on local regulator methodology.
- 2. Computed using the NBR USD/RON FX rate as at 31 December 2015.
- 3. As at 30 December 2015.
- 4. As at 31 December 2015.
- 5. Excluding Treasury shares and the equivalent number of shares corresponding to the GDRs, repurchased as at 15 January 2016.



#### **Shareholders Structure**





1. Based on the total voting rights. Source: Ownership disclosures submitted by shareholders on 21 October 2015.

Foreign InstitutionalsForeign IndividualsRomanian Individuals

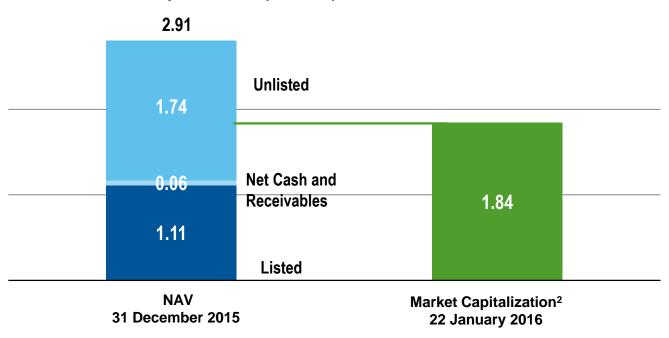
- 2. Shareholders structure as at 31 December 2015, based on paid share capital starting 31 July 2011. Source: Central Depository.
- 3. The Bank of New York Mellon holding includes 38,574,700 shares equivalent of the 771,494 GDRs of the Fund.



#### **FP Market Valuation/Performance**



#### NAV vs. Market Capitalization (USD bn)<sup>1</sup>



	BVB	LSE
Discount <sup>3</sup>	36.3%	35.7%
Average Daily Turnover	USD 2.0 mn⁴	USD 1.6 mn⁵

- 1. Source: BVB, FP NAV as at 31 December 2015.
- 2. Based on the BVB share price excluding treasury shares repurchased as at 15 January 2016.
- 3. As at 22 January 2016.
- 4. Source: BVB, for the period 5 January 2011 22 January 2016.
- 5. Source: LSE, for the period 29 April 2015 22 January 2016.



#### NAV, Share Price and GDR Performance



#### **Cumulative Performance (RON)**

	2011	2012	2013	2014	2015	Q4 15	Since Performance Inception <sup>1</sup>
NAV	(0.47)%	8.91%	13.29%	1.39%	(0.60)%	1.96%	23.77%
Ordinary Share Price	(30.32)%	38.30%	61.34%	14.53%	(4.06)%	2.53%	70.85%
GDR	N/A	N/A	N/A	N/A	N/A	4.24%	(4.13)%

#### **Average Annual Discount**

2011	2012	2013	2014	2015	YTD <sup>2</sup>	Current Share Price Discount <sup>3</sup>	Current GDR Price Discount <sup>3</sup>
55.66%	50.20%	41.30%	30.71%	28.92%	34.72%	36.27%	35.71%

Source: BVB, LSE, FP NAV reports prepared by the Fund Manager.



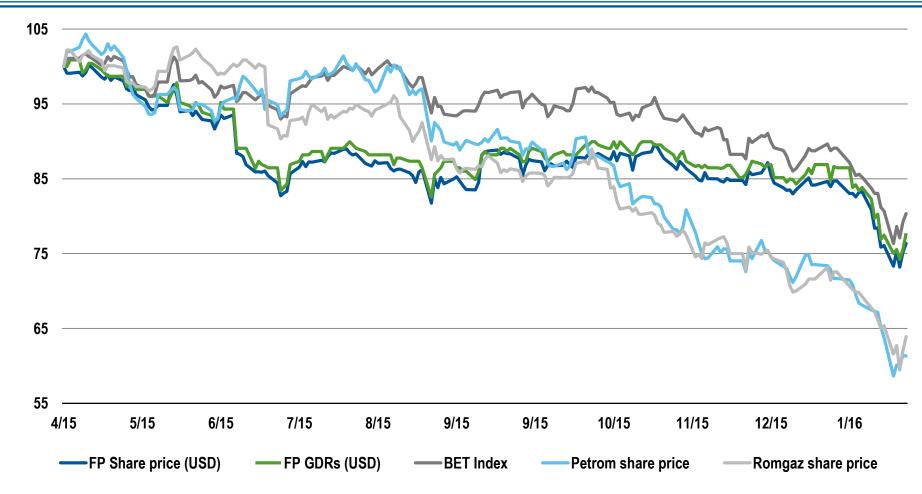
<sup>1.</sup> The Performance Inception date for the NAV is 31 December 2010, for the Share Price is 25 January 2011, and for the GDRs is 29 April 2015.

<sup>2.</sup> For the period: 4 – 22 January 2016.

<sup>3.</sup> As at 22 January 2016.

#### **FP Share Price vs. Portfolio**



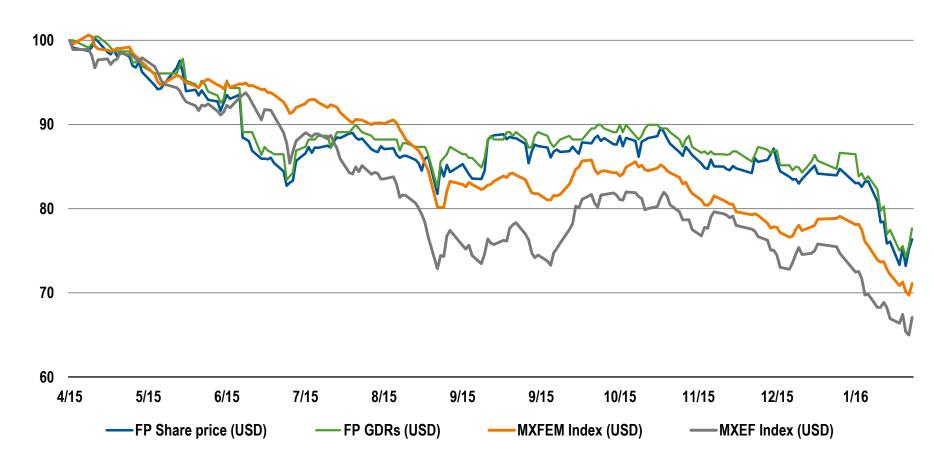


Source: BVB, Bloomberg, for the period 29 April 2015 – 22 January 2016.



# FP Share Price vs. Frontier and Emerging Markets





Source: Bloomberg, for the period 29 April 2015 – 22 January 2016.





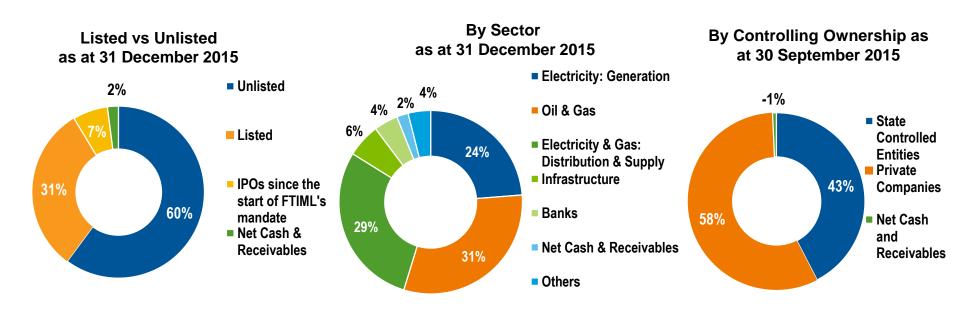


# **Portfolio**



#### **Portfolio Structure**





- As at 31 December 2015, the portfolio included stakes in 48 companies (14 listed and 34 unlisted)
- Net cash and receivables position as at 31 December 2015 was USD 59.4 mn
- The Fund Manager extended, until 31 August 2016, the Citi credit facility of RON 500 million, with a potential increase to a further RON 500 million. The credit facility will be used mainly for corporate actions (share buybacks and return of capital).

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Source: Monthly Factsheet prepared by the Fund Manager as at 31 December 2015, Q3 2015 results report.

# **Largest Holdings by NAV**



Portfolio Company	Status	Majority Shareholder	% Stake <sup>1</sup>	NAV as at 31 December 2015 (USD mn)	% in NAV as at 31 December 2015
OMV Petrom SA	Listed	OMV	19.0%	752.23	25.81
Hidroelectrica SA	Insolvency	Romanian State	19.9%	639.90	21.96
ENEL Distributie Banat	Unlisted	Enel Group	24.1%	150.44	5.16
Romgaz SA	Listed	Romanian State	5.9%2	147.83	5.07
E.ON Distributie Romania <sup>3</sup>	Unlisted	E.ON Group	18.3%	123.05	4.22
CN Aeroporturi Bucuresti	Unlisted	Romanian State	20.0%	120.03	4.12
ENEL Distributie Muntenia	Unlisted	Enel Group	12.0%	109.80	3.77
GDF Suez Energy Romania	Unlisted	GDF Suez	12.0%	107.55	3.69
ENEL Distributie Dobrogea	Unlisted	Enel Group	24.1%	96.73	3.32
BRD Groupe Societe Generale SA	Listed	Groupe Societe Generale	3.6%	74.06	2.54
<b>Top 10 Portfolio Holdings</b>				2,321.62	79.66
NAV				2,914.30	100.00
NAV Per Share (USD)				0.2788	

Note: Values in USD calculated using the USD/RON FX rate as at 31 December 2015. Source: Monthly Factsheet prepared by the Fund Manager as at 31 December 2015.

- 1. Based on the 30 September 2015 Detailed Statement of Investments.
- 2. Source: Current report issued by the Fund Manager as at 20 October 2015.
- 3. Formed through the merger of E.ON Gaz Distributie and E.ON Moldova Distributie, as at 31 December 2014.



# NAV – Independent Fair Valuations (I)



Portfolio Company	Value in 31 Dec 2015 NAV (RON mn)	Value in 30 Oct 2015 NAV (RON mn)	Impact on Total NAV (RON mn)
Hidroelectrica SA	2,654.1	2,178.1	476.0
ENEL Distributie Banat SA	624.0	640.5	(16.5)
Enel Distributie Muntenia SA	455.4	465.8	(10.4)
GDF Suez Energy Romania SA	446.1	461.3	(15.2)
E.ON Distributie Romania SA	510.4	445.9	64.5
ENEL Distributie Dobrogea SA	401.2	396.9	4.3
CN Aeroporturi Bucuresti SA	497.8	332.3	165.6
Electrica Distributie Muntenia Nord SA	253.9	253.9	-
Electrica Distributie Transilvania Sud SA	222.3	222.3	-
Electrica Distributie Transilvania Nord SA	215.6	215.6	-
Societatea Nationala a Sarii SA (Salrom)	177.4	142.9	34.5
E.ON Energie Romania SA	126.5	133.9	(7.4)
CN Administratia Porturilor Maritime SA (Constanta Port)	175.1	132.6	42.5

Source: 30 September 2015 Detailed Statement of Investments, NAV report prepared by the Fund Manager as at 31 December 2015.



# NAV – Independent Fair Valuations (II)



Portfolio Company	Value in 31 Dec 2015 NAV (RON mn)	Value in 30 Oct 2015 NAV (RON mn)	Impact on Total NAV (RON mn)
Electrica Furnizare SA	149.6	126.4	-
Complexul Energetic Oltenia SA	62.8	108.5	(45.7)
ENEL Energie SA	76.6	74.4	2.2
Enel Energie Muntenia SA	64.0	65.1	(1.1)
Posta Romana SA	58.7	55.9	2.8
Zirom SA	23.3	39.3	(16.1)
Plafar SA	1.9	1.8	0.0
Aeroportul International Mihail Kogalniceanu - Constanta SA	1.6	2.3	(0.7)
Aeroportul International Timisoara - Traian Vuia SA	2.6	3.9	(1.3)
Total	6,359.6	5,681.4	11.9%

Source: 30 September 2015 Detailed Statement of Investments, NAV report prepared by the Fund Manager as at 31 December 2015.







# **Corporate Actions**



### **Distributions to Shareholders (I)**



#### **Annual Distributions to Shareholders (mn RON)**

	2010	2011	2012	2013	2014	2015
Buy-backs	0.0	120.0	0.0	962.6	1,177.2	394.7
Gross Distributions	1,124.3	432.7	507.7	536.4	601.3	534.3
Total	1,124.3	552.7	507.7	1,499.0	1,778.5	929.0

• The total distributions through buy-backs and cash amount to RON 6.39 bn / EUR 1.44 bn.

Source: Fund Manager.

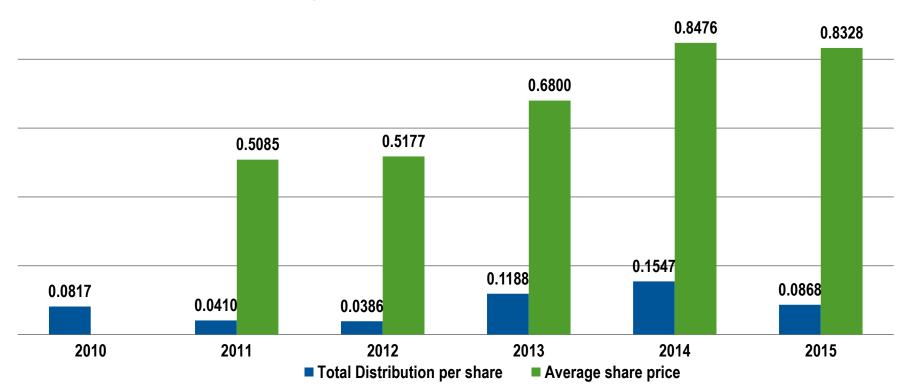
Note: EUR values based on the NBR average EUR/RON FX for each year.



# Distributions to Shareholders (II)



#### Annual Distributions to Shareholders per Share



• The total distributions through buy-backs and cash amount to RON 0.5216 per share.

Source: Fund Manager.

Note: EUR values based on the NBR average EUR/RON FX for each year.



# **Distributions to Shareholders (III)**



#### **Cash Distributions to Shareholders (RON)**

	Financial Year	Paid In	Gross Cash Distribution Per Share	Net Cash Distribution Per Share	% Change Year on Year
Dividend	2008-2009 (aggregate)	2010	0.08160	0.06854	-
Dividend	2010	2011	0.03141	0.02638	-
Dividend	2011	2012	0.03854	0.03237	+22.71%
Dividend	2012	2013	0.04089	0.03435	+6.12%
Return of Capital	-	2014	0.05000	0.05000	+45.56%
Return of Capital	-	2015	0.05000	0.05000	-
Return of Capital <sup>1</sup>		2016	0.05000	0.05000	-
Total			0.34244	0.31164	

Source: Fund Manager.

Note: Values resulted after applying the 16% Romanian Dividend Withholding Tax to the Gross Distribution per Share value. In case the shareholder provided a fiscal residence certificate from a jurisdiction where the tax on dividends was lower than 16%, the lower withholding rate was applied. Tax exemption is applied for certain categories of shareholders according to the fiscal legislation in force. For the RON 0.05/share return of capital no tax was withheld 1. Return of capital proposed by the Fund Manager for shareholder approval on 27 January 2016.



#### **Dividend Income – Portfolio Companies**



	FP NET DIVIDEND (RON mn)				
	2011	2012	2013	2014	2015
Total Top 20 Holdings (RON mn)	416.2	515.2	592.5	650.8	557.1
Total Dividends from Listed Companies (RON mn)	304.0	450.1	373.9	538.6	251.5
Total Dividends from Unlisted Companies (RON mn)	215.1	168.9	275.8 <sup>2</sup>	143.5	315.9
Total Dividend Income (RON mn)	519.1	619.0	649.7	682.1	567.4
Total Dividend Income per Share (RON) <sup>1</sup>	0.05959	0.04699	0.04954	0.05674	0.05310
Dividend / Distribution per Share (RON)	0.03854	0.04089	0.05000 <sup>3</sup>	0.050004	0.05000 <sup>5</sup>
Share Price (RON)	0.5550 <sup>6</sup>	0.6600 <sup>7</sup>	0.76408	0.8130 <sup>9</sup>	0.737010
Yield	6.94%	6.20%	6.54%	6.15% <sup>9</sup>	6.78%10
Yield for Romanian companies (BET)	4.21%	5.09%	5.10%	3.50%	

Note: Calculations based on the companies' financial statements. Dividends are distributed based on individual financial statements.

- 1. Calculation based on the number of paid shares at the registration date for each year excluding treasury shares at the same date.
- 2. Includes dividends from Romgaz and Nuclearelectrica, which were unlisted at that time.
- 3. Paid as a return of capital in June 2014, following the decrease of the nominal value of the Fund's share from RON 1 to RON 0.95
- 4. 2015 Return of capital following the decrease of the nominal value of the Fund's share from RON 0.95 to 0.90.
- 5. Proposal submitted for shareholder approval during the GSM on 27 January 2016.
- 6. As at 14 May 2012. 7. A

10. As at 22 January 2016.

7. As at 15 May 2013.

- 8. As at 30 April 2014.
- 9. As at 24 June 2015.



# **Buy-Back Programs**



Program	Period	Status	No. of shares to be repurchased / % of the Fund's issued share capital	Average share price (RON/share)	Broker	Cancellation of shares
Fourth	Oct 2014 – Feb 2015	Completed	991.0 mn/7.32%	1.0557 <sup>1</sup>	Raiffeisen	Cancelled on 14 Aug 2015
Fifth	Feb – Jul 2015	Completed	227.6 mn/1.89%	0.8501 <sup>2</sup>	Wood & Co.	Approved by shareholders during the GSM on 29 Oct 2015
Sixth	Started on 9 Sep 2015	17.54% Completed	891.8 mn/7.54%	0.8103 <sup>3</sup>	Wood & Co., Goldman Sachs Int.	-
Seventh	-	Approved during the GSM on 29 October 2015	Max. 10% of the issued share capital at the relevant time	-	-	-

<sup>3.</sup> As at 15 January 2016. Estimated value based on the 156,437,373 shares repurchased (117,112,673 ordinary shares and 39,324,700 equivalent shares of the GDRs repurchased).



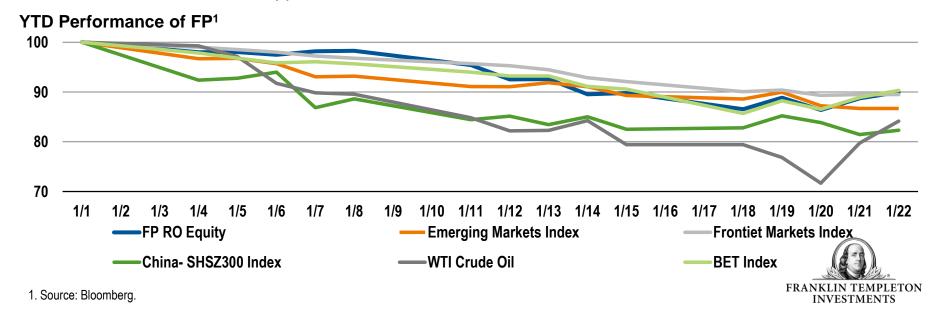
<sup>1.</sup> Including the 750mn shares Tender Offer.

<sup>2.</sup> As at 29 July 2015, based on the 227,572,250 shares repurchased.

#### **Third Tender Offer**



- On 14 January 2016, the Fund Manager announced that it submitted for approval to the FSA an application for a tender offer for cash of its own shares in relation to the sixth buy-back programme. The Fund intended to repurchase up to 430,000,000 shares (both in the form of shares and GDRs) from its shareholders
- On 25 January 2016, the Fund Manager announced that it suspended the process of the tender offer and withdrew the application from the FSA. The decision was driven by the significant increase in global financial markets' volatility.
- Daily execution of the buy-back programme with respect to shares on the BVB and GDRs on the LSE will be restarted on Thursday, 28 January 2016.
- The Fund Manager will continue to monitor market developments and is prepared to restart the process when market conditions are more supportive







# **EGM Agenda**



# **EGM** Agenda



- The approval of the decrease of the subscribed share capital of Fondul Proprietatea SA from RON 9,869,265,720.90 to RON 9,320,973,180.85 through the reduction of the par value of the shares of Fondul Proprietatea SA from RON 0.90 to RON 0.85.
- The ratification and the approval of all EGM resolutions and of all legal acts between 6 September 2010 and 26 January 2016
- The approval of:
  - 3 June 2016 as the Ex Date
  - 6 June 2016 as the Registration Date, and
  - 27 June 2015 as the Payment Date



Source: Fund Manager.

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# FONDUL

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