FONDUL PROPRIETATEA

# **2014 Q3 Results Presentation**

**13 November 2014** 



#### **Disclaimer**

This presentation is made solely to the intended recipient and should not be distributed to, or acted upon by, any other person. It is for general information only and reflects the personal views of the presenter. Nothing herein is intended to constitute advice on investment, legal or tax matters, nor is it an offering or an invitation to buy or sell shares in Fondul Proprietatea SA ("the Fund") or in any other issuer of securities mentioned herein. Any person considering an investment in the Fund or any other security mentioned herein should refer to the relevant issuer's prospectus and consult their own legal, accounting and tax advisors in order to make an independent determination of the suitability and consequences of an investment in the Securities. The Fund's prospectus contains important information on the potential risks involved in such an investment which are not included in this presentation. Read the prospectus before investing in the Fund. The prospectus, the latest annual report and semi-annual report can be found on the Fund website www.fondulproprietatea.ro.

The distribution of this presentation in certain jurisdictions may be restricted by law and persons who come into possession of it are required to inform themselves about and to observe such restrictions and limitations. Neither the Fund nor its Fund Manager accepts any liability to any person in relation to the distribution or possession of the presentation in or from any jurisdiction. The shares issued by the Fund and those issued by the Company have not been and will not be registered under the US Securities Act of 1933, as amended, or with any securities authority of any state or territory within the jurisdiction of the United States of America. The Fund's shares may not be offered, sold or delivered in the United States of America or to American citizens or nationals.

The information contained in this presentation is as of its date, unless otherwise indicated, and is not a complete analysis of every material fact regarding the market, and any industry sector, security, or portfolio. Statements of fact cited by the manager have been obtained from sources considered reliable but no representation is made as to the completeness or accuracy. Furthermore, no responsibility is accepted for updating any facts or assumptions in this document. Because market and economic conditions are subject to rapid change, opinions provided are valid only as of the date of the materials. Any forward-looking statements are based upon certain assumptions; actual events are difficult to predict and are beyond the control of the author, therefore actual events may differ from those assumed. References to particular securities are only for the limited purpose of illustrating general market or economic conditions, and are not recommendations to buy or sell a security or an indication of the author's or any managed account's holdings. The manager's opinions are intended solely to provide insight into how the manager analyses securities and are not a recommendation or individual investment advice for any particular security, strategy or investment product.

The price of shares and income from them can go down as well as up and you may lose some or all of your capital invested. The previous results of a fund or company do not account for future performances. Currency fluctuations will affect the value of foreign investments. All investments are subject to certain risks. Generally, investments offering the potential for higher returns are accompanied by a higher degree of risk. Stocks and other equities representing an ownership interest in a corporation have historically outperformed other asset classes over the long term but tend to fluctuate more dramatically over the shorter term. Small or relatively new companies can be particularly sensitive to changing economic conditions due to factors such as relatively small revenues, limited product lines, and small market share. Smaller company stocks have historically exhibited greater price volatility than larger company stocks, particularly over the short term. The significant growth potential offered by Emerging Markets remains accompanied by heightened risks when compared to developed markets, including risks related to market and currency volatility, adverse social and political developments, and the relatively small size and lesser liquidity of these markets.

Alternative Investment Fund Manager Directive has not been implemented in Romania and Fondul Proprietatea is not considered an alternative investment fund. In any case, this presentation is not used for any direct / indirect promotion / offering of Fondul Proprietatea shares.

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 11,815,279,886.85 and paid up share capital is RON 11,469,658,154.35. 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.





Date: November 2014.

# **Fund Information**





### **The Fund – Key Facts**

Fund Details as at 31 October 2014 <sup>1</sup>	RON	EUR	
NAV	14.22 bn	3.22 bn <sup>2</sup>	
NAV/Share	1.2068	0.2734 <sup>2</sup>	
Price/Share <sup>3</sup>	0.9400	0.2130	
Discount <sup>3</sup>	22.11%	22.11%	
Number of Shares in Issue	12,4	37,136,723	
Number of Paid Shares <sup>4</sup>	12,0	73,324,373	
Number of Paid Shares less Treasury Shares <sup>5</sup>	11,784,116,117		

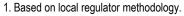
#### **Investment Objective**

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

#### FP Share Price<sup>6</sup> and NAV



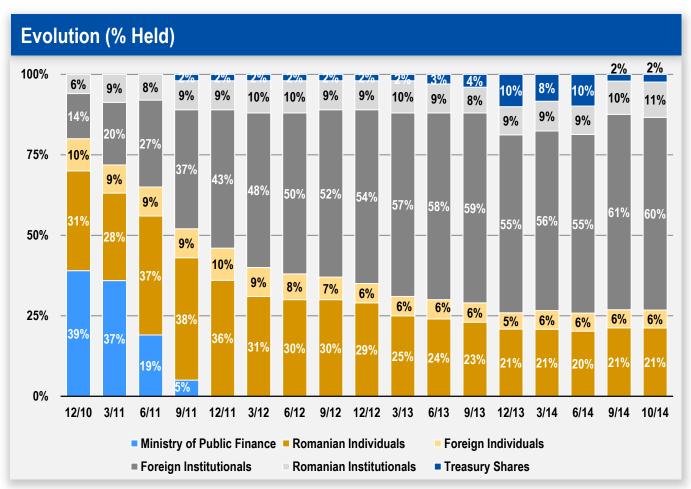
PROPRIETATEA



- 2. Computed using the NBR EUR/RON FX rate as at 31 October 2014.
- 3. As at 31 October 2014. Computed using the NBR EUR/RON FX rate as at 31 October 2014.
- 4. As at 31 October 2014.
- 5. Treasury shares acquired until 31 October 2014.
- 6. Source: BVB, Bloomberg, until 11 November 2014.



### **Shareholders Structure**<sup>1</sup>



#### Largest Shareholders<sup>2</sup>

PROPRIETATEA

Elliott Associates	16.60%
Total Number of Shareholders <sup>1</sup>	8,216

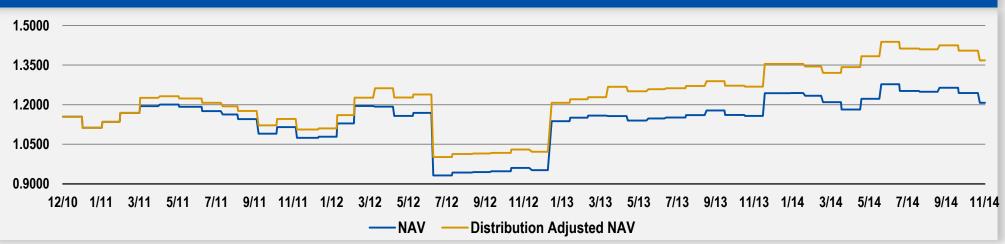
1. Shareholders structure as at 31 October 2014, based on paid share capital starting 31 July 2011. Source: Central Depository.

2. Based on the paid share capital as at 31 October 2014. Source: Ownership disclosure submitted by shareholder.



#### **Net Asset Value**

#### NAV (RON)/Share



- From June to November 2012, the NAV reflects a zero valuation for Hidroelectrica after the Court admitted the Company's request for insolvency
- Starting December 2012, the NAV reflects the change in the local regulator's valuation methodology which allows companies in insolvency to be valued based on an independent valuation report.
- In February 2014, Hidroelectrica re-entered the insolvency procedure and the Fund's stake has been valued based on an independent valuation report.
- In June 2014, the NAV was adjusted for the RON 0.05 share capital decrease approved by shareholders on 3 February 2014 (for which registration date was 30 April 2014)





## **Contributors to NAV Performance for Q3 2014**

#### **TOP PERFORMERS**

Company	Status	% in Total NAV <sup>1</sup>	% change in NAV performance for Q3 2014	Change in NAV per share (RON)
Romgaz	Listed	9.4%	0.34%	0.0042
Banca Transilvania	Listed	0.9%	0.10%	0.0012
SN a Sarii Salrom	Unlisted	0.8%	0.05%	0.0007
Primcom	Listed	0.1%	0.05%	0.0006
Nuclearelectrica	Listed	1.5%	0.04%	0.0004

#### **BOTTOM PERFORMERS**

Company	Status	% in Total NAV <sup>1</sup>	% change in NAV performance for Q3 2014	Change in NAV per share (RON)
OMV Petrom	Listed	34.4%	(0.85)%	(0.0106)
BRD Groupe Societe Generale	Listed	1.5%	(0.13)%	(0.0016)
Transelectrica <sup>2</sup>	Listed	N.A.	(0.07)%	(0.0008)
Severnav <sup>2</sup>	Listed	N.A.	(0.02)%	(0.0003)
Alcom	Listed	0.0%	(0.02)%	(0.0002)

#### **TOTAL NAV VARIANCE Q3 2014**

1. NAV report as at 30 September 2014.

2. Holding sold in the period.

This material is intended solely for the recipient and should not be reproduced, copied or re-transmitted. Not for public use.



(0.0064)

JDUL

PROPRIETATEA

F()N

# **Contributors to NAV Performance for 9 months ended 30 September 2014**

#### **TOP PERFORMERS**

Company	Status	% in Total NAV <sup>4</sup>	% change in NAV performance for 9 months ended 30 September 2014	Change in NAV per share (RON)
Electrica Furnizare1	Unlisted	0.6%	0.59%	0.0074
E.ON Energie Romania <sup>1</sup>	Unlisted	0.9%	0.44%	0.0056
Transelectrica <sup>3</sup>	Listed	N.A.	0.38%	0.0048
Romgaz	Listed	9.4%	0.37%	0.0047
Banca Transilvania	Listed	0.9%	0.16%	0.0020

#### **BOTTOM PERFORMERS**

Company	Status	% in Total NAV <sup>4</sup>	% change in NAV performance for 9 months ended 30 September2014	Change in NAV per share (RON)
CE Oltenia <sup>2</sup>	Unlisted	0.8%	(1.34)%	(0.0171)
Hidroelectrica <sup>2</sup>	Unlisted	14.3%	(0.89)%	(0.0114)
Nuclearelectrica	Listed	1.5%	(0.53)%	(0.0068)
Alro	Listed	0.6%	(0.12)%	(0.0015)
BRD Groupe Societe Generale	Listed	1.5%	(0.05)%	(0.0007)

#### TOTAL NAV VARIANCE 9 months ended 30 September 2014

1. Holding valued by an independent valuer (KPMG).

2. Valuation of the holding updated by an independent valuer (KPMG).

3. Holding sold in the period.

4. NAV report as at 30 September 2014.

This material is intended solely for the recipient and should not be reproduced, copied or re-transmitted. Not for public use.

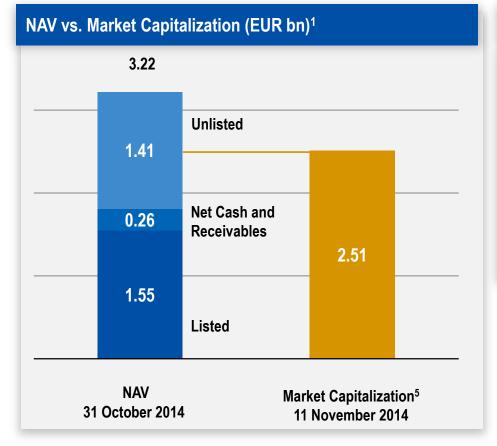


0.0002

 $\mathbf{F}(\mathbf{)}$ 

PROPRIETATEA

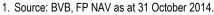
### **FP Market Valuation/Performance**



#### FP Share Price<sup>2</sup> (RON) and Discount (%)



PROPRIETATEA



- 2. Source: Bucharest Stock Exchange, Bloomberg, for the period 25 January 2011 11 November 2014.
- 3. As at 11 November 2014.
- 4. Source: BVB, for the period 3 January 11 November 2014.
- 5. Excluding treasury shares.

This material is intended solely for the recipient and should not be reproduced, copied or re-transmitted. Not for public use.

FRANKLIN TEMPLETON

**INVESTMENTS** 

### **NAV and Share Price Performance**

#### **Cumulative Performance**

	2011	2012	2013	Since Performance Inception <sup>1</sup>	YTD <sup>1</sup>
NAV	-0.47%	8.91%	13.29%	27.93%	0.92%
Ordinary Share Price	-30.32%	38.30%	61.34%	86.82%	20.16%

#### Average Annual Discount

2011	2012	2013	YTD <sup>2</sup>	Current Discount <sup>3</sup>
55.67%	50.20%	41.30%	31.48%	21.86%

3. As at 11 November 2014.

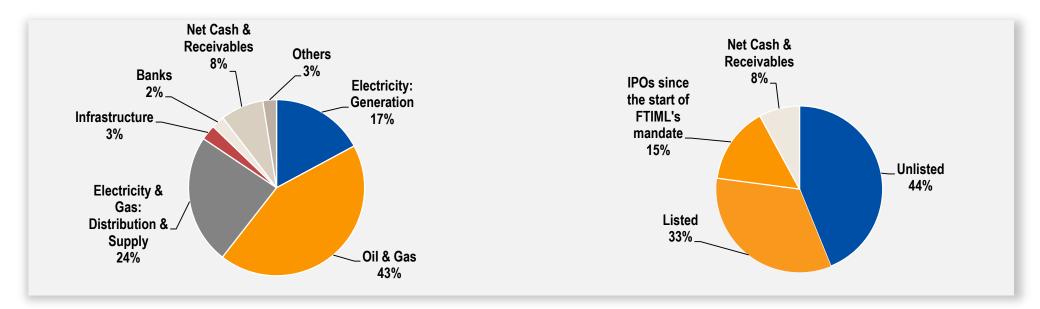


# Portfolio Performance





### **Portfolio Structure – 31 October 2014**



- As at 31 October 2014, the portfolio included stakes in 54 companies (17 listed and 37 unlisted)
- No new investments were made by the Fund in 2014.
- The Fund Manager's objective is to increase the listed part of the portfolio to 100%.



## **Largest Holdings by NAV**

No.	Portfolio Company	Status	Majority Shareholder	% Stake <sup>1</sup>	NAV as at 31 October 2014 (EUR mn)	% in NAV as at 31 October 2014
1	OMV Petrom SA	Listed	OMV	19.0%	1,067.6	33.1
2	Hidroelectrica SA	Insolvency	Romanian State	19.9%	476.9	14.8
3	Romgaz SA	Listed	Romanian State	10.0%	299.5	9.3
4	ENEL Distributie Banat	Unlisted	Enel Group	24.1%	129.9	4.0
5	ENEL Distributie Muntenia	Unlisted	Enel Group	12.0%	107.2	3.3
6	GDF Suez Energy Romania	Unlisted	GDF Suez	12.0%	91.6	2.8
7	ENEL Distributie Dobrogea	Unlisted	Enel Group	24.1%	85.9	2.7
8	E.ON Moldova Distributie SA	Unlisted	E.ON Group	22.0%	78.2	2.4
9	Electrica Distributie Muntenia Nord SA	Unlisted	Electrica Group	22.0%	67.1	2.1
10	CN Aeroporturi Bucuresti SA	Unlisted	Romanian State	20.0%	65.2	2.0
Top 1	0 Portfolio Holdings				2,469.1	76.5
NAV					3,222.2	100.0
NAV	Per Share (EUR)				0.2734	

Note: Values in EUR calculated using the EUR/RON FX rate as at 31 October 2014. Source: Report prepared by the Fund Manager as at 31 October 2014. 1. Based on the 30 September 2014 Detailed Statement of Investments.



# **IPO, SPO, and ABO Transactions**

#### **Completed Transactions**

Company	Transaction	Seller	Offering Stake	Market Value (EUR mn)	Investment Consortium Selected	Comments
Romgaz	ABO	FP	4.99%	146.4	Goldman Sachs and Erste-BCR	Completed in June 2014
Transelectrica	ABO	FP	13.00%	48.4	Raiffeisen Bank, UniCredit, SSIF Broker	Completed in July 2014
Conpet	ABO	FP	23.60%	22.5	Wood & Co and BRD- Groupe Societe Generale	Completed in October 2014



### **Government SPO & IPO Calendar**

#### **Future IPOs and Privatizations**

Company	Official Timeline <sup>1</sup>	FP Expectations	Offering Size %	Offering Size Value (EUR mn)	FP Stake Value (EUR mn)	Seller	Investment Consortium Selected
Hidroelectrica	IPO – June 2014	Delayed by the insolvency proceedings	15.0	<b>412.6</b> <sup>2</sup>	476.9 <sup>2</sup>	New Shares	Morgan Stanley, Raiffeisen
CE Oltenia	IPO – Nov 2015	2015	12.0/15.3	17.0/22.34	27.2 <sup>4</sup>	New Shares	BRD Groupe Societe Generale, Swiss Capital <sup>3</sup>
Posta Romana	Privatization (Share Capital Increase)	H1 2015	>50.0	>41.34	13.84	New Shares	KPMG, Tuca, Zbarcea and Associates

#### Other candidates from the Fund's portfolio for IPOs

Company	FP Stake <sup>4</sup>	FP Stake Value (EUR mn)	Market Cap
Administratia Porturilor Maritime (Constanta Port)	20.0%	15.84	78.9 <sup>4</sup>
Aeroporturi Bucuresti (Bucharest Airports)	20.0%	65.2 <sup>2</sup>	326.0 <sup>2</sup>
Salrom	49.0%	25.94	<b>52.8</b> <sup>4</sup>

1. As agreed with the IMF in the September 2013 Letter of Intent.

2. Source: The NAV report prepared by the Fund Manager as at 31 October 2014.

3. Offer submitted in April 2013.

4. Source: 30 September 2014 Detailed Statement of Investments.





### **Disposal of the Unlisted Power and Gas Distribution Companies**

Company	FP Stake	NAV EUR mn	% NAV
Enel Distributie Muntenia (EDM)	12%	107.2	3.2%
Enel Energie Muntenia (EEM)	12%	14.8	0.4%
Enel Distributie Banat (EDB)	24%	129.9	3.9%
Enel Distributie Dobrogea (EDD)	24%	85.9	2.6%
Enel Energie (EE)	12%	16.8	0.5%
Electrica Distributie Muntenia Nord	22%	67.1	2.0%
Electrica Distributie Transilvania Nord	22%	46.9	1.4%
Electrica Distributie Transilvania Sud	22%	43.5	1.3%
Electrica Furnizare	22%	20.0	0.6%
E.ON Moldova Distributie	22%	78.3	2.4%
E.ON Gaz Distributie	12%	37.4	1.1%
E.ON Energie Romania	13%	29.7	0.9%
GDF Suez Energy Romania	12%	91.7	2.8%
TOTAL		769.2	23.1%

Notes: Values in EUR calculated using the EUR/RON FX rate as at 30 September 2014. Based on the 30 September 2014 Detailed Statement of Investments.

This material is intended solely for the recipient and should not be reproduced, copied or re-transmitted. Not for public use.

#### Background

- The total value of the holdings is EUR 769.2 mn, or 23.1% of the NAV per the Fund's 30 September 2014 Detailed Statement of Investments
- On 27 November 2012, the Romanian Government approved the exercise of the put option to sell 13.6% of ENEL Distributie Muntenia and ENEL Energie Muntenia for EUR 521 mn
- All the minorities stakes held by Electrica in the privatized power and gas distributors have been transferred to a newly created company, SAPE (company for the administration of participations in the energy sector), controlled by the Department of Energy.

#### Status

- E.ON: Following the positive ruling of the Arbitration Court in Paris regarding the Call option exercised by E.ON back in 2010, E.ON acquired from Electrica an additional 17% stake in E.ON Moldova Distributie and proportionally 2.4% stake in E.ON Energie Romania, increasing its share in the share capital of the two companies to 68% and 53.4% respectively. In July 2014, E.ON announced that it intends to merge the electricity distribution company E.ON Moldova Distributie with the gas distribution company E.ON Gaz Distributie. Based on the valuation reports, the Fund's stake would be around 18.3% of the new entity.
- <u>Enel:</u> Following failed negotiations between Enel and the Romanian Government, the Government has decided to resolve the dispute over the value of the put option at the Paris Court of International Arbitration. *In July 2014, Enel announced that intends to sell the operations in Romania. Citibank and Unicredit have been appointed by Enel to advise on the transactions. The Fund has tag along rights in EDM and EEM.*
- <u>Electrica</u>: Following the appointment of a new Board of Electrica in the shareholder meeting on 22 September 2014, the Fund is prepared to re-start discussions for the potential sale of its stakes in the Electrica subsidiaries





### **Top Listed Portfolio Holdings – Key Financials**

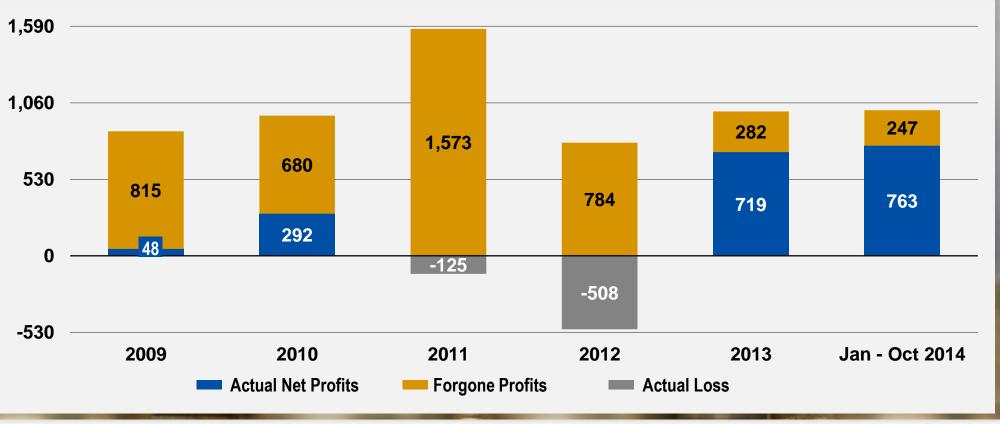
Company	EBITDA(	RON mn)	Net Profit (RON mn)	
	9-months 2013	9-months 2014	9-months 2013	9-months 2014
OMV Petrom SA	6,994	6,394	3,663	2,407
Romgaz SA	1,491	1,929	797	1,114
BRD Groupe Societe Generale	-	-	50	20
Conpet SA	39	51	40	48
Banca Transilvania SA	-	-	240	338
TOTAL	8,524	8,374	4,790	3,927
WEIGHTED TOTAL	1,490	1,423	796	594

Note: EBITDA is calculated as Operational result + Depreciation and Amortization. Source: Companies' financial statements.



### **Update on Hidroelectrica Insolvency**

#### Net Income vs. Foregone Profits (RON mn)



Source: Company 's Financial Statements.

Assumed selling price of 150 RON/MWh for 2009 and 2010, 220 RON/MWh in 2011, 217 RON/MWh in 2012, 210 RON/MWh in 2013, RON 166/MWh for January – September 2014, and RON 168/MWh for October – December 2014.





# **Corporate Governance Code and Listing of SOEs**

Corporate Governance Code was Approved by GEO 109/2011 on 30 November 2011



PROPRIETATEA

Completed

- Appointment suspected to be politically influenced
- X Not completed
- Changes from H12014

Company	FP Stake <sup>1</sup>	% in Total NAV <sup>1</sup>	NAV EUR mn <sup>1</sup>	Listing Status <sup>2</sup>	Independent Board <sup>2</sup>	Professional Management <sup>2</sup>
Hidroelectrica	20	14.3	477.2	X	NA	NA
Romgaz	10	9.4	314.5	<ul> <li>Image: A second s</li></ul>	✓	✓
Electrica Distributie Muntenia Nord	22	2.0	67.1	X	?	?
CN Aeroporturi Bucuresti	20	2.0	65.2	X	X	X
Nuclearelectrica	10	1.5	51.3	<ul> <li>Image: A second s</li></ul>	?	✓
Electrica Distributie Transilvania Nord	22	1.4	46.9	X	?	?
Electrica Distributie Transilvania Sud	22	1.3	43.5	X	?	?
Conpet	30	0.9	28.9	<ul> <li>Image: A second s</li></ul>	✓	?
Complexul Energetic Oltenia	22	0.8	27.2	X	?	?
SN a Sarii Salrom	49	0.8	25.9	X	X	X
Electrica Furnizare	22	0.6	20.0	X	?	?
CN Administratia Porturilor Maritime	20	0.5	15.8	X	✓	✓
Posta Romana	25	0.4	13.8	X	X	X
Romaero	21	0.1	4.6	<ul> <li>Image: A second s</li></ul>	X	X
CN Administratia Canalelor Navigabile <sup>3</sup>	20	0.1	3.7	X	1	?
Plafar	49	0.0	1.1	X	X	X
Oil Terminal	6	0.0	0.8	1	1	?
CN Administratia Porturilor Dunarii Fluviale <sup>3</sup>	20	0.0	0.8	X	?	?
AI M. Kogalniceanu – Constanta	20	0.0	0.5	X	?	?
A.I. Timisoara – Traian Vuia	20	0.0	0.4	X	X	X
CN Administratia Porturilor Dunarii Maritime	8	0.0	0.0	X	?	?
Total		36.1	1,209.2			

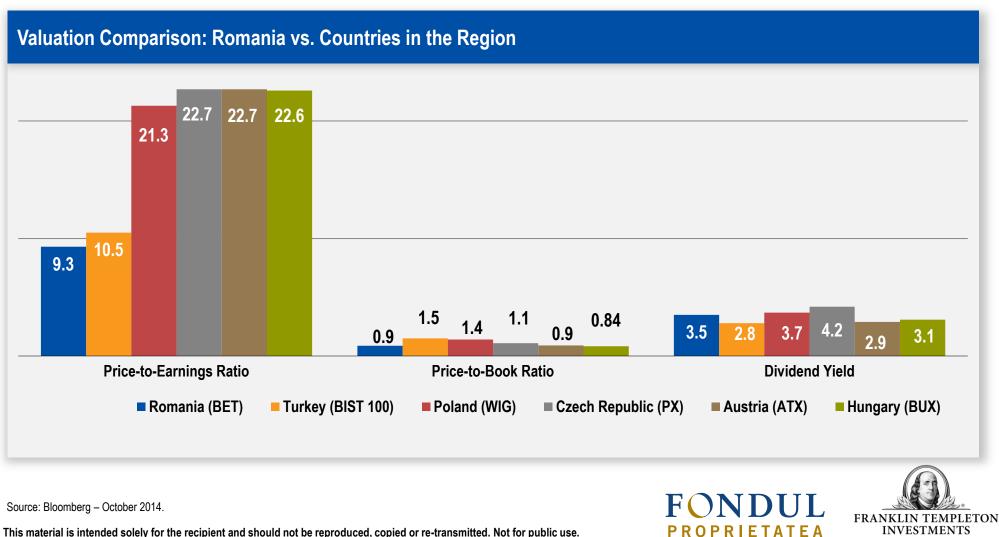
1. Source: Based on the 30 September 2014 Detailed Statement of Investments. Values in EUR calculated using the EUR/RON FX rate as at 30 September 2014.

2. As at 14 November 2014.

3. The administration plan was not approved.



## **Valuation Gap Between Romania and Other Countries**



# **Corporate Actions**





## **Updated Annual Cash Distribution Policy**

#### Status

- The Fund Manager has amended the Fund's Annual Cash Distribution Policy to reflect the FSA's interpretation on the NAV calculation methodology, which in essence limits the Fund's current ability to distribute dividends
- The Fund Manager intends to recommend to shareholders a cash distribution related to each financial year equivalent to:

#### dividend income from portfolio companies + interest on cash balances - expenses and taxation - allocations to legal reserves

- The cash distributions would be paid to shareholders in the form of a return of capital (by decreasing the nominal value per share) or in the form of dividends
- For dividend distributions (where permitted by applicable law), the distributable amount will be assessed based on audited financial information
- For returns of capital, the distributable amount will be based on a best estimate according to the latest management accounts at the time of proposing the resolution
- The Annual Cash Distribution Policy does not limit additional cash returns and share buy-backs that can be recommended by the Fund Manager separately, according to the IPS

Note: The full text regarding the Updated Annual Cash Distribution Policy was published in the investor report released on 3 September 2014, and can be found on the Fund's website www. fondulproprietatea.ro.





#### **Dividend Income – Top 20 Portfolio Companies**

			FP NET DIVID	END (RON mn)	
Top 20 Holdings <sup>1</sup>		2014	2013	2012	2011
1	OMV Petrom SA	331.4	319.0	353.1	201.6
2	Hidroelectrica SA	_	_	_	52.5
3	Romgaz SA	148.5	158.9	140.6	106.0
4	ENEL Distributie Banat SA	_	_	_	20.2
5	ENEL Distributie Muntenia SA	_	_	_	_
6	GDF Suez Energy Romania	33.6	22.8	_	9.6
7	ENEL Distributie Dobrogea SA	_	_	_	13.5
8	E.ON Moldova Distributie SA	_	_	_	_
9	Electrica Distributie Muntenia Nord SA	23.2	16.2	1.8	_
10	CN Aeroporturi Bucuresti SA	NA	9.1	9.4	9.9
11	BRD Groupe Societe Generale	_	_	3.6	2.1
12	Transelectrica SA	22.0	4.0	10.9	1.2
13	Nuclearelectrica SA	27.9	2.3	_	_
14	Electrica Distributie Transilvania Nord SA	11.7	_	_	_
15	Electrica Distributie Transilvania Sud SA	12.7	_	_	_
16	E.ON Gaz Distributie SA	_	29.9	_	_
17	E.ON Energie Romania SA	—	_	_	_
18	Conpet SA	8.8	8.4	6.6	7.0
19	Complexul Energetic Oltenia SA <sup>3</sup>	—	10.3	N/A	N/A
20	Banca Transilvania SA	_	_	—	—
TOTAL	. (RON mn)	619.8	580.9	526.0	423.6
	Dividends from Listed Companies (RON mn)	538.6	373.9	450.1	304.0
	Dividends from Unlisted Companies (RON mn)	131.2	275.8 <sup>6</sup>	168.9	215.1
	Dividend Income (RON mn)	669.8	649.7	619.0	519.1
	nd /Distribution per Share (RON)		0.05000 <sup>8</sup>	0.04089	0.03854
	Price (RON)		<b>0.7640</b> <sup>7</sup>	0.6600 <sup>4</sup>	0.5550 <sup>5</sup>
	te: Calculation based on the companies' financial statements. Based on the 30 June 2014 Detailed Statement of Investments.	4. As at 15 May 201 5. As at 9 May 2012			

2. Dividends are distributed based on individual financial statements.

3. Created through the merger of CE Craiova SA, CE Rovinari SA, CE Turceni SA and SNLO; Combined IFRS financial statements of CE Craiova SA, CE Rovinari SA, CE Turceni SA and SNLO; Dividends distributed to FP by merged companies: 2012 (CE Rovinari RON 6.5mn, CE Craiova RON 0.03mn), 2011 (CE Rovinari RON 0.02mn, CE Craiova RON 0.01mn)

6. Includes dividends from Romgaz and Nuclearelectrica, which were unlisted at that time.

7. As at 28 April 2014.

8. 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

PROPRIETATEA

FRANKLIN TEMPLETON INVESTMENTS

### **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
Third	March-July 2014	Completed	252.9 mn/1.89%	0.8126	Raiffeisen	Ongoing. Cancellation approved on 23 Sept 2014
Fourth	Started on 1 <sup>st</sup> of October 2014	Ongoing	991.0 mn/7.32%	0.93931	Raiffeisen	-
Fifth	-	Submitted for shareholders' approval during the 19 November 2014 GSM	227.6 mn/1.89%	-	-	-

Tender	Announcement date	Status	No. of shares to be repurchased	Tender price (RON/share)	FP pre-announcement share price (RON/share)	Premium to pre- announcement share price (%)	Discount of offer price to NAV (%)
First	10 October 2013	Completed	600,000,000	1.00	0.7700	29.87%	13.87%
Second	20 October 2014	Ongoing	750,000,000	1.11	0.8965	23.81%	10.76%

1. As at 15 October 2014.

This material is intended solely for the recipient and should not be reproduced, copied or re-transmitted. Not for public use.

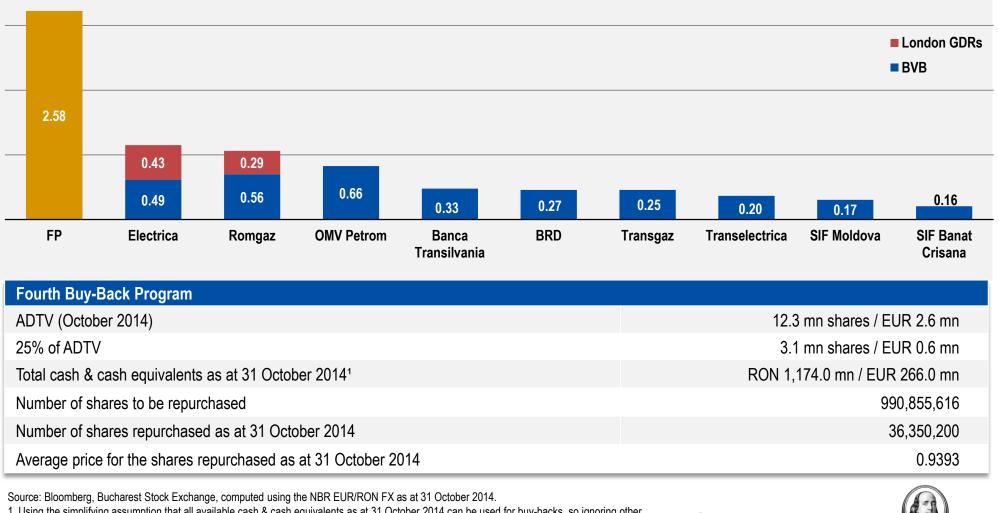


FONDUL

PROPRIETATEA

# **Buy-Back Program – Average Daily Trading**

#### Average Daily Turnover in October 2014 (EUR mn)



1. Using the simplifying assumption that all available cash & cash equivalents as at 31 October 2014 can be used for buy-backs, so ignoring other possible cash outflows and inflows. Total cash & cash equivalents include the deposit of guarantee with Raiffeisen for the tender offer.





### **Secondary Listing on the LSE – Plan**



ΡΠΟΡΠΙΕΤΔΤΓΔ

INVESTMENTS

# **Top 15 Funds on LSE**

Fund	Symbol	Currency	Total NAV	Premium / Discount to NAV (%)	% Listed (approximately)
Alliance Trust	ATST	GBP	2.85	-12.30%	96
Scottish Mortgage	SMT	GBP	2.7	0.74%	96
Fondul Proprietatea	FP.	USD	2.51	-24.34%	55
F&C Investment Trust	FRCL	GBP	2.51	-10.35%	85
<b>RIT</b> Capital Partners	RCP	GBP	2.22	-2.55%	65
Templeton Emerging Markets UK	TEM	GBP	2.04	-9.58%	91
Mercantile Investment Trust	MRC	GBP	1.8	-12.10%	100
HICL Infrastructure Company	HICL	GBP	1.53	18.44%	0
Caledonia Investments	CLDN	GBP	1.49	-17.47%	35
Witan	WTAN	GBP	1.38	-3.12%	92
Murray International	MYI	GBP	1.29	7.55%	100
NB Global Floating Rate Income	NBLS	GBP	1.23	-3.30%	0
3i Infrastructure	3IN	GBP	1.17	18.60%	0
Kennedy Wilson Europe Real Estate	KWE	GBP	1	5.77%	0
New Europe Property Investment	NEPI	EUR	0.751	107.10%	0

Source: Jefferies, Morningstar, Bloomberg, Company factsheets, London Stock Exchange.



# LSE Listing – Discounts / Premiums for LSE and SFM Funds

	Average %	Min %	Max %
SFM (All)	-1.96%	-50.18%	15.91%
LSE (Top 15 largest)	5.72%	-17.47%	107.10%

• Fondul Proprietatea's discount to NAV as at 11 November 2014 was 21.86%.

Source: Jefferies, Morningstar, Bloomberg, Company factsheets, London Stock Exchange.



### **Investor Relations – Upcoming Events**



More information about the Fund can be found on the website www.fondulproprietatea.ro





28

Bucharest /Prahova county	Wednesday, 19 November 2014
11.30 p.m. / 12.00 p.m.	Pick-up from Marriott Hotel / Intercontinental Hotel
12:00 p.m.	Departure to OMV PETROM Refinery and Power-Plant in Ploiesti
1.30 – 3.00 p.m.	OMV PETROM Presentation and Site Visit
3.00 p.m.	Departure to SALROM – Slanic Prahova Salt Mine
4:30 – 6.00 p.m.	SALROM Presentation and Mine Visit
6.00 – 8.00 p.m.	Transfer back to Bucharest
8.00 p.m.	Dinner, hosted by Renaissance Capital



Bucharest	Thursday, 20 November 2014 – Marriott Hotel, Constanta Room
8:30 a.m.	Registration and Breakfast
8:50 – 9:00 am	Welcome – Dr. Mark Mobius (Executive Chairman Templeton Emerging Markets Group) and Grzegorz Konieczny (CEO and Fund Manager of Fondul Proprietatea)
9:00 – 9:20 am	Keynote Speaker
9:20 – 9:40 a.m.	Embassy of the United States of America His Excellency Mr. Dean Thompson, Chargé d'affaires
9:40 – 10:00 a.m.	Embassy of the United Kingdom His Excellency Mr. Paul Brummell, Ambassador
10:00 – 10:20 a.m.	International Monetary Fund – Presentation and Q&A Guillermo Tolosa, IMF Resident Representative in Romania
10:20 – 10:40 a.m.	National Bank of Romania – Presentation and Q&A Bogdan Olteanu, Vice-Governor
10:40 – 11:00 p.m.	Ministry of Energy Răzvan Nicolescu, Minister
11:00 – 11:20 a.m.	Ministry of Public Finance Ioana Maria Petrescu, Minister
11:20 – 11:35 a.m.	Coffee break





Bucharest	Thursday, 20 November 2014 – Marriott Hotel, Constanta Room
11:35 – 11:50 a.m.	Ministry of Transportation Ioan Rus, Minister
11:55 a.m. – 12.15 p.m.	Financial Supervisory Authority – Presentation and Q&A Misu Negritoiu, President
12:15 – 12:35 p.m.	Bucharest Stock Exchange Ludwik Sobolewski, CEO
12:35 – 1.10 p.m.	OMV Petrom - Presentation and Q&A Mariana Gheorghe , CEO
1.10 – 2.00 p.m.	Lunch
2:00 – 2:35 p.m.	Fondul Proprietatea – Presentation and Q&A Grzegorz Konieczny, CEO and Fund Manager
2:35 – 3:10 p.m.	Romgaz – Presentation and Q&A Virgil Metea, CEO
3:10 – 3:45 p.m.	Nuclearelectrica – Presentation and Q&A Daniela Lulache, CEO
3:45 – 4:20 p.m.	BRD – Presentation and Q&A Claudiu Cercel, Deputy CEO
4:20 – 4:45 p.m.	Coffee break





Bucharest	Thursday, 20 November 2014 – Marriott Hotel, Constanta Room
4:45 – 5:20 p.m.	ENEL Romania – Presentation and Q&A Toni Volpe, CEO
5:20 – 5:55 p.m.	Hidroelectrica – Presentation and Q&A Remus Borza, EURO INSOL SPRL (Judicial Administrator)
5:55 – 6:30 p.m.	Electrica – Presentation and Q&A Ioan Rosca, CEO
6:30 – 7:00 p.m.	Posta Romana - Presentation and Q&A Alexandru Petrescu, CEO
7:00 p.m.	Dinner, hosted by Ipopema Securities



Bucharest	Friday, 21 November 2014 – Marriott Hotel, Grand Ballroom
9:00 a.m. – 4:00 p.m.	One-on-one meetings with portfolio companies
1:00 – 2:00 p.m.	Lunch
7:00 p.m.	Dinner, hosted by Fondul Proprietatea

Companies						
Fondul Proprietatea	Conpet					
OMV Petrom	SN a Sarii Salrom					
Hidroelectrica	BRD Groupe Societe Generale					
Romgaz	Banca Transilvania					
Posta Romana	Constanta Port					
Electrica	Nuclearelectrica					



### **General Shareholders Meeting on 19 November 2014**

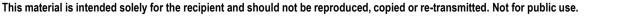
#### **OGM** Agenda

- The approval of the 2015 budget of Fondul Proprietatea SA
- The appointment of DELOITTE AUDIT S.R.L as the financial auditor of Fondul Proprietatea SA
- The appointment of 3 members of the Board of Nominees following the expiration of three mandates, two on 4 April 2015, and another on 13 April 2015
- The approval of engaging, on behalf of Fondul Proprietatea SA, of independent valuators with the aim of performing valuation of certain holdings of Fondul Proprietatea SA in listed and unlisted portfolio companies
- The approval of 11 December 2014 as the registration date

#### EGM Agenda

- Approval of the amendments to the Constitutive Act
- Approval of the fifth buy-back programme for the repurchase of a maximum number of (i) 227,572,250 shares or (ii) 10% of the subscribed share capital at the relevant time, whichever is the lesser, starting with the date when the share capital decrease approved through EGM Resolution on 23 September 2014 is effective, for a maximum period of 18 months as of the date when the shareholders' resolution is published in the Official Gazette of Romania. The buy-back shall be performed at a price that cannot be lower than RON 0.2 / share or higher than RON 2 / share.
- The full convening notice can be found on the Fund's website <u>here</u>.





# Q3 2014 Financial Results





### **Income Statement (RON million)**

	Q3 2013 (Unaudited)	Q3 2014 (Unaudited)	9 month period ended 30 Sept. 2013 (Unaudited)	9 month period ended 30 Sept. 2014 (Unaudited)
Revenues from Current Activity, Out of Which:	49.8	246.8	924.6	1,699.4
Revenues from Financial Assets	15.0	20.0	619.8	669.8
Interest Income	10.4	8.4	31.1	16.8
Reversal of Impairment Adjustments & Provisions	23.6	0.2	24.6	30.2
Revenues from Disposal of Financial Assets	0.2	216.7	248.0	979.1
Revenues from Foreign Exchange Differences	-	0.1	0.1	1.4
Other Income from Current Activity	0.6	1.4	1.0	2.1
Expenses from Current Activity, out of which:	29.2	307.7	389.4	690.9
Expenses from Disposal of Financial Assets	0.2	277.4	319.1	605.6
Expenses from Foreign Exchange Differences	-	0.1	0.1	2.2
Depreciation, provisions, losses from receivables and sundry debtors	11.1	0.1	12.7	2.1
Commissions and Fees	4.3	9.0	15.7	23.1
Other Expenses from Current Activity <sup>1</sup>	13.6	21.1	41.8	57.9
Gross Profit	20.6	(60.9)	535.2	1,008.5
Income Tax Expense	-	9.1	-	24.0
Net Profit	20.6	(70.0)	535.2	984.5

Source: Q3 2014 Results Report, prepared in accordance with the Financial Supervisory Authority regulations' in force (Romanian Accounting Regulations). 1. Other expenses from current activity include bank charges, and utilities expenses, salary costs, third party expenses as well as duties and other taxes.





36

### **Balance Sheet (RON million)**

	31 December 2013 (Audited)	30 June 2014 (Unaudited)	30 September 2014 (Unaudited)
Intangible Assets	0.8	0.6	0.7
Financial Assets	10,490.6	10,157.0	9,788.7
Non-Current Assets – Total	10,491.4	10,157.6	9,789.4
Current Assets – Total	454.1	1,659.9	1,231.1
Prepaid Expenses	-	0.2	0.1
Payables Within One Year	31.2	649.9	50.1
Total Assets Less Current Liabilities	10,914.3	11,167.8	10,970.5
Provisions	29.3	15.0	15.0
Shareholder's Equity	10,885.0	11,152.8	10,955.5

Source: Q3 2014 Results Report, prepared in accordance with the Financial Supervisory Authority regulations' in force (Romanian Accounting Regulations).

This material is intended solely for the recipient and should not be reproduced, copied or re-transmitted. Not for public use.



FONDUL

PROPRIETATEA

#### FONDUL proprietatea

Fondul Proprietatea Franklin Templeton Investment Management UK Bucharest Branch Premium Point Buzesti Street 78-80, 7th-8th floor 1st District 011017 Bucharest Romania

