

# First Property Group plc (FPO.L)

AIM listed co-investing fund manager

Market cap: £66.7m (at 60p per share) / Divi yield: c2.7% pa (3.6x covered)

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## Business Model

### Fund Management:

- 12 funds invested across **UK, Poland and Romania**;
- Total **AUM c£626m** of which c73% (£454m) for third parties;
- Total AUM up **>31%**, third party AUM up 45% since 31 March 2017. New mandates in progress;
- 6yrs, 5mths average fund life (weighted) at 31 March 2018.

### Group Properties:

(b/s investments: GAV c€195m, debt c€134m = net c€61m)

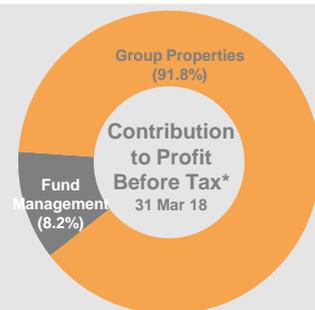
- 10 directly held properties in **Poland and Romania** (5 held by Fprop Opportunities plc [FOP] in which the Group is majority shareholder);
- ROE >20% pa** (at market values) from rent alone;
- 69% LTV** (average borrowing cost 2.34% pa). Amortising bank debt by c£6.9m pa (c9% of EPRA NAV);
- Shareholdings in nine other funds managed by FPAM.

## Financial Highlights

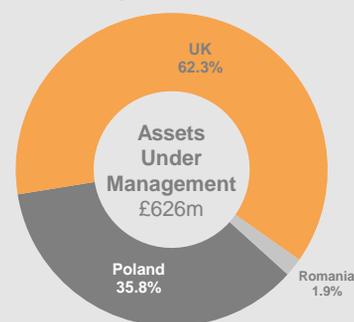
	Twelve Months to 31 <sup>st</sup> March 2018	Twelve months to 31 March 2017	Percentage Change
Revenue (£)	25.6m	23.7m	+7.6%
Operating Profit (£)	11.2m	11.6m	-3.5%
Profit before tax (£)	9.23m	9.14m	+1.0%
Earnings per share, Diluted (p)	5.70p	6.61p	-13.8%
Price Earnings Ratio at 60p per share	10.5x	9.1x	
Total Dividend per share	1.60p	1.55p	+3.2%
Dividend Cover	3.6x	4.3x	
Cash (£)	15.3m	15.9m	-3.9%
EPRA Net Asset Value per share	53.07p	47.64p	+11.4%

### Growth Drivers

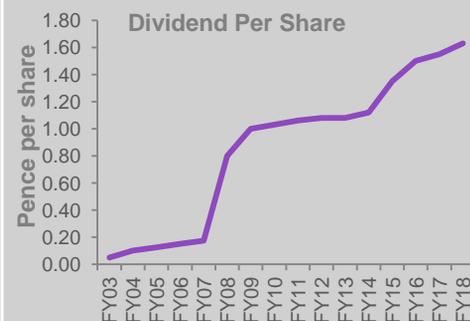
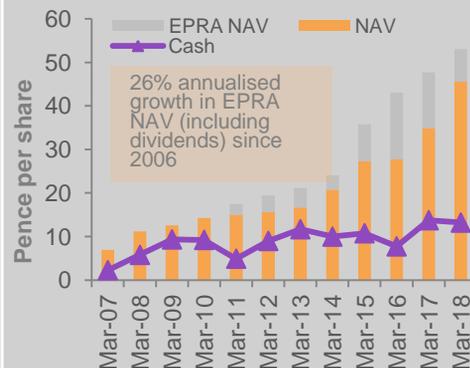
- In-built **NAV growth** from retained earnings (mainly from high ROE of Group Properties);
- Growth in fund management fees as existing mandates are invested;
- Potential to win new fund management contracts given excellent track record (see overleaf);
- £10m of cash available** to fund new (earnings enhancing) co-investments.



\*prior to unallocated central overheads



### NAV Per Share



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### Investment Philosophy

#### We typically target high yielding property:

- Rental **income** mitigates illiquidity of property;
- In the long run **income** largely determines total returns;
- **Income** better protects capital value and dampens its volatility;
- High **income** better enables leverage.

#### We take an active approach to property management.

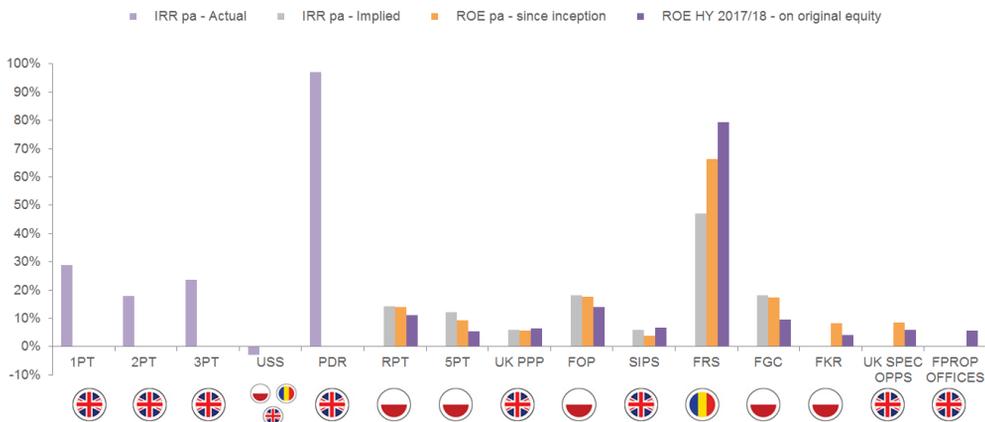
#### We think from first principles and are flexible in the light of market changes:

- 2001:** Switched from development to investment following interest rate cuts post 9/11 - which enabled development type returns to be earned from investment;
- 2005:** Largely exited UK commercial property market following disappearance of gap between commercial property yields & interest payable;
- 2008:** Reversed AM policy in Poland of waiting until lease expiry to renew leases;
- 2009:** Returned to UK after commercial property values plunged by c50%;
- 2013:** Recommended development activity in UK following relaxation of planning regime and boosting of residential demand with "Help to Buy";
- 2016:** Switched investment focus to larger "institutional" property following bifurcation of UK commercial property market post-Brexit vote.

IPD® Measured Fund



FPAM funds rank **No.1** vs MSCI's CEE Benchmark for the twelve years from the commencement of its operations in Poland in 2005 to December 2016, and for the periods from 2005 to December 2008, and each of the years thereafter. In addition, FPAM's UK PPP was awarded best "Small Specialist Fund" by MSCI at its UK Property Investment Awards 2017. FPAM was also one of ten fund managers, out of a pool of 95, to be awarded a Data Quality Award by MSCI.



**Ben Habib, MA (Cantab)**  
Group CEO & FPAM CIO  
15.1% shareholder



**George Digby, ACA**  
Group Finance Director  
Sub 3% shareholder



**Alasdair Locke, MA, (Oxon)**  
Chairman (non executive)  
7.7% shareholder



**Peter Moon, MA, BSc (Econ)**  
Independent NED  
Sub 3% shareholder

Fprop plc is LSE (AIM) listed  
FPAM is authorised & regulated by the FCA & is AIFMD approved