# FAIRFAX INDIA

Annual Meeting April 10, 2024

### Forward-looking statements

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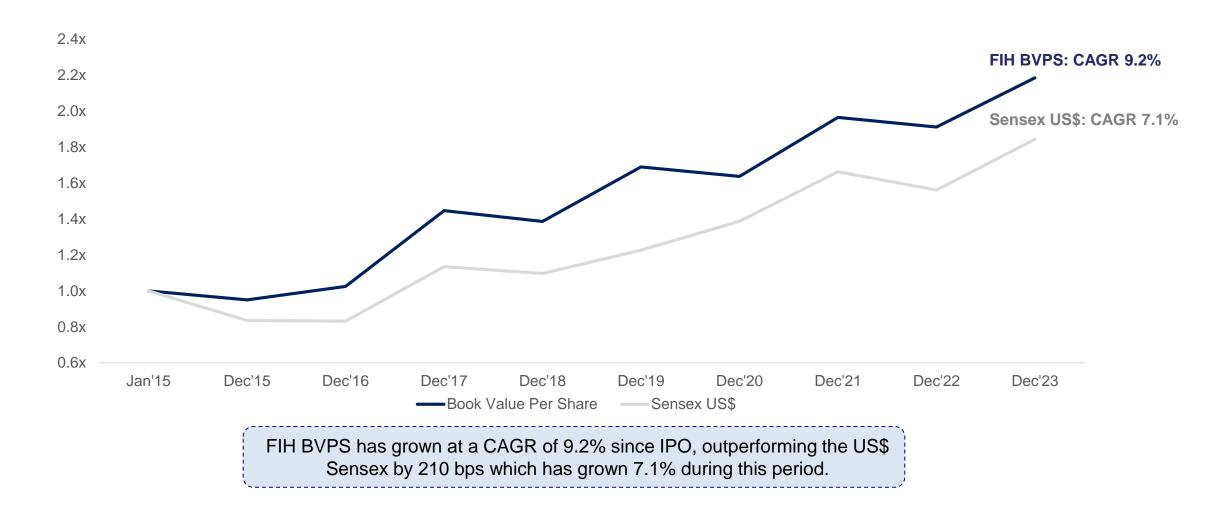
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The preparation of financial statements requires management to make estimates and assumptions that impact the reported amounts of assets and liabilities, the reported amounts of income and expenses and the calculation of the book value per share of the Company during the reporting periods. Financial information provided throughout this Presentation is prepared in accordance with IFRS, unless otherwise noted.

### Fairfax India's performance



### **Growth in book value**

Compound Annual Growth Rate	At Decem	ber 31, 2023
	1 Year	9 Years (Since IPO)
Fairfax India's book value per share	14.3%	9.2%
Fairfax India's Public Indian Investments	38.5%	22.4%
US\$ S&P BSE Sensex 30	18.0%	7.1%
<u>% Change</u>		
INR / USD	(0.6%)	(25.6%)

Note: Fairfax India's 9-year compound annual growth in book value per share is calculated since its January 2015 IPO at \$10 per share

### **Solid returns on investments**

Gains and Returns Since Inception	At December 31, 2023	
	Net	Annual
	Gains*	Return
Listed companies	812	22%
Private companies	966	10%
Existing investments (unrealized)	1,778	13%
Partial sales	187	28%
Fully exited positions	537	17%
Monetized investments (realized)	724	18%

### Performance for shareholders

At December 31	2023	2022	2021	2020	2019	2015
Book value per share	21.85	19.11	19.65	16.37	16.89	9.50
Investments per share	28.21	24.29	25.32	20.51	21.21	9.35
Common shareholders' equity (\$ billions)	3.0	2.6	2.8	2.4	2.6	1.0
Total cash and investments (\$ billions)	3.8	3.4	3.6	3.1	3.2	1.0
Shares outstanding (millions)	135	138	141	149	153	107

### **Share buybacks**

- Shares continue to trade at steep discount to intrinsic value, despite a 24% increase in share price in 2023
- Bought 2.9 million shares in 2023 for \$37 million or \$12.97 per share
- Since inception, bought back 22.0 million shares (~14% of total shares) for \$285 million, or \$12.93 per share

## Financial strength

(\$ billions)		2023	2022	2021	2020	2019
Cash and public securities		1.3	1.3	1.4	1.0	1.1
Total borrowings		0.5	0.5	0.5	0.5	0.5
Common shareholders' equity		3.0	2.6	2.8	2.4	2.6
	5 yr					
	<u>average</u>					
Borrowings to common shareholders' equity	19%	17%	19%	18%	22%	21%
Cash and public securities to borrowings	2.4	2.7	2.6	2.8	1.8	1.9

- Borrowings consist of \$500 million, 5% unsecured senior notes due 2028
- \$175 million revolving credit facility remains undrawn extended to 2026

### **Investment fees**

#### Investment and Advisory Fee (I&A Fee):

➤ Fairfax Financial provides administration and investment advisory services to Fairfax India and its subsidiaries for an I&A Fee — 1.5% on deployed capital and 0.5% on undeployed capital

#### Performance Fee:

Fairfax India pays a performance fee, calculated at the end of each three-year period, of 20% of any increase (including distributions) in book value per share above a non-compounded 5% increase each year from inception in 2015

### **Investment fees**

- At December 31, 2023, Fairfax India's BVPS of \$21.85 represents a CAGR of 9.2% from its IPO price of \$10.00 on January 30, 2015
- Fairfax Financial elected to receive the \$110 million performance fee for the three-year period ended in 2023 in cash
  - Required to take shares in the first two calculation periods
  - Cash best for Fairfax India shareholders because it minimized dilution
- Analysis of total fees over 9 years:

	Paid in Cash	Paid in Shares*	Total	Avg. Annual fees	As % of avg. cash and invest.
I&A fees	260	-	260	29	1.1%
Performance fees	110	120	230	25	0.9%
Total fees	370	120	490	54	2.0%
	Average ca	sh and inve	stments	2.741	

Fairfax Financial is Fairfax India's largest shareholder – 95.2% voting interest and 43.2% economic interest

### **Current investments**

							23 Valuation
(\$ millions)	Date of Initial Investment	Ownership	Amount Invested	Fair Value at Dec 31, 2023	Annualized Return*	Price to Earnings	Price to Free Cash Flow
IIFL Finance	December 2015	15%	76	412	25.8%	13x	
CSB Bank	October 2018	50%	169	409	20.0%	12x	
IIFL Securities	December 2015	28%	51	147	16.9%	11x	
Fairchem Organics	February 2016	53%	30	103	23.3%	39x	
5paisa	December 2015	25%	17	52	22.5%	28x	
Other Indian Investments			3	3	(11.6%)		
Listed			347	1,127	22.0%		
Bangalore International Airport	March 2017	64%	903	1,600	11.7%	n.a.	10x <sup>3</sup>
Sanmar Chemicals Group	April 2016	43%	199	303	10.9%	CSL - n.a.	TCI - 4x
National Stock Exchange	July 2016	1%	27	189	33.4%	Sale exp. to	close 1H '24
Seven Islands Shipping	March 2019	49%	84	143	13.0%	4x	4x
Maxop Engineering	November 2021	67%	51	57	5.6%	15x	8x
Saurashtra Freight	February 2017	51%	30	51	11.0%	18x	13x
NCML	August 2015	91%	188	50	(15.7)%	n.a.	7x <sup>*</sup>
Jaynix Engineering	February 2022	70%	33	49	24.7%	10x	13x
Other Indian Investments			45	45	5.3%		
Private			1,560	2,486	9.7%		
Total Indian investments			1,906	3,613	13.0%		
Cash and government bonds			207	206			
Total cash and investments at D	ecember 31, 2023		2,113	3,819			

FAIRFAX INDIA

<sup>\*</sup> Represents the internal rate of return over the investment period

<sup>\*\*</sup> Based on normalized free cash flow which refers to forecasted free cash flow for the investee company's fiscal year 2026

## Realized gains

	Date of Initial Inv.	Last Sale Date	Cash Cost	Cash Proceeds	Total Return*	Annualized Return
IIFL Finance	Dec-15	Dec-23	36	177	149	24.9%
Fairchem Organics	Feb-16	Feb-22	8	46	38	49.7%
Partially Monetized			44	223	187	28.1%
360 ONE	Dec-15	May-23	107	244	177	16.7%
Sanmar Bonds	Apr-16	Dec-19	299	434	135	11.0%
Privi Speciality	Aug-16	Apr-21	55	165	112	27.1%
Other	Mar-18	Jan-23	179	283	113	28.0%
Fully Monetized			640	1,125	537	16.6%
Total Monetized			683	1,348	724	18.2%
NSE	Jul-16	Exp. 1H '24	27	~189	~177	~33%
Total Monetized – after	NSE sale com	pleted	710	~1,537	~901	~20%

### India will be the best economy to invest in for decades

In a report titled "India's March Onto the Global Stage," Jefferies' Head of Equity India Research Mahesh Nandurkar recommended India for seven reasons:

#### 1. India will be the third largest economy by 2027

#### **Nominal GPD Ranking**

	2010	2023	2027
1	U.S.	U.S.	U.S.
2	China	China	China
3	Japan	Germany	India (\$5.4 tr)
4	Germany	Japan	Germany
5	France	India (\$3.7 tr)	Japan
6	UK	UK	UK
7	Brazil	France	France
8	Italy	Italy	Brazil
9	India (\$1.7 tr)	Brazil	Canada

#### Real GDP CAGR



### India will be the best economy to invest in for decades

#### 2. Continued reforms lay the foundation of approximately 7% long-term GDP growth

- 2017 GST implementation simplified taxation and improved trade efficiencies
- Bankruptcy reforms improved corporate and banking sector balance sheets and governance
- > Real estate regulation laying the groundwork for housing boom
- > Transformation of physical and digital infrastructure underway

#### 3. Nearly US\$10 trillion market cap by 2030

India's current \$4.2 trillion ranks 5th globally

#### 4. Supportive global geopolitics

- Vibrant democracy 2024 election will have 1 billion eligible voters
- > Excellent relations with western world, Japan and the Middle East
- Will be key beneficiary of global supply chain diversification



### India will be the best economy to invest in for decades

#### 5. Rising entrepreneurship / vibrant start-up ecosystem driving innovation

India's 100+ unicorns represents a fivefold increase in past five years and ranks 3<sup>rd</sup> globally behind only the US and China

#### 6. India now becoming a services exports hub

~\$450 billion annual service exports (65% increase over past five years), led by IT services and global capability centers

#### 7. Strong corporate culture and a history of strong market returns

### Fairfax India investments

### FAIRFAX INDIA

Fairfax Financial Holdings Limited holds a 43.2% equity interest and 95.2% voting interest in Fairfax India

#### **US\$3.8 Billion Investments**

US\$412m



- NBFC loans & mortgages
- 15% ownership
- Listed

US\$147m



- Diversified financial services and products
- 28% ownership
- Listed

US\$52m



- Discount digital broker
- 25% ownership
- Listed



US\$1,600m

- India's 3rd largest airport
- Monopoly asset
- Real estate assets

■64% FIH

Private

ownership



US\$303m

PVC and caustic soda producer

■43% FIH

Private

ownership



US\$50m

- Warehousing
- Grain storage silos
- NBFC

■91% FIH

Private

ownership

5-yr debentures



US\$409m

Private sector bank with 751 branches and 570 ATMs across India



US\$103m

Oleo chemicals and nutraceuticals

■53% FIH

Oceangoing tankers

■49% FIH

Private

ownership

**SEVEN ISLANDS** 

US\$143m



- Largest stock exchange
- 1% ownership

US\$51m



- Container freight station
- 51% ownership

US\$57m



- Aluminum die casting
- 67% ownership

US\$49m



- Electrical connectors
- 70% ownership

- ■50% FIH
- Listed
- ownership ownership Listed

#### US\$254m other

- \$206 cash and gov't bonds
- \$31m other Indian fixed income
- \$16m other equities (primarily India Housing Fund)



## **Bangalore International Airport Limited (BIAL)**

Ownership %	64.0%
Initial investment date	Mar 2017
Amount invested	\$903
Fair value - Dec 31, 2023	\$1,600
Annual rate of return	11.7%
Multiple of net investment	1.8x



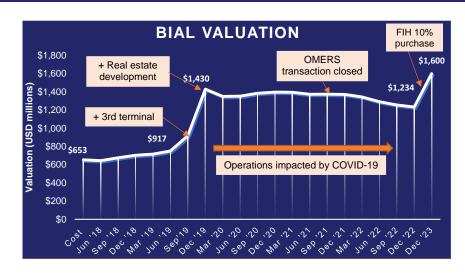
		Compound		
(Rs billions - Ind-As)	Dec 31, 2018	Dec 31, 2022	Dec 31, 2023	<b>Annual Growth</b>
Total assets	62.6	138.8	156.9	
Shareholders' equity	28.4	22.2	25.8	-2%
Revenue	16.0	15.8	25.2	10%
Net earnings (loss)	6.8	(0.5)	3.6	-12%
Return on equity	23.9%	(2.1%)	14.1%	

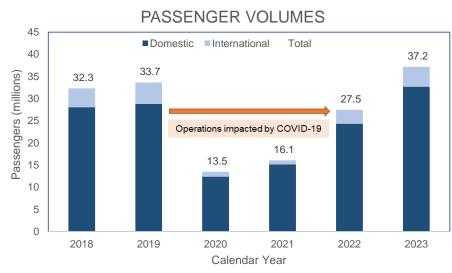
### BIAL – business update



- Terminal 2's full operations completed in 2023, including the transfer of all international flights – increases annual capacity to 50 million passengers
  - Acknowledged as one of the 'World's most beautiful airports' and received the 'World special prize for an interior' for airports at the 2023 Prix Versailles organized by UNESCO
  - Awarded 'Best Airport at Arrivals globally for the year 2023' by Airports Council International
- Passenger traffic of 37.2 million in 2023, surpassing the pre-pandemic high of 33.7 million passengers in 2019
- Revenue increased 60% to \$305 million and net profit was \$44 million, generating a 14% ROE
  - Average ROE in the second control period (Apr'16-Mar'21) was 14%, and average ROE for the first two control periods combined was 17%
- Cargo volume was again a record at ~423,000 metric tons
- Fairfax India increased its interest from 54% to 64% in 2023 for \$250 million

## BIAL – valuation (64% ownership)





#### **Fairfax India's largest investment:**

- India's 3rd largest and one of the fastest growing airports in the world
- Commenced operations in 2008 under a concession agreement with the Government of India until 2068
- Three main sources of revenue: aero revenue, non-aero revenue and monetization of 460 acres of land

#### Passenger traffic now exceeds pre-pandemic highs:

- Domestic passenger traffic of 32.7 million in 2023 (114% of pre-pandemic level)
- Int'l traffic of 4.5 million passengers in 2023 (92% of pre-pandemic level)
- Another record for cargo volume in 2023 at ~423,000 metric tons
- Real estate development is progressing well

#### **Terminal 2:**

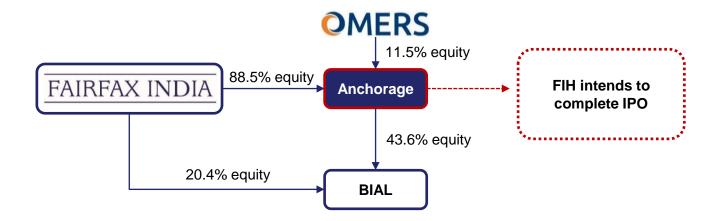
BIAL's state-of-the-art Terminal 2 is now fully operational, which increases annual capacity to 50 million passengers

#### Valuation:

 Fairfax India's 64% interest is carried at \$1.6 billion, or 9.5x normalized free cash flow (excluding any cash flows from the 460 acres of land)



### Anchorage transaction and prospective IPO



- Fairfax India created Anchorage Infrastructure Investment Holdings ('Anchorage') in 2019,
  which will be its flagship vehicle for airport and other infrastructure investments in India
- In September 2021 Fairfax India transferred a 43.6% interest in BIAL to Anchorage and sold an 11.5% interest in Anchorage to OMERS for \$129 million, valuing BIAL at \$2.6 billion
- Fairfax India is in the process of obtaining regulatory approvals to complete an IPO of Anchorage



- Diversified NBFC home, gold, microfinance, construction and SME business loans
- \$9.3 billion AUM
- 4,680 branches across India
- 39,300 employees
- 8+ million customers

### **IIFL Finance**

15.1%
Dec 2015
\$76
\$412
25.8%
5.6x



Compound

		Compound		
(Rs billions - IGAAP/Ind-As)	Dec 31, 2018	Dec 31, 2022	Dec 31, 2023	<b>Annual Growth</b>
Total assets	321.7	489.1	590.2	
Shareholders' equity	42.1	99.1	117.9	23%
Net revenue	21.8	49.5	61.9	23%
Net earnings	6.5	14.7	20.0	25%
Return on equity	15.4%	14.8%	17.0%	15% *



### **IIFL Finance – business update**



- IIFL Finance had excellent results in 2023:
  - Revenue grew 25% to \$750 million and net profit grew 36% to \$242 million, generating a 17% ROE
  - Assets under management grew 34% to \$9.3 billion
  - Added over 700 new branches (+18%) and 6,500 employees (+20%) in 2023
  - Asset quality remains amongst the best in peer group (net non-performing assets of 0.9%)
  - Capital adequacy ratio of 20% for IIFL Finance (NBFC) and 46% for IIFL Home Finance
  - Net interest margins at 9.8%
- During 2023, Fairfax India sold 27 million shares, generating a realized gain of \$177 million and an annualized return of 25%
  - > Still own 58 million shares (15% interest)

### IIFL Finance – RBI order



- On March 4, 2024, the RBI ordered IIFL Finance to stop disbursing gold loans with immediate effect due to non-compliance with certain banking regulations
  - Stoppage in effect until the RBI completes a special audit and the deficiencies are rectified
  - > IIFL responded to the order and believes all deficiencies were rectified by March 31st
  - RBI's special audit will begin on April 12<sup>th</sup>
- Does not directly affect other segments which comprise ~70% of its business
- Fairfax has offered to provide liquidity support of up to \$200 million





RETAIL BANKING SME BANKING WHOLESALE BANKING

751 branches and 570 ATMs across India



### **CSB Bank**

Ownership %	49.7%
Initial investment date	Oct 2018
Amount invested	\$169
Fair value - Dec 31, 2023	\$409
Annual rate of return	20.0%
Multiple of net investment	2.4x



	Twelve months ended			Compound
(Rs billions - IGAAP)	Dec 31, 2018	Dec 31, 2022	Dec 31, 2023	<b>Annual Growth</b>
Total assets	177.4	265.5	330.3	
Shareholders' equity	13.0	30.5	36.2	23%
Net revenue	5.3	15.4	19.5	30%
Net earnings (loss)	(8.0)	5.2	5.7	
Return on equity	(6.5%)	17.0%	15.8%	10% *

### **CSB Bank – business update**



- 2023 was CSB's best year ever
  - Revenue increased 27% to \$236 million and net profit increased 10% to \$69 million
  - Loan advances grew 23% and deposits grew 21%
  - ➤ Net interest income grew by 12%, with an industry leading net interest margin of 5.2%
  - Credit quality continued to improve, with net NPAs of just 0.3%.
  - Capital adequacy ratio remained strong at 23%



## **Sanmar Chemicals Group**

Ownership %	42.9%
Initial investment date	Apr 2016
Amount invested	\$199
Fair value - Dec 31, 2023	\$303
Annual rate of return	10.9%
Multiple of net investment	1.5x



Compound

	Twelve months ended			Compound
(Rs billions - Ind-As)	Dec 31, 2018	Dec 31, 2022	Dec 31, 2023	<b>Annual Growth</b>
Total assets	117.6	169.7	170.5	
Shareholders' equity (deficit)	(23.4)	41.7	39.0	
Revenue	46.6	107.1	79.7	11%
Net earnings (loss)	(6.2)	5.8	(2.9)	
Return on equity		14.0%	-7.3%	

## Sanmar – business update



- It was a very difficult year for each of Sanmar's operating companies, due to:
  - > PVC price drops of 30-60%, with depressed demand from China (economic slowdown) and the west (poor housing starts)
  - Lapsing of the anti-dumping duty that was in effect in India for the past 15 years export surpluses were dumped in India at low prices
  - Increasing energy prices
  - Lower caustic soda prices
- Revenue declined 26% to \$1.0 billion, EBITDA declined 55% to \$96 million, resulting in a pre-tax loss of \$28 million in 2023

By entity (in \$ millions)	Revenue	<b>EBITDA</b>	Pre-tax Loss
CSL (higher margin paste PVC and specialty chemicals)	190 (-35%)	1 (-98%)	(11)
CCVL (high volume and lower margin suspension PVC)	310 (-26%)	16 (-49%)	(3)
TCI (Egypt – suspension PVC, calcium chloride and caustic soda)	477 (-22%)	79 (-39%)	(15)



- Major capital market player in Indian financial services
- \* \$22 billion assets under management and custody
- Unparalleled research coverage on over 260 companies
- 3+ million customers

### **IIFL Securities**

Ownership %	27.5%
Initial investment date	Dec 2015
Amount invested	\$51
Fair value - Dec 31, 2023	\$147
Annual rate of return	16.9%
Multiple of net investment	3.2x



		Twelve months ended		Compound
(Rs billions - IGAAP/Ind-As)	Mar 31, 2019	Dec 31, 2022	Dec 31, 2023	<b>Annual Growth</b>
Total assets	30.5	54.7	78.7	
Shareholders' equity	7.3	13.5	16.9	19%
Revenue	8.8	13.3	19.3	18%
Net earnings	1.7	2.4	4.2	21%
Return on equity	23.5%	17.8%	24.8%	22% *



### **IIFL Securities – business update**



- IIFL Securities had another outstanding year, driven by strong performance in retail broking and investment banking divisions:
  - Revenue grew 46% to \$234 million and net profit grew 72% to \$68 million, generating a 25% ROE
  - Continued to protect long established businesses of retail broking and financial products distributions, while growing in new areas like algo trading
  - Completed 50 transactions in its investment banking division, including 15 IPOs
- At a valuation of only 10x earnings and 2.5x book value estimated for March 2024, IIFL Securities still trades at a discount to peers



## Seven Islands Shipping

Ownership %	48.5%
Initial investment date	Mar 2019
Amount invested	\$84
Fair value - Dec 31, 2023	\$143
Annual rate of return	13.0%
Multiple of net investment	1.8x



#### SEVEN ISLANDS SHIPPING LIMITED

	Twelve months ended			Compound
(Rs billions - IGAAP/Ind-As)	Dec 31, 2018	Dec 31, 2022	Dec 31, 2023	<b>Annual Growth</b>
Total assets	9.5	25.1	31.3	
Shareholders' equity	5.2	11.8	17.7	28%
Revenue	4.5	10.2	13.7	25%
Net earnings	0.6	1.7	7.0	65%
Return on equity	10.9%	14.4%	39.3%	18% *

### Seven Islands – business update



- 2023 was a record year for Seven Islands
  - Revenue grew 34% to \$166 million and net profit grew 310% to \$85 million, generating a 39% ROE
  - Paid its first ever dividend, with Fairfax India receiving \$6 million
  - Sold five older ships and acquired five younger ships aiming to reduce average fleet age from 19 to 15 years and grow fleet size from current 25 to 28 ships over next five years
- Fairfax India carries its interest at <4x earnings and free cash flow</li>
  - > Since Fairfax India acquired its interest, Seven Islands has generated FCF of \$209 million

### **Other Investments**



One of India's fastest growing discount brokers



Oleochemicals



Nutraceuticals



**SAURASHTR** 



 Leading container freight station at Mundra port

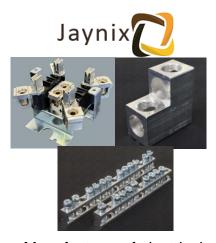


Warehousing, grain storage silos, and NBFC





Precision aluminum diecasting and machining



 Manufacturer of electrical connectors, kits and assemblies

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