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FAIRFAX INDIA  
HOLDINGS CORPORATION

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**INTERIM REPORT**

For the three months ended  
March 31, 2018

**Consolidated Balance Sheets***as at March 31, 2018 and December 31, 2017**(unaudited - US\$ thousands)*

	<b>Notes</b>	<b>March 31, 2018</b>	December 31, 2017
<b>Assets</b>			
Cash and cash equivalents	6, 14	<b>10,564</b>	13,244
Restricted cash	6, 7	<b>5,036</b>	10,598
Short term investments	6	<b>15,860</b>	27,481
Bonds	5, 6	<b>679,544</b>	694,252
Common stocks	5, 6	<b>1,916,095</b>	1,913,993
Total cash and investments		<u><b>2,627,099</b></u>	<u>2,659,568</u>
Interest receivable		<b>8,715</b>	9,422
Income taxes refundable		<b>3,032</b>	3,098
Other assets		<b>147</b>	133
Total assets		<u><b>2,638,993</b></u>	<u>2,672,221</u>
<b>Liabilities</b>			
Accounts payable and accrued liabilities		<b>1,062</b>	977
Payable for rights issue	5	—	15,954
Payable to related parties	12	<b>8,263</b>	122,826
Term loan	7	<b>400,000</b>	400,000
Total liabilities		<u><b>409,325</b></u>	<u>539,757</u>
<b>Equity</b>			
Common shareholders' equity	8	<b>2,229,668</b>	2,132,464
		<u><b>2,638,993</b></u>	<u>2,672,221</u>

*See accompanying notes.*

**Consolidated Statements of Earnings***for the three months ended March 31, 2018 and 2017**(unaudited - US\$ thousands except share and per share amounts)*

	Notes	First quarter	
		2018	2017
<b>Income</b>			
Interest	6	<b>6,763</b>	4,918
Dividends	6	<b>6,575</b>	4,625
Net realized gains on investments	6	<b>15</b>	1,195
Net change in unrealized gains on investments	6	<b>41,349</b>	214,119
Net foreign exchange losses	6	<b>(10,577)</b>	(16,749)
		<b>44,125</b>	208,108
<b>Expenses</b>			
Investment and advisory fees	12	<b>8,221</b>	4,803
Performance fee	12	<b>—</b>	44,571
General and administration expenses	13	<b>1,115</b>	1,502
Interest expense	7	<b>5,562</b>	3,241
		<b>14,898</b>	54,117
<b>Earnings before income taxes</b>		<b>29,227</b>	153,991
Provision for income taxes	10	<b>402</b>	4,988
<b>Net earnings</b>		<b>28,825</b>	149,003
<b>Net earnings per share</b>	9	<b>\$ 0.19</b>	\$ 1.05
<b>Net earnings per diluted share</b>	9	<b>\$ 0.19</b>	\$ 1.03
<b>Shares outstanding</b> (weighted average)	9	<b>149,391,128</b>	141,760,731

*See accompanying notes.*

**Consolidated Statements of Comprehensive Income**  
*for the three months ended March 31, 2018 and 2017*  
*(unaudited - US\$ thousands)*

	<b>First quarter</b>	
	<b>2018</b>	2017
<b>Net earnings</b>	<b>28,825</b>	149,003
<b>Other comprehensive income (loss), net of income taxes</b>		
<b>Item that may be subsequently reclassified to net earnings</b>		
Unrealized foreign currency translation gains (losses), net of income taxes of nil (2017 - nil)	<b>(46,070)</b>	78,042
<b>Other comprehensive income (loss), net of income taxes</b>	<b>(46,070)</b>	78,042
<b>Comprehensive income (loss)</b>	<b>(17,245)</b>	227,045

*See accompanying notes.*

**Consolidated Statements of Changes in Equity**  
*for the three months ended March 31, 2018 and 2017*  
*(unaudited - US\$ thousands)*

	Subordinate voting shares	Multiple voting shares	Share-based payments, net	Retained earnings	Accumulated other comprehensive income (loss)	Common shareholders' equity
<b>Balance as of January 1, 2018</b>	<b>1,206,512</b>	<b>300,000</b>	<b>(64)</b>	<b>597,105</b>	<b>28,911</b>	<b>2,132,464</b>
Net earnings for the period	—	—	—	28,825	—	28,825
Other comprehensive loss:						
Unrealized foreign currency translation losses	—	—	—	—	(46,070)	(46,070)
Issuance of shares (note 8)	114,437	—	—	—	—	114,437
Amortization of share-based payment awards	—	—	12	—	—	12
<b>Balance as of March 31, 2018</b>	<b>1,320,949</b>	<b>300,000</b>	<b>(52)</b>	<b>625,930</b>	<b>(17,159)</b>	<b>2,229,668</b>
<b>Balance as of January 1, 2017</b>	713,027	300,000	(186)	144,604	(81,999)	1,075,446
Net earnings for the period	—	—	—	149,003	—	149,003
Other comprehensive income:						
Unrealized foreign currency translation gains	—	—	—	—	78,042	78,042
Issuance of shares, net of issuance costs	493,504	—	—	—	—	493,504
Amortization of share-based payment awards	—	—	75	—	—	75
Tax benefit on share issuance costs	615	—	—	—	—	615
<b>Balance as of March 31, 2017</b>	<b>1,207,146</b>	<b>300,000</b>	<b>(111)</b>	<b>293,607</b>	<b>(3,957)</b>	<b>1,796,685</b>

See accompanying notes.

**Consolidated Statements of Cash Flows**  
for the three months ended March 31, 2018 and 2017  
(unaudited - US\$ thousands)

	Notes	First quarter	
		2018	2017
<b>Operating activities</b>			
Net earnings		28,825	149,003
Items not affecting cash and cash equivalents:			
Net bond premium amortization		155	2
Deferred income taxes	10	—	596
Amortization of share-based payment awards		12	75
Net realized gains on investments	6	(15)	(1,195)
Net change in unrealized gains on investments	6	(41,349)	(214,119)
Net foreign exchange losses	6	10,577	16,749
Net sales of short term investments classified as FVTPL		11,620	—
Purchases of bonds and common stocks classified as FVTPL	14	(23,999)	(515,885)
Sales of bonds and common stocks classified as FVTPL	14	5,454	78,458
Changes in operating assets and liabilities:			
Interest receivable		512	2,317
Income taxes refundable		—	4,004
Payable to related parties		866	45,550
Other		(2,070)	13,663
Cash used in operating activities		<u>(9,412)</u>	<u>(420,782)</u>
<b>Financing activities</b>			
Term loans:			
Repayment of 2 year term loan		—	(225,000)
Decrease in restricted cash in support of term loans		5,562	18,810
Subordinate voting shares:			
Issuances		—	500,004
Issuance costs		—	(6,037)
Cash provided by financing activities		<u>5,562</u>	<u>287,777</u>
<b>Decrease in cash and cash equivalents</b>		<b>(3,850)</b>	<b>(133,005)</b>
Cash and cash equivalents - beginning of period		13,244	146,960
Foreign currency translation		1,170	(4,220)
<b>Cash and cash equivalents - end of period</b>		<b><u>10,564</u></b>	<b><u>9,735</u></b>

See accompanying notes.

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## Notes to Interim Consolidated Financial Statements

for the three months ended March 31, 2018 and 2017

(unaudited - US\$ thousands except share and per share amounts and as otherwise indicated)

### 1. Business Operations

Fairfax India Holdings Corporation ("the company" or "Fairfax India") is an investment holding company whose objective is to achieve long term capital appreciation, while preserving capital, by investing in public and private equity securities and debt instruments in India and Indian businesses or other businesses with customers, suppliers or business primarily conducted in, or dependent on, India ("Indian Investments"). The company makes all or substantially all of its investments either directly or through one of its wholly-owned subsidiaries, FIH Mauritius Investments Ltd ("FIH Mauritius") and FIH Private Investments Ltd ("FIH Private").

Fairfax Financial Holdings Limited ("Fairfax") is Fairfax India's ultimate parent and acts as its administrator. Fairfax is a holding company which, through its subsidiaries, is principally engaged in property and casualty insurance and reinsurance and the associated investment management. Hamblin Watsa Investment Counsel Ltd. (the "Portfolio Advisor"), a wholly-owned subsidiary of Fairfax and registered portfolio manager in the province of Ontario, is the portfolio advisor of the company and its consolidated subsidiaries, responsible to source and advise with respect to all investments.

Fairfax India's subordinate voting shares trade on the Toronto Stock Exchange ("TSX") under the symbol FIH.U. Fairfax, through its subsidiaries, owns 30,000,000 multiple voting shares of Fairfax India. The multiple voting shares of the company are not traded. At March 31, 2018 Fairfax's holdings of multiple and subordinate voting share represented 93.7% of the voting rights and 33.6% of the equity interest in Fairfax India (December 31, 2017 - 93.6% and 30.2% respectively). See note 12 for additional details on the increase in Fairfax's equity interest in the company.

The holding company is federally incorporated and is domiciled in Ontario, Canada. The principal office of the company, Fairfax and the Portfolio Advisor is located at 95 Wellington Street West, Suite 800, Toronto, Ontario M5J 2N7.

### 2. Basis of Presentation

The company's interim consolidated financial statements for the three months ended March 31, 2018 have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB") applicable to the preparation of interim financial statements, including International Accounting Standard 34 *Interim Financial Reporting*. Accordingly, certain information and disclosures normally included in the annual consolidated financial statements prepared in accordance with IFRS as issued by the IASB have been omitted or condensed. These interim consolidated financial statements should be read in conjunction with the company's annual consolidated financial statements for the year ended December 31, 2017, which have been prepared in accordance with IFRS as issued by the IASB effective as at December 31, 2017.

These interim consolidated financial statements were approved for issue by the company's Board of Directors on May 3, 2018.

### 3. Summary of Significant Accounting Policies

The principal accounting policies applied to the preparation of these interim consolidated financial statements are as set out in the company's annual consolidated financial statements for the year ended December 31, 2017, prepared in accordance with IFRS as issued by the IASB. Those policies and methods of computation have been consistently applied to all periods presented except as described below.

#### **Total Cash and Investments**

Total cash and investments include cash and cash equivalents, restricted cash, short term investments, bonds and common stocks. The appropriate classifications of investments are determined at their acquisition date.

#### **Classification**

Short term investments, bonds and common stocks are classified as fair value through profit or loss ("FVTPL"). The company manages these investments on a fair value basis, using fair value information to assess investment performance and to make investment decisions. The company has not elected to irrevocably designate any of its investments at fair value through other comprehensive income. The company classifies its short term investments and bonds based on both the company's business model for managing those financial assets and their contractual cash flow characteristics. While the contractual cash flows of certain of the company's short term investments and bonds are solely principal and interest, those investments are neither held for the purpose of collecting contractual cash flows nor held both for collecting contractual cash flows and for sale. The collection of contractual cash flows is only incidental to the company's business model of maximizing total investment return on a fair value basis.

#### **Recognition and measurement**

The company recognizes purchases and sales of investments on the trade date, which is the date on which the company commits to purchase or sell the asset. Transactions pending settlement are reflected on the consolidated balance sheets in other assets or in accounts payable and accrued liabilities. The company recognizes cash and investments at fair value upon initial recognition.



Subsequent to initial recognition, investments classified as FVTPL are measured at fair value with changes in fair value reported in the consolidated statements of earnings as income comprised of interest, dividends, net realized gains (losses) on investments and net change in unrealized gains (losses) on investments. Interest represents interest income on short term investments and bonds (except for Sanmar bonds where interest income is included in its fair value measurement (see note 5)) calculated using the effective interest method, net of investment expenses. Dividends represents dividends received on holdings of common stocks. The sum of interest income, net realized gains (losses) on investments and net change in unrealized gains (losses) on investments is equal to their total change in fair value for the reporting period.

Interest, dividends, net realized gains (losses) on investments and net change in unrealized gains (losses) on investments are reported as operating activities in the consolidated statements of cash flows.

Transaction costs related to investments classified as FVTPL are expensed as incurred. An investment is derecognized when the rights to receive cash flows from the investment have expired or have been transferred and when the company has transferred substantially all the risks and rewards of ownership.

**Short term investments** are debt instruments with maturity dates between three months and twelve months when purchased.

**Bonds** are debt instruments with maturity dates greater than twelve months when purchased.

#### ***Term loan***

Term loan is recognized initially at fair value, net of incremental and directly attributable transaction costs, and subsequently measured at amortized cost. Interest expense on term loan is recognized in the consolidated statements of earnings using the effective interest method. Term loan is derecognized when extinguished, with any gain or loss on extinguishment recognized in other expenses in the consolidated statements of earnings.

#### ***Other financial assets and financial liabilities***

All other financial assets and financial liabilities, primarily comprised of interest receivable, income taxes refundable, other assets, accounts payable and accrued liabilities, payable for rights issue, and payable to related parties, are initially recognized at fair value and subsequently measured at amortized cost which approximates fair value. Under the amortized cost method, financial assets and liabilities reflect the amount required to be received or paid and discounted when appropriate, at the contract's effective interest rate.

#### ***Net realized gains (losses) on investments, and Net change in unrealized gains (losses) on investments***

Net realized gains (losses) arising on the disposition of investments and net change in unrealized gains (losses) arising on the re-measurement of investments at fair value (inclusive of interest income from Sanmar bonds) are included in net realized gains (losses) on investments and net change in unrealized gains (losses) on investments in the consolidated statements of earnings, respectively.

#### ***Interest and dividend income***

Interest income is recognized on an accrual basis using the effective interest method and includes bank interest and interest from investments in debt instruments, except for Sanmar bonds where interest income is included in its fair value measurement (see note 5). Interest receivable is shown separately on the consolidated balance sheets based on the debt instruments' stated rates of interest. Dividends from equity investments are recognized when the company's right to receive payment is established.

#### ***New accounting pronouncements adopted in 2018***

##### ***IFRS 9 Financial Instruments ("IFRS 9")***

The complete version of IFRS 9 supersedes the 2010 version of IFRS 9 ("IFRS 9 (2010)") previously applied by the company. IFRS 9 includes requirements for the classification and measurement of financial assets and liabilities, an expected credit loss model for financial assets measured at amortized cost or fair value through other comprehensive income, and new hedge accounting guidance. The company has determined that its classifications of financial assets and financial liabilities remain unchanged under IFRS 9 from those of IFRS 9 (2010). Equity investments continue to be mandatorily classified as FVTPL, debt investments continue to be classified as FVTPL due to the company's business model for the management of those debt investments, and financial liabilities continue to be classified as amortized cost. IFRS 9 was adopted effective January 1, 2018 in accordance with its retrospective transition provisions without restatement of comparative periods. The company has determined that adoption of IFRS 9 did not have an impact on the consolidated financial statements.

#### ***New accounting pronouncement issued but not yet effective***

##### ***Conceptual Framework for Financial Reporting ("Conceptual Framework")***

On March 29, 2018 the IASB published a revised Conceptual Framework that includes revised definitions of an asset and a liability as well as new guidance on measurement, derecognition, presentation and disclosure. The revised Conceptual Framework does not constitute an accounting pronouncement and will not result in any immediate change to IFRS, but the IASB and IFRS Interpretations Committee will use it in setting future standards. The revised Conceptual Framework is effective for the company beginning on January 1, 2020 and will apply when developing an accounting policy for an issue not addressed by IFRS. The company is currently evaluating the impact of the revised Conceptual Framework on its consolidated financial statements and does not expect to adopt it in advance of its effective date.

#### 4. Critical Accounting Estimates and Judgments

In the preparation of the company's interim consolidated financial statements, management has made a number of critical accounting estimates and judgments in the preparation of notes 5, 6 and 10 in a manner consistent with those as described in the company's annual consolidated financial statements for the year ended December 31, 2017.

#### 5. Indian Investments

##### *Summary of Changes in the Fair Value of the Company's Indian Investments*

A summary of changes in the fair value of the company's Public and Private Indian Investments (excluding Government of India bonds and Indian corporate bonds) for the three months ended March 31, 2018 and 2017 were as follows:

	Public Indian Investments					Private Indian Investments <sup>(1)</sup>							Total Indian Investments	
	Common stocks				Total	Bonds	Common stocks							
	IIFL	Fairchem	5paisa	Other		Sanmar	BIAL	NCML	Sanmar	Saurashtra	NSE	Privi		Total
<b>Balance as of January 1, 2018</b>	<b>888,485</b>	<b>149,200</b>	<b>19,958</b>	<b>—</b>	<b>1,057,643</b>	<b>333,172</b>	<b>608,288</b>	<b>179,054</b>	<b>556</b>	<b>28,000</b>	<b>40,452</b>	<b>—</b>	<b>1,189,522</b>	<b>2,247,165</b>
Purchases	—	—	—	4,976	4,976	—	—	—	—	—	—	—	—	4,976
Net change in unrealized gains (losses) on investments	47,338	(38,096)	(2,219)	—	7,023	4,231	2,674	1,704	(120)	(636)	27,900	—	35,753	42,776
Net unrealized foreign currency translation losses	(19,612)	(2,691)	(398)	(1)	(22,702)	(7,177)	(13,038)	(3,850)	(10)	(590)	(1,229)	—	(25,894)	(48,596)
<b>Balance as of March 31, 2018</b>	<b>916,211</b>	<b>108,413</b>	<b>17,341</b>	<b>4,975</b>	<b>1,046,940</b>	<b>330,226</b>	<b>597,924</b>	<b>176,908</b>	<b>426</b>	<b>26,774</b>	<b>67,123</b>	<b>—</b>	<b>1,199,381</b>	<b>2,246,321</b>
<b>Balance as of January 1, 2017</b>	<b>265,951</b>	<b>45,488</b>	<b>—</b>	<b>—</b>	<b>311,439</b>	<b>299,093</b>	<b>—</b>	<b>146,586</b>	<b>440</b>	<b>—</b>	<b>26,504</b>	<b>54,315</b>	<b>526,938</b>	<b>838,377</b>
Purchases	75,175	—	—	—	75,175	—	385,498	—	—	30,018	—	—	415,516	490,691
Transfer due to Merger <sup>(2)</sup>	—	54,315	—	—	54,315	—	—	—	—	—	—	(54,315)	(54,315)	—
Net change in unrealized gains (losses) on investments	160,138	54,538	—	—	214,676	2,209	—	2,370	(215)	—	3,278	—	7,642	222,318
Net unrealized foreign currency translation gains	19,541	6,188	—	—	25,729	13,586	2,827	6,698	13	936	1,299	—	25,359	51,088
<b>Balance as of March 31, 2017</b>	<b>520,805</b>	<b>160,529</b>	<b>—</b>	<b>—</b>	<b>681,334</b>	<b>314,888</b>	<b>388,325</b>	<b>155,654</b>	<b>238</b>	<b>30,954</b>	<b>31,081</b>	<b>—</b>	<b>921,140</b>	<b>1,602,474</b>

(1) At March 31, 2018 all Private Indian Investments were classified as Level 3 in the fair value hierarchy except NSE. See note 6 for additional details on the transfer of the company's investment in NSE from Level 3 to Level 2 during the first quarter of 2018.

(2) The merger of Fairchem and Privi resulted in the reallocation of the investment in Privi from Private Indian Investments to the Public Indian Investment in Fairchem.

##### *Public Indian Investments*

The fair values of Fairfax India's Public Indian Investments, whose shares are listed on both the BSE (formerly known as Bombay Stock Exchange Limited) and the National Stock Exchange of India ("NSE of India"), are determined using the bid prices of those investments (without adjustments or discounts) at the balance sheet date.

##### *Investment in IIFL Holdings Limited*

IIFL Holdings Limited ("IIFL") is a publicly traded, diversified financial services holding company located in Mumbai, India with principal lines of business in wealth management, capital markets and other activities (comprised of retail investment brokerage, institutional equities, investment banking and financial products distribution) and a non-banking finance company.

In December 2015 and February 2017 the company acquired 84,641,445 common shares of IIFL (representing a 26.9% equity interest) for aggregate cash consideration of \$276,734 (approximately 18.5 billion Indian rupees). In October 2017 IIFL spun-off its wholly-owned subsidiary 5Paisa Digital Undertaking through the formation of a new public company, 5paisa Capital Limited ("5paisa") in a non-cash transaction. The distribution of 5paisa to IIFL shareholders was characterized as a return of capital which resulted in Fairfax India recording the initial cost of its investment in 5paisa at its fair value of \$19,758 with a corresponding amount recorded as a reduction of the cost of its investment in IIFL. Additional details on the 5paisa spin-off transaction are disclosed later in note 5.

On January 31, 2018 IIFL's board of directors approved a draft plan to reorganize IIFL into three listed entities (the "reorganization") consisting of IIFL Finance (currently known as IIFL Holdings Limited comprised of the loans and mortgages businesses), IIFL Wealth (comprised of the wealth, asset management and alternative investment fund businesses) and IIFL Securities (comprised of all other IIFL businesses including investment brokerage,

distribution and investment banking). Shares of IIFL Finance, IIFL Wealth and IIFL Securities will be traded on the BSE and NSE of India as listed public companies. Shareholders of IIFL will receive seven common shares of IIFL Securities and one common share of IIFL Wealth for every seven IIFL shares held. Completion of the reorganization is anticipated in late 2018 or early 2019, subject to customary closing conditions and applicable regulatory approvals.

At March 31, 2018 the fair value of the company's investment in IIFL was \$916,211 (December 31, 2017 - \$888,485) comprised of 84,641,445 common shares representing a 26.5% equity interest (December 31, 2017 - 26.6%). The changes in fair value of the company's investment in IIFL for the first quarters of 2018 and 2017 are presented in the table disclosed earlier in note 5.

#### ***Investment in Fairchem Speciality Limited***

Fairchem Speciality Limited ("Fairchem") is a publicly traded, specialty chemical manufacturer located in Ahmedabad, India. Fairchem manufactures oleochemicals used in the paints, inks and adhesives industries, as well as intermediate nutraceutical and health products.

Privi Organics Limited ("Privi"), a wholly-owned subsidiary of Fairchem, is a supplier of aroma chemicals to the fragrance industry and is located in Mumbai, India.

In February 2016 Fairfax India acquired a 44.7% equity interest in Fairchem for cash consideration of \$19,409 (approximately 1.3 billion Indian rupees) and in August 2016 acquired a 50.8% equity interest in Privi for cash consideration of \$54,975 (approximately 3.7 billion Indian rupees). In March 2017 Fairchem and Privi were merged with the surviving entity continuing as Fairchem (the "Merger") and with no changes to management of the underlying companies.

At March 31, 2018 the fair value of the company's investment in Fairchem was \$108,413 comprised of 18,307,318 common shares (fair value of \$104,208) and 738,760 compulsorily convertible preference shares ("CCPS") (fair value of \$4,205) representing a 48.8% equity interest on a fully diluted basis (or a 48.7% equity interest excluding the impact of the CCPS). At December 31, 2017 the fair value of the company's investment in Fairchem was \$149,200 comprised of 18,307,318 common shares (fair value of \$143,413) and 738,760 CCPS (fair value of \$5,787) representing a 48.8% equity interest on a fully diluted basis (or a 48.7% equity interest excluding the impact of the CCPS). The changes in fair value of the company's investment in Fairchem for the first quarters of 2018 and 2017 are presented in the table disclosed earlier in note 5.

#### ***Investment in Spaisa Capital Limited***

Spaisa Capital Limited ("Spaisa"), located in Mumbai, India, is a publicly traded, online financial services provider with a do-it-yourself based investment brokerage model where the customer can execute investment transactions for a low brokerage fee. Spaisa is engaged in providing an online technology platform through Internet terminals and mobile applications for trading securities on the BSE and the NSE of India.

In October 2017 IIFL spun-off its wholly-owned subsidiary 5Paisa Digital Undertaking through the formation of a new public company, Spaisa Capital Limited, listed on the BSE and the NSE of India effective November 16, 2017. This non-cash transaction resulted in Fairfax India receiving one new common share of Spaisa for every 25 common shares of IIFL held for a total of 3,385,657 common shares of Spaisa with a fair value of \$19,758. The distribution of Spaisa to IIFL shareholders was characterized as a return of capital which resulted in Fairfax India recording the initial cost of its investment in Spaisa at its fair value of \$19,758 with a corresponding amount recorded as a reduction of the cost of its investment in IIFL.

At March 31, 2018 the fair value of the company's investment in Spaisa was \$17,341 (December 31, 2017 - \$19,958) comprised of 3,385,657 common shares representing a 26.6% equity interest (December 31, 2017 - 26.6%). The change in fair value of the company's investment in Spaisa for the first quarter of 2018 is presented in the table disclosed earlier in note 5.

#### ***Private Indian Investments***

The fair values of Fairfax India's Private Indian Investments cannot be derived from an active market and accordingly, are determined using industry accepted valuation techniques and models, excluding NSE, where the fair value at March 31, 2018 was based on recent third party transactions. Market observable inputs are used where possible, with unobservable inputs used where necessary. Use of unobservable inputs can involve significant judgment and may materially affect the reported fair value of these investments.

#### ***Investment in Bangalore International Airport Limited***

Bangalore International Airport Limited ("BIAL") is a private company located in Bengaluru, India. BIAL, under a concession agreement with the Government of India until the year 2038 (with the right to extend the agreement for an additional 30 years), has the exclusive rights to carry out the development, design, financing, construction, commissioning, maintenance, operation and management of the Kempegowda International Airport Bengaluru ("KIAB") through a public-private partnership. KIAB is the first greenfield airport in India built through a public-private partnership.

During 2017 Fairfax India had invested aggregate cash consideration of \$585,591 (approximately 38.1 billion Indian rupees) (inclusive of \$74,202 of costs incurred, approximately 4.8 billion Indian rupees) for a 48.0% equity interest in BIAL through the following transactions: (i) March 24, 2017 the company acquired a 38.0% equity interest in BIAL for cash consideration of \$385,498 (approximately 25.2 billion Indian rupees); and (ii) July 13, 2017 acquired an additional 10.0% equity interest in BIAL for cash consideration of \$200,093 (12.9 billion Indian rupees) which the company determined included \$74,202 of consideration in excess of the fair value of those additional shares acquired.

On March 29, 2018 Fairfax India entered into an agreement to acquire an additional 6.0% equity interest in BIAL from Siemens Project Ventures GmbH ("Siemens") for \$67,391 (approximately 4.4 billion Indian rupees). The transaction is subject to customary closing conditions and third party consents, including lender consents, and is expected to close in the second quarter of 2018.

At March 31, 2018 the company estimated the fair value of its investment in BIAL using a discounted cash flow analysis based on multi-year free cash flow projections with assumed after-tax discount rates ranging from 10.7% to 11.8% and a long term growth rate of 3.0% (December 31, 2017 - 10.4% to 11.7% and 3.0%, respectively) for BIAL's two business units and the estimated fair value of the monetizable leasehold land (approximately 460 acres) based on third party valuations with an assumed 20.0% discount factor (December 31, 2017 - 20.0%) for the leasehold nature of the asset. Free cash flow projections were based on EBITDA estimates derived from financial information for BIAL's two business units prepared in the first quarter of 2018 by BIAL's management. Discount rates were based on the company's assessment of risk premiums to the appropriate risk-free rate of the economic environment in which BIAL operates. At March 31, 2018 the company's internal valuation model indicated that the fair value of the company's investment in BIAL was \$597,924 (December 31, 2017 - \$608,288). The changes in fair value of the company's investment in BIAL for the first quarters of 2018 and 2017 are presented in the table disclosed earlier in note 5.

#### ***Investment in National Collateral Management Services Limited***

National Collateral Management Services Limited ("NCML") is a private agricultural commodities storage company headquartered in Gurugram, India, operating in the agriculture value chain and offering end-to-end solutions in grain procurement, testing, storage and collateral management. NCML's wholly-owned subsidiary, NCML Finance Private Ltd, focuses on rural and agri-business finance.

In the third quarter of 2015 and August 2017 Fairfax India acquired an 89.5% equity interest in NCML for cash consideration of \$174,318 (approximately 11.3 billion Indian rupees). The payable for rights issue at December 31, 2017 related to Fairfax India's participation in NCML's rights issue that was settled in January 2018.

At March 31, 2018 the company estimated the fair value of its investment in NCML using a discounted cash flow analysis based on multi-year free cash flow projections with assumed after-tax discount rates ranging from 12.0% to 20.0% and long term growth rates ranging from 2.4% to 6.0% (December 31, 2017 - 12.0% to 19.9% and 2.4% to 6.0%, respectively). Free cash flow projections were based on EBITDA estimates derived from financial information for NCML's business units prepared in the fourth quarter of 2017 by NCML's management. Discount rates were based on the company's assessment of risk premiums to the appropriate risk-free rate of the economic environment in which NCML operates. At March 31, 2018 the company's internal valuation model indicated that the fair value of the company's investment in NCML was \$176,908 (December 31, 2017 - \$179,054). The changes in fair value of the company's investment in NCML for the first quarters of 2018 and 2017 are presented in the table disclosed earlier in note 5.

#### ***Investment in Sanmar Chemicals Group***

Sanmar Chemicals Group ("Sanmar"), a private company, is one of the largest suspension polyvinyl chloride ("PVC") manufacturers in India, headquartered in Chennai, India with an operational presence in India and Egypt. Sanmar also manufactures caustic soda, chloromethanes, refrigerant gases, industrial salt and specialty chemical intermediates.

In April 2016 Fairfax India invested \$250,000 in Sanmar comprised of \$1,000 in common shares (representing a 30.0% equity interest) and \$249,000 in bonds, and in September 2016 invested an additional \$50,000 in Sanmar bonds. Both tranches of Sanmar bonds mature on April 22, 2023 (7 years from the date of issuance of the first tranche), subject to earlier redemption at the option of Sanmar under certain circumstances. In lieu of cash, the coupon payment on the bond is payable in kind in the form of additional Sanmar bonds over the life of the financial instrument. A redemption premium may also be payable in kind to the company.

##### **Sanmar Common Shares**

At March 31, 2018 the company estimated the fair value of its investment in Sanmar common shares using a discounted cash flow analysis based on multi-year free cash flow projections with assumed after-tax discount rates ranging from 15.3% to 20.9% and long term growth rates ranging from 2.0% to 4.0% (December 31, 2017 - 15.2% to 19.5% and 2.0% to 3.6%, respectively). Free cash flow projections were based on EBITDA estimates derived from financial information for Sanmar's four business units prepared in the first quarter of 2018 by Sanmar's management. Discount rates were based on the company's assessment of risk premiums to the appropriate risk-free rate of the economic environment in which Sanmar operates. At March 31, 2018 the company's internal valuation model indicated that the fair value of the Sanmar common shares was \$426 (December 31, 2017 - \$556). The changes in fair value of the company's investment in Sanmar common shares for the first quarters of 2018 and 2017 are presented in the table disclosed earlier in note 5.

##### **Sanmar Bonds**

At March 31, 2018 the company estimated the fair value of its investment in Sanmar bonds using an industry accepted discounted cash flow and option pricing model that incorporated Sanmar's estimated credit spread of 8.4% (December 31, 2017 - 8.2%) and assumptions related to certain redemption options embedded in the bonds. The estimated credit spread was based on the credit spreads of a peer group of comparable companies adjusted for credit risk specific to Sanmar. At March 31, 2018 the company's internal valuation model indicated that the fair value of Sanmar bonds was \$330,226 (December 31, 2017 - \$333,172). The changes in fair value of the company's investment in Sanmar bonds for the first quarters of 2018 and 2017 are presented in the table disclosed earlier in note 5.

### ***Investment in Saurashtra Freight Private Limited***

Saurashtra Freight Private Limited ("Saurashtra"), a private company headquartered in Mumbai, India, runs one of the largest container freight stations at Mundra port (Gujarat). Services provided by Saurashtra's container freight station includes transportation of containers to and from the port, stuffing/destuffing of containers, cargo storage, transportation of cargo to the end customer, and the storage, maintenance and repair of empty containers. In the third quarter of 2017 Saurashtra commenced operations in a new line of business, Fairfreight Lines, that focuses on new services for container shipping, offering integrated logistic solutions to its customers by providing Saurashtra's own containers to importers and exporters to transport cargo.

In February 2017 Fairfax India acquired a 51.0% equity interest in Saurashtra for cash consideration of \$30,018 (approximately 2.0 billion Indian rupees).

At March 31, 2018 the company estimated the fair value of its investment in Saurashtra using a discounted cash flow analysis based on multi-year free cash flow projections with assumed after-tax discount rates ranging from 14.5% to 14.9% and long term growth rates ranging from 4.0% to 5.0% (December 31, 2017 - 14.6% to 14.7% and 4.0% to 5.0%, respectively). Free cash flow projections were based on EBITDA estimates derived from financial information for Saurashtra's two business units prepared in the fourth quarter of 2017 by Saurashtra's management. The discount rates were based on the company's assessment of risk premiums to the appropriate risk-free rate of the economic environment in which Saurashtra operates. At March 31, 2018 the company's internal valuation model indicated that the fair value of the company's investment in Saurashtra was \$26,774 (December 31, 2017 - \$28,000). The changes in fair value of the company's investment in Saurashtra for the first quarters of 2018 and 2017 are presented in the table disclosed earlier in note 5.

### ***Investment in National Stock Exchange of India Limited***

National Stock Exchange of India Limited ("NSE"), a private company located in Mumbai, India, operates India's largest stock exchange. In addition to providing a platform for exchange-traded financial products in India, NSE's flagship index, Nifty50, is used extensively by investors in India and around the world as a barometer of the Indian capital markets.

In the third quarter of 2016 Fairfax India acquired a 1.0% equity interest in NSE for cash consideration of \$26,783 (approximately 1.8 billion Indian rupees).

At March 31, 2018 the company's estimated fair value of its investment in NSE of \$67,123 was based on the transaction price of recent third party transactions, which the company corroborated through independent evidence. At December 31, 2017 the estimated fair value of the company's investment in NSE was based on an internal market approach valuation model. The model referenced the earnings multiple of a peer group of comparable companies that had a median earnings multiple of 26.2 times, that when applied to NSE's earnings resulted in a fair value of \$40,452. The changes in fair value of the company's investment in NSE for the first quarters of 2018 and 2017 are presented in the table disclosed earlier in note 5.

### ***Investment in The Catholic Syrian Bank Ltd.***

On February 20, 2018 the company entered into an agreement to acquire a 51.0% equity interest in The Catholic Syrian Bank Ltd. ("CSB") for approximately \$186,000 at the exchange rate at that date (approximately 12.1 billion Indian rupees). The transaction is expected to close in the second quarter of 2018, subject to customary closing conditions. CSB, a private company, was established in 1920 and is a full-service bank offering neighborhood banking, non-resident Indian services, small-to-medium-enterprise and wholesale banking services through 421 branches and 251 automated teller machines across India. CSB is headquartered in Thrissur, India.

## 6. Cash and Investments

### Fair Value Disclosures

The company's use of quoted market prices (Level 1), valuation models using observable market information as inputs (Level 2) and valuation models without observable market information as inputs (Level 3) in the valuation of securities by type of issuer was as follows:

	March 31, 2018					December 31, 2017				
	Quoted prices (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)	Total fair value of assets	Total fair value of assets in Indian rupees (in millions)	Quoted prices (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)	Total fair value of assets	Total fair value of assets in Indian rupees (in millions)
Cash and cash equivalents	10,564	—	—	10,564	689	13,244	—	—	13,244	845
Restricted cash <sup>(1)</sup>	5,036	—	—	5,036	328	10,598	—	—	10,598	676
	<b>15,600</b>	<b>—</b>	<b>—</b>	<b>15,600</b>	<b>1,017</b>	<b>23,842</b>	<b>—</b>	<b>—</b>	<b>23,842</b>	<b>1,521</b>
Short term investments - U.S. treasury bills	15,860	—	—	15,860	1,034	27,481	—	—	27,481	1,754
Bonds:										
Government of India <sup>(2)</sup>	—	246,618	—	246,618	16,085	—	259,356	—	259,356	16,554
Indian corporate <sup>(2)</sup>	—	102,700	—	102,700	6,698	—	101,724	—	101,724	6,493
Sanmar	—	—	330,226	330,226	21,538	—	—	333,172	333,172	21,266
	<b>—</b>	<b>349,318</b>	<b>330,226</b>	<b>679,544</b>	<b>44,321</b>	<b>—</b>	<b>361,080</b>	<b>333,172</b>	<b>694,252</b>	<b>44,313</b>
Common stocks:										
IIFL	916,211	—	—	916,211	59,757	888,485	—	—	888,485	56,710
Fairchem <sup>(3)</sup>	108,413	—	—	108,413	7,071	149,200	—	—	149,200	9,523
Spaisa	17,341	—	—	17,341	1,131	19,958	—	—	19,958	1,274
Other <sup>(4)</sup>	4,975	—	—	4,975	324	—	—	—	—	—
BIAL	—	—	597,924	597,924	38,998	—	—	608,288	608,288	38,825
NCML	—	—	176,908	176,908	11,538	—	—	179,054	179,054	11,429
Sanmar	—	—	426	426	28	—	—	556	556	36
Saurashtra	—	—	26,774	26,774	1,746	—	—	28,000	28,000	1,787
NSE	—	67,123	—	67,123	4,378	—	—	40,452	40,452	2,582
	<b>1,046,940</b>	<b>67,123</b>	<b>802,032</b>	<b>1,916,095</b>	<b>124,971</b>	<b>1,057,643</b>	<b>—</b>	<b>856,350</b>	<b>1,913,993</b>	<b>122,166</b>
Total cash and investments	<b>1,078,400</b>	<b>416,441</b>	<b>1,132,258</b>	<b>2,627,099</b>	<b>171,343</b>	<b>1,108,966</b>	<b>361,080</b>	<b>1,189,522</b>	<b>2,659,568</b>	<b>169,754</b>
	<b>41.0%</b>	<b>15.9%</b>	<b>43.1%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>41.7%</b>	<b>13.6%</b>	<b>44.7%</b>	<b>100.0%</b>	<b>100.0%</b>

(1) Comprised of funds set aside as restricted cash to fund term loan interest payments.

(2) Priced based on information provided by independent pricing service providers at March 31, 2018 and December 31, 2017. There were no changes in valuation techniques for these securities during the first quarter of 2018.

(3) Includes the fair value of 738,760 CCPS that were priced based on the bid of Fairchem's share price at March 31, 2018.

(4) On March 21, 2018 Fairfax India participated in an initial public offering ("IPO") of a common stock investment which was subsequently listed on the BSE and NSE of India effective April 4, 2018. At March 31, 2018 the fair value of the investment was based on the IPO transaction price.

Transfers between fair value hierarchy levels are considered effective from the beginning of the reporting period in which the transfer is identified. During the first quarters of 2018 and 2017 there were no transfers of financial instruments between Level 1 and Level 2. During the first quarter of 2018 the investment in NSE was priced based on recent third party transactions, which the company corroborated through independent evidence supporting the fair value. As a result of the pricing becoming observable the investment was transferred from Level 3 to Level 2. During the first quarter of 2017 as a result of the Merger of Fairchem and Privi, described in note 5, the investment in Privi was transferred out of Level 3 and aggregated with the Level 1 investment in Fairchem.

A summary of changes in fair value of the company's Private Indian Investments (classified as Level 3) denominated in the company's functional currency of the Indian rupee for the three months ended March 31, 2018 and 2017 was as follows:

Indian rupees (in millions)	Bonds			Common stocks				Total
	Sanmar	BIAL	NCML	Sanmar	Saurashtra	NSE	Privi	
<b>Balance as of January 1, 2018</b>	<b>21,266</b>	<b>38,825</b>	<b>11,429</b>	<b>36</b>	<b>1,787</b>	<b>2,582</b>	<b>—</b>	<b>75,925</b>
Transfer out of category	—	—	—	—	—	(2,582)	—	(2,582)
Net change in unrealized gains (losses) on investments	272	173	109	(8)	(41)	—	—	505
<b>Balance as of March 31, 2018</b>	<b>21,538</b>	<b>38,998</b>	<b>11,538</b>	<b>28</b>	<b>1,746</b>	<b>—</b>	<b>—</b>	<b>73,848</b>
<b>Balance as of January 1, 2017</b>	20,299	—	9,949	30	—	1,799	3,686	35,763
Purchases	—	25,216	—	—	2,010	—	—	27,226
Transfer out of category	—	—	—	—	—	—	(3,686)	(3,686)
Net change in unrealized gains (losses) on investments	148	—	159	(14)	—	219	—	512
<b>Balance as of March 31, 2017</b>	<b>20,447</b>	<b>25,216</b>	<b>10,108</b>	<b>16</b>	<b>2,010</b>	<b>2,018</b>	<b>—</b>	<b>59,815</b>

The change in fair value of the company's Private Indian Investments (classified as Level 3) in the company's presentation currency of U.S. dollars is disclosed in note 5.

The table that follows illustrates the potential impact on net earnings of various combinations of changes in unobservable inputs in the company's internal valuation models for its Private Indian Investments classified as Level 3 at March 31, 2018. The analysis assumes variations within a reasonably possible range determined by the company based on an analysis of the return on various equity indexes, management's knowledge of the Indian equity markets and the potential impact of changes in interest rates.

Investments	Fair value of investment	Valuation technique	Significant unobservable inputs	Significant unobservable inputs used in the internal valuation models	Hypothetical \$ change effect on fair value measurement <sup>(1)</sup>	Hypothetical \$ change effect on net earnings <sup>(1)</sup>
<b>Bonds: Sanmar</b>	330,226	Discounted cash flow	Credit spread	8.4%	16,053 / (15,254)	11,799 / (11,212)
<b>Common Stocks:</b>						
BIAL	597,924	Discounted cash flow	After-tax discount rate	10.7% to 11.8%	96,278 / (84,287)	83,521 / (73,119)
			Long term growth rate	3.0%	10,843 / (10,162)	9,406 / (8,816)
NCML	176,908	Discounted cash flow	After-tax discount rate	12.0% to 20.0%	32,853 / (28,180)	28,500 / (24,446)
			Long term growth rate	2.4% to 6.0%	10,603 / (9,817)	9,198 / (8,816)
Sanmar	426	Discounted cash flow	After-tax discount rate	15.3% to 20.9%	16,619 / (426)	14,417 / (370)
			Long term growth rate	2.0% to 4.0%	4,465 / (426)	3,873 / (370)
Saurashtra	26,774	Discounted cash flow	After-tax discount rate	14.5% to 14.9%	1,079 / (984)	936 / (854)
			Long term growth rate	4.0% to 5.0%	374 / (357)	324 / (310)

(1) The impact on the internal valuation models from changes in significant unobservable inputs deemed to be subject to the most judgment and estimates disclosed in the table above shows the hypothetical increase (decrease) in net earnings. Changes in the after-tax discount rates (50 basis points), long term growth rates (25 basis points), and credit spreads (100 basis points), each in isolation, would hypothetically change the fair value of the company's investments as noted in the table above. Generally, an increase (decrease) in long term growth rates, or a decrease (increase) in after-tax discount rates or credit spreads, would result in a higher (lower) fair value of the company's Private Indian Investments classified as Level 3 in the fair value hierarchy.

### Fixed Income Maturity Profile

Bonds are summarized by their earliest contractual maturity date in the table that follows. Actual maturities may differ from maturities shown below due to the existence of call and put features. At March 31, 2018 bonds containing call features represented \$330,226 (December 31, 2017 - \$333,172) of the total fair value of bonds. At March 31, 2018 and December 31, 2017 there were no bonds containing put features.

	March 31, 2018		December 31, 2017	
	Amortized cost	Fair value	Amortized cost	Fair value
Due in 1 year or less	304,123	330,226	310,767	333,172
Due after 1 year through 5 years	3,017	3,010	—	—
Due after 5 years through 10 years	324,572	320,382	337,414	334,457
Due after 10 years	27,866	25,926	28,498	26,623
	<u>659,578</u>	<u>679,544</u>	<u>676,679</u>	<u>694,252</u>

### Investment Income

An analysis of investment income for the three months ended March 31 is summarized in the tables that follow:

#### Interest and dividends

	First quarter	
	2018	2017
Interest:		
Cash and cash equivalents	3	214
Short term investments	61	38
Bonds	6,699	4,666
	<u>6,763</u>	<u>4,918</u>
Dividends: Common stocks	<u>6,575</u>	<u>4,625</u>

#### Net gains (losses) on investments and net foreign exchange gains (losses)

	First quarter					
	2018			2017		
	Net realized gains (losses)	Net change in unrealized gains (losses)	Net gains (losses)	Net realized gains (losses)	Net change in unrealized gains (losses)	Net gains (losses)
<b>Net gains (losses) on investments:</b>						
Bonds	15	2,804 <sup>(1)</sup>	2,819	1,195	(5,990) <sup>(1)</sup>	(4,795)
Common stocks	—	38,545 <sup>(2)</sup>	38,545	—	220,109 <sup>(2)</sup>	220,109
	<u>15</u>	<u>41,349</u>	<u>41,364</u>	<u>1,195</u>	<u>214,119</u>	<u>215,314</u>
<b>Net foreign exchange gains (losses) on:</b>						
Cash and cash equivalents	234	—	234	(25,755) <sup>(3)</sup>	—	(25,755)
Investments	(529)	909	380	182	(1,204)	(1,022)
Term loans	—	(8,664)	(8,664)	9,812	—	9,812
Other	(2,527)	—	(2,527)	216	—	216
	<u>(2,822)</u>	<u>(7,755)</u>	<u>(10,577)</u>	<u>(15,545)</u>	<u>(1,204)</u>	<u>(16,749)</u>

(1) In the first quarter of 2018, comprised of unrealized gains from Sanmar bonds (\$4,231) and Indian corporate bonds (\$135), partially offset by unrealized losses from Government of India bonds (\$1,562). In the first quarter of 2017, comprised of unrealized losses from Government of India bonds (\$6,166) and Indian corporate bonds (\$2,033), partially offset by unrealized gains from Sanmar bonds (\$2,209).

(2) Refer to note 5 for a summary of changes in the fair value of the company's Public and Private Indian Investments during the first quarters of 2018 and 2017.

(3) Primarily related to the U.S. dollar net proceeds received from the secondary offerings completed in January 2017 that were held in U.S. dollar denominated cash equivalents until the funds were partially deployed to acquire the 38.0% equity interest in BIAL.



## 7. Term Loan

On July 11, 2017 the company entered into an agreement with a Canadian bank for a 1 year secured term loan with a principal amount of \$400,000 bearing interest at a rate of LIBOR plus 325 to 375 basis points (the "1 year term loan"). On July 13, 2017 the company used a portion of the net proceeds from the 1 year term loan to complete the additional 10.0% investment in BIAL of \$200,093 and participate in the NCML rights issue (see note 5).

Under the terms of the 1 year term loan, the company is required to maintain a debt service reserve account to fund the term loan interest payments. The cash held in the debt service reserve account is classified as restricted cash on the consolidated balance sheets. The 1 year term loan includes a financial covenant that requires the company to maintain common shareholders' equity of not less than \$1.3 billion. At March 31, 2018 the company was in compliance with the 1 year term loan financial covenant.

The carrying value of the 1 year term loan of \$400,000 approximated fair value at March 31, 2018 and December 31, 2017.

### *Interest Expense*

In the first quarter of 2018 interest expense of \$5,562 related to the 1 year term loan with a principal amount of \$400,000. In the first quarter of 2017 interest expense of \$3,241 was comprised of interest expense of \$2,013 on the 2 year secured term loan with a principal amount of \$225,000 ("2 year term loan") and the release of unamortized issue costs of \$1,228 on the 2 year term loan.

## 8. Common Shareholders' Equity

### *Common stock*

The number of shares outstanding was as follows:

	First quarter	
	2018	2017
Subordinate voting shares - January 1	<b>117,432,631</b>	74,881,031
Issuances of shares	<b>7,663,685</b>	42,553,500
Subordinate voting shares - March 31	<b>125,096,316</b>	117,434,531
Multiple voting shares - beginning and end of period	<b>30,000,000</b>	30,000,000
Common shares effectively outstanding - March 31	<b>155,096,316</b>	147,434,531

### *Capital transactions*

On March 9, 2018 the company issued 7,663,685 subordinate voting shares to Fairfax to settle the performance fee payable of \$114,437 for the first calculation period (three year period ending on December 31, 2017). Under the terms of the Investment Advisory Agreement (defined in note 12), settlement of the performance fee was through the issuance of subordinate voting shares, calculated based on the performance fee payable at December 31, 2017 of \$114,437 divided by the volume-weighted average trading price of the company's subordinate voting shares for the 10 trading days prior to and including the last day of the calculation period ("VWAP") of \$14.93. Refer to note 12 for additional details on the settlement of the December 31, 2017 performance fee payable.

### *Repurchase of Shares*

There were no repurchases for cancellation of subordinate voting shares during the first quarters of 2018 and 2017.

## 9. Net Earnings per Share

Net earnings per share for the three months ended March 31 is calculated based on the weighted average common shares outstanding:

	First quarter	
	2018	2017
Net earnings – basic and diluted	<b>28,825</b>	149,003
Weighted average common shares outstanding – basic	<b>149,391,128</b>	141,760,731
Contingently issuable subordinate voting shares	—	3,518,950
Weighted average common shares outstanding – diluted	<b>149,391,128</b>	<b>145,279,681</b>
Net earnings per common share – basic	\$ <b>0.19</b>	\$ 1.05
Net earnings per common share – diluted	\$ <b>0.19</b>	\$ 1.03

At March 31, 2018 there were no contingently issuable subordinate voting shares relating to a performance fee payable to Fairfax (March 31, 2017 - 3,518,950 related to the first calculation period). The performance fee for the second calculation period is accrued quarterly and relates to the three-year period from January 1, 2018 to December 31, 2020. Under the terms of the Investment Advisory Agreement (defined in note 12), if a performance fee is payable for period ending on December 31, 2020, settlement of the performance fee will take place in subordinate voting shares of the company if the market price per share is less than two times the then book value per share. The number of subordinate voting shares to be issued will be calculated based on the VWAP of the company's subordinate voting shares. Refer to note 12 for further details on the contingently issuable subordinate voting shares in the event that a performance fee is determined to be payable.

## 10. Income Taxes

The company's provision for income taxes for the three months ended March 31 are summarized in the following table:

	First quarter	
	2018	2017
Current income tax:		
Current year expense	<b>402</b>	4,392
Deferred income tax:		
Origination and reversal of temporary differences	—	596
Provision for income taxes	<b>402</b>	<b>4,988</b>

A significant portion of the company's earnings (loss) before income taxes is earned outside of Canada. The statutory income tax rates for jurisdictions outside of Canada generally differ from the Canadian statutory income tax rate (and may be significantly higher or lower).

During the second quarter of 2016, India and Mauritius amended their double income tax treaty ("India-Mauritius tax treaty"). As a result, investments acquired up to April 1, 2017 will not be assessed by India for tax on their future disposition. After April 1, 2017, India will levy capital gains tax at half the Indian domestic rate on equity investments purchased or sold through Mauritius until March 31, 2019 and at the full rate from April 1, 2019 onward.

On March 29, 2018 India published the Finance Act 2018 which includes the introduction of a 10.0% long term capital gains tax, with effect from April 1, 2018. The long term capital gains tax in India will be in respect of certain transfers of listed equity shares of Indian companies on which Securities Transaction Tax is paid at the time of acquisition and transfer of such shares. Long term capital gains realized on such transfers are generally proposed to be taxed at a rate of 10.0%. However, grandfathering of the long term capital gains exemption in respect of any accrued gain on such shares held as of January 31, 2018 will generally be available to the extent of the accrued gain as of January 31, 2018. Capital gains realized by a tax resident of Mauritius on a transfer of equity shares of an Indian company which were acquired prior to April 1, 2017 will continue to be exempt from capital gains tax in India by virtue of the India-Mauritius tax treaty, notwithstanding the repeal of the long term capital gains tax exemption under Indian domestic law. In addition, a long term capital gain realized by a Mauritius tax resident on shares acquired after April 1, 2017, and sold prior to March 31, 2019, will continue to be taxed at the rate of 50.0% of the prevailing domestic Indian capital gains tax rate by virtue of the India-Mauritius tax treaty. The company is currently evaluating the potential impact of the application of capital gains tax in India on any future dispositions of investments in equity shares held by FIH Mauritius and FIH Private.

The company's earnings (loss) before income taxes by jurisdiction and the associated provision for income taxes for the three months ended March 31 are summarized in the following table:

	First quarter					
	2018			2017		
	Canada	Mauritius	Total	Canada	Mauritius	Total
Earnings (loss) before income taxes	(14,159)	43,386	29,227	(16,271)	170,262	153,991
Provision for income taxes	—	402	402	4,327	661	4,988
Net earnings (loss)	(14,159)	42,984	28,825	(20,598)	169,601	149,003

The decrease in pre-tax profitability in Mauritius in the first quarter of 2018 compared to the first quarter of 2017 primarily reflected decreased net change in unrealized gains on investments (principally related to lower unrealized gains from the company's Public Indian Investments) and increased investment and advisory fees, partially offset by decreased foreign exchange losses and performance fee. The decrease in pre-tax losses in Canada in the first quarter of 2018 compared to the first quarter of 2017 principally related to decreased performance fee and investment and advisory fees, partially offset by increased interest expense on the 1 year term loan.

A reconciliation of the provision for income taxes calculated at the Canadian statutory income tax rate to the provision for income taxes at the effective tax rate in the interim consolidated financial statements for the three months ended March 31 are summarized in the following table:

	First quarter	
	2018	2017
Canadian statutory income tax rate	26.5%	26.5%
Provision for income taxes at the Canadian statutory income tax rate	7,745	40,808
Tax rate differential on income earned outside of Canada	(3,694)	(41,101)
Change in unrecorded tax benefit of losses and temporary differences	(5,932)	(1,038)
Foreign exchange effect	2,283	6,319
Provision for income taxes	402	4,988

The tax rate differential on income earned outside of Canada of \$3,694 in the first quarter of 2018 (2017 - \$41,101) principally reflected the impact of net investment income taxed in India and Mauritius at lower rates.

The change in unrecorded tax benefit of losses and temporary differences of \$5,932 in the first quarter of 2018 (2017 - \$1,038) principally reflected changes in unrecorded deferred tax assets incurred related to the utilization of foreign accrual property losses of \$7,402 (2017 - \$1,038) with respect to the company's wholly-owned subsidiaries, partially offset by net operating loss carryforwards in Canada of \$1,470 (2017 - nil) that were not recorded by the company as the related pre-tax losses did not meet the recognition criteria under IFRS. At March 31, 2018 deferred tax assets in Canada of \$32,928 (December 31, 2017 - \$38,860) were not recorded as it was considered not probable that those losses could be utilized by the company.

Foreign exchange effect of \$2,283 in the first quarter of 2018 (2017 - \$6,319) principally reflected the impact of fluctuations in the value of the Canadian dollar relative to the U.S. dollar and the Indian rupee as the company computes its corporate tax liability in Canadian dollars pursuant to the requirements of Canadian tax authorities, whereas the functional currency of the company and its Mauritius subsidiaries is the Indian rupee.

## 11. Financial Risk Management

### Overview

There were no significant changes in the types of the company's risk exposures or the processes used by the company for managing those risk exposures at March 31, 2018 compared to those identified at December 31, 2017, and disclosed in the company's annual consolidated financial statements for the year ended December 31, 2017, except as discussed below.

### Market Risk

Market risk (comprised of foreign currency risk, interest rate risk and other price risk) is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. The company is exposed to market risk principally in its investing activities and to the extent that those activities expose the company to foreign currency risk. The valuation of the company's investment portfolio is largely dependent on the underlying performance of the companies within the portfolio, but may also be affected, along with other financial statement items, by fluctuations in interest rates, foreign currency exchange rates and market prices.

### Foreign Currency Risk

Foreign currency risk is the risk that the fair value or future cash flows of a financial instrument or another asset or liability will fluctuate because of changes in exchange rates and as a result, could produce an adverse effect on net earnings and common shareholders' equity when measured in Indian rupees, the company's functional currency. The company's net earnings and common shareholders' equity may also be significantly affected by foreign currency translation movements as the majority of its net assets and net earnings are denominated in a currency other than the company's U.S. dollar presentation currency. The company has not hedged its foreign currency risk.

The company's net foreign currency exposure on balances denominated in currencies other than the Indian rupee (expressed in U.S. dollars) are comprised as follows:

	March 31, 2018					December 31, 2017				
	Cash and cash equivalents	Short term investments	1 Year term loan	Payable to related parties	Net exposure	Cash and cash equivalents	Short term investments	1 Year term loan	Payable to related parties	Net exposure
U.S. dollars	12,092 <sup>(1)</sup>	15,860	(400,000)	(8,222)	(380,270)	19,389 <sup>(1)</sup>	27,481	(400,000)	(122,791)	(475,921)
All other currencies	3,508	—	—	(41)	3,467	4,453	—	—	(35)	4,418
Total	15,600	15,860	(400,000)	(8,263)	(376,803)	23,842	27,481	(400,000)	(122,826)	(471,503)

(1) At March 31, 2018 cash and cash equivalents included restricted cash of \$5,036 (December 31, 2017 - \$10,598) to fund the 1 year term loan interest payments.

The table above shows the company's net exposure to the U.S. dollar and all other currencies, other than the Indian rupee. If the Indian rupee appreciated by 5.0% against the U.S. dollar and all other currencies, the effect on pre-tax earnings and net earnings would be a hypothetical increase of \$18,840 and \$13,847 (December 31, 2017 - \$23,575 and \$17,328). Certain shortcomings are inherent in the method of analysis presented, including the assumption that the 5.0% appreciation of the Indian rupee occurred with all other variables held constant.

The company's net liability exposure to the U.S. dollar decreased at March 31, 2018 compared to December 31, 2017 primarily as a result of the settlement of the performance fee payable on March 9, 2018.

### Interest Rate Risk

Interest rate risk is the risk that the fair values or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Typically, as interest rates rise, the fair value of fixed income investments decline and, conversely, as interest rates decline, the fair value of fixed income investments rise. In each case, the longer the maturity of the financial instrument, the greater the consequence of a change in interest rates. The company's interest rate risk management strategy is to position its fixed income portfolio based on its view of future interest rates and the yield curve, balanced with liquidity requirements. General economic conditions, political conditions and many other factors can also adversely affect the bond markets and, consequently, the value of fixed income securities held. Interest rate movements in India may affect the company's common shareholders' equity and net earnings. The Portfolio Advisor and Fairfax actively monitor interest rates in India and the potential impact changes in interest rates may have on the company's investment portfolio. There were no significant changes to the company's framework used to monitor, evaluate and manage interest rate risk at March 31, 2018 compared to December 31, 2017.

The table that follows displays the potential impact of changes in interest rates on the company's fixed income portfolio based on parallel 200 basis point shifts up and down, in 100 basis point increments. This analysis was performed on each individual security, with the hypothetical effect on net earnings.

	March 31, 2018			December 31, 2017		
	Fair value of fixed income portfolio	Hypothetical \$ change effect on net earnings	Hypothetical % change in fair value	Fair value of fixed income portfolio	Hypothetical \$ change effect on net earnings	Hypothetical % change in fair value
Change in interest rates						
200 basis point rise	615,288	(47,228)	(9.5)%	625,972	(50,186)	(9.8)%
100 basis point rise	646,824	(24,049)	(4.8)%	659,444	(25,584)	(5.0)%
No change	679,544	—	—	694,252	—	—
100 basis point decline	716,121	26,884	5.4 %	733,247	28,661	5.6 %
200 basis point decline	754,211	54,880	11.0 %	773,950	58,578	11.5 %

Certain shortcomings are inherent in the method of analysis presented above. Computations of the prospective effects of hypothetical interest rate changes are based on numerous assumptions, including the maintenance of the level and composition of fixed income securities at the indicated date, and should not be relied on as indicative of future results. Actual values may differ from the projections presented should market conditions vary from assumptions used in the calculation of the fair value of individual securities; such variations include non-parallel shifts in the term structure of interest rates and a change in individual issuer credit spreads.

### Market Price Fluctuations

Market price fluctuation is the risk that the fair value or future cash flows of an equity investment will fluctuate because of changes in market prices (other than those arising from interest rate risk or foreign currency risk), whether those changes are caused by factors specific to the individual

investment or its issuer, or other factors affecting all similar investments in the market. Changes to the company's exposure to equity price risk through its equity instruments at March 31, 2018 compared to December 31, 2017 are described below.

The company holds significant equity investments. The market value and the liquidity of these investments are volatile and may vary dramatically either up or down in short periods, and their ultimate value will therefore only be known over a period of time or on disposition.

The company's exposure to market price risk increased during the first quarter of 2018 as a result of unrealized appreciation in IIFL and NSE (Level 1 and Level 2 investments in the fair value hierarchy) and an investment in other common stock (Level 1 investment in the fair value hierarchy). Refer to note 6 for the potential impact on net earnings of various combinations of changes in significant unobservable inputs in the company's internal valuation models for the company's investments classified as Level 3 in the fair value hierarchy.

The following table illustrates the potential impact on pre-tax earnings (loss) and net earnings (loss) of a 10.0% change in the fair value of the company's equity investments classified as Level 1 and Level 2 in the fair value hierarchy (IIFL, Fairchem, Spaisa, Other and NSE).

	March 31, 2018		December 31, 2017	
	+10.0%	-10.0%	+10.0%	-10.0%
Change in Indian equity markets				
Level 1 and Level 2 equity investments, fair value at period end	<b>1,114,063</b>	<b>1,114,063</b>	1,057,643	1,057,643
Hypothetical \$ change effect on pre-tax earnings (loss)	<b>111,406</b>	<b>(111,406)</b>	105,764	(105,764)
Hypothetical \$ change effect on net earnings (loss)	<b>95,689</b>	<b>(95,689)</b>	91,750	(91,750)

### Credit Risk

Credit risk is the risk of loss resulting from the failure of a counterparty to honour its financial obligations to the company and arises predominantly with respect to cash and cash equivalents, short term investments and investments in debt instruments. There were no significant changes to the company's exposure to credit risk (except as set out in the discussion which follows) or the framework used to monitor, evaluate and manage credit risk at March 31, 2018 compared to December 31, 2017.

#### Cash and Cash Equivalents, and Short Term Investments

At March 31, 2018 the company's cash and cash equivalents of \$10,564 (December 31, 2017 - \$13,244) were primarily held at the holding company in major financial institutions (principally in high credit-quality Canadian financial institutions). The company monitors risks associated with cash and cash equivalents, and short term investments by regularly reviewing the financial strength and creditworthiness of these financial institutions.

At March 31, 2018, the company's short term investments in U.S. treasury bills of \$15,860 (December 31, 2017 - \$27,481) were rated Aaa by Moody's Investors Service, Inc. ("Moody's") and AA+ by Standard & Poor's Financial Services LLC ("S&P").

#### Investments in Debt Instruments

The company's risk management strategy for debt instruments is to invest primarily in high credit quality issuers and to limit the amount of credit exposure with respect to any one corporate issuer. While the company reviews third party credit ratings, it also carries out its own analysis and does not delegate the credit decision to rating agencies. The company endeavours to limit credit exposure by monitoring fixed income portfolio limits on individual corporate issuers and limits based on credit quality.

At March 31, 2018 the company's debt instruments were all considered to be subject to credit risk with a fair value of \$679,544 (December 31, 2017 - \$694,252), representing 25.9% (December 31, 2017 - 26.1%) of the total cash and investments portfolio.

The composition of the company's fixed income portfolio is presented in the table below:

	March 31, 2018		December 31, 2017	
	Fair value	Rating	Fair value	Rating
Government of India bonds <sup>(1)</sup>	<b>246,618</b>	<b>Baa2/BBB-</b>	259,356	Baa2/BBB-
Indian corporate bonds <sup>(2)</sup>	<b>102,700</b>	<b>AAA</b>	101,724	AAA
Sanmar bonds <sup>(3)</sup>	<b>330,226</b>	<b>BBB-</b>	333,172	BBB-
Total bonds	<b>679,544</b>		694,252	

(1) Rated Baa2 by Moody's and BBB- by S&P.

(2) Rated AAA by subsidiaries of a Designated Rating Organization ("DRO"), being DBRS Limited, S&P, Fitch Inc. and Moody's, or subsidiaries or affiliates of a DRO.

(3) Rated BBB- by Brickwork Ratings, an Indian rating agency.

The company's exposure to credit risk from its investment in fixed income securities decreased at March 31, 2018 compared to December 31, 2017 reflecting sales of Government of India bonds and unrealized foreign currency translation losses in the first quarter of 2018, partially offset by purchases of Indian corporate bonds and unrealized gains on Sanmar bonds. Except as described above, there were no other significant changes to the composition of the company's fixed income portfolio classified according to each security's respective issuer credit rating at March 31, 2018 compared to December 31, 2017.

## Income Taxes Refundable

The company had income taxes refundable of \$3,032 at March 31, 2018 (December 31, 2017 - \$3,098).

### Liquidity Risk

Liquidity risk is the risk that the company will encounter difficulty in meeting obligations associated with financial liabilities that are settled by delivering cash or another financial asset. There were no significant changes to the company's exposure to liquidity risk (except as set out in the discussion below) or the framework used to monitor, evaluate and manage liquidity risk at March 31, 2018 compared to December 31, 2017.

The company believes that undeployed cash and investments at March 31, 2018 provide adequate liquidity to meet the company's remaining known significant commitments in 2018, which are principally comprised of the repayment of the principal amount of the 1 year term loan, the investment in CSB, the additional investment in BIAL, investment and advisory fees, general and administration expenses and potentially corporate income taxes. The company has the ability to sell a portion of its Indian Investment portfolio to supplement these liquidity requirements. The company expects to continue to receive investment income on its holdings of fixed income securities and dividends from its equity investments to supplement its cash and cash equivalents. The company has adequate working capital to support its operations.

The performance fee payable to Fairfax for the first calculation period (ending on December 31, 2017) was settled on March 9, 2018 by the company issuing 7,663,685 subordinate voting shares to Fairfax. Refer to note 12 for additional details on the settlement of the December 31, 2017 performance fee payable.

### Concentration Risk

The company's cash and investments are primarily concentrated in India and in Indian businesses or businesses with customers, suppliers or business primarily conducted in, or dependent on, India. The market value of the company's investments, the income generated by the company and the company's performance will be particularly sensitive to changes in the economic condition, interest rates, and regulatory environment in India. Adverse changes to the economic condition, interest rates or regulatory environment in India may have a material adverse effect on the company's business, cash flows, financial condition and net earnings.

The company's total cash and investments composition by the issuer's country of domicile was as follows:

	March 31, 2018				December 31, 2017			
	India	U.S.	Other	Total	India	U.S.	Other	Total
Cash and cash equivalents	—	12,092 <sup>(1)</sup>	3,508 <sup>(2)</sup>	15,600	—	19,389 <sup>(1)</sup>	4,453 <sup>(2)</sup>	23,842
Short term investments - U.S. treasury bills	—	15,860	—	15,860	—	27,481	—	27,481
Bonds:								
Government of India	246,618	—	—	246,618	259,356	—	—	259,356
Indian corporate	102,700	—	—	102,700	101,724	—	—	101,724
Sanmar	330,226	—	—	330,226	333,172	—	—	333,172
	<u>679,544</u>	<u>—</u>	<u>—</u>	<u>679,544</u>	<u>694,252</u>	<u>—</u>	<u>—</u>	<u>694,252</u>
Common stocks:								
IIFL	916,211	—	—	916,211	888,485	—	—	888,485
Fairchem	108,413	—	—	108,413	149,200	—	—	149,200
Spaisa	17,341	—	—	17,341	19,958	—	—	19,958
Other	4,975	—	—	4,975	—	—	—	—
BIAL	597,924	—	—	597,924	608,288	—	—	608,288
NCML	176,908	—	—	176,908	179,054	—	—	179,054
Sanmar	426	—	—	426	556	—	—	556
Saurashtra	26,774	—	—	26,774	28,000	—	—	28,000
NSE	67,123	—	—	67,123	40,452	—	—	40,452
	<u>1,916,095</u>	<u>—</u>	<u>—</u>	<u>1,916,095</u>	<u>1,913,993</u>	<u>—</u>	<u>—</u>	<u>1,913,993</u>
Total cash and investments	<u>2,595,639</u>	<u>27,952</u>	<u>3,508</u>	<u>2,627,099</u>	<u>2,608,245</u>	<u>46,870</u>	<u>4,453</u>	<u>2,659,568</u>

(1) Included restricted cash of \$5,036 at March 31, 2018 (December 31, 2017 - \$10,598).

(2) Included cash principally held in a Canadian financial institution.

The company's holdings of Public and Private Indian Investments (see note 5) at March 31, 2018 and December 31, 2017 are summarized by the issuer's primary sector in the table below:

	<u>March 31, 2018</u>	<u>December 31, 2017</u>
Financial services	1,005,650	948,895
Commercial and industrial	642,747	689,982
Infrastructure	597,924	608,288
	<u>2,246,321</u>	<u>2,247,165</u>

During the first quarter of 2018 the company's concentration risk in the financial services sector increased primarily due to the unrealized appreciation in IIFL and NSE, and the additional investment in other common stock, while the company's concentration risk in the commercial and industrial sector decreased due to unrealized depreciation primarily in Fairchem, and the company's concentration risk in the infrastructure sector decreased due to unrealized foreign currency translation losses partially offset by unrealized appreciation in BIAL.

The company will not make an Indian Investment if, after giving effect to such investment, the total invested amount of such investment would exceed 20.0% of the company's total assets at the time of the investment; provided, however, that the company is permitted to complete up to two Indian Investments where, after giving effect to each such investment, the total invested amount of each such investment would be less than or equal to 25.0% of the company's total assets (the "Investment Concentration Restriction"). The company's Investment Concentration Restriction decreased at March 31, 2018 from December 31, 2017 principally as a result of net unrealized foreign currency translation losses and the settlement of the payable for rights issue, partially offset by net change in unrealized gains on investments in the first quarter of 2018. Indian Investments may be financed through equity or debt offerings as part of the company's objective to reduce its cost of capital and provide returns to common shareholders. At March 31, 2018 the company determined that it was in compliance with the Investment Concentration Restriction.

### **Capital Management**

The company's objectives when managing capital are to protect its lenders, to safeguard its ability to continue as a going concern in order to provide returns for common shareholders, and to maintain an optimal capital structure to reduce the cost of capital. The company will seek attractive risk-adjusted returns, but will at all times seek downside protection and attempt to minimize the loss of capital. Total capital (comprised of the 1 year term loan and common shareholders' equity) increased from \$2,532,464 at December 31, 2017 to \$2,629,668 at March 31, 2018, principally reflecting an increase in common shareholders' equity as described below.

On July 11, 2017 the company entered into an agreement with a Canadian bank for a 1 year secured term loan with a principal amount of \$400,000 bearing interest at a rate of LIBOR plus 325 to 375 basis points. On July 13, 2017 the company used a portion of the net proceeds from the 1 year term loan to complete the additional 10.0% investment in BIAL of \$200,093 and participate in the NCML rights issue. The 1 year term loan includes a financial covenant that requires the company to maintain common shareholders' equity of not less than \$1.3 billion. At March 31, 2018 the company was in compliance with the 1 year term loan financial covenant.

Common shareholders' equity increased to \$2,229,668 at March 31, 2018 from \$2,132,464 at December 31, 2017 primarily reflecting the issuance of subordinate voting shares to Fairfax to settle the December 31, 2017 performance fee payable (\$114,437) and net earnings (\$28,825), partially offset by unrealized foreign currency translation losses (\$46,070) in the first quarter of 2018.

## **12. Related Party Transactions**

### *Payable to Related Parties*

The company's payable to related parties was comprised as follows:

	<u>March 31, 2018</u>	<u>December 31, 2017</u>
Performance fee	—	114,437
Investment and advisory fees	8,186	8,293
Other	77	96
	<u>8,263</u>	<u>122,826</u>

### *Investment Advisory Agreement*

The company and its subsidiaries have entered into an agreement with Fairfax and the Portfolio Advisor to provide administration and investment advisory services to the company (the "Investment Advisory Agreement"). As compensation for the provision of these services, the company pays an investment and advisory fee, and if applicable, a performance fee. Such fees are determined with reference to the company's common shareholders' equity.

## Performance Fee

### First Calculation Period

On March 9, 2018 the company issued 7,663,685 subordinate voting shares to Fairfax calculated as the performance fee payable at December 31, 2017 of \$114,437 divided by the VWAP of \$14.93. Under the terms of the Investment Advisory Agreement, settlement of the performance fee will take place in subordinate voting shares of the company if the market price per share is less than two times the then book value per share. In accordance with the Investment Advisory Agreement, the number of subordinate voting shares issued was calculated based on the VWAP of \$14.93. The issuance of these subordinate voting shares increased Fairfax's equity interest in Fairfax India increased from 30.2% at December 31, 2017 to 33.6% at March 31, 2018.

### Second Calculation Period

The period from January 1, 2018 to December 31, 2020 (the "second calculation period") will be the next consecutive three-year period after December 31, 2017 for which a performance fee, if applicable, will be accrued quarterly. The performance fee for the second calculation period will be calculated as 20% of any increase in the book value per share at the end of period (before factoring in the impact of the performance fee for the second calculation period) above a 5% per annum increase over the higher of: (i) the hurdle per share, which is the amount of common shareholders' equity per share at any time which must be achieved before any performance fee would be payable; or, (ii) the then book value per share at the end of the first calculation period (December 31, 2017), adjusted to reflect the issuance of subordinate voting shares on March 9, 2018 to settle the first calculation period performance fee, referred to as the "high water mark per share". Under the Investment Advisory Agreement, the performance fee, if applicable, will be paid within 30 days after the company issues its annual audited consolidated financial statements for the year ended December 31, 2020, in subordinate voting shares of the company unless the market prices per share of those shares is more than two times the then book value per share, in which event Fairfax may elect to receive that fee in cash. The number of subordinate voting shares to be issued will be calculated based on the VWAP in respect of which the performance fee is paid.

The company determined that a performance fee of nil was payable at March 31, 2018 (December 31, 2017 - \$114,437 related to the first calculation period) as the book value per share of \$14.38 at March 31, 2018 was lower than the high water mark per share at that date of \$14.49. For the first quarter of 2018 the performance fee recorded in the consolidated statements of earnings was nil (2017 - \$44,571).

### Investment and Advisory Fee

The investment and advisory fee is calculated and payable quarterly as 0.5% of the value of undeployed capital and 1.5% of the company's common shareholders' equity less the value of undeployed capital. For the first quarter of 2018 the company determined that the majority of its assets were invested in Indian Investments, which are considered deployed capital. For the first quarter of 2018, the investment and advisory fee recorded in the consolidated statements of earnings was \$8,221 (2017 - \$4,803).

### Management Compensation

Pursuant to the Investment Advisory Agreement, Fairfax is required to provide a Chief Executive Officer, a Chief Financial Officer and a Corporate Secretary to the company. For so long as the Investment Advisory Agreement remains in effect, all compensation payable to the Chief Executive Officer, the Chief Financial Officer and the Corporate Secretary of the company will be borne by Fairfax.

## 13. General and Administration Expenses

General and administration expenses for the three months ended March 31 were comprised as follows:

	First quarter	
	2018	2017
Audit, legal and tax professional fees	539	715
Salaries and employee benefit expenses	359	375
Administrative expenses	123	264
Other	94	148
	<u>1,115</u>	<u>1,502</u>



#### 14. Supplementary Cash Flow Information

Cash and cash equivalents were included in the consolidated balance sheets and statements of cash flows as follows:

	<u>March 31, 2018</u>	<u>December 31, 2017</u>
Cash and balances with banks	9,564	13,244
U.S. treasury bills	1,000	—
	<u>10,564</u>	<u>13,244</u>

Details of certain cash flows included in the consolidated statements of cash flows for the three months ended March 31 were as follows:

	<u>First quarter</u>	
	<u>2018</u>	<u>2017</u>
<b>(a) Purchases of investments classified as FVTPL</b>		
Bonds	(3,022)	(25,194)
Common stocks	(20,977)	(490,691)
	<u>(23,999)</u>	<u>(515,885)</u>
<b>(b) Sales of investments classified as FVTPL</b>		
Bonds	5,454	51,933
Common stocks	—	26,525
	<u>5,454</u>	<u>78,458</u>
<b>(c) Net interest and dividends received</b>		
Interest received	7,433	7,297
Dividends received	6,575	4,625
Interest paid on term loans	(5,562)	(1,470)
	<u>8,446</u>	<u>10,452</u>
<b>(d) Income taxes paid</b>	<u>402</u>	<u>332</u>

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## Management's Discussion and Analysis of Financial Condition and Results of Operations (as of May 3, 2018)

*(Figures and amounts are in US\$ and \$ thousands except share and per share amounts and as otherwise indicated. Figures may not add due to rounding.)*

### Notes to Management's Discussion and Analysis of Financial Condition and Results of Operations

- (1) Readers of the Management's Discussion and Analysis of Financial Condition and Results of Operations ("MD&A") should review the notes to the interim consolidated financial statements for the three months ended March 31, 2018, and the company's 2017 Annual Report.
- (2) Unless otherwise noted, consolidated financial information of the company within this MD&A is derived from the consolidated financial statements of the company prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB"), and is presented in U.S. dollars with the Indian rupee as the functional currency of the company and its consolidated subsidiaries.
- (3) The MD&A contains references to book value per share. On any date, book value per share is calculated as common shareholders' equity at the end of the period, determined in accordance with IFRS, divided by the total number of common shares of the company outstanding on that date. Book value per share is a key performance measure of the company and is closely monitored as it is used to calculate the performance fee payable, if any, to Fairfax Financial Holdings Limited ("Fairfax").
- (4) Throughout this MD&A, the term "Indian Investments" refers to deployed capital in Public and Private Indian Investments as disclosed in note 5 (Indian Investments) to the interim consolidated financial statements for the three months ended March 31, 2018.

### Business Developments

#### Overview

Fairfax is Fairfax India's ultimate parent and acts as its administrator. Fairfax is a holding company which, through its subsidiaries, is principally engaged in property and casualty insurance and reinsurance and the associated investment management. Hamblin Watsa Investment Counsel Ltd. (the "Portfolio Advisor"), a wholly-owned subsidiary of Fairfax and registered portfolio manager in the province of Ontario, is the portfolio advisor of the company and its consolidated subsidiaries, responsible to source and advise with respect to all investments. Fairfax India's subordinate voting shares trade on the Toronto Stock Exchange ("TSX") under the symbol FIH.U. The multiple voting shares of the company are not traded.

#### Capital Transactions

On March 9, 2018 the company issued 7,663,685 subordinate voting shares to Fairfax to settle the performance fee payable of \$114,437 for the first calculation period (three year period ending on December 31, 2017). Under the terms of the Investment Advisory Agreement (defined in note 12 (Related Party Transactions) to the interim consolidated financial statements for the three months ended March 31, 2018), settlement of the performance fee was through the issuance of subordinate voting shares, calculated based on the performance fee payable at December 31, 2017 of \$114,437 divided by the volume-weighted average trading price of the company's subordinate voting shares for the 10 trading days prior to and including the last day of the calculation period ("VWAP") of \$14.93. The issuance of these subordinate voting shares increased Fairfax's equity interest in Fairfax India increased from 30.2% at December 31, 2017 to 33.6% at March 31, 2018.

#### Indian Investments

Full descriptions of the Indian Investments committed to and acquired in the first quarter of 2018 are provided in the Indian Investments section of this MD&A.

#### Operating Environment

##### Overview

India has emerged as the fastest growing major economy in the world according to the Central Statistics Organization and the International Monetary Fund. According to the International Monetary Fund, the Indian economy will continue to grow more than 7% in the financial year 2018-19. The improvement in India's economic fundamentals has accelerated in the recent years with the combined impact of strong government reforms and the Reserve Bank of India's ("RBI") inflation focus supported by favourable global commodity prices.

##### Union Budget for Fiscal Year 2018-19

On March 29, 2018 India published the Finance Act 2018 which includes the introduction of a 10.0% long term capital gains tax, with effect from April 1, 2018. The long term capital gains tax in India will be in respect of certain transfers of listed equity shares of Indian companies on which Securities Transaction Tax is paid at the time of acquisition and transfer of such shares. Long term capital gains realized on such transfers are generally proposed to be taxed at a rate of 10.0%. However, grandfathering of the long term capital gains exemption in respect of any accrued gain on such shares held as of January 31, 2018 will generally be available to the extent of the accrued gain as of January 31, 2018. Capital gains realized by a tax resident of Mauritius on a transfer of equity shares of an Indian company which were acquired prior to April 1, 2017 will continue to be exempt from capital gains tax in India by virtue of the India-Mauritius tax treaty, notwithstanding the repeal of the long term capital gains tax exemption under Indian domestic law. In addition, a long term capital gain realized by a Mauritius tax resident on shares acquired after April 1, 2017, and sold prior to March 31, 2019,

will continue to be taxed at the rate of 50.0% of the prevailing domestic Indian capital gains tax rate by virtue of the India-Mauritius tax treaty. The company is currently evaluating the potential impact of the application of capital gains tax in India on any future dispositions of investments in equity shares held by FIH Mauritius Investments Ltd ("FIH Mauritius") and FIH Private Investments Ltd ("FIH Private"), wholly-owned subsidiaries of the company.

## **Business Objectives**

### **Investment Objective**

Fairfax India is an investment holding company whose objective is to achieve long term capital appreciation, while preserving capital, by investing in public and private equity securities and debt instruments in India and Indian businesses or other businesses with customers, suppliers or business primarily conducted in, or dependent on, India ("Indian Investments"). The company makes all or substantially all of its investments either directly or through one of its wholly-owned subsidiaries, FIH Mauritius and FIH Private.

### **Investment Strategy**

The company invests in businesses that are expected to benefit from India's pro-business political environment, its growing middle class and its demographic trends that are likely to underpin strong growth for several years. Sectors of the Indian economy that the company believes will benefit most from such trends include infrastructure, financial institutions, consumer services, retail and exports. The company is not limited to investing solely in these sectors and intends to invest in other sectors as and when opportunities arise.

The company utilizes, and expects to benefit significantly from, the experience and expertise of Fairfax and the Portfolio Advisor.

The company employs a conservative, fundamental value-based approach to identifying and investing in high quality public and private Indian businesses. This approach is designed to compound book value per share over the long term. The company will seek attractive risk-adjusted returns, but will at all times seek downside protection and attempt to minimize the loss of capital.

### **Investment Restrictions**

The company will not make an Indian Investment if, after giving effect to such investment, the total invested amount of such investment would exceed 20.0% of the company's total assets at the time of the investment; provided, however, that the company is permitted to complete up to two Indian Investments where, after giving effect to each such investment, the total invested amount of each such investment would be less than or equal to 25.0% of the company's total assets (the "Investment Concentration Restriction"). The company's Investment Concentration Restriction decreased at March 31, 2018 from December 31, 2017 principally as a result of net unrealized foreign currency translation losses and the settlement of the payable for rights issue, partially offset by net change in unrealized gains on investments in the first quarter of 2018. Indian Investments may be financed through equity or debt offerings as part of the company's objective to reduce its cost of capital and provide returns to common shareholders.

The company intends to make multiple different investments as part of its prudent investment strategy. At March 31, 2018 the company determined that it was in compliance with the Investment Concentration Restriction.

## **Indian Investments**

### **Cautionary Statement Regarding Financial Information of Significant Indian Investments**

Fairfax India has agreed to voluntarily provide within the MD&A, summarized financial information prepared in accordance with IFRS for all of its Indian Investments for which it had previously filed a business acquisition report in accordance with section 8.2 of *National Instrument 51-102 Continuous Disclosure Obligations*. National Collateral Management Services Limited, IIFL Holdings Limited, Sanmar Chemicals Group and Bangalore International Airport Limited (collectively, "Significant Indian Investments"), the company's Significant Indian Investments for which it had previously filed business acquisition reports, previously prepared their financial statements in accordance with Indian Generally Accepted Accounting Principles ("Indian GAAP"). Effective April 1, 2017 the company's Significant Indian Investments have adopted Indian Accounting Standards ("Ind AS"). Ind AS are based on and substantially converged with IFRS as issued by the IASB. Fairfax India is limited with respect to the amount of independent verification it is able to perform on the Significant Indian Investments' financial statements. The unaudited summarized financial information contained in this MD&A was prepared exclusively for Fairfax India. Such unaudited financial information is the responsibility of the respective managements and has been prepared by them using recognition, measurement and presentation principles consistent with IFRS as issued by the IASB, and provided to the company in Indian rupees.

The company's Significant Indian Investments' fiscal year ends on March 31. Summarized financial information of the company's Significant Indian Investments has generally been provided for the periods subsequent to the company's investment and to the extent that the most recent interim financial information is available to the company's management.

Significant Indian Investments' summarized financial information should be read in conjunction with Fairfax India's historical consolidated financial statements including the notes thereto and the related MD&A as well as Fairfax India's other public filings.

Fairfax India has no knowledge that would indicate that the Significant Indian Investments' summarized financial information contained herein requires material modifications. However, readers are cautioned that the Significant Indian Investments' summarized financial information contained in the MD&A may not be appropriate for their purposes.

### Summary of Indian Investments

The table below provides a summary of the company's Indian Investments:

	Date Acquired	March 31, 2018			December 31, 2017				
		Ownership %	Cost	Fair value at March 31, 2018	Net change	Ownership %	Cost	Fair value at December 31, 2017	Net change
<b>Public Indian Investments:</b>									
IIFL	December 2015 and February 2017	26.5%	256,976	916,211	659,235	26.6%	256,976	888,485	631,509
Fairchem	February and August 2016	48.8%	74,384	108,413	34,029	48.8%	74,384	149,200	74,816
Spaisa	October 2017	26.6%	19,758	17,341	(2,417)	26.6%	19,758	19,958	200
Other <sup>(1)</sup>	March 2018	0.2%	4,976	4,975	(1)	—	—	—	—
			<u>356,094</u>	<u>1,046,940</u>	<u>690,846</u>		<u>351,118</u>	<u>1,057,643</u>	<u>706,525</u>
<b>Private Indian Investments:</b>									
BIAL <sup>(2)</sup>	March and July 2017	48.0%	585,591	597,924	12,333	48.0%	585,591	608,288	22,697
NCML	August 2015 and August 2017	89.5%	174,318	176,908	2,590	89.5%	174,318	179,054	4,736
Sanmar	April 2016	30.0%	1,000	426	(574)	30.0%	1,000	556	(444)
Sanmar Bonds	April and September 2016	—	299,000	330,226	31,226	—	299,000	333,172	34,172
Saurashtra	February 2017	51.0%	30,018	26,774	(3,244)	51.0%	30,018	28,000	(2,018)
NSE	July 2016	1.0%	26,783	67,123	40,340	1.0%	26,783	40,452	13,669
			<u>1,116,710</u>	<u>1,199,381</u>	<u>82,671</u>		<u>1,116,710</u>	<u>1,189,522</u>	<u>72,812</u>
<b>Total Indian Investments</b>			<u><u>1,472,804</u></u>	<u><u>2,246,321</u></u>	<u><u>773,517</u></u>		<u><u>1,467,828</u></u>	<u><u>2,247,165</u></u>	<u><u>779,337</u></u>

(1) On March 21, 2018 Fairfax India participated in an initial public offering ("IPO") of a common stock investment which was subsequently listed on the BSE and NSE of India effective April 4, 2018.

(2) Cost and net change includes \$74,202 (approximately 4.8 billion Indian rupees) of cash consideration paid attributable to the costs incurred to acquire the additional 10.0% in BIAL in July 2017.

## Summary of Changes in the Fair Value of the Company's Indian Investments

A summary of changes in the fair value of the company's Public and Private Indian Investments (excluding Government of India bonds and Indian corporate bonds) for the three months ended March 31, 2018 and 2017 were as follows:

	Public Indian Investments					Private Indian Investments							Total Indian Investments	
	Common stocks				Total	Bonds	Common stocks							
	IIFL	Fairchem	5paisa	Other			Sanmar	BIAL	NCML	Sanmar	Saurashtra	NSE		Privi
<b>Balance as of January 1, 2018</b>	888,485	149,200	19,958	—	1,057,643	333,172	608,288	179,054	556	28,000	40,452	—	1,189,522	2,247,165
Purchases	—	—	—	4,976	4,976	—	—	—	—	—	—	—	—	4,976
Net change in unrealized gains (losses) on investments	47,338	(38,096)	(2,219)	—	7,023	4,231	2,674	1,704	(120)	(636)	27,900	—	35,753	42,776
Net unrealized foreign currency translation losses	(19,612)	(2,691)	(398)	(1)	(22,702)	(7,177)	(13,038)	(3,850)	(10)	(590)	(1,229)	—	(25,894)	(48,596)
<b>Balance as of March 31, 2018</b>	<b>916,211</b>	<b>108,413</b>	<b>17,341</b>	<b>4,975</b>	<b>1,046,940</b>	<b>330,226</b>	<b>597,924</b>	<b>176,908</b>	<b>426</b>	<b>26,774</b>	<b>67,123</b>	<b>—</b>	<b>1,199,381</b>	<b>2,246,321</b>
<b>Balance as of January 1, 2017</b>	265,951	45,488	—	—	311,439	299,093	—	146,586	440	—	26,504	54,315	526,938	838,377
Purchases	75,175	—	—	—	75,175	—	385,498	—	—	30,018	—	—	415,516	490,691
Transfer due to Merger <sup>(1)</sup>	—	54,315	—	—	54,315	—	—	—	—	—	—	(54,315)	(54,315)	—
Net change in unrealized gains (losses) on investments	160,138	54,538	—	—	214,676	2,209	—	2,370	(215)	—	3,278	—	7,642	222,318
Net unrealized foreign currency translation gains	19,541	6,188	—	—	25,729	13,586	2,827	6,698	13	936	1,299	—	25,359	51,088
<b>Balance as of March 31, 2017</b>	<b>520,805</b>	<b>160,529</b>	<b>—</b>	<b>—</b>	<b>681,334</b>	<b>314,888</b>	<b>388,325</b>	<b>155,654</b>	<b>238</b>	<b>30,954</b>	<b>31,081</b>	<b>—</b>	<b>921,140</b>	<b>1,602,474</b>

(1) The merger of Fairchem and Privi resulted in the reallocation of the investment in Privi from Private Indian Investments to the Public Indian Investment in Fairchem.

## Public Indian Investments

The fair values of Fairfax India's Public Indian Investments, whose shares are listed on both the BSE (formerly known as Bombay Stock Exchange Limited) and the National Stock Exchange of India ("NSE of India"), are determined using the bid prices of those investments (without adjustments or discounts) at the balance sheet date.

### IIFL Holdings Limited

#### Business Overview

IIFL Holdings Limited ("IIFL") was incorporated in 1995 and is a publicly traded, diversified financial services holding company located in Mumbai, India with principal lines of business in wealth management, capital markets and other activities (comprised of retail investment brokerage, institutional equities, investment banking and financial products distribution) and a non-banking finance company. IIFL serves over 4 million customers from 2,500 service locations and over 1,300 branches across India. It also has an international presence, with offices in Toronto, New York, London, Geneva, Singapore, Hong Kong, Dubai and Mauritius.

#### Transaction Description

In December 2015 and February 2017 the company acquired 84,641,445 common shares of IIFL (representing a 26.9% equity interest) for aggregate cash consideration of \$276,734 (approximately 18.5 billion Indian rupees). In October 2017 IIFL spun-off its wholly-owned subsidiary 5Paisa Digital Undertaking through the formation of a new public company, 5paisa Capital Limited ("5paisa") in a non-cash transaction. The distribution of 5paisa to IIFL shareholders was characterized as a return of capital which resulted in Fairfax India recording the initial cost of its investment in 5paisa at its fair value of \$19,758 with a corresponding amount recorded as a reduction of the cost of its investment in IIFL. Additional details on the 5paisa spin-off transaction are disclosed under the sub-heading 5paisa Capital Limited within the Public Indian Investments section of this MD&A.

At March 31, 2018 the company held an aggregate of 84,641,445 common shares of IIFL representing a 26.5% equity interest (December 31, 2017 - 26.6%).

## Key Business Drivers, Events and Risks

IIFL's key business drivers relate to its ability to grow and penetrate the financial services industry in India, particularly in the areas of lending and wealth management.

On January 31, 2018 IIFL's board of directors approved a draft plan to reorganize IIFL into three listed entities (the "reorganization") consisting of IIFL Finance (currently known as IIFL Holdings Limited comprised of the loans and mortgages businesses), IIFL Wealth (comprised of the wealth, asset management and alternative investment fund businesses) and IIFL Securities (comprised of all other IIFL businesses including investment brokerage, distribution and investment banking). Shares of IIFL Finance, IIFL Wealth and IIFL Securities will be traded on the BSE and NSE of India as listed public companies. Shareholders of IIFL will receive seven common shares of IIFL Securities and one common share of IIFL Wealth for every seven IIFL shares held. Completion of the reorganization is anticipated in late 2018 or early 2019, subject to customary closing conditions and applicable regulatory approvals.

## Valuation and Interim Consolidated Financial Statement Impact

At March 31, 2018 the fair value of the company's investment in IIFL was \$916,211 (December 31, 2017 - \$888,485) with the change in fair value for the first quarters 2018 and 2017 presented in the table at the outset of the Indian Investments section of this MD&A. IIFL's share price increased by 5.4% from 670 Indian rupees per share at December 31, 2017 to 706 Indian rupees per share at March 31, 2018 with the increase appearing to reflect the robust performance in all three lines of businesses, led by its NBFC and wealth management lines of businesses, and the announcement of the reorganization.

For the first quarter of 2018 the consolidated statements of earnings included dividend income earned from the investment in IIFL of \$6,575 (2017 - \$4,625).

## IIFL's Summarized Financial Information

The company's fiscal year ends on December 31 and IIFL's fiscal year ends on March 31. Summarized below are IIFL's balance sheets at December 31, 2017 and March 31, 2017.

### Balance Sheets

(unaudited - US\$ thousands)

	December 31, 2017 <sup>(1)</sup>	March 31, 2017 <sup>(1)</sup>
Current assets	2,902,343	2,824,628
Non-current assets	3,833,714	2,422,752
Current liabilities	3,130,475	2,332,577
Non-current liabilities	2,590,475	2,039,377
Shareholders' equity	1,015,107	875,426

(1) The net assets of IIFL were translated at December 31, 2017 at \$1 U.S. dollar = 63.83 Indian rupees and at March 31, 2017 at \$1 U.S. dollar = 64.94 Indian rupees. The exchange rates used were the spot rates prevailing on those respective dates.

Current assets modestly increased primarily due to an increase in other current financial assets. Non-current assets increased as a result of the growth in IIFL's NBFC line of business reflecting increased home loans, loans against property and construction and real estate loans. Current liabilities increased primarily due to an increase in other current financial liabilities. Non-current liabilities increased primarily due to an increase in long term interest bearing loans and borrowings to support the NBFC line of business.

Summarized below are IIFL's statements of earnings for the nine months ended December 31, 2017 and 2016.

### Statements of Earnings

(unaudited - US\$ thousands)

	Nine months ended December 31, 2017 <sup>(1)</sup>	Nine months ended December 31, 2016 <sup>(1)</sup>
Revenue	763,301	525,850
Earnings before income taxes	185,754	129,327
Net earnings	128,408	86,931

(1) Amounts for the nine months ended December 31, 2017 and 2016 were translated into US\$ using the average exchange rates of \$1 U.S. dollar = 64.50 Indian rupees and \$1 U.S. dollar = 67.07 Indian rupees prevailing during those periods.

IIFL's revenue and net earnings increased primarily due to growth in IIFL's NBFC line of business reflecting increased home loans, loans against property and construction and real estate loans. The wealth management and capital markets lines of business have also contributed to the growth in revenue. IIFL's management continues to focus on reducing operating costs to achieve better economies of scale and leveraging existing infrastructure to offer complementary products across multiple lines of business.

## **Fairchem Speciality Limited**

### ***Business Overview***

In March 2017 Fairchem Speciality Limited ("Fairchem") and Privi Organics Limited ("Privi") were merged with the surviving entity continuing as Fairchem (the "Merger") and with no changes to management of the underlying companies.

#### *Fairchem*

Fairchem was incorporated in 1985 and publicly listed its shares on the BSE in 1995 and NSE of India in 2015. Fairchem is a specialty chemical manufacturer located in Ahmedabad, India. Fairchem manufactures oleochemicals used in the paints, inks and adhesives industries, as well as intermediate nutraceutical and health products. It has developed an in-house technology that uses machinery designed and manufactured by leading European companies to physically separate and convert waste generated during the production of soya, sunflower, corn and cotton oils into valuable nutraceutical and fatty acids.

#### *Privi*

Privi, founded in 1992, is a supplier of aroma chemicals to the fragrance industry and is located in Mumbai, India. Privi's world-class products are the result of its very strong research and development team that has proven expertise in developing new products, customizing aromas per customer specifications, scaling up products from basic research to commercial scale, and designing process improvements to drive quality and cost optimization.

### ***Transaction Description***

In February 2016 Fairfax India acquired a 44.7% equity interest in Fairchem for cash consideration of \$19,409 (approximately 1.3 billion Indian rupees) and in August 2016 acquired a 50.8% equity interest in Privi for cash consideration of \$54,975 (approximately 3.7 billion Indian rupees). In March 2017 Fairchem and Privi were merged with the surviving entity continuing as Fairchem.

At March 31, 2018 the company held 18,307,318 common shares and 738,760 compulsorily convertible preference shares ("CCPS") representing a 48.8% equity interest in Fairchem on a fully diluted basis (or a 48.7% equity interest excluding the impact of the CCPS) (December 31, 2017 - 48.8% and 48.7% respectively).

### ***Key Business Drivers, Events and Risks***

Fairchem's key business drivers relate to the success of its oleochemicals business and vertical integration into value added products, such as fatty alcohols and natural vitamin E. As environmental concerns increase, the demand for sustainable and biodegradable oleochemicals used in lubricants, paper printing, paints and coatings, and animals feed industries has been experiencing strong growth in recent years.

India is the one of the largest consumers of soft oils which provides Fairchem with a competitive advantage by having easy access to the raw materials that it uses in its manufacturing processes. The close proximity to raw materials available in Asia (India, Malaysia and Indonesia) has resulted in a shift of oleochemical production away from the U.S. and Europe. Lower cost of raw materials and efficient manufacturing processes have provided Fairchem with certain competitive advantages in comparison to its global peers. Fairchem has a strong market presence for some of its products, with little or no direct competition, and is considered to produce a superior quality product in comparison to its competitors in China. Fairchem faces some exposure to limited availability of raw materials (primarily soya oils) which are used in its manufacturing processes which may impact its ability to meet higher demand.

Privi's key business drivers relate to its ability to: (i) develop, manufacture and supply additional (newer) aroma chemicals to existing customers; (ii) create value added products from the by-products of manufacturing aroma chemicals; and (iii) strengthen margins by increasing vertical integration capacities.

#### ***Subsequent to March 31, 2018***

On April 26, 2018 a fire broke out at one of Privi's aromatic manufacturing chemical plants located in Mahad, India. The fire was serious in nature but was isolated to one section of the plant and resulted in no casualties. Privi is working with its insurance company and they are undertaking an assessment of the damages. Preliminary estimates indicate that there may be potential disruptions in Privi's operations for the next few quarters.

### ***Valuation and Interim Consolidated Financial Statement Impact***

At March 31, 2018 the fair value of the company's investment in Fairchem was \$108,413 comprised of common shares (fair value of \$104,208) and CCPS (fair value of \$4,205). At December 31, 2017 the fair value of the company's investment in Fairchem was \$149,200 comprised of common shares (fair value of \$143,413) and CCPS (fair value of \$5,787). The fair value of the company's investment in Fairchem at March 31, 2018 and December 31, 2017 was determined by multiplying the bid price of the publicly traded Fairchem shares by the number of Fairchem shares owned by the company (inclusive of the common shares and CCPS). The changes in fair value of the company's investment in Fairchem for the first quarters of 2018 and 2017 are presented in the table at the outset of the Indian Investments section of this MD&A. Fairchem's share price decreased by 25.8% from 500.00 Indian rupees per share at December 31, 2017 to 371.25 Indian rupees per share at March 31, 2018.



## **Spaisa Capital Limited**

### ***Business Overview***

Spaisa Capital Limited ("Spaisa") is a publicly traded online financial services provider with a do-it-yourself based investment brokerage model where the customer can execute investment transactions for a low brokerage fee. Spaisa is engaged in providing an online technology platform through Internet terminals and mobile applications for trading securities on the BSE and the NSE of India.

### ***Transaction Description***

In October 2017 IIFL spun-off its wholly-owned subsidiary 5Paisa Digital Undertaking through the formation of a new public company, Spaisa Capital Limited, listed on the BSE and the NSE of India effective November 16, 2017. This non-cash transaction resulted in Fairfax India receiving one new common share of Spaisa for every 25 common shares of IIFL held for a total of 3,385,657 common shares of Spaisa with a fair value of \$19,758. The distribution of Spaisa to IIFL shareholders was characterized as a return of capital which resulted in Fairfax India recording the initial cost of its investment in Spaisa at its fair value of \$19,758 with a corresponding amount recorded as a reduction of the cost of its investment in IIFL.

At March 31, 2018 the company held an aggregate of 3,385,657 common shares of Spaisa representing a 26.6% equity interest.

### ***Key Business Drivers, Events and Risks***

Spaisa's key business driver relates to its ability to provide a digital method of trading in securities, which is emerging as a new segment with the potential to achieve critical mass and grow in the near future with the spread of the Internet, mobile penetration, telecommunication and data services throughout India. Spaisa's ability to acquire, service and grow the new emerging do-it-yourself customer segment provides its customers with lower costs for various financial products, enabling investors to invest seamlessly, on their own, from anywhere in the world.

### ***Valuation and Interim Consolidated Financial Statement Impact***

At March 31, 2018 the fair value of the company's investment in Spaisa was \$17,341 (December 31, 2017 - \$19,958) with the change in fair value for the first quarter of 2018 presented in the table disclosed at the outset of the Indian Investments section of this MD&A. Spaisa's share price decreased by 11.2% from 376.25 Indian rupees per share at December 31, 2017 to 334.05 Indian rupees per share at March 31, 2018.

## **Private Indian Investments**

### **Cautionary Statement Regarding the Valuation of Private Indian Investments**

In the absence of an active market for the company's Private Indian Investments, fair values for these investments are determined by management using industry acceptable valuation methodologies after considering the history and nature of the business, operating results and financial conditions, outlook and prospects, general economic, industry and market conditions, contractual rights relating to the investment, public market comparables (if available) and, where applicable, other pertinent considerations. The process of valuing investments for which no active market exists is inevitably based on inherent uncertainties and the resulting values may differ from values that would have been used had an active market existed. The amounts at which the company's Private Indian Investments could be disposed of may differ from the fair values assigned and those differences may be material.

## **Bangalore International Airport Limited**

### ***Business Overview***

Bangalore International Airport Limited ("BIAL"), is a private company located in Bengaluru, India. BIAL, under a concession agreement with the Government of India until the year 2038 (with the right to extend the agreement for an additional 30 years), has the exclusive rights to carry out the development, design, financing, construction, commissioning, maintenance, operation and management of the Kempegowda International Airport Bengaluru ("KIAB") through a public-private partnership (the "concession agreement"). KIAB is the first greenfield airport in India built to the highest level of international standards through a public-private partnership. BIAL's principal lines of business are aeronautical and non-aeronautical revenue from the airport, and other non-airport related revenue, including the five-star Taj hotel and real estate monetization.

### ***Transaction Description***

During 2017 Fairfax India had invested aggregate cash consideration of \$585,591 (approximately 38.1 billion Indian rupees) (inclusive of \$74,202 of costs incurred, approximately 4.8 billion Indian rupees) for a 48.0% equity interest in BIAL through the following transactions: (i) March 24, 2017 the company acquired a 38.0% equity interest in BIAL for cash consideration of \$385,498 (approximately 25.2 billion Indian rupees); and (ii) July 13, 2017 acquired an additional 10.0% equity interest in BIAL for cash consideration of \$200,093 (12.9 billion Indian rupees) which the company determined included \$74,202 of consideration in excess of the fair value of those additional shares acquired.

On March 29, 2018 Fairfax India entered into an agreement to acquire an additional 6.0% equity interest in BIAL from Siemens Project Ventures GmbH ("Siemens") for \$67,391 (approximately 4.4 billion Indian rupees). The transaction is subject to customary closing conditions and third party consents, including lender consents, and is expected to close in the second quarter of 2018.

## Key Business Drivers, Events and Risks

KIAB is the busiest airport in South India, the third largest in the country, and was rated the fastest growing airport globally during 2017 by FlightGlobal, an international aviation data and analytics company. The airport handled approximately 26.9 million passengers during the year ended March 31, 2018 representing growth in overall traffic of 17.6% compared to the year ended March 31, 2017.

Plans are in place to expand the capacity of the airport, which include constructing a second runway and an additional terminal building, and expanding the related infrastructure. Land preparation for the second runway is underway, with construction scheduled to begin during the middle of 2018, estimated to be completed by September 2019. Design approvals for the additional terminal building commenced in 2017 and will be constructed in two phases; the first phase will have the capacity to handle 25 million passengers per annum (estimated to be completed by 2021), while the second phase of the project will add capacity for another 20 million passengers per annum. The combined capacity of the existing and additional terminal will be approximately 65 million passengers per annum.

On August 4, 2017 BIAL announced that KIAB will become the first airport in the country to have a helicopter taxi service. Services commenced in early March 2018, initially operating between KIAB and Electronics City (one of India's largest electronic industrial parks and an information technology hub in Bengaluru, India).

On February 27, 2018 BIAL was awarded second place for the 2017 Best Airport Service Quality ("ASQ") by size by the Airports Council International ("ACI"). The annual ASQ awards recognize and rewards the best airports in the world according to ACI's ASQ Passenger Satisfaction Survey, the world's benchmark measure of airport excellence, representing the highest possible accolade for airport operators. ACI is the only global trade representative of international airports.

## Valuation and Interim Consolidated Financial Statement Impact

At March 31, 2018 the company estimated the fair value of its investment in BIAL using a discounted cash flow analysis based on multi-year free cash flow projections with assumed after-tax discount rates ranging from 10.7% to 11.8% and a long term growth rate of 3.0%. (December 31, 2017 - 10.4% to 11.7% and 3.0%, respectively) for BIAL's two business units and the estimated fair value of the monetizable leasehold land (approximately 460 acres) based on third party valuations with an assumed 20.0% discount factor (December 31, 2017 - 20.0%) for the leasehold nature of the asset. Free cash flow projections were based on EBITDA estimates derived from financial information for BIAL's two business units prepared in the first quarter of 2018 by BIAL's management. Discount rates were based on the company's assessment of risk premiums to the appropriate risk-free rate of the economic environment in which BIAL operates. At March 31, 2018 the company's internal valuation model indicated that the fair value of the company's investment in BIAL was \$597,924 (December 31, 2017 - \$608,288) with the change in fair value for the first quarters of 2018 and 2017 presented in the tables at the outset of the Indian Investments section of this MD&A. The net change in unrealized gains on investments of \$2,674 from the company's investment in BIAL for the first quarter of 2018 was primarily driven by increases in the projected cash flows in the discounted cash flow analysis (higher projected revenue from the expansion of the hotel), partially offset by higher related capital expenditure.

## BIAL's Summarized Financial Information

The company's fiscal year ends on December 31 and BIAL's fiscal year ends on March 31. Summarized below are BIAL's balance sheets at December 31, 2017 and March 31, 2017.

### Balance Sheets

(unaudited - US\$ thousands)

	<u>December 31, 2017<sup>(1)</sup></u>	<u>March 31, 2017<sup>(1)</sup></u>
Current assets	148,369	113,252
Non-current assets	695,656	643,520
Current liabilities	72,320	59,752
Non-current liabilities	432,948	435,743
Shareholders' equity	338,757	261,277

(1) The net assets of BIAL were translated at December 31, 2017 at \$1 U.S. dollar = 63.83 Indian rupees and at March 31, 2017 at \$1 U.S. dollar = 64.94 Indian rupees. The exchange rates used were the spot rates prevailing on those respective dates.

Current assets increased primarily due to increased trade receivables and bank deposits (original maturities greater than three months) as a result of passenger growth at the airport. Non-current assets increased principally as a result of ongoing capital expenditures required to expand the capacity of the airport as described in the Key Business Drivers, Events and Risks section and increased deferred tax assets related to increased Minimum Alternative Tax credits. Current liabilities increased primarily due to increases in payables to creditors related to the capital expenditures and includes the current portion of loans and borrowings and concession fee payable. Non-current liabilities decreased modestly as a result of scheduled repayments on loans and borrowings.

Summarized below are BIAL's statements of earnings for the nine months ended December 31, 2017 and 2016.

**Statements of Earnings**

*(unaudited - US\$ thousands)*

	<u>Nine months ended December 31, 2017<sup>(1)</sup></u>	<u>Nine months ended December 31, 2016<sup>(1)</sup></u>
Revenue	178,346	150,454
Earnings before income taxes	78,142	60,906
Net earnings	79,382	60,131

(1) Amounts for the nine months ended December 31, 2017 and 2016 were translated into US\$ using the average exchange rates of \$1 U.S. dollar = 64.50 Indian rupees and \$1 U.S. dollar = 67.07 Indian rupees prevailing during those periods.

The increase in revenue (principally comprised of aeronautical and non-aeronautical revenue) primarily reflected increased domestic passenger traffic. Revenues also reflect non-airport revenue contribution following the opening of the Taj hotel on September 30, 2016. Earnings before income taxes and net earnings increased primarily due to increased revenues as noted above and lower interest expense as a result of loan repayments, partially offset by increased employee costs, increased depreciation on capital asset additions, and expenses related to the operations of the Taj hotel.

***Subsequent to March 31, 2018***

Effective April 1, 2018, as a result of revised useful lives on property, plant and equipment prescribed by the Airport Economic Regulatory Authority of India, BIAL will incur a one-time depreciation charge of approximately \$22.8 million (approximately 1.5 billion Indian rupees) and a related deferred tax recovery of approximately \$7.9 million (approximately 515 million Indian rupees).

**National Collateral Management Services Limited**

***Business Overview***

National Collateral Management Services Limited ("NCML"), a private company, is a leading private agricultural commodities company located in Gurugram, India operating for over 13 years in the agriculture value chain and offering end-to-end solutions in grain procurement, testing, storage and collateral management. NCML was promoted by a consortium of banks, cooperatives and the National Commodity and Derivatives Exchange Limited ("NCDEX") in 2004 as a warehousing and collateral management company to support commodity trading on NCDEX and has since evolved into a significant player in India. NCML's principal lines of business are warehousing and collateral management, supply chain management, non-banking finance company ("NBFC"), and the silo projects.

***Transaction Description***

In the third quarter of 2015 and August 2017 Fairfax India acquired an 89.5% equity interest in NCML for cash consideration of \$174,318 (approximately 11.3 billion Indian rupees). The payable for rights issue at December 31, 2017 related to Fairfax India's participation in NCML's rights issue that was settled in January 2018.

***Key Business Drivers, Events and Risks***

NCML's key business drivers relate to its ability to achieve long term modernization of its grain storage facilities, the development of its NBFC, the expansion of its supply chain management line of business, and the successful construction of the silos under the concession agreement.

The silo projects, which are expected to be completed by early 2019, will be financed through debt and common equity. In September 2017 NCML launched its subsidiary NCML KB Private Limited that will be used for the construction of silos on a Build, Operate and Transfer ("BOT") basis for the exclusive use by the Food Corporation of India at two locations in Bihar, India.

***Valuation and Interim Consolidated Financial Statement Impact***

At March 31, 2018 the company estimated the fair value of its investment in NCML using a discounted cash flow analysis based on multi-year free cash flow projections with assumed after-tax discount rates ranging from 12.0% to 20.0% and long term growth rates ranging from 2.4% to 6.0% (December 31, 2017 - 12.0% to 19.9% and 2.4% to 6.0%, respectively). Free cash flow projections were based on EBITDA estimates derived from financial information for NCML's business units prepared in the fourth quarter of 2017 by NCML's management. Discount rates were based on the company's assessment of risk premiums to the appropriate risk-free rate of the economic environment in which NCML operates. At March 31, 2018 the company's internal valuation model indicated that the fair value of the company's investment in NCML was \$176,908 (December 31, 2017 - \$179,054) with the change in fair value for the first quarters of 2018 and 2017 presented in the table at the outset of the Indian Investments section of this MD&A.

## NCML's Summarized Financial Information

The company's fiscal year ends on December 31 and NCML's fiscal year ends on March 31. Summarized below are NCML's balance sheets at March 31, 2018 and March 31, 2017.

### Balance Sheets

(unaudited - US\$ thousands)

	March 31, 2018 <sup>(1)</sup>	March 31, 2017 <sup>(1)</sup>
Current assets	199,657	132,680
Non-current assets	93,057	67,628
Current liabilities	155,776	88,835
Non-current liabilities	23,909	29,276
Shareholders' equity	113,029	82,197

(1) The net assets of NCML were translated at March 31, 2018 at \$1 U.S. dollar = 65.22 Indian rupees and at March 31, 2017 at \$1 U.S. dollar = 64.94 Indian rupees. The exchange rates used were the spot rates prevailing on those respective dates.

The increase in current assets primarily reflected an increase in inventory due to increased working capital levels in the supply chain management line of business, increased other current assets as a result of larger advances in NCML's NBFC line of business and increased trade receivables as a result of increased revenues in the supply chain management line of business. The increase in non-current assets primarily related to increases in property, plant and equipment from the addition of warehouses and land acquisition for the silo projects. The increase in current liabilities primarily reflected increases in short term loans and borrowings by NCML's NBFC, increased working capital levels in the supply chain management line of business and increased borrowings for the silo projects. Non-current liabilities comprised long term loans and borrowings relating to the financing obtained for the ongoing warehouse project.

Summarized below are NCML's statements of earnings for the years ended March 31, 2018 and 2017.

### Statements of Earnings

(unaudited - US\$ thousands)

	Year ended March 31, 2018 <sup>(1)</sup>	Year ended March 31, 2017 <sup>(1)</sup>
Revenue	183,990	112,025
Earnings before income taxes	4,523	6,425
Net earnings	5,408	5,152

(1) Amounts for the year ended March 31, 2018 and 2017 were translated into US\$ using the average exchange rates of \$1 U.S. dollar = 64.47 Indian rupees and \$1 U.S. dollar = 67.04 Indian rupees prevailing during those periods, respectively.

NCML's revenue for the years ended March 31, 2018 and 2017 primarily reflected contributions from the supply chain management, warehousing and collateral management and NBFC lines of business. The increase in revenue was principally as a result of growth in the supply chain management and warehousing lines of business as well as improved margins in NCML's NBFC. Earnings before income taxes decreased primarily relating to a one-time charge for impairment of certain receivables. The increase in NCML's reported net earnings primarily reflected the benefit of deferred income tax recovery.

## Sanmar Chemicals Group

### Business Overview

Sanmar Chemicals Group ("Sanmar"), a private company, is one of the largest suspension polyvinyl chloride ("PVC") manufacturers in India, headquartered in Chennai, India with an operational presence in India and Egypt. Sanmar has an installed capacity of approximately 366,000 metric tons per annum in India and is in the process of expanding its PVC capacity in Egypt from 200,000 metric tons per annum to 400,000 metric tons per annum. Once the expansion is completed, Sanmar will have a total PVC capacity of over 766,000 metric tons per annum.

Sanmar's principal lines of business consist of: Chemplast, the second largest suspension PVC manufacturer and the largest specialty PVC manufacturer in India; Sanmar Egypt, the largest Indian investor in Egypt's chemical business and the largest caustic soda and PVC manufacturer in Egypt; Specialty Chemicals, a business engaged in the manufacturing and marketing of phytochemicals and organic chemicals; and Kem One Chemplast, a partnership that will manufacture chlorinated polyvinyl chloride ("CPVC") in India.

### Transaction Description

In April 2016 Fairfax India invested \$250,000 in Sanmar comprised of \$1,000 in common shares (representing a 30.0% equity interest) and \$249,000 in bonds, and in September 2016 invested an additional \$50,000 in Sanmar bonds. Both tranches of Sanmar bonds mature on April 22, 2023 (7 years from the date of issuance of the first tranche), subject to earlier redemption at the option of Sanmar under certain circumstances. In lieu of cash, the

coupon payment on the bond is payable in kind in the form of additional Sanmar bonds over the life of the financial instrument. A redemption premium may also be payable in kind to the company.

### **Key Business Drivers, Events and Risks**

India continues to be a PVC deficit market with approximately 50% of the demand being met through imports. Egypt and Turkey, which are manufacturing hubs for exports to Europe, currently have a demand gap for PVC of approximately 1,000 kilotons per annum which is being met by imports from U.S. and Asia.

Sanmar's key business drivers relate to its ability to execute its plan to increase PVC manufacturing capacity in Egypt and India that should align with the growing demand for PVC in North Africa, Middle East and India and to improve the overall capacity utilization at all of its PVC production facilities. It is very likely that Sanmar will incur losses until it can complete its manufacturing capacity expansion project in Egypt and sales of PVC grow to match the increase in capacity.

Chemplast and Kem One (the second largest producer of PVC in Europe) have entered into an agreement to establish Kem One Chemplast, an equal joint venture that will manufacture CPVC. The joint venture and new facility will be established at a coastal location in Karaikal, Puducherry, India. The project, estimated to cost approximately \$55,000 (approximately 3.5 billion Indian rupees), will utilize the technology of Kem One and have a capacity to manufacture 20,000 tonnes per annum of CPVC resins and will also manufacture CPVC compounds. On May 2, 2017 approval from the Government of India's Ministry of Environment, Forest and Climate Change was received, allowing the joint venture to commence construction of the new facility.

CPVC is used as a raw material to produce pipes and fittings for supplying water that are required to have a high resistance to heat, pressure and chemicals. More recently in India, there has been a switch from metal pipes to CPVC pipes in building construction combined with an overall increase in construction demand. The Kem One Chemplast joint venture is well positioned to benefit from the rapidly growing demand for CPVC in India that is currently being met through imports.

### **Valuation and Interim Consolidated Financial Statement Impact**

#### *Sanmar Common Shares*

At March 31, 2018 the company estimated the fair value of its investment in Sanmar common shares using a discounted cash flow analysis based on multi-year free cash flow projections with assumed after-tax discount rates ranging from 15.3% to 20.9% and long term growth rates ranging from 2.0% to 4.0% (December 31, 2017 - 15.2% to 19.5% and 2.0% to 3.6%, respectively). Free cash flow projections were based on EBITDA estimates derived from financial information for Sanmar's four business units prepared in the first quarter of 2018 by Sanmar's management. Discount rates were based on the company's assessment of risk premiums to the appropriate risk-free rate of the economic environment in which Sanmar operates. At March 31, 2018 the company's internal valuation model indicated that the fair value of the Sanmar common shares was \$426 (December 31, 2017 - \$556) with the change in fair value for the first quarters of 2018 and 2017 presented in the table at the outset of Indian Investments section of this MD&A.

#### *Sanmar Bonds*

At March 31, 2018 the company estimated the fair value of its investment in Sanmar bonds using an industry accepted discounted cash flow and option pricing model that incorporated Sanmar's estimated credit spread of 8.4% (December 31, 2017 - 8.2%) and assumptions related to certain redemption options embedded in the bonds. The estimated credit spread was based on the credit spreads of a peer group of comparable companies adjusted for credit risk specific to Sanmar. At March 31, 2018 the company's internal valuation model indicated that the fair value of Sanmar bonds was \$330,226 (December 31, 2017 - \$333,172) with the change in fair value for the first quarters of 2018 and 2017 presented in the table at the outset of the Indian Investments section of this MD&A. The net change in unrealized gains of \$4,231 for the first quarter of 2018 related to the company's investment in Sanmar bonds primarily reflecting the impact of the accretion of the cost of Sanmar bonds to their redemption value after giving consideration to the issuer's credit risk and the redemption option held by the issuer prior to maturity. At March 31, 2018, Sanmar bonds were rated BBB- (December 31, 2017 - BBB-) with a stable outlook by Brickwork Ratings, an Indian rating agency.

### **Sanmar's Summarized Financial Information**

The company's fiscal year ends on December 31 and Sanmar's fiscal year ends on March 31. Summarized below are Sanmar's balance sheets at December 31, 2017 and March 31, 2017.

#### **Balance Sheets**

*(unaudited - US\$ thousands)*

	<u>December 31, 2017<sup>(1)</sup></u>	<u>March 31, 2017<sup>(1)</sup></u>
Current assets	252,697	188,559
Non-current assets	1,359,633	1,277,153
Current liabilities	509,593	385,253
Non-current liabilities	1,388,603	1,296,795
Shareholders' deficit	(285,866)	(216,336)

(1) The net assets of Sanmar were translated at December 31, 2017 at \$1 U.S. dollar = 63.83 Indian rupees and at March 31, 2017 at \$1 U.S. dollar = 64.94 Indian rupees. The exchange rates used were the spot rates prevailing on those respective dates.

The increase in current assets primarily reflected increases in cash and cash equivalents related to proceeds received from a \$99,000 bank loan drawn by Sanmar Egypt to finance the second phase of its expansion project in Egypt that has not yet been utilized, as well as positive cash flow generated by Chemplast. The increase in non-current assets was primarily attributable to the capital expenditures made in connection with the Phase 2 expansion at Sanmar Egypt. The increase in current liabilities primarily reflected increased funding from working capital loans. The increase in non-current liabilities primarily reflected an increase in long term loans and borrowings related to the \$99,000 bank loan drawn by Sanmar Egypt.

Summarized below are Sanmar's statements of earnings for the nine months ended December 31, 2017 and 2016.

### Statements of Earnings

(unaudited - US\$ thousands)

	<u>Nine months ended December 31, 2017<sup>(1)</sup></u>	<u>Nine months ended December 31, 2016<sup>(1)</sup></u>
Revenue	492,974	416,519
Loss before income taxes	(39,241)	(55,434)
Net loss	(61,723)	(85,701)

(1) Amounts for the nine months ended December 31, 2017 and 2016 were translated into US\$ using the average exchange rates of \$1 U.S. dollar = 64.50 Indian rupees and \$1 U.S. dollar = 67.07 Indian rupees prevailing during those periods.

The increase in revenue primarily reflected increased sales volumes at Chemplast and Sanmar Egypt. The decrease in net loss primarily reflected improved margins at Sanmar Egypt and lower interest expense as a result of the refinancing of higher interest short term loans with long term loans at lower interest rates, partially offset by temporary pressures on margins as a result of higher production costs at Chemplast.

### Saurashtra Freight Private Limited

#### Business Overview

Saurashtra Freight Private Limited ("Saurashtra"), a private company headquartered in Mumbai, India, runs one of the largest container freight stations at Mundra port (Gujarat). Services provided by Saurashtra's container freight station includes transportation of containers to and from the port, stuffing/destuffing of containers, cargo storage, transportation of cargo to the end customer, and the storage, maintenance and repair of empty containers. In the third quarter of 2017 Saurashtra commenced operations in a new line of business, Fairfreight Lines, that focuses on new services for container shipping, offering integrated logistic solutions to its customers by providing Saurashtra's own containers to importers and exporters to transport cargo.

#### Transaction Description

In February 2017 Fairfax India acquired a 51.0% equity interest in Saurashtra for cash consideration of \$30,018 (approximately 2.0 billion Indian rupees).

#### Key Business Drivers, Events and Risks

Saurashtra has the annual capacity to handle 180,000 standard twenty-foot (shipping container) equivalent units ("TEUs") and in the first quarter of 2018 handled 26,616 TEUs, implying an annualized capacity utilization of approximately 60%. Saurashtra's market share in exports and imports is approximately 15% and 14% at Mundra port in India, which is the second highest amongst all container freight stations ("CFS") at that port.

The CFS industry is highly fragmented with 13 CFS at Mundra port. Many of these CFS are inefficient and operating below capacity providing Saurashtra with the opportunity to benefit from industry consolidation.

#### Valuation and Interim Consolidated Financial Statement Impact

At March 31, 2018 the company estimated the fair value of its investment in Saurashtra using a discounted cash flow analysis based on multi-year free cash flow projections with assumed after-tax discount rates ranging from 14.5% to 14.9% and long term growth rates ranging from 4.0% to 5.0% (December 31, 2017 - 14.6% to 14.7% and 4.0% to 5.0%, respectively). Free cash flow projections were based on EBITDA estimates derived from financial information for Saurashtra's two business units prepared in the fourth quarter of 2017 by Saurashtra's management. The discount rates were based on the company's assessment of risk premiums to the appropriate risk-free rate of the economic environment in which Saurashtra operates. At March 31, 2018 the company's internal valuation model indicated that the fair value of the company's investment in Saurashtra was \$26,774 (December 31, 2017 - \$28,000) with the change in fair value for the first quarters of 2018 and 2017 presented in the table at the outset of the Indian Investments section of this MD&A. The net change in unrealized loss of \$636 from the company's investment in Saurashtra for the first quarter of 2018 was primarily driven by lower than projected growth in Saurashtra's container freight station line of business due to increased pricing competition on services relating to imports.

## **National Stock Exchange of India Limited**

### ***Business Overview***

National Stock Exchange of India Limited ("NSE"), a private company located in Mumbai, India, operates India's largest stock exchange. In addition to providing a platform for exchange-traded financial products in India, NSE's flagship index, Nifty50, is used extensively by investors in India and around the world as a barometer of the Indian capital markets.

### ***Transaction Description***

In the third quarter of 2016 Fairfax India acquired a 1.0% equity interest in NSE for cash consideration of \$26,783 (approximately 1.8 billion Indian rupees).

### ***Key Business Drivers, Events and Risks***

India has two main stock exchanges where the majority of its trading takes place, the BSE and the NSE of India. Although most significant firms in India are listed on both the BSE and the NSE of India, NSE enjoys a dominant market share position including an 88% market share in the equity trading segment, a 100% market share in the equity derivatives trading segment and a 58% and 63% market share in the foreign exchange futures and options markets, respectively.

On December 28, 2016 NSE filed a draft prospectus with SEBI in connection with its proposed initial public offering ("IPO"). Notwithstanding that certain matters requiring resolution have delayed the process, completion of the IPO is anticipated in the fourth quarter of 2018. NSE will also seek to file for an overseas listing subsequent to closing of the IPO. NSE has appointed Citibank, JM Financial, Kotak Mahindra and Morgan Stanley as lead investment banks to manage the IPO.

### ***Valuation and Interim Consolidated Financial Statement Impact***

At March 31, 2018 the company's estimated fair value of its investment in NSE of \$67,123 was based on the transaction price of recent third party transactions, which the company corroborated through independent evidence. At December 31, 2017 the estimated fair value of the company's investment in NSE was based on an internal market approach valuation model. The model referenced the earnings multiple of a peer group of comparable companies that had a median earnings multiple of 26.2 times, that when applied to NSE's earnings resulted in a fair value of \$40,452. The changes in fair value for the first quarters of 2018 and 2017 are presented in the table at the outset of the Indian Investments section of this MD&A. The net change in unrealized gain of \$27,900 related to company's investment in NSE for the first quarter of 2018 reflected the fair value of 873.74 Indian rupees per share at March 31, 2018, with the pricing based on information obtained on recent third party transactions.

### ***The Catholic Syrian Bank Ltd.***

On February 20, 2018 the company entered into an agreement to acquire a 51.0% equity interest in The Catholic Syrian Bank Ltd. ("CSB") for approximately \$186,000 at the exchange rate at that date (approximately 12.1 billion Indian rupees). The transaction is expected to close in the second quarter of 2018, subject to customary closing conditions. CSB, a private company, was established in 1920 and is a full-service bank offering neighborhood banking, non-resident Indian services, small-to-medium-enterprise and wholesale banking services through 421 branches and 251 automated teller machines across India. CSB is headquartered in Thrissur, India.

## Results of Operations

Fairfax India's consolidated statements of earnings for the three months ended March 31 are shown in the following table:

	First quarter	
	2018	2017
<b>Income</b>		
Interest	6,763	4,918
Dividends	6,575	4,625
Net realized gains on investments	15	1,195
Net change in unrealized gains on investments	41,349	214,119
Net foreign exchange losses	(10,577)	(16,749)
	<b>44,125</b>	<b>208,108</b>
<b>Expenses</b>		
Investment and advisory fees	8,221	4,803
Performance fee	—	44,571
General and administration expenses	1,115	1,502
Interest expense	5,562	3,241
	<b>14,898</b>	<b>54,117</b>
<b>Earnings before income taxes</b>	<b>29,227</b>	153,991
Provision for income taxes	402	4,988
<b>Net earnings</b>	<b>28,825</b>	<b>149,003</b>
<b>Net earnings per share</b>	<b>\$ 0.19</b>	\$ 1.05
<b>Net earnings per diluted share</b>	<b>\$ 0.19</b>	\$ 1.03

Total income decreased from \$208,108 in the first quarter of 2017 to \$44,125 in the first quarter of 2018 principally as a result of decreased net change in unrealized gains on investments, partially offset by a decrease in net foreign exchange losses (primarily as a result of the weakening of the Indian rupee relative to the U.S. dollar during the first quarter of 2018). The net change in unrealized gains on investments of \$41,349 in the first quarter of 2018 was principally comprised of appreciation in the company's investments in IIFL (\$47,338), NSE (\$27,900), and Sanmar bonds (\$4,231), partially offset by depreciation in the company's investment in Fairchem (\$38,096). The net change in unrealized gains on investments of \$214,119 in the first quarter of 2017 was principally comprised of the appreciation in the company's investments in IIFL (\$160,138) and Fairchem (\$54,538). Interest income of \$6,763 in the first quarter of 2018 increased from \$4,918 in the first quarter of 2017 principally as a result of income earned from Government of India and Indian corporate bonds. Dividend income of \$6,575 and \$4,625 in the first quarters of 2018 and 2017 related to dividends received from the company's investment in IIFL.



Net gains (losses) on investments and net foreign exchange gains (losses) for the three months ended March 31 were comprised as follows:

	First quarter					
	2018			2017		
	Net realized gains (losses)	Net change in unrealized gains (losses)	Net gains (losses)	Net realized gains (losses)	Net change in unrealized gains (losses)	Net gains (losses)
<b>Net gains (losses) on investments:</b>						
Bonds	15	2,804 <sup>(1)</sup>	2,819	1,195	(5,990) <sup>(1)</sup>	(4,795)
Common stocks	—	38,545 <sup>(2)</sup>	38,545	—	220,109 <sup>(2)</sup>	220,109
	<u>15</u>	<u>41,349</u>	<u>41,364</u>	<u>1,195</u>	<u>214,119</u>	<u>215,314</u>
<b>Net foreign exchange gains (losses) on:</b>						
Cash and cash equivalents	234	—	234	(25,755) <sup>(3)</sup>	—	(25,755)
Investments	(529)	909	380	182	(1,204)	(1,022)
Term loans	—	(8,664)	(8,664)	9,812	—	9,812
Other	(2,527)	—	(2,527)	216	—	216
	<u>(2,822)</u>	<u>(7,755)</u>	<u>(10,577)</u>	<u>(15,545)</u>	<u>(1,204)</u>	<u>(16,749)</u>

(1) In the first quarter of 2018, comprised of unrealized gains from Sanmar bonds (\$4,231) and Indian corporate bonds (\$135), partially offset by unrealized losses from Government of India bonds (\$1,562). In the first quarter of 2017, comprised of unrealized losses from Government of India bonds (\$6,166) and Indian corporate bonds (\$2,033), partially offset by unrealized gains from Sanmar bonds (\$2,209).

(2) Refer to the Indian Investments section of this MD&A for a summary of changes in the fair value of the company's Public and Private Indian Investments during the first quarters of 2018 and 2017.

(3) Primarily related to the U.S. dollar net proceeds received from the secondary offerings completed in January 2017 that were held in U.S. dollar denominated cash equivalents until the funds were partially deployed to acquire the 38.0% equity interest in BIAL.

Total expenses decreased from \$54,117 in the first quarter of 2017 to \$14,898 in the first quarter of 2018 primarily related to the company determining that no performance fee accrual was required at March 31, 2018 as the book value per share of \$14.38 at March 31, 2018 was lower than the high water mark per share at that date of \$14.49. This was partially offset by increased investment and advisory fees (principally as a result of increased holdings of Indian Investments) and increased interest expense on the 1 year term loan.

The investment and advisory fee is calculated and payable quarterly as 0.5% of the value of undeployed capital and 1.5% of the company's common shareholders' equity less the value of undeployed capital. For the first quarter of 2018 the company determined that the majority of its assets were invested in Indian Investments, which are considered deployed capital. For the first quarter of 2018, the investment and advisory fees recorded in the consolidated statements of earnings was \$8,221 (2017 - \$4,803).

The provision for income taxes of \$402 and \$4,988 in the first quarters of 2018 and 2017 differed from the provision for income taxes that would be determined by applying the company's Canadian statutory income tax rate of 26.5% to the company's earnings before income taxes primarily as a result of foreign exchange fluctuations, partially offset by the tax rate differential on income earned outside of Canada and the unrecorded benefit of losses in Canada.

The company reported net earnings of \$28,825 (net earnings of \$0.19 per basic and diluted share) in the first quarter of 2018 compared to net earnings of \$149,003 (net earnings of \$1.05 per basic share and \$1.03 per diluted share) in the first quarter of 2017. The year-over-year decrease in profitability in the first quarter of 2018 primarily reflected decreased net change in unrealized gains on investments, increased investment and advisory fees and interest expense, partially offset by decreased provision for income taxes and performance fee.

## Consolidated Balance Sheet Summary

The assets and liabilities reflected on the company's consolidated balance sheet at March 31, 2018 were impacted by the settlement of the performance fee payable to Fairfax through the issuance of subordinate voting shares, the settlement of the payable for rights issue, investments in other common stock and Indian corporate bonds, and the partial sale of Government of India bonds.

### Total Assets

Total assets at March 31, 2018 of \$2,638,993 (December 31, 2017 - \$2,672,221) were principally comprised as follows:

**Total cash and investments** decreased to \$2,627,099 at March 31, 2018 from \$2,659,568 at December 31, 2017. The company's cash and investments composition by the issuer's country of domicile was as follows:

	March 31, 2018				December 31, 2017			
	India	U.S.	Other	Total	India	U.S.	Other	Total
Cash and cash equivalents	—	12,092 <sup>(1)</sup>	3,508 <sup>(2)</sup>	15,600	—	19,389 <sup>(1)</sup>	4,453 <sup>(2)</sup>	23,842
Short term investments - U.S. treasury bills	—	15,860	—	15,860	—	27,481	—	27,481
Bonds:								
Government of India	246,618	—	—	246,618	259,356	—	—	259,356
Indian corporate	102,700	—	—	102,700	101,724	—	—	101,724
Sanmar	330,226	—	—	330,226	333,172	—	—	333,172
	679,544	—	—	679,544	694,252	—	—	694,252
Common stocks:								
IIFL	916,211	—	—	916,211	888,485	—	—	888,485
Fairchem	108,413	—	—	108,413	149,200	—	—	149,200
Spaisa	17,341	—	—	17,341	19,958	—	—	19,958
Other	4,975	—	—	4,975	—	—	—	—
BIAL	597,924	—	—	597,924	608,288	—	—	608,288
NCML	176,908	—	—	176,908	179,054	—	—	179,054
Sanmar	426	—	—	426	556	—	—	556
Saurashtra	26,774	—	—	26,774	28,000	—	—	28,000
NSE	67,123	—	—	67,123	40,452	—	—	40,452
	1,916,095	—	—	1,916,095	1,913,993	—	—	1,913,993
Total cash and investments	2,595,639	27,952	3,508	2,627,099	2,608,245	46,870	4,453	2,659,568

(1) Included restricted cash of \$5,036 at March 31, 2018 (December 31, 2017 - \$10,598).

(2) Included cash principally held in a Canadian financial institution.

**Cash and cash equivalents** decreased to \$15,600 at March 31, 2018 from \$23,842 at December 31, 2017 principally reflecting the investment in other common stock, interest payments on the 1 year term loan, and purchases of Indian corporate bonds. Restricted cash of \$5,036 and \$10,598 at March 31, 2018 and December 31, 2017 related to requirements under the 1 year term loan for the company to set aside cash to fund interest payments.

**Bonds and Common stocks** - The company is actively seeking investment opportunities in India and will continue to redirect capital from its cash and cash equivalents, short term investments and bond portfolio into Indian Investments as and when those opportunities are identified. For more information about recent Indian Investments, see the Indian Investments section of this MD&A. For more information on the company's total cash and investment holdings of \$2,627,099 at March 31, 2018 (December 31, 2017 - \$2,659,568) see note 6 (Cash and Investments) to the interim consolidated financial statements for the three months ended March 31, 2018.

**Interest receivable** modestly decreased to \$8,715 at March 31, 2018 from \$9,422 at December 31, 2017 primarily reflecting decreased interest receivable from Indian corporate bonds, partially offset by increased interest receivable from Government of India bonds.

### Total Liabilities

Total liabilities at March 31, 2018 of \$409,325 (December 31, 2017 - \$539,757) were principally comprised as follows:

**Payable to related parties** decreased to \$8,263 at March 31, 2018 from \$122,826 at December 31, 2017 principally reflecting the settlement of the performance fee payable (relating to the first calculation period ending on December 31, 2017) to Fairfax through the issuance of subordinate voting shares of the company.

**Payable for rights issue** was nil at March 31, 2018 due to settlement of the remaining payable on the NCML rights issue in January 2018.

**Term loan** of \$400,000 at March 31, 2018 and December 31, 2017 related to the 1 year term loan completed on July 11, 2017. Refer to note 7 (Term Loan) to the interim consolidated financial statements for the three months ended March 31, 2018.

## Financial Risk Management

The primary goals of the company's financial risk management program are to ensure that the outcomes of activities involving elements of risk are consistent with the company's objectives and risk tolerance, while maintaining an appropriate balance between risk and reward and protecting the company's consolidated balance sheets from events that have the potential to materially impair its financial strength. There were no significant changes in the types of the company's risk exposures or the processes used by the company for managing those risk exposures at March 31, 2018 compared to those identified at December 31, 2017 and disclosed in the company's 2017 Annual Report, other than as outlined in note 11 (Financial Risk Management) to the interim consolidated financial statements for the three months ended March 31, 2018.

### Capital Resources and Management

The company's objectives when managing capital are to protect its lenders, to safeguard its ability to continue as a going concern in order to provide returns for common shareholders, and to maintain an optimal capital structure to reduce the cost of capital. The company will seek attractive risk-adjusted returns, but will at all times seek downside protection and attempt to minimize the loss of capital. Total capital (comprised of the 1 year term loan and common shareholders' equity) increased from \$2,532,464 at December 31, 2017 to \$2,629,668 at March 31, 2018, principally reflecting an increase in common shareholders' equity as described below.

On July 11, 2017 the company entered into an agreement with a Canadian bank for a 1 year secured term loan with a principal amount of \$400,000 bearing interest at a rate of LIBOR plus 325 to 375 basis points. On July 13, 2017 the company used a portion of the net proceeds from the 1 year term loan to complete the additional 10.0% investment in BIAL of \$200,093 and participate in the NCML rights issue. The 1 year term loan includes a financial covenant that requires the company to maintain common shareholders' equity of not less than \$1.3 billion. At March 31, 2018 the company was in compliance with the 1 year term loan financial covenant.

Common shareholders' equity increased to \$2,229,668 at March 31, 2018 from \$2,132,464 at December 31, 2017 primarily reflecting the issuance of subordinate voting shares to Fairfax to settle the December 31, 2017 performance fee payable (\$114,437) and net earnings (\$28,825), partially offset by unrealized foreign currency translation losses (\$46,070) in the first quarter of 2018.

### Book Value per Share

Common shareholders' equity at March 31, 2018 was \$2,229,668 (December 31, 2017 - \$2,132,464). The book value per share at March 31, 2018 was \$14.38 compared to \$14.46 at December 31, 2017 representing a modest decrease in the first quarter of 2018 of 0.6%, primarily reflecting unrealized foreign currency translation losses of \$46,070, partially offset by net earnings of \$28,825.

	<u>March 31, 2018</u>	<u>December 31, 2017</u>
Common shareholders' equity	2,229,668	2,132,464
Number of common shares effectively outstanding <sup>(1)</sup>	155,096,316	147,432,631
Book value per share	\$14.38	\$14.46

(1) On March 9, 2018 the company issued 7,663,685 subordinate voting shares to Fairfax calculated as the performance fee payable at December 31, 2017 of \$114,437 divided by the VWAP of \$14.93.

On October 4, 2017 the company announced that the TSX accepted a notice filed by Fairfax India of its intention to commence a normal course issuer bid for its subordinate voting shares by which it is authorized, until expiry of the bid on October 5, 2018, to acquire up to 3,500,000 subordinate voting shares representing at that date approximately 4.3% of the public float in respect of the subordinate voting shares. Decisions regarding any future repurchases will be based on market conditions, share price and other factors including opportunities to invest capital for growth. The Notice of Intention to Make a Normal Course Issuer Bid is available, without charge, by contacting the Corporate Secretary of the company.

There were no repurchases for cancellation of subordinate voting shares during the first quarters of 2018 and 2017 under the terms of normal course issuer bids.

### Liquidity

The company believes that undeployed cash and investments at March 31, 2018 provide adequate liquidity to meet the company's remaining known significant commitments in 2018, which are principally comprised of the repayment of the principal amount of the 1 year term loan, the investment in CSB, the additional investment in BIAL, investment and advisory fees, general and administration expenses and potentially corporate income taxes. The company has the ability to sell a portion of its Indian Investment portfolio to supplement these liquidity requirements. The company expects to continue to receive investment income on its holdings of fixed income securities and dividends from its equity investments to supplement its cash and cash equivalents. The company has adequate working capital to support its operations.

Refer to the Related Party Transactions section of this MD&A for details on the March 9, 2018 settlement of the performance fee through the issuance of subordinate voting shares to Fairfax.

Highlights in the first quarter of 2018 (with comparisons to the first quarter of 2017 except as otherwise noted) of major components of the statements of cash flows are presented in the following table:

	First quarter	
	2018	2017
<b>Operating activities</b>		
Cash provided by (used in) operating activities before the undernoted	(2,487)	16,645
Net sales of short term investments classified as FVTPL	11,620	—
Purchases of bonds and common stocks classified as FVTPL	(23,999)	(515,885)
Sales of bonds and common stocks classified as FVTPL	5,454	78,458
<b>Financing activities</b>		
Repayment of 2 year term loan	—	(225,000)
Decrease in restricted cash in support of term loans	5,562	18,810
Issuance of subordinate voting shares, net of issuance costs	—	493,967
<b>Decrease in cash and cash equivalents during the period</b>	<b>(3,850)</b>	<b>(133,005)</b>

Cash provided by (used in) operating activities before the undernoted is comprised of net earnings adjusted for items not affecting cash and cash equivalents and changes in operating assets and liabilities. Cash used in operating activities before the undernoted of \$2,487 in the first quarter of 2018 decreased from cash provided by operating activities before the undernoted of \$16,645 in the first quarter of 2017, with the change principally reflecting higher investment and advisory fees paid to Fairfax and increased interest paid on the 1 year term loan, partially offset by higher interest and dividend income.

Net sales of short term investments classified as FVTPL of \$11,620 in the first quarter of 2018 primarily related to net sales of U.S. treasury bills to settle the remaining payable on NCML's rights issue in January 2018. Purchases of bonds and common stocks classified as FVTPL of \$23,999 in the first quarter of 2018 primarily related to purchases of Indian corporate bonds and investments in other common stock. Purchases of bonds and common stocks classified as FVTPL of \$515,885 in the first quarter of 2017 primarily related to investments in BIAL and Saurashtra, an additional investment in IIFL and purchases of Government of India bonds. Sales of bonds and common stocks classified as FVTPL of \$5,454 in the first quarter of 2018 and \$78,458 in the first quarter of 2017 related to the sales of Government of India bonds to partially finance the acquisitions of the Indian Investments noted above. Refer to note 14 (Supplementary Cash Flow Information) to the interim consolidated financial statements for the three months ended March 31, 2018 for details of purchases and sales of investments classified as FVTPL.

Repayment of 2 year term loan of \$225,000 in the first quarter of 2017 related to the early settlement of the term loan on March 31, 2017 upon completion of the secondary offerings completed in January 2017. Decrease in restricted cash in support of term loans in the first quarters of 2018 and 2017 of \$5,562 and \$18,810 related to the decrease in the restricted cash accounts required to be maintained to fund the term loans interest payments. Refer to note 7 (Term Loan) to the interim consolidated financial statements for the three months ended March 31, 2018 for additional details. Issuance of subordinate voting shares, net of issuance costs of \$493,967 in the first quarter of 2017 reflected net proceeds received from the secondary offerings completed in January 2017.

### Contractual Obligations

On March 29, 2018 Fairfax India entered into an agreement to acquire an additional 6.0% equity interest in BIAL from Siemens for \$67,391 (approximately 4.4 billion Indian rupees). The transaction is subject to customary closing conditions and third party consents, including lender consents, and is expected to close in the second quarter of 2018.

On February 20, 2018 the company entered into an agreement to acquire a 51.0% equity interest in CSB for approximately \$186,000 at the exchange rate at that date (approximately 12.1 billion Indian rupees). The transaction is expected to close in the second quarter of 2018, subject to customary closing conditions.

On July 11, 2017 the company entered into an agreement with a Canadian bank for a 1 year secured term loan with a principal amount of \$400,000 bearing interest at a rate of LIBOR plus 325 to 375 basis points. The company has the ability to sell a portion of its Indian Investment portfolio to supplement the liquidity requirement to repay the principal amount of the 1 year term loan that matures in July 2018.

Under the terms of the Investment Advisory Agreement, the company and its subsidiaries are contractually obligated to pay Fairfax an investment and advisory fee and, if applicable, a performance fee. These fees will vary based on the company's common shareholders' equity and book value per share. The investment and advisory fee recorded in the consolidated statements of earnings for the first quarter of 2018 was \$8,221 (2017 - \$4,803).

Refer to the Related Party Transactions section of this MD&A that follows for discussion on the performance fee accrued at December 31, 2017 (for the first calculation period) and settled on March 9, 2018. The company determined that a performance fee of nil was payable at March 31, 2018 as the book value per share of \$14.38 at March 31, 2018 was lower than the high water mark per share at that date of \$14.49.

## Related Party Transactions

### Performance Fee Settlement

On March 9, 2018 the company issued 7,663,685 subordinate voting shares to Fairfax calculated as the performance fee payable at December 31, 2017 of \$114,437 divided by the VWAP of \$14.93. Under the terms of the Investment Advisory Agreement, settlement of the performance fee will take place in subordinate voting shares of the company if the market price per share is less than two times the then book value per share. In accordance with the Investment Advisory Agreement, the number of subordinate voting shares issued was calculated based on the VWAP of \$14.93. The issuance of these subordinate voting shares increased Fairfax's equity interest in Fairfax India increased from 30.2% at December 31, 2017 to 33.6% at March 31, 2018.

For additional details on the company's related party transactions, see note 12 (Related Party Transactions) to the interim consolidated financial statements for the three months ended March 31, 2018.

## Other

### Comparative Quarterly Data (unaudited)

<i>US\$ thousands, except per share amounts</i>	<b>March 31, 2018</b>	December 31, 2017	September 30, 2017	June 30, 2017	March 31, 2017	December 31, 2016	September 30, 2016	June 30, 2016
Income (loss)	<b>44,125</b>	130,037	(66,455)	337,980	208,108	11,566	75,346	33,917
Expenses (recovery)	<b>14,898</b>	41,585	(9,190)	73,067	54,117	8,036	5,760	3,967
Provision for (recovery of) income taxes	<b>402</b>	387	(4,111)	(3,682)	4,988	1,106	3,186	(8,309)
Net earnings (loss)	<b>28,825</b>	88,065	(53,154)	268,595	149,003	2,424	66,400	38,259
Net earnings (loss) per share	<b>\$ 0.19</b>	\$ 0.60	\$ (0.36)	\$ 1.82	\$ 1.05	\$ 0.02	\$ 0.62	\$ 0.36
Net earnings (loss) per diluted share	<b>\$ 0.19</b>	\$ 0.57	\$ (0.36)	\$ 1.74	\$ 1.03	\$ 0.02	\$ 0.62	\$ 0.36

  

<i>Indian rupees and in millions, except per share amounts <sup>(1)</sup></i>	<b>March 31, 2018</b>	December 31, 2017	September 30, 2017	June 30, 2017	March 31, 2017	December 31, 2016	September 30, 2016	June 30, 2016
Income (loss)	<b>2,840</b>	8,416	(4,599)	21,937	13,929	784	5,041	2,276
Expenses (recovery)	<b>959</b>	2,695	(661)	4,731	3,622	541	384	265
Provision for (recovery of) income taxes	<b>26</b>	25	(269)	(248)	334	74	216	(559)
Net earnings (loss)	<b>1,855</b>	5,696	(3,669)	17,454	9,973	169	4,441	2,570
Net earnings (loss) per share	<b>12.42</b>	38.63	(24.89)	118.38	70.35	1.60	41.63	24.10
Net earnings (loss) per diluted share	<b>12.42</b>	36.73	(24.89)	113.21	68.64	1.60	41.63	24.10

(1) Presented in the company's functional currency.

Income continues to be primarily comprised of net change in unrealized gains (losses) on investments, and interest and dividend income. Income was significantly impacted in the first quarter of 2018 by the net change in unrealized gains on the company's Indian Investments (principally unrealized gains in IIFL, NSE and Sanmar bonds, partially offset by unrealized losses in Fairchem), the timing of which are not predictable. Individual quarterly results have been (and may in the future be) affected by increased expenses impacted by the change in fair value of the company's Indian Investments which would result in a higher performance fee, if applicable, and investment and advisory fees.

## Forward-Looking Statements

*This interim report may contain forward-looking information within the meaning of applicable securities legislation. Forward-looking statements may relate to the company's or an Indian Investment's future outlook and anticipated events or results and may include statements regarding the financial position, business strategy, growth strategy, budgets, operations, financial results, taxes, dividends, plans and objectives of the company. Particularly, statements regarding future results, performance, achievements, prospects or opportunities of the company, an Indian Investment, or the Indian market are forward-looking statements. In some cases, forward-looking statements can be identified by the use of forward-looking terminology such as "plans", "expects" or "does not expect", "is expected", "budget", "scheduled", "estimates", "forecasts", "intends", "anticipates" or "does not anticipate" or "believes", or variations of such words and phrases or state that certain actions, events or results "may", "could", "would", "might", "will" or "will be taken", "occur" or "be achieved".*

*Forward-looking statements are based on the opinions and estimates of the company as of the date of this interim report, and they are subject to known and unknown risks, uncertainties, assumptions and other factors that may cause the actual results, level of activity, performance or achievements to be materially different from those expressed or implied by such forward-looking statements, including but not limited to the following factors: taxation of the company and its subsidiaries; substantial loss of capital; long-term nature of investment; limited number of investments; geographic concentration of investments; potential lack of diversification; financial market fluctuations; pace of completing investments; control or significant influence position risk; minority investments; ranking of company investments and structural subordination; follow-on investments; prepayments of debt investments; risks upon dispositions of investments; bridge financings; reliance on key personnel; effect of fees; performance fee could induce Fairfax to make speculative investments; operating and financial risks of investments; allocation of personnel; potential conflicts of interest; employee misconduct at the portfolio advisor could harm the company; valuation methodologies involve subjective judgments; lawsuits; foreign currency fluctuation; derivative risks; unknown merits and risks of future investments; resources could be wasted in researching investment opportunities that are not ultimately completed; investments may be made in foreign private businesses where information is unreliable or unavailable; illiquidity of investments; competitive market for investment opportunities; use of leverage; investing in leveraged businesses; regulation; investment and repatriation restrictions; aggregation restrictions; restrictions relating to debt securities; pricing guidelines; emerging markets; corporate disclosure, governance and regulatory requirements; legal and regulatory risks; volatility of the Indian securities markets; political, economic, social and other factors; governance issues risk; Indian tax law; changes in law; exposure to permanent establishment; enforcement of rights; smaller company risk; due diligence and conduct of potential investment entities; Asian economic risk; reliance on trading partners risk; natural disaster risks; government debt risk; and economic risk. Additional risks and uncertainties are described in the company's annual information form dated March 9, 2018 which is available on SEDAR at [www.sedar.com](http://www.sedar.com) and on the company's website at [www.fairfaxindia.ca](http://www.fairfaxindia.ca). These factors and assumptions are not intended to represent a complete list of the factors and assumptions that could affect the company. These factors and assumptions, however, should be considered carefully.*

*Although the company has attempted to identify important factors that could cause actual results to differ materially from those contained in forward-looking statements, there may be other factors that cause results not to be as anticipated, estimated or intended. There can be no assurance that such statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Accordingly, readers should not place undue reliance on forward-looking statements. The company does not undertake to update any forward-looking statements contained herein, except as required by applicable securities laws.*

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