



HOME CAPITAL
GROUP INC.

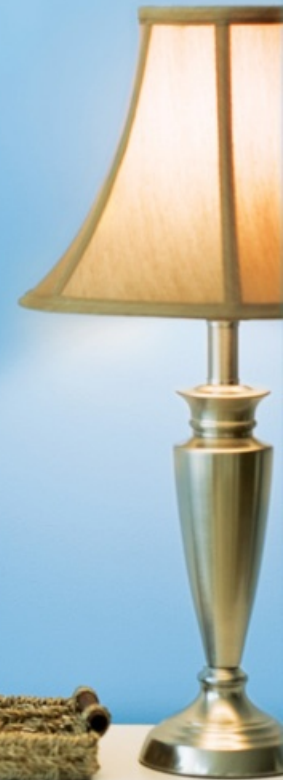
Scotia Capital Financials
Summit

September 8, 2011



**ANOTHER
GREAT YEAR**

and still growing...





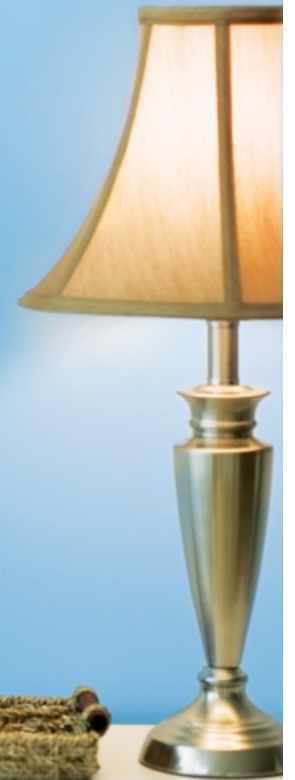
HOME CAPITAL
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Martin Reid
President



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Disclaimer

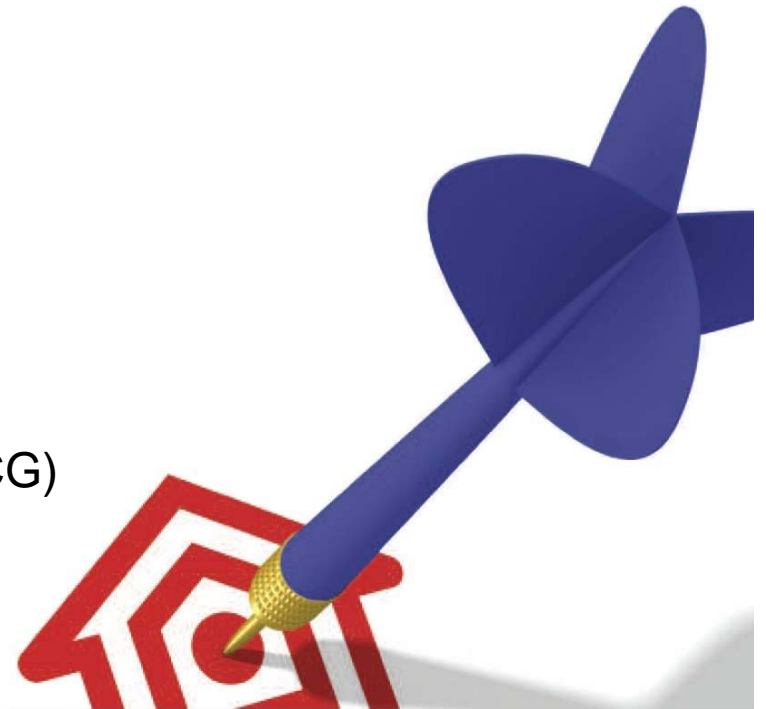


“This presentation provides management with the opportunity to discuss the financial performance and condition of Home Capital Group Inc. and Home Trust Company and, as such, may contain forward-looking information about strategies and expected financial results. Various factors, many difficult to predict and to control, could cause actual results to differ materially from results projected in the forward-looking statements. Accordingly, the audience is cautioned against undue reliance on these remarks.”

Home Capital Group Inc.



- Home Trust Company - Federally regulated deposit taking institution
- Member of Canada Deposit Insurance Corporation (CDIC)
- Canada's one-stop mortgage lender offering
 - "Classic" non-prime mortgages
 - "Accelerator" Prime insured mortgages
 - "Equityline" Visa
 - Secured Visa product
 - eCommerce solutions
 - Retail Credit
 - Commercial mortgage lending
 - Term deposit products
- Investment grade ratings:
 - HCG – BBB (Standard & Poor's), BBB/F2 (Fitch)
 - HTC – BBB+ (Standard & Poor's), BBB/F2 (Fitch)
- Listed on the Toronto Stock Exchange (Symbol: HCG)



Business Profile



- Home Capital Group Inc., together with its operating subsidiary Home Trust Company, has developed a track record of success as Canada's leading alternative lender. Building on the demonstrated strength of its core residential mortgage lending business, the Company also offers complementary lending services, as well as highly competitive deposit investment products.



MORTGAGE LENDING

Home Trust is one of Canada's leading mortgage lenders, focusing on homeowners who typically do not meet all the lending criteria of traditional financial institutions. In addition, Home Trust offers a full range of insured mortgage products through the Accelerator program to individuals customarily served by larger financial institutions. With a proprietary lending approach, comprehensive borrower profiling and flexible alternative solutions, Home Trust is a one-stop shop for borrowers and mortgage brokers. Home Trust is also a provider of commercial first mortgages to high-quality borrowers in selected markets across Canada.



CONSUMER LENDING

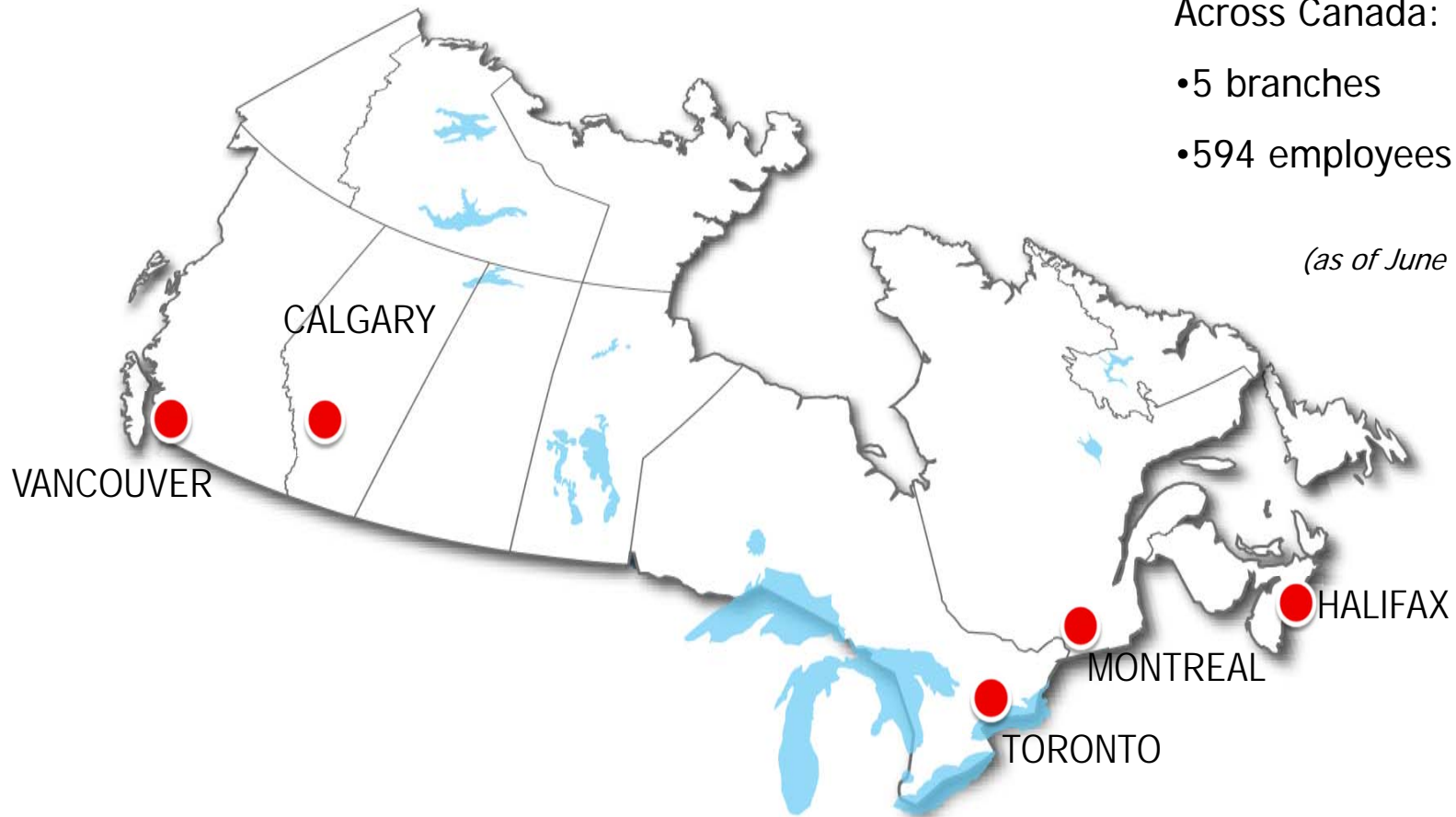
Home Trust's Equityline Visa program brings the advantages to cardholders of accessing the equity they have built in their homes together with the features and convenience of a Gold Visa card. The Company also offers deposit-secured credit cards for individuals who wish to build or re-establish a positive credit history. PSiGate, a wholly owned subsidiary, offers electronic card-based payment services to merchants who conduct business primarily on the Internet. Home Trust's Retail Credit Services provides installment financing for customers making purchases from established businesses.



DEPOSIT INVESTMENTS

Home Trust provides a broad range of deposit investment services including Certificates of Deposit, Guaranteed Investment Certificates, Registered Retirement Savings Plans, Registered Retirement Income Funds and Tax-free Savings Accounts. The Company has developed an extensive client base through its branch offices, and strong relationships with hundreds of deposit brokers and investment dealers across the country.

Home Trust Branches



www.hometrusted.ca

www.homecapital.com



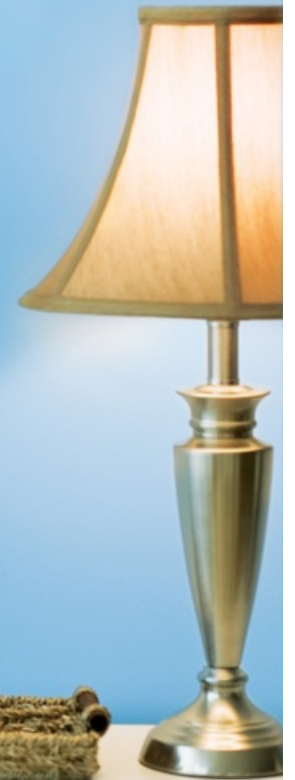
HOME CAPITAL
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Financial Performance



**ANOTHER
GREAT YEAR**

and still growing...



A Few of Our Achievements – 2010



	Results	Exceeded Target	Target
Net Income	25.2% ▲	<input checked="" type="checkbox"/>	15% - 20%
EPS (diluted)	25.3% ▲	<input checked="" type="checkbox"/>	15% - 20%
Return on Equity	27.2% ▲	<input checked="" type="checkbox"/>	20%
Total Assets	38.0% ▲	<input checked="" type="checkbox"/>	15% - 20%

Q2, 2011 Results → Continued Momentum



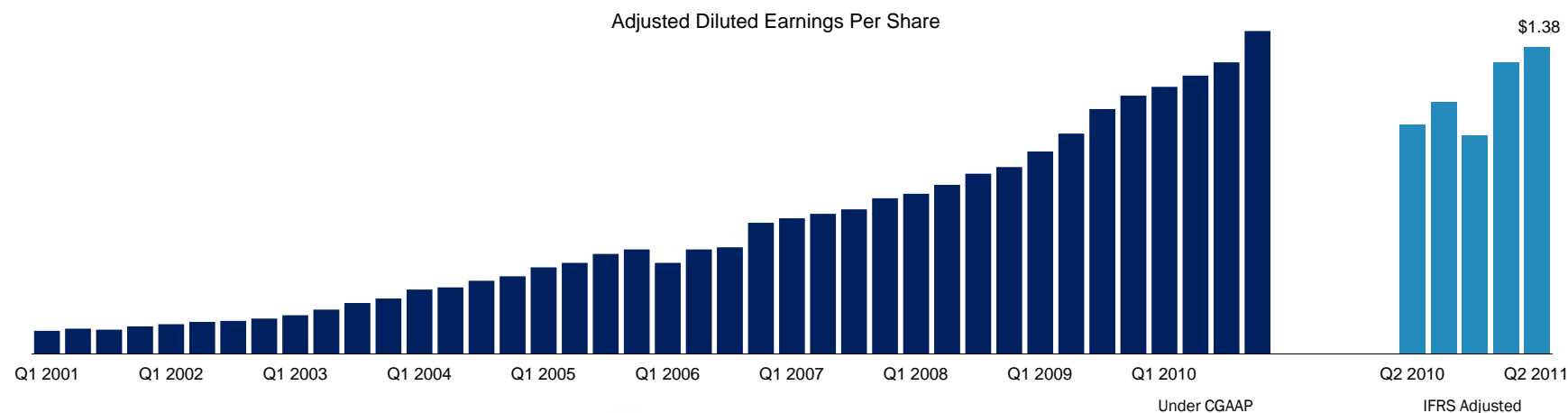
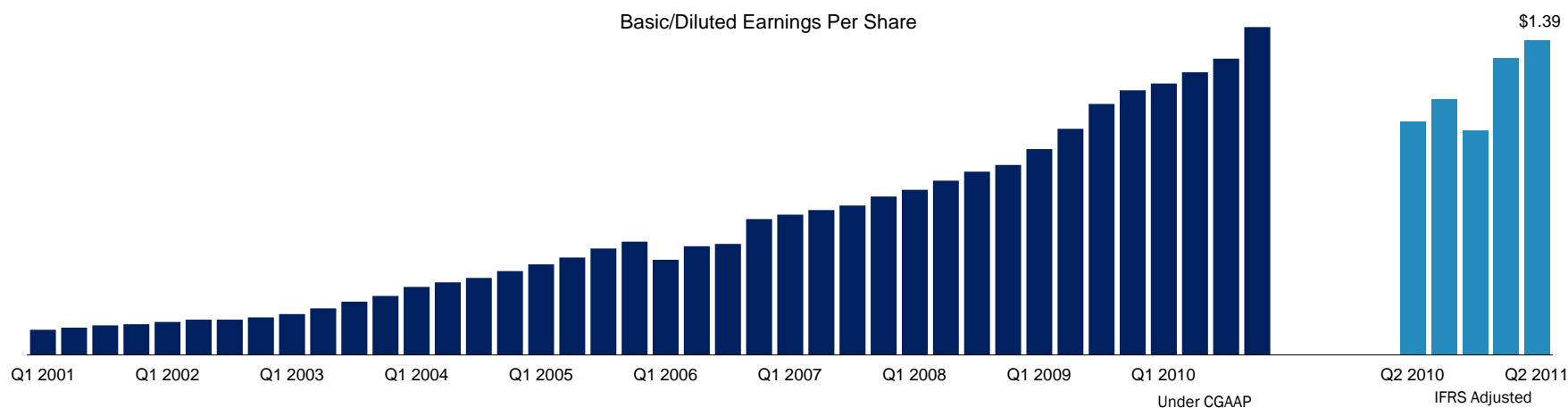
	Q2 2011 Results	Increase vs. Q2 2010	Target 2011
Net Income	\$48.2M	34.5% ▲	15% - 20%
EPS (diluted)	\$1.38	34.0% ▲	15% - 20%
Return on Equity	28.2%	30.4%	20%
Total Assets	\$16.43B	11.8% ¹ ▲	13% - 18%

¹ Annualized growth rate

Increased Basic and Diluted EPS



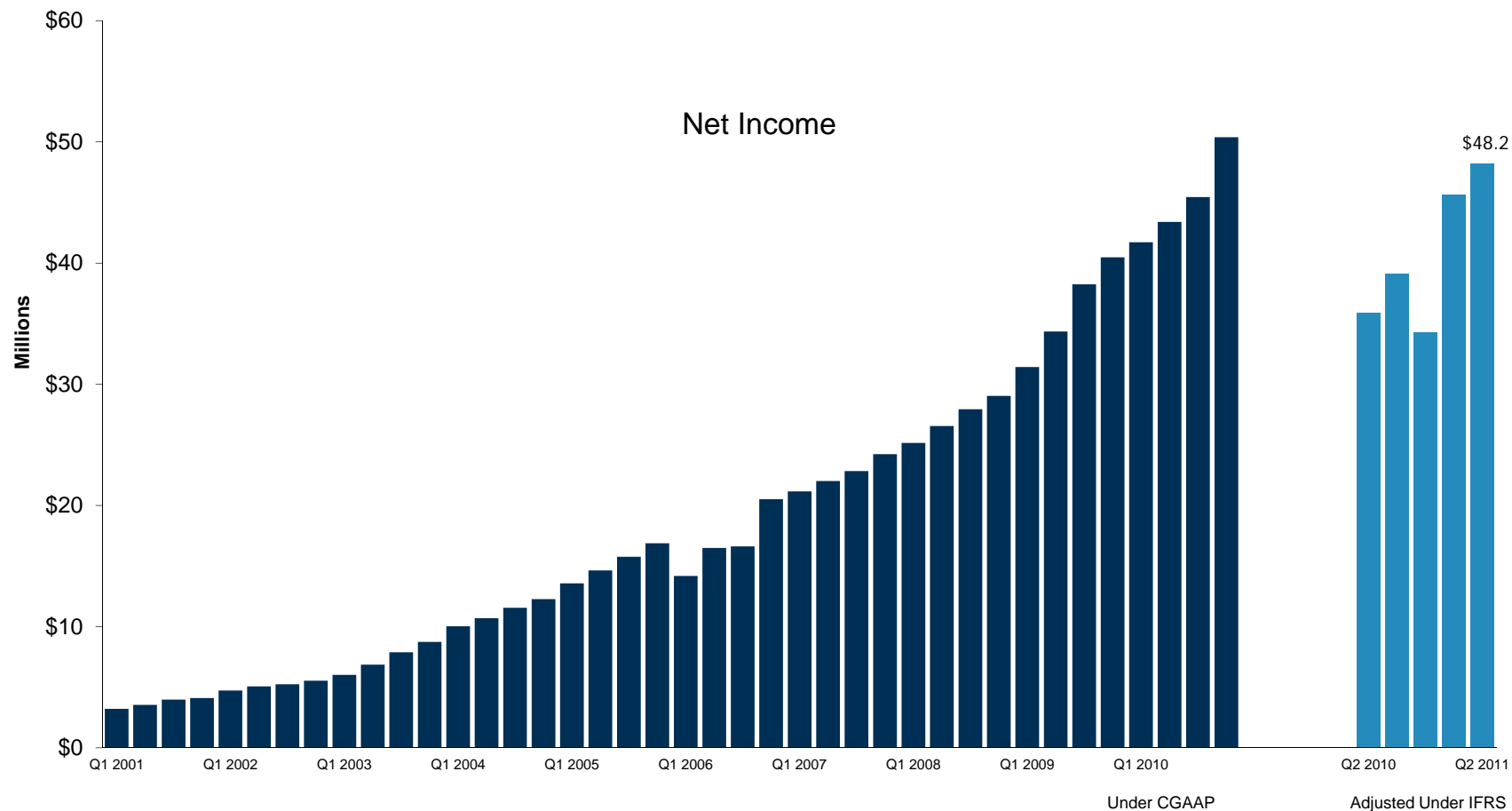
- Strong growth in both basic and diluted earnings per share, approximately doubling the earnings per share every 4 years



Sustainable Earnings Growth



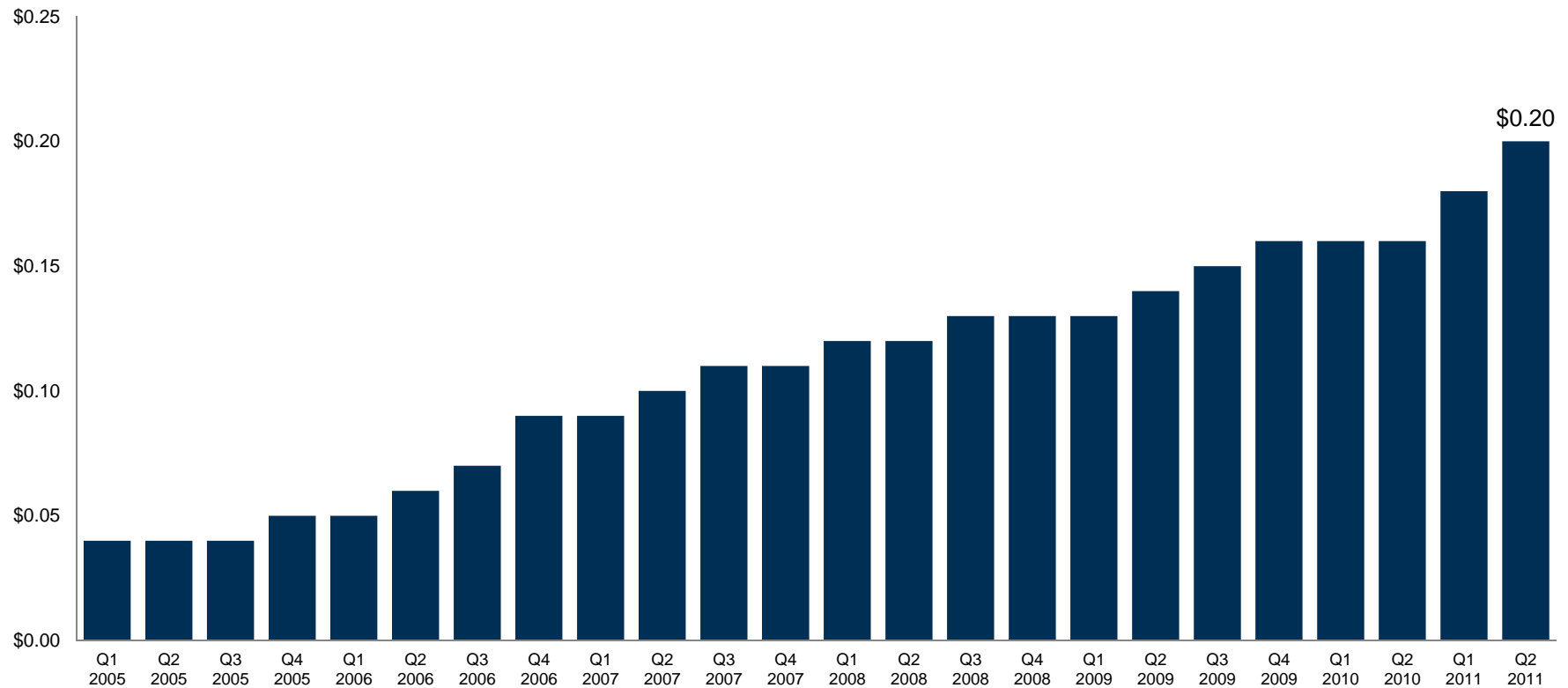
- Continued earnings growth year after year even during challenging economic times



Steady Dividend Increases



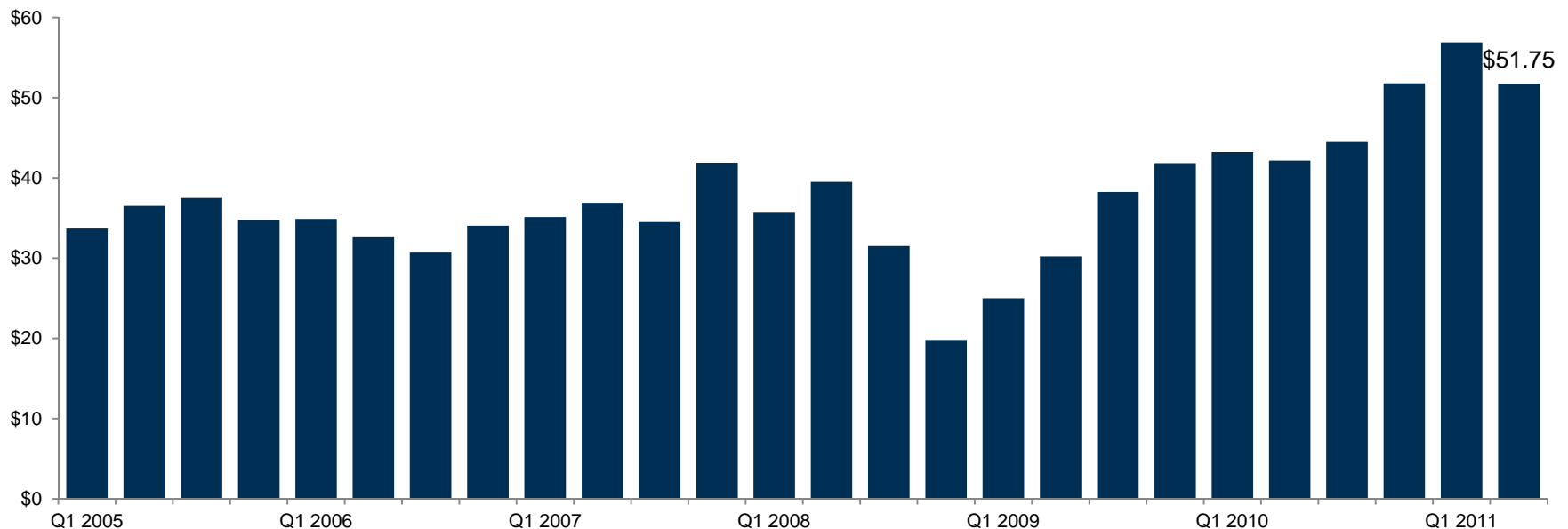
- Home Capital has raised its dividend 7 times since December 2007



Home Capital's Stock Reached a New High in 2011



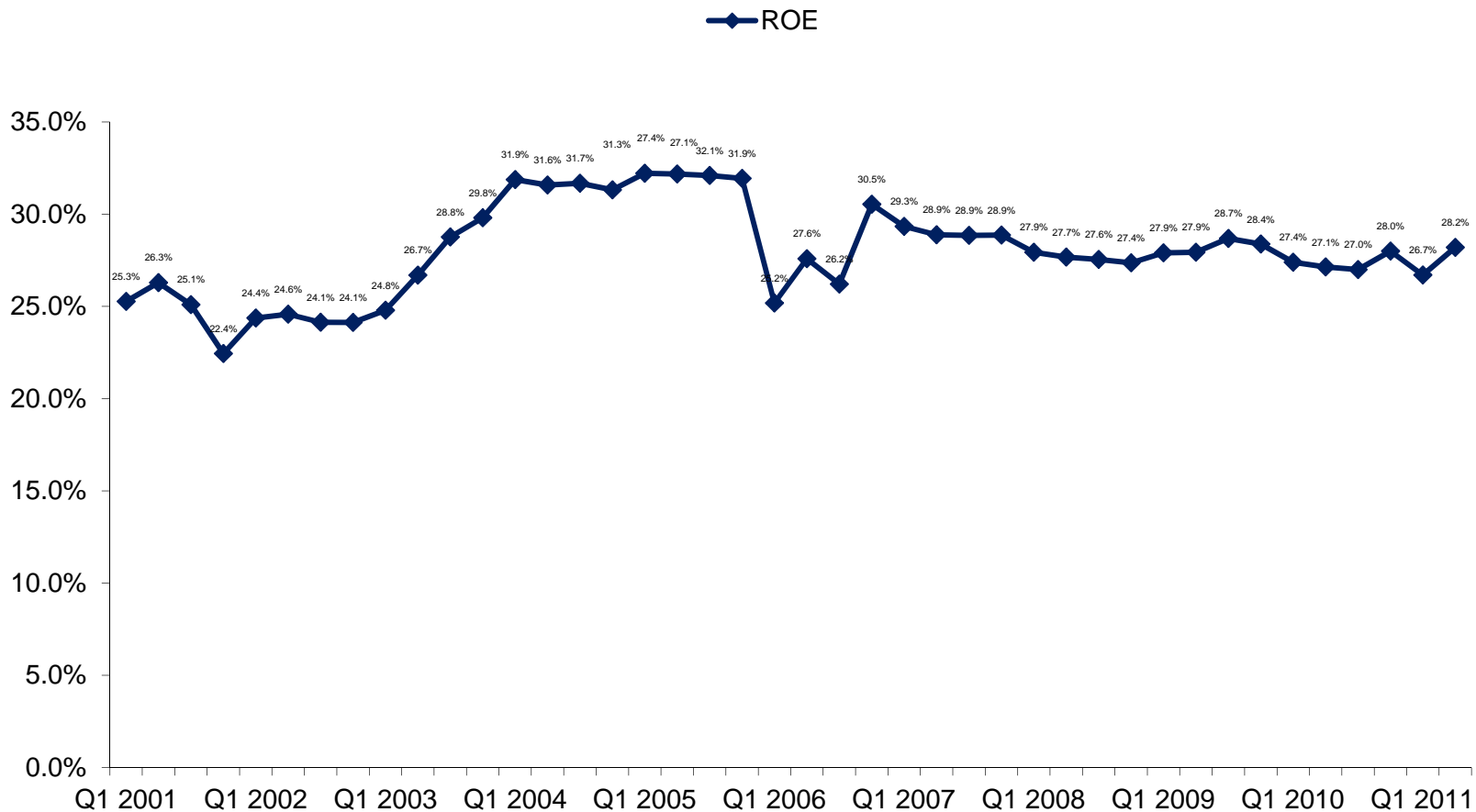
- Home Capital's stock has recovered to pre-2008 levels
- Annual high - \$60.00 – March 2011
- Outperformed TSX Annual Return Index in 5 year compound annual growth
– HCG = 11.33% vs. TSX = 5.67% (from June 30, 2006 to June 30, 2011)



Strong Shareholder Equity



- Superior return on Shareholder Equity – 13 consecutive years over 20% and over 25% during the last 8 years
- Results to date indicate that Home Capital will easily achieve 14 consecutive years over 20% with the last 9 being over 25%

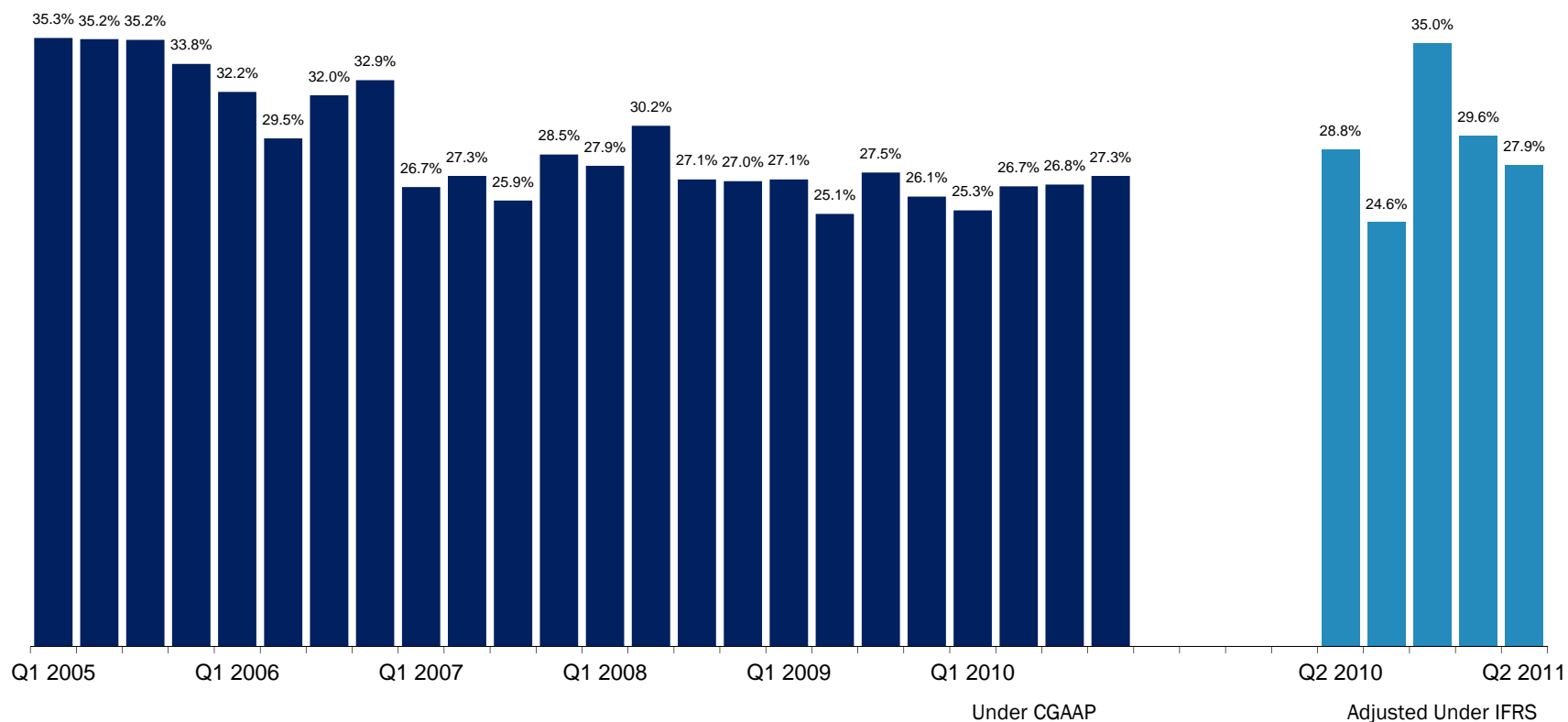


Industry Leading Efficiency Ratio



- Home's efficiency ratio continues to be significantly lower than the Big Banks
- Consistently low efficiency ratio as a result of a cost effective business model

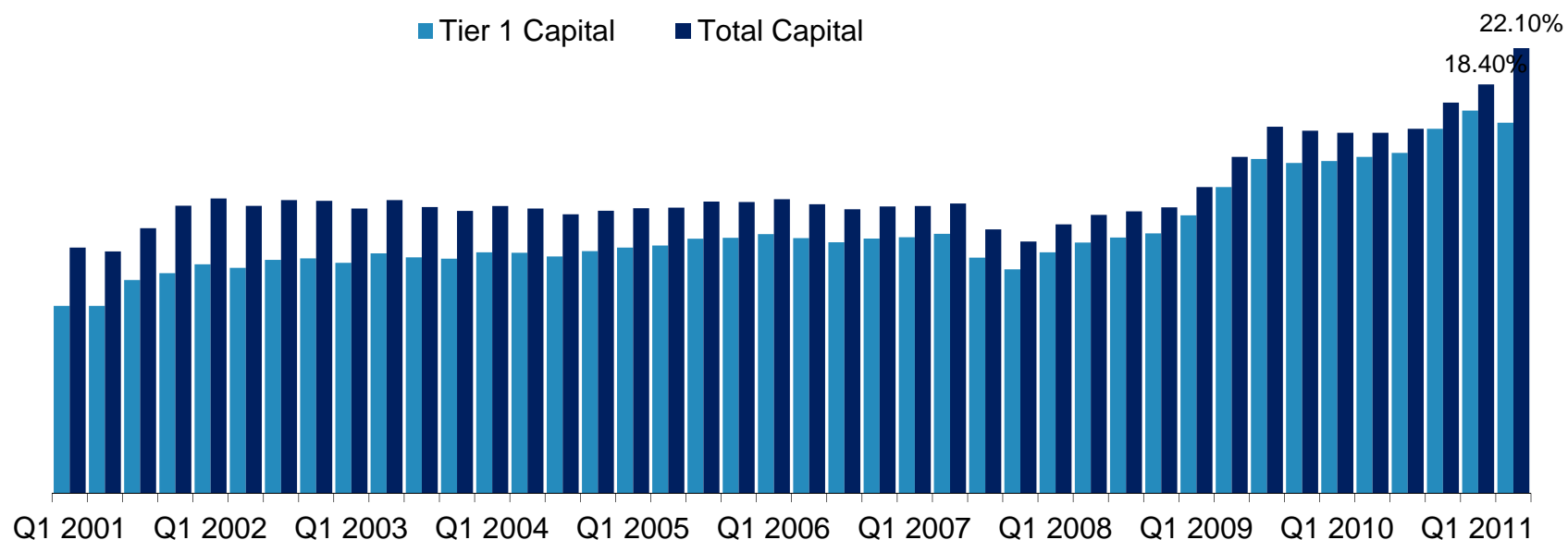
TEB



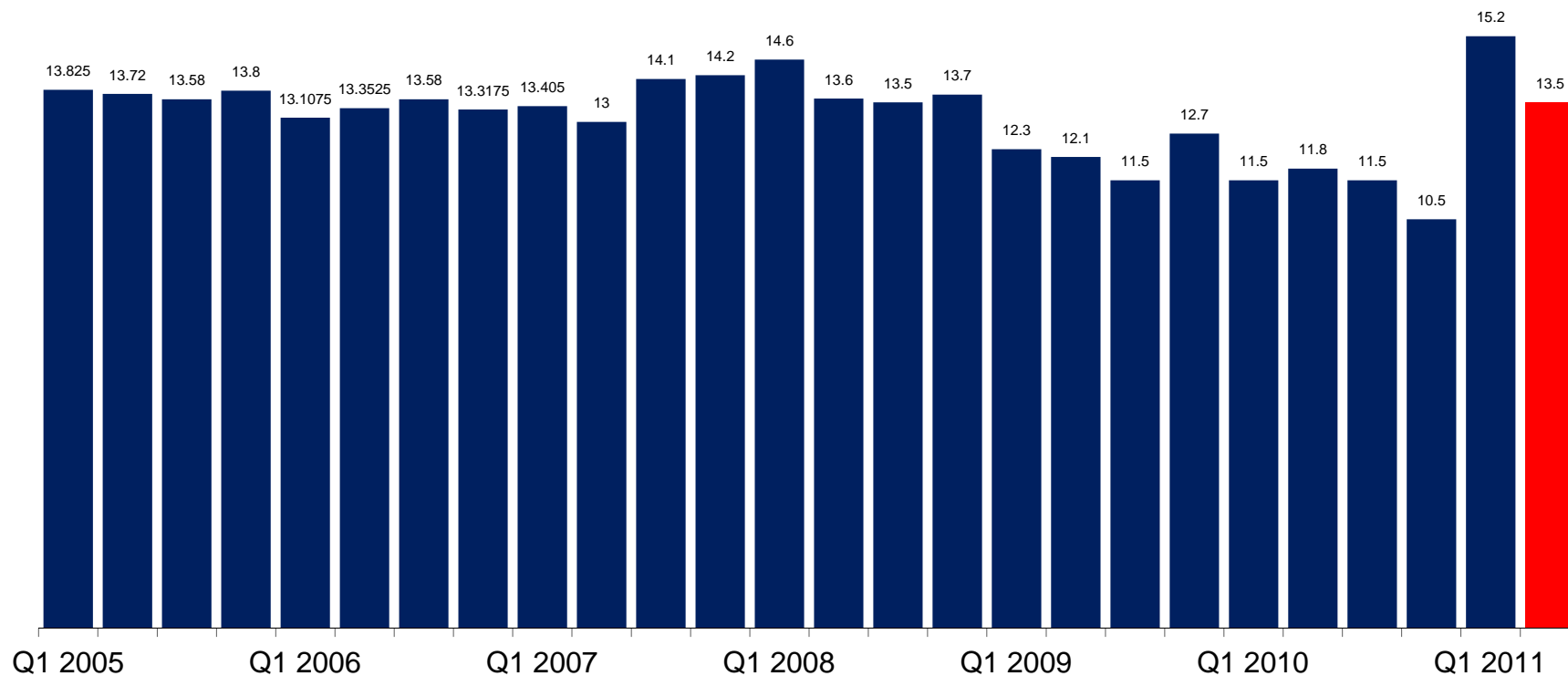
Prudent Capital Management



- Home is an industry leader in capital levels with Tier 1 and Total Capital at 18.4% and 22.1% at the end of Q2 2011
- Prudent capital and liquidity management during a time of economic uncertainty and greater regulatory oversight
- Well positioned for any future regulatory changes or market opportunities



Asset to Capital Multiple

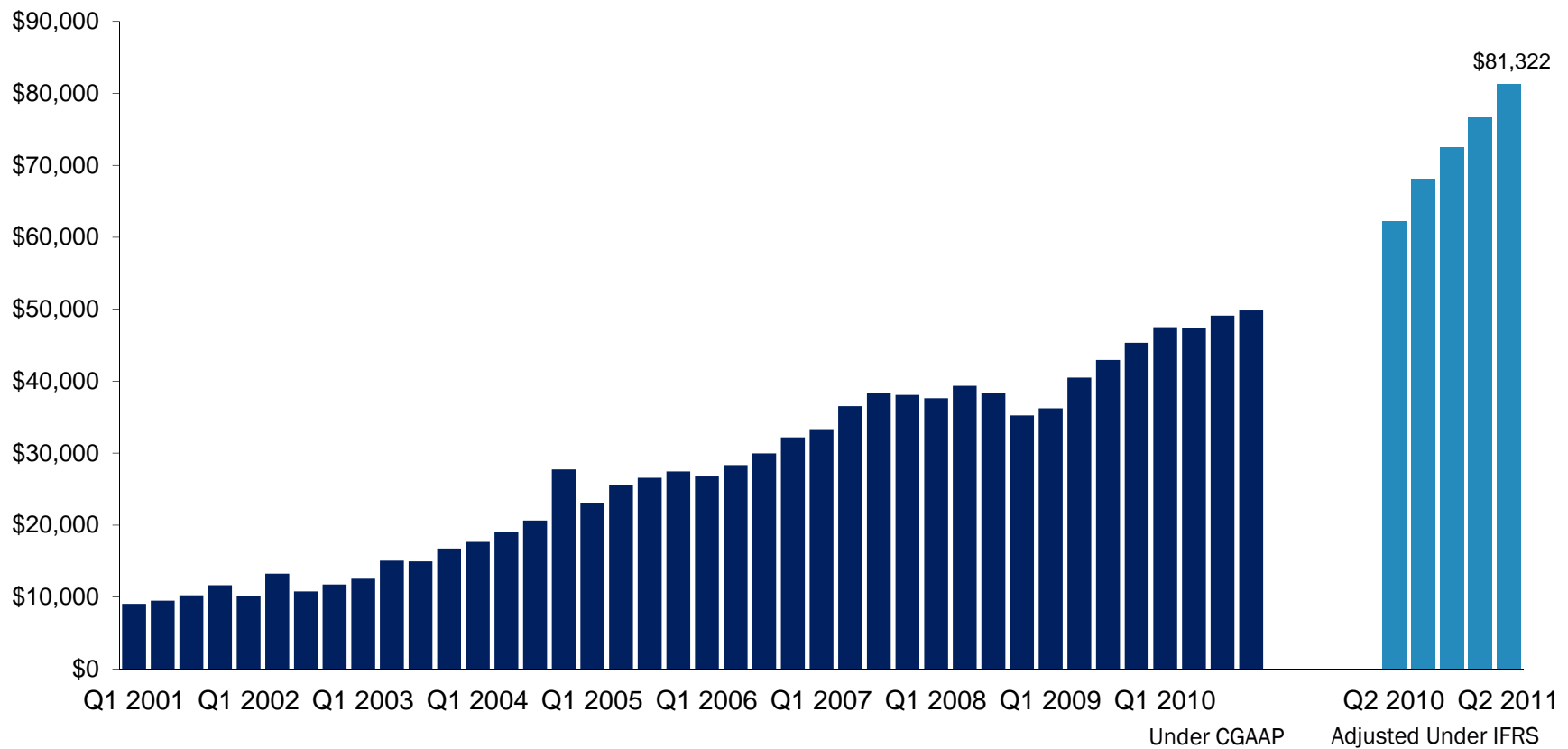


Asset to Capital Multiple of Home Trust Company

Net Interest Income



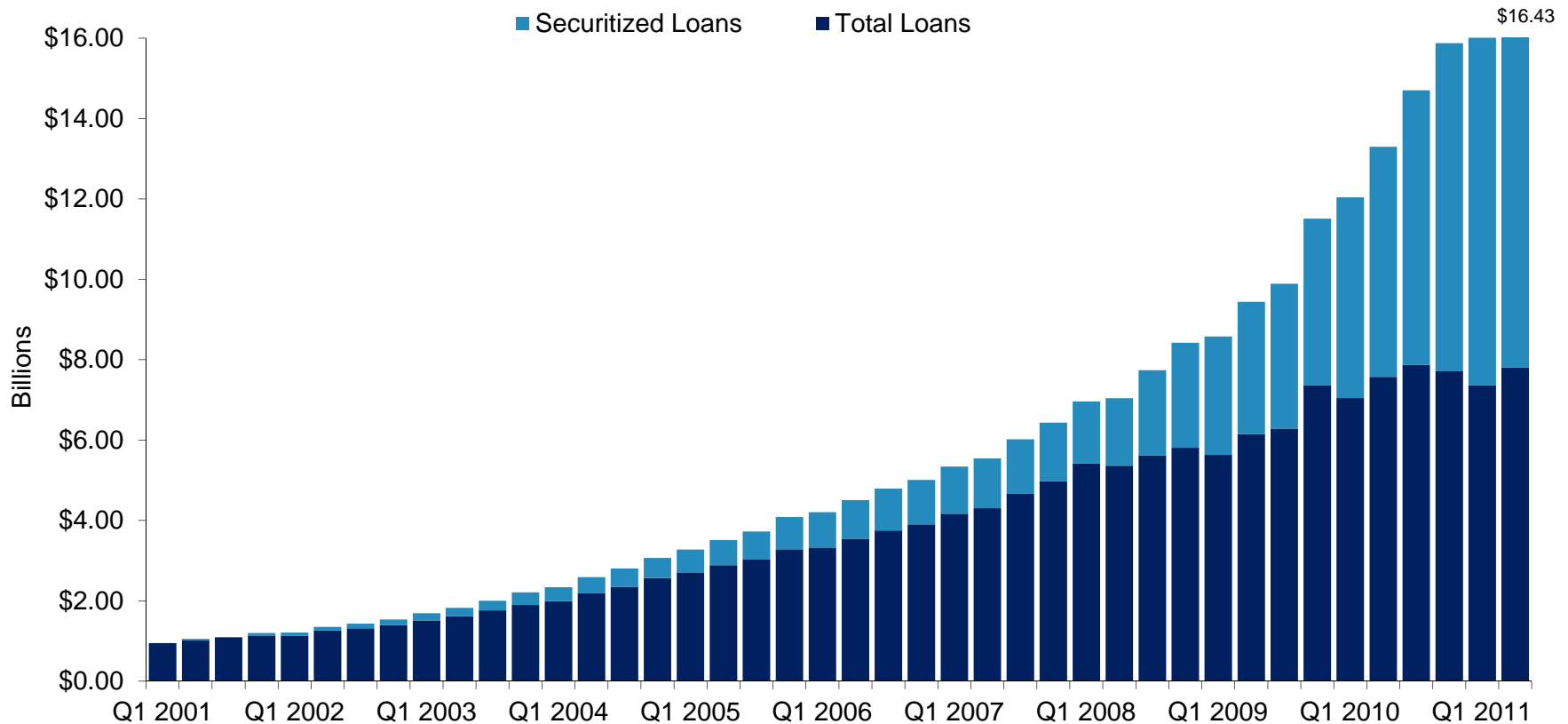
- 30.7% increase in Q2 2011 compared to Q2 2010



Robust Growth in Total Assets



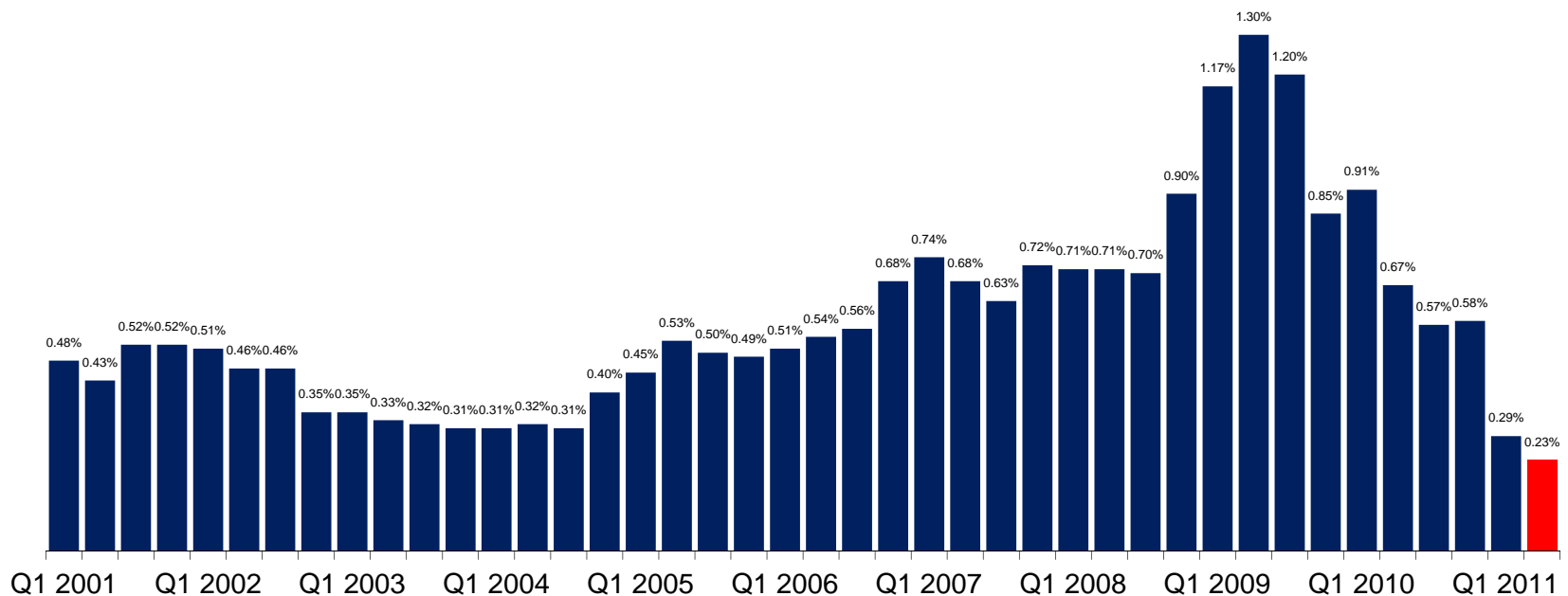
- Core business activities generated strong results, contributing to increasing asset growth



Arrears Rates Comparable to Larger FIs



- Improving arrears due to proactive strategies to tighten underwriting standards and taking into account local market conditions
- Prudent strategies to maintain a high credit quality
- Close monitoring of non performing loans and proactive measures to minimize losses



Arrears rate for 2011 is shown on an IFRS basis.

2011 Objectives and Performance to Date



2011 Objectives		Three Months Ended June 30, 2011 Actual Results	Six Months Ended June 30, 2011 Actual Results
Adjusted Net Income	15%-20%	\$48.2 million, or 34.5% increase over the same period last year	\$93.8 million, or 26.4% increase over the same period last year
Adjusted Diluted Earnings Per Share	15%-20%	\$1.38 per share, or 34.0% increase over the same period last year	\$2.69 per share, or 26.3% increase over the same period last year
Total Assets	13%-18%	\$423.7 million growth over March 31, 2011	\$915.8 million over December 31, 2010, or 11.8% growth on an annualized basis
Total Loans	13%-18%	\$362.4 million growth over March 31, 2010	\$1.23 billion over December 31, 2010, or 17.4% growth on an annualized basis
Return on Shareholders' Equity	20.0%	28.2%	27.5%
Efficiency Ratio (TEB)	28.0% - 34.0%	27.9%	28.6%
Capital Ratios			
Tier 1	Minimum of 13%		18.4%
Tier 2	Minimum of 14%		22.1%
Provision for Loan Losses as a Percentage of Total Loans	0.05% to 0.15%		0.03%

Adjusted Net Income and Adjusted Earnings Per Share

Gains (losses), net of tax, that are associated with unmatched derivative volatility in 2010 and the first quarter of 2011 is adjusted against net income to present adjusted net income.

Outlook for 2011 and beyond



- Assumptions about the performance of the Canadian economy in 2011 and its effect on Home Capital's business are material factors the Company considers when setting its objectives and outlook. In determining expectations for economic growth, both broadly and in the financial services sector, the Company primarily considers historical economic data provided by the Canadian government and its agencies. In setting the outlook for 2011, management's expectations assume:
- The Canadian economy will continue a modest recovery in 2011, but will be heavily influenced by the economic conditions in the US and international markets. Inflation will be within the Bank of Canada's target of 1-3%.
- If economic recovery remains on target, interest rates will begin to increase in 2012 as the Bank of Canada raises its target for the overnight rate. However, interest rates remain low by historical standards.
- The housing market will continue moving towards balanced conditions between supply and demand in most regions. Declining housing starts and flat resale activity on stable prices will show the market cooling off from previous activity levels.
- Unemployment will improve slightly as the economy grows, while a larger labour force marginally offsets job growth. Consumer debt levels will remain serviceable by households.
- Net Interest Margins on core uninsured lending will remain healthy in 2011 through 2012.
- Sound credit quality with actual losses within Home Capital's historical range of acceptable levels.

Media/Investor Relations Contacts



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Upcoming Events

November 3, 2011
Q3 Earnings Release