



Energy for India

## Vedanta Investor and Analysts' MPT Visit 27 September 2012



# Disclaimer



*This material contains forward-looking statements regarding Cairn India and its affiliates, our corporate plans, future financial condition, future results of operations, future business plans and strategies. All such forward-looking statements are based on our management's assumptions and beliefs in the light of information available to them at this time. These forward-looking statements are by their nature subject to significant risks and uncertainties; and actual results, performance and achievements may be materially different from those expressed in such statements. Factors that may cause actual results, performance or achievements to differ from expectations include, but are not limited to, regulatory changes, future levels of industry product supply, demand and pricing, weather and weather related impacts, wars and acts of terrorism, development and use of technology, acts of competitors and other changes to business conditions. Cairn India undertakes no obligation to revise any such forward-looking statements to reflect any changes in Cairn India's expectations with regard thereto or any change in circumstances or events after the date hereof. Unless otherwise stated the reserves and resource numbers within this document represent the views of Cairn India and do not represent the views of any other party, including the Government of India, the Directorate General of Hydrocarbons or any of Cairn India's joint venture partner.*

---

# Overview



## Corporate

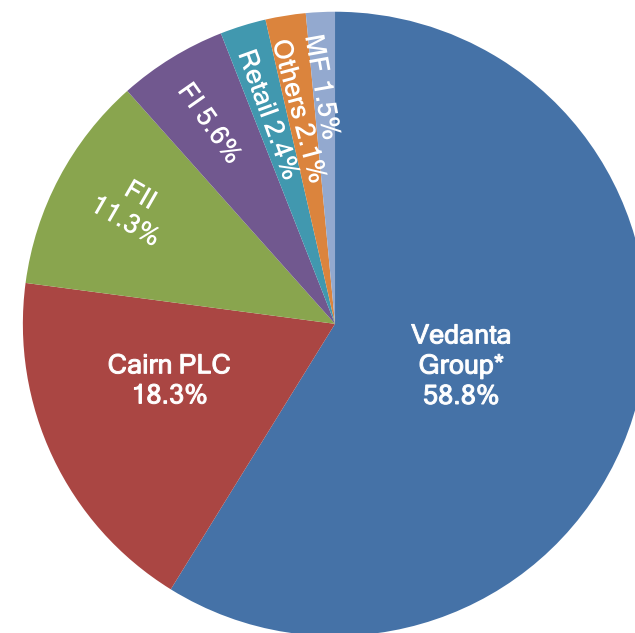
- Amongst top 20 global independent E&P companies; Market Cap >US\$11 bn
- Board comprises 7 members with 4 independents
- Dividend Policy approved by the Board; aim to maintain pay-out at around 20% of annual consolidated net profit

## Operations

- Operate ~20% of India's domestic crude oil production
- Over 1 billion barrels of reserves / resources base
- Diverse international workforce of over 1,300 people

## Vision

- Become a global, world class E&P company
- Establish a diversified and sustainable portfolio
- Deliver long term value to host Governments, local communities and stakeholders



18 September 2012

# World Class Asset Base



## 10 blocks in the Portfolio

### Rajasthan

RJ-ON-90/1# WI 70%

### East Coast

KG-DWN-98/2 WI 10%  
 KG-ONN-2003/1 WI 49%  
 PKGM-1 (Ravva)# WI 22.5%  
 KG-OSN-2009/3\* WI 100%  
 PR-OSN-2004/1\* WI 35%

### West Coast

CB/OS-2# WI 40%  
 MB-DWN-2009/1\* WI 100%

### Sri Lanka

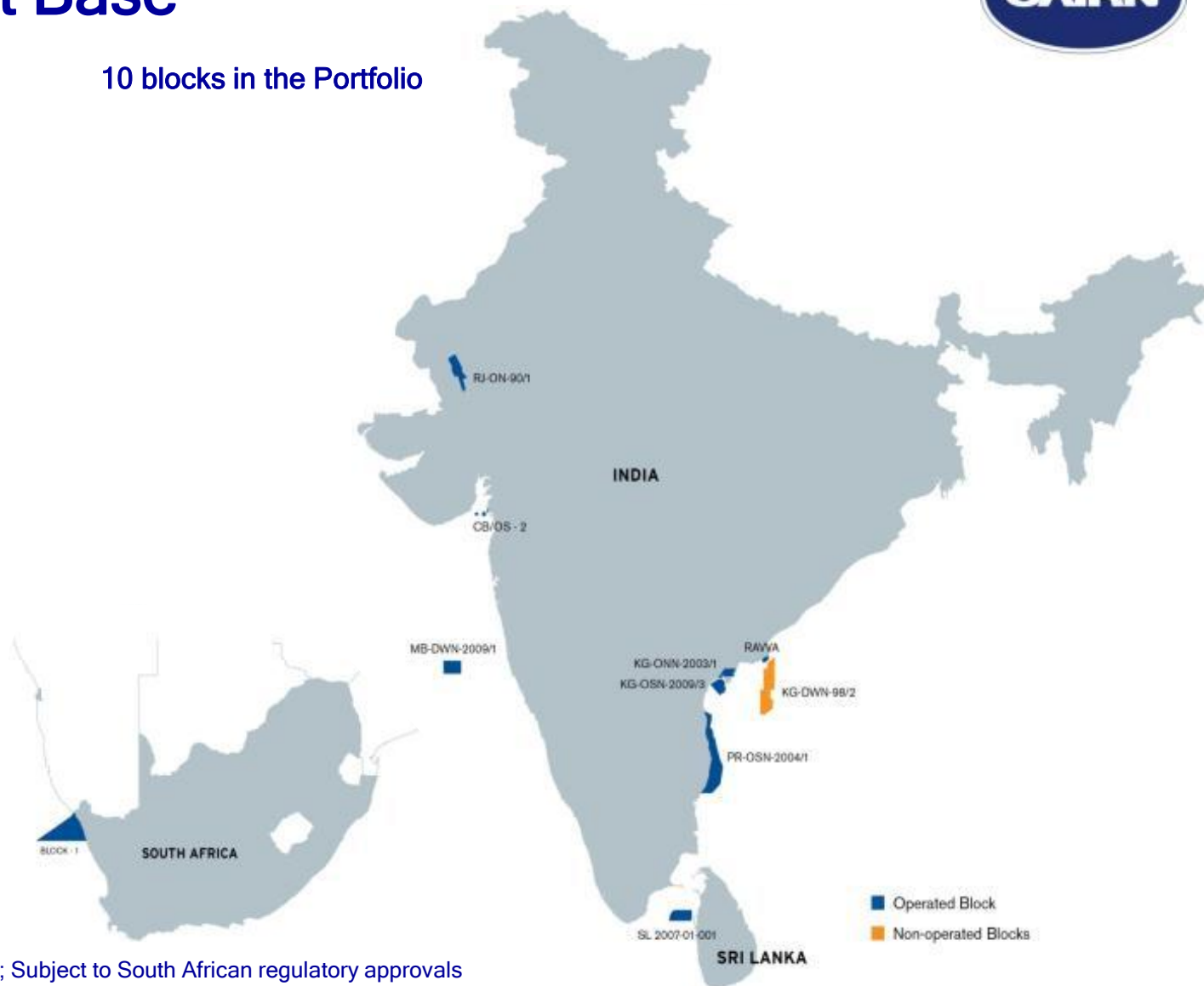
SL 2007-01-001 WI 100%

### South Africa (SA)

Bock 1\*\* WI 60%

# Producing Blocks ; \*Under Force Majeure

\*\* Farm in agreement signed on 16 August 2012; Subject to South African regulatory approvals



Q1 FY 2012-13: Average Daily Gross operated production at 206,963 boe; Cairn (WI - Working Interest) production at 127,226 boe

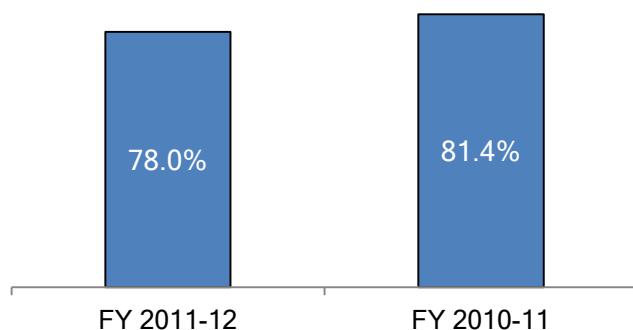
# Financial Highlights



	FY 2011-12	FY 2010-11
<b>Gross Operated Production (boepd)</b>	<b>172,887</b>	<b>149,103</b>
Rajasthan	128,267	100,993
Ravva	36,379	36,942
Cambay	8,242	11,169
Revenue (US\$ m)	2,480	2,255
EBITDA (US\$ m)	1,935	1,835
PAT (US\$ m)	1,660	1,390
CFFO (US\$ m)	1,478	1,391
EPS (INR per share)	41.71	33.35

Company wide Net Capex (US\$ bn)	
Till FY 2011-12	~3.7
FY 2012-13 & FY 2013-14 (E)	~2.0*
Cash Position in US\$ bn as on 30 June, 2012	
Gross Cash	2.2
Debt	(0.2)
Net Cash	1.96

EBITDA Margin (%)



## \* Capex (E) Break-up

- ~60% of the planned capex expected to be spent on the Rajasthan block
  - ~30% on development
  - ~30% on exploration (including Barmer Hill and EOR)
- ~40% in other exploration blocks, Mature asset and New Ventures

# Operational Highlights



- Produced > 100mmbbls from Rajasthan block
- Mangala field ramped up to 150,000 bopd post Gol approval
- Bhagyam field currently producing at ~25,000 bopd; to be ramped up to 40,000 bopd
- Raageshwari and Saraswati fields commenced production; Cumulative production from 4 fields in Rajasthan at ~175,000 bopd
- Significant part of 240,000 bopd to be met from MBA fields in CY 2013
- Aishwariya field development in progress; expected to commence production by end FY 2012-13
- EOR pilot on track, FDP for full field polymer flood in Mangala field submitted to Operating Committee (OC)







Note: In line with the standard industry practice, we expect routine downtime of 3-5% for the MPT facilities

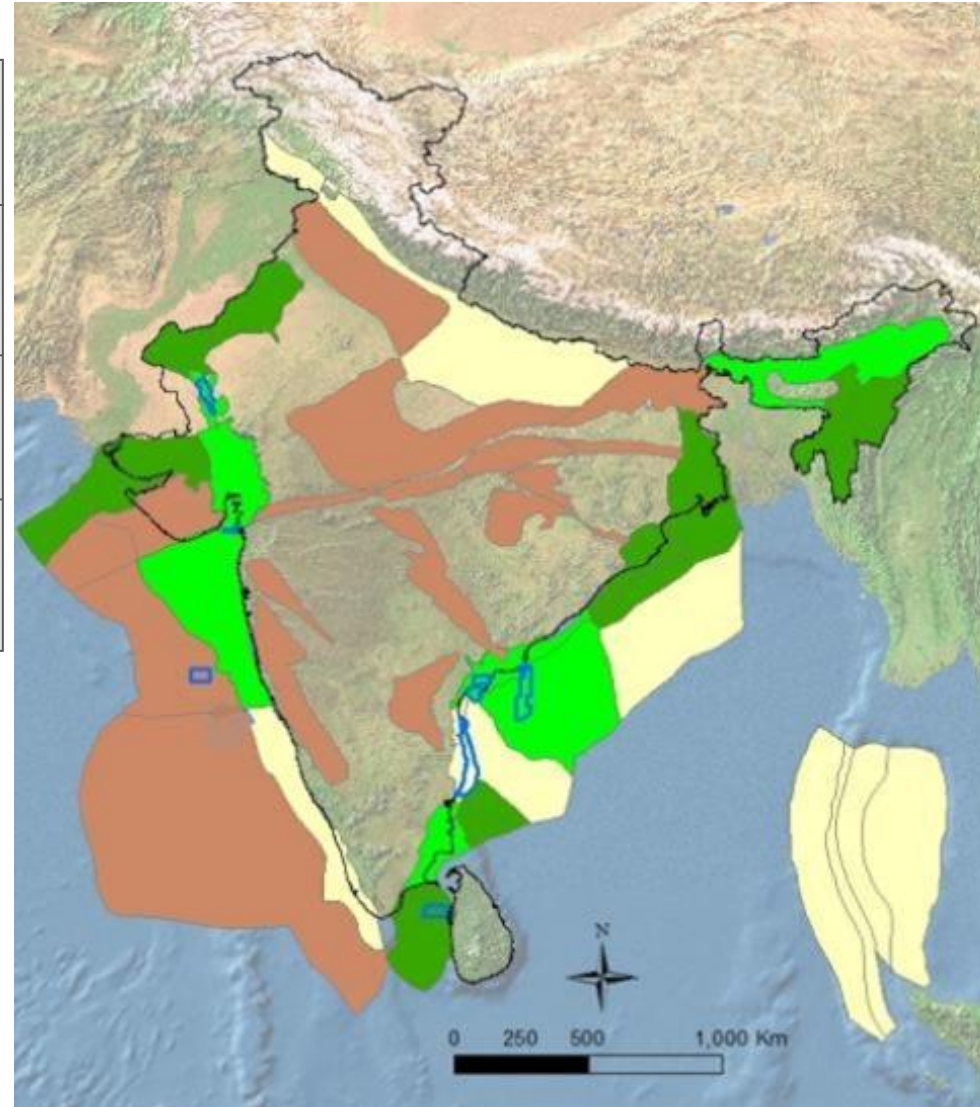




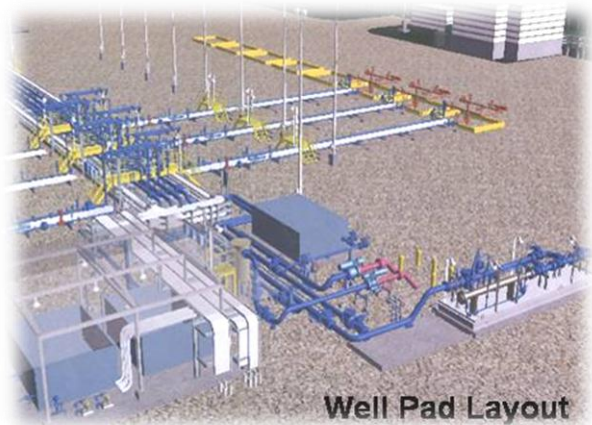
# Exploration Highlights

- Two successive discoveries in the SL block; completed 600 km<sup>2</sup> of 3D seismic
- Largest onshore oil discovery in the KG basin made in KG-ONN block; appraisal activity planned to evaluate size and commerciality
- Significant portfolio growth since IPO; net unrisks prospective resource at ~2.1 bn boe
- Farm-in agreement with PetroSA for offshore 'Block 1' on west coast of South Africa; subject to SA regulatory approval

Basin Type	
Proven	 Producing
	 Emerging
Prospective	 Immature
	 Frontier

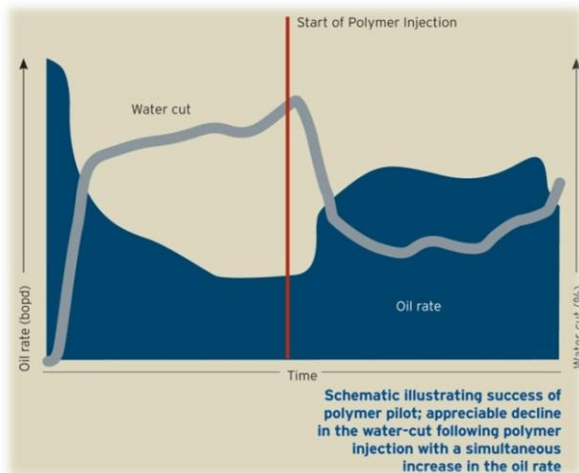


# Leveraging Technology - Critical to Success

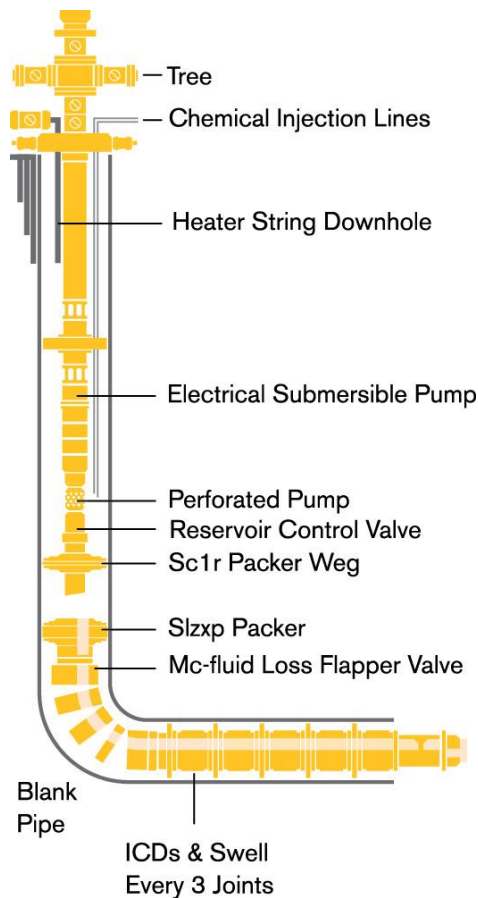


Well Pad Layout

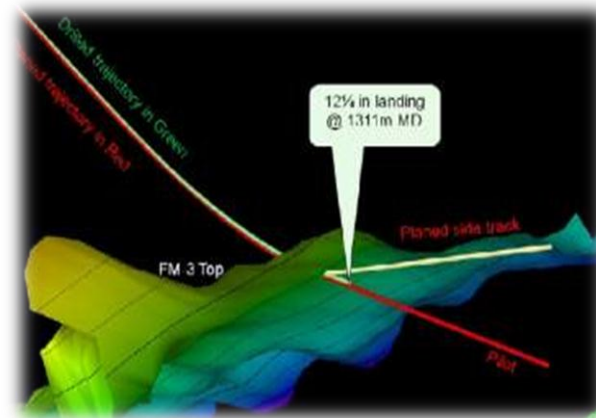
Low-cost development drilling  
 Mobile, State-of-art 'Rapid Rigs'  
 3D Visualization Centre



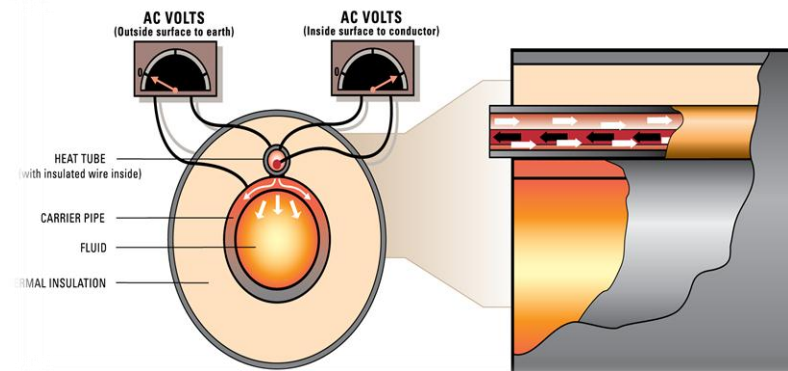
Enhanced Oil Recovery



Horizontal Wells



High technical specification screens  
 Dual artificial lift methods  
 Digital down-hole monitoring



Skin Effect Heat Management System



# CSR Impact: > 250,000 lives touched & > INR 30 Crore invested to date



## Health

- Around 120,000 benefited through Health initiatives (MHV & Health Camps)



## Education

- Around 20,000 students & teachers benefited through various Education initiatives - TiE, English Speaking, adoption of libraries & SoW



## Economic Development

- Over 10,000 individuals linked to Economic empowerment programmes - Skill development programmes, Dairy Development, agriculture advisories through SMS, market linkages through the Agri kiosk initiative



## Infrastructure Support

- Around 50,000 individuals benefit from community Infrastructure - Water harvesting structures, upgradation of hospitals, support to govt. institutions.



## Micro Interventions

- More than 250 villages and 40,000 lives touched to date through Cairn CSR Micro Intervention Programme in the villages held from time to time

**Information Centre** established at Cairn Enterprise Centre to maintain database of Land Contributors & **Engagement Cell** set-up at all major sites to receive community grievances, requests and prompt action on them



# Summary

- Rajasthan
  - Produced more than 100 mn bbls
  - Cumulative production at ~175,000 bopd
  - Delivery to refiners through the world's longest continuously heated and insulated pipeline
  - EOR pilot project on track; FDP for full field polymer flood in Mangala submitted to OC
  - World class resource base, estimated gross in-place resource of 7.3 bn boe; focused on delivery and growth
  - Basin production potential at 300,000 bopd
- Initiatives to slow down the rate of production decline in Ravva and CB
- Low Cost Operator
- Approved Dividend Policy of 20% payout
- Potential commercial interest notification for two discoveries in Sri Lanka submitted
- Plans to evaluate size and commerciality of the KG-ONN-2003/1 discovery through further appraisal activity
- Farm-in agreement\*\* in offshore Block 1, Orange Basin, South Africa with PetroSA; foray beyond the Indian sub-continent

\*\*Closure of transaction subject to South African regulatory approvals

**Investor Relations**

Anurag Pattnaik, DGM - Geology & Investor Relations

Email: [cilir@cairnindia.com](mailto:cilir@cairnindia.com)

M: +91 - 99104 87716

