#### CAIRN INDIA LIMITED

DLF Atria | Phase 2 | Jacaranda Marg | DLF City | Gurgaon 122002 | Haryana | India T: + 91 124 459 3000, 414 1360 | F: + 91 124 414 5612 www.cairnindia.com

9<sup>th</sup> February, 2017



National Stock Exchange of India Ltd.

Listing Department Exchange Plaza, Plot C/1, G Block Bandra Kurla Complex Bandra (E) Mumbai 400 051

Scrip Code: CAIRN

Bombay Stock Exchange Ltd.

Dept. of Corporate Services P. J. Towers Dalal Street Mumbai 400 001

Scrip Code: 532792

Sub: Disclosure under SEBI (Listing Obligations and Disclosure Requirements) Regulations,

Dear Sirs,

Please find below the disclosures under the aforesaid SEBI Regulations:

- 1. Unaudited Financial Results of the Company for the quarter ended 31<sup>st</sup> December, 2016, both standalone and consolidated, as approved by the Board of Directors at its meeting held today. The meeting commenced at 1330 hrs and concluded at 1530 hrs.
- Limited Review Report for unaudited financial results (standalone and consolidated) for the quarter ended 31<sup>st</sup> December, 2016, from our Statutory Auditors, M/s. S.R. Batliboi & Co., Chartered Accountants.
- 3. A copy of the Press Release being issued in respect of the aforesaid financial results.
- 4. Nomination & Remuneration Committee of the Directors, at its meeting held today, has approved cancellation of stock options as per the details provided below:

Sl. No.	Name of the Scheme	No. of options cancelled
1.	Cairn India Employee Stock Option Plan (CIESOP)	309,374
2.	Cairn India Performance Option Plan (CIPOP)	147,213

- 5. A copy of the presentation scheduled to be made at earnings conference call with analysts/ investors later in the day is attached.
- 6. The Board of Directors also appointed Mr. Sandeep Budhiraja, Compliance officer as Compliance officer and Company Secretary of the Company with effect from 9<sup>th</sup> February, 2017.

This is submitted for your information and records.

Thanking you,

Yours faithfully,

For Cairn India Limited

Sudhir Mathur

11 aller

Chief Financial Officer & Acting CEO

Encl: a/a



Golf View Corporate Tower-B Sector-42, Sector Road Gurgaon-122 002, Haryana, India

Tel: +91 124 464 4000 Fax: +91 124 464 4050

#### Limited Review Report

Review Report to The Board of Directors Cairn India Limited

- We have reviewed the accompanying statement of unaudited financial results of Cairn India Limited ('the Company') for the quarter and nine months ended December 31, 2016 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
- We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
- 3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with recognition and measurement principles laid down in the applicable Indian Accounting Standards prescribed under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For S.R. Batliboi & Co. LLP

ICAI Firm registration number: 301003E/E300005

Chartered Accountants

per Naman Agarwat

Partner

Membership No.: 502405

Place: Gurgaon

Date: February 09, 2017



## Cairn India Limited

Registered Office: 1st Floor, Wing C, Unit No. 103, Wing 2, Corporate Avenue, Chakala Andheri (East), Mumbai – 400 093
Corporate Office: DLF Atria, Phase II, Jacaranda Marg, DLF City, Gurgaon – 122 002
Corporate Identification Number: L11101MH2006PLC163934, Website: www.cairnindia.com Phone: +91 124 4593000, +91 22 26434500, Fax: +91 124 4145612; +91 22 66434652

(All amounts are in ₹ crore, unless otherwise stated)

	Statement of Stand		31 December	2016	ind Nine mon	ths ended	
Sr. No.	Particulars	Quarter ended 31 Dec 2016	Preceding quarter ended 30 Sep 2016	Corresponding quarter ended 31 Dec 2015	Nine months ended 31 Dec 2016	Corresponding nine months ended 31 Dec 2015	Previous year end 31 Mar 20
1	Income from operations	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudite
	a) Income from operations						Chaudite
	b) Other operating income	1,144.09	1,082.13	1,124.88	3,227.52	3,726.37	4,649
	Total income from operations (net)	•	-				4,049
2	Expenses Expenses	1,144.09	1,082.13	1,124.88	3,227.52	3,726.37	4,649
	Share of expenses in producing oil and gas blocks	246.89	244.66	207.1		5,120,07	4,049
	b) (Increase)/Decrease in inventories		244.00	287.38	756.58	828.28	1,127
	of finished goods c) Employee benefit expenses	7.18	(12.62)	2.59	(0.32)	0.59	(6.
	d) Depletion, depreciation and	22.13	17.77	34.84	67.81	90.48	96.
	amortization expenses e) Cess on crude oil	367.84	397.78	524.41	1,176.67	1,432.46	1,812.
	f) Exploration costs written off	267.01	249.61	344.45	769.41	1,035.00	1,312.
	g) Other expenses	0.30	-	1.11	0.38	7.69	12.
	Total expenses	31.35	34.07	40.54	107.55	145.03	215.
	Profit / (loss) from operations before	942.70	931.27	1,235.32	2,878.08	3,539.53	4,571.
3	other income, exchange fluctuation, finance costs, tax and exceptional items (1-2)	201.39	150.86	(110.44)	349.44	186.84	77.8
4	a) Other income	335.03	359.37	255.14	1.015.72		
	b) Foreign exchange fluctuation gain / (loss) - net	(21.93)	9.90	(8.22)	(62.78)	(39.48)	1,209.3
	Profit before finance costs, tax and exceptional items (3+4)	514.49	520.13	136.48	1,302.39	969.25	1,261.8
	Finance costs	21.16	13.39	9.84	46.28		
	Profit before tax and exceptional items (5-6)	493.33	506.74	126.64	1,256.11	27.36 941.89	1,214.6
	Exceptional items (refer note 6)  Profit before tax (7-8)	-					
	Tax expense / (credit)	493.33	506.74	126.64	1,256.11	941.89	783.1
	Net Profit for the period (9-10)	108.91	33.69	19.96	143.98	209.59	431.50
	Other Comprehensive Income/(loss)	384.42	473.05	106.68	1,112.13	732.30	(54.82
	Total Comprehensive Income for	146.58	(61.68)	34.84	249.54	441.37	486.32
_ t	the period (11 + 12) Paid-up equity share capital	531.00	411.37	141.52	1,361.67	1,173.67	958.06
(	Face value of ₹ 10 each)	1,875.86	1.875.71	1,874.86	1,875.86	1,874.86	1.071.04
a (	Earnings per share (in ₹) face value of share ₹10 each) (not nnualized): ) Basic					1,074.00	1,874.86
_	) Diluted	2.05	2.52	0.57	5.93	2.01	12020
_		2.05	2.52	0.57	5.92	3.91	2.59
- C	Basic (before exceptional item)	2.05	2.52	0.57	5.93	3.89	2.59
d	) Diluted (before exceptional item)	2.05	2.52	0.57	5.92	3.91	5.33

#### Notes:-

- 1. The Company has adopted Indian Accounting Standard ("Ind AS") and accordingly these financial results have been prepared in accordance with the recognition and measurement principles laid down in the Ind AS 34 Interim Financial Reporting prescribed under Section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder. The date of transition to Ind AS is 1 April 2015. The impact of transition has been accounted for in opening reserves and the comparative periods have been restated accordingly. However, the opening balance sheet as at 1 April 2015 and the results for the subsequent periods would get finalized along with the annual financial statements for the year ended 31 March 2017.
- 2. The reconciliation of Net Profit/(loss) as previously reported (referred to as 'Previous GAAP') and the total comprehensive income as per Ind AS is as per the table below-

Particulars	Corresponding quarter ended 31 Dec 2015	Corresponding nine months ended 31 Dec 2015	Previous year ended 31 Mar 2016
Net Profit / (Loss) under Previous GAAP	(9.85)	506.33	853.53
Effect of change in depletion, depreciation and amortisation expense due to change in accounting policy	(62.61)	(66.65)	(223.03)
Effect of change in exploration cost written off due to change in accounting policy	37.38	113.03	126.66
Effect of measuring investments at fair value through profit and loss	171.09	407.07	295.94
Effect of unwinding of site restoration liability	(7.44)	(21.58)	(29.34)
Effect of change in foreign exchange fluctuation gain / (loss)	(15.37)	(84.39)	(115.44)
Effect of change in Inventory due to change in depletion, depreciation and amortisation	(11.82)	(22.78)	(14.94)
Effect of reversal of impairment charge due to differences in carrying value of underlying assets	-	-	(502.63)
Effect of actuarial gain / (loss) on employee defined benefit funds recognised in Other Comprehensive Income	(3.89)	2.92	0.97
Effect of deferred tax (charge) / credit on above adjustments	9.19	(101.65)	94.60
Net Profit as per Ind AS	106.68	732.30	486.32
Other Comprehensive Income (including foreign currency translation reserves)	34.84	441.37	471.74
Total Comprehensive Income as per Ind AS	141.52	1,173.67	958.06

- The above unaudited financial results for the quarter ended 31 December 2016 have been subjected to limited review by the statutory auditors and reviewed and recommended by the Audit Committee and approved by the Board of Directors at their meeting held on 09 February 2017.
- 4. The individual items in the above financial results are net of amounts cross charged to oil and gas blocks where the Company is the operator. The Company's share of such net expenses in oil and gas blocks is treated as exploration, development or production costs, as the case may be.
- 5. During the current quarter 149,401 additional equity shares were issued on exercise of stock options by the employees of the Cairn India Limited.
- 6. Due to decline in crude oil prices in the international market, the Company had during the year ended 31 March 2016, recorded an impairment on the carrying value of some of its non-producing oil and gas assets aggregating to ₹ 783.17 crore. The same is disclosed as an exceptional item for the year ended 31 March 2016.
- 7. The Company operates in only one segment i.e. "Oil and Gas".





8. On 22 July 2016, Cairn India Limited and Vedanta Limited revised the terms of the proposed merger between Cairn India Limited and Vedanta Limited which was initially announced on 14 June 2015. As per the revised terms, upon the merger becoming effective, non-controlling i.e. public shareholders of Cairn India Limited will receive for each equity share held, one equity share in Vedanta Limited of face value ₹ 1 each and four 7.5% Redeemable Preference Shares in Vedanta Limited with a face value of ₹10 each. No shares will be issued to Vedanta Limited or any of its subsidiaries for their shareholding in Cairn India Limited.

NSE and BSE have provided their 'No Objection' to the proposed merger and shareholders of Cairn India Limited, Vedanta Limited and Vedanta Resources Plc and the secured and unsecured creditors of Vedanta Limited have approved the Scheme with requisite majority. The Scheme is now subject to the approval of the National Company Law Tribunal and other regulatory authorities.

For and on behalf of the Board of Directors

Place: Gurgaon

Date: 09 February 2017

Navin Agarwal Chairman







Golf View Corporate Tower-B Sector-42, Sector Road Gurgaon-122 002, Haryana, India

Tel: +91 124 464 4000 Fax: +91 124 464 4050

#### Limited Review Report

Review Report to The Board of Directors Cairn India Limited

- 1. We have reviewed the accompanying statement of unaudited consolidated financial results of Cairn India Limited ('the Company') and its subsidiaries (together, 'the Group'), for the quarter and nine months ended December 31, 2016 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
- 2. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
- 3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited consolidated financial results prepared in accordance with recognition and measurement principles laid down in the applicable Indian Accounting Standards prescribed under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For S.R. Batliboi & Co. LLP

ICAI Firm registration number: 301003E/E300005

Chartered Accountants

per Naman Agarwal

Partner

Membership No.: 502405

Place : Gurgaon

Date: February 09, 2017



## Cairn India Limited

Registered Office: 1st Floor, Wing C, Unit No. 103, Wing 2, Corporate Avenue, Chakala Andheri (East), Mumbai – 400 093 Corporate Office: DLF Atria, Phase II, Jacaranda Marg, DLF City, Gurgaon – 122 002 Corporate Identification Number: L11101MH2006PLC163934, Website: www.cairnindia.com Phone: +91 124 4593000, +91 22 26434500, Fax: +91 124 4145612; +91 22 66434652

(All amounts are in ₹ crore, unless otherwise stated)

Sr.	Particulars	Quantan	31 December				
No.		Quarter ended 31 Dec 2016	Preceding quarter ended 30 Sep 2016	Corresponding quarter ended 31 Dec 2015	Nine months ended 31 Dec 2016	Corresponding nine months ended 31 Dec 2015	Previo year endo 31 Mar 20
1	Income from operations	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited
-	a) Income from operations						
	b) Other operating income	2,149.36	2,038.59	2,039.49	6,073.06	6,908.74	8,625.:
		-	- 1-	-		-	
2	Total income from operations (net)	2,149.36	2,038.59	2,039.49	6,073.06	6,908.74	8,625.5
	Expenses						3,0201
	a) Share of expenses in producing oil and gas blocks	464.42	464.48	543.52	1,433.96	1,547.35	2.093.4
	b) (Increase)/Decrease in inventories of finished goods	11.77	(18.60)	1.26	0.27	(11.36)	(20.86
	c) Employee benefit expenses	22.44	17.81	35.50	69.16	91.90	00.1
	d) Depletion, depreciation and amortization expenses	726.03	781.82	1,012.02	2,318.09	2,780.26	98.1 3,522.7
	e) Cess on crude oil	529.95	495.06	684.24	1,526.39	2,053.34	2,604.9
	f) Exploration costs written off	1.77	1.11	4.74	4.20	19.78	
	g) Other expenses	35.27	39.61	64.24	122.55	175.91	29.3
	Total expenses	1,791.65	1,781.29	2,345.52	5,474.62	6,657.18	251.7
3	Profit / (loss) from operations before other income, exchange fluctuation, finance costs, tax and exceptional items (1-2)	357.71	257.30	(306.03)	598.44	251.56	8,579.5 46.0
4	a) Other income	523.93	534.92	392.68	1,587.24	1,203.86	1.720.0
	b) Foreign exchange fluctuation gain / (loss) - net	(78.88)	64.39	(46.22)	(139.28)	(242.90)	1,730.8.
5	Profit before finance costs, tax and exceptional items (3+4)	802.76	856.61	40.43	2,046.40	1,212.52	1,540.24
6	Finance costs	28.99	19.28	15.88	66.21	44.36	
7	Profit before tax and exceptional items (5-6)	773.77	837.33	24.55	1,980.19	1,168.16	1,469.43
8	Exceptional items (refer note 6)	-	-				
9	Profit before tax (7-8)	773.77	837.33	24.55	1,980.19	1,168.16	1,026.34
	Tax expense / (credit)	170.04	58.63	(16.35)	238.20		443.09
1	Net Profit for the period (9-10)	603.73	778.70	40.90	1,741.99	300.40 867.76	139.39
	Other Comprehensive Income/(loss)	595.89	(307.87)	136.04	971.90	1,574.75	303.70
	Total Comprehensive Income for the period (11 + 12)	1,199.62	470.83	176.94	2,713.89	2,442.51	1,633.22
'	Paid-up equity share capital (Face value of ₹ 10 each)	1,875.86	1,875.71	1,874.86	1,875.86	1,874.86	1,874.86
	Earnings per share (in ₹) (face value of share ₹10 each) (not annualized):						
_	n) Basic	3.22	4.15	0.22	9.29	4.63	1.62
	p) Diluted	3.21	4.14	0.22	9.27	4.62	1.62
(	Basic (before exceptional item)     Diluted (before exceptional item)	3.22	4.15	0.22	9.29		1.62
9	Diluted (before exceptional item)	3.21	4.14	0.22	9.29	4.63	5.65

#### Notes:-

- 1. The Group has adopted Indian Accounting Standard ("Ind AS") and accordingly these financial results have been prepared in accordance with the recognition and measurement principles laid down in the Ind AS 34 Interim Financial Reporting prescribed under Section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder. The date of transition to Ind AS is 1 April 2015. The impact of transition has been accounted for in opening reserves and the comparative periods have been restated accordingly. However, the opening balance sheet as at 1 April 2015 and the results for the subsequent periods would get finalized along with the annual financial statements for the year ended 31 March 2017.
- The reconciliation of Net Profit /(loss) as previously reported (referred to as 'Previous GAAP') and the total comprehensive income as per Ind AS is as per the table below-

Particulars	Corresponding quarter ended 31 Dec 2015	Corresponding nine months ended 31 Dec 2015	Previous year ended 31 Mar 2016
Net Profit / (Loss) under Previous GAAP	8.69	1,516.34	(9,431.88)
Effect of change in depletion, depreciation and amortisation expense due to change in accounting policy	(119.02)	(146.31)	(415.59)
Effect of change in exploration cost written off due to change in accounting policy	67.79	203.38	230.66
Effect of measuring investments at fair value through profit and loss	250.75	559.91	436.69
Effect of unwinding of site restoration liability	(12.39)	(35.84)	(48.72)
Effect of change in foreign exchange fluctuation gain / (loss)	(94.03)	(851.03)	(946.01)
Effect of change in Inventory due to change in depletion, depreciation and amortisation	(23.96)	(41.58)	(27.73)
Effect of reversal of impairment charge due to differences in carrying value of underlying assets			10,647.46
Effect of actuarial gain / (loss) on employee defined benefit funds recognised in Other Comprehensive Income	(3.89)	2.92	0.96
Effect of deferred tax (charge) / credit on above adjustments	(33.04)	(340.03)	(142.14)
Net Profit as per Ind AS	40.90	867.76	303.70
Other Comprehensive Income (including foreign currency translation reserves)	136.04	1,574.75	1,633.22
Total Comprehensive Income as per Ind AS	176.94	2,442.51	1,936.92

- The above unaudited financial results for the quarter ended 31 December 2016 have been subjected to limited review by the statutory auditors and reviewed and recommended by the Audit Committee and approved by the Board of Directors at their meeting held on 09 February 2017.
- 4. The individual items in the above financial results are net of amounts cross charged to oil and gas blocks where the Group is the operator. The Group's share of such net expenses in oil and gas blocks is treated as exploration, development or production costs, as the case may be.
- 5. During the current quarter 149,401 additional equity shares were issued on exercise of stock options by the employees of the Cairn India Group.
- 6. Due to decline in crude oil prices in the international market, the Group had during the year ended 31 March 2016, recorded an impairment on the carrying value of some of its non-producing oil and gas assets aggregating to ₹ 1,026.34 crore. The same is disclosed as an exceptional item for the year ended 31 March 2016.
- 7. The Group operates in only one segment i.e. "Oil and Gas".





8. On 22 July 2016, Cairn India Limited and Vedanta Limited revised the terms of the proposed merger between Cairn India Limited and Vedanta Limited which was initially announced on 14 June 2015. As per the revised terms, upon the merger becoming effective, non-controlling i.e. public shareholders of Cairn India Limited will receive for each equity share held, one equity share in Vedanta Limited of face value ₹ 1 each and four 7.5% Redeemable Preference Shares in Vedanta Limited with a face value of ₹10 each. No shares will be issued to Vedanta Limited or any of its subsidiaries for their shareholding in Cairn India Limited.

NSE and BSE have provided their 'No Objection' to the proposed merger and shareholders of Cairn India Limited, Vedanta Limited and Vedanta Resources Plc and the secured and unsecured creditors of Vedanta Limited have approved the Scheme with requisite majority. The Scheme is now subject to the approval of the National Company Law Tribunal and other regulatory authorities.

For and on behalf of the Board of Directors

Place: Gurgaon

Date: 09 February 2017





Navin Agarwal Chairman



9<sup>st</sup> February, 2017

For Immediate Release

#### Cairn India Limited

## EBITDA at ₹ 1,067 crore is the highest in past 6 quarters Quarterly Financial Results for the period ended 31<sup>st</sup> December, 2016

#### **Financial Highlights**

- Revenue at ₹ 2,149 crore; up 5% QoQ
- EBITDA at ₹ 1,067 crore; up 3% QoQ
- Net profit at ₹ 604 crore; down 22% QoQ primarily due to forex loss on rupee depreciation
- Strong free cash flow of ₹ 1,469 crore in subdued oil price environment; solid Cash and Cash Equivalents position of ₹ 25,975 crore

#### **Operational Highlights**

- Average gross oil and gas production across assets firm at 182 kboepd, in-line with expectation considering execution of the planned maintenance shutdown at Rajasthan
- Mangala EOR continues excellent performance; additional production from polymer injection increases further from ~52 kboepd to ~55 kboepd
- RJ water-flood operating cost remains low at US\$ 4.3/boe; blended operating cost also competitive at US\$ 6.3/boe

#### **Development / Exploration Highlights**

- RDG Phase-1: All 15 new wells are online; Phase-2: Tendering for new terminal and rig on track
- Aishwariya EOR FDP submitted to the JV partner, polymer injectivity test planned in Q4 FY17, first polymer injection expected in Q1 FY19
- Bhagyam EOR Polymer injectivity test commenced in October 2016, revised FDP to be submitted in Q4 FY17, first polymer injection expected in Q4 FY19
- Aishwariya Barmer Hill >25% reduction in capex to US\$ 220 million for EUR of 30 mmbbls; Stage-1: Production from appraisal wells expected in Q1 FY18; Stage-2: Project execution expected to begin in FY18
- Palar-Pennar Commencing exploratory drilling in February
- Rajasthan Completed processing of 3D seismic data for 'Air Field South' and DP





#### **Corporate and Regulatory Developments**

- The proposed merger of Vedanta Limited and Cairn India was approved by all sets of shareholders in September 2016 and we expect the transaction to complete in the first quarter of CY2017.
- The PSC extension writ is *sub judice* in the Hon'ble High Court of Delhi.
- With respect to the crude export writ, Cairn has filed an appeal before the Division Bench of the High Court.
- DGH has initiated consultation process to formulate National Data Repository (NDR) policy for data sharing, accessibility and dissemination. NDR will facilitate promotion and regulation of hydrocarbon exploration and development activities in India.

#### Mr. Sudhir Mathur, Acting CEO of Cairn India commented:

We have made use of the challenging oil price environment to achieve competitive returns even at Brent US\$ 40 per barrel for planned projects. We are in active discussions with world class oil field services companies to partner for the end to end outsourcing of certain projects. This would help us further optimize costs, expedite project execution through better vendor coordination, and act as a force multiplier, allowing us to target a larger number of projects simultaneously.

The alignment between OPEC members to address the global supply glut would further enhance our project economics as we look to aggressively scale up investments."

#### **Operational Review**

During Q3 FY17, Cairn had a gross production of 16.7 mmboe across all the assets, of which working interest production was 10.7 mmboe. Gross Sales was 17.1 mmboe averaging at 185,339 boepd.

Average Daily Production	Units	Q3 FY17	Q2 FY17	q-o-q (%)	Q3 FY16	у-о-у (%)
Total Gross operated*	Boepd	191,230	206,230	(7%)	211,843	(10%)
Gross operated	Boepd	181,818	196,399	(7%)	202,668	(10%)
Oil	Bopd	177,820	189,873	(6%)	196,135	(9%)
Gas	Mmscfd	24	39	(39%)	39	(39%)
Working Interest	Boepd	115,829	125,575	(8%)	128,402	(10%)
	R	ajasthan (Blocl	k RJ-ON-90/1)			
Total Gross operated*	Boepd	162,880	176,691	(8%)	178,679	(9%)
Gross operated	Boepd	154,272	167,699	(8%)	170,444	(9%)
Oil	Bopd	153,621	164,833	(7%)	167,979	(9%)
Gas	Mmscfd	4	17	(77%)	15	(74%)
Gross DA 1	Boepd	141,176	151,880	(7%)	150,496	(6%)
Gross DA 2	Boepd	13,095	15,820	(17%)	19,948	(34%)
Gross DA 3	Boepd	-	-	-	-	-
Working Interest	Boepd	107,990	117,390	(8%)	119,311	(9%)





Average Daily Production	Units	Q3 FY17	Q2 FY17	q-o-q (%)	Q3 FY16	у-о-у (%)
		Ravva (Block	r PKGM-1)			
Total Gross operated*	Boepd	19,188	19,889	(4%)	22,975	(16%)
Gross operated	Boepd	18,172	18,823	(3%)	21,703	(16%)
Oil	Bopd	16,389	16,736	(2%)	19,056	(14%)
Gas	Mmscfd	11	13	(15%)	16	(33%)
Working Interest	Boepd	4,089	4,235	(3%)	4,883	(16%)
		Cambay (Bloc	k CB/OS-2)			
Total Gross operated*	Boepd	9,161	9,650	(5%)	10,189	(10%)
Gross operated	Boepd	9,375	9,877	(5%)	10,521	(11%)
Oil	Bopd	7,811	8,304	(6%)	9,099	(14%)
Gas	Mmscfd	9	9	(1%)	9	10%
Working Interest	Boepd	3,750	3,951	(5%)	4,208	(11%)

<sup>\*</sup> Includes internal gas consumption

#### **Operations**

#### Rajasthan (Block RJ-ON-90/1)

Gross production from Rajasthan block was at an average rate of 154,272 boepd, supported by strong production volumes from Mangala EOR. Total production for the quarter was 14.2 mmboe and the cumulative production since inception was at 383 mmboe till the end of December. Additional production from polymer injection in Mangala increased from an average rate of 52 kboepd in Q2 FY17 to 55 kboepd in Q3 FY17. Continued reservoir management practices including production optimization helped maintain firm production from Bhagyam and Aishwariya. Satellite fields continue their steady performance with production at 3.7 kbopd in Q3 FY17. Total oil sales for the quarter were 14.3 mn barrels, at an average rate of 155,245 bopd.

Overall production from Rajasthan was lower for the quarter due to the planned maintenance shutdown at Mangala Processing Terminal in November 2016. The shutdown was completed successfully and execution of the critical activities will improve asset integrity and facility performance especially in the polymer breakthrough phase.

Gas production from RDG declined from 33 mmscfd in Q2 FY17 to 21 mmscfd in Q3 FY17. Total gas sales were also down to 0.4 bcf at an average rate of 4 mmscfd. Gas sales are temporarily suspended due to a technical issue between the transporter and the buyers. The company is closely engaged with the stakeholders to resolve the issue and commence sales at the earliest.

The water-flood operating cost in Rajasthan was maintained at a low of US\$ 4.3/boe in Q3 FY17 through continued improvement in crude processing and well maintenance cost. The operating cost was marginally higher from US\$ 3.9/boe in Q2 FY17 due to lower production volumes and added expenses for planned shutdown activities. Blended operating cost was also up from US\$ 5.8/boe to US\$ 6.3/boe while polymer injection was maintained at the target level of 400 kblpd.

Retaining a focus on safe operations and asset integrity, the average facility uptime was over 99% in Q3 FY17. Lost Time Incident (LTI) free man-hours for Rajasthan Projects crossed 31.1 million since last LTI.





#### Ravva (Block PKGM-1)

Ravva continues to be an excellent example of good reservoir management and has produced 281 mmbbls of crude and over 348 bcf of gas since inception at an approximate recovery of 48%, far higher than the initial resource estimates. In Q3 FY17, the production declined by 3% QoQ to an average rate of 18,172 boepd, amounting to 1.7 mmboe. Incremental opportunities continue to be targeted to sustain the production rates by offsetting natural decline. A well intervention program including coil tubing and acid stimulation is also planned in Q4 FY17 to enhance production rates. For Q3 FY17, 1.6 mmbbls of crude and 1.0 bcf of gas were sold, averaging 16,990 bopd of crude oil and 10.7 mmscfd of gas, respectively.

Keeping asset integrity at the core, Ravva recorded an uptime of 99.9% in Q3 FY17. Continuing with its high safety standards, Ravva asset recorded over 5.7 million LTI free man-hours since last LTI.

#### Cambay (Block CB/OS-2)

Cambay has been consistently delivering strong performance with a cumulative production of over 27.3 mmbbls of crude and over 228.5 bcf of gas, marking an overall recovery of ~30% since inception in 2002. In Q3 FY17, the production was lower by 5% QoQ at an average rate of 9,375 boepd, amounting to 0.9 mmboe. Continued production optimization activities helped offset the natural decline in the block. During the quarter, 0.8 mmbbls of crude and 0.9 bcf of gas were sold, averaging 9,106 bopd of crude oil and 9.4 mmscfd of gas, respectively.

The asset recorded an excellent uptime of ~99.8% in Q3 FY17 and LTI free man-hours of 3.8 million.

#### Development

With a focus on developing the large resource base of over one billion boe, the company is making continuous efforts to advance key projects to the production stage. Major developments for the quarter include award of contract, FDP submission, field testing and cost reduction initiatives across projects.

#### Gas Development at RDG Field

Maintaining a technology focused approach, the team has achieved higher initial well productivity resulting in increased recovery estimates from 74 mmboe to 86 mmboe (including condensate) till 2030. Higher well productivity along with cost reduction has improved the rate of return to 25-30% from the initial 20%.

The phased development of the project is progressing as per plan to achieve a gradual ramp-up in production while ensuring prudence in capital investment. As part of Phase-1, the remaining 7 wells out of the 15 wells frac program have also been brought online and will start adding to the production as per plan. Contract for low cost augmentation of the existing facility was awarded in October 2016. Contracts for enhancement of existing pipeline capacity are being progressively awarded. Completion of Phase-1 is expected to increase the gas production to 40-45 mmscfd by end of Q2 FY18. For Phase-2, tendering activity for new gas processing terminal and drilling rig is continuing as per plan. Work on gas





evacuation pipeline is also progressing well with GSPL Gasnet Limited expected to award the contracts in Q4 FY17. Completion of Phase-2 will increase the gas production upwards of 100 mmscfd and condensate production to about 5,000 boepd.

#### Polymer flood in Bhagyam and Aishwariya

In-line with the objective of enhancing recovery from the core fields, the polymer injection program in Bhagyam and Aishwariya is progressing on track after the successful execution of EOR in Mangala. Initial plan aims an incremental recovery of 45 mmbbls in Bhagyam and 15 mmbbls in Aishwariya till 2030, targeting the favourable regions to produce at low cost.

For Aishwariya EOR, the cost optimization activities have improved returns to 20% at US\$ 40/bbl of Brent price from 10% at US\$ 45/bbl. The field development plan for polymer flood in lower fatehgarh sands of Aishwariya field was submitted to the JV partner in October 2016 and is currently under technical discussion. A multi-well polymer injectivity test is also planned for Aishwariya to demonstrate modelled injection rates. The injectivity test is expected to be conducted in Q4 FY17. First polymer injection is planned in Q1 FY19.

For Bhagyam EOR, the cost optimization efforts improved returns to 15% at US\$ 40/bbl of Brent price from 10% at US\$ 45/bbl. The planned multi-well polymer injectivity test commenced in October 2016 and the initial results are in-line with expectations. The field development plan updated with test results will be submitted to the JV Partner in Q4 FY17. First polymer injection is planned for Q4 FY19.

#### **Barmer Hill**

Given a large HIIP of 1.4 billion boe, Barmer Hill offers significant growth opportunity. Presently, Aishwariya and Mangala are being targeted for development of their Barmer Hill formation to leverage the existing infrastructure.

For Aishwariya Barmer Hill, full field development capital cost has been reduced by over 25% to US\$ 220 million through reduction in both well cost and surface facility cost for a EUR of about 30 mmbbls till 2030. Stage-1 production from appraisal wells is expected to begin in Q1 FY18. Execution activities for full field development under Stage-2 are planned to begin in FY18.

For Mangala Barmer Hill and other tight oil fields, internal studies and field pilots are ongoing to prepare development plans as per the test results.

#### Satellite Field

Aiming to monetize the resources in Satellite Field, the company is progressing well on preparing field development plans for key areas after improving their economics through cost reduction. Guda stage-1 is expected to start production in Q1 FY18. In line with the continued focus on cost reduction, a pipeline between NI and Bhagyam has been successfully commissioned, which has resulted into substantial saving on trucking cost and also enabled an increase in the production.





#### **Exploration**

Rajasthan (Block RJ-ON-90/1): Exploration activities continue to focus on enhancing the current portfolio. Efforts are focused on integration of all available data for identification of high impact new plays. Prospects are being firmed up for exploration drilling in FY18. Processing of 3D seismic data has been completed for 'Air Field South' area and DP. Reprocessing of 3D seismic data is ongoing for NL and adjoining area.

Palar-Pennar (Block PR-OSN-2004/1): The program for exploratory drilling is commencing in February. The drilling campaign is aimed at evaluation of the hydrocarbon potential in the frontier Palar basin. Three different play types are being targeted and these plays have been successful in the contiguous Krishna-Godavari and Cauvery basins. The drilling programme is planned to be completed in April 2017.

KG Offshore (Block KG-OSN-2009/3): Initial exploration period in the block was up to 8<sup>th</sup> March 2016. Cairn continues to engage with the MoPNG for an extension of the initial exploration period and pursue clearance from Ministry of Defence for drilling exploration wells. Environmental clearance process is progressing on track. Interpretation of the new seismic volumes has resulted in identification of four prospects and a number of leads over different play types. Drilling preparation is ongoing.

KG Onshore (Block KG-ONN-2003/1): ONGC, the development operator, has submitted the Field Development Plan to the Management Committee for review.

South Africa (Block 1): The prospect inventory for the block has been finalised. Assessment of exploration potential of inboard plays is ongoing to provide other drilling options. A decision on the proposed legislative changes to the Mineral and Petroleum Resources Development Act 2002 and the consequent applicable fiscal regime for progressing into the second exploration license phase is awaited.

Financial Review
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<b>₹ Crore</b>	Q3 FY17	Q2 FY17	q-o-q (%)	Q3 FY16	у-о-у (%)
Net Revenue	2,149	2,039	5%	2,039	5%
EBITDA	1,067	1,040	3%	706	51%
Margin (%)	50%	51%		35%	
Reported PAT	604	779	(22%)	41	1376%
Margin (%)	28%	38%		2%	
EPS (₹) – Diluted	3.21	4.14	(22%)	0.22	1377%
Cash EPS (₹)	7.58	7.86	(3%)	6.00	26%

Note: Numbers for Q3 FY16 have been restated as per IndAS requirement. EBITDA includes forex gain/(loss) on operating activities

Average Price Realization	Units	Q3 FY17	Q2 FY17	q-o-q (%)	Q3 FY16	у-о-у (%)
Cairn India	US\$/boe	46.0	41.8	10%	35.2	31%
Oil	US\$/bbl	46.2	41.7	11%	35.0	32%
Gas	US\$/mscf	5.9	7.5	(21%)	7.2	(18%)

Revenue for the quarter was up 5% QoQ to ₹ 2,149 crore, driven by increase in Brent prices and improved discount to Brent for Rajasthan crude. Average Brent price increased 8% QoQ to US\$ 49.3/bbl.





Rajasthan crude discount to Brent also lowered from US\$ 4.3/bbl to US\$ 3.4/bbl, implying a reduction from 9.3% to 6.9%. While Naphtha and Gasoil cracks strengthened slightly in the third quarter compared to the second quarter, Fuel Oil cracks improved significantly over the same period on account of an uptick in regional demand. These factors contributed to the reduction in the Rajasthan crude discount to Brent. Overall realization advanced 10% QoQ to US\$ 46.0/boe as realization for Rajasthan crude was up 10% to US\$ 45.9/bbl. In line with higher revenue, net profit petroleum was also up by 3% to ₹ 798 crore including ₹ 677 crore for Rajasthan block. Net royalty was ₹ 436 crore with Rajasthan share of ₹ 430 crore.

Sustained efforts for cost reduction helped maintain the water-flood operating cost for Rajasthan at a low of US\$ 4.3/boe. The cost was slightly up from US\$ 3.9/boe in Q2 FY17 due to lower production volumes and expenses for the shutdown activities. Blended operating cost for RJ was also up from US\$ 5.8/boe in Q2 FY17 to US\$ 6.3/boe in Q3 FY17 while the polymer injection in Mangala was maintained at the target rate of 400 kbpld.

EBITDA for the quarter increased by 3% QoQ to ₹ 1,067 crore as margin remained firm at 50%, mainly on account of higher revenue. DD&A charges accounted on unit of production basis were lower by 7% QoQ to ₹ 726 crore due to lower production on account of planned maintenance shut down. Other income remained firm at ₹ 524 crore positively impacted by further softening of interest rate. Forex loss was at ₹ 79 crore due to 1.9% depreciation in Rupee versus US Dollar on closing basis.

Net profit after tax was 22% lower QoQ at ₹ 604 crore due to forex loss and higher effective tax rate which was partially offset by higher EBITDA and lower depreciation. Earnings per share was at ₹ 3.2 for Q3 FY17. Cash EPS was largely stable at ₹ 7.6 aided by higher EBITDA.

Free cash flow for Q3 FY17 remained firm at ₹ 1,469 crore. Net capital investment was ₹ 18 crore with 40% on exploration activities and 60% spent on development work. Sustained free cash generation further strengthened the cash and cash equivalent position to ₹ 25,975 crore (US\$ 3.8 billion), of which 66% is invested in rupee funds and 34% in dollar funds.

#### Health, Safety, Environment, Quality and Sustainability

Cairn India's unwavering focus on health, safety, environment, quality and sustainability has ensured an excellent HSEQS performance over the years. Cairn India won the International Fire Security Exhibition and Conference (IFSEC) Award towards its efforts in leveraging technology to protect the assets across locations. While the quarter was LTI free, the Rigless well service and Satellite Fields have clocked LTI free operations for 2 years and 1 year, respectively.

#### Corporate Social Responsibility

Cairn India is committed to empower local communities in its areas of operation and support them for their sustainable and inclusive growth. This commitment is fundamental to our long-term success and we are focused on creating shared value and making a difference through our CSR initiatives. During the





quarter Cairn India received the prestigious award for Sustainability and Corporate Social Responsibility (Corporate) in the Special Technical Award category during Petrotech 2016. The award was presented by the Minister for Petroleum and Natural Gas for the safe drinking water project 'Jeevan Amrit' in the presence of the Finance Minister at Vigyan Bhavan, New Delhi. Under the Swachh Bharat Mission, Cairn India has now established almost 10,000 household toilets in the Barmer district for the benefit of the community. Showcasing the quality of the company's training centre for skill development, one of the students from the Cairn Centre of Excellence (CCOE) was presented with the 'Skill Icon of the Month' award by the Rajasthan Chief Minister, at a function in Bikaner.

#### **Contact**

#### **Media Relations**

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#### **Cairn India Limited Fact Sheet**

On 9 January, 2007, Cairn India Limited was listed on the Bombay Stock Exchange and the National Stock Exchange of India. Cairn India is a subsidiary of Vedanta Limited; part of the Vedanta Group, a globally diversified natural resources group.

Cairn India is headquartered in Gurgaon in the National Capital Region. The Company has operational offices in Andhra Pradesh, Gujarat, Rajasthan and Tamil Nadu.

Cairn India is one of the largest independent oil and gas exploration and production companies in India. Together with its JV partners, Cairn India accounted for ~27% of India's domestic crude oil production for FY16. Average gross operated production was 203,703 boepd for FY16. The Company sells its oil and gas to major PSU and private buyers in India.

The Company has a world-class resource base, with interest in seven blocks in India and one in South Africa. Cairn India's resource base is located in four strategically focused areas namely one block in Rajasthan, two on the west coast of India, four on the east coast of India and one in South Africa.

The blocks are located in the Barmer Basin, Krishna-Godavari Basin, the Palar-Pennar Basin, the Cambay Basin, the Mumbai Offshore Basin and Orange Basin.

Cairn India's focus on India has resulted in a significant number of oil and gas discoveries. Cairn India made a major oil discovery (Mangala) in Rajasthan in the north west of India at the beginning of 2004. To date, thirty eight discoveries have been made in the Rajasthan block RJ-ON-90/1

In Rajasthan, Cairn India operates Block RJ-ON-90/1 under a PSC signed on 15 May, 1995 comprising of three development areas. The main Development Area (DA-1; 1,859 km2), which includes discoveries namely Mangala, Aishwariya, Raageshwari and Saraswati is shared between Cairn India and ONGC. Further Development Areas (DA-2; 430 km2), including the Bhagyam, NI and NE fields and (DA-3; 822 km2) comprising of the Kaameshwari West Development Area, is shared between Cairn India and ONGC, with Cairn India holding 70% and ONGC having exercised their back in right for 30%.





In Andhra Pradesh and Gujarat, Cairn India on behalf of its JV partners operates two processing plants, with a production of over 34,000 boepd for FY16.

The farm-in agreement was signed with PetroSA on  $16^{th}$  August, 2012 in the 'Block-1' located in Orange basin, South Africa. The block covers an area of 19,898 sq km. The assignment of 60% interest and operatorship has been granted by the South African regulatory authorities.

For further information on Cairn India Limited, kindly visit www.cairnindia.com





	Corporate Glossary
Cairn India	Cairn India Limited and/or its subsidiaries as appropriate
Company	Cairn India Limited
Cairn Lanka	Refers to Cairn Lanka (Pvt) Ltd, a wholly owned subsidiary of Cairn India
Cash EPS	PAT adjusted for DD&A, impact of forex fluctuation, MAT credit and deferred tax
CFO	Cash Flow from Operations includes PAT (excluding other income and exceptional item) prior to non-cash expenses and exploration costs.
CPT	Central Processing Terminal
CY	Calendar Year
DoC	Declaration of Commerciality
E&P	Exploration and Production
EBITDA	Earnings before Interest, Taxes, Depreciation and Amortisation includes forex gain/loss earned as part of operations
EPS	Earnings Per Share
FY	Financial Year
GBA	Gas Balancing Agreement
Gol	Government of India
GoR	Government of Rajasthan
Group	The Company and its subsidiaries
JV	Joint Venture
MC	Management Committee
MoPNG	Ministry of Petroleum and Natural Gas
NELP	New Exploration Licensing Policy
Normalized net profit	Net profit before exceptional items
NRM	National Rural Mission
ONGC	Oil and Natural Gas Corporation Limited
ОС	Operating Committee
PPAC	Petroleum Planning & Analysis Cell
Qoq	Quarter on Quarter
Vedanta Group	Vedanta Resources plc and/or its subsidiaries from time to time
Yoy	Year on Year

Technical Glossary					
2P	Proven plus probable				
3P	Proven plus probable and possible				
2D/3D/4D	Two dimensional/three dimensional/ time lapse				
Blpd Barrel(s) of (polymerized) liquid per day					
Boe	Barrel(s) of oil equivalent				
Boepd	Barrels of oil equivalent per day				
Bopd	Barrels of oil per day				
Bcf	Billion standard cubic feet of gas				
Tcf	Trillion standard cubic feet of gas				
EOR	Enhanced Oil Recovery				
FDP	Field Development Plan				
HIIP	Hydrocarbons Initially In Place				
LTI	Lost Time Incident				
MDT	Modular Dynamic Tester				

Mmboe	million barrels of oil equivalent		
Mmscfd	million standard cubic feet of gas per day		
Mmt	Million Metric Tonne		
PSU	Public Sector Utilities		
SPM	Single Point Mooring		
PSC	Production Sharing Contract		

Field Glossary				
Barmer Hill	Lavara a anno a hilita a a a anno in a shi ah			
	Lower permeability reservoir which			
Formation	overlies the Fatehgarh			
Dharvi Dungar	Secondary reservoirs in the Guda field and			
	is the reservoir rock encountered in the			
	recent Kaameshwari West discoveries			
Fatehgarh	Name given to the primary reservoir rock			
	of the Northern Rajasthan fields of			
	Mangala, Aishwariya and Bhagyam			
MBARS	Mangala, Bhagyam, Aishwariya,			
	Raageshwari, Saraswati			
	Youngest reservoirs encountered in the			
Thumbli	basin. The Thumbli is the primary reservoir			
	for the Raageshwari field			

#### 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



# **Earnings Presentation Quarterly Results Q3 FY17**

9<sup>th</sup> February, 2017









## **Disclaimer**



This material contains forward-looking statements regarding Cairn India and its affiliates, its corporate and business strategies and plans, future financial condition and results of operations. All such forward-looking statements are based on the 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.

All data points in the presentation are for the period ended 31st December 2016, unless otherwise specified.

## **Agenda**



Accomplishments Against Strategic Priorities	Sudhir Mathur Acting CEO	
Growth Enablers		
Operating Performance	<b>Suniti Bhat</b> Director - Oil & Gas	
Financial Performance	Pankaj Kalra Deputy CFO	
Corporate and Regulatory Update	Sudhir Mathur Acting CEO	

# We have successfully delivered on our 5 Point Strategy which has positioned us to move ahead with growth opportunities



#### **Positive Free Cash Flows**

- EBITDA ₹ 11 billion (Highest in last 6 quarters)
- PAT ₹ 6 billion

### Core fields continue to generate cash

- Scheduled maintenance shut down in Rajasthan successfully completed in Nov 2016
- Production 181.8 kboepd
- Opex RJ water flood at USD 4.3/boe; Blended at USD 6.3/boe

### **Optionality for Growth**

- Development RDG, Aishwariya and Bhagyam polymer, Barmer Hill, Satellite fields
- Exploration Rajasthan, Palar, KG Offshore

#### Resilience

- Cash balance of ₹ 260 billion (US\$ 3.8 billion)
- World class resource base with significant potential upside

### **Unique Leverage**

• Geology, technology, people, strong partnerships and financial discipline

# Pre development activities on track to kick off investment cycle for monetizing resource base of more than 1 Billion Boe



## RDG (EUR 86 mmboe)

- 26% increase in gas EUR
- Phase 1 40 to 45 mmscfd by Q2 FY 18
- Phase 2 100 mmscfd of gas and 5 kboepd of condensate by H1 CY 19

## Aishwariya Polymer (EUR 15 mmbbls)

- FDP submitted to the JV in Oct 2016;
   technical discussions ongoing
- Polymer injectivity test planned for Q4 FY 17
- IRR of 20% even at Brent assumption of US\$ 40/bbl

## **Bhagyam Polymer (EUR 45 mmbbls)**

- Revised FDP will be submitted to the JV in Q4 FY 17
- Polymer injectivity test started in Oct 2016; results as per expectations
- IRR of 15% even at Brent assumption of US\$ 40/bbl

## Aishwariya Barmer Hill (EUR 30 mmbbls)

- >25% reduction in capex to US\$ 220 million
- Stage 1 Production to start in Q1 FY 18
- Stage 2 Project execution expected to begin in FY 18

## **Exploration activities continue to expand resource portfolio**



## Rajasthan

- Efforts are on integration of all available data for identification of high impact new plays
- Prospects are being firmed up for exploration drilling in FY18
- Processing of 3D seismic data completed for Air Field South area and DP

#### Palar-Pennar

- 3 well exploratory drilling program is commencing in February 2017
- The drilling programme is planned to be completed in April 2017

### **KG Offshore**

- Environmental clearance process progressing on track
- Identified four prospects through seismic studies
- Continue to engage with MoPNG for license extension beyond Mar 2016 and with MoD for approval to drill exploration wells
- Drilling of exploration wells during next feasible weather window under active consideration

# Production levels in line with expectation; Mangala EOR continues excellent performance



181,818

P Ma ~400

4.3

~48%

Gross Production (boepd)

Production from Mangala EOR (kbpd)

~55

Polymer injection in Mangala (kblpd)

RJ Water-flood Opex (US\$/boe)

Recovery Rate in Ravva

## Rajasthan

- Planned maintenance shut down at MPT successfully completed
- Gross production of 14.2 mmboe
- Average production rate of 154,272 boepd
  - Mangala EOR adds ~55 kbpd
  - RDG Gas volumes at 21 mmscfd
  - Satellite Fields produce ~3.7 kbpd
- Reservoir management including production optimization
   in Bhagyam and Aishwariya drive performance
- All 15 new wells brought online in RDG Phase-1
- Facility uptime of over 99%

## **Offshore Assets**

- Gross production in Ravva at 18,172 boepd
  - Continue to target incremental opportunities such as gas lift optimization, addition of new zones, network optimization
  - Well intervention program planned in Q4
  - Facility uptime of 99.9%
- Gross production in Cambay at 9,375 boepd
  - Continued production optimization helps offsetting natural decline
  - Facility uptime of 99.8%

# Higher Brent coupled with lower discount has driven higher price realization while opex continues to be competitive



## **Higher price realization**

- Brent price up by 8% QoQ, overall realization at US\$ 46.0/boe
- RJ discount to Brent at US\$ 3.4/bbl, down from 9% to 7% QoQ

## Rajasthan water-flood (WF) operating cost/boe continues to remain low

 RJ water-flood opex at US\$ 4.3/boe in Q3, up from US\$ 3.9/boe in Q2 due to lower volumes on account of scheduled maintenance shut down

## Rajasthan polymer flood operating cost/boe below guidance

- Blended cost increased from US\$ 5.8/boe to US\$ 6.3/boe due to scheduled maintenance shut down
- Polymer injection maintained at 400 kblpd
- ~7% reduction in power cost through higher captive power generation

## **EBITDA for Q3 FY 17 is the highest in last 6 quarters**

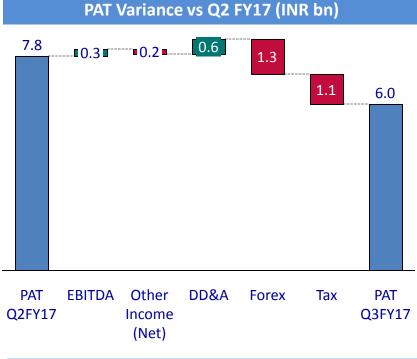


INR-billion	Q3 FY17	Q2 FY17	q-o-q (%)	Q3 FY16	у-о-у (%)
Net Revenue	21.5	20.4	5%	20.4	5%
EBITDA	10.7	10.4	3%	7.1	51%
Other Income	5.2	5.3	(2%)	3.9	33%
DD&A	(7.3)	(7.8)	(7%)	(10.1)	(28%)
Forex Gain/(Loss)	(0.8)	0.6	NA	(0.5)	71%
Tax	(1.7)	(0.6)	190%	0.2	NA
PAT	6.0	7.8	(22%)	0.4	1376%
EPS-INR (diluted)	3.2	4.1	(22%)	0.2	1377%
Cash EPS-INR	7.6	7.9	(4%)	6.0	26%

Note: EBITDA includes forex gain/(loss) on operating activities

### **Key Highlights**

- 5% increase in Revenue QoQ; increase in Brent price
- 3% increase in EBITDA QoQ; impact of higher revenue
- o 7% decrease in DD&A QoQ; impact of lower production volume
- 22% decrease in PAT QoQ; impacted by forex loss
- Net capital expenditure of US\$ 3 mn; 60% in development
- o Gross Contribution to Exchequer of ₹ 31 bn
- o Strong balance sheet with Cash and cash equivalents of ₹ 260 bn



Oil Price Realization (\$/bbl)							
	Q3 FY17	Q2 FY17	q-o-q (%)				
Brent	49.3	45.8	8%				
Rajasthan	45.9	41.6	10%				
Ravva	50.0	44.0	13%				
CB/OS-2	49.9	45.2	10%				

## **Corporate and Regulatory Update**



## Merger update

 The proposed merger of Vedanta Limited and Cairn India was approved by all sets of shareholders in September 2016, and we expect the transaction to complete in the first quarter of CY2017

## **Rajasthan PSC extension**

 The PSC extension writ is sub judice in the Hon'ble High Court of Delhi

## RJ crude export writ

• Appeal filed before the Division Bench of the Delhi High Court



Q&A