These materials contain forward-looking statements regarding Cairn, 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 undertakes no obligation to revise any such forward-looking statements to reflect any changes in Cairn's expectations with regard thereto or any change in circumstances or events after the date hereof.
Cairn’s business model is to create, add and realise value for shareholders through exploration, development and production of oil and gas within a self-funding business model.
Group Funding

**Significant Financial Headroom at Year End**
- Cash at 31 December 2017: $86m
- Reserve Base Lending Facility: undrawn, ~$200m available at year end
- 2017 Norway tax receivable in 2018: $38m

**2018 Guidance**
- Kraken and Catcher development spend: ~$140m
- Currently committed exploration and appraisal spend: ~$95m
- Reserve Base Lending Facility: peak availability of $350m to $400m
- Production guidance: 17,000 to 20,000 bbl/day, blended operating cost of $18/bbl
- Hedging strategy: ~5,800 bopd at a floor price of $58.4/bbl, ceiling price of $70/bbl

**India**
- Business plan not dependent on Indian dispute resolution, final international arbitration hearing scheduled for August 2018 (damages claim not less than ~$1.3bn)
2017 Cashflow

USD $m

- Opening Cash: $335
- FlowStream: $75
- Norway Exploration Finance Facility: $29
- UK and Norway: $60
- Senegal: $103
- International/Other Developments: $146
- Admin, Financial, FX, Other: $15
- Operating Cashflow: $8
- Norway Tax Refund: $30
- Closing Cash: $86

Pre-award costs and E&A capex:
- Kraken: $98m
- Catcher: $48m
- Kraken Revenue: $20m
- Royalties: $10m
- Opex: ($22m)
Finance

2018 Capex Guidance

Note: Capex guidance includes $35m cash outflows relating to 2017 activity.
Senegal – SNE

- **SNE Development**
  - Full field phased – FPSO
  - Exploitation plan approval targeted 2018

- **Expenditure**
  - Capex to first oil ~$800m (net to Cairn)
  - Development costs ~$12/boe
    (60% development drilling) life of field

- **Operating Expenditure**
  - Production costs: ~$7/boe (life of field)
  - FPSO lease costs: ~$3-7/boe (life of field)

- **Economics**
  - Highly attractive even in lower oil price environment
  - 10% return break even oil price ~$35/boe
  - Full project unlevered IRR at ~$60/boe, ~34%

- **Funding**
  - Work on project financing structures and pre-launch preparation underway
Norway – Nova (formerly Skar fjell)

- **Nova Development**
  - Subsea tie-back to Gjøa platform
  - Nova Final Investment Decision (FID) H1 2018

- **Expenditure**
  - Capex to first oil ~$200m (net to Cairn)
  - Development costs ~$15/boe life of field

- **Operating Expenditure**
  - ~$7/boe at peak production

- **Economics**
  - 10% return break even oil price ~$45/boe
  - Unlevered IRR at $60/boe, ~17%

- **Funding**
  - Work underway to include in existing Reserve Based Lending Facility
Delivering Long Term Sustainability

### 2018
- Kraken and Catcher production ramp up, completion of development drilling
- Nova Final Investment Decision and amended RBL

### 2019
- SNE project financing complete

### 2020
- Nova development drilling
- SNE development drilling

### 2021
- Nova first oil
- SNE development drilling
- SNE first oil 2021 - 2023

### Future Production
- SNE
- Nova
- Catcher and Kraken
Development and Production
Paul Mayland
## Development and Production

### 2018 Outlook – Further Progress Across All Assets

#### Senegal – SNE
- Exploitation plan submission and entry to FEED with preferred contractor(s)
- Transfer of Operatorship

#### Norway – Nova
- PDO submission and contract finalisation to ensure project captures current cycle pricing
- PDO approval and FID

#### UK – Kraken
- Optimise production up to 50,000 bopd
- Completion of firm development drilling (25 wells)

#### UK – Catcher
- Final FPSO commissioning
- Ramp-up to plateau production (60,000 bopd) H1 2018
- Completion of firm development drilling (18 wells)

### Future

**Production**

<table>
<thead>
<tr>
<th>Location</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Senegal</td>
<td>SNE</td>
</tr>
<tr>
<td>Norway</td>
<td>Nova</td>
</tr>
<tr>
<td>UK</td>
<td>Kraken / Catcher</td>
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</tbody>
</table>

### Current

<table>
<thead>
<tr>
<th>Location</th>
<th>Description</th>
</tr>
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<tbody>
<tr>
<td>Senegal</td>
<td>~40,000 bopd on plateau</td>
</tr>
<tr>
<td>Nova</td>
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</tr>
<tr>
<td>Kraken / Catcher</td>
<td>17,000 to 20,000 bopd in 2018</td>
</tr>
</tbody>
</table>
Development and Production

Senegal – SNE Development Milestones

### 2017
- Key deliverables completed
  - Geophysical, Environmental Baseline Survey and Geotechnical surveys
  - Passed concept select
  - Appraisal completed three years from discovery

### 2018
- Tenders for FPSO and Subsea Infrastructure issued Q1 2018
- Redeployed FPSO preferred development option
- Environmental and Social Impact Assessment (ESIA) targeting H1 2018 submission
- Exploitation Plan submission to Government of Senegal H2 2018
  - Phase 1 ~240 million barrels
  - Subsequent phases >250 million barrels
  - Plus >1 Tcf Gas
  - Plateau production 100,000 bopd gross
- Exploitation Plan targeted for approval H2 2018
- Work progressing on detailed concept, with front end engineering and design (FEED) beginning H2 2018
- First Oil 2021-2023
  - PSC provides for 25 year term with 10 year extension(s)
  - Subsequent phases anticipated to follow Phase 1 after 2-4 years

### Timeline
- **Discovery**
  - Drilling
  - 2014

- **Appraisal**
  - Select
  - 2-4 years

- **Concept**
  - 3-5 years

- **FEED**
  - Detailed Design & Fabrication

- **First Oil**
  - 2021-2023

- **Production**
## Development and Production

### Senegal – SNE Phase 1 Development Moving Forward

<table>
<thead>
<tr>
<th>Key decisions taken or studies completed</th>
</tr>
</thead>
<tbody>
<tr>
<td>➢ Subsurface drainage pattern</td>
</tr>
<tr>
<td>➢ Subsea architecture and layout</td>
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<tr>
<td>➢ Flow assurance</td>
</tr>
<tr>
<td>➢ FPSO location</td>
</tr>
<tr>
<td>➢ FPSO capacity</td>
</tr>
<tr>
<td>➢ FPSO mooring selection</td>
</tr>
<tr>
<td>➢ Artificial lift technique</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Concept select finalised, ITTs issued</th>
</tr>
</thead>
<tbody>
<tr>
<td>➢ ITT’s issued for:</td>
</tr>
<tr>
<td>➢ FPSO, SPS, SURF</td>
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<tr>
<td>➢ Drilling packages to follow</td>
</tr>
<tr>
<td>➢ Responses evaluated Q2/Q3 2018</td>
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</tbody>
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<th>Solutions</th>
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<tr>
<td>➢ Supplier led solutions and field proven technology being pursued by JV</td>
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ITT’s issued for: FPSO, SPS, SURF

Drilling packages to follow

Responses evaluated Q2/Q3 2018

Supplier led solutions and field proven technology being pursued by JV
Reservoir depth and productivity of recent and probable deepwater oil developments

SNE fits well within West African analogues, with EURs/well ranging from 6-18 mmbbls, driven by shallow normally pressurised reservoirs and low viscosity oil.
Development and Production

Norway – Nova Development

- Oil field ~16 km south west of Gjøa field
- High quality Upper Jurassic reservoir: light oil with gas cap
- Reserves 80 mmboe*
- Peak production (net to Cairn) ~10,000 bopd with associated gas
- Two subsea templates tied back to Gjøa platform for processing and export
- Gjøa will provide lift gas and also water injection for pressure support
- Q1 2018 JV awarded two major subsea contracts
  - Subsea Production System
  - Pipeline and Subsea Construction
- Plan for Development and Operation (PDO - FDP) submission Q2 2018 and approval Q3 2018
- First oil target 2021

* Operator estimates
First oil H1 2017
Reserves updated but broadly consistent with FID values (2P 121 mmboe Gross)
Optimise Production up to 50,000 bopd in 2018
$2.3 bn full cycle capex (down 25% from FID)

- Both process trains online
- 11 producers and 10 injectors successfully complete and online producing at capacity
- Operational efficiency significantly improved in 2018

- DC4 subsea installation planned for Q3 2018, and drilling / completion of remaining four wells in Q3/Q4 2018
- Regular liftings with strong interest in crude from European, US and Asian buyers
Development and Production

UK – Catcher Production

- First oil H2 2017
- Reserves now upgraded from FID values (2P 90 mmboe Gross) and satellite potential being evaluated
- Ramp-up to 60,000 bopd in H1 2018
- $1.6 bn full cycle capex (down 30% from FID)

- Production established from Catcher and Varadero fields
- 10 producers and 4 injectors successfully completed and available for production / injection

- Ensco 100 jackup-rig completing planned remaining 4 wells in initial phase
- Regular cargo liftings underway at small premium to Brent

BW Catcher FPSO

Ensco 100
Exploration

Full Cycle Exploration

Strategy

To generate value with an evolving portfolio of prospects which mature into a choice of material drilling targets and deliver consistent results on a three year rolling average

- Moving from Exploration and Appraisal to Development
  - Senegal – SNE
  - Norway – Nova
- Drill ready portfolio
  - UK
  - Norway
- Future/Maturing Opportunities
  - Ireland
  - Mexico
  - Suriname

Critical Success Factors

- An outstanding team
- Compelling commercial, subsurface and above ground risk
- Clear path to commerciality
- Operatorship and strategic partners
Analysis of significant well results ongoing for future activities

- **FAN SOUTH-1**
  - Well results integrated with FAN-1 basin discovery to assess Greater Fan Complex potential

- **SNE NORTH-1**
  - Encountered deeper and separate reservoir to SNE field – S400 and S500 Series reservoirs
  - Has positive implications for further hydrocarbon potential
  - Evaluation plan for Spica prospect approved by Government providing potential future target
UK and Norway – Material Drilling Campaign Commenced

- Extensive portfolio across a variety of plays in UK and Norway
  - Barents Sea
  - Norwegian Sea
  - Norwegian North Sea
- Drilling programme up to 10 wells in 2018 / 2019
- Targeting ~725 mmboe net to Cairn unrisked resource (>1.5 billion boe gross unrisked resource)
- Post-tax cost ~$60 MM net
- Tethys currently operating
- Raudåsen well spud Q1 2018
- 45 day well
E\n
Atlantic Margin – Ireland

- Extensive acreage position in Porcupine basin
- Multiple Play Types
  - Tertiary Deepwater Fan and Channel prospects
  - Cretaceous Fan and Channel Prospects
  - Jurassic Tilted Fault Block and Truncation Trap Prospects
- Interest in >4,000 km² in 5 licences
  - LO 16/18 and LO 16/19 licences covered by new TGS multi-Client 3D
    - Encouraging initial results
    - Maturing prospectivity
  - Drilled 53/6A well (Druid/Drombeg prospect) southernmost well in Porcupine Basin
    - Good reservoir development in both intervals but water wet
Exploration

Atlantic Margin – Mexico

- Planning underway for 2019 / 2020 drilling campaign
- Block 7: ENI (45% operator), Cairn (30%), Citla (25%)
- Block 9: Cairn (65% operator), Citla (35%)
- Four well programme; two wells per block
- >1 billion boe gross unrisked resource across two blocks
- Multiple 3D seismic-supported prospects
-Offsetting world class oil discoveries
- Exploration Plan submitted to government
- Approval starts 4 year licence period
- Looking at future bid rounds
Exploration New Ventures

Atlantic Margin – Suriname

Growing acreage position in Latin America

- Awarded Block 61 (finalising production sharing contract) Q1 2018
- Cairn 100% WI, and Operatorship
- Demerara Plateau offsetting recent Araku well in Block 54 demonstrates presence of hydrocarbons
- Potential future drilling opportunity
- 13,000 km² licence area
- Adds ability to farm down or swap into new areas

Reconstructing the continents allows transfer of Senegal play elements to conjugate South America margin.
Conclusion

Simon Thomson
Conclusion

Active Programme Across Balanced Business

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<td>Ireland</td>
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</table>
Conclusion

Sustainable Value Creation

Consistent Strategic Delivery

- Preliminary Results March 2013
- Capital base re-geared to exploration success
- Access to future cash flow to fund exploration programme
- Appropriate equity interests in operated, frontier exploration

Full Cycle E&P Business

Production

Development

Exploration Exposure

Funding Flexibility
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