



WE FUEL AMAZING

“Cooperation: Deepening Interdependence”

12 June, 2013

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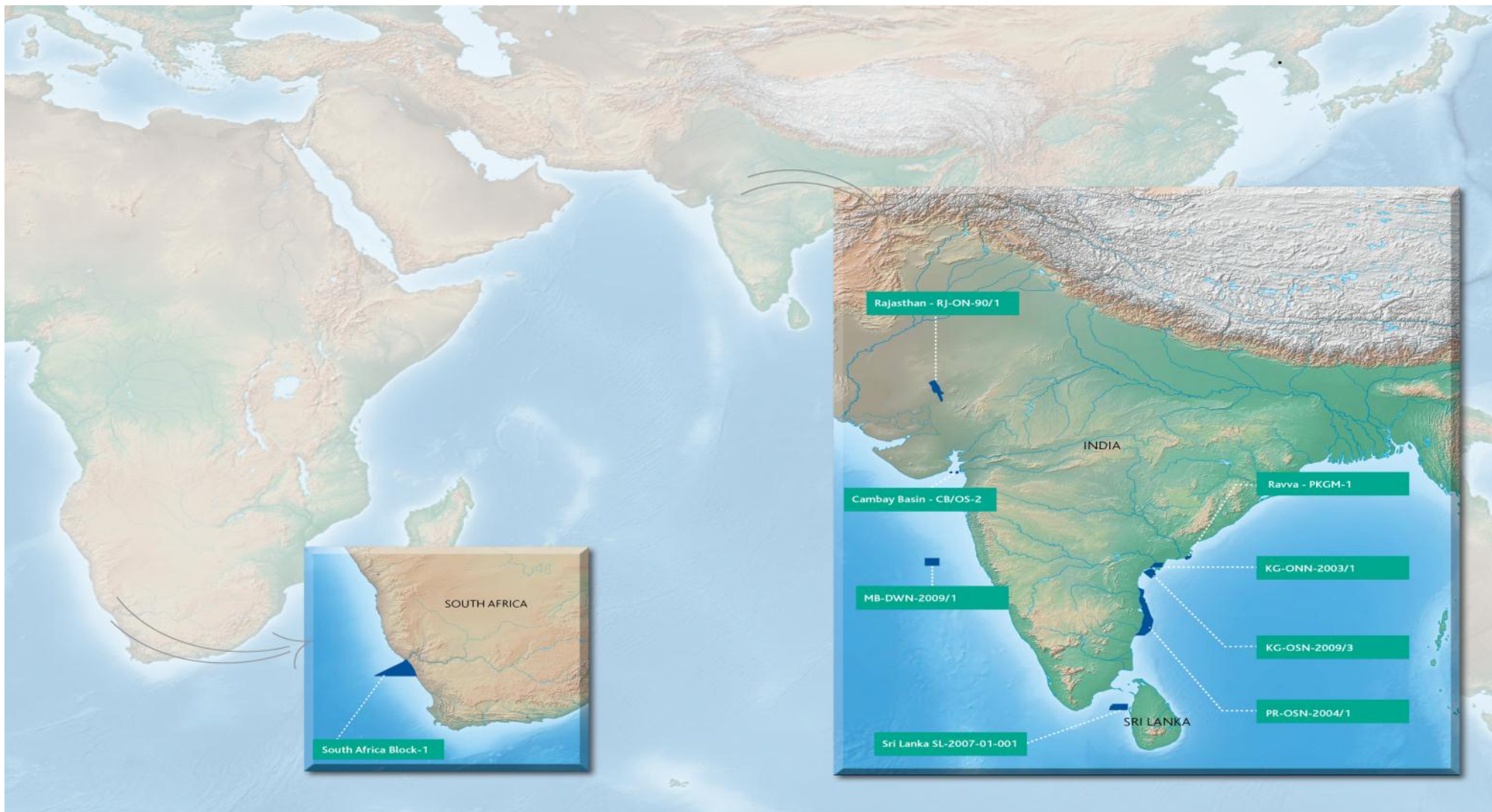




Context-Host Countries

- Natural Resources belong to the citizens !
 - NOC are the jewels in the crown of Host Governments !
 - Ultimate objective is to improve the quality of life !
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Cairn Credentials





Enablers in India (1/2)

➤ Promoting Technology

- Is it the forte of only Majors? - World's longest, continuously heated and insulated pipeline
 - Being possessive restricts access - being open and sharing
 - Competing with Oil Field Service providers
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Enablers in India (2/2)

➤ Empowering Local Economy

- Employment & Enterprise
- Making a difference out of conviction ! - Cairn Enterprise Centre
- Learning & Leveraging - Bishnoi Community & Environment

➤ Practicing Transparency in Procurement

- Agility to adopt local best practices - Public opening of price bids !
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Lessons Learnt

- Good economic decisions need to be politically sound too
 - This business needs to generate surplus to reinvest - but subsidy kills it !
 - NOC - IOC Equal Partners irrespective of size !
 - Finally you are only a Guest in a host country !
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Thank You

