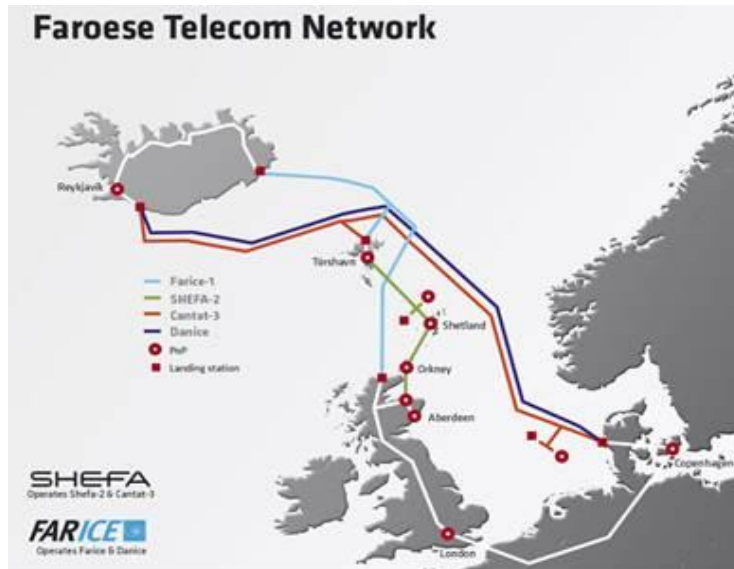
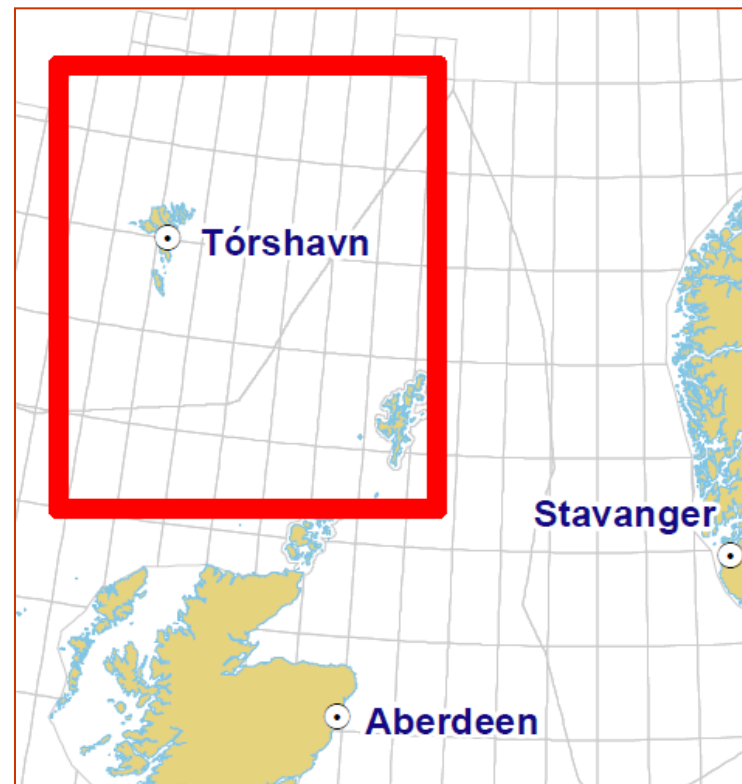


# Offshore Communications SHEFA-2 & Cantat-3 Submarine Networks OE2013



# Agenda

- Faroese Telecom at a Glance
  - Organisation & Business info
- The SHEFA-2
  - Backbone, Concept & PoP's
- References
  - BP, Clair, Schiehallion & Sullom Voe
  - Total, SGP - Sullom Voe
  - Petrofac, Sella Ness Office
  - Talisman, Flotta Oil Terminal
  - Maersk Oil & Gas, Valdemar Asset
  - Hess, South Arne Asset
- West of Shetland Focus
  - Opportunities
  - Deliverables



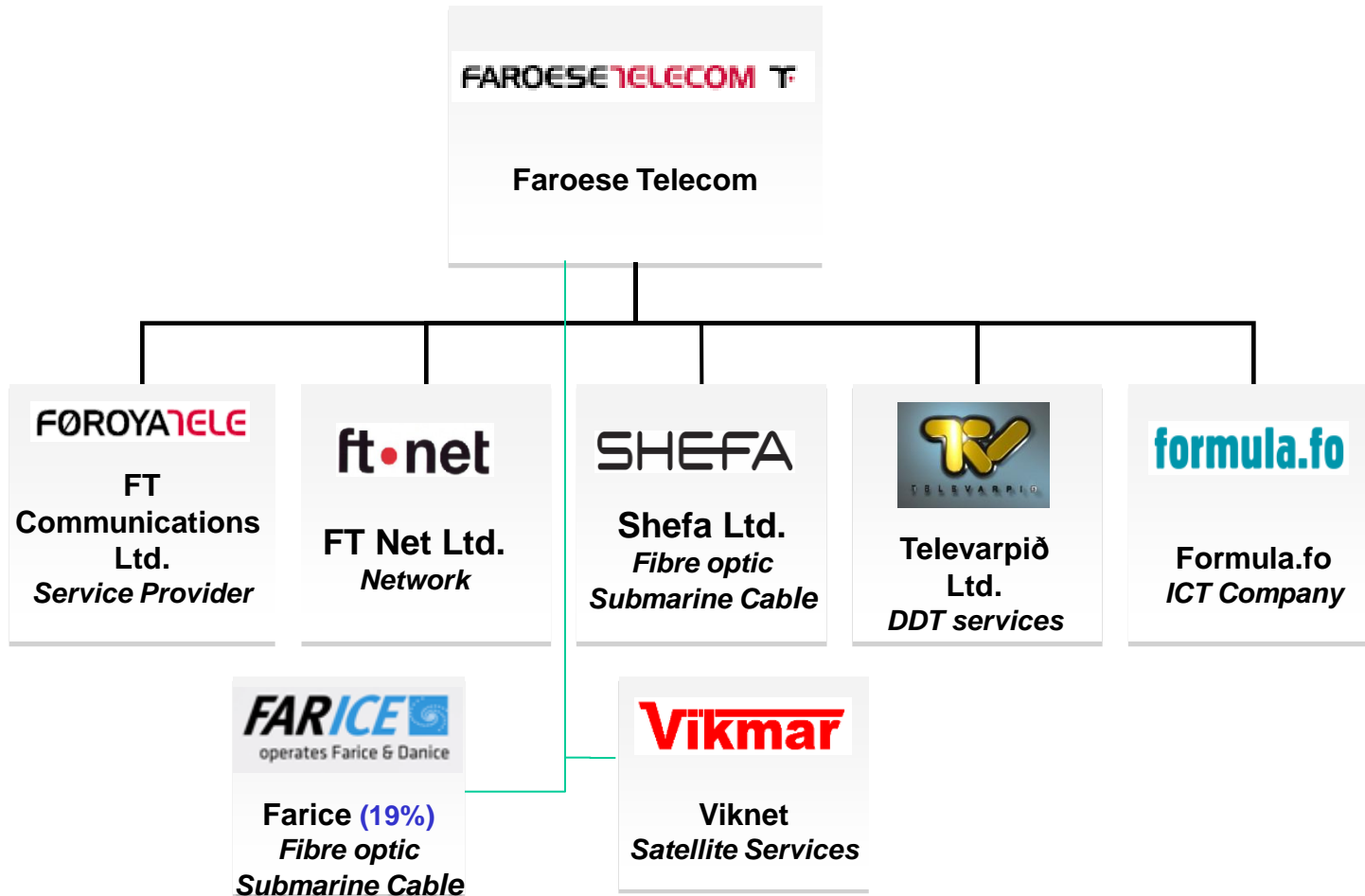
# Faroese Telecom at a Glance



- The incumbent telecom operator of the Faroe Islands – established in 1906
- Limited company - publicly owned
- Faroese Telecom was organized as a Group with multiple subsidiaries (2005)
- Shefa Ltd, was established to undertake fibre optical submarine cable activities (2005)
- Key figures 2012
  - Employees 260
  - Turnover 62M €
  - EBIT 9.8M €
  - Solvency Ratio 45%

We work in partnership with our customers to deliver flexible overall solutions.

# Faroese Telecom – Group Organisation



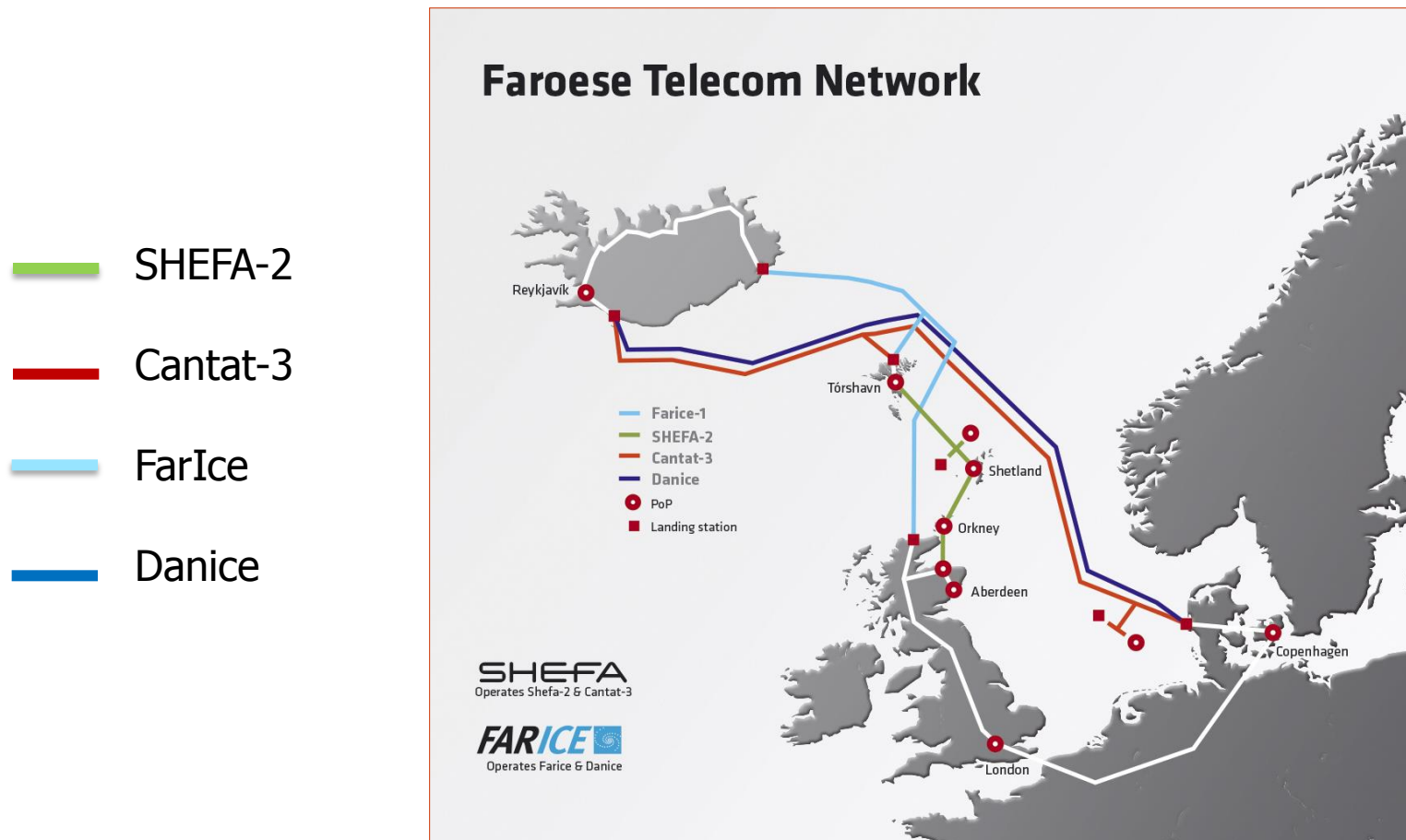
# Faroese Telecom – Business areas

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- **Faroese Telecom** operates an extensive telecommunications network and provides all modern telecom services and telecommunications solutions
  - **Offshore Communications Solutions** – Shefa P/f
  - **Maritime Satellite Services** - Vikmar
  - **Digital Terrestrial Television** - Televarpið
- **Faroese Telecom** is the leading telecom operator in the Faroe Islands
  - **Broadband coverage:** is 100%
  - **Fixed Network market share:** 80%
  - **Mobile Telephony market share:** 70%
  - **Broadband market share:** 85%

# International Connections

Secure and reliable international connections to the offshore industry West of Shetland, Danish North Sea and the Faroese market.



SHEFA-2 and Cantat-3 provide reliable bandwidth capacity for many years to come.

# The SHEFA Backbone



- The SHEFA-2 cable from Faroe Islands via Shetland and Orkney to Scotland
- The Cantat-3 cable from Faroe Islands to Denmark and Germany
- Separate backhaul connections extend SHEFA-2 and FARICE-1 to Aberdeen and London and Cantat-3 to Copenhagen
- SHEFA Point of Presences (PoP's) in:
  - Tórshavn, Faroe Islands
  - Maywick, Shetland
  - Lerwick, Shetland
  - Sullom Voe, Shetland
  - Ayre of Cara, Orkney
  - Banff, Scotland
  - Aberdeen, Scotland
  - London (Telehouse)
  - Copenhagen (Interxion)



# Benefits of the SHEFA Concept



- Future proof & robust technology
  - High reliability, unlimited bandwidth & minimal latency
  - Superior WDM technology on a SDH platform
  - Up to 500km unrepeated cable
  - Minimum downtime & maintenance
- Attractive price vs. capacity
  - Initial capacity is 2\*10Gbps
  - Upgradeable to 57\*10Gbps
  - STM Levels from DS-3 to STM-64
  - Bit rates from 45 Mbps to 10Gbps
  - Competitive pricing

The SHEFA Concept offers superior price/capacity ratio, and makes communications easy for years to come



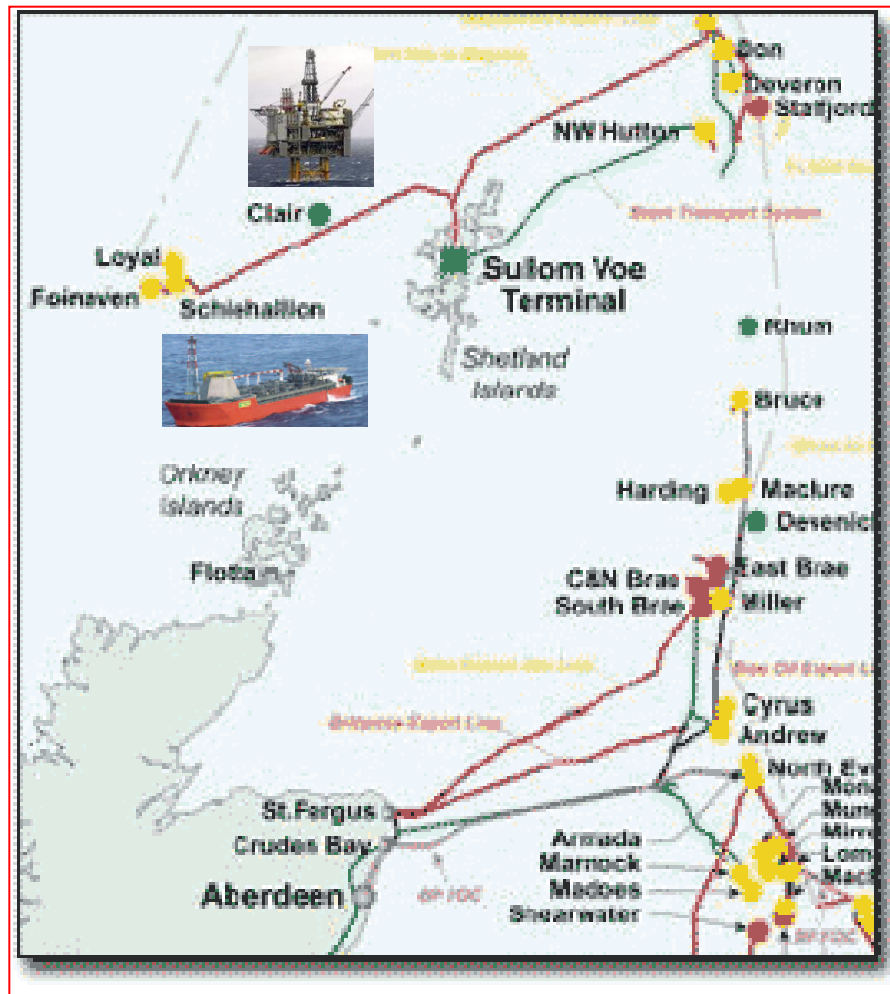
# Case Study: BP

The Faroese Telecom solution in the North Atlantic brings offshore onshore

Deploying the Shefa-2 fibre optic submarine cable and delivering unlimited bandwidth communications via branching units for oil rigs West of Shetland with great success.

BP has signed a long term contract whereby the Shefa-2 cable provides high capacity between the Clair (rig) and the Schiehallion (FPSO) and BP Aberdeen. Office.

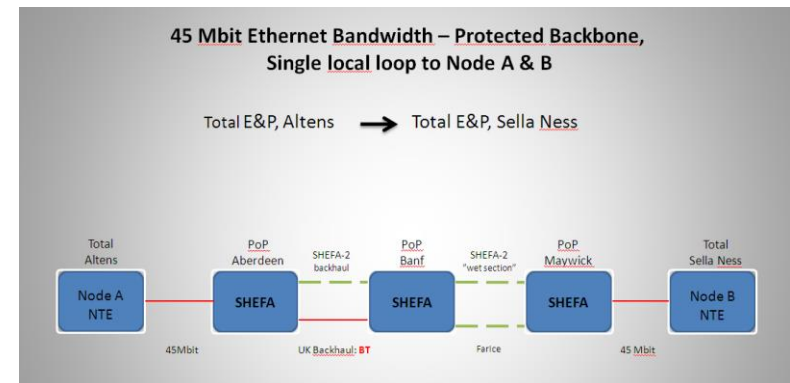
Offshore assets have access to onshore offices with secure reliable high capacity connections enabling endless opportunities.



*"The fiber connection delivered by Faroese Telecom makes life easier and our operations more effective offshore as well as onshore," BP officer says.*

## Communications for the Laggan – Tormore project

- Ethernet capacity Connections via Shefa-2 fibre optic Network
- Aberdeen HQ – Shetland, project office
- SGP: St. Fergus - Sullom Voe



# Shefa-2 Reliability & Maintenance

## Essentials

- We ensure reliability and high level maintenance by service agreement with APMA and memberships in SCUK, ICPC & DKCPC



- Landwork done in close cooperation with Shetland Islands Council, Orkney Islands Council and Scottish Executive



Shetland Islands Council



- Member of FPAL supplier scheme



# WoS Offshore Focus

Faroese Telecom now focus on the growing West of Shetland area

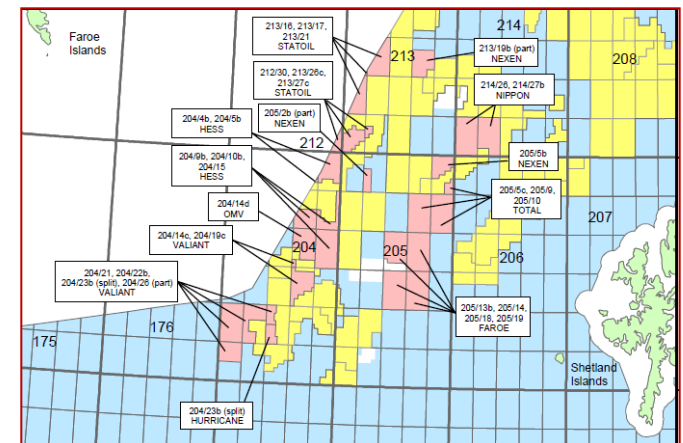
## Essential activities

- Total: Laggan–Tormore project
- BP: Schiehallion, Clair Ridge & Q204
- Chevron: Rosebank
- Cambo, Solan, Conival



## Deliverables

- High bandwidth low latency circuit directly to the asset via subsea Fibre optical connections & LoS solutions
- Enabling reliable unlimited bandwidth to the O&G industry



# Contact Information

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