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## UK CEO surprised by Faroe Tele

-We are very pleased with the very good cooperation we have established with the UK oil industry and we are continually looking for new opportunities to expand this cooperation, said Mr Páll Vesturbú, the CEO for FT-Net, which operates the Shefa-2 telecommunications cable, which runs close to the oilfields west of Shetland. Mr Vesturbú said these words at a small reception for Mr Malcolm Webb, the CEO for Oil & Gas UK when he visited Faroe Tele. Mr Webb was most surprised to see how this Faroe telecommunications company has managed to become a partner in the giant oil industry in UK waters. The visit was arranged after the recent oil conference in Tórshavn in June and where Mr Webb was one of the guest speakers. During the visit to Faroe Tele the CEO, Mr Kristian Davidsen, informed Mr Webb on the various aspects of this large communications company, (according to Faroe standards). Mr Vesturbú, who is in charge of developing the oil industry part of FT-Net, explained the more technical aspects of operating the two telecommunications cables delivering services to the UK- and Danish oil industry in the North Sea. The UK CEO was most surprised how Faroe Tele had developed in both the domestic and foreign markets and said: -It is pleasing to see that a small nation like the Faroes has produced such professional and high quality companies capable of providing services to the international oil industry, such as in Great Britain. For this to happen it requires quality and the correct people behind the operation. He wished Faroe Tele all the very best of luck in their continued work in the UK oil industry. Mr Vesturbú said that Faroe Tele is continually monitoring developments in the area west of Shetland and the North Sea. It has taken time and energy to establish a firm connection to the oil industry, but this work is now bearing fruit. They are continuing to build upon the excellent

results achieved and he was very pleased to be visited by the top CEO for the UK oil and gas industry: -We are in dialogue with several of the oil companies operating west of Shetland and are looking at options to connect new oilfields to the Shefa-2 cable as they are being developed. This same strategy applies to the Cantat 3 cable, which reaches into the Danish sector of the North Sea and where we hope Dong will buy our services, such as Mærsk Oil and Amerada Hess previously have done, with satisfactory results. After the official visit Mr Webb was taken on a short trip to see some of the Faroes, stopping at various vantage points and where the UK oil boss was given the opportunity to try out the modern services provided by Faroe Tele, as he was contacted by his London office on his mobile telephone. After completing his business Mr Webb said he was impressed by the very high quality level of the telecommunications connection in such a remote location. The party then proceeded to the village of Gjógv and on to Rúnavík, where he visited the oil industry supply base and the windmill park before returning to Tórshavn onboard the sloop Norðlýsið (Northern Light).