

File name: offshore_wind__davey_hill___invest_ni (1080p).mp4

Moderator questions in Bold, Respondents in Regular text.

KEY: Unable to decipher = (inaudible + timecode), **Phonetic spelling** (ph) + timecode), **Missed word** = (mw + timecode), **Talking over each other** = (talking over each other + timecode).

Davey Hill: Good afternoon. My name's Davey Hill and I'm here for the same reason as Steven Caine is, there was a wee fellow called Sam Knox, ten years ago, talked us into doing some work, so Sea Source, and I guess I'm a wee bit both worlds here. I'm part of the challenge but I'm also part of the solution. So, I'm a fisherman, I come from the fishing, 42 years ago, so I'm in my 43rd year of being a seafarer. So, I understand the complexities around wind-farms and I also understand the challenges that come from the fishing, and bearing in mind, 40-odd years ago, I went as a wee lad, you can imagine was like then. This was our world but actually the world has changed and we have to-, I call it cohabitation, we have to share and we have to live with environment, we have to share environment. But also it's very, very important to understand that there's other things are-, and just because we're not fishing now, or some of us aren't, while we do have a prosperous fleet, but there's other ways of making your living from the sea, very, very important.

Davey Hill, I'm Head of Business Development. I am in charge of-, Head of Business Development for Sea Source Offshore. I'm a director of Anglo North Irish, which are a fishing organisation, as well, and I've been a master of vessel for 40 years as well. We are the lead in the company, which is a collaborative networking (mw 01.30), so we're looking for bigger harbours. So, I have all the companies around Kilkeel, the industries, the boat-builders, all in a group working together. Suppose that's the important thing here. We're not from Belfast, we're from 44 mile down the road, so there is little of, you know, ingenuity outside of Belfast but we are-, we are quite-, very very busy there. I'm past chairman of the National Federation of Fishermen's Organisation, and I am very pleased to see Will here from the Crown Estate. Ten years ago, I worked on the Crown Estate doing liaison and creating a very ingenious map called the MARS system, that brought all the data together, for fishing data, so we could do the spatial planning somewhat better. I call fishing and renewables 'innovation meets tradition'. I am tradition, innovation is the, the wind-farms and stuff like this. We're based in Northern Ireland. We were established in December 2011. So, we have been here for just over eleven years now, quite a successful company, (mw 02.27) by collective fishermen, but actually those fishermen have changed their mind and they are now working in the renewables, delivering the like of vessels and, and people and fishing liaison officers, very important to negotiate between the sea-users and the developer.

Some of the projects we've worked on over this last ten years, we, on the western link, we had twenty boats in that, that was protecting the asset while it was being deployed. We protected it from other fishing vessels and vessels anchoring. We've been involved, we were the sole contractor for guard vessels or asset management on the North Sea link project between Newcastle upon Tyne and Norway. We worked

on the Walney wind-farm, providing guard vessels again and asset management. So, our next (inaudible 03.09) Stephen was down at Saint Nazaire (ph 03.10) Two, is down at Saint Nazaire Two. We were down Saint Nazaire this last eighteen months, and in fact we're now redeploying a boat tomorrow back to Saint Nazaire. The IFA2 project from Portsmouth into-, in-, into the Baie de Seine, we assisted with that too with 27 boats. So, we're, we're quite busy, and two years ago, we were very successful in taking up our fishing and, and, and, and our offshore hat, and taking it across to Martha's Vineyard and delivering a project there for Orsted. So, we went out and we delivered an eight-month project for Orsted out there. Other projects this year have been the Hornsea wind-farm, we were very active, active on the Hornsea wind-farm. Fecamp, we have two boats there at the minute. I'm pleased to announce, as of tomorrow, we are providing the crew-transfer vessels there. So, this is our diversification, and over the coming weeks, we are now just starting, starting to deploy other vessels on, on that site of a different nature.

Currently, we are on the Viking link, The Viking link is, as you can see, is from England into Denmark. Next-, over the next month, we are deploying twenty vessels on that project, and that is protecting the asset on the seabed. EnergyNet, the (inaudible 04.23) pipeline, we're currently working in that. It's quite interesting, that one, that's the first non-renewable project we've done in our-, in our eleven years. All the rest of the projects are renewable projects. The, the, the Celtic Sea, we're on a call from that, and again, the Dogger Bank, we're working in that this year (mw 04.41). So, all the (mw 04.43), busy, busy month for us or year for us. Management, project requirements, compliance is a big thing. You have to comply. Again, it gets back to the paperwork. Vessel deployment, there's a huge piece in here for having twenty vessels ready to go to sea that meet the compliance. I have a, a very strong team behind, we're very well-organised, and that has to meet all the client, client requirements. So, you imagine, next week, we're putting ten vessels out in one day, the crews, the, the certification, in Denmark, where you have to meet the (mw 05.16), all that stuff, it's, it's, it's very, very, very, very busy. Quality controlled reporting, the vessels report to us every day. We must make sure that those reports meet the client's standards, and therefore, the team does that, and then we do data analysis of that report and (inaudible 05.32). We have a very strong team.

I'm Head of Business Development, probably the weakest link, but we have Head of Operations, which I'm pleased to say, he's in the room. We've Head of Compliance. We have a chap called Peter Patterson, who's 30 years in the MCA, has done all the compliance there for over 30 years, we have him making sure that we are living within our limits and living within the rules. Head of Finance, that's important. If you're working in Europe, you need to focus on-, if you look at last year, euro was 1.12, this year, it's 1.19. So, we have a guy in there future-selling our money, making sure that we-, our risk is de-risked. And then we have the operations team that support behind. So, there's a lot of work in here. There's, there's, there's a lot of structure and a lot of effort to put into every project we take on. Vessel management, of course we, we, we have to make sure the vessels are audited, they're accredited. The certificates are checked, and a lot of this is, again, done in the office, done by the girls, but also by the owners of the vessels. They have to make sure and meet our criteria, and we have a Lloyds auditor who inspects each boat individually to make sure it meets the standards, and if we're visiting France, we have meet the host state declaration. If we're working in Denmark, we have to meet the Denmark rules too.

So, again, there's vessel management in there. Asset-, live asset monitoring system, so we, again, a strategic partner here in Northern Ireland, we do live asset monitoring, so every vessel we deploy, all the data that comes in through the systems in the boat comes to use via sat-link live. So, at any minute of the day, any of-, any projects that our boats are on, we have that data and we know all the activity going around those boats. That comes into the hub for us, and then we can define if there's going to be an issue or a problem, and then we can react to that quite quickly. This is the way our system works on board the boat, you, you see, inside the, the blue line, there are the dark-, the, the dark-, the dark line, that's the exposed asset in Saint Nazaire. That's the cable that's exposed. This is all the activity around the cable, and then this is the boats on, on, on the left-hand side of the screen, and they are-, they are colour-coded, so they're amber lights. If it's red, it's a danger, if it's amber, it's okay and if it's green, it's good to go. So, this is a system that we've devised over this last five years. We just didn't want to give the client a boat, we wanted to give them something to protect their asset, and instead of somebody saying, 'Well, I think that happened,' this is actually real-time live data that comes in to say, 'Well, actually that boat crossed that cable and damaged it at that point in time.' We know that damage can be done to cables, we also know the cost and the liability with taking some of these contracts on. We have huge indemnity insurance on our projects, and this is the way that we de-risk our, our projects.

Again, this is part of our system here, with a local-, with a local firm, we're all into local-, working with local firms, we can play any time-, any, any time, any day, any date of the tracking of any vessel. So, if you come in and you want to see the tracking, we put in the date and the time and we can watch that vessel tracking live across the screen, tracing it. This is also offshore as well as onshore-, sorry, this is off, offshore as well as inshore, I'll get my words right yet. We can also predict boats coming out (inaudible 08.46) from six miles away, where they're going to be a danger to cables, so we can-, we can throw up maps like this and then we can contact those vessels, that will send us an alert and we can contact that vessel before it gets to the cable, to make sure that the damage is not done or possible damage is not done. We create heat maps for our clients. So, if we see activity, like fishing, we'll use fishing, or anchoring, if we see a high level of activity in there, we can create heat-maps like this, and then we can let the client know that there's a possibility of where that's where you might need more protection, it's the higher risk to your cable. They-, they're very keen on this stuff here. Again, this has been developed with the local team and this is-, the likes of this stuff's critical to any management of any asset. They get their daily reports and their weekly reports. Every day, at nine o'clock in the morning, they get all the activities of what's happened in the cable today, yesterday.

So, if you have ten boats out yesterday, you have ten reports. We do weekly reports that shows them all the activity around and it tells them, and it breaks it down by boat, what type of boat, how many incidents there was, who crossed the cable, what position, and monthly reports is actually HSE stuff. Opportunities, my goodness me, Irish Sea, ten years, nine new wind-farms. Europe, the amount of cables that's going in over the next few years for us, for asset management. Technology, we see our technology advancing to provide better remote asset monitoring. So, we don't-, we-, you know, if you put the asset on the seabed, we can now do that remotely without the boats, by satellite and, and, and all the AS, that stuff, we can

collate that and then we can produce maps and stuff like that for the client. So, not only because a lot of these cables go in, they've got a two-year warranty in them, so therefore, the, the likes of Prysmian and Nexus (ph 10.38) want to make sure that their cable's being managed and the asset's being protected. Vessels, we're moving into larger vessels. Our, our-, within our group, we have bought six vessels in this last year within our group. We're now working with boats in Denmark. We're deploying next week, we're deploying-, next month, we're deploying twenty boats, ten of those boats are from Denmark. France, we're deploying boats out of France. We've worked in America, deploying American boats. So, we're very-, we're, we're very broad church but we realise that communication with trusted partners is key to this. If you were doing an environmental impact assessment, which we're-, which we're part of, as fishing, or a client, what she's recently done is asked us to do environmental impact on the Celtic Sea, we have someone here who we can contact and make sure that somebody local gets that work. So, we're answering the client's question. He picks up the phone, gives us a task and we deliver. That's key to our success. That's it, guys, short and sweet, thank you very much. Captions by www.takenote.co