

21 September 2023

Eurotunnel launches a call for tender to operate the duty-free business on its French Terminal

Eurotunnel, the concessionaire of the Channel Tunnel infrastructure until 2086 which operates LeShuttle Freight and Passenger services (cars and coaches) between Folkestone (UK) and Calais (France), announces its intention to call for tenders for the operation of the duty-free business at its French terminal in Coquelles (around 5 km from the city centre of Calais).

The tender will cover around 800 sq m of duty-free space within the Passenger Terminal building, as well as duty-free space in the freight terminal serving the needs of HGV drivers. In 2022, LeShuttle¹ carried more than 8 million passengers and traffic figures are increasing on a year-on-year comparison basis².

It will cover the duty-free operation in the Charles Dickens building and a separate duty-free outlet in the Freight terminal both at Coquelles and does not include the UK terminal at Folkestone.

The tender will be a competitive process starting with the issue of an RFQ by the end of September 2023. The RFP will be launched in October 2023 to all those qualifying at the RFQ stage. Eurotunnel expects a closing date for submission of proposals by the beginning of January 2024 for a start of operation in late April 2024.

*"The reintroduction of duty-free services for passengers travelling to the UK has created a substantial opportunity to redesign engagement with passengers and drive sales growth", explained **Deborah Merrens, Eurotunnel's Chief Commercial Officer**. She added "It is a great opportunity to provide a whole new customer experience through our premises. We are very excited for the future of the business and are looking for a duty-free operator to work with us to realise this opportunity".*

For further information and to express your interest please get in touch with the team at LeShuttle: frdutyfreeselection@eurotunnel.com and if possible attend the presentation at the Tax Free World Association (TFWA) exhibition and conference at Auditorium K, Palais des Festivals, Cannes on Tuesday 3rd October at 15h French time.

¹ "LeShuttle" is the trademark under which Eurotunnel operates its passenger and truck shuttles

² +8% from 1st January to 31 August 2023 vs 2022.

NOTE:

Passenger Terminal Building in Coquelles



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