

18 March 2024

Eurotunnel announces new duty-free partnership on its French Terminal

Eurotunnel¹, 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 a new partnership with **Le Marché Duty-Free**, subsidiary of Mumbai Travel Retail Private Limited (MTRPL)² for the operation of the duty-free business at Eurotunnel's French terminal in Coquelles (near Calais).

The partnership will cover around 800 sq m of duty-free space within the Passenger Terminal building, as well as around 75 sq m of duty-free space in the freight terminal serving the duty-free needs of HGV drivers for the first time. It does not include the UK terminal at Folkestone.

"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 "Our new partnership with Mumbai Travel Retail Private Limited (MTRPL) is a great opportunity to provide a whole new customer experience through our premises in Coquelles in France. We are very excited for the future of the business and are looking forward to working with them in the years ahead.

This decision is the culmination of an open and competitive tender process which started with the issue of a Request For Qualification (RFQ) on 26th September 2023. Eurotunnel would like to say thank you to all the tenderers who responded and participated.

NOTES TO THE EDITORS:

1. Eurotunnel means the partnership between the Channel Tunnel Group Limited and France-Manche S.A. acting as concessionaires and operators of the Channel Tunnel pursuant to a concession awarded by the UK and French Governments dated 14th March 1986. In 2023, Eurotunnel carried more than 8 million passengers.

2. Mumbai Travel Retail Private Limited (MTRPL) is a joint venture (JV) between Adani Airport Holdings Limited (AAHL) and Flemingo Travel Retail Private Limited (FTRPL). MTRPL brings together the strengths of both parent organisations:

- Adani Enterprises Ltd - one of India's largest conglomerates
- Flemingo group - operates in 137 locations in 26 countries across airports, seaports, border crossings, cruise retail (including previously via Harding Cruise), inflight sales, F&B services, specialty retail (Fashion, Luxury, Electronics), downtown diplomatic stores and UN Commissary services.



Passenger Terminal Building in Coquelles

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