

We are a Cross-Channel FOCA/CAFO Fixed Link and we are a competitor with Brittany Ferries and P&O.

We charge various rates for tourists and freight.

We have not set up any new routes.

All channels have certain impacts on our business. We watch, with particular concern, concentrations such as this, particularly where there has been acknowledgment of state aid funding of Brittany Ferries in the past.

Apart from Brittany Ferries, other competitors or others wishing to enter the industry may have been able to/interested in bidding for the Portsmouth – Le Havre route.

We have no specific additional observations to make on the proposed merger which although concerning operators very much in competition with ET, relates to a mode of transport very different from the ET service. ET was not therefore approached as an alternative to this merger and would not be in a position to take on this type of business.

However, we do consider that the Western Channel in which Brittany Ferries operate is, both in terms of freight and passenger traffic, part of the same target market as the short straits in which ET operates. All channels have certain impacts on our business and we take into account this sector of the market in devising any commercial policy.

We are sure that the Competition Commission will consider this when examining the proposal and its effect on the overall market for cross-channel travel.

Should you require further information from ET in this regard, please do not hesitate to let me know.

Kind regards

**Ken Morrison**

Senior Legal Adviser

Eurotunnel