

THE ESSENTIAL 2018



2019 Edition



5

strategic values to build the future of Getlink



Human

Mobilisation of the teams in a working environment that promotes the development and personal fulfilment of its employees and strengthening the Group's ability to attract talent.



Safe

Since the outset, the safety of people, assets and goods has been Getlink's top priority: it is the safest way to cross the Channel and to transport goods on the national railway networks.



Smart

Implementation of innovative solutions with high-added value (ElecLink), deployment of the digital transformation plan (Smart Tunnel) and continuation of investment policies.



Green

Providing mobility transport and infrastructure solutions that are among the most environmentally friendly, contributing to energy transition and providing continued support to local communities.



Premium

Continuous improvement of quality of service, tailored commercial offer to the customers' needs, development of a personalised customer experience.



Getlink: the Vital Link for 25 years

Getlink is a key player in mobility infrastructures and international transport and a leader in eco-responsible transport which regroups the following commercial brands:

Eurotunnel, the leader in cross-Channel transport for passenger vehicles and trucks;

Europorte, France's leading private rail freight operator;

ElecLink, the future electrical interconnector between the United Kingdom and France;

CIFFCO, the number one private railway training centre.

The growth in revenue (+58% in 10 years), an operating margin in excess of 52% in 2018, a dividend per share multiplied by 9 over the past 10 years and the predictable cash flows up to 2086 (the term of the Concession of the Channel Tunnel), demonstrate the effectiveness and resilience of its business model.



For a more comprehensive description of Getlink's activities and financial data, please refer to Getlink SE's 2018 Registration Document available at www.getlinkgroup.com

An outstanding performance in 2018*

4

GETLINK THE ESSENTIAL 2018



€1.079Bn

Revenue
(+5%)

€569M

EBITDA
(+9%)

€393M

EBIT
(+9%)

€130M

Net consolidated profit
(+16%)



€252M

free cash flow
generated (+7 %) in 2018

€607M

cash flow position
at 31 December 2018



+20%

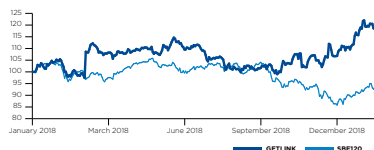
increase in dividend,
at €0.36 per share in 2018
€198M total
dividend amount for 2018
to be paid in 2019



+19%

GET share
performance
over the period

Share price evolution
(from 1st January 2018 to 20 February 2019)



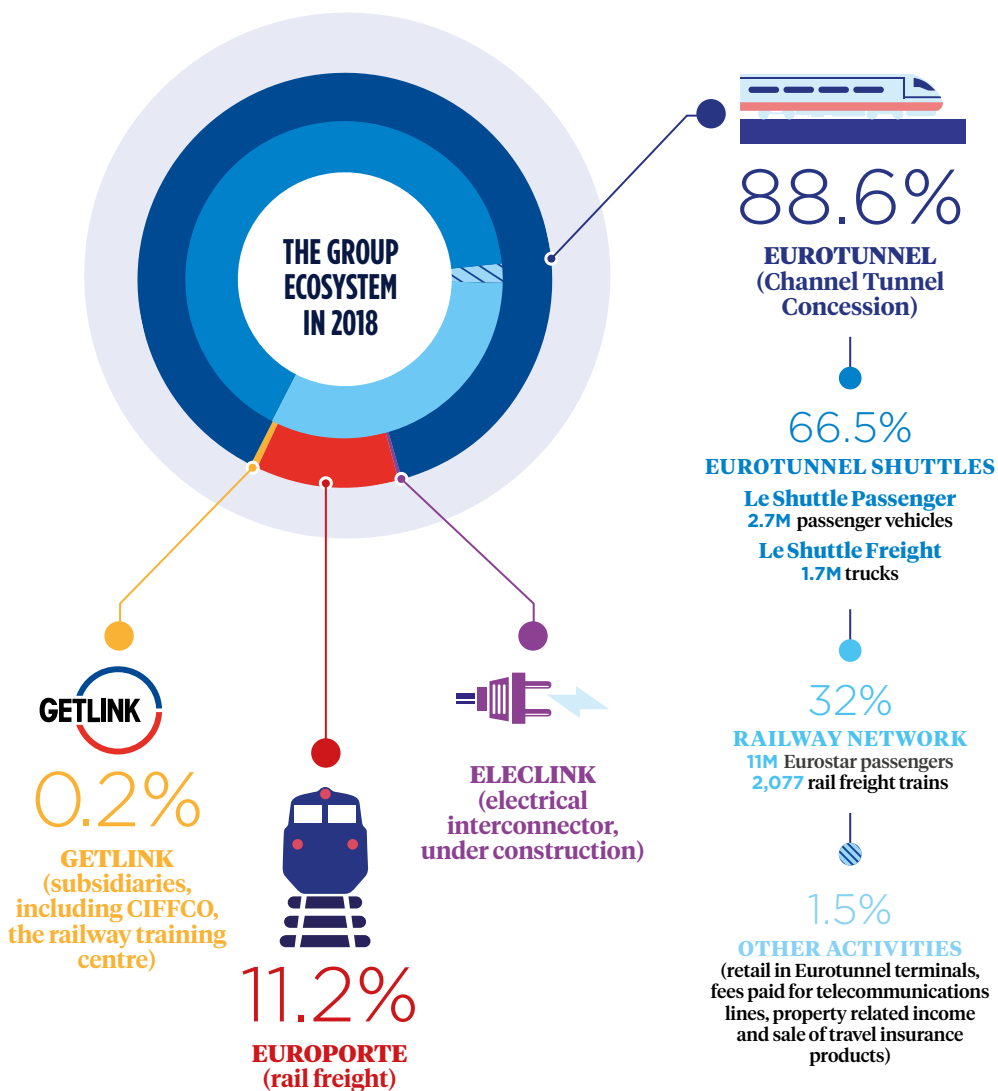
€7Bn

Market capitalization
at 20 February 2019

* At the 2018 exchange rate of £1=€1.128 for the income statement and at £1=€1.118 for the balance sheet.

€1.079Bn

in revenue
from 4 main activities



Shareholding

2 March and 17 December 2018
Atlantia and Eiffage take a stake in Getlink's capital

Purchase by Atlantia of Aero I Global & International representing 15.49% of the Group's capital and appointment of two representatives to the Board of Directors at the April 2018 General Meeting. Entry of BTP Eiffage, representing 5.03% of Getlink's capital.

Finance

7 February, 13 April and 26 September 2018
More financial flexibility for the Group

Debt optimisation, corporate reorganisation of legal structure and successful pricing of its first issue of Green Bonds for €550M.

KEY FACTS

Eurotunnel

4 June 2018
New EY report

Publication of a new study on trade flows managed by Eurotunnel between the United Kingdom and Europe: €140Bn of goods transit through the Tunnel each year.



CSR

12 November 2018
An electric racing car in the Tunnel

Collaboration between Eurotunnel and Formula E to promote electric vehicles for the launch of the 2019 championship season.





Innovation

3 July 2018

Partnership between Eurotunnel and the Ecole des Ponts ParisTech

Renewal for a further 5 years of the Chair of "Railway Transport Science", research in railway, sustainability of installations and technology.

Governance

19 October 2018

A reference in Socially Responsible Investment

Getlink moved up to 22nd place in the Gaïa Index, a reference in Socially Responsible Investment which reflects the quality of its governance and its social and environmental policy.



Brexit

18 January 2019

Ministerial visit in Coquelles

In the context of Eurotunnel's preparation for the exit of the UK from the European Union, visit of Edouard Philippe, French Prime Minister, to the Coquelles terminal.



Vital Link

4 April 2018

New railway service between the United Kingdom and the Continent

Opening of the Eurostar direct service between London and Amsterdam, via the Tunnel, in 3 hours and 50 minutes and Rotterdam in 3 hours and 10 minutes.



Responsible governance

In line with tomorrow's challenges

The governance structure of Getlink is adapted to the specific needs of the business arising from its binational nature and is part of a continuous improvement process in accordance with the Afep/Medef Code, in order to support the overall vision for the development of the company. It is based on a responsible and expert Board of Directors which is also international and diversified in its composition enabling it to set long-term strategic orientation and to oversee its implementation.



46%
of the Board
are women*

46%
Directors* not resident
in France

77%
Independence
rate*

1
Senior Independent
Director

BOARD OF DIRECTORS OF GETLINK SE

As at 20 February 2019, the Board is composed of 15 members, including 2 staff representative Directors and 10 independent Directors in accordance with the criteria set out in the Afep/Medef Code:

Jacques Gounon
Chairman and
Chief Executive Officer

Corinne Bach
Independent Director

Bertrand Badré
Independent Director

Giovanni Castellucci
Director

**Elisabetta
De Bernardi di Valserra**
Director

Patricia Hewitt
Independent Director

Peter Levene
Independent Director

Colette Lewiner
Independent Director

Colette Neuville
Independent Director

Perrette Rey
Independent Director

Stéphane Sauvage
Staff representative Director

Jean-Pierre Trotignon
Independent Director

Philippe Vanderbec
Staff representative Director

Philippe Vasseur
Independent Director

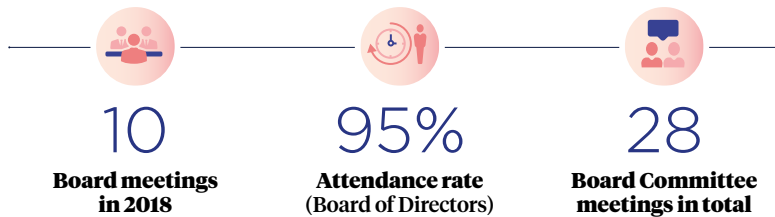
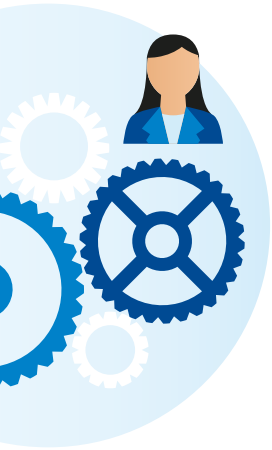
Tim Yeo
Independent Director

* Excluding the staff representative Directors.

As at 20 February 2019, the Board of Directors is organised into 6 Committees with complementary expertise:

	Committee Chairman/ Chairwoman	Total number of members	Number of meetings in 2018
Audit Committee	Colette Lewiner	6	6*
Nominations Committee	Perrette Rey	5	4
Remuneration Committee	Colette Neuville	5	4
Corporate Committee	Tim Yeo	9	2
Safety and Security Committee	Jean-Pierre Trotignon	5	8
Economic Regulations Monitoring Committee	Patricia Hewitt	5	3

* Plus a preparatory meeting.



EXECUTIVE COMMITTEE OF GETLINK SE



Jacques Gounon
Chairman and Chief
Executive Officer

François Gauthey
Deputy Chief
Executive Officer

Michel Boudoussier
Chief Corporate Officer

Patrick Etienne
Director of Rolling Stock,
Supply Chain and Energy
Unit

Laurent Fournet
Chief Operating Officer
Eurotunnel

Philippe de Lagune
Chief Operating Officer
Security

Steven Moore
Chief Executive Officer
ElecLink

Claire Piccolin
Company Secretary
to the Getlink Board
of Directors,
Compliance Officer

Pascal Sainson
Chief Operating Officer
Chairman of Europorte

Josephine Willacy
Commercial Director
Eurotunnel

GET COMPLIANT PROGRAMME

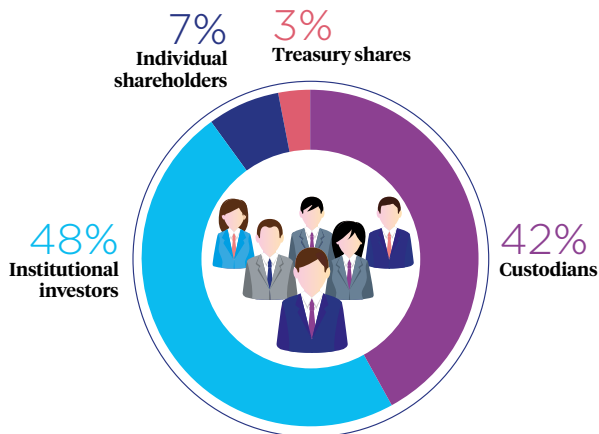
For the past 25 years, the Group has built itself around core values which guarantee its development and sustainability. To incorporate them on a daily basis, Getlink has launched a new *Get compliant* programme which will run throughout 2019. It started with the publishing of a new version of the **Charter of Ethics and Conduct** – more comprehensive, more illustrative and educational – based on 13 principles and rules of behaviour, for all the Group's employees as well as all subcontractors and stakeholders.



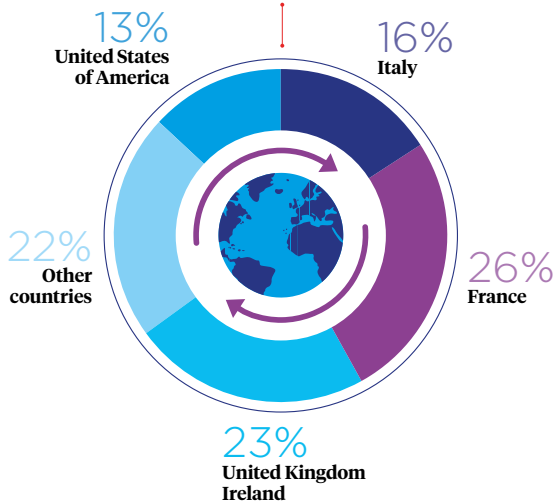
High quality and long term shareholding

CAPITAL BREAKDOWN*

BY SHAREHOLDER TYPE



BY LOCATION OF ACCOUNT HOLDER



SHAREHOLDING STRUCTURE*

178,000
shareholders

Average holding of
7,784
shares
(for holders of more than 1,000 shares)

GET SHARE FACT SHEET

ISIN code: FR0010533075

Ticker symbol: GET

Trading platforms: Euronext Paris and London

Share savings plan

(PEA-PME) scheme: eligible

Main indices: CAC Mid 60, SBF 120, FTSE All-World, FTSE Medium Cap, DJ Stoxx 600, Next 150, MSCI World Index, MSCI Europe, FTSE4Good, Low Carbon 100 Europe.

* Source: based on 31 December 2018 bearer identification analysis (TPI) covering holders of 1,000 or more shares on the registers of Société Générale Securities Services and Computershare.

DIVIDEND PER SHARE

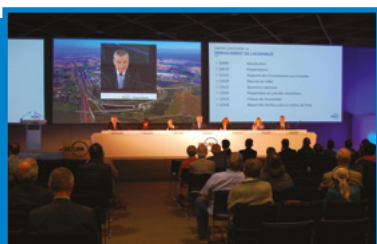
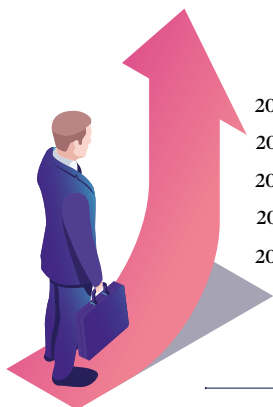


+100%

increase in dividend
in 5 years

More than €950M

total dividend amount since
the first distribution in 2008



Registered shareholders, let's go digital!

On the *Sharinbox* site of Société Générale Securities Services, opt to receive by email your account statement and notice of meeting and to vote online for the AGM. A quick, secure, simple, cost-saving and environmentally-friendly solution!

2018 Investor Day in London

On 19 June 2018 at its Investor Day organised in London, Getlink presented to 70 investors and financial analysts its view on how markets will evolve, its outlook for growth and confirmed its long-term strategy.



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www.getlinkgroup.com
www.sharinbox.societegenerale.com



Eurotunnel



A Vital Link in Europe

- Eurotunnel makes an important contribution to the economic **vitality** of Europe, by bringing people, business and culture together.
- The Channel Tunnel is the **fastest, easiest, most reliable** and **environmentally-friendly** way to cross the Channel.
- The Fixed Link is the only cross-Channel service open **24 hours a day, 365 days a year**.

22M

people have travelled through the Tunnel in 2018, half of them onboard Eurotunnel Shuttles

26%

of trade in goods between the United Kingdom and Europe transit through the Channel Tunnel, which represents a total annual value of €140Bn



World leader in piggyback transport

Eurotunnel operates and directly markets Shuttle services through the Tunnel:

- **Eurotunnel Le Shuttle** transports cars, coaches, motorcycles and camper-vans and their passengers onboard its 9 Passenger Shuttles between Folkestone and Coquelles.
- **Eurotunnel Le Shuttle Freight** enables HGVs to cross the Channel onboard its 18 Truck Shuttles, with one departure every 8 minutes on average. Eurotunnel, which holds the **Channel Tunnel Concession until 2086**, also manages safely and efficiently the circulation of the high-speed Eurostar passenger trains and the freight trains of railway companies.

Eurotunnel Le Shuttle

Leadership consolidated on the Short Straits

- A positive trend restored with a +3% growth in car traffic in 2018.
- Car market share stable at 54.6%.
- Pricing power of service.
- Increase in yield.



2.7M

**cars transported on
Le Shuttle in 2018**

355,348

**pets crossed the Channel with
Le Shuttle (+7%)**



A service of quality and personalised

- Flexiplus, a unique travel experience: priority boarding no matter the arrival time at check-in, high-end services and a business area, two elegant and contemporary lounges (the *Claude Monet* in Folkestone and the *William Turner* in Coquelles) available 24/7 and accessible to all types of passenger vehicles.
- Enhanced operational efficiency with the #SimplyBetter programme.
- Opening of 3rd drive-through lane in Coquelles allowing pets to be controlled inside the vehicle.

Eurotunnel Le Shuttle Freight

A record year

- A new all-time traffic record for trucks, up +3% in 2018.
- Market share gain of 1.8 pts to 40.9% in a market declining by 1.1%.
- Yield consolidation.

1.7M
trucks transported
on Shuttles in 2018

7,148
TRUCKS
the all-time daily
traffic record,
set on 12 December 2018



A premium service in line with the market

- Le Shuttle Freight also offers a premium service responsive to customer needs, especially at peak traffic period, and a paid secured parking area available 24 hours a day.
- The Channel Tunnel plays a key role in the development of the new economy which requires a fast and reliable transport, particularly for the high-value products (pharmachem products) or perishable (fresh) products: 26 million roses were transported for Valentine's Day through the Tunnel from Coquelles to Folkestone.
- The Tunnel is an integral part of the "just-in-time" or "just-in-sequence" production process, which enables manufacturers and logisticians to avoid the costs of holding stocks, thanks to the speed, reliability and frequency of the Truck Shuttles.
- The Fixed Link is essential to the postal and courier freight which, for e-commerce, can make next-day delivery of online orders possible: 1 million express delivery parcels are transported through the Tunnel on average each day.



Railway Network

High-speed passenger trains: records for Eurostar

- New record for Eurostar, with traffic up by +7% for the year.
- Opening of the new direct service between London and Amsterdam on 4 April 2018, with journey times from London of 3 hours and 50 minutes to Amsterdam and 3 hours and 10 minutes to Rotterdam.
- Launch of a 3rd daily service to Amsterdam scheduled from 11 June 2019.
- Upgrading of the Business Premium lounge in the London St Pancras International station in September 2018.



11M

**Eurostar passengers
travelled through
the Tunnel in 2018**

2,077

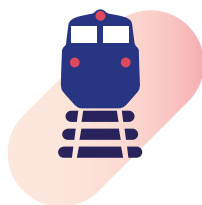
**rail freight trains through
the Tunnel**

Rail freight trains: a steady momentum

- Cross-Channel rail freight traffic is up +3% in 2018.
- Growth of the number of rail freight trains is linked to the positive effect of the ETICA (Eurotunnel Incentive for Capacity Additions), a Eurotunnel scheme which supports the start-up of new services.
- The complete train scanner, which will enable the inspection of up to thirty 750m-long freight trains per day on the Fréthun yard, will be operated by French Customs and come into service in 2019.



Europorte



6.4M

net tonnes of goods
transported by Europorte
France

800KM

of track managed
and maintained by
Europorte Services



The rail freight subsidiary, a vector for profitable growth

- Leading private operator and reference player in rail freight in France.
- A profitable economic model: increase in revenue of +3% and in EBITDA of +33% in 2018, on a comparable basis.
- Implementation and development of a graduate course in railway engineering and maintenance in partnership with the French Conservatoire National des Arts et Métiers (CNAM).

Railway traction activity

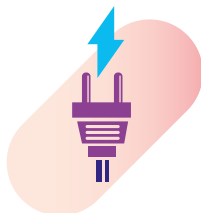


- Rail freight traction operations on main line, 24 hours a day, 7 days a week throughout the French railway network with connections with neighbouring European countries, including Belgium and Germany.
- Reinforcement of volumes of the rail traction business in the petrochemical and cement segments.
- 1.6Bn tonne-kilometres for Europorte France in 2018.

Management of railway infrastructure and logistics

- Leading private expert in railway operations and logistics services on industrial sites in France, in the petroleum, chemical, steel, automotive and construction material sectors.
- Railway infrastructure management and maintenance of railway networks, including of 6 major French ports.
- Renewal of contracts expiring in 2018.
- Gain of a new railway handling contract at the industrial site of a major oil group.

ElecLink



6.1M

**tonne of CO₂ emissions
will be saved thanks to
the interconnector**

€213M

**investment in 2018
and €453M in total since
the integration of ElecLink
in the Group**

Added-value for the Fixed Link

- Construction of a 1GW electrical interconnector between the United Kingdom and France via the Channel Tunnel.
- Labelled as a "European project of common interest" by the European Commission.
- A 50% increase in electrical exchange capacity between the two countries.

Construction of the strategic project



- Building of two converter stations in Folkestone and Peuplingues, being completed.
- Preparatory works completed, including the installation of the monorail in the north tunnel.
- Cable pulling operations pending final approval of the IGC.
- Operational service in 2020.

To improve efficiency and competitiveness



It is through this continuous improvement and modernisation process that, across all business activities, Getlink is building its success and getting ready for tomorrow's mobility in order to enhance customer experience and operational performance.



A unique customer experience on offer

The use of RFID technology enables us to track Flexiplus customers on site and to provide them with tailored real-time information.

Artificial intelligence now fitted on the Shuttles air-conditioning systems and on track circuits provides enhanced comfort to customers and contributes to optimising maintenance operations.

Interactive training courses

From the Mooc to the online e-learning platform and OpenInnovation, the railway training centre CIFFCO, puts digital transformation at the heart of the new pedagogical training practices.

A Smart Tunnel

A connected object since its inception, high-tech with its 36,000 sensors and other systems, the Channel Tunnel still has state-of-the-art technology, 25 years after the opening of operational services.



Optimising Tunnel capacity

Launch of the project to deploy the ERTMS signaling system (European Rail Traffic Management System) which, combined with the GSM-R system, will allow improved interoperability and better punctuality whilst increasing capacity in the Tunnel, all to the highest safety standards.



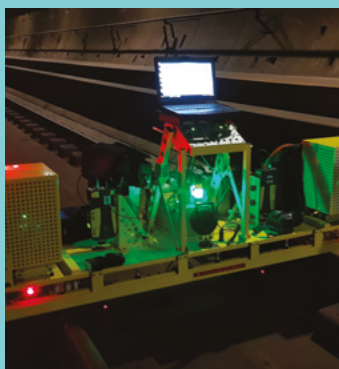
Towards Intelligent Borders

On both sides of the Channel, Eurotunnel has introduced automated biometric facial recognition e-gates for coach passengers travelling with Le Shuttle in order to speed up border crossings and increase the quality of border checks.

Europorte in the digital era

Planning software, a unique documentary database accessible to all employees, apps to transmit anomalies detected on trains, deployment of the European interoperability standards: digitalisation is a true innovation vector for the rail freight business.

Digitalisation



Towards 3.0 maintenance

Since the end of 2018, the Cobra robot, which was designed, developed and patented in partnership with the French Ecole des Ponts ParisTech, screens the track sleeper blocks and enables improved productivity and infrastructure availability. The Vectoor Tunnel inspection and measurement train is being used to build big data models and to optimise predictive maintenance.

Getlink committed to CSR excellence



Creator of a vital link that brings countries, people and cultures together, a major contributor to mobility, rooted in its local communities, a leader in eco-friendly transport from the outset, Getlink integrates social, environmental and corporate responsibility at the heart of its strategy.

The Getlink's approach to CSR reflects its commitment to sustainable growth for the Group but also for the all stakeholders comprised in its value chain: customers, employees, suppliers, shareholders, community, etc. The monitoring and reporting process set by the Group demonstrates its commitment, its transparency and its ambition to set exemplarity standards in these fields.

The defined policy covers **4 main areas**:

- 1.** Investing in its workforce and increasing its attractiveness for talents
- 2.** Corporate responsibility including being integrated in its local communities
- 3.** Environmental performance
- 4.** Developing activity while ensuring maximum standards of safety and security.

The CSR action plan is deployed in accordance with best practice and draws on regular results, assessments and analyses to integrate future challenges and opportunities for innovation.



FTSE4Good

In June 2018, Getlink received confirmation of its continued inclusion in the FTSE4Good index for its ethics and its social, environmental and corporate responsibility. This renewed recognition reflects the importance Getlink attaches to the development of its activities in accordance with non-financial criteria.

Did you know?
Getlink is the first and still the only cross-Channel operator to have conducted and published an annual carbon footprint, as early as 2007.



Getlink's CSR actions are measured by a range of non-financial indicators audited and published in the Getlink 2018 Registration Document, available at www.getlinkgroup.com.

CSR – 2018 SOCIAL INDICATORS

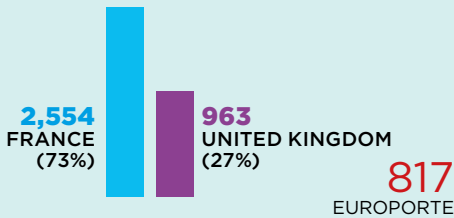


3,517
employees in the Group
at 31 December 2018
(+3.4% compared to 2017)

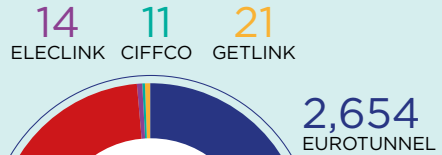
335
recruitments to the Group,
of which 87% on permanent
contracts

193
young people
on apprenticeship or
professional training contracts

GROUP WORKFORCE BY COUNTRY



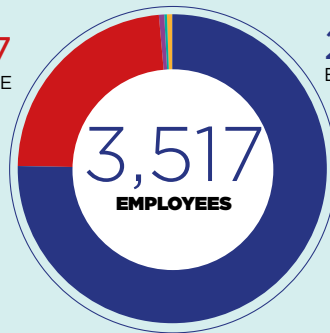
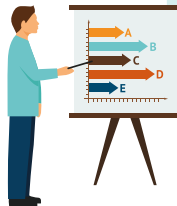
WORKFORCE BY SUBSIDIARY



TRAINING IN 2018

107,641
hours of training
for the group's employees

€5M
cost of training
for the Group's workforce



WORKPLACE SAFETY IN 2018

5.7
Frequency rate*
of lost-time work-related
accidents (7.4 in 2017)

0.3
Severity rate**
of work-related accidents
(0.6 in 2017)

* Number of work-related accidents requiring time off work x 1,000,000/number of hours worked.

** Number of days off work x 1,000/number of hours worked.



Carbon emissions generated by rail freight are

99 times

lower than those of air transport and

8 times

lower than those of ferries



-4.6%

reduction in the Group's greenhouse gas emissions (vs 2017), despite the increase in activity



-42%

reduction in refrigerant fluid partly due to the replacement of air conditioners on board the Passenger Shuttles in 2018



Nearly

10,000

of our customers' electric cars travelled on board Le Shuttle in 2018, compared with just 40 in 2014



2.4MW

of electricity produced each year by the Eurotunnel wind farm comprising 3 turbines in Coquelles

ENERGY SOURCES

Consumption

Electricity (in kWh)	572,220,723	=
Natural gas (in kWh)	7,551,021	-7%
Fuel and non-road diesel (in litres)	8,900,582	+1%
Liquefied petroleum gas (LPG) (in litres)	4,378	-38%
Diesel (in litres)	792,500	-1%
Petrol (in litres)	42,989	+8%



1994-2019

In 2019, Eurotunnel celebrates its 25th anniversary and commends the genius of the designers, the doggedness of the builders, the dedication of the original shareholders and the motivation of the teams to prepare for the future. These have been 25 years of challenges, pride and sharing. But above all, 25 years of operational success and traffic records since 1994:

More than **430 million passengers** have travelled through the Channel Tunnel on board the Eurotunnel Shuttles and high-speed Eurostar trains, the equivalent of three times the populations of the United Kingdom and France combined.

Almost **410 million tonnes of goods** have been carried through the Tunnel mainly on board the Eurotunnel Truck Shuttles but also on the freight trains of the Railway Operators.

More than **86 million vehicles** have been transported in 25 years, of which **58 million cars**, coaches, camper-vans and motorcycles by Le Shuttle and **28 million trucks** by Le Shuttle Freight.

More than **2.6 million pets** (dogs and cats) have travelled on board Le Shuttle since the opening of the service in February 2000.



GETLINK SE

European Company with a capital of

€220,000,007.20

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EUROTUNNEL

www.eurotunnel.com

www.eurotunnelfreight.com

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UK TERMINAL

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Folkestone

Kent CT18 8XX

United Kingdom

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