



& YOU

LETTER TO SHAREHOLDERS

24 October 2022

> Dear Shareholder,

The late Queen Elizabeth II said the followings in the foreword of the Channel Tunnel 15th anniversary book: "it now seems almost impossible to imagine life without it". You will see in this letter how we have modestly wished to pay tribute to her.

The Group's revenues for the third quarter and the first nine months of the year, which we have just published, clearly demonstrate just how vital the Tunnel is: thanks to the launch of ElecLink, **for the first time the Group has exceeded one billion euros in nine months**, which is almost twice as much as last year for the same period!

The return of **passenger traffic** this summer has been significant. The success of our Flexiplus offer, which enables passengers to cross faster, has been exceptional. Thank you to our loyal customers. **Eurostar**, which has been severely affected by the health crisis, has only been able to deploy 80% of its pre-Covid capacity, but the number of passengers, at 2.5 million (Q3), is quite satisfactory, and that is what counts for us.

Truck traffic also held up well, with an obvious slowdown during the period surrounding the funeral. Our market share remained above 40%, which confirms our attractiveness despite the contribution requested from hauliers to compensate partially the increase of electricity prices.

Europorte is pursuing its development quietly and efficiently. The other great news of the summer is the successful operation of **the ElecLink electricity interconnector**.

In a very specific energy context, with high prices and historically low nuclear production in France, ElecLink has played a major role in the exchange between the two countries, with a strong and rapid growth in revenues from this new activity.

All this good news legitimately pushed the share price to its highest point, at €20.13 on 21 July 2022, and it remained above €19 for a month and a half.

As a result of profit-taking, the share price has fallen back, in parallel with the concerns that have emerged from the geopolitical environment, the political situation in the United Kingdom, inflation and recession fears.

We are well aware of these issues and are continuously adapting ourselves to be as resilient as possible, with a portfolio of activities reinforced by the launch of ElecLink.

We have now developed a knowledge of the electricity markets which allows us to expand **the process of auctioning the interconnector's capacity** with commitments for a month, a quarter, a year, in addition to the very remunerative daily auctions. This gives us good visibility on its future revenues.

We are also capitalising on our green credentials, and we have intensified our energy efficiency policy, the first actions of which (wind turbines, eco-driving, electric vehicles, etc) date from several years ago. We have also announced our intention to do more, with a sobriety plan that identifies concrete actions.

While remaining vigilant and flexible, we believe that our position as a leader in cross-Channel transport, rail freight operator and kilowatt transporter gives us a unique position from which we shall continue to benefit our shareholders.

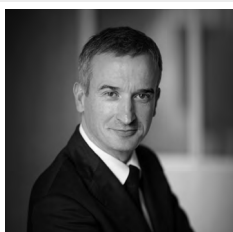
Yours faithfully,

Jacques Gounon
Chairman of Getlink



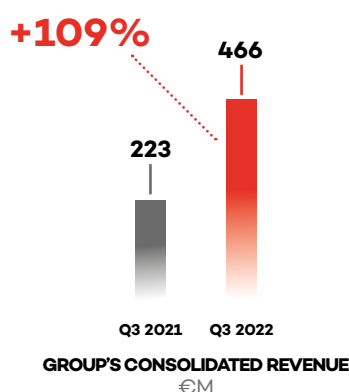


TRAFFIC & REVENUE FIGURES FOR THE 3RD QUARTER OF 2022



"In the third quarter, the Group has stepped up its efforts to consolidate the momentum of the first half of 2022. The growth in passenger traffic, our marketing investments and ElecLink entering its operational phase allow us to establish a higher level of revenue compared to 2021 and confirm the attractiveness of our low-carbon solutions for customers."

Yann Leriche
Group Chief Executive Officer



Revenue for the third quarter of 2022 totalled €466.1 million, up 109% compared to the same period in 2021¹.



► **Eurotunnel:** Revenue up 71% to €325.8 million, driven by the growth in Passenger Shuttle and Eurostar traffic.



► **Europorte:** Solid operational performance, with revenue up 2% to €32.9 million.



► **ElecLink:** Continued successful development, with revenue of €107.4 million.



EUROTUNNEL

► Le Shuttle

- Strong growth in the number of passenger vehicles over the first nine months with 1,661,019 vehicles transported.
- Confirmation as market leader on the Short Straits, with a car market share of 56.1% in the third quarter of 2022.
- Achievement of the best monthly performance for 3 years, with more than 314,000 passenger vehicles transported in August 2022.

► Eurostar

- Good momentum in Eurostar traffic, in particular the continued growth of the direct London-Amsterdam service.

► Le Shuttle Freight

- More than 1.1 million trucks crossed the English Channel on board Shuttles in the first nine months of the year, an increase of 12% compared to the same period in 2021.
- Confirmation as market leader on the Short Straits with a market share of 40.7% in the third quarter of 2022.
- Ramp-up of the unaccompanied freight service with more than 2,600 trailers transported in the first nine months of the year.



EUROPORTE

- Continued development of Oleo100 traffic with the installation of a storage tank in Strasbourg.



ELECLINK

- Strong operational performance with 2.3 TWh transmitted and an availability rate of over 88%.

¹ All comparisons with revenue for the first nine months of 2021 are at the average exchange rate for the first nine months of 2022: £1=€1.173



TRIBUTE TO QUEEN ELIZABETH II



Tribute projected on the cliffs of Dover

Flags at half-mast on Eurotunnel terminals

Getlink's historical and close relationship with the UK is unique, therefore we were deeply saddened to hear of the passing of Her Majesty the Queen. Her Majesty dedicated her life to the people of the United Kingdom and the Commonwealth. The impact of her 70 years of devoted service and extraordinary sense of commitment to duty can be seen worldwide and will never be forgotten. On 6 May 1994, Her Majesty the Queen presided over the opening of the Channel Tunnel, in Coquelles alongside François Mitterrand, President of the French Republic. In her speech that day she remarked on the unique combination of French élan and British pragmatism which got the Tunnel built, and which continues to define us as a company today. After the inauguration ceremony Her Majesty travelled back

from Coquelles to Folkestone in the Royal Rolls-Royce as the first official passenger onboard a Eurotunnel Shuttle. Since that day, this unique rail infrastructure has enabled millions of people to discover the rich cultures of our two countries. Getlink will always be deeply grateful that she joined us to celebrate this remarkable engineering achievement, which symbolises the special relationship that exists between the UK, France and Europe, as well as the incredible technological advances in both countries that have made the "construction site of the century" such a vital link for the economies of our two countries. As a mark of respect and tribute, the flags on our two Terminals were flown at half mast and two minutes of silence were observed by our customers and the Group's employees.

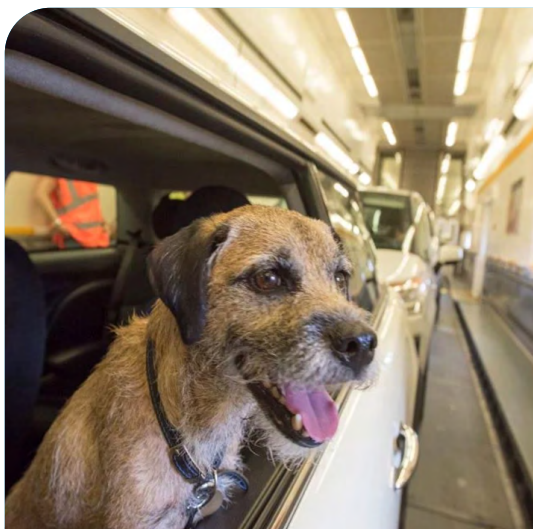


Opening of the Channel Tunnel on 6 May 1994



20th anniversary of the opening of the Channel Tunnel





> Record numbers at Pet Reception!

August was a record breaking month for Eurotunnel Le Shuttle as a total of 54,552 pet journeys were recorded. Since 2000, Eurotunnel Le Shuttle is proud to have transported more than 3.7 million pets and is the only cross-Channel operator to offer the opportunity to stay with your pet for the entire journey, which is very important for our customers.



17th Green Flag awarded to Samphire Hoe

On 26th July, Samphire Hoe, Getlink's 30 hectare nature reserve at the foot of the Dover cliffs, won its 17th Green Flag Award. This prize is awarded to the UK's most outstanding natural sites and green spaces as well as those engaging with local communities. This award recognises the Group's ongoing commitment to biodiversity which is a major focus of its environmental strategy. In 2021, Samphire Hoe welcomed over 140,000 visitors and has received since its opening 17 Green Flags and 6 South East In Bloom awards for its high ecological quality and social involvement.

European Heritage Days 2022

On the 39th European Heritage Day, on the theme "sustainable heritage", Getlink was delighted to open its doors to the public on Saturday 17 September for a guided tour of the Eurotunnel Terminal in Coquelles. This visit offered an opportunity for the many participants to discover some of Getlink's major activities, which, like Eurotunnel, serve the vitality of economic exchanges between the UK and the rest of Europe. It was a great success, which we look forward to repeating in the future.



> Le Shuttle Freight celebrates its 33 millionth truck!

33 million is the number of trucks which have crossed the Channel with Eurotunnel Le Shuttle Freight since the opening of the service in 1994. René became the 33 millionth truck driver to travel with the freight service on 11 July and received some gifts and a certificate thanking him for his loyalty. Eurotunnel is always looking to improve the customer experience and is currently developing new services, which include the creation of a supermarket and the installation of fitness machines in the Truck Village, a multi-service area dedicated to our freight customers.

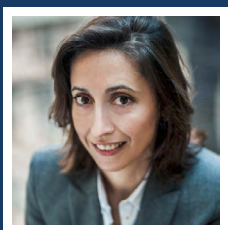


DID YOU KNOW ?

When combined, these 33 million trucks would represent a distance over 13 times around the Earth!

> NOMINATION

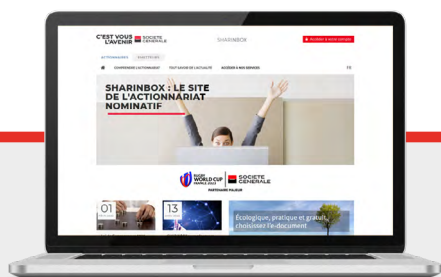
ANNE-SOPHIE DE FAUCIGNY GETLINK'S CHIEF COMMUNICATION OFFICER



Anne-Sophie de Faucigny joined Getlink on 1st October 2022 as **Chief Communication Officer and a member of the Executive Committee**, reporting to Yann Leriche, CEO. She will supervise all external and internal communication teams. She has 20 years of experience in communication strategy, influence and institutional relations, in France and internationally. Since 2014, Anne-Sophie de Faucigny has been Head of Institutional and Media Relations at Bpifrance, where she was a member of the Management Committee.

Commenting on this appointment, **Yann Leriche, Getlink's Chief Executive Officer**, said:

"I am delighted that Anne-Sophie has joined the Executive Committee. Her extensive expertise in corporate and financial communications and her knowledge of the French institutional sphere will be invaluable assets to continue the rapid development of our Group."



Registered shareholders: let's go digital!

By connecting to the [Sharinbox](#) platform of Société Générale Securities Services, you can choose to receive all the documents regarding the General Meeting by email. This option will allow you to receive the documents more quickly as soon as shareholder voting opens.

More than 6,000 shareholders have already chosen this easier, quicker, more economical and environmentally friendly solution!



2023 financial calendar

26 January 2023

Revenue and traffic figures for 2022

23 February 2023

2022 annual results

20 April 2023

Revenue and traffic figures
for the 1st quarter of 2023

27 April 2023

General Meeting



Europorte, waste collection on World Clean Up Day

Getlink acts on a daily basis

As part of the **European Sustainable Development Week**, which took place from 19 to 27 September 2022, Getlink launched a guide entitled **My Daily Impact**. This action plan, made available to the Group's employees, presents simple commitments and eco-actions to be implemented in their everyday working environment in terms of energy efficiency, waste reduction, responsible digital use, sustainable mobility, responsible purchasing and awareness of global warming issues. This project highlights once again the Group's commitment to sustainable development.