

Eurotunnel Railway Network

EUROTUNNEL

A GETLINK
COMPANY



Framework Agreements (EFA)

Notification-Consultation 19.08.2026 – Information for Applicants

EFA: Eurotunnel Approach – Process

Steps from initiation to conclusion

Eurotunnel opening route to EFAs

- NS publication (Dec-25) open to study EFA offer from 2030
- New entrant with NTP (Notice To Proceed) for 2030 (firm fleet order & funding agreements + announcement)
- Application to Eurotunnel for EFA & fleet notification

Eligibility criteria

...for Operator to apply for EFAs

- Fleet availability to operate services:
 - either existing fleet in operation
 - or fleet to be delivered for operation in a timetable year
- Operational Integrity demonstration (either new dossier, or (as simplification) shared recent dossier + gap responses)
- Application within notification-consultation window (art.5.2)

Validation

ET ↓

2nd RU ↘

...by Eurotunnel with other stakeholders

- Operator **notification-consultation** (EU Reg.art 5.2)
 - notification of ET route opening to EFAs
 - invitation to RUs to apply for EFA if eligible
- IM **coordination** (EU Dir.art.40 & EU Reg.art.12)
 - confirmation of supply of 3rd L-P path (...or not) in Oct
 - **prior** communication of planned EFA offer for discussion
 - exchanges on RU coordination if supply<demand
- Regulatory Bodies **information** (EU Dir.art.56)
 - EFA approach, process, contents, offer, timing, issues...
- Publication EFA **model** & general **consultation** (with NS)

Development

other Applicants ↓

...of EFAs by Eurotunnel with (each) Applicant

- Verification of draft NTP/order & fleet delivery plans
- **Examination** of OI documentation (& additions if any)
- Conditions Générales (main contract) drafting by ET
- Conditions Particulières (specific annexes) by ET & RU
- ET **decision** on EFA attribution & execution
 - depending on **availability** = demand vs. supply, and RU collaboration in **coordination** as required (=adjusted RU requirements in multi-operator market conditions)
 - resulting in ET capacity **offer** in full, or in part, or none or withdrawn

Timelines

- Notification-Consultation: proposed window to 30.09 [subject to reasonable extension requests](EU Reg.5.2)
- Validation & Development steps are conducted in parallel: ambition~3 months [if good RU coop, no appeals]
- Global process: ~6 months (normal) [barring regulatory or legal challenges], ambition ~4 months (Dec-26)

EFA: Eurotunnel Approach – Dossier

Application dossier (Operational Integrity demonstration)

...to be submitted by Applicants with their EFA request

- **D1) Transport Plan** and resourcing
 - service offer by route: timetable concept, daily frequency, annual total, weekly & seasonal variations
 - train formation & seating (SU/short train vs. MU/long train %) [NB: SU= Single Unit, MU = Multiple Unit]
 - fleet allocation: by route, reserves by node, in maintenance
 - path utilisation rate (weekly & annual nb or %)
 - service launch date & ramp-up stages
- **D2) Business Plan** and viability
 - 10 yr projections: services/route, pax volume, load factor, yield, revenue, infra/ops/ fleet costs, financing, P&L (/yr 1-10)
 - market analysis: projected market size, induced growth, market share, target segments, market studies
 - viability analysis: breakeven (B/E) load factor, B/E year, yield sensitivity, Load Factor sensitivity
 - stress test: adaptation & viability in 3 (or more) operator market scenario (yield / frequency / MU% / route deployment)
 - future development potential: new routes, new fleet, growth plans
- **D3) Funding** for fleet & operations
 - equity: sources, amounts & agreement status & timeline
 - debt: sources, amounts & agreement status & timeline
 - annual financing costs, flexibility vs. leverage, cash duration vs. ramp-up burn rate
- **D4) Fleet** procurement (&/or existing fleet allocation)
 - design, manufacturing, testing, approvals & **delivery plan** (NTP+m)
 - MSA, TSA, draft NTP (& options) contracting status & timeline to signature, options trigger windows & plan
- **D5) Depot** access & development
 - depot location(s) & maintenance allocation (by type & fleet)
 - depot access agreement(s): contract status & timeline
 - depot development works: contract status & timeline
- **D6) Operations** resource mobilisation
 - recruitment & training plan & timeline (head of safety, management, drivers. crew)
 - operator certification plan & timeline (SMS, SSC, domains, licences)

(NB: additional information may be requested by Eurotunnel during examination & coordination of requests)