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Headline: Eurotunnel launches a call for tender to operate the food and beverage retail business on its UK and French Terminals.

Eurotunnel, 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 its intention to call for tenders for the operation of the food and beverage business at its UK and French terminals in Folkestone and Coquelles respectively.

The tender will cover over 1,500 sq m of food and beverage retail space within the Passenger Terminal buildings in Folkestone and Coquelles.

This tender is about more than just food and drink—it's about crafting a welcoming and dynamic environment that enhances the journey for millions of passengers. Whether they're grabbing a quick coffee before boarding or sitting down for a leisurely meal as they embark on their holiday, these spaces will be a key part of their travel experience.

The tender process will ensure that selected partners bring innovation and quality to our terminals, with an operation that is customer-focused, enriching the overall travel experience. Interested parties are invited to submit their proposals and share how they will create exceptional food and beverage destinations in our retail spaces within our passengers terminals

The tender will be a competitive process starting with the issue of an RFQ during May 2025. The RFP will be launched in June 2025 to all those qualifying at the RFQ stage. Eurotunnel expects a closing date for submission of proposals by the beginning of August 2025 for a start of operation in January 2026.

"Travel is about moments—anticipation, excitement, and new experiences. We want to create destinations within our terminals where passengers can relax, indulge, and savor the start of their journey," said Deborah Merrens, Eurotunnel's Chief Commercial Officer. "This tender presents an incredible opportunity for visionary operators to transform these spaces into vibrant hubs of comfort and enjoyment."

Omid Golshan, Eurotunnel's Director of Strategic Partnerships added "Quality is at the heart of this tender—not just in the range of choices available, but in the integrity of sourcing, the attention to presentation, and the consistency of service. We are looking for occupants who will bring best-in-class offerings, ensuring that every meal, every cup of coffee, and every customer interaction meets the highest standards. This is about delivering more than just food—it's about creating a memorable, premium experience that sets the tone for travellers as they begin their journey."

For further information and to express your interest please get in touch with the team at LeShuttle: fbselection@eurotunnel.com.