

Ministerial Offices | Government of Jersey | Union Street
Jersey | St Helier | JE2 3DN

By email

10th September 2025

Dear Chair,

Ferry Concession Agreement

Thank you for your letter of 3rd September, in which you request the publication of the Concession Agreement between the States of Jersey and DFDS.

As you will be aware, the Concession Agreement was shared, in confidence, with your Panel on 11th March 2025 and I remain at your disposal to answer any questions you might have on its contents.

I have also offered to provide private briefings to the Chamber of Commerce and would be happy to do so for any other interested party or business.

Unlike the previous Operating Agreement, which was limited in its scope, the new Concession Agreement contains a number of commercial levers, a Performance Bond and a marketing and sales strategy which the Operator is required to deliver at its own expense. These provisions, which the Panel has had the opportunity to review, are commercially sensitive and could, if published in full, prejudice the commercial interests of both DFDS and Jersey.

The Panel will also appreciate that DFDS have made a number of concessions, including the Performance Bond which, if disclosed publicly, could undermine the company's ability to negotiate contracts with other jurisdictions in the future.

I recognise the public interest in this subject and have therefore instructed my officers to work with DFDS to prepare a summary and appropriately redacted version of the Concession Agreement which will be published in due course.

Yours sincerely,



Deputy Kirsten Morel
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