

24 November 2025 - Anonymous 2

Subject: DFDS

Monty,

I might have mentioned this before, but in my view, the questions that need answering are:

1. Who formed the negotiating team
2. What was their respective prior knowledge of such negotiations?

I'm of the view that the negotiators had little or no idea of the strong bond between The Port of St Malo owned by the Chambre de Commerce and Condor/Brittany Ferries.

Thus with DFDS having only a small presence within the Terminal, Brittany Ferries picked up the majority of the day visitors - to Guernsey - and also BF gained the best slots on the ramps. Down to one ramp now - until 2027 as I understand it - for the necessary infrastructure works and terminal rebuilding. It will be interesting to see which of the three services (Portsmouth, Guernsey & Jersey) gets the preferred ramp time allocations.

Yours aye,