

Calais, 17th July 2006

SeaFrance is on the road to recovery  
after the difficulties of 2005

In 2005, SeaFrance, the only French company operating on the Calais-Dover route, achieved turnover of 192 M€.

Continuing with the renewal of its fleet, the company introduced the *SeaFrance Berlioz* in April 2005, its second brand new ferry, capable of carrying 1,900 passengers, 120 trucks or 700 cars.

The year's results were badly affected by the major incident at the terminal in Calais, which led to a decrease of more than 10 M€ in turnover.

The increased number of "low cost" tourist packages resulted in a significant reduction in prices, without any development in this market sector.

The losses were not compensated for by the success of our freight service once the terminal problem had been resolved.

SeaFrance adapted in various ways to overcome these difficulties:

- Agreement on a 6-ship fleet with operating flexibility that maintained the service throughout the year.
- Introduction of a restructuring plan, negotiated with trade unions etc. The plan reorganised corporate structures and adapted our services to take account of changing demands from our clients.
- Development of Internet sales thanks to a new data system and a more effective website [www.seafrance.com](http://www.seafrance.com) offering a wider range of products.
- Increased freight tariffs at the beginning of 2006, based on better control of distributors and applied to increasing volumes. The increased traffic was the result of long-lasting partnerships with clients and investments made in quality of service.

SeaFrance is using its strong cohesion to get back on course and operate a return to profit.

Eudes Riblier, Chairman of the SeaFrance Board, emphasises that, "Passenger ferries employ one-half of all French seamen. We are fighting a hard battle to maintain this profession under our French flag but we are proud to be involved in the struggle."