

## Update with Condor – market testing

████████████████████ - Guernsey

John Napton, ██████████ - Condor

Richard Corrigan - Jersey

15<sup>th</sup> January 2024

MSED confirmed that, following consideration and discussion between the Islands, a decision had been taken by both Governments to jointly proceed to a joint market testing exercise.

MSED expressed his hope that Condor would participate in this.

Richard Corrigan (RC) explained that this would involve an exercise to test the interest from prospective operators followed by a formal tender process (ITT) in March 2024 and then a phase of negotiation with the preferred bidder.

██████████ noted that his committee had met earlier today and had agreed unanimously to pursue a joint market testing exercise. ██████ echoed MSED's comments in encouraging Condor to participate in the process.

██████████ asked whether there would be a public announcement and how prospective operators would be engaged?

MSED confirmed that there would be a public announcement today and that proactive approaches would be made to the relevant operators.

It was noted that the four-week market testing phase was purely seeking expressions of interest prior to a formal tender process.

█████ noted that there was likely to be media interest and that a joint press release would be put out around 4pm.

John Napton (JN) noted that an imminent announcement would not give Condor much time to prepare its public response and asked whether the press release for both Islands could be shared – MSED agreed that it would be.

█████ confirmed that the media release would be embargoed until midnight.

JN thanked Ministers for their advance notice and confirmed that Condor would be participating in the market testing exercise.