

RISE OF CRUISE RETAIL & DUTY-FREE

AS LAND-BASED RETAIL STUMBLES

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CRUISE INDUSTRY 101

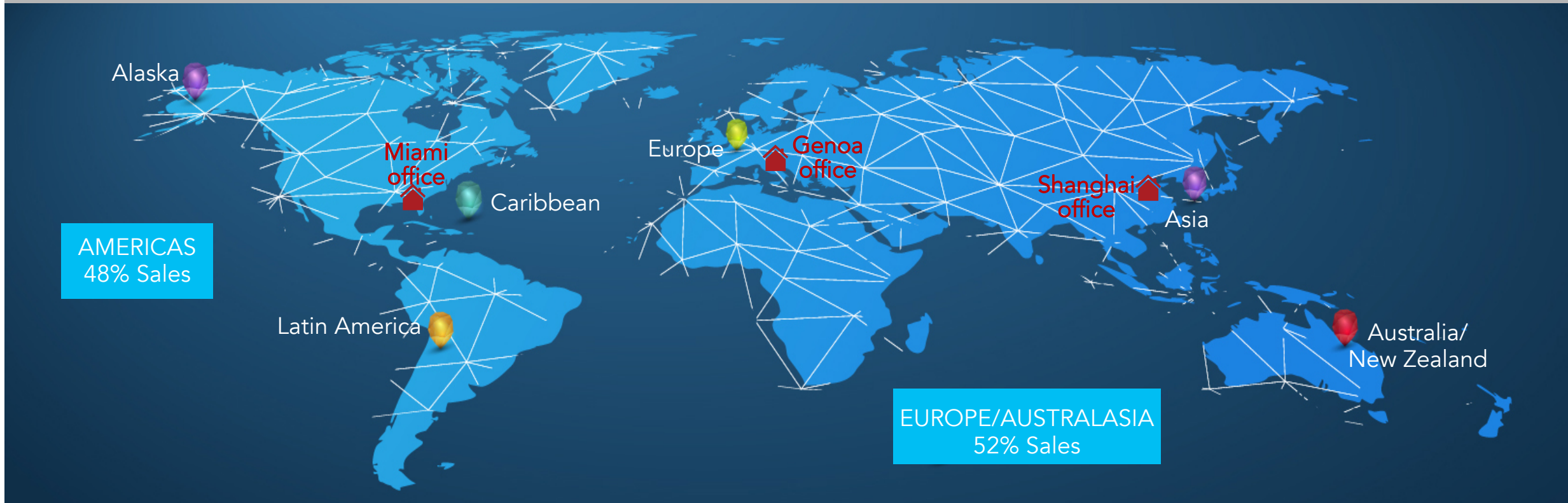
- A Truly Global Industry
- 28 Million Passengers Expected to Sail in 2018
- 50+ Cruise Lines with Almost 500 Cruise Ships
- Ocean, River, Specialty Cruise Lines
- Demand for Cruising Has INCREASED 20.5% in the Last Five Years



GLOBAL LEADER



- Leading Operator in Cruise Retail
- Key Partner in the Industry's Newest and Most Innovative Ships
- Long-term Partnerships with 9 Cruise Lines
- Expert in Retail Talent, Supply Chain, and Store Design
- An LVMH Moët Hennessy Louis Vuitton Company



LVMH GROUP

LVMH
MOËT HENNESSY • LOUIS VUITTON

Over 70 brands including...

WINES
& SPIRITS

BELVEDERE
VODKA

Dom Pérignon


Hennessy
COGNAC


MOËT & CHANDON
CHAMPAGNE


Veuve Clicquot
REIMS FRANCE

FASHION
& LEATHER

Dior


FENDI


LOUIS VUITTON

PERFUMES
& COSMETICS

benefit
SAN FRANCISCO

Christian Dior
PARFUMS

PARFUMS
GIVENCHY

WATCHES
& JEWELRY

BVLGARI


HUBLOT


TAGHeuer
SWISS AVANT-GARDE SINCE 1860

SELECTIVE
RETAILING

DFS


SEPHORA


STARBOARD
CRUISE SERVICES

A LEADING RETAILER IN THE CRUISE INDUSTRY

Launching and operating some of the world's newest and most exciting ships

2016 - 2018

- Royal Caribbean Harmony of the Seas
- Royal Caribbean Ovation of the Seas
- Royal Caribbean Symphony of the Seas
- Holland America MS Koningsdam
- Silversea Silver Muse
- Dream Cruises Genting Dream
- Dream Cruises World Dream
- Carnival Horizon
- Celebrity Edge



2019 + Beyond

- Royal Caribbean Spectrum of the Seas
- Costa Smeralda
- Costa Venezia
- Costa XL
- Norwegian Encore

Operating over 360,000 sq. ft. of retail space by 2020



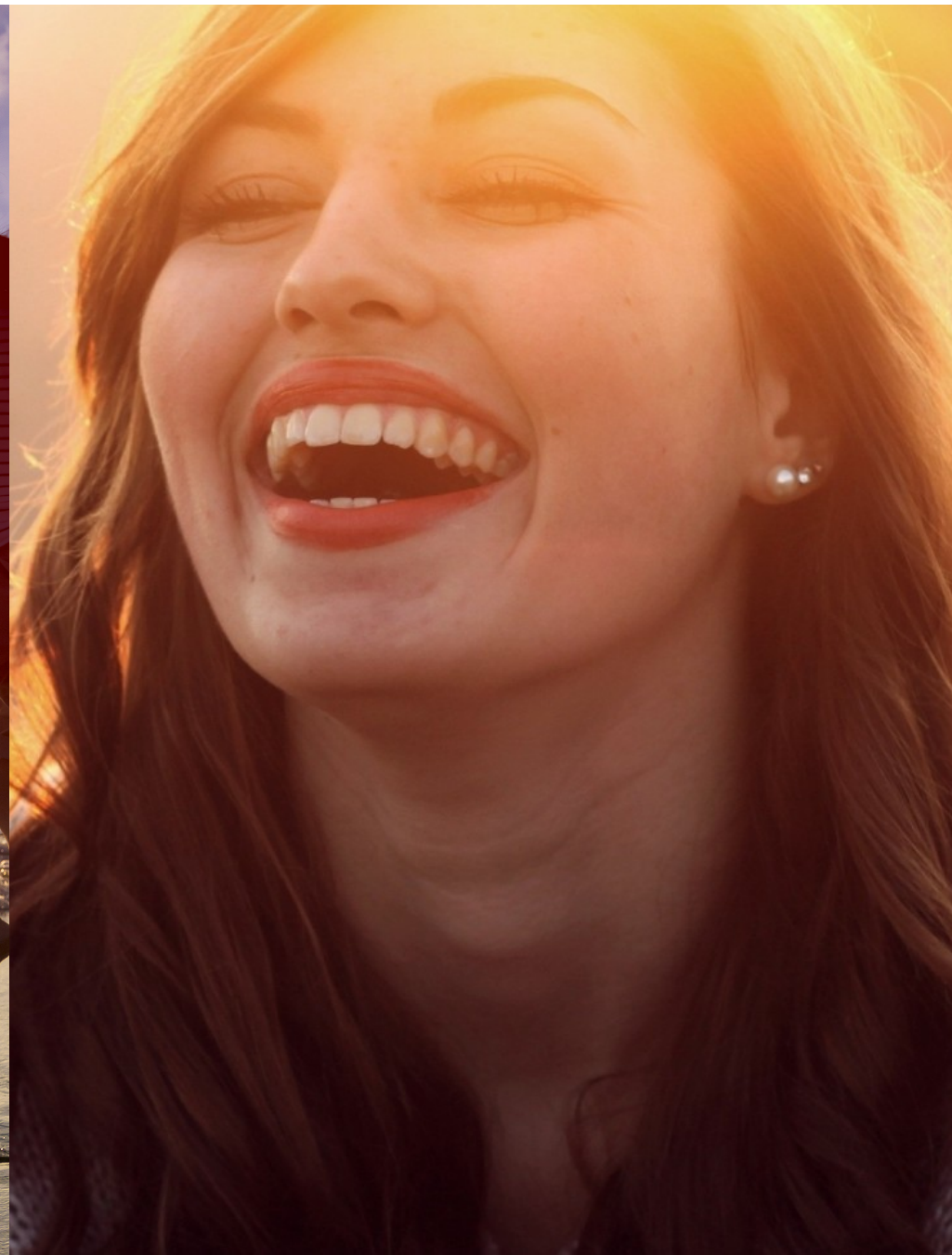
OUR VISION

Cruise ships are global shopping destinations known for discovery, entertainment, exceptional hospitality and memories.



OUR MISSION

To inspire Guests to purchase merchandise that will forever remind them of the joy of their vacation



A photograph of two women in a jewelry store. The woman on the left, wearing a dark blazer and an orange patterned scarf, is holding a pearl necklace. The woman on the right, wearing a blue dress, is smiling and looking at the necklace. The background is blurred, showing store displays and lights.

EXCEPTIONAL GUEST EXPERIENCE

- Entertainment
- Discovery
- Social Connection
- Exceptional Hospitality

BRANDS

- Over 750 Brand Partners
- Renowned Brands
- Luxury Brands
- Fashion Brands
- Discovery Brands





Luxury at Sea



A Key Partner in Launching Four of
the Industry's Most Exciting New Ships
In 2018 alone...

- Dream Cruises World Dream
- Royal Caribbean Symphony of the Seas
- Carnival Horizon
- Celebrity Edge

