



2018 Europe/Spain Market Report



Regional Overview: Europe (Continued)

Passenger Volume (K)

2016	2017	2018
6,789	6,938 (2.2% ▲)	7,170 (3.3% ▲)

Average Duration, in Days

2016	2017	2018
8.8	8.7	8.7

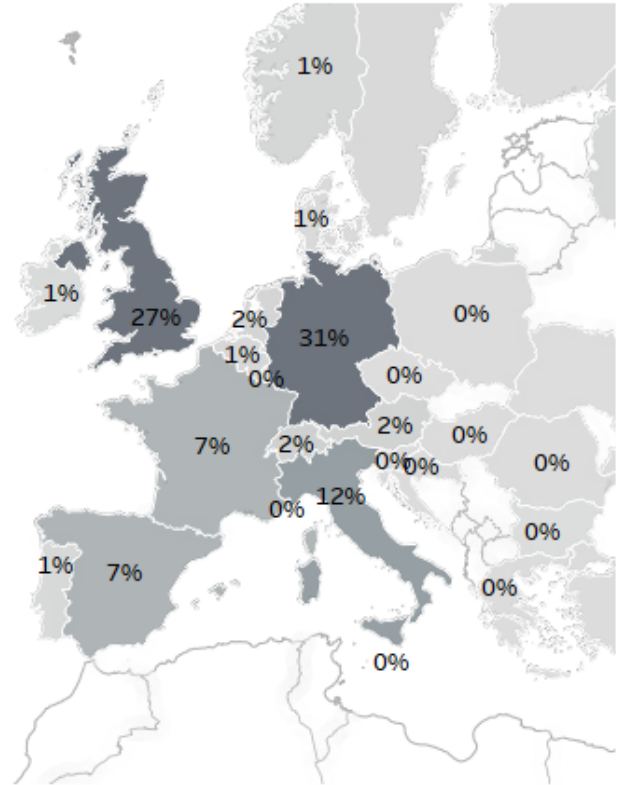
Average Age

2016	2017	2018
49.7	49.8	49.9

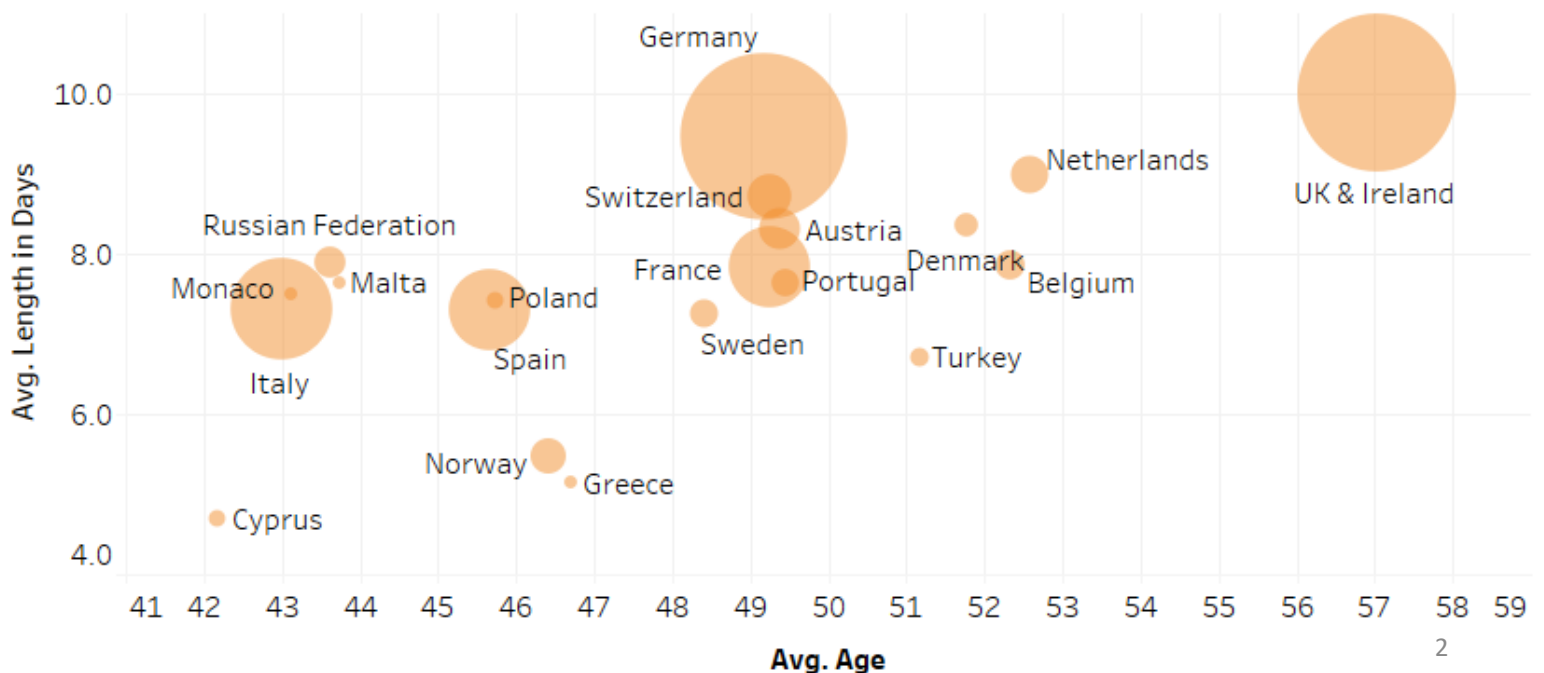
Passenger Volume (K) for Top Countries

	2016	2017	2018
Germany	2,018	2,169 (7.5% ▲)	2,233 (3.0% ▲)
UK & Ireland	1,960	1,971 (0.5% ▲)	2,009 (2.0% ▲)
Italy	751	769 (2.5% ▲)	831 (8.0% ▲)
Spain	480	510 (6.4% ▲)	530 (3.9% ▲)
France	554	504 (-9.1% ▼)	521 (3.4% ▲)
Switzerland	147	152 (3.2% ▲)	154 (1.5% ▲)
Austria	125	130 (3.5% ▲)	136 (4.8% ▲)
Netherlands	104	110 (5.9% ▲)	113 (2.2% ▲)
Norway	111	104 (-6.8% ▼)	101 (-2.7% ▼)
Russian Federation	48	69 (41.5% ▲)	78 (13.9% ▲)
Belgium	69	72 (4.4% ▲)	70 (-3.3% ▼)
Sweden	66	64 (-3.0% ▼)	63 (-1.8% ▼)
Portugal	44	48 (11.2% ▲)	60 (23.9% ▲)
Denmark	46	45 (-1.3% ▼)	45 (-1.2% ▼)
Turkey	65	36 (-44.3% ▼)	28 (-21.8% ▼)
Cyprus	21	23 (8.0% ▲)	24 (4.3% ▲)
Poland	18	21 (16.2% ▲)	23 (6.3% ▲)

Share of Source Passengers, 2018 Geographic Projection

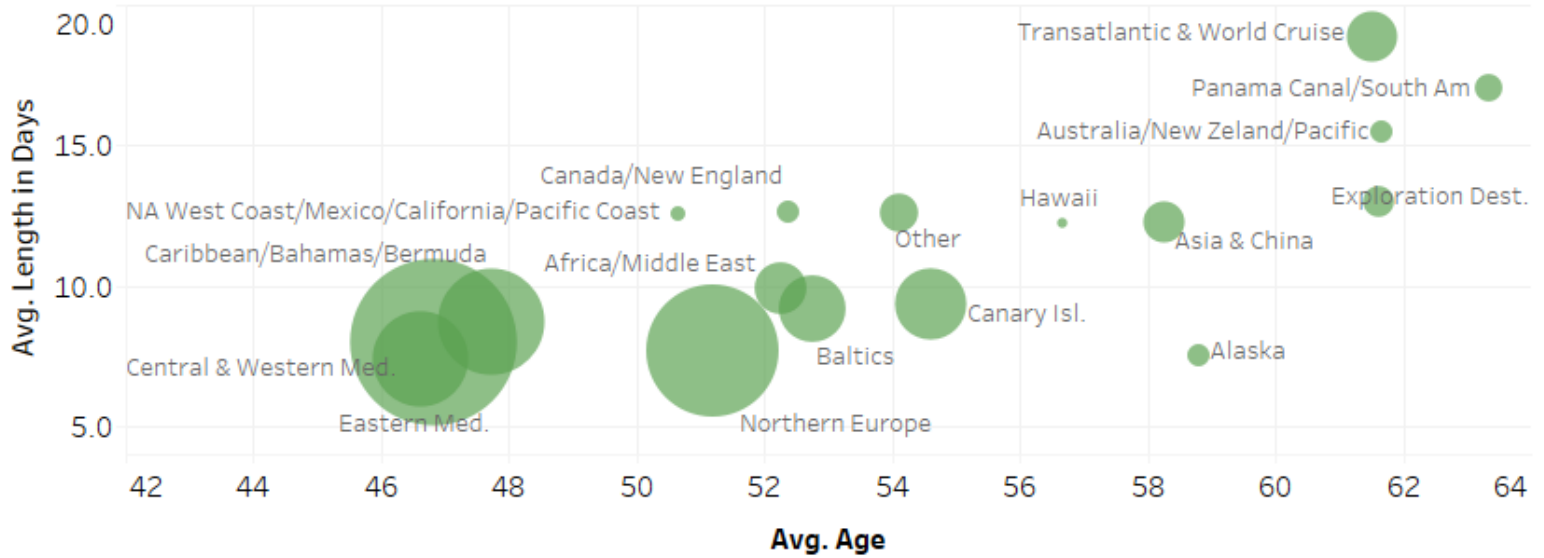


Average Age and Cruise Length for Top Source Markets, 2018

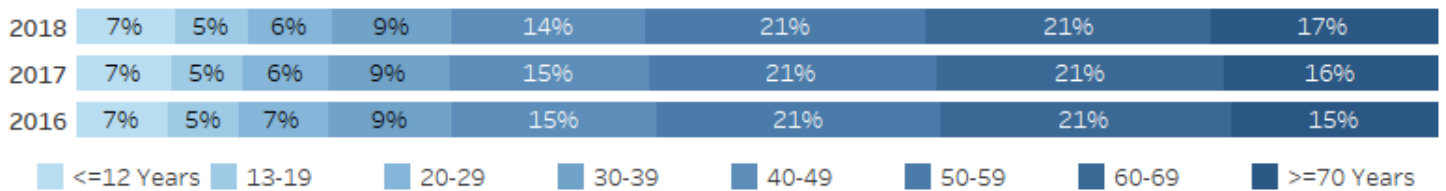


Regional Overview: Europe (Continued)

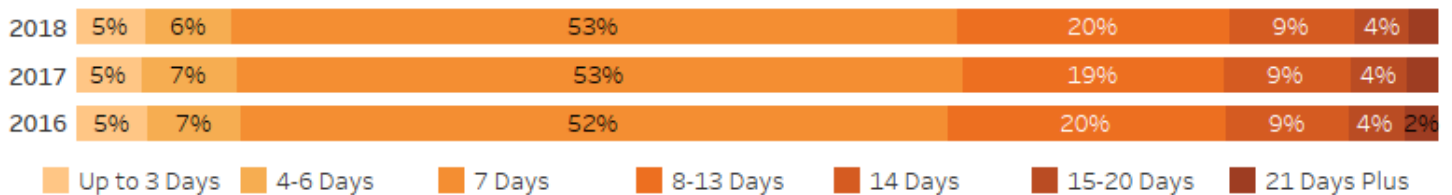
Average Age and Cruise Length by Destination / Trade Route, 2018



Average Passenger Age Groups

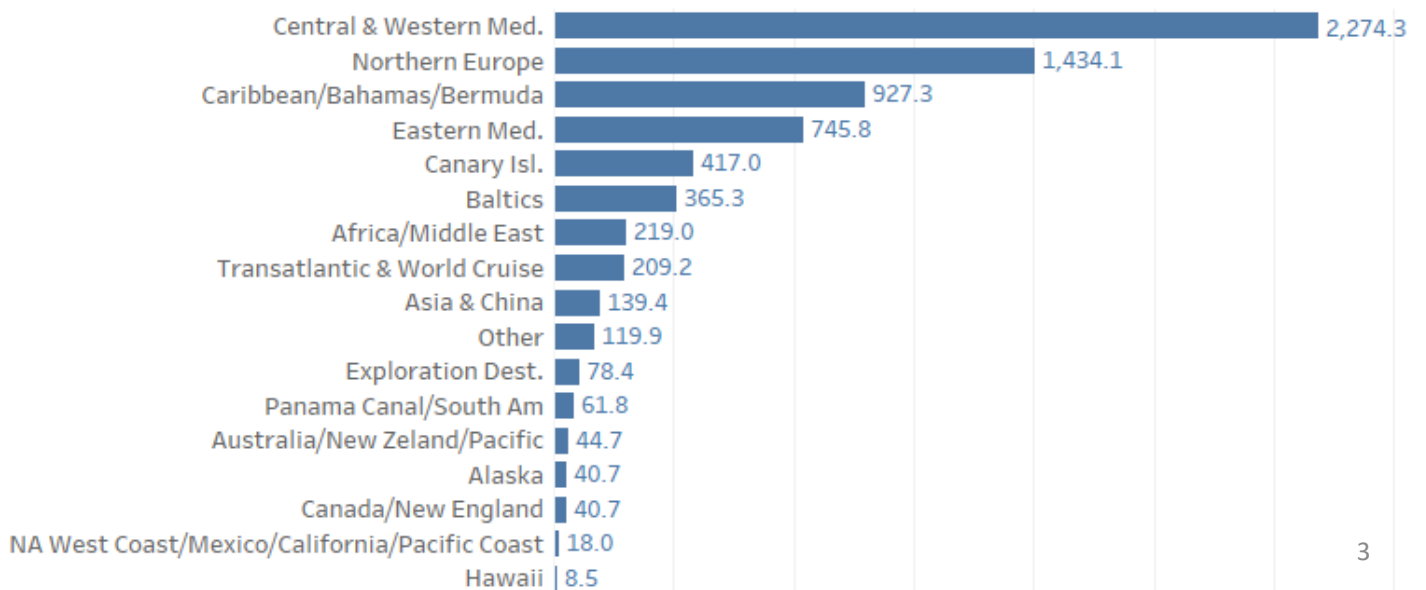


Average Cruise Duration



Volume of Passengers (in K) to Destinations, 2018

At least 4K Passengers per Destination

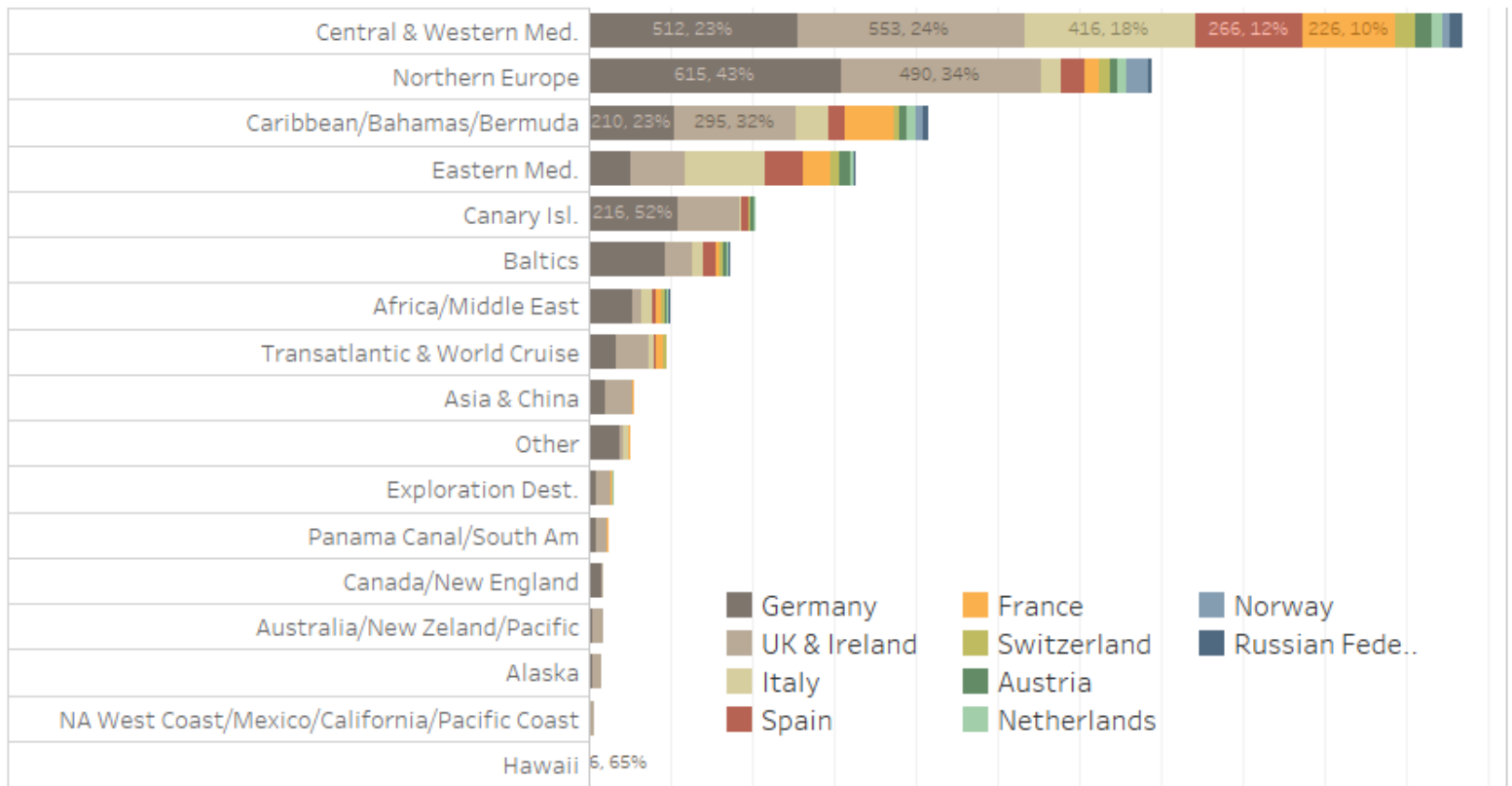


Regional Overview: Europe (Continued)

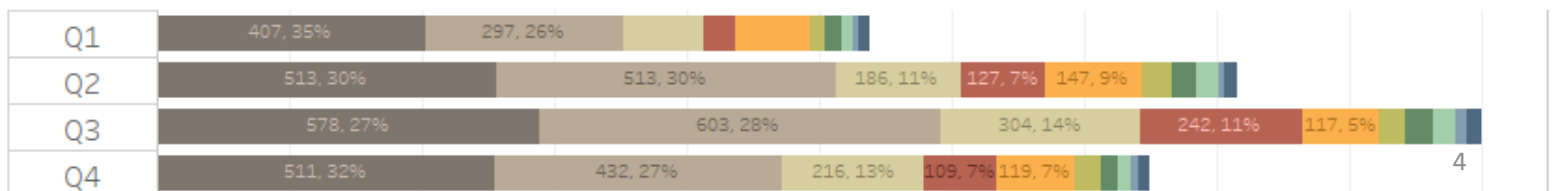
Passenger Volume by Trade (K)

	2016	2017	2018
Central & Western Med.	2,269	2,247 (-1% ▼)	2,274 (1% ▲)
Northern Europe	1,285	1,369 (7% ▲)	1,434 (5% ▲)
Caribbean/Bahamas/Bermuda	857	933 (9% ▲)	927 (-1% ▼)
Eastern Med.	775	687 (-11% ▼)	746 (8% ▲)
Canary Isl.	354	380 (7% ▲)	417 (10% ▲)
Baltics	319	335 (5% ▲)	365 (9% ▲)
Africa/Middle East	251	240 (-4% ▼)	219 (-9% ▼)
Transatlantic & World Cruise	164	178 (8% ▲)	209 (17% ▲)
Asia & China	117	128 (9% ▲)	139 (9% ▲)
Other	42	81 (93% ▲)	120 (48% ▲)
No Trade Identified	122	87 (-29% ▼)	26 (-70% ▼)
Exploration Dest.	50	71 (43% ▲)	78 (11% ▲)
Panama Canal/South Am	52	60 (15% ▲)	62 (3% ▲)
Australia/New Zeland/Pacific	43	47 (8% ▲)	45 (-4% ▼)
Alaska	33	37 (10% ▲)	41 (10% ▲)
Canada/New England	26	30 (13% ▲)	41 (38% ▲)
NA West Coast/Mexico/California/Pacific Coast	20	18 (-11% ▼)	18 (1% ▲)
Hawaii	10	10 (4% ▲)	8 (-15% ▼)

Passenger Volume (K) by Trade & Top 10 Source Countries in 2018



Passenger Volume (K) by Quarter & Top 10 Source Countries in 2018





Passenger Percentages by Trade Route / Destination

	2016	2017	2018
Central & Western Med.	54.9%	52.0%	50.1%
Eastern Med.	16.1%	15.9%	17.6%
Northern Europe	9.5%	11.4%	10.6%
Caribbean/Bahamas/Bermuda	6.4%	8.1%	7.3%
Baltics	6.7%	6.0%	5.2%
Canary Isl.	1.5%	2.5%	3.6%
Africa/Mid-East	1.9%	1.1%	1.7%
Transatlantic/World Cr.	1.4%	0.9%	1.2%
Panama Canal/South Am	0.5%	0.6%	0.4%
Asia/China			0.6%
Exploration Dest		0.5%	0.5%
Other			0.5%



Passenger Volume & YOY Change by Age Group

	Passenger in K	Variance
	2018	2018
<=12 Years	45	21%
13-19	42	58%
20-29	39	54%
30-39	60	35%
40-49	87	40%
50-59	96	60%
60-69	94	72%
>=70 Years	59	74%

Passenger Volume & YOY Change by Duration

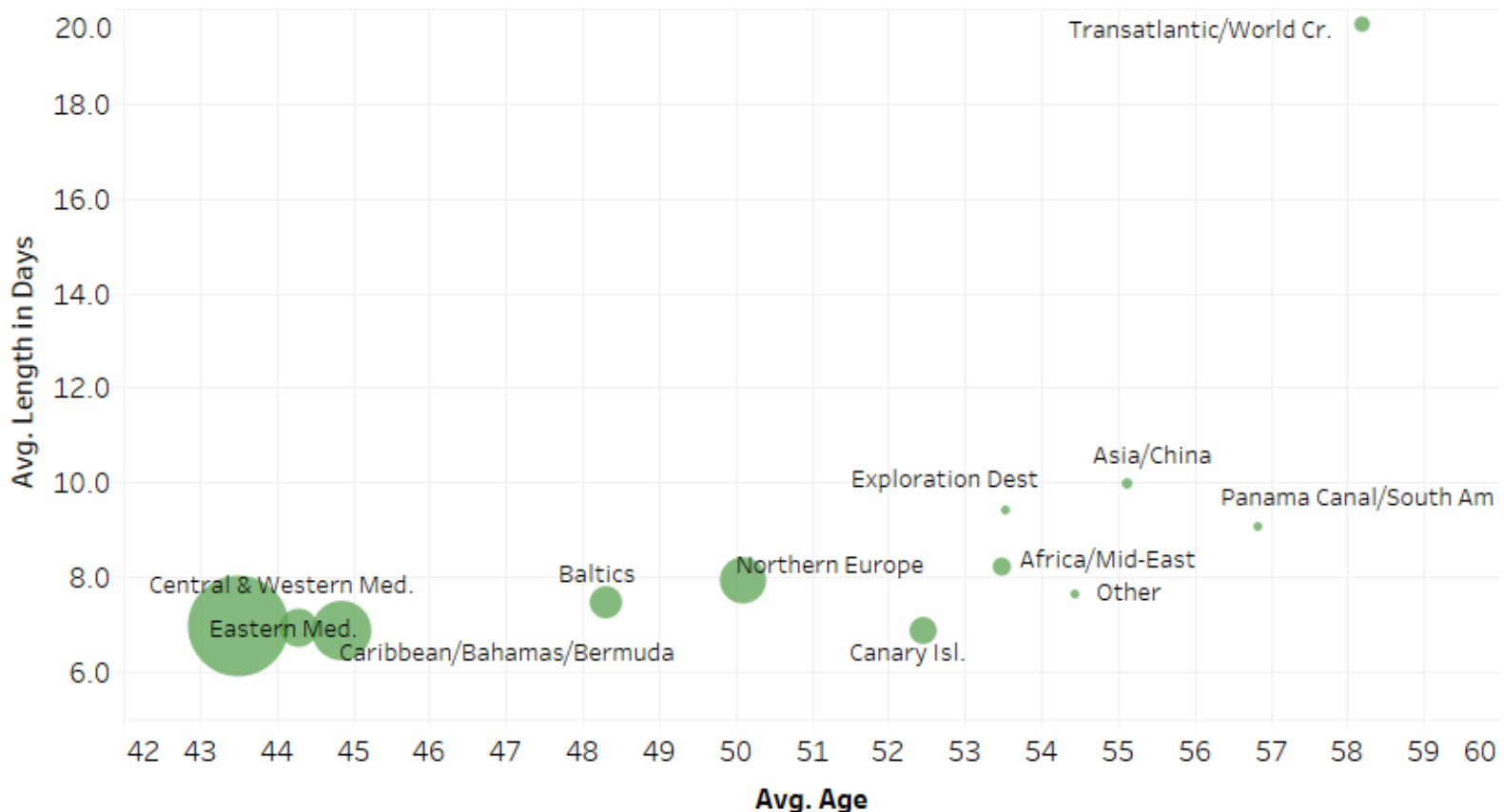
	Passenger in K			Variance		
	2016	2017	2018	2016	2017	2018
1-3 Days	8	11	11	32%	0%	
4-6 Days	20	20	25	2%	21%	
7 Days	398	432	445	9%	3%	
8-13 Days	40	36	37	-8%	0%	
14 Days	4	4	6	2%	36%	
15-20 days	5	3	4	-26%	24%	
21+ Days	4	3	2	-30%	-8%	

Source Market: **Spain** (Continued)

Passenger Volume & YOY Change by Trade Route / Destination

	Passenger in K			Variance		
	2016	2017	2018	2016	2017	2018
Central & Western Med.	261	265	266		1%	0%
Eastern Med.	77	81	94		6%	15%
Northern Europe	45	58	56		29%	-3%
Caribbean/Bahamas/Bermuda	31	41	39		35%	-6%
Baltics	32	30	27		-5%	-10%
Canary Isl.	7	13	19		81%	53%
Africa/Mid-East	9	6	9		-35%	57%
Transatlantic/World Cr.	7	4	6		-34%	47%
Panama Canal/South Am	2	3	2		18%	-26%
Exploration Dest		3	2			-10%
Asia/China			3			
Other			3			

Spain, Average Age and Cruise Length by Trade Route, 2018



Data Points with Values Below 2,000 Passengers are not Displayed in the above Visuals and Tables.

Some Data Points in the following dimensions were not captured, and were ignored from the corresponding tables and visuals: Age Group, Duration Group, and Trade Name; these exclusions account for, on average, 1% of each display.