PRESENTATION ON CRUISE TOURISM

Development of the Cruise Industry from a Global and Hong Kong perspectives and key characteristics of cruising.

By
Richard Willis
ABOUT MYSELF

- Guest Lecturer - Tourism Studies
- Former Chairman – HK Association of Travel Agents
- Member - Advisory Committee on the Cruise Industry
- Member - Tourism Strategy Group
- Member - Retailing & Tourism Committee of the HK General Chamber of Commerce
- Former Regional Managing Director - P&O Travel Ltd
A WORD ABOUT TOURISM

• Tourism has, since the 1950s, become an extremely popular, global activity. In 2007, international tourist arrivals grew by 6.6% to reach a new record figure of 903 million international tourist arrivals.

• Tourism is vital for many countries, attributable to the economical benefits generated by the consumption of goods and services by tourists, usually by taxation levied on businesses in the tourism and tourism related industries.

• Tourism also creates opportunities for employment and economic advancement.
CRUISE TOURISM

LET’S START WITH A SHORT VIDEO ON CRUISING

JOINTLY PRODUCED BY

The Hong Kong Association of Travel Agents
And
International Travel Expo
WHAT IS A CRUISE PRODUCT?

A cruise is generally a defined package that include...

- An cruise itinerary spanning a defined period of time.
- An element of inclusive services and facilities such as meals, entertainment, and leisure activities.
- Accommodation to a specific standard

The inclusive nature of the package will depend on the pricing strategy of the cruise operator.

The package may sometimes offer additional options...

- Travel to the port of embarkation (usually by air) and/or back from the port of disembarkation.
- Cruise and stay packages – before or after the cruise
- Cruise and tour packages
• **The cruise industry is the most exciting growth sector in the entire leisure market.** Since 1990, the industry has had an average annual passenger growth rate of 7.4% per annum.

• **The cruise industry is young.** Since 1980, more than 150 million passengers have taken a deep-water cruise (2 days or more). Of this number, 37% of total passengers (about 56 million) have cruised in the past five years alone.
ABOUT CRUISE TOURISM

• **The cruise market potential is strong.**
  By maintaining historical occupancy levels, the industry will welcome more than 13 million passengers in 2009.

• **The cruise product is incredibly diversified with literally a cruise vacation for everyone.**
  The addition of new destinations, new ship design concepts, new on-board/on-shore activities, new themes and new cruise lengths all reflect the changing holiday patterns of today’s leisure travel market.
ABOUT CRUISE TOURISM

• The cruise industry’s product delivers unparalleled customer satisfaction. Whether a frequent or first-time cruiser, the cruise experience consistently exceeds expectations on a wide range of important holiday attributes. On a comparative basis versus other holiday categories, cruising consistently receives top marks. The on-going challenge for our industry is to convert cruise prospects into new cruisers.
ABOUT CRUISE TOURISM

• Cruising is an important vehicle for sampling destination areas to which passengers may return. 80% of cruise passengers agree that a cruise holiday is good way to sample destinations that they may wish to visit again on a land-based vacation.

• Nearly 40% of cruise guest said that they returned on holiday at a destination first visited by ship.

• Cruisers are not exclusively cruisers; rather they are frequent leisure travellers who cruise as part of their holiday mix.
• With a track record of continued growth, the cruise industry is well-positioned to take on the global economic challenges of 2009.

• Sparked by new ships, ports, and destinations as well as innovative shipboard experiences, and a deep rooted popularity for cruising.

• Major cruise lines will continue to offer incredible value across the entire spectrum of cruise vacations, in all price categories as the remarkable diversity and variety of cruises give consumers a unique opportunity to find a vacation that fits their budget even during these economic downturns.
ECONOMIC IMPACT OF CRUISING

• The cruise industry continues to make a significant contribution to the global economy. According to the latest figures available, the overall cruise industry generated US$38 billion in total economic output in 2007.

• In the US, cruise industry is also generating business development and investment, job creation and spending in all 50 states, creating more than 350,000 jobs nationwide in 2007 alone.

• More than 94% of all cruisers rate their cruise experience as satisfying with 44 percent claiming the highest "Extremely Satisfying" ranking making a cruise among the very best in meeting and exceeding guest expectations.
2009 will see continued **diversification and global expansion** of cruise operations. While the Caribbean, Alaska and Europe remain the dominant markets.

Many cruise lines have announced **plans to increase their presence in other parts of the world**, including Asia, Canada/New England, the Indian Ocean and Africa, the Amazon and Brazil, the Middle East and the Arctic regions, including Newfoundland and Greenland.

Within North Asia there will be new cruise opportunities for cruises from Hong to Taiwan.

There will be **greater choice in world cruises** and transatlantic itineraries as well.
CRUISE TOURISM IN HONG KONG

- The Hong Kong cruise market, both inbound and outbound, is strong & active and gaining popularity. The “home porting” of more ships have opened up cruising as a holiday alternative & opportunity (especially to PRC nationals from neighbouring regions to cruise to Taiwan).

Last year Hong Kong welcomed 626,138 (+52% vs. 2007) high spending cruise visitors from all over the world to the city.
### CRUISE TOURISM IN HONG KONG

**Cruise Passenger Statistics by Nationality/Territory 2007**

<table>
<thead>
<tr>
<th>Nationality/Territory</th>
<th>2007 Jan-Dec</th>
<th>% Growth</th>
<th>Total Passengers</th>
<th>% Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Transit Cruise Passenger</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>23,426</td>
<td>+42.4%</td>
<td>15,504</td>
<td>+21.5%</td>
</tr>
<tr>
<td><strong>Cruise In/Cruise Out</strong></td>
<td>17,008</td>
<td>+45.4%</td>
<td>12,742</td>
<td>+17.6%</td>
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<tr>
<td><strong>Homeporting Cruise Passenger</strong></td>
<td>4,910</td>
<td>+39.1%</td>
<td>2,115</td>
<td>+40.5%</td>
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<tr>
<td><strong>Total</strong></td>
<td>21,918</td>
<td>+38.2%</td>
<td>14,857</td>
<td>+36.1%</td>
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<tr>
<td><strong>Other Cruise Passenger</strong></td>
<td>1,940</td>
<td>+22.4%</td>
<td>644</td>
<td>+11.3%</td>
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<tr>
<td><strong>Total</strong></td>
<td>23,358</td>
<td>+40.4%</td>
<td>15,448</td>
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<tr>
<td><strong>Total Passengers</strong></td>
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**Total Passengers**

<table>
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<tr>
<th>Nationality/Territory</th>
<th>2007 Jan-Dec</th>
<th>% Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Europe, Africa &amp; the Middle East</strong></td>
<td>23,358</td>
<td>+40.4%</td>
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<tr>
<td><strong>Asia</strong></td>
<td>6,683</td>
<td>+86.9%</td>
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<tr>
<td><strong>South &amp; Southeast Asia</strong></td>
<td>3,285</td>
<td>+34.2%</td>
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<tr>
<td><strong>Australia, NZ &amp; South Pacific</strong></td>
<td>3,285</td>
<td>+34.2%</td>
</tr>
<tr>
<td><strong>North Asia</strong></td>
<td>1,488</td>
<td>+77.2%</td>
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<tr>
<td><strong>Japan</strong></td>
<td>470</td>
<td>+77.2%</td>
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<tr>
<td><strong>Southeast Asia</strong></td>
<td>509</td>
<td>+52.0%</td>
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<tr>
<td><strong>Mainland China</strong></td>
<td>54,596</td>
<td>+35.3%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>54,596</td>
<td>+35.3%</td>
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</tbody>
</table>

**Cruise Passenger Statistics by Nationality/Territory Jan-Dec 2007**

- **Transit Cruise Passenger (Cruise In/Cruise Out)**
- **Homeporting Cruise Passenger (with itineraries)**
- **Other Cruise Passenger**
- **Total Passengers**

**Total Passengers**

- **Total**
NEW CRUISE TERMINAL AT KAITAK

- The announcement by Government in 2008 to finance and build a new cruise terminal at the end of the former Kai Tak runway to enter into operation in mid 2013 will **further enhance Hong Kong as a leading hub for the cruise industry in Asia and a “must see” destination.**

**Keywords:**
- Kwun Tong
- Kowloon Bay
- First berth by 2013
- Second berth by 2014
- Diamond Princess transiting Victoria Harbour
THE NEW TERMINAL WILL FURTHER ENHANCE BERTHING FACILITIES IN HONG KONG

- **Ocean Terminal (OT)** 海運大廈  
  Located at Canton Road, Tsim Sha Tsui

- **Hong Kong International Terminals (HIT)** 香港國際貨櫃碼頭  
  Located at Kwai Chung

- **Modern Terminals (MTL)** 現代貨箱碼頭  
  Located at Kwai Chung

- **China Merchant Wharf** 招商局碼頭  
  Located at Kennedy Town, Western District

- **Mid-stream Berthing** 中流停泊處  
  **Anchorage / Mooring Buoys**  
  Junk Bay, Western Anchorage, Kellet Anchorage
HISTORY OF CRUISING

Early Days of Liner Voyages

Most of the ships had sails and was also propelled by steam engines
BRIEF HISTORY OF CRUISING

• The first vessel built exclusively for this purpose was the *Prinzessin Victoria Luise*, designed by Albert Ballin, general manager of Hamburg-America Line. The ship was completed in 1900.

• The practice of cruising grew gradually out of the *transatlantic crossing tradition in the early 1900s*. In the competition for passengers, ocean liners added many luxuries— the *Titanic* being the most famous example such as fine dining and well-appointed staterooms.
BRIEF HISTORY OF CRUISING

- It is also said that **P&O (Peninsular and Oriental Steam Navigation Company)** founded in 1837 invented cruising in 1844 when it advertised tours to destinations such as Gibraltar, Malta and Athens by sea, sailing from Southampton. Consequently round trips were offered to destinations such as Alexandria and Constantinople.

*In 1845 P&O opened the “Far Eastern Service” & operated from Galle via Singapore to Hong Kong.*
BRIEF HISTORY OF CRUISING

• Knowing a little cruise terminology such as port side, aft, and muster station may help you understand the “language” of cruising and the cruise industry.

• It is surprising how many people use the term boat (and not ship) when referring to their cruise vessel.

• A comprehensive glossary of terms on cruising will be distributed at the end of this seminar.

Life Buoy - a life preserver in the shape of a ring - a buoyant device for saving a person from drowning by keeping the body afloat, as a ring or sleeveless jacket of canvas-covered cork or kapok.
BRIEF HISTORY OF CRUISING

• The development of the jet engine and long haul passenger aircraft saw a dramatic reduction in passengers using these ships. The decline began in the late 1950’s and resulted in ships like the Queen Elizabeth becoming redundant. By the 1970’s the advent of the “Jumbo” jet really saw the end of the golden period of transatlantic cruise liners.

• In comparison to liner crossings, cruising voyages gained popularity; slowly at first but at an increased rate from the 1980s onwards. Initially the fledgling industry was serviced primarily by small redundant liners, and even the first purpose built cruise ships were small, but subsequently the size of cruise ships has risen dramatically to become the largest passenger ships ever built.
BRIEF HISTORY OF CRUISING

The 1970s television show *The Love Boat*, featuring Princess Cruises’ ship *Pacific Princess* (since-sold), did much to raise awareness of cruises as a vacation option for ordinary people in the United States.
Initially the growth and development of cruising was centered around the Caribbean, Alaska and Mexico, but now encompasses all areas of the globe.

Today the market for building cruise ships is dominated by three European shipyards (in Italy, Germany and Scandinavia).

In 2008 the main region for cruising was North America (nearly 70% of cruises), where the Caribbean islands were the most popular destinations. Next was Continental Europe (13%). Most European routes were in the Mediterranean Sea but the fastest growing segment is cruises in the Baltic Sea.
### Annual Passenger Growth (000’s)

<table>
<thead>
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<th></th>
<th>North America</th>
<th>Foreign</th>
<th>Worldwide</th>
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<tbody>
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<td>1990</td>
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<td>278</td>
<td>3,774</td>
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<tr>
<td>1991</td>
<td>3,834</td>
<td>334</td>
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<td>1992</td>
<td>4,023</td>
<td>362</td>
<td>4,385</td>
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<td>4,318</td>
<td>410</td>
<td>4,728</td>
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<td>4,314</td>
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<td>1995</td>
<td>4,223</td>
<td>498</td>
<td>4,721</td>
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<tr>
<td>1996</td>
<td>4,477</td>
<td>493</td>
<td>4,970</td>
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<tr>
<td>1997</td>
<td>4,864</td>
<td>516</td>
<td>5,380</td>
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<td>5,243</td>
<td>625</td>
<td>5,868</td>
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<tr>
<td>1999</td>
<td>5,690</td>
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<td>6,337</td>
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<td>2000</td>
<td>6,546</td>
<td>668</td>
<td>7,214</td>
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<td>6,637</td>
<td>862</td>
<td>7,499</td>
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<td>2002</td>
<td>7,472</td>
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<td>8,870</td>
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<tr>
<td>2005</td>
<td>9,671</td>
<td>1,509</td>
<td>11,180</td>
</tr>
<tr>
<td>2006</td>
<td>10,078</td>
<td>1,928</td>
<td>12,006</td>
</tr>
<tr>
<td>2007</td>
<td>10,247</td>
<td>2,316</td>
<td>12,563</td>
</tr>
</tbody>
</table>

**Source**
Cruise Line International Assn.

**Average Growth Rate 1990-2007** 7.4%
CURRENT OF CRUISING

• Since 1980 to the present, a period that encompasses a number of economic downturns as well as international crises, the **average annualized growth of the North American cruise industry stands at 7.4 percent.**

• An estimated **13.2 million travellers cruised in 2008, up from 12.5 million in 2007**

• For 2008, major cruise lines saw a **significant increase in international passengers**, and estimates that 3.05 million internationally sourced guests sailed on major cruise lines representing approximately 23% of global cruisers.

• **The cruise industry estimates that approx. 13.5 million people will cruise in 2009, an increase of 2.3 %**
CURRENT DEVELOPMENT OF CRUISING

• Total capacity for the 1,000-2,000 berth category has increased by approximately 120% since 1995, and by over 30% since 2000. The most dramatic rise however, has been for larger vessels – with the >2,000 berth category increasing in volume by over 600% from approximately 17,000 to 126,000 berths. Most of this expansion has occurred in the current decade.

• Approximately 91% of all vessels on order are above 1,500-berth capacity - with this size sector representing just 27.5% of the existing fleet, it provides further evidence of the strength of the trend towards larger tonnage.
CURRENT DEVELOPMENT OF CRUISING

Going Forward

• Today, several hundred cruise ships ply routes worldwide. And even larger vessels are on the horizon. Plans are set for at least two cruise ships that will be 220,000 gross tons and hold 5,400 passengers each.
DEVELOPMENT OF CRUISING

In Summary

FROM “Liner Voyages” TO “Cruising”

• Dedicated transport oriented ocean liners operate "line voyages" and typically transport passengers from one point to another, rather than on round trips. Ocean liners, are most commonly deployed to cross the North Atlantic. The only dedicated transatlantic ocean liner in operation currently as a liner is the Queen Mary 2 of the Cunard fleet.

• A cruise ship or cruise liner is a passenger ship used for pleasure voyages, where the voyage itself and the ship's amenities are part of the experience. Cruising has become a major part of the tourism industry, with millions of passengers each year.
With demand continuing to grow, there will continue to be a healthy demand for new ships in subsequent years, although the scale of annual requirements is unlikely to match the delivery volumes witnessed at the start of this decade.
At this present time

- The extensive world cruise ship fleet is run by a large number of individual cruise lines and market consolidation by the major lines has accelerated in recent years through further merger/take-over, and the cessation of operations of several smaller lines. Based on the current order book, this trend is set to continue to dominate over the coming decade.

- In terms of the major lines increasing in significance within the world fleet, of the current world fleet, the top 13 cruise lines account for over 75% in terms of passenger capacity - i.e. 236,000 of the global aggregate of 313,000 berths.
The following profile highlights the existing capacity (lower berths) of ownership:

- Carnival Group: 133,500
- RCCL Group: 62,200
- Star Group: 26,000

Together therefore, these three groups account for more than 71% of the world aggregate of existing capacity, with a corresponding level of almost 89% for tonnage on order.

- The dominance of the large vessel market by the top individual lines is inevitably highlighted for the 3 major groups - accounting for a combined 93% of all >1,500 berth capacity vessels, and 100% of all >2,000 berth vessels.

Star Cruises homeports in Hong Kong
CRUISE LINES & CRUISE SHIPS

At this present time

• In 2009, the cruise industry will welcome 14 new vessels, at a total cost of US$4.8 billion ranging in size from 82 passengers to 5,400 passengers and offering a wide range of cruise experiences including coastal and river voyages, Caribbean and European itineraries and journeys to all parts of the world.

• The net berth (or beds) increase for these new ships in 2009 will total 18,031 beds, or 6.5 percent, by year end.

• Factoring in the ship delivery dates and actual operating days, annualized cruise line capacity increases by 4.8%.
CRUISE LINES

The following companies (most of which belongs to the CLIA) represents some of the major cruise lines that market the majority of passengers

- AMA Waterways
- American Cruise Line
- **Azamara Cruise Lines**
- Carnival Cruise Lines
- Celebrity Cruises
- **Costa Cruise Lines**
- Crystal Cruises
- **Cunard Line**
- Disney Cruise Line
- **Holland America Line**
- Hurtigruten, Inc
- Majestic America Cruise Line
- MSC Cruises
- Norwegian Cruise Line
- **Oceania Cruises**
- P&O Cruises
- Pearl Sea Cruises
- **Princess Cruises**
- Regent Seven Seas Cruises
- **Royal Caribbean International**
- Seabourn Cruise Line
- Seadream Yacht Club
- **Silversea Cruises**
- **Star Cruises**
- Uniworld River Cruise Collection
- Windstar Cruises

** Cruise lines calling at Hong Kong highlighted in yellow**
CRUISE SHIPS

- Classic Ocean Liners
- Contemporary Cruise Ships
- Small Ships
- Masted Sailing ships
CRUISE SHIPS

- River Boats
- Barges
- Ferries
- Multi-purpose Ships
CRUISE SHIPS

The cruise industry measure its ships by:

- **Number of staterooms (passengers cabins)**
- **Number of passengers ship can accommodate**
- **By Gross Registered Tonnage (GRT)**

GRT is determined by a formula that gauges the public space on a ship. It measures only enclosed space available to passengers and does not factor in open spaces like the promenade deck and crew areas. The resulting numbers essentially gives a rough idea how many passengers each ship size can accommodate.
CRUISE SHIPS

- **River Barge** – ship that primarily cruises on inland waterways
- **Sailing Vessel** – ship primarily powered by wind
- **Boutique Ship** – special purpose built, less than 300pax
- **Very Small** 10,000GRT; under 200pax
- **Small** 10,000-20,000 GRT; 200-500pax
- **Medium** 20,000-50,000GRT; 500-1200pax
- **Large (or Super)** 50,000-70,000GRT; 1200-2000pax
- **Mega** 70,000 or more GRT; 2000pax or more
CRUISE SHIPS

Benefits of larger ships

- Many more facilities, activities, choices & options
- Often more dramatic looking
- Ability to serve a wider range of guest types
- Easily accommodate groups
- Generally quite stable in the water

Benefits of smaller ships

- Offer a more intimate atmosphere
- Can sail into smaller places
- Allows easier embarkation and disembarkation
- Easy for passenger to get to know the ship and others onboard
CRUISE SHIPS

Space on a ship can be divided into three areas....

- **Public Areas** (where passengers mingle, eat, being entertained, relax etc.)
- **Accommodation Areas** Passenger cabins
- **Private Areas** (for crew, navigation, catering, engineering etc.)
CRUISE SHIPS

A typical ship’s anatomy
LIFE & FACILITIES ONBOARD
PUBLIC AREAS

- **Reception area** (where Purser’s office/Front Deck is located)
  - nearby it usually the Shore Excursion Office/tour desk. On newer ships the reception area maybe be in a multi-story place called the Atrium

- **Main Dinning Room(s)**

- **Alternate Dining Areas** (e.g. Lido Deck, “al fresco” dining)
  - these areas are usually informal serving buffet and small facilities serving fast food

- **Specialty Dinning Room(s)**
  - some cruise lines charges additional cost for specialty meals or culinary experiences

- **The Showroom (s)**
  - where entertainment events takes place – during the day the showroom may host games e.g. bingo, port lectures, cooking demonstration, special events etc.

- **The Pool Area (s)**
  - on some ships a glass skylight called a *magrodome* cover the pool area- there are also Jacuzzis, wading pools for kids)
FACILITIES ONBOARD

PUBLIC AREAS

- **Health Club**
  - Where there are exercise machines, frequently adjacent to a spa
  - In addition to the shuffle board and ping-pong, ships may also offer a jogging track, basketball courts, tennis courts, golf simulation, wall climbing and other sports related facilities even a skating rink!

- **Children’s Area** (often tailored to multiple age groups)

- **Gift Shop(s).....even a mini Shopping Mall !!!**

- **Medical Centre/ Clinic/Hospital**

- **Cinema** (which may also be used for meetings) - in-cabin videos on some ships eliminates the need for an onboard cinema

- **Photo Gallery/Art Gallery** (Art/Paintings are sometimes auctioned on ships)

- **Casino** (normally closed in port)

- **Internet Corner/Video Game Room**

- **Library**

- **Card Rooms**

- **Hair Care Salons**
There are a number of motives or reasons why people cruise......

- Sometimes the reason is purely curiosity
- Other times it’s because of a travel agent’s recommendation
- Very often... positive “word of mouth” from a friend
- Perhaps it’s simply to fulfill a fantasy
- Or maybe it’s just to get away from the cold!
PROFILE OF THE CRUISE TRAVELLER

WHY PEOPLE CRUISE?

List of reasons that seem to predominate....

- A cruise is a “hassle free” holiday
- A cruise take you away from it all
- You are pampered like nowhere else
- You can do it all-or nothing at all
- You can sample a broad geographical area
- A cruise is something “new” & “fashionable”
- Cruises offer a wide variety of events, activities & meals
- A cruise facilitates shopping
PROFILE OF THE CRUISE TRAVELLER

WHY PEOPLE CRUISE

• It’s easy to meet people and make friends on a cruise
• Cruise lend themselves to groups
• A cruise is a romantic experience
• A cruise is a learning experience
• There is a cruise that virtually satisfy anyone
• It is a great way to celebrate a special occasion or event
• Everybody is talking about how wonderful cruising is
• Cruises represents a safe travel experience
• It is great value for the money
• You know what you are paying for in advance
PROFILE OF THE CRUISE TRAVELLER

WHO BUY CRUISES?

• **Restless Baby Boomers (33%)**
  They are in their 40s & 50s, family oriented, looking for value, thrifty and likes the cost saving value of a cruise

• **Enthusiastic Baby Boomers (20%)**
  A little younger (early 40s) than the above category, adventurous, fun loving & family-oriented, the romantic experience appeals to them, see cruises as an entertaining way to meet many people

• **The Consummate Shoppers (16%)**
  Well travelled, 55 and above, like the pampering and the fine dining, the ship is as important to them as the destination, thrifty and looking for best deal for their money

** The United States Census Bureau considers a baby boomer to be someone born during the demographic birth boom between 1946 and 1964.
WHO BUY CRUISES

- **Luxury Cruisers (14%)**
  Values ships that offer fine dining, pampering, money is not an issue as long as they perceive good value, cultured, well educated, experience and active, average age - 52

- **Explorer (11%)**
  They see a cruise as a means to discover the world, destinations are far more important than the ship itself, well educated and use their sightseeing to learn more, older (average 64) but still active, plans their cruise well ahead of time - not for the “early bird” discount but to make sure they have the desired cruise

- **Ship Buffs (6%)**
  Most cruise savvy, they have an unusual knowledge of ships and itineraries, like longer cruises, average age is 68
PROFILE OF THE CRUISE TRAVELLER

There are many categories of existing and potential cruisers such as families, couples, honeymooners, people celebrating anniversaries, singles...

ON A SHORTER CRUISE THEY TEND TO BE

- Younger
- New to cruising
- Have more modest income
- Have less education
- Likely to work full-time
- More interested in mass-market destinations such as Caribbean

ON A LONGER CRUISE THEY TEND TO BE

- Older
- Have high incomes
- Likely to be more educated
- Likely to be semi retired or retired
- Have more interest in exotic destinations like South America
- Have already experienced cruising
CRUISE TOURISM

Cruising is a dynamic industry and cruise tourism is an interesting & exciting subject to teach and learn as an integral part of Tourism & Hospitality Studies !!!

There is no better time to cruise than now ........BON VOYAGE !
THANK YOU FOR YOUR KIND ATTENTION

ANY QUESTIONS?