

Carnival Grand Bahama Investments Limited

Request for Information (RFI) for Interest in Participating in Anchor and “Standard” Retail Operations at the New Cruise Destination on Grand Bahama Island

July 2023

I. GENERAL

A. INTRODUCTION

Carnival Corporation & plc via its subsidiary Carnival Grand Bahama Investments Limited (“Carnival”) is requesting information from businesses (“Operators”) interested in leasing Anchor and “Standard” (as defined below) retail space (“Retail”) at the new cruise ship destination under construction by Carnival at Sharp Rock on Grand Bahama Island (“the Destination”), approximately thirteen (13) miles from downtown Freeport.

B. BACKGROUND & PROJECT LOCATION

1. Carnival Corporation & plc and Carnival Cruise Line

Carnival Corporation & plc, the world’s largest leisure travel company, provides travelers around the globe with extraordinary vacations at an exceptional value. The company’s portfolio of global cruise line brands includes nine (9) distinct brands operating worldwide. Together, these brands comprise the world’s largest cruise company with a fleet of over 90 ships visiting more than 700 ports around the world. For more information, please visit <http://www.carnivalcorporation.com/>.

The Destination is being designed primarily to serve Carnival Cruise Line. Carnival Cruise Line is “The World’s Most Popular Cruise Line” and currently operates 25 ships on three to 24-day voyages worldwide. One new ship is scheduled for delivery – Carnival Jubilee in late 2023 – and one ship is scheduled to be transferred in – Carnival Firenze in 2024. For more information, please visit <http://www.carnival.com>.

2. Project Location

The Destination will be located on the south shore of Grand Bahama Island on approximately 329 acres of beachfront land (the “Site”, see Exhibit B), in the area known as Sharp Rock. Carnival is conserving a significant portion of the acreage as wetlands. Approximately forty (40) acres of land is being utilized for the initial phase of the landside development.

C. PROJECT DESCRIPTION

1. Objective

Carnival is constructing a dedicated cruise ship destination designed to accommodate two cruise ships per day, with a daily onshore capacity of up to 13,000 guests and 4,000 crew members.

The Groundbreaking ceremony took place on May 12, 2022, and construction is underway. The Destination is expected to open Summer 2025.

In order to provide a quality Retail experience, Carnival will negotiate and execute lease agreements with many qualified Operators. Agreements may take the form of standard, long-term retail leases.

2. Extent and Scope of the Project

Retail at the Destination is being designed to provide a diverse retail experience for several thousand guests and crew across a variety of daily operational scenarios. The Destination will primarily receive ships in port from 8 a.m. to 5 p.m. (operational hours for Retail), up to 7 days a week. Night operations may be considered in the future.

Approximately one-million guests are expected to visit the Destination in its first year of operation, with potentially up to two-million guests in the second year forward.

Retail footprint at the Destination is not foreseen to be dense and will be differentiated by being mostly Bahamian-focused and inspired.

Retail is currently planned to include various categories, sizes and location throughout the Development. Total Retail footprint is anticipated to be approximately 18,000 sq ft, split into different categories (subject to change) as follows:

Retail stores & Sq Ft	# of stores	Total Sq Ft	Retail Category	Generally Envisioned Operator Investment
“Standard” Stores ~450-600 sq ft	15	~ 8,100 sq ft	“General Souvenirs & Apparel” such as Branded items, T-Shirt & Apparel, local jewelry, other innovative items Crew Retail “Sun & Fun” beach essentials (sunblock, sunglasses, hats, etc.), which will complement the Sun & Fun activities at the Destination;	Inside full build out (floors, HVAC, electrical, etc.). Carnival to provide the building shell.
Market & Kiosks ~70-180 sq ft	32	~ 5,300 sq ft	“Uniquely Bahamian”, such as local, handmade, handcrafted artisan type products. A specific RFP will be published at a later date, as per schedule in Section 3.	Minimal, Carnival to provide shell and kiosks.

Anchor Stores ~ 1,400-1,800 sq ft	3	~ 4,500 sq ft	Anchor (Duty-free type of goods, Jewelry and General Gift Shop / Souvenir)	Inside full build out, potentially key money.
--------------------------------------	---	---------------	--	---

Guests will be charged for all Retail purchases, initially through the Operator own POS system or equivalent. Existing Bahamian brands, or brands uniquely created for the Destination, are preferred.

3. Proposed Project Schedule:

The Destination is planned to open Summer 2025, at which time the Retail Operations must be fully operational.

RFIs Made Available via Webpage (“Anchor & Standard”)	July 25, 2023
RFI Submittals Due (Upload to Webpage) (“Anchor & Standard”)	August 4, 2023
Retail Townhall	August 9, 2023
In-Person Meeting with select operator (“Anchor & Standard”)	August 10, 2023

- Meetings will be one-to-one between Carnival representatives and each operator
- Meetings expected to be 15-30 minutes per operator, but timing will depend on the number of interested operators that submit an RFI
- Meetings are expected to take place in Freeport from 9:00am-5:00pm
- Purpose of the meeting is to have the operators discuss with Carnival their retail concept and vision.
- Inclusion in the one-on-one meeting does not mean preference to obtain a retail space; similarly, non-inclusion does not mean a retail space won't be provided

RFPs Made Available via Webpage	
Anchor Stores	August 31, 2023
Standard Stores	Spring 2024
Market & Kiosks	Winter 2024

RFP Submittals Due via Upload to Webpage	
Anchor Stores	October 15, 2023
Standard Stores	TBD
Market & Kiosks	TBD

Notification to Operators short-listed for next phase	
Anchor Stores	November 1, 2023
Standard Stores	TBD
Market & Kiosks	TBD

REQUIRED SUBMITTALS

Information is to be submitted by close of business on August 4, 2023. Interested Operators are requested to submit their information, which must include and reference the elements included in the RFI Response Outline (Exhibit A), via upload to our webpage:

<https://www.carnivalgrandport.com/opportunities/rfq-rfp> or via email to Retail@carnivalgrandport.com.

Any questions or issues with uploading should be addressed via e-mail to Retail@carnivalgrandport.com. All information provided will be held confidentially by Grand Port.

EXHIBIT A:
RFP Response Outline

Please feel free to use additional pages if running out of space.

1. Operator Information:

1. Individual or Company name and, if applicable, trade name (Doing Business As).

2. Street Address, City, State, and Country of company.

3. Operator's contact information (names, emails, and phone numbers) for correspondence on this Project.

2. Retail Concept: Please provide a high-level description of the products / services you intend to sell (doesn't need to be final; you can also attach pictures and/or additional descriptions to your submittal).

3. Alignment with Vision:

1. Is the brand an existing Bahamian brand? Yes No

2. Is the brand uniquely created for the Destination? Yes No

4. Alignment with Vision: what makes your concept / theme / brand "Bahamian focused or inspired"?

EXHIBIT B:

Project Location & Area Map

Grand Port Location



EXHIBIT C:

Existing Conceptual Plan

Note: An updated conceptual plan will be shared within the next months.

