

Carnival Grand Bahama Investments Limited

Request for Proposal (RFP) for Interest in Participating in Anchor Retail Operations at Celebration Key at Grand Bahama

September 2023

I. GENERAL

A. INTRODUCTION

Carnival Corporation & plc via its subsidiary Carnival Grand Bahama Investments Limited (“Carnival”) is requesting proposals from businesses (“Operators”) interested in leasing “Anchor” “Duty Free” retail space in the retail shopping experience (“Retail”) at Celebration Key, currently 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 mid-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. Anchor tenants will be asked to build-out the store at their risk and expense and are expected to participate financially in the construction of the frame building.

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.. Night operations may be considered.

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 Bahamian-focused and inspired.

Foreseen Anchor Retail categories include Duty Free, Jewelry and General Souvenirs/Gift Shop, but may include others depending on the proposal and alignment with the vision.

Anchor Retail is currently planned as follows (subject to change):

- Duty Free: One (1) stand-alone, enclosed store with air-conditioning is currently earmarked for Anchor Duty Free, for a size of approximately 1,830 sq ft, with a potential separate store adjacent of approximately 440 sq ft. The store is not located on the pier but in the Welcome Plaza.
- Jewelry: One (1) enclosed store with air-conditioning is currently earmarked for Jewelry, for a size of approximately 1,360 sq ft and the potential for a connected store of approximately 540 sq ft (for a total footprint of 1,900 sq ft). The store is the first store located in the East wing of the Retail Village, facing the Welcome Plaza.
- General Souvenirs/Gift Shop: One (1) enclosed store with air-conditioning is currently earmarked for General Souvenirs/Gift Shop, for a size of approximately 1,360 sq ft and the potential for a connected store of approximately 540 sq ft (for a total footprint of 1,900 sq ft). The store is the first store located in the West wing of the Retail Village, facing the Welcome Plaza.

Guests will be charged directly by the Operator for all Retail purchases. Existing Bahamian brands, or brands uniquely created for the Destination, are preferred.

3. Proposed Project Schedule:

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

RFPs Made Available via Webpage	September 6, 2023
RFP Submittals Due via Upload to Webpage	September 30, 2023
Notification to Operators short-listed for interview phase	October 31, 2023

II. REQUIRED SUBMITTALS

Information is to be submitted by close of business on September 30, 2023. Interested Operators are requested to submit their information, which must include and reference the elements included in the RFP Response Outline (Exhibit A), via upload to our webpage: <https://www.carnivalgrandport.com/opportunities/rfq-rfp> and 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 Carnival.

EXHIBIT A:
RFP Response Outline

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

1. Operator Information:
 - a. Individual or Company name and, if applicable, trade name (Doing Business As).

 - b. Street Address, City, State, and Country of company.

 - c. 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:
 - a. Is the brand an existing Bahamian brand? Yes ☐ No ☐
 - b. Is the brand uniquely created for the Destination? Yes ☐ No ☐
 - c. Would you be willing to create a brand uniquely for the Destination? Yes ☐ No ☐

4. Alignment with Vision: what makes your concept/theme/brand "Bahamian focused or inspired", or how would you tailor your concept/theme/brand to be more aligned with the Vision?

5. Describe your preferred framework for rent payment (e.g., fixed/sq ft, % sales and indicative range) and Key Money range.

EXHIBIT B:
Project Location & Area Map

Grand Port Location



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EXHIBIT C:
Updated Conceptual Plan

