



Cruise INDONESIA



Project: To launch Domestic Cruise Tourism

Tagline: Cruising from Indonesia to Indonesia



Intro: The COVID-19 pandemic has put Cruise Tourism on hold, resulting in a major impact on cruise operations globally, and to some extent shifting cruises from the known international and regional cruising, towards local cruising. In some parts of the world international cruise lines were on a complete halt due to internal lengthy discussions about how safe it was to return to cruising. Fortunately, cruise operators are working closely with several organizations and government officials of various countries to assure adhering to the strongest standards, ensuring the health and safety of the cruise guests. It is clear that the desire to return to cruising is a priority for many operators but, moreover, for destinations that depend much on the cruise tourism sectors, particularly due to its economic impact and the wealth generation that this unique sector offers.

Indonesia's coastlines stretch over 54720 kilometres with 17508 islands among 6000 inhabited, which counts as a great value to the Indonesian archipelago throughout its history. Indonesia enjoys a diversity of a wide range of cultural activities, natural heritage and leisure activity. Due to this, cruise tourism Indonesia has always been qualified due to its large expanse of coastlines, historical sights and variety of cultures, making Indonesia an ideal cruise destination. As the cruise industry is adding significant economic value to any called destinations, cruise tourism is an important sector for coastal regions and islands to attract.

Vision: Indonesia to connect locals and Internationals through a truly Indonesian experience like no other, via Cruise Tourism.

Strategy: By qualifying the source market, cruise tourism will be boosted by domestic tourism while observing local needs that can also, in the long run, fit in international expectations as well.

Tangible benefits that Cruise Tourism brings

The tangible elements of Cruise Tourism income can be divided into 5 main areas as follows:

1. **Technical income:** Revenue which is related to all port and vessel associated fees, immigration costs such as VISAs (passengers and crew) and other general technical costs. In the case of Indonesia, which gives a free entry visa for 169 countries but is currently suspended due to COVID-19.
2. **Shore Excursion income:** This includes transportation, various attraction sites, tourist guides, restaurants other facilities and/or services.
3. **Shoreside spending:** Essentially passenger and crew spending while ashore either on a tour or independently.
4. **Home Porting:** Home Porting income raises the technical income typically by 25-33% depending upon the number of services offered. It will also generate Cruise and Stay and Stay and Cruise scenarios.



5. **Local Crew sourcing:** This is indeed unique to Indonesia since Cruise Crew are popular to come from Indonesia. This allows several cruise lines when crew scheduling to be more cost effective and turnaround of crew is even more rapid too. Indonesian crew are among the main nationalities for Cruise Crew onboard the ships.

Intangible benefits that Cruise Tourism brings

With respect to intangible income, otherwise known as the catalytic effect, which is stimulated as a result of the exposure that cruise passengers have to Indonesia, compliments of their cruise call, the following categories of wealth generation are expected:

1. Return visits of cruise passengers to Indonesia for business or pleasure, inducing accommodation, transportation and other service-based revenue.
2. Future flights purchased by cruise passengers that become aware of the destination and are tempted to fly with them.
3. Potential business start-ups for higher level cruise passengers that receive attractive information regarding the advantages of opening a company in Indonesia.
4. Potential real estate purchases as a result of exposure.

Pre COVID-19 scenarios: International cruise lines operated itineraries that comprise several ports within Indonesia, however, the major source of cruise guests was flown from different parts of the world. However, in more recent years Genting has explored the potential in running cruises that attracted the local sector and hence were able to launch a new horizon in tourism holiday offers to Indonesians. Genting has always been the pioneering cruise line in Asian waters. The main objective for Genting is to have sustainable growth in the Asian cruise sector and have positioned themselves with the fun, entertainment & gaming industry. While running major casinos, as in the case of Macao.

Domestic Cruise Tourism most recent scenarios & best practice:

To meet the demand of cruise travellers and seeking to maintain a portion of the travel industry, several cruise destinations & cruise lines have found an innovative solution, creating a new domestic cruise segment focusing on individual countries and local destinations. Where ocean cruising is typically known for providing passengers with a broad range of ports across multiple countries, these new cruises reverse that trend marketing locally and focusing on ports of call in an individual country. Hence in the below we intend to illustrate several scenarios of practises attempting to either advance cruise agenda through positioning of ports or even to protect already launched domestic cruising for local nationals as in the following cases of India & Saudi Arabia:

1. Cruise INDIA:

India has most recently tripled its number of cruise calls thanks to the establishment of Jalesh Cruises which meant to cater to the Indian source market but as well with the



concept of offering “home away from home” experience for Indian travellers in other cruise attractive itineraries as in the Arabian Gulf, Indian Ocean, Mediterranean as well as south-east Asia in the long term.

Like in any entrepreneurial setup, cost element and port support are most required to boost the growth of such cruise line initiatives. At the starting stage, the main hub of homeporting was established in Mumbai whereas well the port trust has offered multiple leverage and discounts against the number of calls.

Jalesh was able to establish over 100 turnarounds a year with exclusions of the Monsoon season (June to October). Itineraries were focused on most adverse ports such as in the case of Goa but also explored brand new destinations for cruises as in the case of the Port of Ganpatipule & Diu.

With the pandemic situation bringing a hold to the industry entirely, the Government has stepped in to relaunch cruises on a high scale with better commitment and a clear scheme of discount which we would further endorse in any domestic tourism activity run by a national or international entity. This is, especially when itineraries involve turnarounds in the main ports of Indonesia, supported most importantly by domestic airlift.

The port charges discount offered by the Indian Government, as in the Ministry of Shipping, is ranging to net 60-70% relaxation on port charges rates. Moreover, an incentive scheme was launched to cruise ships who are able to further foster the growth in Cruise India, as stated in the following table:


Scheme Nr.	Target per Year	Rebate Value
1	1-50 calls	10%
2	51-100 calls	20%
3	Above 100 calls	30%

Those new discount schemes have emerged after the introduction of rationalized rates in 5 main ports since 2014 to boost cruise tourism, which in fact is one of the reasons that led to establishing a cruise line operating in Indian waters. The ports we stipulated between homeports and transit calls are Mumbai, Goa, Mangalore, Cochin & Chennai.

Old rationalized rates which show up to \$0.35 per GRT for port dues lump sum which also include berth changes, pilotage, port dues, and even passenger handling.








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MORMUGAO PORT TRUST, GOA
Serving the Nation since 1885
(Ministry of Shipping, Government of India)



SAGARMALA

TRAFFIC DEPARTMENT

TRADE NOTICE 31/2017
CORRIGENDUM TO TRADE NOTICE 30/2017

TM/64/2017/ 1807

Date: 27.11.2017

Sub: Rationalization of tariff for cruise vessels in India


In partial modification of Trade Notice no.30/2017, issued under reference no.TM/64/2017/1715 dated 17.11.2017, on the above subject, the tariff for the stay exceeding 12 hours, shall be a composite charge of \$ 0.35 per GRT per 12 hours or part thereof.

Accordingly, the T.N.No.30/2017 stands modified to read as under;

1. The composite port charges for a cruise call are fixed at \$ 0.35 per GRT for first 12 hours stay. Port will not charge any other rate like berth hire, port dues, pilotage, passenger fees, etc.
2. For the period of stay exceeding 12 hours, MPT will levy a composite charge of \$ 0.35 per GRT per 12 hours or part thereof."
3. The above rationalized tariffs are made effective on trial basis for a period of three years.

This shall take effect from 3rd November 2017.

All the Port Users/Agents of Cruise vessels are requested to take note of this and share this information with their principals and tour operators.



TRAFFIC MANAGER

To,
President, Stevedores Association,
President, Ship Agents Association.

Copy for kind information to: Chairman's Office/Dy. Chairman's Office/FA&CAO/CDC/Manager (Ops.)



कोचिन पोर्ट ट्रस्ट

COCHIN PORT TRUST

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Finance Department

Willingdon Island

Cochin – 682009

संख्या/No. FD/Costing/Concessional VRC-Cruise Vessel/2011

दिनांक/Dated: 28.08.2020

TRADE CIRCULAR**विषय/Sub: Rationalisation of Tariff for Cruise Vessels in India.**

In order to provide support to the cruise shipping business, which has been adversely affected due to the Covid-19 pandemic, the Ministry of Shipping vide its letter No.SW-15011/2/2020-MG (CNo 338503) dated 14.08.2020 has decided to rationalise the tariff for Cruise Vessels as per the details given below:-

- (i) The Port charges for a Cruise ship to be charged at \$0.085 per GRT (Fixed Rate) and \$ 5 per passenger (Head Tax) for the first 12 hours stay. The Port will not charge any other rates like Berth Hire, Port Dues, Pilotage and Passenger Fee.
- (ii) For the period exceeding 12 hours stay, the fixed charges on Cruise ships will be equal to the berth hire charges as per Scale of Rate (with 40% discount as applicable for cruise ships)
- (iii) Further, Cruise Ships making
 - a) 1-50 calls per year will get 10% rebate
 - b) 51-100 calls per year will get 20% rebate
 - c) Above 100 calls per year will get 30% rebate

The above rationalised tariff has been made effective from 14.08.2020 for a period of one year. The levy of Security Charges will continue as per the existing Scale of Rate of the Cochin Port Trust.

Sd/-

वि.स.एवं मु.ले अधिकारी

Financial Advisor & Chief Accounts Officer

प्रतिलिपि/Copy to:

The Steamer Agents' Association, Cochin - 3

The Cochin Customs House Agents' Association, Cochin - 9

The Cochin Chamber of Commerce & Industries, Cochin - 3





1. Cruise KSA:

As part of Saudi Arabia's 2030 vision, Tourism was scaled as a main contributor towards a much-diversified economy. With that in mind, Red Sea Cruise Company was established earlier this year to seek ways in developing the cruise tourism sector while having access to over 90 islands located in the Red Sea itself. Much of its resources are untouched with virgin beaches unknown not only for the global itinerary planners but as well to the local tourism seekers.

Red Sea Cruise Company has initiated the conversation with several cruise lines to charter cruises within the Red Sea itself. The pandemic has only made the Government determined to go ahead with the plans and focus on domestic tourism to boost the offering of programs and activities on a local basis. As a result, Red Sea Cruise company has chartered the Silversea Spirit, positioning the Red Sea as a luxury product and with that in mind, the development of itineraries will be well versed with high-end products, experiences within a controlled environment, and a source market that will contribute to the investment of the charter.

The itineraries will be focused on the following points:

1. Luxury product segment
2. New destinations
3. The purpose-built embarkation facility

The objective was to offer all Saudi travellers a first-class tourism experience with safety measures to the highest standards, while locals are unable to travel. It's quite known the overseas market value of Saudi Arabia and in no doubt, this offering was a much thought of plan to boost the summer domestic holiday. The two destinations where the ship calls are new to the locals which have made the whole travel experience appreciated.

With the Silversea Spirit, an ultra-luxury cruise ship that offers a wide range of restaurants, entertainment programs, and several recreational areas and spas; Red Cruise Company has also planned themed cruises which include an offering of internationally renowned stars within the Middle East too. The charter is so far available for two months with an option to extend to an additional 6 months, which is possible as all entry cabin categories have been sold out for all departures. In the long term, many cruise lines are now having all eyes on the way the itineraries bring development while established calls of port have been established in existing ports along the Red Sea.

What is also important to note is the processes created to assure complying with acceptable standards when embarking during the pandemic era assuring resumption of tourism domestically:



3. TUI Cruise Relaunch:

The German Cruise Line TUI Cruises was the first cruise line to start cruising after the industry shut down due to the coronavirus pandemic. TUI's cruise "Mein Schiff 2" operates for weekend domestic cruises in the North Sea, Germany with 60% occupancy of the ship, and only bookings for balcony and suite cabins. TUI initially announced 3 to 4 days cruises from Hamburg to the North Sea without ports.

They have developed a 10-point plan for resumption of cruise operations. Onboard passengers are being encouraged to maintain social distancing, all food is being served as opposed to self-service buffets, and additional sanitation and health checks are being implemented.

TUI cruises are aimed at Germans and the language on board is also German. No ports are being visited on these cruises and they are called "blue voyages". All completely for the German market. While TUI enjoys sourcing the German speaking market, including nationals from the EU, TUI has pushed ahead with international cruising, however currently within Europe. The second itinerary was offering Greece based ports.

4. Costa Cruises Relaunch:

The resumption of European flagged cruise lines as in the case of Costa and AIDA cruises, both flying Italian flags, was encouraged by the norms introduced by European Union guidance for the resumption of cruise ship operations. The coronavirus disease 2019 (COVID-19) pandemic has heavily affected cruise operations in the EU and globally. Europeans are accounted for in the second main category of source market when it comes to international cruisers.

The advantage in this regard is that the EU recognizes the importance of Cruise's economical contribution and hence a restart of this important economic and employment activity will be gradual. Cruise operators need to ensure that cruises do not pose unacceptable health risks to passengers, staff, and the general public, in particular when compared to other types of package holidays.

The objective of the guidance is to facilitate a safe restart of operations of cruise ships in the EU, by recommending minimum measures expected to be implemented by all those concerned, while maintaining general safety and security standards. This guidance is meant for EU/EEA flagged ships engaged in international voyages and for ships calling at an EU/EEA port irrespective of the flag. This is indeed important to note that any stage regulations are always applicable regardless of the flag.

Costa Deliziosa is the first of the cruise line ships to resume services where other ships of the same fleet will be added. Costa Deliziosa departed Trieste sail to an all-Italian itinerary,



visiting Bari, Brindisi, Corigliano-Rossano, Siracusa, and Catania. The domestic nature of the one-week cruise itinerary is intended to get around ongoing travel restrictions in Europe.

On arrival at the terminal in Trieste, with staggered entrance times by virtue of online check-in, each guest will have their temperature scanned, submit a health questionnaire, and be subjected to an antigen rapid swab test. Passengers will not be cleared for boarding unless they have tested negative. For any suspected case of COVID-19, it is possible to perform an additional molecular swab test.

Bari and the other destinations on Costa Deliziosa's itinerary can be visited only by joining the protected excursions organized by the company for small groups of people on sanitized means of transport, and subject to temperature measurements before leaving and re-joining the ship.

On Costa's shore tours, guests will be able to see other places in the vicinity of the ports of call. The shipboard amenities and entertainment programs have been redesigned based on the procedures in the Safety Protocols, but still retain the distinguishing features of a Costa cruise holiday, thanks partially to the physical distancing enabled by the reduced capacity.

Source Market

To conduct this study, it is important to understand the current value of the market. This can, at least at this stage, be qualified by the number of Indonesian guests who went on a cruise onboard the known cruise lines. Some of those who also joined cruises from either a local port or from nearby port hubs such as Singapore.

Potential of Indonesian Cruise Market:

One of the most important statements that needs to be asserted is that Indonesia can offer year-round cruising. Domestic cruising can hence be a long-term project with the fact that year-round cruising is limited around the world for several reasons:

1. Weather condition & seasonality.
2. Limitation on source market in specific winter destinations for the northern hemisphere.
3. Repositioning of most cruise lines to the Mediterranean as Europeans contribute to the second most important source market after the North American market.



4. The main winter deployment destination for most of the cruise lines are around the Caribbean targeting nearby markets and the European market.

With the fact that Indonesians have been aiming to explore the cruise market, it is important at this juncture to understand all the trials, past and present, to attract Indonesian Nationals.

This may be driven economically, culturally, and socially. While some will look for a cruise as in more traditional ways to explore several destinations within a short itinerary, others are looking at the aspect of a leisure cruise holiday where they focus on the ship as a destination.

Here we would need to understand the most recent success achieved by Genting but also other cruise lines that operated in the region to understand their perception of the Indonesian source market, players such Costa Cruises, Royal Caribbean, MSC, Princess Cruises & NCL to count among others who targeted the Chinese market on a short-term basis, and overall, in the long run, southeast Asians too.

Cruise line	Capacity	Indonesians onboard	Length of Itinerary	Embarkation Port	Cruise Theme
Dream Cruises Genting Dream	3.352	3.230 (per call 300-500)	2 - 3 Nights	Singapore	- FIT/Family (Movies theme, Enrichment, Music at Sea) - MICE (Corporate events, wedding, Music Concert)
Costa: Smeralda Diadema Fortuna	5.224 3.724 2.702	50 50 200	7 Nights 7 Nights	Savona Barcelona Singapore	-FIT/Family
NCLBliss NCL Joy	4.002 3.883	350 30	7 Nights 7 Nights	Alaska Caribbean	-FIT/Family
MSC Seaside	4.132	185	7 Nights	Barcelona (Mediterranean)	- FIT/Family
RCCL Voyager of The Seas	3.602	3.450 (per call 300-500)	3 - 5 Nights	Singapore	-FIT/Family -MICE (Corporate events)

- Note: Indonesian passenger in 2019

A taste of the past Indonesian Cruises:



Awani Dream & Awani Dream 2 saw life during the last century from 1995 until 1998 where the cruise operation declined due to economical situations. Both vessels were counted to what today is known as a small sized ship which represents nowadays the luxury sector. Awani Dream 2 which replaced an older version had a total of 250 Cabins with various amenities as in any luxury shore-side resort.

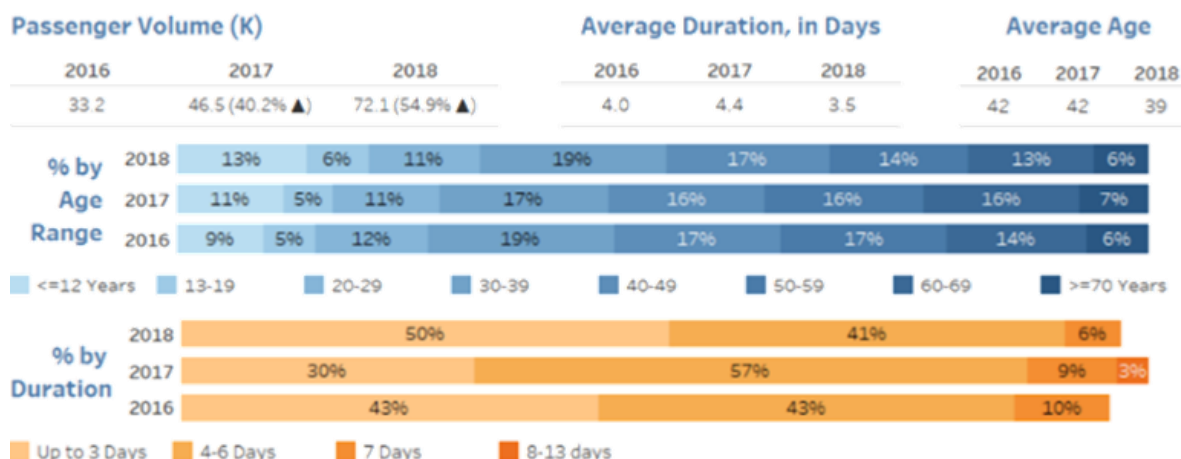
The itinerary was homeporting in Jakarta and had offered Puteri Island, Lampung & Krakatau, Semarang, Bali, and had even set courses to Singapore. At the time the ticket was offered around USD75 per pax-per night inclusive of 3 main meals.



Indonesia saw a 54.9% jump in passenger volume in 2018, which propelled it from 10th to 8th ranked source market in Asia. Indonesians still favour shorter cruises in Asia, up to 3 days gaining on the 4-6 days options in 2018. A greater proportion of younger cruisers (≤ 12 and 13-19 years) suggests an escalating family segment, bringing the average age to 39, below previous years and lower than the Asian average 45.4 years.

Indonesian Source Market





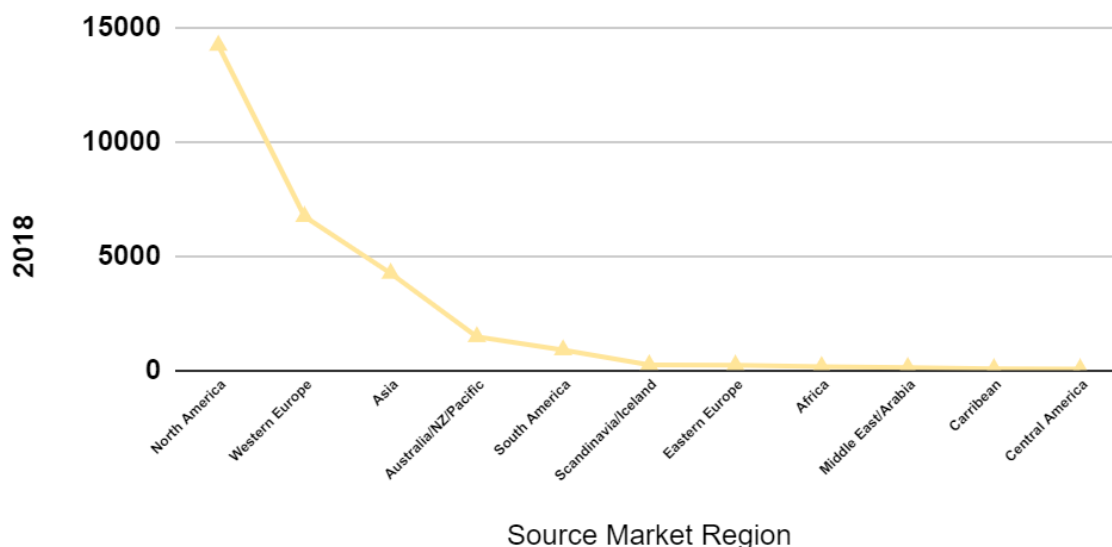
Source: CLIA

The above findings clearly point to the fact that Cruise Passengers are still mature in age with the most popular age range overall being 30-40. The below table and chart portray Asian Passengers by Source Market Region accurate for 2018, According to CLIA (Cruise Line International Association):

Source Market Region	2016	2017	2018
North America	12403	13019	14240
Western Europe	6344	6516	6731
Asia	1370	4052	4240
Australia/NZ/Pacific	1370	1434	1460
South America	791	799	883
Scandinavia/Iceland	241	229	225
Eastern Europe	205	192	213
Africa	144	151	154
Middle East/Arabia	112	104	111
Caribbean	60	54	56
Central America	39	51	47



Source Market Regional



Source: Cruising.org

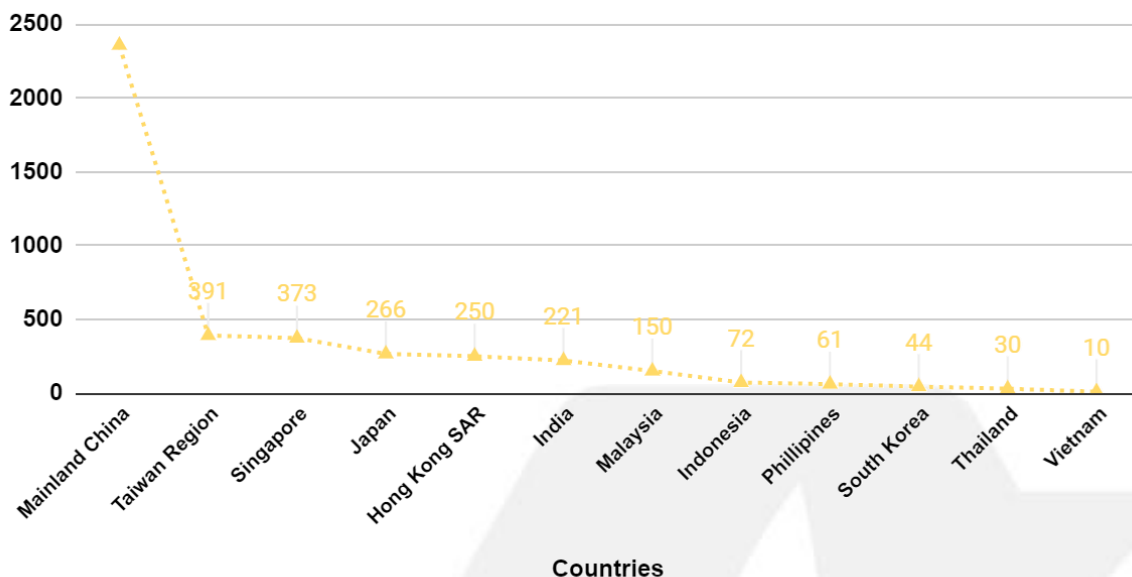
Strong emerging source markets are Asia (including China) and Australasia. The below table and chart portray Global Passengers volume by Source Market Top countries around the world and their passenger share (%) in the cruise market which is accurate for 2018, According to CLIA (Cruise Line International Association). Which helps us understand the potential for Domestic Tourism in Indonesia.

Countries	Passenger Volume (K) 2018	Passenger Share (%)
Mainland China	2357	55.8
Taiwan Region	391	9.3
Singapore	373	8.8
Japan	266	6.3
Hong Kong SAR	250	5.9
India	221	5.2
Malaysia	150	3.6
Indonesia	72	1.7
Philippines	61	1.5
South Korea	44	1.1
Thailand	30	0.7
Vietnam	10	0.2

Source: Cruising.org



Asia Source Market



Source: Cruising.org

Domestic Tourism to Drive Recovery

UNWTO Secretary-General Zurab Pololikashvili said: “UNWTO expects domestic tourism to return faster and stronger than international travel. Given the size of domestic tourism, this will help many destinations recover from the economic impacts of the pandemic, while at the same time safeguarding jobs, protecting livelihoods and allowing the social benefits tourism offers to also return.”

Proposed Itineraries for Domestic Cruising in Indonesia:

At the time of preparing this study the following points were considered:

1. Home Porting Jakarta
2. Guests onboard: 100% depending on source market Indonesia
3. Destinations: within 150-200NM considering fuel consumptions, receiving port facility & destination attractiveness for local nationals.
4. The type of ship will contribute largely as it will serve the function of “ship is the destination”.
5. Our study will also stress test establishing the creation of several cruise hubs for multi embarkation within Indonesia as in Benoa of Bali Island.



The aim is to connect on a midterm to several hubs when the time of international flights & international tourism resumes which is expected to fully launch by the end of the first quarter of 2022.

The potential of the Indonesian market has already been identified by the major cruise lines operating from Singapore. As in the above table on average there were 300-500 guests embarking on each short itinerary of the 5 cruise operators respectively: Costa Cruises, Genting, NCL, MSC & RCCL. It's worth mentioning that both Costa & NCL, as well as Genting, are deploying more than one ship in the southeast Asian waters.

With that in mind our estimation of the Indonesian Cruise continuation up to 1500 pax per call or almost 3000 pax weekly at least from Singapore. Indonesians were also traveling to join cruises in several parts of the world which is why cruise lines have allotted cabins for the passenger segment coming from Indonesia.

The burning question is in fact answered, which is that indeed Indonesians are willing to cruise. The idea of offering a local experience is to bridge a potential gap that either culturally or economically was not connected by the overseas operator respectively. Indonesian cruise seekers can be driven from several factors & trends:



Future Traveller Tribes 2030, "Understanding Tomorrows Traveller Report"





Six New Traveller Personalities



Opportunity for Jakarta Tanjung Priok Port:

From the above, we can further conclude that Jakarta is in an ideal position to launch the homeporting Indonesian cruise for several reasons, from being the capital air hub and the potential domestic airlift capacity, as well as the corporate blue-collar working-class segment that can be targeted on short term and for the purpose of our study and project.

With positioning Jakarta as homeporting for the domestic cruise, the magnitude to attract the source market will simply be bigger. It is important to note that Jakarta is not the target for local tourism as per se, hence some of the known challenges as in traffic has been considered and the turnaround timing will be made sufficient to allow a convenient turnaround operation between disembarked and embarked passengers.

In the long run, a multi embarkation plan can be adapted, once the market has reached its potential and local commitment of cruise travel agencies start to be more vocal and valuable.

The idea of creating itineraries could be influenced by the following factors:

1. Port charges.





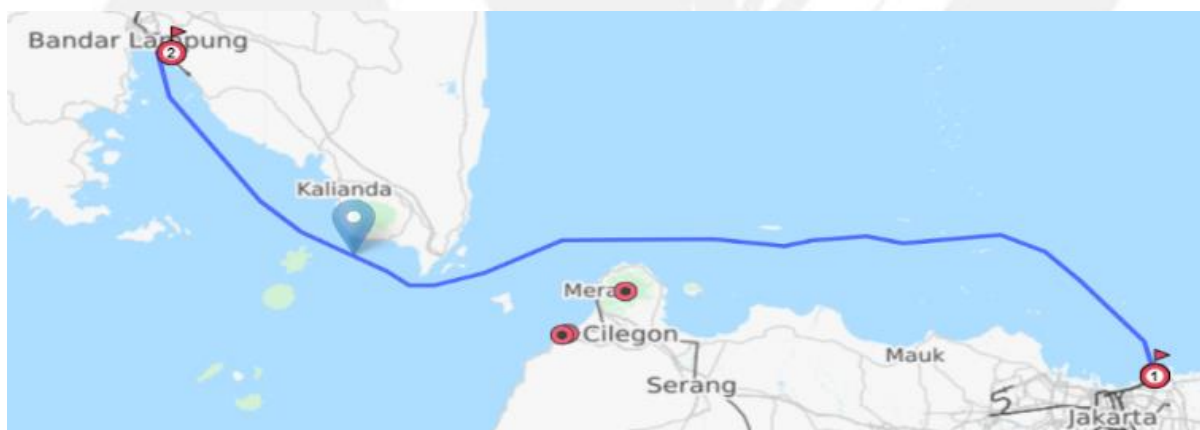
2. Distance from Jakarta port Tanjung Priok to the desired destination.
3. Average speed & Bunkerage cost.
4. Marketing support from the Ministry of Tourism and relevant public stakeholders.

In the above introduction of how several models adapted to the rebate scheme to encourage domestic cruising which we trust all cruise stakeholders will take part in supporting the launch of domestic cruising and in the long term too.

For the time being the below proposals are a draft and can be adapted after assessing all the technical, financial, and operational logistical matters:

A: 2 Nights: Jakarta (Tanjung Priok Port) - Lampung (Panjang Port) - Jakarta
Distance - 120 NM, Vessel Speed - 12 NM, Time - 10 Hours

Day	Port	Pilot St	Arr.	Dep.	Distance NM	Steaming Speed	Duration	In port
Friday	Jakarta	-	08:00	18:00	120	12	10 hrs	10 hrs
Saturday	Lampung	08:00	09:00	18:00				9 hrs
Sunday	Jakarta	07:00	08:00	-	120	12		

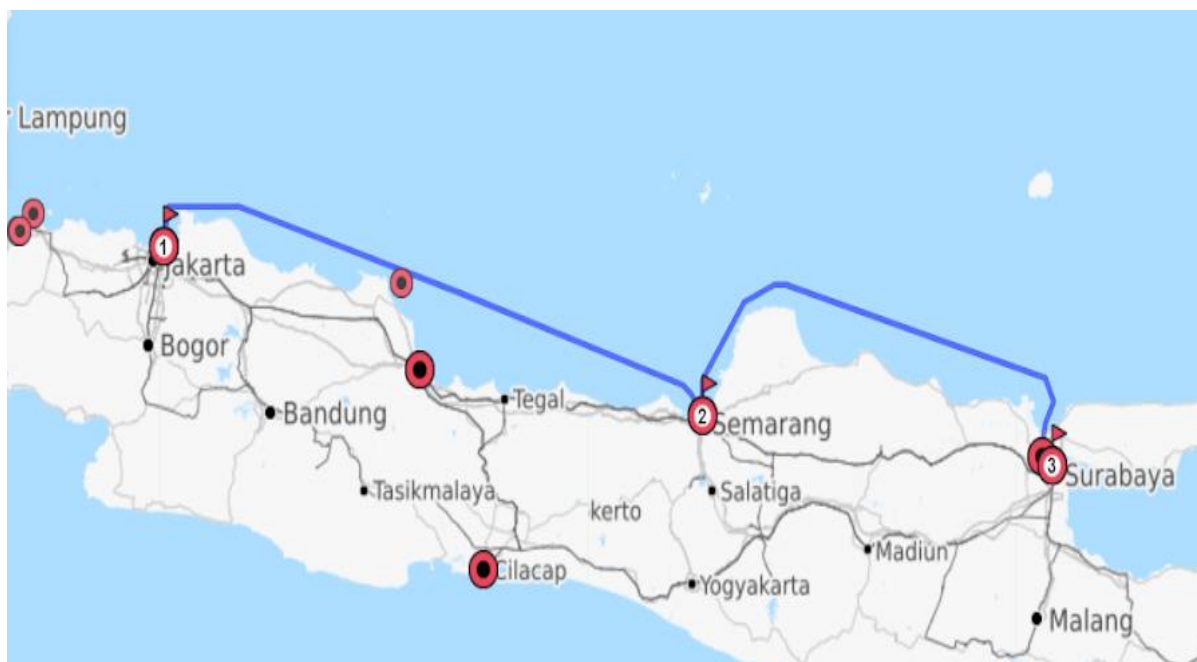


B: 3 Nights: Jakarta - Semarang (Tanjung Emas) - Surabaya (Tanjung Perak) - Jakarta,
Distance - 426 NM

Day	Port	Pilot St	Arr.	Dep.	Distance NM	Speed	Duration	In port
Sunday	Jakarta	07:00	08:00	18:00	-	-	10 hrs	10 hrs
Monday	Samarang	08:00	09:00	17:00	234	18	13 hrs	08 hrs
Tuesday	Surabaya	06:00	07:00	16:00	191	15	13 hrs	9 hrs

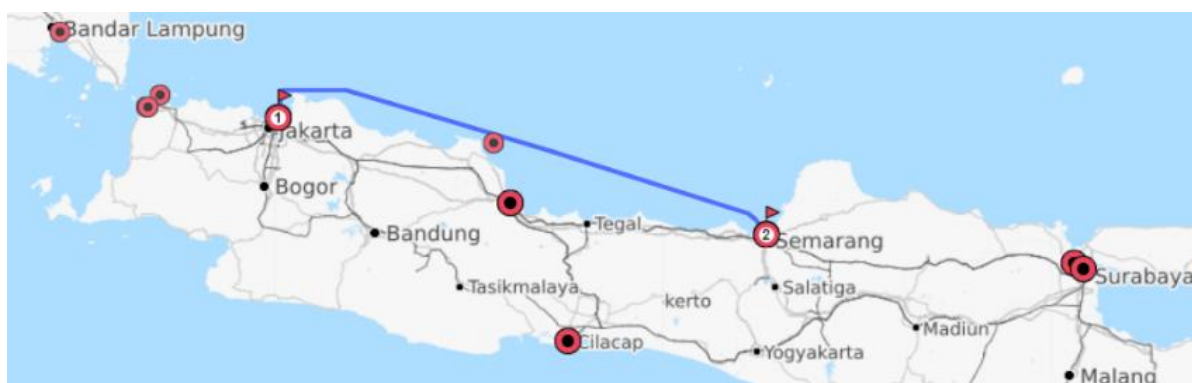


Wednesday	Jakarta	14:00	15:00	-	391	18	22 hrs	
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C: 3 Nights: Jakarta (Tanjung Priok) - Semarang (Tanjung Emas) - Day at sea – Jakarta,
Distance - 234 NM

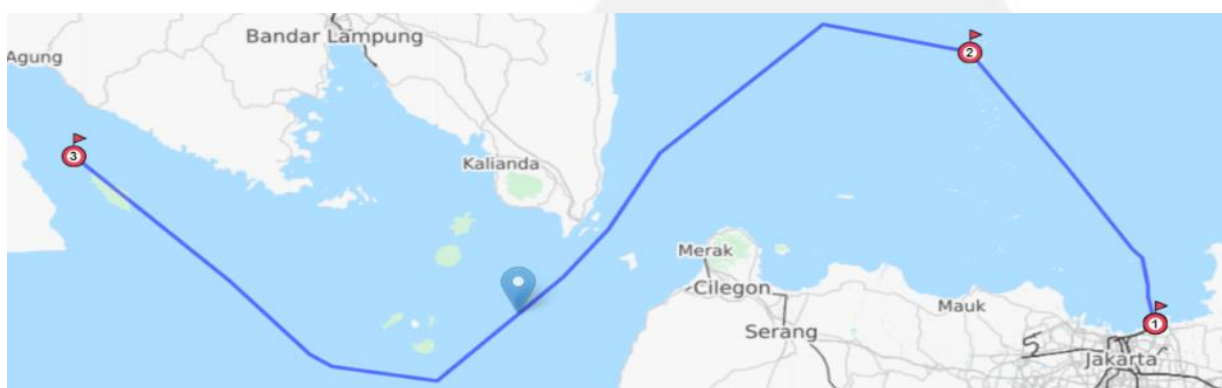
Day	Port	Pilot St	Arr.	Dep.	Distance NM	Speed	Duration	In port
Sunday	Jakarta	-	-	18:00	-	-	10 hrs	10 hrs
Monday	Samarang	08:00	09:00	22:00	234	18	13 hrs	13 hrs
Tuesday	Day at sea	-	-	-	234	10	23.4 hrs	31 hrs cruising
Wednesday	Jakarta	07:00	08:00	-	-	-	-	





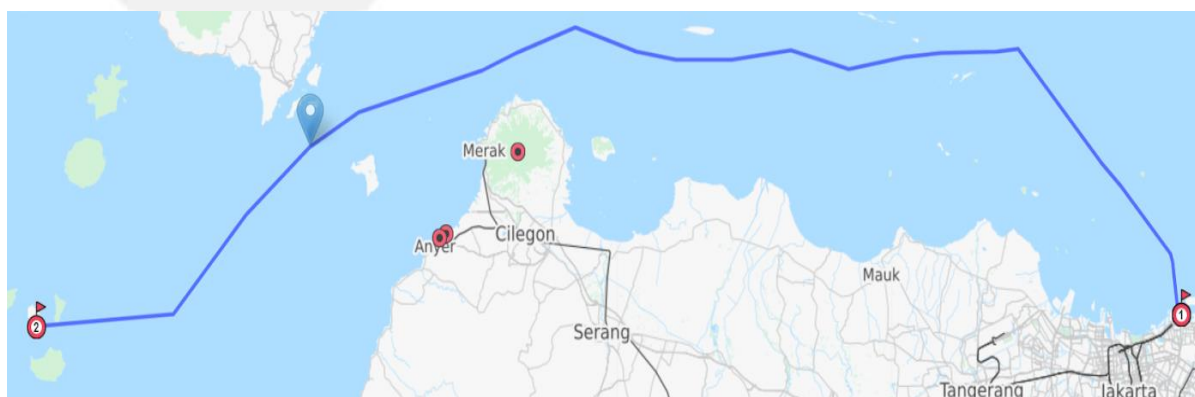
D. 3 Nights: Jakarta (Port Tanjung Priok) - Thousand Islands - Semangka Bay, Distance - 186 NM

Day	Port	Pilot	Arr.	Dep.	Dist. NM	Speed	Duration	In port
Sunday	Jakarta	-	-	18:00	-	-	-	-
Monday	Thousand Islands	08:00	09:00	18:00	47	10	5	09 hrs
Tuesday	Semangka Bay	07:00	08:00	18:00	139	12	12	10 hrs
Wednesday	Jakarta	07:00	08:00	-	186	14	13.5	-



E: 2 Nights: Jakarta Tanjung Priok Port - Krakatoa Island, Distance - 102NM

Day	Port	Pilot St	Arr.	Dep.	Distance NM	Speed	Duration	In port
Wednesday	Jakarta	-	08:00	18:00	-	-	-	-
Thursday	Krakatoa Island	08:00	09:00	19:00	102	10	10 hrs	10 hrs
Friday	Jakarta	07:00	08:00	-	-	-	-	-



F. 2 Nights: Jakarta (Port Tanjung Priok)- Kalianda Area, Distance - 94 NM



Day	Port	Pilot St	Arr	Dept	Distance NM	Steaming Speed	Duration	In port
Wednesday	Jakarta	-	08:00	18:00	-	-	-	-
Thursday	Kalianda Area	08:00	09:00	19:00	94	10	10 hrs	10 hrs
Friday	Jakarta	07:00	08:00	-	-	-	-	-



SWOT Analysis:



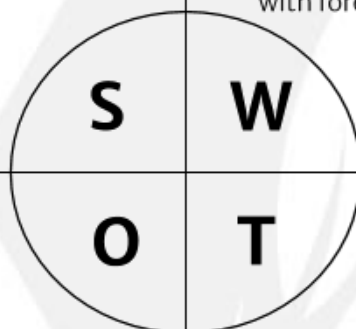


STRENGTHS

1. Jakarta Passenger Terminal with experienced handle 3000+ guests.
2. Nusantara wharf depth – 10 m, Longest LOA berthed 336 m.
3. Link Bridge connecting Ship to Terminal.
4. National Capital long term contribution to the source market: Population.
5. Well managed cruise port , willing to be flexible and offer incentives.
6. Seaport located 30 mins away with direct toll road to CGK international airport.
5. Strong Tourism support.
6. Easy access in/out port.

WEAKNESSES

1. Draft and restrictive channel entry. Limiting project to luxury & discovery vessels only.
2. Same terminal used for inter island ferries.
3. No track record in cruising. Study to mitigate by portraying local Pelini programs.
4. Pre/Port attraction in Jakarta is quite far from port with road traffic issue.
5. Less option of Cruise Itinerary for short distance sailing compare with Benoa Port.
6. Terminal located at Jakarta Port which used by general cargo and containers.
7. Cabotage regulation for domestic cruising with foreign flag ship.



OPPORTUNITIES

1. Promotion of local airlift connectivity flights, & Private jets.
2. To conduct site visits as the new terminal & tourism product is compelling.
3. To expose new demographic profiles of tourist to Jakarta.
4. General return visits & new market.
5. Be a pioneer in cruise business in Indonesia.

THREATS

1. Return of Covid travel restrictions locally.
2. Quarantine for 14 days in case Covid case within pax and crew.
3. Health authorities change of rules.
4. Cost of operation.
5. Dynamic political situation.

Economic Impact





The cruise industry is a vital artery for local and national economies around the world, supporting 1.17 million jobs spanning a wide variety of sectors, including hospitality, aviation, agriculture, retail, entertainment, manufacturing, information services, healthcare and, of course, tourism.

Given the significance of cruising to global economies, a strong cruise community, coupled with a resurgence in tourism activity, will be critical to reigniting global economies.

People love to cruise. We are confident that cruisers will return to the seas as soon as it is safe to do so, just as they will return to restaurants, bars, movie theatres, airplanes, resorts and beyond. When cruise ships do return to the seas, the cruise industry will play a vital role in putting people back to work across every sector that cruising supports and touches.

Average cruise revenue and expense per passenger

Here is a breakdown of the estimated 2018 average cruise revenue and expense per passenger for all cruise lines worldwide. The average per passenger per day is projected to be US\$212.80, with US\$161.26 ticket price and US\$62.16 on board spending (average cruise duration 8.0 days, median duration 7.0 days).

Financial breakdown of typical cruiser (worldwide, across all cruise lines)		
	Revenue	Expenses
Ticket	\$1,293	
Onboard Spending	\$498	
-Casino & Bar	\$274	
-Shore excursions (cruise line portion)	\$100	
-Spa	\$50	
-All other onboard spending	\$75	
Total spending	\$1,791	



Other operating costs		\$260	14.50%
Agent commission		\$233	13.00%
Ship fuel costs		\$193	10.80%
Corporate Operating Costs		\$208	11.60%
Payroll		\$197	11.00%
Depreciation/Amortization		\$172	9.60%
Victualing (food)		\$107	6.00%
Onboard and other		\$77	4.40%
Other and transportation		\$59	3.30%
Interest Expense		\$56	3.10%
Total Expenses		\$1,564	
Profit before taxes		\$227	12.70%

Source: Royal Caribbean Cruises, Ltd., Carnival Corporation and plc, NCL Corporation Ltd., Thomson/First Call, Cruise Lines International Association (CLIA), The Florida-Caribbean Cruise Association (FCCA), DVB Bank and Cruise Pulse

Appendix:

Identify the right sector of ship, capacity & tonnage:

To ensure accessibility to most ports, we are targeting cruise ships with a draft up to 7 meters. Here the tonnage, as well as cabin size of the ship, is automatically guiding the proposed target ship which as per below will be max. 1500 pax

Cruise Line	Sector	Draft (Meter)	Available fleet in range 7.5M
Silversea	Luxury	5.7 - 6.6	5 ships
Happag Lloyd	Luxury	6 - 6.3	2 ships
Crystal Cruises	Luxury	4	1 ship
Azamara	Luxury	5.8	2 ships
Regent	Luxury	7	4 ships
Oceana	Luxury	6 - 7.3	6 ships
Noble Caledonia	Luxury	4.2	2 ships
Club MED	Luxury	5.1	1 ship
Ponant	Luxury	4 - 4.9	5 ship
Windstar	Luxury	4.1 - 5.5	6 ship
Paul Gauguin	Luxury	3.4 - 5.2	2 ships
Star Clippers	Luxury	5.9 - 6.2	3 ships



Sea Cloud	Luxury	5.3 - 5.5	2 ships
Seabourn	Luxury	6.5	4 ships
SeaDream Yacht	Luxury	4.3	2 ships
Viking Cruises	Luxury	6 - 6.3	2 ships
Voyages of Antiquities	Discovery	6.1	1 ship
Marella Cruises	Discovery	6.2 - 7.5	3 ships
Phoenix Reisen	Discovery	5.7 - 7.3	3 ships
American Cruise lines	Discovery	3 - 6	4 ships
CMV	Discovery	5.8	1 ship
Fred Olsen	Discovery	5.5 - 7.5	4 ships
Celestyal Cruises	Discovery	5.4 - 6.8	3 ships
Vishal Cruises	Discovery	5.9	1 ship
FTI Cruises	Discovery	4.8	1 ship
Mitsui OSK Passenger	Discovery	6.6	2 ships
Portu scale	Discovery	4.8	1 ship
Diamond Cruises	Discovery	7.3	1 ship
Swan Hellenic	Discovery	5.8	1 ship
Venus Cruise	Discovery	6.5	1 ship
Saga Cruises	Discovery	6.3	1 ship
Pullmantur	Discovery	7.2 - 7.6	2 ships
Voyage of Discovery	Discovery	7.5	1 ship

Past/Current International Cruise Market including Indonesian Ports

Ports	City	Cruise Line Operating
Benoa	Bali	Azamara Club Cruises Celebrity Cruises Crystal Cruises Holland America Line Princess Cruises Royal Caribbean Star Clipper Oceania Cruise Norwegian Cruise Line
Tanjung Priok	Jakarta	Crystal Cruises
Tanjung Perak	Surabaya	Holland America Line



Sabang (Belawan) Port	Sumatra	P&O Cruises Regent Seven Seas Cruises Seabourn Silversea Cruises Phoenix Reisen
Makassar	Sulawesi	Holland America Line P&O Cruises Princess Cruises Ponant Silversea
Probolinggo	East Java	Holland America Line P&O Cruises Princess Cruises
Semarang (Cargo)	Java	Holland America Line Princess Cruises Crystal Cruises Azamara Club Cruises
Komodo Island	Anchorage	Azamara Club Cruises Celebrity Cruises Fred Olsen Cruise Lines Holland America Line Lindblad Expeditions (National Geographic) P&O Cruises Princess Cruises Ponant
Lembar	Lombok	Azamara Club Cruises Carnival Cruise Lines Holland America Line P&O Cruises Princess Cruises Royal Caribbean Seabourn Star Clipper
Kupang Port	Timor	Hapag Llyod
Krakatau Island	Java	Crystal Cruises Silversea



Itineraries by Cruise Lines operating in Indonesia



Azamara Pursuit: 12-Night Bali & Western Australia Voyage

Embarkation: Singapore

Disembarkation: Perth, Australia

Avg. Price per person - \$ 2199 (Taxes, Fees & Port Expenses - \$192.67)

Duration in Indonesian Port: Semarang - 12 Hours, Benoa - 24 Hours

Date	Port/City	Arrival	Departure	Activity
09/12/20 - 10/12/20	Singapore	-	14:00	Embark/Docked
11/12/20	At Sea	-	-	Cruising
12/12/20	Semarang	08:00	20:00	Docked
13/12/20	At Sea	-	-	Cruising
14/12/20 - 15/12/20	Benoa, Bali	08:00	20:00	Docked
16/12/20 - 18/12/20	At Sea	-	-	Cruising
19/12/20	Geraldton, Australia	08:00	17:00	Docked
20/12/20	Perth, Australia	09:00	-	Docked/Debar





Azamara Pursuit: 12-Nt Bali & Western Australia Voyage

Embarkation: Singapore

Disembarkation: Perth, Australia

Avg. Price per person - \$ 2899 (Taxes, Fees & Port Expenses - \$312.34)

Duration in Indonesian Port: Benoa - 23 Hours

Date	Port/City	Arrival	Departure	Activity
07/12/21	Singapore	-	17:00	Embark/Docked
08/12/21 - 09/12/21	At Sea	-	-	Cruising
10/12/21 - 11/12/21	Benoa, Bali	09:00	20:00	Docked
12/12/21 - 14/12/21	At Sea	-	-	Cruising
15/12/21 - 16/12/21	Geraldton, Australia	08:00	13:00	Docked
17/12/21	Bunbury	09:00	22:00	Docked
18/12/21	Margaret River	07:30	20:00	Anchorage
19/12/21	Perth, Australia	06:00	-	Debarb/Docked





Azamara Pursuit: 18-Night Australia Intensive Voyage

Embarkation: Sydney, Australia

Disembarkation: Singapore

Avg. Price per person - \$ 4799 (Taxes, Fees & Port Expenses - \$548.40)

Duration in Indonesian Port: Benoa - 24 Hours

Date	Port/City	Arrival	Departure	Activity
23/02/21	Sydney, Australia	-	22:00	Embark/Docked
24/02/21	At Sea	-	-	Cruising
25/02/21	Brisbane	08:00	22:00	Docked
26/02/21	Mooloolaba, Queensland	08:00	18:00	On Anchorage
27/02/21	At Sea	-	-	Cruising
28/02/21	Airlie Beach	08:00	17:00	On Anchorage
01/03/21 - 02/03/21	Cairns, Australia	13:00	22:00	Docked
03/03/21 - 05/03/21	At Sea	-	-	Cruising
06/03/21	Darwin, Australia	07:30	17:00	Docked
07/03/21 - 08/03/21	At Sea	-	-	Cruising
09/03/21	Benoa, Bali	08:00	20:00	Docked
10/03/21 - 11/03/21	At Sea	-	-	Cruising
12/03/21 - 13/03/21	Singapore	13:00	-	Docked/Debarck



Azamara Pursuit: 17 Night Australia Intensive Voyage

Embarkation: Sydney, Australia

Disembarkation: Singapore

Avg. Price per person - \$ 5199 (Taxes, Fees & Port Expenses - \$559.59)

Duration in Indonesian Port: Benoa - 12 Hours

Date	Port/City	Arrival	Departure	Activity
22/02/22	Sydney, Australia	-	18:00	Embark/Docked
23/02/22	At Sea	-	-	Cruising
24/02/22	Brisbane	08:00	18:00	Docked
25/02/22	At Sea	-	-	Cruising
26/02/22	Airlie Beach	08:00	17:00	On Anchorage
27/02/22 - 28/02/22	Cairns, Australia	13:00	22:00	Docked
01/03/22 - 03/03/22	At Sea	-	-	Cruising
04/03/22	Darwin, Australia	07:30	17:00	Cruising
05/03/22 - 06/03/22	At Sea	-	-	Cruising
07/03/22	Benoa, Bali	08:00	20:00	Docked
08/03/22 - 09/03/22	At Sea	-	-	Cruising
10/03/22 - 11/03/22	Singapore	13:00	-	Docked/Debar



Celebrity Eclipse: Australia's Great Barrier Reef Cruise

Embarkation: Melbourne, Australia

Disembarkation: Singapore

Avg. Price per person - \$ 1054 (Taxes, Fees & Port Expenses - \$283.30)

Duration in Indonesian Port: Benoa - N/A Hours

Date	Port/City	Arrival	Departure	Activity
20/02/2021	Melbourne	-	17:00	Embark/Docked
21/02/2021	At Sea	-	-	Cruising
22/02/2021	Sydney	-	22:00	Docked
23/02/2021	Newcastle	-	18:00	Docked
24/02/21 - 25/02/21	At Sea	-	-	Cruising
26/02/21	Airlie Beach	-	17:00	Anchorage
27/02/21	Cairns	-	22:00	Docked
28/02/21 - 03/03/21	At Sea	-	-	Cruising
04/03/21	Benoa, Bali	-	18:00	Docked
05/03/21 - 06/03/21	At Sea	-	-	Cruising
07/03/21	Singapore	-	-	Docked/Debarck



Norwegian Spirit: 10 Day Asia

Embarkation: Bali

Disembarkation: Hong Kong

Avg. Price per person - \$ 899 (Taxes, Fees & Port Expenses - \$N/A)

Duration in Indonesian Port: Benoa - N/A Hours

Date	Port/City	Arrival	Departure	Activity
09/04/22	Bali	-	18:00	Embark/Docked
10/04/22 - 11/04/22	At Sea	-	-	Cruising
12/04/22	Singapore	07:00	18:00	Docked
13/04/22	At Sea	-	-	Cruising
14/04/22	Ho Chi Minh	07:00	19:00	Docked
15/04/22	Nha Trang	09:00	17:00	Docked
16/04/22	Hue/Da Nang	10:00	18:00	Docked
17/04/22	Hanoi	10:00	21:00	Docked
18/04/22	At Sea	-	-	Cruising
19/04/22	Hong Kong	07:00	-	Docked/Debar



AIDAcara: Australien & Indonesien

Embarkation: Singapore

Disembarkation: Singapore

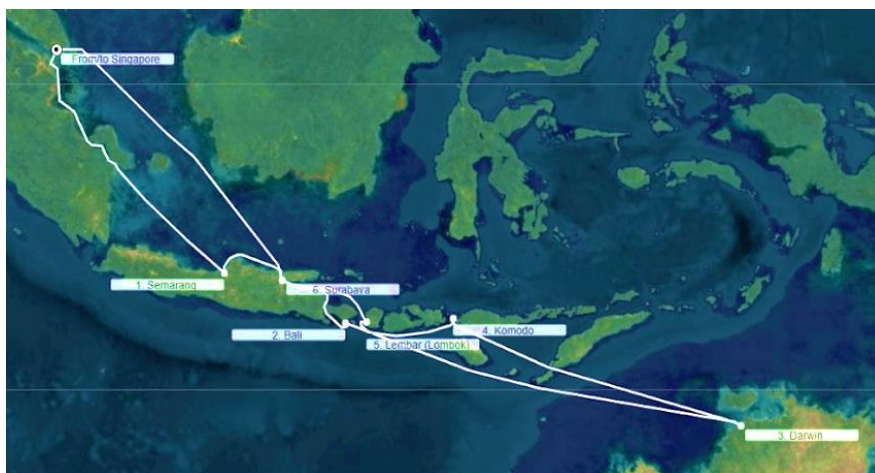
Avg. Price per person - \$ 3502 (Taxes, Fees & Port Expenses - \$N/A)

Duration in Indonesian Port: Semarang - 9 Hours, Benoa - 10 Hours, Komodo - 10 Hours, Lembar - 10 Hours, Surabaya - 12 Hours

Date	Port/City	Arrival	Departure	Activity
07/11/21 - 08/11/21	Singapore	-	14:00	Embark/Docked
09/11/21	At Sea	-	-	Cruising
10/11/21	Semarang	08:00	19:00	Docked
11/11/21	At Sea	-	-	Cruising
12/11/21 - 13/11/21	Bali	08:00	18:00	Docked
14/11/21 - 15/11/21	At Sea	-	-	Cruising
16/11/21 - 18/11/21	Darwin	08:00	22:00	Docked
19/11/21 - 20/11/21	At Sea	-	-	Cruising
21/11/21	Komodo	07:00	17:00	Cruising
22/11/21	Lembar (Lombok)	10:00	22:00	Docked
23/11/21	At Sea	-	-	Cruising



24/11/21	Surabaya	07:00	19:00	Docked
25/11/21 - 26/11/21	At Sea	-	-	Cruising
27/11/21 - 28/11/21	Singapore	08:00		Debar/Docked



Crystal Symphony: REMARKABLE REEFS & CULTURES

Embarkation: Sydney

Disembarkation: Bali

Avg. Price per person - \$ 3699 (Taxes, Fees & Port Expenses - \$N/A)

Duration in Indonesian Port: Komodo - 9 Hours, Benoa - 12 Hours

Date	Port/City	Arrival	Departure	Activity
20/01/22	Sydney	-	18:00	Embark/Docked
21/01/22 - 22/01/22	At Sea	-	-	Cruising
23/01/22	Airlie Beach	08:00	18:00	Docked
24/01/22 - 25/01/22	Cairns	13:00	17:00	Docked
26/01/22 - 27/01/22	At Sea	-	-	Cruising
28/01/22	Darwin	08:30	21:00	Docked
29/01/22 - 30/01/22	At Sea	-	-	Cruising
31/01/22	Komodo	07:00	16:00	Docked
01/02/22 - 02/02/22	Benoa, Bali	10:00		Debar/Docked



Crystal Symphony: ANCIENT CULTURES & MODERN WONDERS

Embarkation: Bali

Disembarkation: Bangkok

Avg. Price per person - \$ 3899 (Taxes, Fees & Port Expenses - \$N/A)

Duration in Indonesian Port: Benoa - 24 Hours, Semarang - 13 Hours

Date	Port/City	Arrival	Departure	Activity
02/02/22 - 03/02/22	Bali	-	12:00	Embark/Docked
04/02/22	Celukan, Bawang	07:30	18:00	Docked
05/02/22	At Sea	-	-	Cruising
06/02/22	Semarang	06:00	19:00	Docked
07/02/22 - 08/02/22	At Sea	-	-	Cruising
09/02/22	Penang	08:30	18:00	Docked
10/02/22	Langkawi	08:00	17:30	Cruising
11/02/22	Kuala Lumpur	08:00	18:00	Docked
12/02/22 - 13/02/22	Singapore	08:00	18:00	Docked
14/02/22	At Sea	-	-	Cruising
15/02/22	Koh Samui	07:30	17:00	Docked



16/02/22	Thailand	06:00	-	Debark/Docked
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Crystal Symphony: ASIA TO AUSTRALIA EXPLORER

Embarkation: Singapore

Disembarkation: Perth

Avg. Price per person - \$ 3899 (Taxes, Fees & Port Expenses - \$N/A)

Duration in Indonesian Port: Benoa - 12 Hours

Date	Port/City	Arrival	Departure	Activity
21/11/21	Singapore	-	12:00	Embark/Docked
22/11/21	At Sea	-	-	Cruising
23/11/21	Koh Samui	09:00	18:00	Docked
24/11/21	Bangkok	08:00	19:00	Docked
25/11/21	At Sea	-	-	Cruising
26/11/21 - 27/11/21	Ho Chi Minh City	11:00	15:00	Docked
28/11/21 - 30/11/21	At Sea	-	-	Cruising
01/12/21 - 02/12/21	Bali	08:00	20:00	Docked
03/12/21 - 05/12/21	At Sea	-	-	Cruising
06/12/21	Perth	07:00	-	Debark/Docked



Princess Cruises: 10-Day Malaysian Peninsula & Indonesia

Embarkation: Singapore

Disembarkation: Singapore

Avg. Price per person - \$ 806 (Taxes, Fees & Port Expenses - \$100)

Duration in Indonesian Port: Benoa - 10 Hours

Date	Port/City	Arrival	Departure	Activity
02/03/21	Singapore	-	16:00	Embark/Docked
03/03/21 - 04/03/21	At Sea	-	-	Cruising
05/03/21	Benoa, Bali	07:00	17:00	Docked
06/03/21 - 08/03/21	At Sea	-	-	Cruising
09/03/21	Phuket	07:00	18:00	Docked
10/03/21	Penang	07:00	18:00	Docked
11/03/21	Kuala Lumpur	07:00	18:00	Docked
12/03/21	Singapore	07:00	-	Debar/Docked



Princess Cruises: 16-Day Asia & Australia

Embarkation: Brisbane

Disembarkation: Hong Kong

Avg. Price per person - \$ 958 (Taxes, Fees & Port Expenses - \$215)

Duration in Indonesian Port: Lombok - 11 Hours

Date	Port/City	Arrival	Departure	Activity
09/03/22	Brisbane	-	17:00	Embark/Docked
10/03/22 - 13/03/22	At Sea	-	-	Cruising
14/03/22	Darwin	10:00	20:00	Docked
15/03/22 - 16/03/22	At Sea	-	-	Cruising
17/03/22	Lombok, Indonesia	07:00	18:00	Docked
18/03/22 - 20/03/22	At Sea	-	-	Cruising
21/03/22	Ho Chi Minh City	07:00	18:00	Docked
22/03/22	Nah Trang, Vietnam	09:00	17:00	Docked
23/03/22	At Sea	-	-	Cruising
24/03/22 - 25/03/22	Hong Kong	12:00	06:00	Debark/Docked



STAR CLIPPERS

Star Clipper - Eastbound Bali

Embarkation: Bali

Disembarkation: Bali

Avg. Price per person - \$ 1865 (Taxes, Fees & Port Expenses - \$171.88)

Indonesian Port: Benoa, Lombok, Komodo

Date	Port/City	Arrival	Departure	Activity
12/06/21	Bali	-	-	Embark/Docked
13/06/21	Lombok	-	-	Cruising
14/06/21	At Sea	-	-	Cruising
15/06/21	Komodo National Park	-	-	Docked
16/06/21	Pink Island	-	-	Cruising
17/06/21	Santoda Island	-	-	Docked
18/06/21	Gill Meno	-	-	Docked
19/06/21	Gill naggu	-	-	Cruising
20/06/21	Bali	-	-	Debar/Docked





STAR CLIPPERS

Star Clipper - Westbound Bali

Embarkation: Bali

Disembarkation: Bali

Avg. Price per person - \$ 1865 (Taxes, Fees & Port Expenses - \$171.88)

Indonesian Port: Benoa

Date	Port/City	Arrival	Departure	Activity
26/06/21	Bali	-	-	Embark/Docked
27/06/21	At Sea	-	-	Cruising
28/06/21	East Madura	-	-	Cruising
29/06/21	Probolinggo	-	-	Docked
30/06/21	Lovina Beach	-	-	Cruising
01/06/21	Senggigi	-	-	Docked
02/06/21	Gill sudak	-	-	Docked
03/06/21	Bali	-	-	Debar/Docked



OCEANIA CRUISES®

Oceania Regatta - 21 Day Voyage

Embarkation: Bali

Disembarkation: Sydney

Avg. Price per person - \$ 4699 (Taxes, Fees & Port Expenses - \$N/A)

Indonesian Port: Benoa

Date	Port/City	Arrival	Departure	Activity
17/12/21	Bali	13:00	17:00	Embark/Docked
18/12/21 - 19/12/21	At Sea	-	-	Cruising
20/12/21	Exmouth	08:00	18:00	Docked
21/12/21	At Sea	-	-	Cruising
22/12/21	Geraldton	08:00	18:00	Docked
23/12/21 - 24/12/21	Perth, Australia	08:00	20:00	Docked
25/12/21	Busselton	07:00	16:00	Docked
26/12/21	Albany	09:00	18:00	Docked
27/12/21 - 28/12/21	At Sea	-	-	Cruising
29/12/21	Penneshaw (Kangaroo Island)	09:00	23:00	Docked
31/12/21	Portland	07:00	16:00	Docked
01/01/22	Phillip Island	10:00	19:00	Docked



02/01/22	Melbourne	09:00	23:00	Docked
03/01/22	Burnie	08:00	17:00	Docked
04/01/22	Hobart	08:00	16:00	Docked
05/01/22	Port arthur	12:00	23:00	Docked
06/01/22	At Sea	-	-	Cruising
07/01/22	Sydney	08:00		Debark/Docked



OCEANIA CRUISES®

Oceania Insignia - 22 Days Voyage

Embarkation: Perth

Disembarkation: Tokyo

Avg. Price per person - \$ 5149 (Taxes, Fees & Port Expenses - \$N/A)

Indonesian Port: Benoa

Date	Port/City	Arrival	Departure	Activity
25/02/22	Perth	13:00	18:00	Embark/Docked
26/02/22	Geraldton, Australia	08:00	18:00	Docked
27/02/22	At Sea	-	-	Cruising
28/02/22	Exmouth, Australia	08:00	18:00	Docked
01/03/22	At Sea	-	-	Cruising
02/03/22	Broome, Australia			Docked
03/03/22	At Sea	-	-	Cruising
04/03/22 - 05/03/22	Bali (Benoa), Indonesia	09:00	14:00	Docked
06/03/22	Surabaya, Indonesia			Docked
07/03/22 - 08/03/22	At Sea			Cruising
09/03/22	Muara, Brunei	-	-	Cruising
10/03/22	Kota Kinabalu (Borneo)	11:00	20:00	Docked



11/03/22	At Sea			Docked
12/03/22	Manila, Philippines	-	-	Cruising
13/03/22 - 14/03/22	At Sea			Docked
15/03/22	Okinawa (Naha), Japan	-	-	Cruising
16/03/22	Amami Oshima (Naze), Japan			Docked
17/03/22	At Sea			Cruising
18/03/22 - 19/03/22	Tokyo, Japan	-	-	Debarb/Docked



Seven Sea Explorer - HALONG BAY TO SYDNEY HARBOR - 32 Nights

Embarkation: Hong Kong

Disembarkation: Sydney

Avg. Price per person - \$ 18649 (Taxes, Fees & Port Expenses - \$N/A)

Indonesian Port: Bali, Semarang, Surabaya

Date	Port/City	Arrival	Departure	Activity
18/11/21	Hong Kong	-	18:00	Embark/Docked
19/11/21	At Sea	-	-	Cruising
20/11/21	Hanoi	07:00	17:00	Docked
21/11/21 - 22/11/21	Hue/Da Nang	12:00	14:00	Docked
23/11/21	Nha Trang	09:00	16:00	Docked
24/11/21 - 25/11/21	Ho Chi Minh City	10:00	16:00	Docked
26/11/21	At Sea	-	-	Cruising
27/11/21	Cambodia	06:00	17:00	Docked
28/11/21 - 29/11/21	Thailand	10:00	18:00	Docked
30/11/21	Ko Samui	09:00	17:00	Docked
01/12/21	At Sea	-	-	Cruising
02/12/21	Singapore	07:00	17:00	Docked
03/12/21	At Sea	-	-	Cruising
04/12/21	Semarang	09:00	18:00	Docked
05/12/21	Surabaya	07:00	17:00	Docked
06/12/21 - 07/12/21	Bali	14:00	18:00	Docked



08/12/21 - 09/12/21	At Sea	-	-	Cruising
10/12/21	Darwin	07:00	16:00	Docked
11/12/21	At Sea	-	-	Cruising
12/12/21	Thursday Island	12:00	20:00	Docked
13/12/21	At Sea	-	-	Cruising
14/12/21	Cairns Beach	07:00	16:00	Docked
15/12/21	Airlie Beach	10:00	19:00	Docked
16/12/21	At Sea	-	-	Cruising
17/12/21	Brisbane	09:00	19:00	Docked
18/12/21	At Sea	-	-	Cruising
19/12/21 - 20/12/21	Sydney	08:00		Debar/Docked



Seven Sea Mariner - A Golden Coast and Urban Wonders

Embarkation: Sydney

Disembarkation: Singapore

Avg. Price per person - \$ 13399 (Taxes, Fees & Port Expenses - \$N/A)

Indonesian Port: Bali, Semarang, Surabaya, Komodo

Date	Port/City	Arrival	Departure	Activity
22/02/22	Sydney	-	18:00	Embark/Docked
23/02/22	At Sea	-	-	Cruising
24/02/22 - 25/02/22	Brisbane	07:00	17:00	Docked
26/02/22	At Sea	-	-	Cruising
27/02/22	Airlie Beach	06:00	17:00	Docked
28/02/22	Townsville	10:00	18:00	Docked
01/03/22	Cairns	09:00	17:00	Docked
02/03/22	At Sea	-	-	Cruising
03/03/22	Thursday	07:00	17:00	Docked
04/03/22	At Sea	-	-	Cruising



05/03/22	Darwin	09:00	18:00	Docked
06/03/22 - 07/03/22	At Sea	-	-	Cruising
08/03/22	Komodo	07:00	16:00	Docked
09/03/22 - 10/03/22	Bali	12:00	20:00	Docked
11/03/22	Surabaya	07:00	16:00	Docked
12/03/22	Semarang	10:00	19:00	Docked
13/03/22	At Sea	-	-	Cruising
14/03/22 - 15/03/22	Singapore	08:00		Debark/Docked



SEABOURN®

Seabourn Ovation: 7-Day Gems of the Java Sea

Embarkation: Singapore

Disembarkation: Bali

Avg. Price per person - \$ 3999 (Taxes, Fees & Port Expenses - \$375)

Indonesian Port: Bali, Semarang, Surabaya, Komodo, Probolinggo

Date	Port/City	Arrival	Departure	Activity
28/11/21	Singapore	-	23:00	Embark/Docked
29/11/21 - 30/11/21	At Sea	-	-	Cruising
01/12/21	Semarang	08:00	17:00	Docked
02/12/21	Surabaya	07:00	17:00	Docked
03/12/21	Probolinggo	08:00	17:00	Docked
04/12/21 - 05/12/21	Bali	08:00	07:00	Debark/Docked



SEABOURN®

Seabourn Encore: 27-Day Australia & Orchid Isles

Embarkation: Sydney

Disembarkation: Singapore

Avg. Price per person - \$ 10999 (Taxes, Fees & Port Expenses - \$975)

Indonesian Port: Bali, Semarang, Surabaya, Komodo, Probolinggo

Date	Port/City	Arrival	Departure	Activity
27/03/21	Sydney	-	19:00	Embark/Docked
28/03/21	At Sea	-	-	Cruising
29/03/21	Moreton Island, Queensland	08:00	20:00	Docked
30/03/21	Brisbane	07:00	17:00	Docked
31/03/21	At Sea	-	-	Cruising
01/04/21	Airlie Beach	08:00	17:00	Docked
02/04/21	Townsville	08:00	17:00	Docked
03/04/21 - 04/04/21	Cairns	09:00	18:00	Docked
05/04/21 - 08/04/21	At Sea	-	-	Cruising
09/04/21	Dili	08:00	18:00	Docked



10/04/21	At Sea	-	-	Cruising
11/04/21	Komodo	07:00	15:00	Docked
12/04/21	Senggigi	10:00	20:00	Docked
13/04/21 - 14/04/21	Bali	07:00	12:00	Docked
15/04/21	Komodo	08:00	17:00	Docked
16/04/21	At Sea	-	-	Cruising
17/04/21	Bali	08:00	18:00	Docked
18/04/21	Probolinggo	08:00	17:00	Docked
19/04/21	Surabaya	08:00	17:00	Docked
20/04/21	Semarang	08:00	19:00	Docked
21/04/21 - 22/04/21	At Sea	-	-	Cruising
23/04/21	Singapore	07:00		Debar/Docked



Seabourn Ovation: 10-Day Gems of the Java Sea

Embarkation: Bali

Disembarkation: Singapore

Avg. Price per person - \$ 5999 (Taxes, Fees & Port Expenses - \$345)

Indonesian Port: Bali, Semarang, Surabaya, Komodo, Probolinggo

Date	Port/City	Arrival	Departure	Activity
11/03/2022 - 12/03/2022	Bali	-	12:00	Embark/Docked
13/03/2022	Komodo Island	09:00	18:00	Docked
14/03/2022	At Sea	-	-	Cruising
15/03/2022	Bali	08:00	18:00	Docked
16/03/2022	Probolinggo	08:00	17:00	Docked
17/03/2022	Surabaya	08:00	17:00	Docked
18/03/2022	Semarang	08:00	18:00	Docked



19/03/2022	At Sea	-	-	Cruising
20/03/2022	Singapore	07:00	-	Debark/Docked



Silversea Whisper: Bali to Tokyo

Embarkation: Bali

Disembarkation: Tokyo

Avg. Price per person - \$ 8460 (Taxes, Fees & Port Expenses - \$N/A)

Indonesian Port: Bali

Date	Port/City	Arrival	Departure	Activity
03/03/2021	Bali	-	12:00	Embark/Docked
04/03/2021 - 06/03/2021	At Sea	-	-	Cruising
07/03/2021	Coron	08:00	17:00	Docked
08/03/2021	Manila	08:00	22:00	Docked
09/03/2021	At Sea	-	-	Cruising
10/03/2021	Kaohsiung	08:00	17:00	Docked
11/03/2021	Keelung	09:00	23:00	Docked



12/03/21 - 13/03/21	At Sea	-	-	Cruising
14/03/21 - 15/03/21	Seoul	08:30	17:00	Docked
16/03/2021	At Sea	-	-	Cruising
17/03/21 - 18/03/21	Osaka	14:30	18:00	Docked
19, 20, 21/03/2021	Tokyo	19:00		Debark/Docked



Silversea Muse: Bali to Tokyo

Embarkation: Singapore

Disembarkation: Sydney

Avg. Price per person - \$ 6930 (Taxes, Fees & Port Expenses - \$N/A)

Indonesian Port: Bali, Lombok

Date	Port/City	Arrival	Departure	Activity
29/11/21	Singapore	-	19:00	Embark/Docked
30/11/21 - 01/12/21	At Sea	-	-	Cruising
02/12/21	Bali	08:00	23:00	Docked
03/12/21	Lombok	08:00	17:00	Docked
04/12/21 - 05/12/21	At Sea	-	-	Cruising
06/12/21	Darwin	07:00	19:00	Docked
07/12/21 - 08/12/21	At Sea	-	-	Cruising



09/12/21	Thursday Island	08:00	18:00	Docked
10/12/21	At Sea	-	-	Cruising
11/12/21	Cairns	08:00	18:00	Docked
12/12/21	Townsville	08:00	18:00	Docked
13/12/21	Airlie Beach	08:00	18:00	Docked
14/12/21	At Sea	-	-	Cruising
15/12/21	Brisbane	08:00	18:00	Docked
16/12/21	At Sea	-	-	Cruising
17/12/21	Sydney	07:00		Debark/Docked



Silversea Shadow: Singapore to Tokyo

Embarkation: Singapore

Disembarkation: Cairns

Avg. Price per person - \$ 7110 (Taxes, Fees & Port Expenses - \$N/A)

Indonesian Port: Bali, Komodo

Date	Port/City	Arrival	Departure	Activity
04/01/22	Singapore	-	19:00	Embark/Docked
05/01/22 - 06/01/22	At Sea	-	-	Cruising
07/01/22	Bali	08:00	19:00	Docked
08/01/22	Komodo	12:30	18:30	Docked
09/01/22	Makassar	09:30	16:30	Docked
10, 11, 12/01/22	At Sea	-	-	Cruising



13/01/22	Jayapuri	13:00	18:30	Docked
14/01/22	Wewak	09:00	18:00	Docked
15/01/22	Madang	08:00	19:00	Docked
16/01/22	At Sea	-	-	Cruising
17/01/22	Alatou	07:00	14:00	Docked
18/01/22	At Sea	-	-	Cruising
19/01/22	Cairns	07:00	-	Debark/Docked



Amera - Dream Trip between Seychelles and Bali

Embarkation: Seychelles

Disembarkation: Bali

Avg. Price per person - \$ 2999 (Taxes, Fees & Port Expenses - \$N/A)

Indonesian Port: Bali

Date	Port/City	Arrival	Departure	Activity
02, 03, 04, 05/02/22	Seychelles	-	23:00	Embark/Docked
06/02/22 - 07/02/22	At Sea	-	-	Cruising
08/02/22 - 09/02/22	Maldives	09:00	22:00	Docked



10/02/22	At Sea	-	-	Cruising
11/02/22	Colombo, Sri Lanka	07:00	20:00	Docked
12/02/22 - 13/02/22	At Sea	-	-	Cruising
14/02/22	Sabang	12:00	17:00	Docked
15/02/22	Langkawi	13:00	23:00	Docked
16/02/22	Penang	07:00	17:00	Docked
17/02/22	Kelang	08:00	18:00	Cruising
18/02/22 - 19/02/22	Singapore	08:00	14:00	Docked
20/02/22	At Sea	-	-	Cruising
21/02/22	Semarang	08:00	23:00	Docked
22/02/22	At Sea	-	-	Cruising
23/02/22	Java	08:00	21:00	Docked
24/02/22 - 25/02/22	Bali	07:00	-	Debarck/Docked



PHOENIX

Amera - Asia's most attractive sites between Sri Lanka and Sydney

Embarkation: Sri Lanka

Disembarkation: Sydney

Avg. Price per person - \$ 2999 (Taxes, Fees & Port Expenses - \$N/A)

Indonesian Port: Bali

Date	Port/City	Arrival	Departure	Activity
12/01/21 - 13/01/21	Sri Lanka	-	14:00	Embark/Docked
14/01/21 - 15/01/21	At Sea	-	-	Cruising
16/01/21	Sabang	08:00	13:00	Docked
17/01/21	Belawan	08:00	18:00	Docked
18/01/21	Kelang	08:00	20:00	Docked



19/01/21 - 20/01/21	Singapore	12:00	13:00	Docked
21/01/21	At Sea	-	-	Cruising
22/01/21	Semarang	08:00	22:00	Docked
23/01/21	Karimunjawa Islands	08:00	14:00	Docked
24/01/21	Probolinggo	09:00	20:00	Cruising
25/01/21 - 26/01/21	Bali	12:00	18:00	Docked
27/01/21 - 28/01/21	At Sea	-	-	Cruising
29/01/21	Darwin	08:00	22:00	Docked
30, 31/01/21 - 01/02/21	At Sea	-	-	Cruising
02/02/21	Cairns	08:00	20:00	Docked
03/02/21	Townsville	08:00	20:00	Docked
04/02/21	Airlie Beach	08:00	18:00	Docked
05/02/21	At Sea	-	-	Cruising
06/02/21	Brisbane	08:00	20:00	Docked
07/02/21	At Sea	-	-	Cruising
08/02/21 - 09/02/21	Sydney	08:00	-	Debark/Docked



Carnival Spirit - Singapore From Singapore

Embarkation: Singapore

Disembarkation: Brisbane

Avg. Price per person - \$ 1007 (Taxes, Fees & Port Expenses - \$203)

Indonesian Port: Bali

Date	Port/City	Arrival	Departure	Activity
12/06/21	Singapore	-	18:00	Embark/Docked
13/06/21 - 14/06/21	At Sea	-	-	Cruising



15/06/21	Bali	08:00	17:30	Docked
16/06/21	At Sea	-	-	Cruising
17/06/21	Broome	09:00	22:00	Docked
18/06/21 - 19/06/21	At Sea	-	-	Cruising
20/06/21	Darwin	10:00	19:00	Docked
21, 22, 23/06/21	At Sea	-	-	Cruising
24/06/21	Cairns	07:00	15:30	Docked
25/06/21	Airlie Beach	08:00	18:00	Docked
26/06/21	At Sea	-	-	Cruising
27/06/21	Brisbane	08:00	-	Debarb/Docked



Aqua Blu - 7 Nights Bali to Komodo Island

Embarkation: Bali

Disembarkation: Komodo

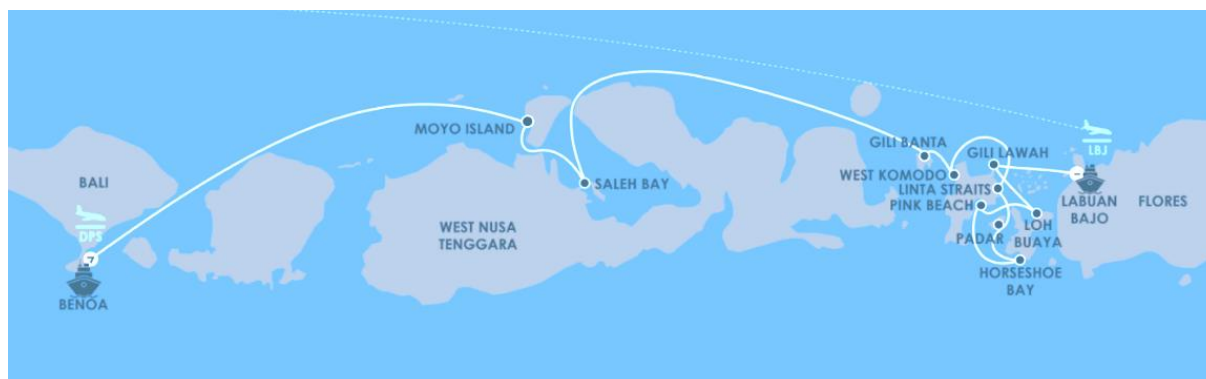
Avg. Price per person - \$ 8295 (Taxes, Fees & Port Expenses - \$N/A)

Indonesian Port: Bali

Date	Port/City	Arrival	Departure	Activity
24/04/21	Bali	-	-	Embark/Docked
25/04/21	Moyo Island	-	-	Cruising
26/04/21	Saleh Bay	-	-	Docked
27/04/21	Gill Banta, West Komodo	-	-	Cruising



28/04/21	Linta Strait	-	-	Docked
29/04/21	Horseshoe Bay	-	-	Cruising
30/04/21	Gili Lawa Laut	-	-	Docked
01/05/21	Labuan Bajo	-	-	Cruising



MS Europa - The Magic of Asia

Embarkation: Maldives

Disembarkation: Bali

Avg. Price per person - \$ 11391 (Taxes, Fees & Port Expenses - \$N/A)

Indonesian Port: Bali, Semarang

Date	Port/City	Arrival	Departure	Activity
05/01/21	Male	-	22:00	Embark/Docked
06/01/21 - 08/01/21	At Sea	-	-	Cruising
09/01/21 - 10/01/21	Andaman Islands	07:30	16:00	Docked
11/01/21	At Sea	-	-	Cruising
12, 13, 14/01/21	Yangon	14:00	12:30	Docked
15/01/21	At Sea	-	-	Cruising
16/01/21	Red Monkey Island	07:00	13:00	Docked



17/01/21	Langkawi	08:30	17:00	Docked
18/01/21	Kelang	08:00	18:00	Docked
19/01/21 - 20/01/21	Singapore	08:00	13:00	Docked
21/01/21	At Sea	-	-	Cruising
22/01/21	Semarang	07:30	20:00	Docked
23/01/21	At Sea	-	-	Cruising
24/01/21	Celukan	07:00	18:00	Docked
25/01/21	Bali	07:00	-	Debark/Docked



MS EUROPA 2 - from Benoa (Bali) to Hong Kong

Embarkation: Bali

Disembarkation: Hong Kong

Avg. Price per person - \$ 9350 (Taxes, Fees & Port Expenses - \$N/A)

Indonesian Port: Bali, Semarang

Date	Port/City	Arrival	Departure	Activity
22/01/21	Bali	-	18:00	Embark/Docked
23/01/21	At Sea	-	-	Cruising
24/01/21	Semarang	06:00	00:00	Docked
25/01/21	Pulau	06:00	16:00	Docked
26/01/21	At Sea	-	-	Cruising
27/01/21 - 28/01/21	Singapore	12:00	18:30	Docked
29/01/21	At Sea	-	-	Cruising
30/01/21	Sabah	08:00	14:00	Docked



31/01/21	Sandakan	07:00	19:00	Docked
01/02/21	At Sea	-	-	Cruising
02/02/21	Malcapuya Island	08:00	19:00	Docked
03/02/21	Manila	12:00	19:00	Docked
04/02/21	At Sea	-	-	Cruising
05/02/21	Hong Kong	13:30	-	Debarb/Docked



MS Europa 2 - Premiere: Western Australia

Embarkation: Melbourne

Disembarkation: Bali

Avg. Price per person - \$ 11390 (Taxes, Fees & Port Expenses - \$N/A)

Indonesian Port: Bali

Date	Port/City	Arrival	Departure	Activity
06/01/21	Melbourne	-	18:00	Embark/Docked
07/01/21	At Sea	-	-	Cruising
08/01/21	Adelaide	08:00	00:00	Docked
09/01/21	Kangaroo Island	07:00	19:00	Docked
10/01/21 - 11/01/21	At Sea	-	-	Cruising
12/01/21	Albany	08:00	19:00	Docked
13/01/21	Busselton	13:00	21:00	Docked
14/01/21 - 15/01/21	Fremantle	08:00	14:00	Docked



16/01/21	Geraldton	08:00	18:00	Docked
17/01/21	At Sea	-	-	Cruising
18/01/21	Exmouth	08:00	18:00	Docked
19/01/21 - 20/01/21	At Sea	-	-	Cruising
21/01/21 - 22/01/21	Bali	07:00	-	Debark/Docked



Currently offered 2 / 2 & 3 Nights Cruises (Domestic Cruise Benchmark)

Jalesh Cruises

Karnika: Mumbai-High Seas-Mumbai

Embarkation/Disembarkation: Mumbai

Avg. Price per person - \$ 482 (Taxes, Fees & Port Expenses - \$42.48)



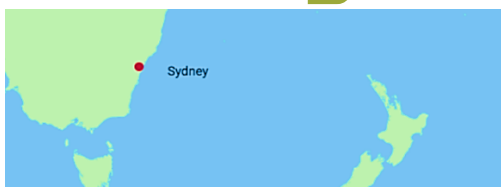
LEAVING FROM: Mumbai
SAILING TO: Day 1 - Mumbai
VISITING TO: Day 2 - High Seas
RETURN: Day 3 - Mumbai

Celebrity Cruises

Celebrity Eclipse: Sampler Cruise

Embarkation/Disembarkation: Sydney

Avg. Price per person - \$ 349 (Taxes, Fees & Port Expenses - \$71.84)



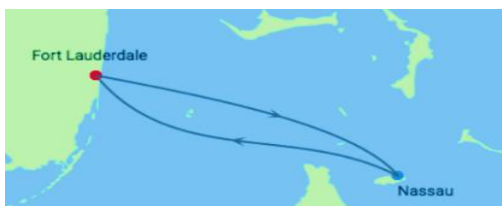
Cruise Itinerary

Round Trip 2 Nights 1 Port 1 Sea Day

Celebrity Equinox: Bahamas Cruise

Embarkation/Disembarkation: Fort Lauderdale

Avg. Price per person - \$ 179 (Taxes, Fees & Port Expenses - \$108.03)



Cruise Itinerary

Round Trip 2 Nights 2 Ports

Celebrity Millennium: Grand Cayman Cruise

Embarkation/Disembarkation: Fort Lauderdale

Avg. Price per person - \$ 369 (Taxes, Fees & Port Expenses - \$96.11)



Cruise Itinerary

Round Trip 4 Nights 2 Ports 2 Sea Days

Costa Cruises

Costa Magica: Mediterranean from Marseilles

Embarkation/Disembarkation: Marseilles

Avg. Price per person - \$ 259 (Taxes, Fees & Port Expenses - \$97.60)



day 1	Departure Marseilles Date Oct 14, 2020 Departure 05:00 PM Find out more>
day 2	Savona Date Oct 15, 2020 Arrival 09:00 AM Departure 04:30 PM Find out more>
day 3	Day of disembarkation Marseilles Date Oct 16, 2020 Arrival 08:30 AM

Costa Luminosa: South America from Santos



Embarkation/Disembarkation: Santos

Avg. Price per person - \$ 329 (Taxes, Fees & Port Expenses - \$176.30)



Norwegian Cruise Line

Norwegian Sky: 10 Day Asia

Embarkation/Disembarkation: Miami

Avg. Price per person - \$ 249 (Taxes, Fees & Port Expenses - \$--)

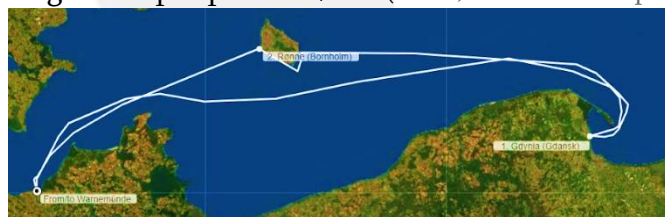


Aida Cruises

AIDAdiva: Kurzreise nach Polen & Dänemark (3 Days)

Embarkation/Disembarkation: Warnemünde, Germany

Avg. Price per person: \$729 (Taxes, Fees & Port Expenses - \$--)



AIDAperla: Kurzreise nach Kopenhagen

Embarkation: Hamburg

Disembarkation: Kiel

Avg. Price per person: \$599 (Taxes, Fees & Port Expenses - \$--)



Date	Port	Arrive	Depart
Tue 27/04/21	Hamburg / Germany		18:00
Wed 28/04/21	At Sea		
Thu 29/04/21	Copenhagen / Denmark	08:00	17:00
Fri 30/04/21	Kiel / Germany	08:00	

Dream Cruises

Explorer Dream: 2 Nights Port Keelung

Embarkation/Disembarkation: Port Keelung

Avg. price per person: \$ 162 (Taxes, Fees & Port Expenses - [Inclusive](#))



- **Day 1: KEELUNG**
⌚ Depart 6:00 PM
- **Day 2: MATSU ISLAND**
⌚ 9:00 AM To 8:00 PM
- **Day 3: KEELUNG**
⌚ Arrive 10:00 AM

Genting Dream: 3 Nights Singapore

Embarkation/Disembarkation: Singapore

Avg. price per person: \$ 289 (Taxes, Fees & Port Expenses - [Inclusive](#))



- **Day 1: SINGAPORE**
⌚ Depart 5:00 PM
- **Day 2: Day At Sea**
- **Day 3: PHUKET**
⌚ 6:00 PM To 11:00 AM
- **Day 4: SINGAPORE**
⌚ Arrive 2:00 PM

Genting Dream: 2 Nights Singapore

Embarkation/Disembarkation: Singapore

Avg. price per person: \$ 179 (Taxes, Fees & Port Expenses - [Inclusive](#))



- **Day 1: SINGAPORE**
⌚ Depart 9:00 PM
- **Day 2: PORT DICKSON**
⌚ 10:00 AM To 9:00 PM
- **Day 3: SINGAPORE**
⌚ Arrive 12:00 PM









Genting Dream: 2 Nights Singapore

Embarkation/Disembarkation: Singapore

Avg. price per person: \$ 264 (Taxes, Fees & Port Expenses - Inclusive)



-  **Day 1: SINGAPORE**
 Depart 9:00 PM
-  **Day 2: BINTAN ISLAND**
 7:00 AM To 9:00 PM
-  **Day 3: SINGAPORE**
 Arrive 10:00 AM

Royal Caribbean

Voyager of the Seas: 2 Nights Singapore

Embarkation/Disembarkation: Singapore

Avg. price per person: \$ 199 (Taxes, Fees & Port Expenses - \$46.14)

Day 1: Singapore (Departs at 4:30pm)

Day 2: Bintan Island (Tendered from 7:00am to 5:00pm)

Day 3: Singapore (Arrives 7:00am)

Current Fuel rates in Indonesia:

INDONESIA FUEL PRICE 1-15 SEP 2020

USD-IDR Rate

14,900.00

Type	Desc	per 1000 L	per 1000 L
HSD B30	Bio Diesel Fame Content	IDR 11,069,000	\$ 742.89
HSD	HSD No Fame	IDR 12,222,000	\$ 820.27
MFO 180 HS	Marine Fuel Oil 180 High Sulphur	IDR 10,368,000	\$ 695.84
MFO 180 LS	Marine Fuel Oil 180 Low Sulphur	IDR 8,162,000	\$ 547.79
MDO	Marine Diesel Oil	IDR 8,934,000	\$ 599.60

Port Compulsory Dues: (Below est. port cost based on 75000 GRT for 12 hours berthing):

TANJUNG PRIOK JAKARTA - Passanger Terminal		75,000
0600LT		7.9
1800LT		
ITEMS	USD	REMARKS
PORT EXPENSES		
Light, Tonnage, Navigation Dues	2,580.00	Light Dues = GRT x usd.0.034/GRT/10days period. Vessel Traffic Services usd.30
Wharfage / Dockage / Anchorage Dues	13,657.50	Wharfage Dues = GRT x usd.0.122/GRT/0.5day + vat10%. Anchorage Dues = GRT x usd.0.115/GRT/10days
Pilotage In / Out	3,795.00	2In/Out x (usd.75 +(GRT x usd.0.022) + vat10%
Tugage In/Out	15,097.50	(2In/Out x 3hours x (usd.1912.50 +(GRT x usd.0.0050))) + vat10%
Line Handling Charge (Mooring / Unmooring)	217.80	2In/Out x usd.99 + vat10%
Wharf Contribution Fee (from IPC - Pelindo II)	16,555.67	((LOA/20)x(USD 86x14900)x14(hours berthing time)+10,000)/14900 (currency rate) + 10% VAT
Contractors Permit (deliveries made by vendors)		
Sub-Total	51,903.47	
PASSENGER EXPENSES		
Passenger Service Charge	7,500.00	Estimate only USD 7.5 x 1000
Sub-Total	7,500.00	
Miscellaneous (Visa, Advance, etc.)		
GRAND TOTAL	59,403.47	



* Non-compulsory charges as in crew movement related charges as well as Port Agency Fees are not included in the above disbursement calculation.

Current Cruise Fare in the Market (Genting Dream vs Voyager of The Seas):

- Genting Dream**

Departure Date: 20 Nov 2020 – 09 Apr 2021

Terms and Conditions:

- 1st and 2nd pax will be charged at below rate:
- 3rd and 4th pax will be charged at 50% of the promotional rate of 1st pax.
- Single occupancy pays 150% of the promotional rate of 1st pax.
- Infant pays 25% of promotional twin share rates upon 2 paying pax.

Sailing Period: 20 Nov to 27 Dec 2020				Sailing Period: 3 Jan to 9 Apr 2021			
Weekdays	2N WED	3N SUN	5N SUN	Weekdays	2N WED	3N SUN	5N SUN
Cabin Cat.	SGD	SGD	SGD	Cabin Cat.	SGD	SGD	SGD
DPV- DPS	30% off			DPV- DPS	30% off		
BDA / BDS	399	739	919	BDA / BDS	289	519	649
BSA / BSS	349	689	849	BSA / BSS	249	489	599
OSA / OSS	299	589	649	OSA / OSS	219	419	459
ISA / ISS	249	459	599	ISA / ISS	179	329	429

- Voyager of The Seas**



QUANTUM OF THE SEAS - 2020 DEPARTURES FROM SINGAPORE

Sailing Dates	Oct 28		Nov 01		Nov 05		Nov 10		Nov 15		Nov 19		Nov 23		Nov 27	
	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest
Type of Cabins	PER PERSON IN SGD -- PAYMENT IN RUPIAH (IDR)															
Balcony	\$698	\$201	\$678	\$193	\$778	\$221	\$758	\$213	\$698	\$201	\$808	\$245	\$576	\$152	\$928	\$281
Oceanview	\$688	\$197	\$668	\$189	\$768	\$217	\$748	\$209	\$688	\$197	\$778	\$233	\$526	\$132	\$938	\$285
Interior	\$688	\$197	\$658	\$185	\$768	\$217	\$728	\$201	\$678	\$193	\$778	\$233	\$511	\$126	\$928	\$281
Port Charges	\$130	\$130	\$130	\$130	\$150	\$150	\$150	\$150	\$130	\$130	\$130	\$130	\$130	\$130	\$150	\$150
Departure Taxes	\$73	\$73	\$73	\$73	\$92	\$92	\$91	\$91	\$71	\$71	\$71	\$71	\$76	\$76	\$74	\$74
Gratuities	\$79	\$79	\$79	\$79	\$99	\$99	\$99	\$99	\$79	\$79	\$79	\$79	\$79	\$79	\$99	\$99

Sailing Dates	Dec 02		Dec 05		Dec 10		Dec 14		Dec 18		Dec 23		Dec 28	
	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest
Type of Cabins	PER PERSON IN SGD -- PAYMENT IN RUPIAH (IDR)													
Balcony (XB)	\$658	\$203	\$868	\$257	\$838	\$257	\$604	\$163	\$988	\$305	\$1,238	\$405	\$1,448	\$489
Oceanview (YO)	\$658	\$203	\$858	\$253	\$828	\$253	\$569	\$149	\$968	\$297	\$1,268	\$417	\$1,488	\$505
Interior (ZI)	\$628	\$191	\$858	\$253	\$828	\$253	\$554	\$143	\$968	\$297	\$1,268	\$417	\$1,468	\$497
Port Charges	\$100	\$100	\$150	\$150	\$130	\$130	\$130	\$130	\$150	\$150	\$150	\$150	\$150	\$150
Departure Taxes	\$70	\$70	\$89	\$89	\$72	\$72	\$76	\$76	\$89	\$89	\$89	\$89	\$73	\$73
Gratuities	\$60	\$60	\$99	\$99	\$79	\$79	\$79	\$79	\$99	\$99	\$99	\$99	\$99	\$99

QUANTUM OF THE SEAS - 2021 DEPARTURES FROM SINGAPORE

Sailing Dates	Jan 02		Jan 11		Jan 15		Jan 18		Jan 22		Jan 25		Jan 29		Feb 01	
	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest
Type of Cabins	PER PERSON IN SGD -- PAYMENT IN RUPIAH (IDR)															
Balcony	\$1,709	\$477	\$509	\$125	\$468	\$127	\$509	\$125	\$468	\$127	\$509	\$125	\$468	\$127	\$382	\$92
Oceanview	\$1,619	\$446	\$472	\$110	\$431	\$112	\$472	\$110	\$431	\$112	\$472	\$110	\$431	\$112	\$345	\$78
Interior	\$1,369	\$346	\$458	\$105	\$416	\$106	\$458	\$105	\$416	\$106	\$458	\$105	\$416	\$106	\$331	\$72
Port Charges	\$310	\$310	\$130	\$130	\$100	\$100	\$130	\$130	\$100	\$100	\$130	\$130	\$100	\$100	\$100	\$100
Departure Taxes	\$114	\$114	\$88	\$88	\$67	\$67	\$76	\$76	\$70	\$70	\$81	\$81	\$70	\$70	\$70	\$70
Gratuities	\$177	\$177	\$79	\$79	\$60	\$60	\$79	\$79	\$60	\$60	\$79	\$79	\$60	\$60	\$60	\$60

Sailing Dates	Feb 04		Feb 11		Feb 15		Feb 20		Mar 02		Mar 11		Mar 15		Mar 19	
	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest	First Guest	Second Guest
Type of Cabins	PER PERSON IN SGD -- PAYMENT IN RUPIAH (IDR)															
Balcony (XB)	\$1,759	\$589	\$1,450	\$502	\$1,560	\$534	\$1,909	\$553	\$1,839	\$549	\$880	\$274	\$595	\$160	\$496	\$138
Oceanview (YO)	\$1,271	\$394	\$1,433	\$495	\$1,513	\$515	\$1,621	\$488	\$1,571	\$442	\$843	\$259	\$572	\$150	\$459	\$123
Interior (ZI)	\$1,081	\$318	\$1,263	\$427	\$1,283	\$423	\$1,381	\$342	\$1,351	\$354	\$763	\$227	\$558	\$145	\$445	\$118
Port Charges	\$190	\$190	\$130	\$130	\$150	\$150	\$350	\$350	\$310	\$310	\$130	\$130	\$130	\$130	\$100	\$100
Departure Taxes	\$114	\$114	\$76	\$76	\$94	\$94	\$134	\$134	\$134	\$134	\$76	\$76	\$84	\$84	\$80	\$80
Gratuities	\$138	\$138	\$79	\$79	\$99	\$99	\$197	\$197	\$177	\$177	\$79	\$79	\$79	\$79	\$60	\$60

Promotions

(All promotions are non-combinable)

1) Second Guest 60% Off

2) Second Guest Port Charges as mentioned

Details: **Gurantee (GTY) Twin sharing stateroom only**

Sailing: **All sailings highlighted in yellow**

T&C : Rate indicate for cruise fare only

Taxes and Grats applies for all guests

3) Full Payment is required upon confirmation

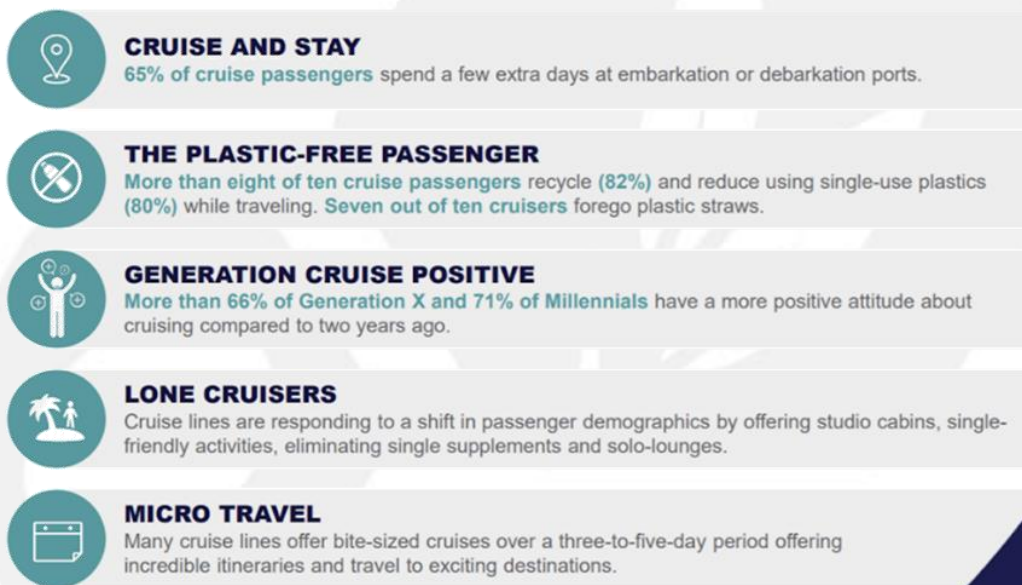
State of the Cruise Market



Initially, the cruise business is as yet the best incentive for cash opposite land-based get-away, regardless of what segment of the business you book. Preceding COVID-19, over 27m individuals had taken a voyage.

Albeit some media inclusion has been antagonistic towards cruise in the course of recent months, however, it isn't putting individuals off booking forward travels. Various Cruise Lines have expressed that bookings for 2021, and up to 2022, are outperforming targets accomplished in earlier years and pre pandemic, which help us understand that cruising will bounce back soon.

Some of the Cruise Lines have already resumed their operations with domestic cruising at reduced capacities and assessed that local cruising is the way forward till international itineraries are resumed, which will be in the future with major health protocols. However, by the response to the domestic cruises it's safe to say that passengers want to return to sea and start cruising and are ready to comply with safety protocols and social distancing rules.





CLIA RESEARCH HIGHLIGHTS

EIGHT COUNTRIES, 500 INTERNATIONAL VACATIONERS PER COUNTRY
21 September 2020

Cruisers are loyal

What best describes the likelihood that you will cruise in the next few years- As of August 2020

- 75% of cruisers still want to cruise compared to 80% pre-Covid (December 2019)
- 55% on non-cruisers are still likely to cruise

How likely to take a cruise in next 2 years?

- 77% of cruisers are very likely or likely to take a cruise in the next 2 years compared to 78% in December 2019

Cruisers are ready to go

As of June 2020, one out of 3 cruisers likely to cruise again, was willing to cruise within six months, thus the end of year, another 46% within a year

Cruisers want to experience the full cruise experience but are willing to compromise once they are ready to cruise

Most likely cruises to be selected is the "traditional" 7 to 10-day cruise with multiple destinations

Second most popular is a short cruise with limited destinations, a perfect cruise type to resume operations

The protocols that cruisers are expecting are fully aligned with what cruise lines are implementing

Expected protocols are also associated with improving processes that are aligned with processes/expertise already existing within the cruise industry pre-covid

Top Choices for reassuring safe to cruise June 2020

- Sanitation and cleaning protocols should be increased
- Air filtration should be upgraded
- Shipboard medical resources will be expanded
- Shore excursions should follow stringent health protocols
- Passenger capacity should be limited to ensure social distancing
- Covid-19 should take place right before embarking

Cruisers are not waiting for a vaccine before committing to cruising

It will be safe to cruise once a vaccine becomes available scores at the lowest level of all protocols expected

Cruisers are disciplined and are willing to follow the protocols to ensure a safe cruising experience for them, other passengers and crew members

- 93% are willing to wear a mask
- 92% will follow a social distancing
- 88% will take a covid-19 test prior to embarking
- 87% support daily temperature checks

Destination Stewardship

While cruise travel represents only a fraction of the global tourism market, the cruise industry is a leader in responsible tourism and is committed to the highest standards of destination stewardship - supporting local economies and fostering respect for local populations, environments, and cultures. It offers unique itineraries to special places not usually included in normal cruise itineraries. Experienced cruisers like to cruise to seldom visited spots. It is that uniqueness which draws them to book the cruise.

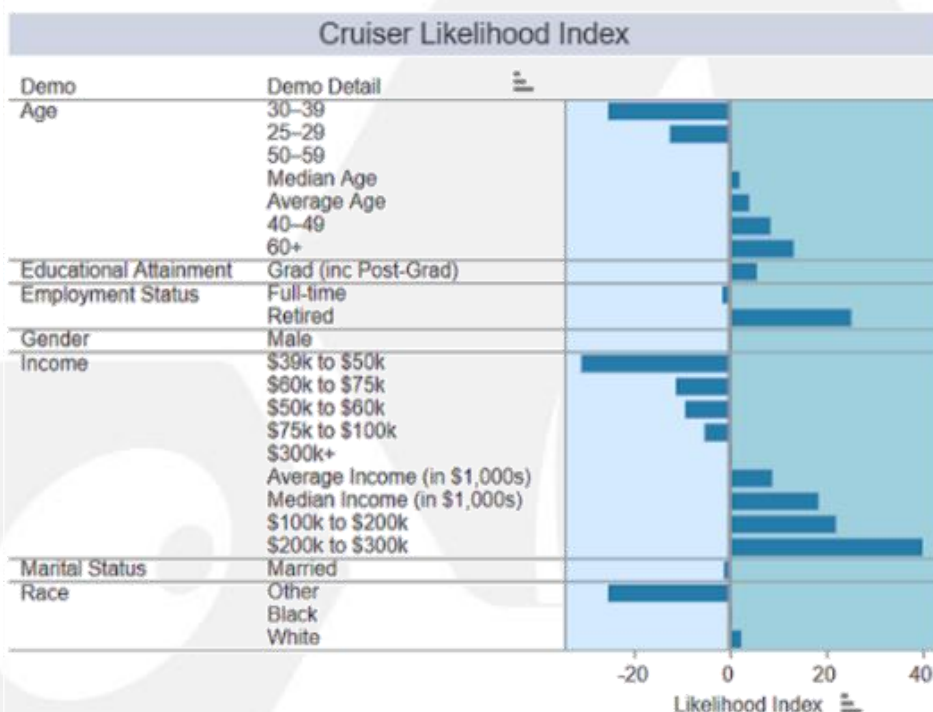
Healthy Sail Recommendations



Cruisers as a % of Demo Group		
Demo	Demo Detail	
Age	25-29	7%
	30-39	18%
	40-49	26%
	50-59	22%
	60+	26%
Educational Attainment	Grad (inc Post-Grad)	75%
Employment Status	Full-time	63%
	Retired	20%
Gender	Male	51%
Income	\$39k to \$50k	9%
	\$50k to \$60k	10%
	\$60k to \$75k	16%
	\$75k to \$100k	19%
	\$100k to \$200k	39%
	\$200k to \$300k	7%
	\$300k+	1%
Marital Status	Married	78%
Race	Black	3%
	Other	6%
	White	91%



- Demo**
- ☒ (All)
 - ☒ Age
 - ☒ Educational Attainment
 - ☒ Employment Status
 - ☒ Gender
 - ☒ Income
 - ☒ Marital Status
 - ☒ Race

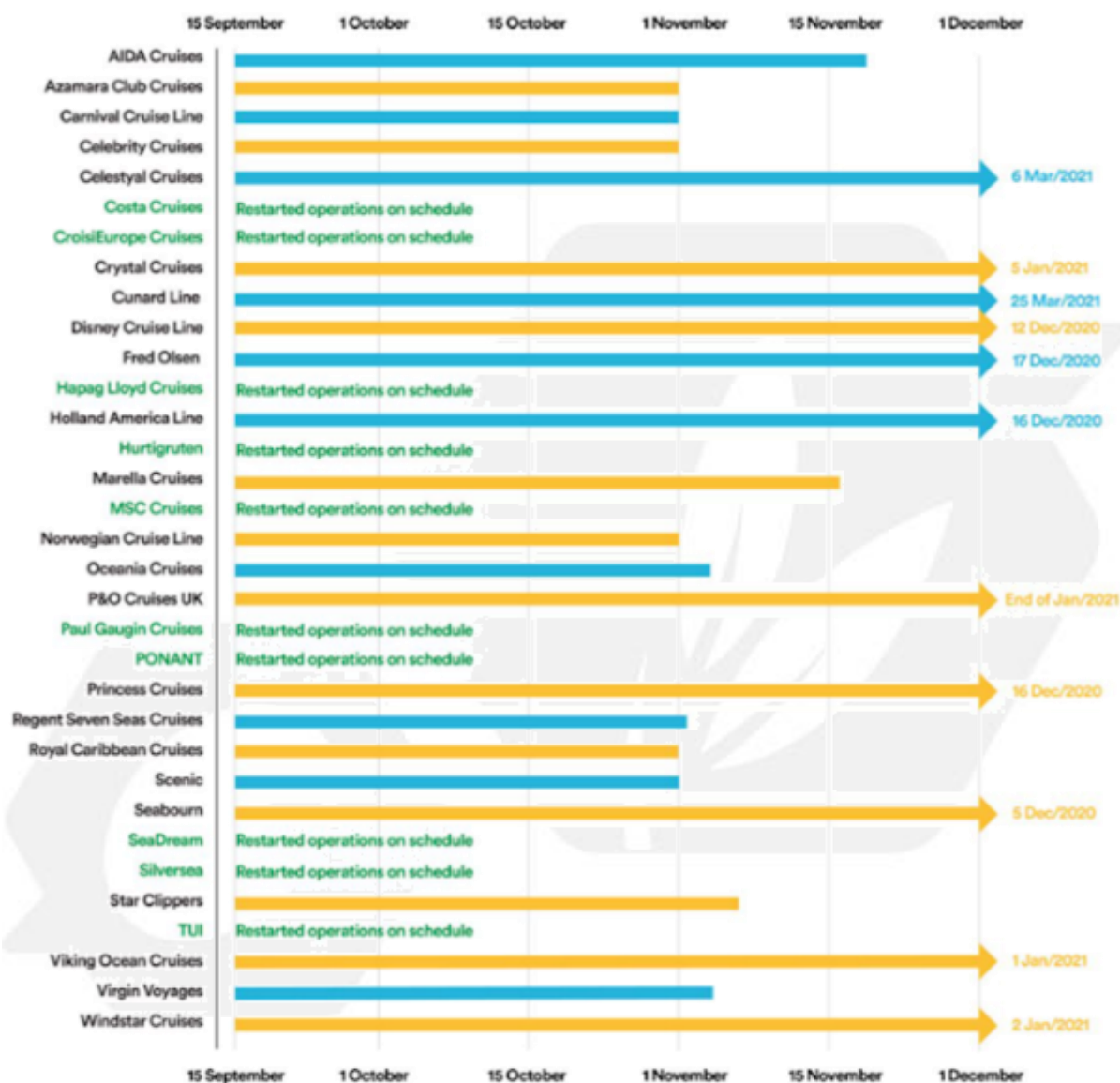


Source: Cruise Market Watch



Cruise Lines Come Back*

as of 17 September 2020



* Data collected directly from Cruise Lines websites. Ocean vessels only.

Source: MedCruise



**Notes:**

- Indonesian guests who currently actively join cruising are mid-high levels who can spend their budget to join cruising out of Indonesia, not sure if we can target them for Domestic Cruise.
- Looking at the success of **Jakarta Phinisi by Trizara group** which is only 3 hours of cruising time with only free snacks and a drink, without a cabin, which costs about USD 63/pax, the trust we can grab the market who can spend about USD 200 or maybe more for 2–3-night cruising per pax.
- We can also use **Phinisi at Labuan Bajo as a benchmark**: operators offer USD 250/pax 2 days 3 nights.
- The itinerary should not be far from the home port and we can do a market trial by operating 2 different homeports within a month.
- Homeport at Jakarta then possibly go to **Thousand Island, Krakatoa, Semangka Bay at Lampung**
- Homeport Benoa, Bali can be an alternative, the market can have a mix of domestic and foreigner travellers who are already in Bali with a destination to a nearby island 2-3 days possible to visit Waingapu - Sumba area.
- We are not targeting Raja Ampat and Labuan Bajo as we also don't want to compete with the local Phinisi player in the area.

