

Taxes & Fees Change Trade FAQs

1. Why has Royal Caribbean Cruises Ltd decided to make this adjustment to the way that taxes, fees, and port expenses are shown?

In an effort to be fully transparent and to disclose all additional charges assessed to guests sailing onboard any Azamara Club Cruises, Celebrity Cruises, and Royal Caribbean International cruise, taxes, fees, and port expenses will now be displayed in association with all cruise pricing.

2. Will travel partners be required to display these charges when advertising cruise pricing for the Royal Caribbean Cruises Ltd brands?

Yes, we are asking that all travel partners comply with this change by displaying associated taxes, fees, and port expenses through all marketing channels that advertise cruise pricing. We ask that this be implemented as quickly as possible (on or before August 1, 2014) and that existing printed pieces be refreshed when/if a future reprint occurs. All travel partner tools and marketing templates have been updated and are available for use and guidance. Please visit CruisingPower.com for reference.

3. What do such charges consist of?

Taxes, fees, and port expenses include both government and non-government charges.

4. Are there examples available to help guide our travel partners with this transition?

Yes - taxes, fees, and port expenses can be disclosed by using any of the following:

- Taxes, fees, and port expenses can be included in advertised cruise fare as one fully bundled price point.
- Disclose the full amount of taxes, fees, and port expenses immediately above, below, or to the side of the advertised cruise fare with the following verbiage: "Taxes, fees, and port expenses of \$____ per person are additional".
- Disclose the full amount of taxes, fees, and port expenses immediately above, below, or to the side of the advertised cruise fare with the following verbiage: "Taxes, fees, and port expenses of between \$___ and \$___per person are additional"

5. When advertising a "starting from" cruise fare, how is the actual amount of the taxes, fees, and port expenses known?

The taxes, fees, and port expenses associated with the exact sail date advertised are those that should be included in the disclaimer. The actual amounts associated with taxes, fees, and port expenses for each sailing can be found by referencing pricing feeds, the brand websites, and CruisingPower.com.

6. Is it acceptable to disclose the actual amounts associated with the taxes, fees, and port expenses in the Terms & Conditions, instead of in the copy of the advertisement?

No, it is not sufficient to simply disclose these additional charges in the Terms & Conditions. Such charges are to be disclosed immediately above, below, or to the side of the advertised cruise fare.

7. Are charges associated with taxes, fees, and port expenses commissionable?

No, these amounts are non-commissionable.

