



AC SPORT

PREMIER PARTNER FOR LUXURY CRUISE RETAIL

ABOUT US

- ▶ AC SPORT is one of the largest International Supplier for Luxury Cruise Retail.
- ▶ Premier partner of 4 Industry Giants, AC SPORT supplies more than 55 Sport & Fashion brands.
- ▶ AC Sport is part of an International Holding Group specialized in Distribution & Retail on several territories.



ABOUT US

- ▶ Direct relationship with Brand's HQ, makes AC Sport a reliable partner, that will always offer authentic merchandise at the best prices and conditions.
- ▶ With offices and warehouses around Europe, USA and Latin America we provide the best possible service and run a tight control on quality of goods delivered.
- ▶ We are proud of our International team of highly qualified experts, who know how to satisfy the needs of millions of Cruise passengers travelling yearly all around the World.
- ▶ With annual Group Holding's revenue over 100.000.000,00 €, AC Sport is a Company with an incredible exponential growth and expansion.



AC SPORT TEAM

- Our employees are people from different nationalities and backgrounds. Work culture is based on teamwork, open communication and a high level of trust. These principles are the basis of personal commitment to a task that is focused on customer satisfaction.



Global Presence

- ▶ Canada
- ▶ United States of America
- ▶ Mexico
- ▶ Panama
- ▶ Brazil
- ▶ Chile
- ▶ Colombia
- ▶ Uruguay
- ▶ Spain
- ▶ Portugal
- ▶ Holland
- ▶ France
- ▶ Germany
- ▶ United Kingdom
- ▶ Greece
- ▶ Norway



Italy
Lithuania
Slovenia
Sweden
China Japan South Korea United
Arab Emirates Israel India
Australia New Zealand
China (Hong Kong)
Singapore (Singapur)

BRANDS- Sport



BRANDS- Fashion

GUCCI



BOTTEGA VENETA

SAINT LAURENT

roberto cavalli



BALENCIAGA

tomas maier

STELLA  MCCARTNEY

CHRISTOPHER KANE

Brioni


BOUCHERON
PARIS

Pouellato



PRADA

FURLA

BRANDS : Cosmetics & Perfumes

sesderma^x
listening to your skin

i n t e r p a r f u m s

OUR CLIENTS



Founded in 1958, Starboard has been the pioneer in the cruise retail industry. Since 2000, Starboard has been part of LVMH Moët Hennessy • Louis Vuitton, Inc., the world's leading luxury brand group. They are committed to continuing to be the world's premier onboard retailer, offering guests world-class experiences customized for their specific needs. With partnerships with the world's leading brands, they offer exceptional merchandise to each of the cruise line partners' guests.



OUR CLIENTS

At Harding Retail, they work in partnership with 20 of the world's top cruise brands.

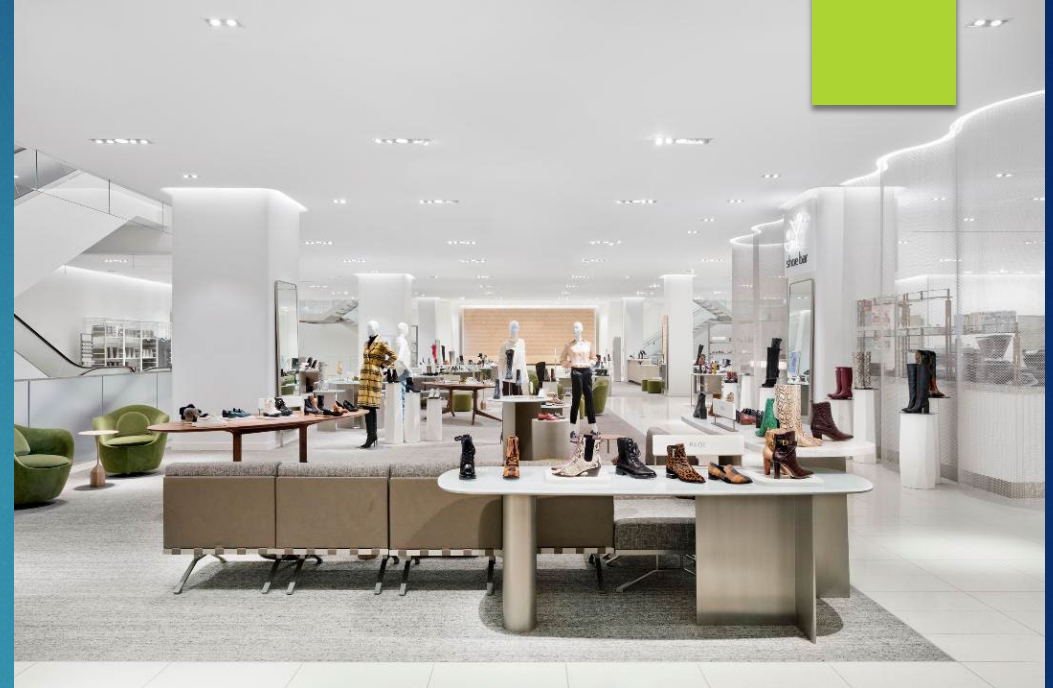
Founded on the Harding family name and trusted since 1930, they provide an on board retail shopping experience of the highest standards.

The Harding Retail portfolio includes over 250 shops on 62 cruise ships. As a premier on board retailer, the business focuses on their clients, the cruise lines, and their guests – retail customers. With offices in Bristol, Miami and Sydney, they are a worldwide business that embodies all that is exciting in the world of international travel and leisure.



Harding way

- Their business specializes in retail. They pride themselves on having built the strongest cruise line partnerships and contracts in the industry, with unrivalled global customs knowledge and 100 percent fulfilment of service.
- They invest significantly in regional hubs around the world. That's why they have the best products, brand partners and team members in cruise retail. Harding Retail's team consistently delivers cutting-edge digital programs, experiential marketing, bespoke designs and customer service solutions that adapt to market demands.
- Their successful, curated, brand collections are customer-led, following in depth customer research that Harding carries out for each and every cruise partner.
- Harding works with the world's most prestigious brands to bring cruise line retail customers exclusive products and a fabulous range of luxury items.



OUR CLIENTS



PJ Buy Americas and its partner Intercruises has teamed up to develop a tailored “white labeled” online shop exclusively for the cruise ship industry. With 23 million plus cruise ship travelers on an annual basis, PJ Buy Americas and Intercruises is taking over the inspiration and success from the European “in-flight” shopping and airport travel retail sector.

They have more than 50 years of international buying experience and the management team ranging from all categories of top branded products from within various industries Including travel retail, high street retail, wholesale, manufacturing, and special development sales. PJ Buy sources the best worldwide competitive prices on selected brands and items.



OUR CLIENTS



Dream Cruises is a cruise line owned by **Genting** Hong Kong. Genting announced the introduction of Dream Cruises in November 2015 in Guangzhou as an **Asian luxury cruise line**. It debuted in November 2016.

It owns Crystal Cruises, Dream Cruises, Star Cruises, Resorts World Manila, and the MV Werften and Lloyd Werft shipyards.



GLOBAL DREAM – New Project of Dream Cruises

THE FUTURE OF CRUISING IS COMING!

Dream Cruises will introduce the next generation of mega cruising with the all new Global Dream in 2021. The largest cruise ship ever to be designed and built in Germany, this state-of-the-art vessel features the latest hardware and advanced technology - the culmination of Genting's 50+ years experience in tourism and hospitality.



GLOBAL DREAM – New Project of Dream Cruises

- ▶ The industry's most spacious staterooms
- ▶ The most luxurious suites
- ▶ First-ever Theme Park on the sea
- ▶ World's longest roller coaster at sea
- ▶ The largest cinema at sea
- ▶ Voice and facial recognition technology
- ▶ Self guided mobile assistants
- ▶ 19 Decks
- ▶ Passenger capacity from 4700-9000 +
- ▶ 2350 Staterooms
- ▶ Authentic Asian experience
- ▶ Authentic Chinese Cousine
- ▶ The largest variety of Asian and International Dining
- ▶ 8 sets of public escalators for quick and easy transport
- ▶ 270° of panoramic views and live shows
- ▶ Asia's largest 'luxury ship within a ship' concept
- ▶ Clubs and lifestyle venue from world's top 3 club Zouk



EXCLUSIVE BRAND COLLABORATION FOR PROJECT VIRGIN VOYAGES



Virgin Voyages, formerly Virgin Cruises, is a cruise line with an office in Plantation, Florida, USA. It was formed as a joint venture between the Virgin Group and Bain Capital; the latter have a majority shareholding.



Scarlet Lady by Virgin Voyages

RETAIL EXPERIENCE

- ▶ <https://www.youtube.com/watch?v=ctg-di-9nMs>
- ▶ Scarlet Lady is a new DELUX Project by Virgin Voyages
- ▶ The new 'Modern Era' TITANIC is to sail in 2020, but it's almost sold out already
- ▶ Age restriction 18+
- ▶ Luxury FINE DINING 20+ options
- ▶ Premier Store Brands
- ▶ Online shopping onboard and exclusive delivery service



Scarlet Lady By Virgin Voyages

HEALTH & WELLNESS ON VIRGIN VOYAGES



Scarlet Lady By Virgin Voyages

- ▶ Complimentary WIFI
- ▶ State of the art Spa Facilities and Health Center
- ▶ 93% of Cabins with Ocean View
- ▶ Tatoo Studio, Body Piercing & Permanent Make up Treatment
- ▶ Next level Entertainment
- ▶ Red Room transformational Theatre
- ▶ 6 Original Shows by Award Winning Producers
- ▶ Scarlet Lady is a new concept : Fresh boutique take on cruising



Distribution for Lagardere



- ▶ One of the two divisions of the Lagardère group, Lagardère Travel Retail is a pioneering global leader in the travel retail industry.
- ▶ Cumulating more than 160 years of experience in travel retail since the opening of the first bookstore in 1852 at Paris Gare de Lyon, we deliver new experiences for travelers every day.
- ▶ They design and deliver optimal value propositions for travel retail landlords and strive to become their partner of choice.
- ▶ Operating over 4,850 stores across Travel Essentials, Duty Free & Fashion and Foodservice in airports, railway stations and other concessions in 39 countries worldwide.
- ▶ Lagardère Travel Retail offers a large portfolio of performing, innovative and experiential retail concepts in Duty Free & Fashion
- ▶ Lagardère Travel Retail's goal is to reinvent the Duty Free & Fashion shopping experience for passengers around the world, by creating excitement and emotion at the airport.
- ▶ They develop high-performing and innovative retail brands and concepts, with the objective to create a real and memorable shopping experience for travelers. They tailor each brand to each market, to reflect local specificities and sense of place, while leveraging digital functionalities to offer new omnichannel services to travelers from "Click&Collect" to "Shop&Collect".

Collaboration with Heinemann Americas



► A market leader

With generations-long partnerships and a worldwide distribution network, they are the leaders in duty free distribution, logistics, and supply chain management. Stores - which are tailored to unique audiences and offer innovative, experiential shopping experiences - keep customers coming back for more. Founded in Miami in 2014, Heinemann Americas is a subsidiary of Germany-based parent company Gebr. Heinemann that brings 140 years of experience to the Americas. Expertise and innovations in the logistics and supply management space, as well as access to an ever-expanding range of global branded goods, has helped the company establish long-term roots in the region.

► Managing the flow of goods

Heinemann Americas offers something no other Duty Free retailer in the Americas can: access to a Global Supply Chain organisation and a worldwide network of logistics centers and warehouses. This allows us to restock any store with a tailored mix of goods, anywhere in the world, in a matter of hours. And as long-term players in the logistics, supply chain, and distribution markets, Gebr. Heinemann is continually leading innovations in the worldwide travel retail space, whether that's incorporating driverless transportation systems or relying on virtual reality to more efficiently fulfill orders. Heinemann Americas looks forward to bringing these innovations to the American market.

Collaboration with Heinemann Americas



► Heinemann Americas at a glance

- Retail and wholesale partner for 10 vessels of Carnival Cruise Lines, Royal Caribbean Cruise Lines, Princess Cruise Lines, MSC Cruises
- Operating as a wholesaler and retailer in over **100 countries**
- 2 logistics centres where up to **700,000 sales units** can be picked daily
- **7,400 employees** worldwide
- Operation of almost **600 own shops** as retailer at airports, on cruise ships and at border crossings
- More than **880,000** members in our customer loyalty program Heinemann & Me
- Supply or operation of shops at around **200 international airports**
- Supply or operation of shops on around **240 ferries** and **cruise ships**
- Supply or operation of around **200 border shops**
- Supply of around **50 airlines**



Collaboration with Heinemann Americas



Markets

► Asia Pacific

From its base in Singapore, their subsidiary Heinemann Asia Pacific maintains business relations in 10 different nations, having established an extensive network spanning from Indonesia to Myanmar. The staff members at the head office collaborate with strong local partners in the distribution and retail fields, capitalising on significant growth on what is currently the world's most dynamic travel retail market.

► Europe, Middle East and Africa

Regional market knowledge across borders

For Heinemann, Hamburg has always been the much-cited gateway to the world. This is where the roots of our company lie. Today, from Hamburg headquarters, they maintain trade relations in the most diverse countries in Europe, the Middle East and Africa. Travellers can find shops and the shops of the distribution customers they supply, for example in Italy, Austria or Denmark, at Oslo airport or at the border crossings to the Czech Republic. They also work in joint ventures, for example in Istanbul, Moscow, Amsterdam, South Africa or Frankfurt.



DISTRIBUTION CHANNELS

- ▶ Luxury Cruise Retail
- ▶ Our own shops on number of selected high-profile ships
- ▶ Onset specific supply for Territories without Official Distribution
- ▶ Duty Free in Downtown Asian major cities
- ▶ Hotel & Luxury Resort Shops
- ▶ Emirates and Qatar Airways



HQ : Contact

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