

# Q2 2025

**EARNINGS CALL** 

RCL LISTED NYSE



#### FORWARD LOOKING STATEMENTS AND NON-GAAP FINANCIAL INFORMATION

Certain statements in this presentation relating to, among other things, our future performance estimates, forecasts and projections constitute forward-looking statements under the Private Securities Litigation Reform Act of 1995. These statements include, but are not limited to: statements regarding revenues, costs and financial results for 2025 and beyond; our progress toward achievement of our Perfecta Program; demand for our brands; and expectations regarding our credit profile. Words such as "anticipate," "believe," "could," "driving," "estimate," "expect," "focused on," "goal," "intend," "may," "plan," "project," "shaping up," "position," "allows," "seek," "should," "would," "considering," and similar expressions are intended to help identify forward-looking statements. Forward-looking statements reflect management's current expectations, are based on judgments, are inherently uncertain and are subject to risks, uncertainties and other factors, which could cause our actual results, performance or achievements to differ materially from the future results, performance or achievements expressed or implied in those forwardlooking statements. Examples of these risks, uncertainties and other factors include, but are not limited to, the following: the impact of the economic and geopolitical environment on key aspects of our business, such as the demand for cruises, passenger spending, and operating costs; changes in operating costs; the unavailability or cost of air service; disease outbreaks and increased concern about the risk of illness on our ships or when travelling to or from our ships, which could cause a decrease in demand, guest cancellations, and ship redeployments; incidents or adverse publicity concerning our ships, port facilities, land destinations and/or passengers or the cruise vacation industry in general; the effects of weather, climate events and/or natural disasters on our business; risks related to our sustainability activities; the impact of issues at shipyards, including ship delivery delays, ship cancellations or ship construction cost increases; shipyard unavailability; unavailability of ports of call; vacation industry competition and increase in industry capacity; inability to manage our cost and capital allocation strategies; the uncertainties of conducting business globally and expanding into new markets and new ventures, including potential acquisitions; issues with travel advisers that sell and market our cruises; reliance on third-party service providers; potential unavailability of insurance coverage; the risks and costs related to cyber security attacks, data breaches, protecting our systems and maintaining data integrity and security; uncertainties of a foreign legal system as we are not incorporated in the United States; our ability to obtain sufficient financing or capital to fund our capital expenditures, operations, debt repayments and other financing needs; our expectation and ability to pay a cash dividend on our common stock in the future; changes to our dividend policy; growing anti-tourism sentiments and environmental concerns; changes in U.S. or other countries' foreign travel policy; impact of new or changing legislation and regulations (including environmental regulations) or governmental orders on our business; fluctuations in foreign currency exchange rates, fuel prices and interest rates; further impairments of our goodwill, long-lived assets, equity investments and notes receivable; an inability to source our crew or our provisions and supplies from certain places; our ability to recruit, develop and retain high quality personnel; and pending or threatened litigation, investigations and enforcement actions.

More information about factors that could affect our operating results is included under the caption "Risk Factors" in our most recent annual report on Form 10-K, as well as our other filings with the SEC, copies of which may be obtained by visiting our Investor Relations website at www.rclinvestor.com or the SEC's website at www.sec.gov. Undue reliance should not be placed on the forward-looking statements in this release, which are based on information available to us on the date hereof. We undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation includes certain adjusted financial measures defined as non-GAAP financial measures under Securities and Exchange Commission rules, which we believe provide useful information to investors as a supplement to our consolidated financial statements, which are prepared and presented in accordance with generally accepted accounting principles, or U.S. GAAP. The presentation of adjusted financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with U.S. GAAP. Additional information relating to certain of our financial measures contained herein, including non-GAAP financial measures, is available in the Appendix to this presentation and our most recent earnings release, available at our website at www.rclinvestor.com.







## **Q2 BY THE NUMBERS**

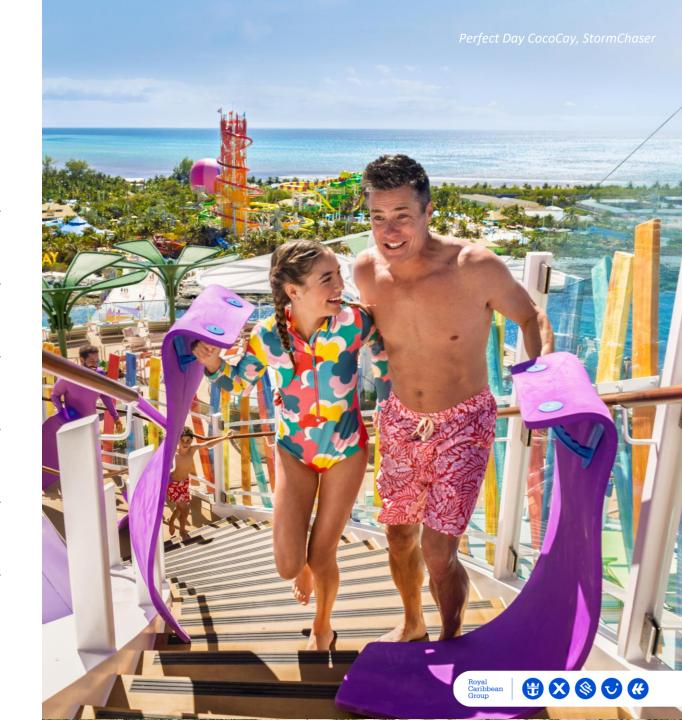
Load Factor	110%
Net Yield Growth vs. 2024 (in Constant Currency)	<b>5.2</b> %
NCCx Growth vs. 2024 (in Constant Currency)	2.1%
Adjusted EBITDA	<b>\$1.9B</b> +19% vs. 2024
Adjusted EBITDA Margin (Adjusted EBITDA / Gross Revenue)	40.8%
Adjusted Earnings Per Share	<b>\$4.38</b> +36% vs. 2024
Operating Cash Flow	\$1.7B

Received investment-grade ratings by all three major credit rating agencies



## FY 2025 GUIDANCE

APCDs	53.3M
Net Yield Growth vs. 2024 (in Constant Currency)	3.5% to 4.0%
NCCx Growth vs. 2024 (in Constant Currency)	Approximately 0.3%
Fuel	Approximately \$1,143M
D&A	\$1,700M to \$1,710M
Net Interest Expense	\$930M to \$940M
Adjusted Earnings Per Share	\$15.41 to \$15.55



# EXPECTING APPROXIMATELY 31% YEAR OVER YEAR ADJ. EPS GROWTH

April 2025 Guidance	\$14.55 - \$15.55
Q2 2025 business outperformance (Excl. \$0.10 timing of NCCx)	\$0.23
Remainder of year outlook (Lower spend and below the line favorability)	\$0.20
Remainder of year FX and fuel rates (FX benefit offsetting higher fuel rate)	\$0.00
July 2025 Guidance	\$15.41 - \$15.55





## Q3 2025 GUIDANCE

APCDs 13.7M

Net Yield Growth vs. 2024

(in Constant Currency)

2.0% to 2.5%

NCCx Growth vs. 2024

(in Constant Currency)

6.0% to 6.5%

Fuel Approximately \$298M

D&A \$425M to \$435M

Net Interest Expense \$235M to \$245M

Adjusted Earnings Per Share \$5.55 to \$5.65



Celebrity Cruises, The Magic Carpet, Santorini



# PERFE

20% EPS CAGR

HIGH TEENS ROIC

WHILE

Delivering the Best Vacations Responsibly and Maintaining Solid *Investment Grade Metrics* 

**BY 2027** 





**H** 





# OUR PROVEN FORMULA DELIVERS LONG-TERM SHAREHOLDER VALUE



**Moderate Capacity Growth** 

**Moderate Yield Growth** 

**Disciplined Cost Control** 









### **EXCITING LINEUP OF INNOVATIVE NEW SHIPS**



Star of the Seas 2025

Celebrity Xcel 2025 Mein Schiff Relax 2025 Legend of the Seas 2026 Mein Schiff Flow 2026 **Icon 4**2027

Celebrity River 2027 **Oasis 7**2028

Celebrity Xcel II 2028

## **EXCLUSIVE COLLECTION OF LAND BASED EXPERIENCES**



Perfect Day
At CocoCay
OPEN

Royal Beach Club
Paradise Island
2025

The Southernmost Hotel
Reinforcing Antarctica Fly-Cruise
Puerto Williams
2025

Royal Beach Club

Cozumel

2026

Perfect Day Mexico 2027 Royal Beach Club South Pacific 2028



## **APPENDIX**

# Definitions and Non-GAAP Information and Reconciliation

This presentation includes certain adjusted financial measures defined as non-GAAP financial measures under Securities and Exchange Commission rules, which we believe provide useful information to investors as a supplement to our consolidated financial statements, which are prepared and presented in accordance with generally accepted accounting principles, or U.S. GAAP. The presentation of adjusted financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with U.S. GAAP. These measures may be different from adjusted measures used by other companies. In addition, these adjusted measures are not based on any comprehensive set of accounting rules or principles. Adjusted measures have limitations in that they do not reflect all of the amounts associated with our results of operations as do the corresponding U.S. GAAP measures.

We have not provided a quantitative reconciliation of the projected non-GAAP financial measures to the most comparable GAAP financial measures because preparation of meaningful U.S. GAAP projections would require unreasonable effort. Due to significant uncertainty, we are unable to predict, without unreasonable effort, the future movement of foreign exchange rates, fuel prices and interest rates inclusive of our related hedging programs. In addition, we are unable to determine the future impact of non-core business related gains and losses which may result from strategic initiatives. These items are uncertain and could be material to our results of operations in accordance with U.S. GAAP. Due to this uncertainty, we do not believe that reconciling information for such projected figures would be meaningful.







### **Definitions**

- Adjusted Earnings per Share ("Adjusted EPS") is a non-GAAP measure that represents Adjusted Net Income attributable to Royal Caribbean Cruises Ltd. (as defined below) divided by weighted average shares outstanding or by diluted weighted average shares outstanding, as applicable. We believe that this non-GAAP measure is meaningful when assessing our performance on a comparative basis.
- Adjusted EBITDA is a non-GAAP measure that represents EBITDA (as defined below) excluding certain items that we believe adjusting for is meaningful when assessing our profitability on a comparative basis.
- Adjusted EBITDA Margin is a non-GAAP measure that represents Adjusted EBITDA (as defined above) divided by total revenues.
- Adjusted Gross Margin represent Gross Margin, adjusted for payroll and related, food, fuel, other operating, and depreciation and amortization expenses. Gross Margin is calculated pursuant to GAAP as total revenues less total cruise operating expenses, and depreciation and amortization.
- Adjusted Net Income attributable to Royal Caribbean Cruises Ltd. is a non-GAAP measure that represents net income less net income attributable to noncontrolling interest, excluding certain items that we believe adjusting for is meaningful when assessing our performance on a comparative basis.
- Adjusted Operating Income is a non-GAAP measure that represents operating income including income from equity investments and income taxes but excluding certain items that we believe adjusting for is meaningful when assessing our operating performance on a comparative basis. We use this non-GAAP measure to calculate ROIC (as defined below)
- Available Passenger Cruise Days ("APCD") is our measurement of capacity and represents double occupancy per cabin multiplied by the number of cruise days for the period, which excludes canceled cruise days and cabins not available for sale. We use this measure to perform capacity and rate analysis to identify our main non-capacity drivers that cause our cruise revenue and expenses to vary.
- Constant Currency is a significant measure for our revenues and expenses, which are denominated in currencies other than the U.S. Dollar. Because our reporting currency is the U.S. Dollar, the value of these revenues and expenses in U.S. Dollar will be affected by changes in currency exchange rates. Although such changes in local currency prices are just one of many elements impacting our revenues and expenses, it can be an important element. For this reason, we also monitor our revenues and expenses in "Constant Currency" i.e., as if the current period's currency exchange rates had remained constant with the comparable prior period's rates. We do not make predictions about future exchange rates and use current exchange rates for calculations of future periods. It should be emphasized that the use of Constant Currency is primarily used by us for comparing short-term changes and/or projections. Over the longer term, changes in guest sourcing and shifting the amount of purchases between currencies can significantly change the impact of the purely currency-based fluctuations.
- EBITDA is a non-GAAP measure that represents net income attributable to Royal Caribbean Cruises Ltd. excluding (i) interest income; (ii) interest expense, net of interest capitalized; (iii) depreciation and amortization expenses; and (iv) income tax benefit or expense. We believe that this non-GAAP measure is meaningful when assessing our operating performance on a comparative basis.





### **Definitions**

- Gross Cruise Costs represent the sum of total cruise operating expenses plus marketing, selling and administrative expenses.
- Gross Margin Yield represent Gross Margin per APCD.
- Invested Capital represents the most recent five-quarter average of total debt (i.e., Current portion of long-term debt plus Long-term debt) plus the most recent five-quarter average of Total shareholders' equity. We use this measure to calculate ROIC (as defined below)
- Net Cruise Costs ("NCC") and NCC excluding Fuel are non-GAAP measures that represent Gross Cruise Costs excluding commissions, transportation and other expenses and onboard and other expenses and, in the case of Net Cruise Costs excluding Fuel, fuel expenses. In measuring our ability to control costs in a manner that positively impacts net income, we believe changes in Net Cruise Costs and Net Cruise Costs excluding Fuel to be the most relevant indicators of our performance.
- Net Yields represent Adjusted Gross Margin per APCD. We utilize Adjusted Gross Margin and Net Yields to manage our business on a day-to-day basis as we believe that they are the most relevant measures of our pricing performance because they reflect the cruise revenues earned by us net of our most significant variable costs, which are commissions, transportation and other expenses, and onboard and other expenses.
- Occupancy ("Load Factor"), in accordance with cruise vacation industry practice, is calculated by dividing Passenger Cruise Days (as defined below) by APCD. A percentage in excess of 100% indicates that three or more passengers occupied some cabins.
- Passenger Cruise Days ("PCD") represent the number of passengers carried for the period multiplied by the number of days of their respective cruises
- Perfecta Program refers to the multi-year Adjusted EPS and ROIC goals we are seeking to achieve by end of 2027. Under our Perfecta Program, we are targeting 20% compound annual growth rate in Adjusted EPS compared to 2024 and ROIC of 17% or higher by the end of 2027.
- Return on Invested Capital ("ROIC") represents Adjusted Operating Income divided by Invested Capital. We believe ROIC is a meaningful measure because it quantifies how efficiently we generated operating income relative to the capital we have invested in the business. ROIC is also used as a key metric in our long-term incentive compensation program for our executive officers





### **SELECTED STATISTICAL INFORMATION**

	Quarter En	ded	Six Months Ended						
	June 30	<u> </u>	June 30	,					
	2025	2024	2025	2024					
Passengers Carried	2,254,057	2,040,242	4,495,730	4,094,624					
Passenger Cruise Days	14,277,894	13,230,448	28,046,226	26,380,157					
APCD	12,942,385	12,233,196	25,600,377	24,519,026					
Occupancy	110.3 %	108.2 %	109.6 %	107.6 %					

Gross Margin Yields, Net Yields and Adjusted Gross Margin per PCD were calculated by dividing Gross Margin and Adjusted Gross Margin by APCD, and Adjusted Gross Margin by PCD as follows (in millions, except APCD, PCD, Yields, and Adjusted Gross Margin per PCD. Certain amounts may not add due to use of rounded numbers; reported Adjusted Gross Margin, Yields and per PCD amounts are calculated from the underlying dollar amounts):

			Quarte	r Ended June 30,	Six Months Ended June 30,												
		2025		On a Constant rrency Basis	2024		2025		2025 On a stant Currency Basis		2024						
Total revenue	\$	4,538	\$	4,531	\$ 4,110	\$	8,537	\$	8,562	\$	7,838						
Less:																	
Cruise operating expenses		2,283		2,273	2,152		4,362		4,359		4,209						
Depreciation and amortization expenses		417		417	393		829		829		780						
Gross Margin Add:		1,838		1,840	1,565		3,345		3,374		2,849						
Payroll and related		329		328	313		669		669		631						
Food		246		246	225		486		486		446						
Fuel		279		279		279	282		557		557		586				
Other operating		561		555	516		1,061		1,058		1,039						
Depreciation and amortization expenses		417		417		417		417		417	393		829		829		780
Adjusted Gross Margin	\$	3,670	\$	3,667	\$ 3,294	\$	6,946	\$	6,971	\$	6,331						
APCD		12,942,385		12,942,385	12,233,196		25,600,377		25,600,377		24,519,026						
Passenger Cruise Days		14,277,894		14,277,894	13,230,448		28,046,226		28,046,226		26,380,157						
Gross Margin Yields	\$	142.00	\$	142.20	\$ 127.94	\$	130.67	\$	131.78	\$	116.21						
Net Yields	\$	283.56	\$	283.32	\$ 269.38	\$	271.33	\$	272.31	\$	258.23						
Adjusted Gross Margin per PCD	\$	257.03	\$	256.82	\$ 249.08	\$	247.67	\$	248.57	\$	240.01						



Gross Cruise Costs, Net Cruise Costs and Net Cruise Costs excluding Fuel were calculated as follows (in millions, except APCD and costs per APCD. Certain amounts may not add due to use of rounded numbers; reported Gross Cruise Costs, Net Cruise Costs, Net Cruise Costs excluding Fuel, and per APCD amounts are calculated from the underlying dollar amounts):

	G	Quarte	r Ended June 30	0,		Six Months Ended June 30,							
	2025		2025 On a Constant rrency Basis		2024		2025	Cı	2025 On a Constant Irrency Basis		2024		
Total cruise operating expenses	\$ 2,283		2,273	\$	2,152	\$	4,362	\$	4,359	\$	4,209		
Marketing, selling and administrative expenses	508		507		466		1,071		1,072		1,001		
Gross Cruise Costs	 2,791		2,780		2,618		5,433		5,431		5,210		
Less:													
Commissions, transportation and other	606		603		572		1,128		1,129		1,070		
Onboard and other	262		261		244		463		461		437		
Net Cruise Costs including other costs	 1,923		1,916		1,802		3,842		3,841		3,703		
Less:													
Impairment (1)	_		_		6		_		_		6		
Restructuring charges and other initiative expenses (2)	3		3		3		6		6		3/		
Net Cruise Costs	1,920		1,913		1,793		3,837		3,835		3,694		
Less:													
Fuel	279		279		282		557		557		586		
Net Cruise Costs Excluding Fuel	\$ 1,641	\$	1,633	\$	1,511	\$	3,280	\$	3,279	\$	3,108		
APCD	12,942,385		12,942,385		12,233,196		25,600,377		25,600,377		24,519,026		
Gross Cruise Costs per APCD	\$ 215.68	\$	214.82	\$	214.06	\$	212.22	\$	212.15	\$	212.50		
Net Cruise Costs per APCD	\$ 148.34	\$	147.79	\$	146.70	\$	149.88	\$	149.82	\$	150.69		
Net Cruise Costs Excluding Fuel per APCD	\$ 126.76	\$	126.21	\$	123.65	\$	128.14	\$	128.08	\$	126.78		





<sup>1.</sup> For 2024, represents property and equipment impairment charges related to certain construction in progress assets. This amount is included in *Other operating* within our consolidated statements of comprehensive income (loss).

<sup>2.</sup> These amounts are included in *Marketing, selling and administrative expenses* within our consolidated statements of comprehensive income (loss).

EBITDA, Adjusted EBITDA and Adjusted EBITDA Margin were calculated as follows (in millions, except APCD and per APCD data. Certain amounts may not add due to use of rounded numbers; reported EBITDA, Adjusted EBITDA, and per APCD and Margin amounts are calculated from the underlying dollar amounts):

	_	Quarter Ended June 30,       2025     2024       \$ 1,210     \$ 854       (12)     (4)       228     298       417     393       17     17       1,860     1,558				Six Months Ended June 30,				
	_	2025		2024		2025		2024		
Net Income attributable to Royal Caribbean Cruises Ltd.	\$	1,210	\$	854	\$	1,940	\$	1,214		
Interest income		(12)		(4)		(15)		(9)		
Interest expense, net of interest capitalized		228		298		477		721		
Depreciation and amortization expenses		417		393		829		780		
Income tax expense (1)		17		17		33		23		
EBITDA	_	1,860		1,558		3,264		2,729		
Other income (2)		(11)		(14)		(15)		(12)		
Equity investment impairment, recovery losses, and other		(1)		_		(1)		- /		
Restructuring charges and other initiative expenses (3)		3		3		6		3		
Impairment (4)		/		6		_		6		
Adjusted EBITDA	\$	1,851	\$	1,553	\$	3,252	\$	2,726		
Total revenues	\$	4,538	\$	4,110	\$	8,537	\$	7,838		
APCD		12,942,385	1	2,233,196	2	5,600,377	24	1,519,026		
Net Income attributable to Royal Caribbean Cruises Ltd. per APCD	/ / \$	93.47	\$	69.85	\$	75.76	\$	49.53		
Adjusted EBITDA per APCD	\$		\$	126.96	\$	127.04	\$	111.18		
Adjusted EBITDA Margin		40.8 %		37.8 %		38.1 %		34.8 %		

- 1. These amounts are included in Other expense within our consolidated statements of comprehensive income (loss).
- 2. Represents net non-operating income. The amount excludes income tax expense, included in the EBITDA calculation above.
- 3. These amounts are included in Marketing, selling and administrative expenses within our consolidated statements of comprehensive income (loss).
- 4. For 2024, represents property and equipment impairment charges related to certain construction in progress assets. These amounts are included in *Other operating* within our consolidated statements of comprehensive income (loss).





Adjusted Net Income attributable to Royal Caribbean Cruises Ltd. and Adjusted Earnings per Share were calculated as follows (in millions, except per share data. Certain amounts may not add due to use of rounded numbers; reported Adjusted Net Income attributable to Royal Caribbean Cruises Ltd., Earnings per Share, and Adjusted Earnings per Share amounts are calculated from the underlying dollar amounts):

	C	Quarter End	led June	e 30,	Six Months Ended June 30,						
		2025	2024			2025		2024			
Net Income attributable to Royal Caribbean Cruises Ltd.	\$	1,210	\$	854	\$	1,940	\$	1,214			
Loss on extinguishment of debt and inducement expense (1)		_		17		10		133			
Amortization of Silversea Cruises intangible assets resulting from the Silversea Cruises acquisition (2)		2		2		3		3			
Restructuring charges and other initiative expenses (3)		3		3		6		3			
Equity investments impairment, recovery of losses, and other		(1)		_		(1)		_			
Impairment (4)		_		6		_		6			
Gain on sale of noncontrolling interest (5)		(11)				(11)					
Adjusted Net Income attributable to Royal Caribbean Cruises Ltd.	\$	1,202	\$	882	\$	1,946	\$	1,359			
Earnings per Share - Diluted (6)	\$	4.41	\$	3.11	\$	7.10	\$	4.46			
Adjusted Earnings per Share - Diluted (7)	\$	4.38	\$	3.21	\$	7.09	\$	4.97			
Weighted-Average Shares Outstanding - Diluted		275		281		275		281			

- 1. For 2025, includes \$10 million of inducement expense related to the partial settlement of our 6.00% convertible notes due 2025. These amounts are included in *Interest expense*, net of interest capitalized within our consolidated statements of comprehensive income (loss).
- 2. Represents the amortization of the Silversea Cruises intangible assets resulting from the 2018 Silversea Cruises acquisition.
- 3. These amounts are included in Marketing, selling and administrative expenses within our consolidated statements of comprehensive income (loss).
- 4. For 2024, represents property and equipment impairment charges related to certain construction in progress assets which we determined would no longer be completed. These amounts are included in *Other operating* within our consolidated statements of comprehensive income (loss).
- 5. Represents gain on sale of noncontrolling interest of Floating Docks and Grand Bahama Shipyard. These amounts are included in *Other income* within our consolidated statements of comprehensive income (loss).
- 6. Diluted EPS includes the add-back of dilutive inducement and interest expense related to our convertible notes of \$1 million and \$16 million for the quarter and for the six months ended June 30, 2025, respectively and \$19 million and \$38 million for the quarter and six months ended June 30, 2024, respectively.
- 7. Adjusted Diluted EPS includes the add-back of dilutive interest expense related to our convertible notes of \$1 million and \$6 million for the quarter and six months ended June 30, 2025, respectively and \$19 million and \$38 million for the quarter and six months ended June 30, 2024, respectively.









