



NCLH

NORWEGIAN CRUISE LINE  
HOLDINGS LTD.

# Q2 2023 EARNINGS CONFERENCE CALL

August 1, 2023

Some of the statements, estimates or projections contained in this presentation are "forward-looking statements" within the meaning of the U.S. federal securities laws intended to qualify for the safe harbor from liability established by the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical facts contained, or incorporated by reference, in this presentation, including, without limitation, those regarding our business strategy, financial position, results of operations, plans, prospects, actions taken or strategies being considered with respect to our liquidity position, valuation and appraisals of our assets and objectives of management for future operations (including those regarding expected fleet additions, our expectations regarding macroeconomic conditions, our expectations regarding cruise voyage occupancy, the implementation of and effectiveness of our health and safety protocols, operational position, demand for voyages, plans or goals for our sustainability program and decarbonization efforts, our expectations for future cash flows and profitability, financing opportunities and extensions, and future cost mitigation and cash conservation efforts and efforts to reduce operating expenses and capital expenditures) are forward-looking statements. Many, but not all, of these statements can be found by looking for words like "expect," "anticipate," "goal," "project," "plan," "believe," "seek," "will," "may," "forecast," "estimate," "intend," "future" and similar words. Forward-looking statements do not guarantee future performance and may involve 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 forward-looking statements. Examples of these risks, uncertainties and other factors include, but are not limited to the impact of: adverse general economic factors, such as fluctuating or increasing levels of interest rates, inflation, unemployment, underemployment and the volatility of fuel prices, declines in the securities and real estate markets, and perceptions of these conditions that decrease the level of disposable income of consumers or consumer confidence; the spread of epidemics, pandemics and viral outbreaks, including the COVID-19 pandemic, and their effect on the ability or desire of people to travel (including on cruises), which has adversely impacted and may continue to adversely impact our results, operations, outlook, plans, goals, growth, reputation, cash flows, liquidity, demand for voyages and share price; implementing precautions in coordination with regulators and global public health authorities to protect the health, safety and security of guests, crew and the communities we visit and to comply with related regulatory restrictions; our indebtedness and restrictions in the agreements governing our indebtedness that require us to maintain minimum levels of liquidity and be in compliance with maintenance covenants and otherwise limit our flexibility in operating our business, including the significant portion of assets that are collateral under these agreements; our ability to work with lenders and others or otherwise pursue options to defer, renegotiate, refinance or restructure our existing debt profile, near-term debt amortization, newbuild related payments and other obligations and to work with credit card processors to satisfy current or potential future demands for collateral on cash advanced from customers relating to future cruises; our need for additional financing or financing to optimize our balance sheet, which may not be available on favorable terms, or at all, and our outstanding exchangeable notes and any future financing which may be dilutive to existing shareholders; the unavailability of ports of call; future increases in the price of, or major changes, disruptions or reduction in, commercial airline services; changes involving the tax and environmental regulatory regimes in which we operate, including new regulations aimed at reducing greenhouse gas emissions; the accuracy of any appraisals of our assets as a result of the impact of the COVID-19 pandemic or otherwise; our success in controlling operating expenses and capital expenditures; trends in, or changes to, future bookings and our ability to take future reservations and receive deposits related thereto; adverse events impacting the security of travel, or customer perceptions of the security of travel, such as terrorist acts, armed conflict, such as Russia's invasion of Ukraine, and threats thereof, acts of piracy, and other international events; adverse incidents involving cruise ships; breaches in data security or other disturbances to our information technology and other networks or our actual or perceived failure to comply with requirements regarding data privacy and protection; changes in fuel prices and the type of fuel we are permitted to use and/or other cruise operating costs; mechanical malfunctions and repairs, delays in our shipbuilding program, maintenance and refurbishments and the consolidation of qualified shipyard facilities; the risks and increased costs associated with operating internationally; our inability to recruit or retain qualified personnel or the loss of key personnel or employee relations issues; impacts related to climate change and our ability to achieve our climate-related or other sustainability goals; our inability to obtain adequate insurance coverage; pending or threatened litigation, investigations and enforcement actions; volatility and disruptions in the global credit and financial markets, which may adversely affect our ability to borrow and could increase our counterparty credit risks, including those under our credit facilities, derivatives, contingent obligations, insurance contracts and new ship progress payment guarantees; any further impairment of our trademarks, trade names or goodwill; our reliance on third parties to provide hotel management services for certain ships and certain other services; fluctuations in foreign currency exchange rates; our expansion into new markets and investments in new markets and land-based destination projects; overcapacity in key markets or globally; and other factors set forth under "Risk Factors" in our most recently filed Annual Report on Form 10-K and subsequent filings with the Securities and Exchange Commission. The above examples are not exhaustive and new risks emerge from time to time. There may be additional risks that we consider immaterial or which are unknown. Such forward-looking statements are based on our current beliefs, assumptions, expectations, estimates and projections regarding our present and future business strategies and the environment in which we expect to operate in the future. These forward-looking statements speak only as of the date made. We expressly disclaim any obligation or undertaking to presentation publicly any updates or revisions to any forward-looking statement to reflect any change in our expectations with regard thereto or any change of events, conditions or circumstances on which any such statement was based, except as required by law.



# NCLH OVERVIEW



**1966**  
Year Founded



**30**  
Ships in Fleet



**60,000+**  
Berths



**7**  
Ships on Order



**19,000+**  
Berths on Order



**~700**  
Global Destinations Visited



**~40,000**  
Team Members



**~2.7M**  
Expected Guests Carried in 2023



**2**  
Luxurious Private Island Destinations

# KEY EVENTS SINCE Q1 2023 EARNINGS CALL

<b>May 8</b>	Oceania Cruises christened its new ship Vista, in Valletta, Malta on May 8 <sup>th</sup> , with a celebration headlined by her godmother, celebrated Italian-American chef, author, restaurateur and Emmy award-winning food personality Giada De Laurentiis, and an exclusive performance from legendary GRAMMY® and Emmy award-winning musician Harry Connick, Jr.
<b>June 5</b>	Published 2022 ESG report which highlights the progress on NCLH's ESG strategy and goals, including its efforts across the five pillars of Sail & Sustain: Reducing Environmental Impact, Sailing Safely, Strengthening our Communities, Empowering People and Operating with Integrity and Accountability.
<b>June 12</b>	Welcomed cruise industry veteran Patrik Dahlgren as the Company's new Executive Vice President, Vessel Operations. Dahlgren will oversee marine and technical operations, hotel operations, entertainment, cruise programs and security across NCLH's three brands.
<b>June 23</b>	Norwegian Cruise Line announced that GRAMMY® nominated, and five-time Latin GRAMMY® winning singer, songwriter, musician and producer, Luis Fonsi, will serve as the Godfather of its newest ship, Norwegian Viva. The ship will be christened in Miami before homeporting in San Juan, Puerto Rico this fall.
<b>July 1</b>	Successful completion of seamless leadership transition with Harry Sommer officially assuming role as President and Chief Executive Officer of Norwegian Cruise Line Holdings.
<b>July 17</b>	Regent Seven Seas Cruises announced that Sarah Fabergé, Founding Member of The Fabergé Heritage Council and great-granddaughter of Peter Carl Fabergé, will serve as Godmother to Seven Seas Grandeur. Sarah will christen the ship at an elegant and exclusive gala event in Miami, Florida on December 10, 2023, featuring incredible entertainment from Emmy and Tony Award-Winning actress and singer Kristin Chenoweth.
<b>July 18</b>	Regent Seven Seas Cruises announced a landmark partnership with Global Hotel Alliance (GHA), the world's largest alliance of independent hotel brands, and its loyalty program GHA Discovery. The exclusive agreement allows GHA loyalty members to be rewarded for booking new Regent voyages while Regent guests can also sign up for this one-of-a-kind loyalty program at no extra cost.
<b>July 20</b>	Norwegian Cruise Line announced Norwegian Joy will undergo extensive enhancements in January 2024 to elevate the onboard guest experience with popular offerings, including 24 new staterooms, a new Thermal Suite in the Mandara Spa and Salon, expanded Vibe Beach Club, redesigned Three-Bedroom The Haven Premier Owner's Suites and more.
<b>July 25</b>	Norwegian Cruise Line announced the 20 winners of its fourth annual Norwegian's Giving Joy® contest, the Brand's annual recognition program that has been celebrating teachers across North America since 2019 for their hard work and relentless dedication.



## CAPITALIZE ON HEALTHY DEMAND ENVIRONMENT



Successfully absorb 18% capacity growth while remaining within optimal 12-month forward booked position of ~60-65% and while increasing pricing.<sup>1</sup> Maximize onboard revenue generation through bundling and capturing more of a guests' wallet prior to sailing.

## RIGHT SIZE COST-BASE



Continue to refocus business on margin optimization and enhancement by balancing product, revenue and cost considerations and better leveraging data to drive decision making and accountability.

## STRATEGIC ENHANCEMENTS TO GUEST EXPERIENCE



Identify smart, ROI-driven investments to enhance guest experience and maximize guest satisfaction, with initiatives such as the continued rollout of Starlink high-speed internet across the fleet.

## SUCCESSFUL DELIVERY OF NEWBUILDS



Capitalize on excitement for the upcoming delivery of Norwegian Viva in August and Regent's Seven Seas Grandeur in November which round out a record year for capacity additions for the Company, with new ships introduced across all brands.

## CHART PATH TO REDUCE LEVERAGE & DE-RISK THE BALANCE SHEET



Refine multi-year plan to reduce leverage levels and de-risk balance sheet to drive shareholder value.

(1) FY 2023 expected capacity increase compared to FY 2019.

## NORWEGIAN VIVA

The highly anticipated *Norwegian Viva*, the second of the ground-breaking Prima Class, will be delivered on August 3, 2023, and christened in Miami, Florida by her Godfather GRAMMY® nominated, and five-time Latin GRAMMY® winning singer, songwriter, musician and producer, Luis Fonsi.

*Norwegian Viva* raises the bar on cruising through world-class cuisine, the brand's most spacious design yet, and stellar onboard activities including the Viva Speedway, Broadway-caliber productions, as well as NCL's industry-exclusive sustainable cocktail bar, the Metropolitan Bar.

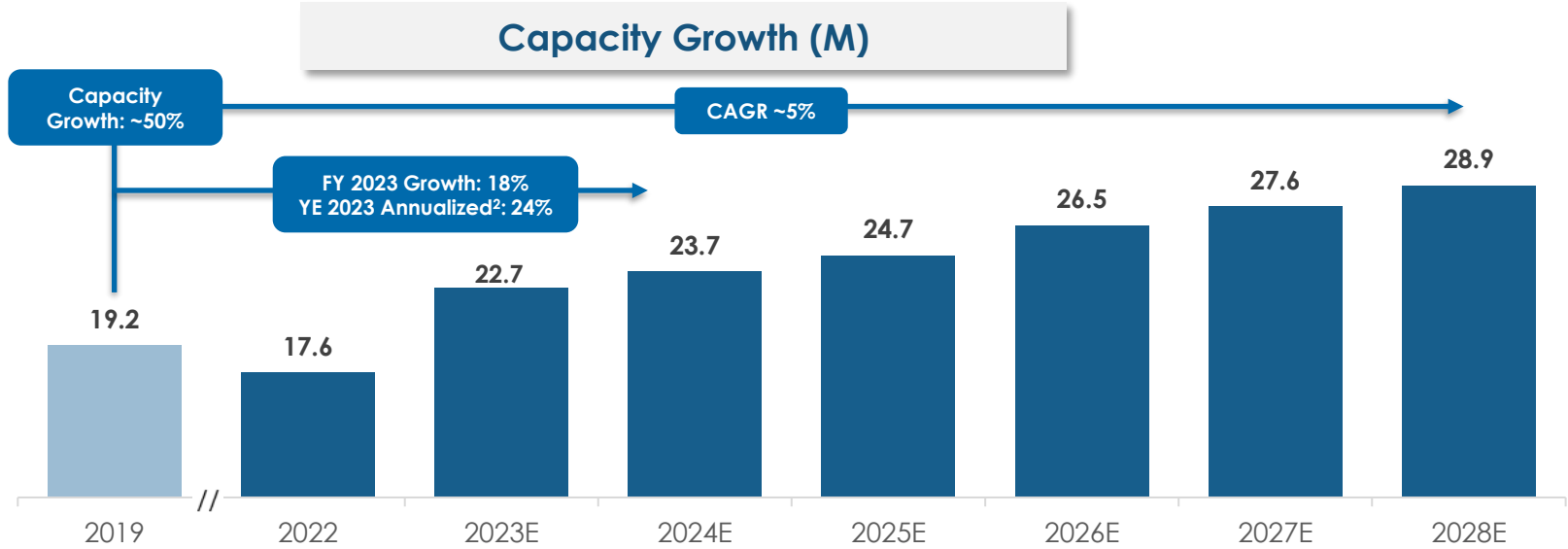


## SEVEN SEAS GRANDEUR

Regent's sixth ship, *Seven Seas Grandeur*™ is expected to set sail in November 2023, and will be christened by her Godmother Sarah Fabergé, in an elegant and exclusive gala event in Miami, Florida featuring incredible entertainment from Emmy and Tony Award-Winning actress and singer Kristin Chenoweth.

On board, guests will find gourmet cuisine in a range of specialty restaurants and al-fresco dining venues. The ship will also be home to a multi-million-dollar art collection, the *Pièce de Résistance* of which will be a custom designed masterpiece - *Journey in Jewels* - the first Fabergé Egg to permanently reside at sea.

# MEANINGFUL GROWTH TO TOP AND BOTTOM-LINE RESULTS EXPECTED



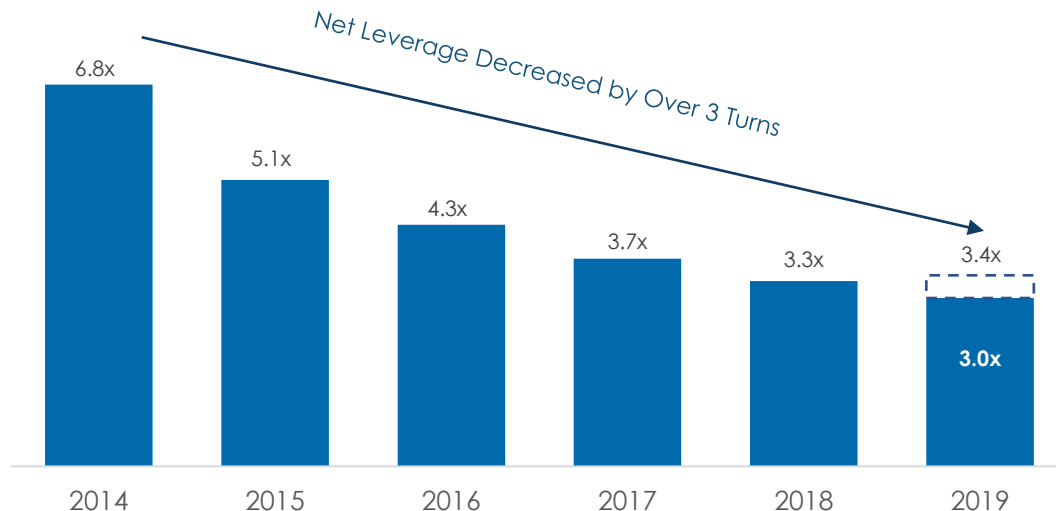
# Ships	27	29	32	32	34	35	36	37
New Ships	Norwegian Encore (Nov '19)	Norwegian Prima	Norwegian Viva	Organic growth + full benefit of 2023 deliveries	Next Generation Norwegian Prima Class	Next Generation Norwegian Prima Class	Next Generation "Methanol-Ready" Norwegian Prima Class	Next Generation "Methanol-Ready" Norwegian Prima Class
		Seven Seas Splendor <sup>®1</sup>	Oceania's Vista		Oceania's Allura			
			Seven Seas Grandeur <sup>TM</sup>					

(1) Seven Seas Splendor<sup>®</sup> was delivered in 2020 just prior to the cruise voyage suspension.  
(2) Annualized for 2023 ship deliveries.  
Note: Information is based on currently scheduled dates. Timing of delivery of newbuilds is subject to change and additional delivery delays may occur due to circumstances including, but not limited to, macroeconomic/ world events and potential modifications the Company may make to its newbuilds, including potential initiatives to improve environmental sustainability.



# FOCUSED ON DE-RISKING AND REDUCING LEVERAGE

## Historical Net Leverage Reduction<sup>1,2</sup>

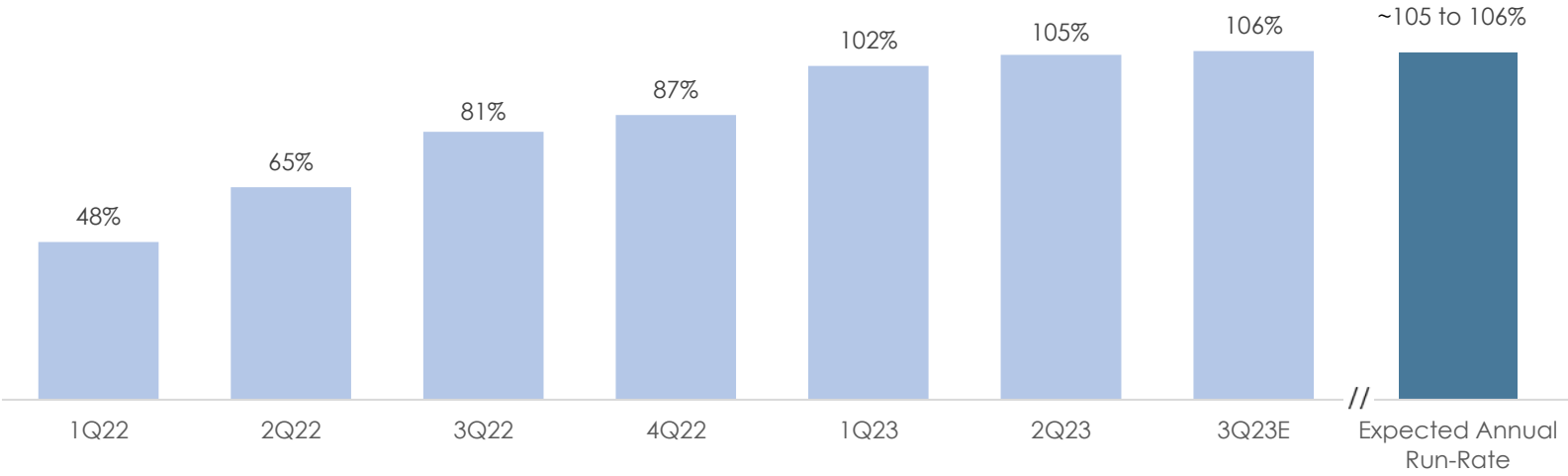


*Expect significant organic reduction in Net Leverage from current levels driven by ongoing cash generation & normal course debt installment payments*

**Refining a multi-year plan to reduce leverage levels and de-risk balance sheet to drive shareholder value**

(1) Net Leverage represents a non-GAAP financial measure. See the Appendix for a reconciliation to the most directly comparable GAAP financial measure.  
(2) For illustrative purposes, 2019 excludes debt balance for Norwegian Encore as there is minimal earnings contribution due to timing of ship delivery. Dotted line includes Norwegian Encore debt balance of approximately \$0.9 billion as of December 31, 2019.

## Sequential Increase in Occupancy



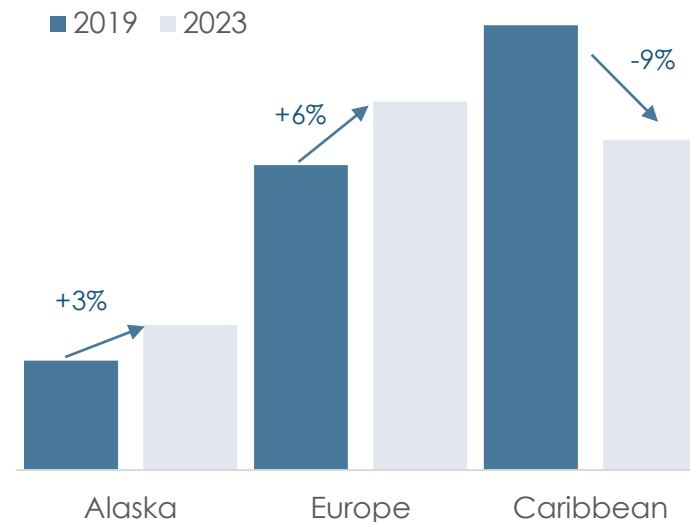
Occupancy ramp up now complete and at normalized levels

## Longer, More Immersive Itineraries<sup>1</sup>

NCL Voyage Length (days)	2019	2023	chg
1-5	25%	7%	(18%)
6-8	51%	47%	(4%)
9-12	14%	37%	+23%
13+	10%	9%	(1%)

*Differentiated deployment mix versus peers which results in longer booking windows, acceleration of advance ticket sales inflows and reduced exposure to less predictable close-in bookings*

## Shift to Premium Destinations<sup>2</sup>



**Deployment shift is designed to attract higher quality guests, generate higher Net Yields and improve guest satisfaction and loyalty**

(1) Average voyage length for Norwegian Cruise Line brand.  
(2) 2023 deployment for NCLH as a % of total versus 2019 deployment as a % of total.

- The Company continues to experience strong and resilient consumer demand. Q2 revenue increased 33% vs 2019. Cumulative booked position for 2H23 is ahead of 2019 levels, at continued higher pricing.<sup>1</sup> On a 12-month forward basis, the Company continues to be within its optimal booked position of approximately 60-65%.
- Reiterated healthy FY 2023 Net Per Diem and Net Yield growth guidance. Q3 2023 Net Per Diem growth of 7-8% and Net Yield growth of 2.25-3.25% is in line with expectations. Comparisons to 2019 include certain premium-priced Baltic voyages in that year which we are not operating in 2023.
- Pricing in Q4 2023 is expected to exhibit the strongest growth during the year versus 2019 reflecting the benefit from our strategic shift to premium deployments, with extended Alaska and European seasons this year, as well as a positive mix impact of more Regent and Oceania Cruises' capacity.
- Onboard revenue remains robust, with strength seen across the board, an encouraging indicator that our target consumer remains healthy and resilient. Gross onboard revenue per Passenger Cruise Days increased nearly ~30% in Q2 2023 compared to the same quarter in 2019. Strength also reflects our targeted efforts to increase pre-cruise purchases, which typically results in higher overall spend throughout a guests' cruise journey. Pre-cruise sales per Passenger Cruise Days in Q2 was over 75% higher than 2019 levels.

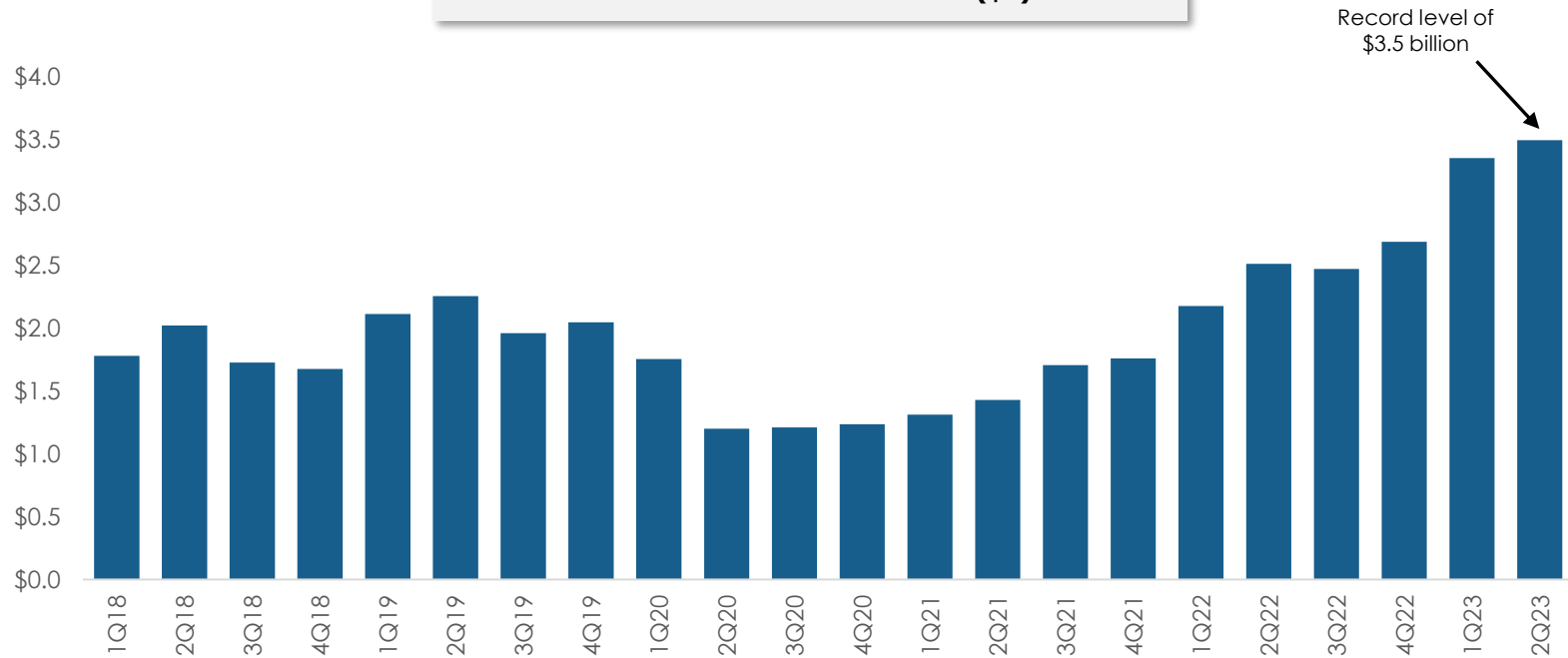
**Strong demand continues with cumulative booked position  
within our optimal range and at higher pricing**

(1) Booked position and pricing for 2023 sailings compared to 2019 sailings at a comparable point in the booking curve  
Note: As of 7/31/23.

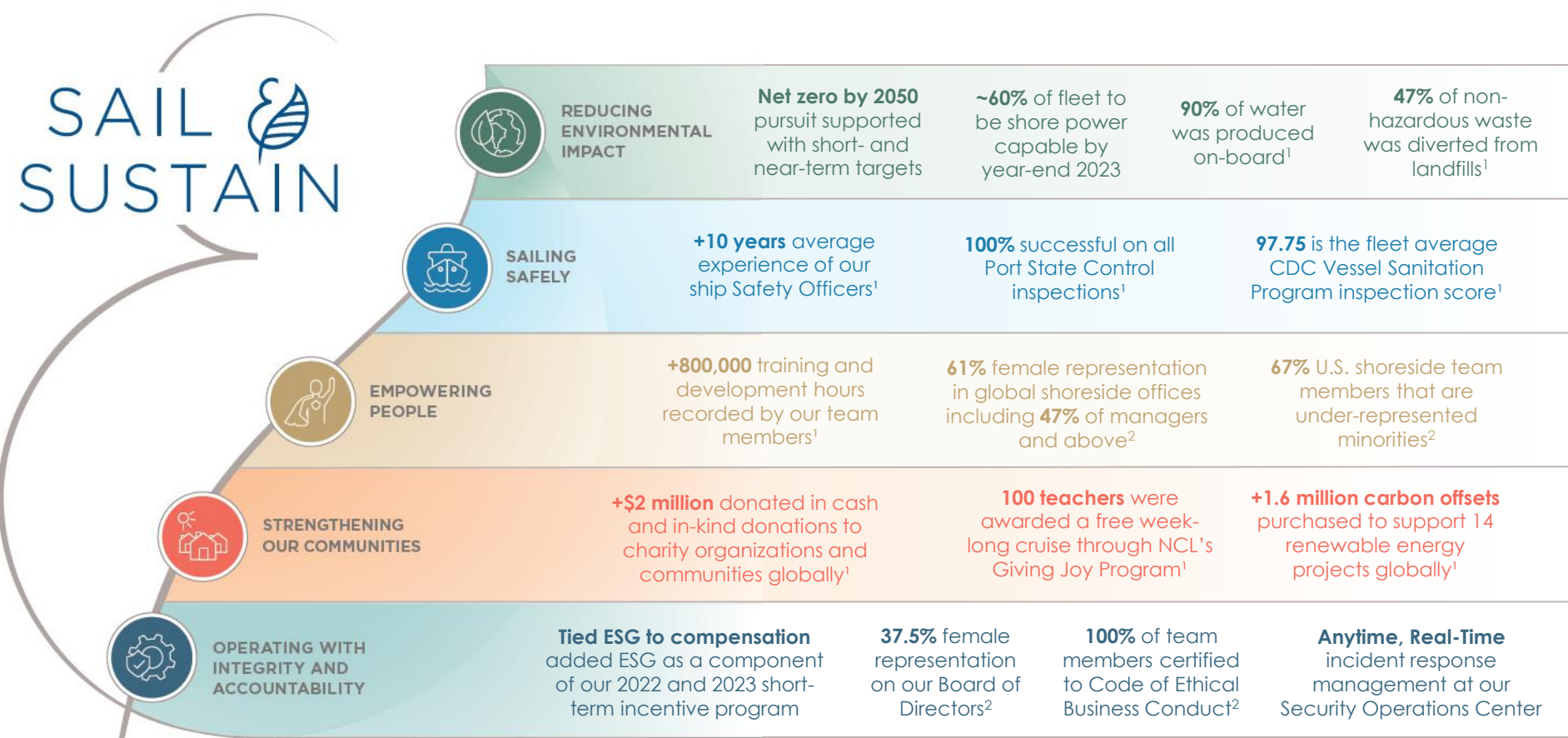


# CASH GENERATION ENGINE FUELED BY ADVANCE TICKET SALES

Total Advance Ticket Sales (\$B)



Advance ticket sales balance increased ~56% vs Q2 2019 to a record ~\$3.5 billion



(1) Full year 2022.  
(2) As of year-end 2022. More information can be found in NCLH's 2022 ESG Report (<https://www.nclhld.com/sustainability>)

# 2Q 2023 RESULTS OVERVIEW

	2Q 2023 Guidance	Actuals	
Occupancy	Approx. 105%	~105%	✓
Net Per Diem Growth vs. 2019	5.50% to 6.25%	6.4%	✓
Net Yield Growth vs. 2019	2.50% to 3.25%	2.9%	✓
Adjusted Net Cruise Cost ex. Fuel per Capacity Day	~\$159	~\$156	✓
Adjusted EBITDA	~\$485 million	~\$515 million	✓
Adjusted EPS	\$0.25 <sup>1</sup>	\$0.30	✓

**Met or exceeded guidance during the quarter across all key metrics**

(1) Based on midpoint guidance and using diluted weighted-average shares outstanding of approximately 460 million for Q2 2023.  
Note: Net Per Diem, Net Yield, and Adjusted Net Cruise Cost excluding Fuel per Capacity Day expressed in constant currency.

# 2023 GUIDANCE OVERVIEW

	3Q 2023 Guidance	Implied Q4 2023	FY 2023 Guidance
Occupancy	Approx. 106%		Approx. 103.5%
Net Per Diem Growth vs. 2019	7.00% to 8.00%	~18% →	9.00% to 10.50%
Net Yield Growth vs. 2019	2.25% to 3.25%	~14% →	5.00% to 6.50%
Adjusted Net Cruise Cost ex. Fuel per Capacity Day	~\$152 (\$155 core <sup>1</sup> )	~\$155 (\$154 core <sup>1</sup> ) →	~\$156
Adjusted EBITDA	~\$730 million		\$1.85-\$1.95 billion
Adjusted EPS <sup>2</sup>	\$0.70		\$0.80
Diluted Weighted-Average Shares Outstanding	~510 million		~460 million

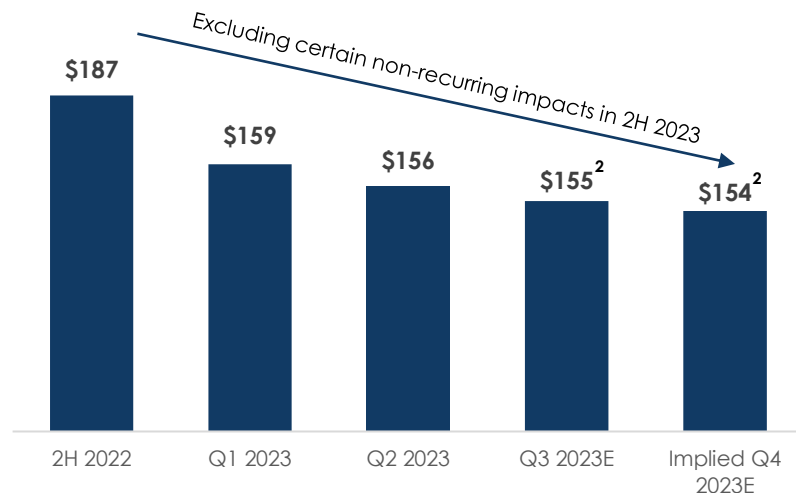
(1) Excluding approximately \$18 million of certain non-recurring benefits in Q3 2023 and approximately \$6 million of costs associated with new ships in Q4 2023.

(2) Based on midpoint of guidance and using diluted weighted-average shares outstanding of approximately 510 million for Q3 2023 and FY 2023. Adjusted EPS is calculated using the if-converted method and therefore excludes approximately \$17 million of interest expense in the third quarter of 2023 and approximately \$18 million for full year 2023 associated with our exchangeable notes.

Note: Net Per Diem, Net Yield, and Adjusted Net Cruise Cost excluding Fuel per Capacity Day expressed in constant currency. Additional guidance metrics can be found in the Appendix on slide 26 and in the Company's earnings release.



## Targeted Cost Savings<sup>1</sup>



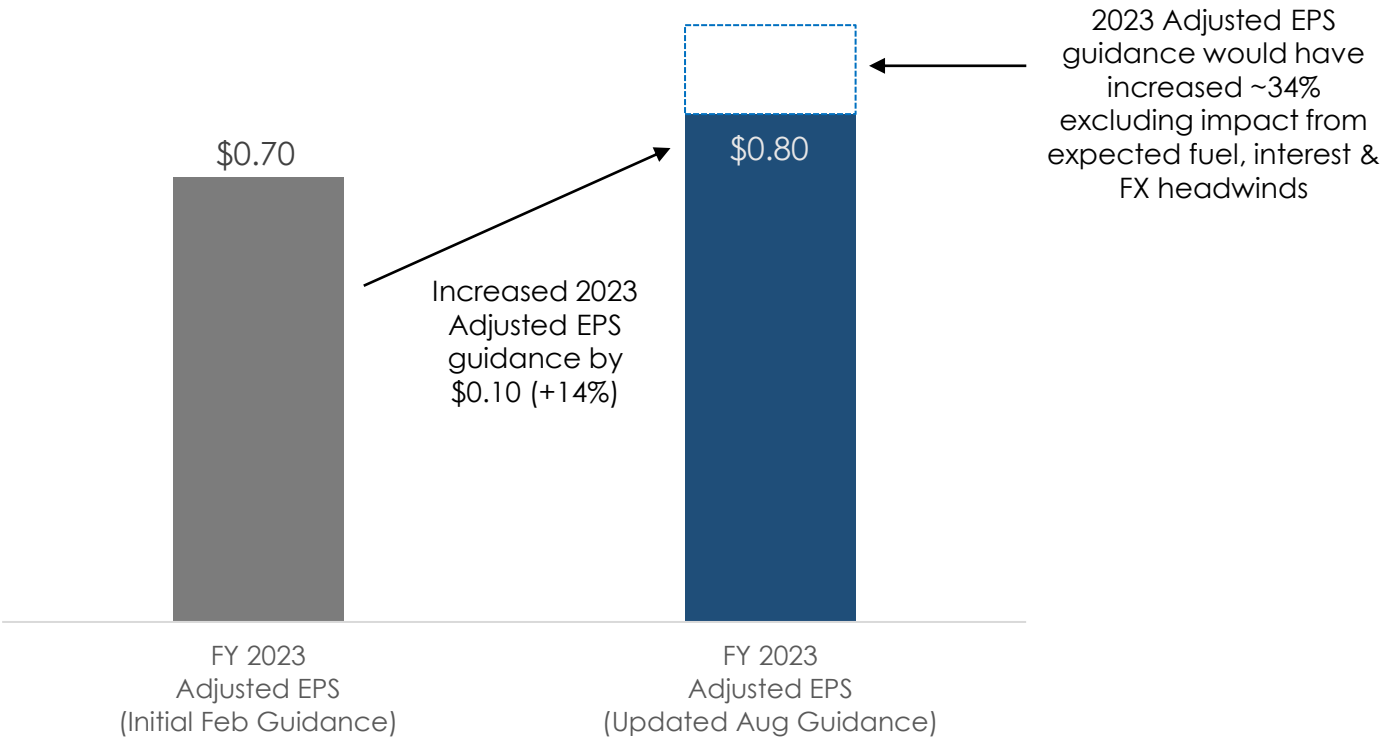
As-reported Adjusted Net Cruise Cost ex Fuel per Capacity Day <sup>1</sup>				
\$187	\$159	\$156	~\$152 <sup>3</sup>	~\$155 <sup>3</sup>

- Ongoing margin enhancement initiative remains a top priority. Focus is on both maximizing revenue opportunities and rightsizing cost base
- Already reflecting in financial results including with Adjusted Net Cruise Costs ex Fuel per Capacity Day<sup>1</sup> of ~\$156 in Q2 2023, better than guidance and the prior quarter
- Expect modest additional unit cost improvement in 2H 2023 driven by already identified and implemented initiatives. Excluding certain non-recurring items in both Q3 and Q4, this metric is expected show continued modest sequential improvement
- Continue to identify and evaluate incremental opportunities to improve margins

## Demonstrating commitment to rebuilding and improving margins

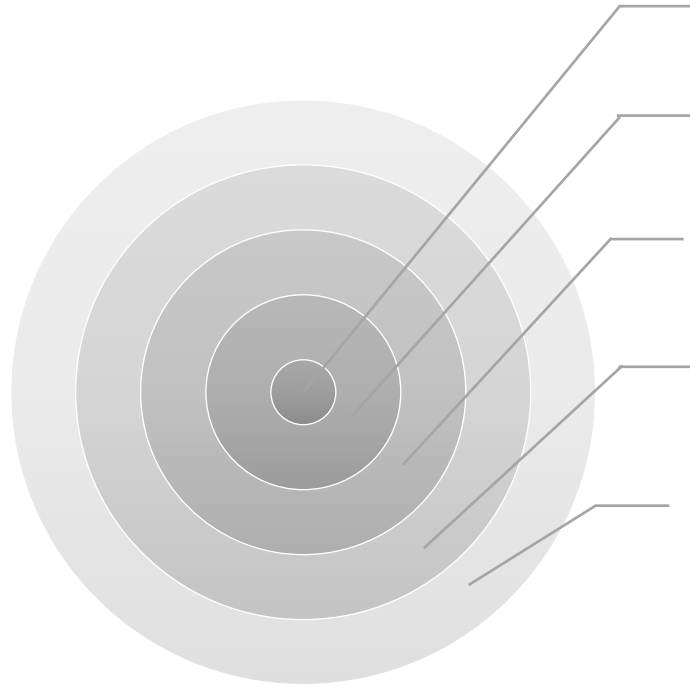
(1) Adjusted Net Cruise Costs excluding Fuel per Capacity Day. Q3 2023 and Q4 2023 are projections based on guidance.  
 (2) Q3 2023 estimate shown excludes approximately \$18 million of certain non-recurring benefits. Q4 2023 estimate shown excludes approximately \$6 million of costs associated with new ships.  
 (3) Q3 2023 as-reported estimate includes approximately \$18 million of certain non-recurring benefits. Q4 2023 as-reported estimate includes approximately \$6 million of costs associated with new ships.

# FULL YEAR 2023 EARNINGS GUIDANCE INCREASED



**Adjusted EPS guidance has improved \$0.10 since initial guidance, overcoming significant headwinds from fuel, interest and FX**

# COST-SAVINGS INITIATIVES ARE BROAD-BASED



## CREW PAYROLL

- Example: Optimization of crew movements and ship transfers (multi-million-dollar savings)

## FOOD & CONSUMABLES

- Example: Menu re-engineering and optimization to minimize food waste and focus on most popular guest preferences (\$15-20M)

## FUEL

- Example: Annual efficiency gains from decarbonization-related projects (\$50M+ realized over the next few years)

## MARKETING

- Example: Reducing direct mail and shifting to cost-effective digital avenues, and using advanced analytics to better target customers and improve lead generation

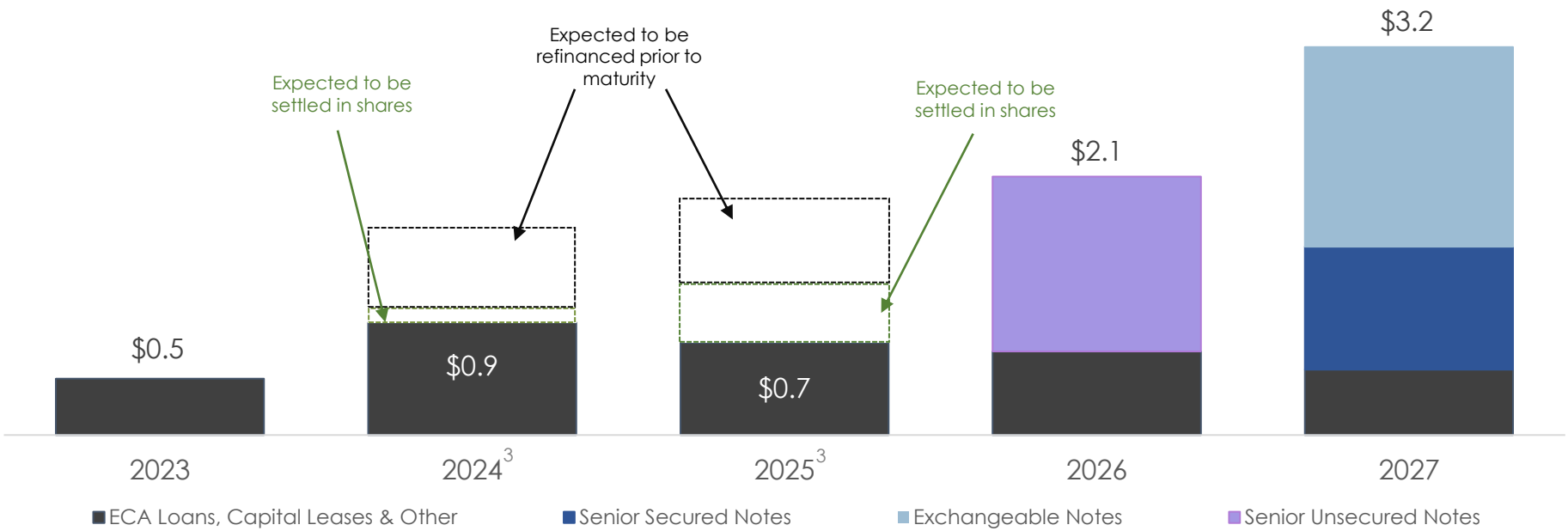
## OTHER

- Includes supply chain & logistics optimization, repairs & maintenance, port negotiations, corporate overhead and more

**Leaving no stone unturned and identifying opportunities across the business to right-size costs and accelerate our margin recovery**

# MANAGEABLE DEBT MATURITY PROFILE

As of 6/30/2023<sup>1</sup>  
(\$ billions)



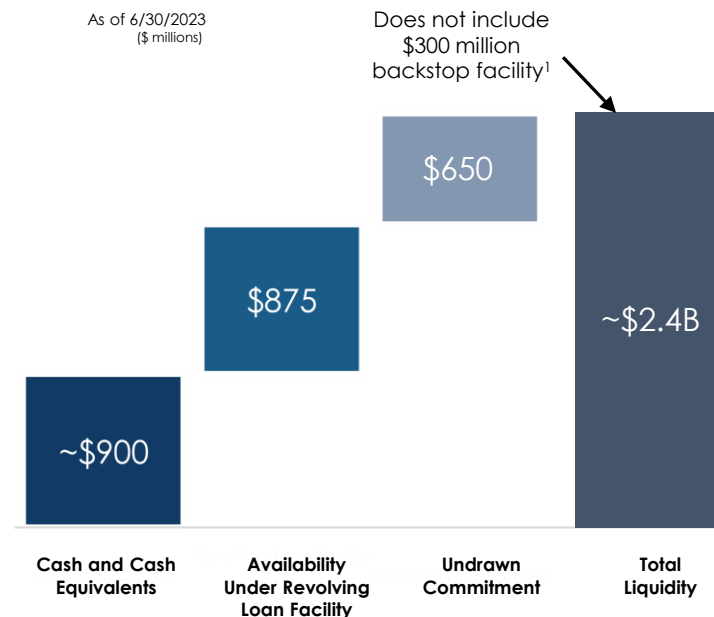
**Debt portfolio is 88% fixed rate and expected to rise to ~90% with 2023 newbuild additions**

(1) All amounts presented are as of June 30, 2023.  
(2) Operating Credit Facility and \$565 million 3.625% Senior Notes are facilities highlighted as expected to refinance. 2024 Exchangeable Notes and 2025 Exchangeable Notes are expected to be settled in shares.  
(3) Total debt maturing in 2024 is \$1.7 billion and \$1.9 billion in 2025.  
Note: All future repayments, total debt amounts and certain variable interest rates are forward-looking and involve risks and uncertainties and are subject to change based on future events. These statements should be considered in conjunction with the Cautionary Statement Concerning Forward-Looking Statements contained in our Q2 2023 earnings release.

20




- Quarter end liquidity position was ~\$2.4 billion, including ~\$900 million of cash and cash equivalents, \$875 million of availability under the Revolving Loan Facility, and a \$650 million undrawn commitment.
  - Includes \$500 million return of cash collateral from a credit card processor.
  - Does not include the \$300 million backstop facility which enhances future liquidity.<sup>1</sup>
- Total available debt capacity is ~\$1.8 billion, including \$0.5 billion of secured debt capacity. This capacity is incremental to the \$650 million undrawn commitment.
- ~\$1.4 billion of debt was paid in the first half of 2023.



**Solid liquidity position includes ~\$500 million of cash collateral received back from a credit card processor in Q2, demonstrating increased confidence in our financial outlook**

(1) Backstop facility is available to draw beginning October 4, 2023 through January 2, 2024 and provides backstop committed financing to refinance up to \$300 million of amounts outstanding under the Operating Credit Facility.

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- Focused on execution of near-term priorities today, while also fine-tuning vision for the future. Recent leadership team changes bring fresh & diverse perspectives.
  - Continue to experience strong and resilient demand from our target upscale demographic. Aim to remain within sweet spot of ~60-65% booked on a 12-month forward basis while maximizing pricing and margin.
  - Demonstrating progress on our ongoing margin enhancement efforts, including through sequential cost improvement, to strengthen the foundation for sustained, profitable growth.
  - Solid liquidity position with path to meet liquidity needs, reduce leverage and restore balance sheet over time.

# APPENDIX

# DILUTED SHARE COUNT CALCULATION

Most  
Dilutive



Least  
Dilutive

		Fully Dilutive Share Count	2Q23A	3Q23E	4Q23E	FY23E
Basic Shares Outstanding			424,178,775 <sup>1</sup>	~425 million	~425 million	~425 million
Dilutive Effect of RSUs and Options	Varies		2,758,715 <sup>2</sup>	Dilutive	Anti-Dilutive	Dilutive
1.125% Exchangeable Notes due 2027	34,137,750		Dilutive	Dilutive	Anti-Dilutive	Dilutive
6% Exchangeable Notes due 2024	10,661,894		Anti-Dilutive	Dilutive	Anti-Dilutive	Anti-Dilutive
2.5% Exchangeable Notes due 2027	13,710,955		Anti-Dilutive	Dilutive	Anti-Dilutive	Anti-Dilutive
5.375% Exchangeable Notes due 2025	23,999,985		Anti-Dilutive	Dilutive	Anti-Dilutive	Anti-Dilutive
Diluted Weighted-Average Shares Outstanding			461,075,240 <sup>1</sup>	~510 million	~425 million	~460 million

(1) As of June 30, 2023.

(2) Dilutive effect of share awards for the quarter ended June 30, 2023.

Note: Future amounts are estimates and subject to change.

	2023				
	Q1	Q2	Q3	Q4	FY
Alaska	0%	17%	24%	5%	11%
Asia/Africa/Pacific	8%	2%	1%	11%	6%
Bermuda	2%	11%	7%	5%	6%
Caribbean	54%	20%	6%	26%	26%
Europe	5%	33%	52%	26%	29%
Hawaii	4%	4%	3%	3%	4%
Other	26%	13%	8%	23%	18%
Total	100%	100%	100%	100%	100%

	Variance vs 2019				
	Q1	Q2	Q3	Q4	FY
Alaska	0%	4%	3%	4%	3%
Asia/Africa/Pacific	(1%)	(1%)	1%	5%	1%
Bermuda	2%	(2%)	(2%)	1%	(0%)
Caribbean	(6%)	(6%)	(12%)	(13%)	(9%)
Europe	1%	6%	10%	8%	6%
Hawaii	(1%)	0%	(1%)	(1%)	(1%)
Other	4%	(1%)	2%	(4%)	0%
Total					

Fleet deployment shifting to higher-yielding premium destinations

\$ Millions unless otherwise noted	Q3 2023	FY 2023		
Depreciation & Amortization	\$205M	\$815M		
Run-Rate Interest Expense, net <sup>1</sup>	\$185M	\$720M		
Non-Newbuild Capital Expenditures	\$90M	\$425M		
Fuel Consumption (metric tons)	240,000	980,000		
Fuel Price Per Metric Ton (net of hedges)	\$725	\$735		
\$ Billions unless otherwise noted	Q3 3023	FY 2023	FY 2024	FY 2025
Newbuild-Related Capital Expenditures, Pre-Financing <sup>2</sup>	\$1.1B	\$2.5B	\$0.4B	\$2.0B
Export Credit Financing for Newbuild-Related Capital Expenditures	\$0.9B	\$2.0B	\$0.2B	\$1.5B
<b>Newbuild-Related Capital Expenditures, Net of Financing</b>	<b>\$0.2B</b>	<b>\$0.5B</b>	<b>\$0.2B</b>	<b>\$0.5B</b>

(1) Run-rate interest expense excluding debt extinguishment and modification costs.

(2) Includes all newbuild related capital expenditures including shipyard progress payments.

Note: Numbers may not add due to rounding.



NCLH Fuel Hedge Program as of 06/30/23		
	2023	2024
% of HFO Consumption Hedged <sup>1</sup>	28%	13%
Blended HFO Hedge Price / Metric Ton	~\$571	~\$371
% of MGO Consumption Hedged	73%	37%
Blended MGO Hedge Price / Metric Ton	~\$703	~\$718
<b>Total % of Consumption Hedged</b>	<b>51%</b>	<b>26%</b>

**Hedge program in place to provide partial protection from fuel price volatility**

(1) Includes derivatives representing accounting hedges as well as economic hedges.

# DEFINITIONS AND NON-GAAP INFORMATION AND RECONCILIATION

Non-GAAP financial measures should not be used as a substitute for GAAP financial measures, or considered in isolation, for the purpose of analyzing operating performance, financial position or cash flows. The Company does not provide certain estimated future results on a GAAP basis because the Company is unable to predict, with reasonable certainty, the future movement of foreign exchange rates or the future impact of certain gains and charges. These items are uncertain and will depend on several factors, including industry conditions, and could be material to the Company's results computed in accordance with GAAP.

**Adjusted EBITDA.** EBITDA adjusted for other income (expense), net and other supplemental adjustments.

**Adjusted EPS.** Adjusted Net Income divided by the number of diluted weighted-average shares outstanding.

**Adjusted Gross Margin.** Gross margin adjusted for payroll and related, fuel, food, other and ship depreciation. Gross margin is calculated pursuant to GAAP as total revenue less total cruise operating expense and ship depreciation.

**Adjusted Net Cruise Cost Excluding Fuel.** Net Cruise Cost less fuel expense adjusted for supplemental adjustments.

**Adjusted Net Income (Loss).** Net income (loss), adjusted for the effect of dilutive securities and other supplemental adjustments.

**Capacity Days.** Berths available for sale multiplied by the number of cruise days for the period for ships in service.

**EBITDA.** Earnings before interest, taxes, and depreciation and amortization.

**Net Debt.** Long-term debt, including current portion, less cash and cash equivalents.

**Net Leverage.** Net Debt divided by Adjusted EBITDA.

**Net Per Diem.** Adjusted Gross Margin divided by Passenger Cruise Days.

**Net Yield.** Adjusted Gross Margin per Capacity Day.

**Occupancy, Occupancy Percentage or Load Factor.** The ratio of Passenger Cruise Days to Capacity Days. A percentage in excess of 100% indicates that three or more passengers occupied some cabins.

**Passenger Cruise Days.** The number of passengers carried for the period, multiplied by the number of days in their respective cruises.

# NON-GAAP RECONCILING INFORMATION

(UNAUDITED)

Adjusted EPS was calculated as follows (in thousands, except share and per share data):	Three Months Ended Jun. 30, 2023
Net income	\$86,116
Effect of dilutive securities - exchangeable notes	\$4,603
Non-cash deferred compensation	1,010
Non-cash share-based compensation	44,536
Extinguishment and modification of debt	719
<b>Adjusted Net Income</b>	<b>\$136,984</b>
Diluted weighted-average shares outstanding - Net Income and Adjusted Net Income	461,075,240
Diluted income per share	\$0.20
<b>Adjusted EPS</b>	<b>\$0.30</b>

Adjusted EBITDA is calculated as follows (in thousands):	Three Months Ended Jun. 30, 2023
Net income	\$86,116
Interest expense, net	177,692
Income tax expense	694
Depreciation and amortization expense	197,115
<b>EBITDA</b>	<b>\$461,617</b>
Other (income) expense, net	8,043
Non-cash deferred compensation	578
Non-cash share-based compensation	44,536
<b>Adjusted EBITDA</b>	<b>\$514,774</b>

# NON-GAAP RECONCILING INFORMATION

(UNAUDITED)

Adjusted Gross Margin, Net Per Diem, and Net Yield were calculated as follows (in thousands, except Passenger Cruise Days and Net Per Diem Data):	Three Months Ended Jun. 30, 2023	Constant Currency compared to 2019	Three Months Ended Jun. 30, 2019
Total revenue	\$2,205,492	\$2,215,634	\$1,664,277
Less: Total cruise operating expense	1,383,610	1,388,105	958,424
Less: Ship depreciation	183,499	183,499	143,111
<b>Gross Margin</b>	<b>\$638,383</b>	<b>\$644,030</b>	<b>\$562,742</b>
Payroll and related	308,220	308,304	229,385
Fuel	164,242	164,282	100,531
Food	87,770	88,103	54,347
Other	154,643	156,659	169,407
Ship Depreciation	183,499	183,499	143,111
<b>Adjusted Gross Margin</b>	<b>\$1,536,757</b>	<b>\$1,544,877</b>	<b>\$1,259,523</b>
Passenger Cruise Days	5,781,750	5,781,750	5,014,083
Capacity Days	5,513,288	5,513,288	4,626,871
Total revenue per Passenger Cruise Day	\$381.46	\$383.21	\$331.92
Gross margin per Passenger Cruise Day	\$110.41	\$111.39	\$112.23
<b>Net Per Diem</b>	<b>\$265.79</b>	<b>\$267.20</b>	<b>\$251.20</b>
Gross margin per Capacity Day	\$115.79	\$116.81	\$121.62
<b>Net Yield</b>	<b>\$278.74</b>	<b>\$280.21</b>	<b>\$272.22</b>

# NON-GAAP RECONCILING INFORMATION

(UNAUDITED)

Gross Cruise Cost, Net Cruise Cost, Net Cruise Cost Excluding Fuel and Adjusted Net Cruise Cost Excluding Fuel were calculated as follows (in thousands, except Capacity Days and per Capacity Day data):	Three Months Ended Jun. 30, 2023	Constant Currency compared to 2019	Three Months Ended Jun. 30, 2019
Total cruise operating expense	\$1,383,610	\$1,388,105	\$958,424
Marketing, general and administrative expense	352,222	352,808	240,901
<b>Gross Cruise Cost</b>	<b>\$1,735,832</b>	<b>\$1,740,913</b>	<b>\$1,199,325</b>
Less: Commissions, transportation and other expense	506,855	508,878	297,691
Less: Onboard and other expense	161,880	161,880	107,063
<b>Net Cruise Cost</b>	<b>\$1,067,097</b>	<b>\$1,070,155</b>	<b>\$794,571</b>
Less: Fuel expense	164,242	164,282	100,531
<b>Net Cruise Cost Excluding Fuel</b>	<b>\$902,855</b>	<b>\$905,873</b>	<b>\$694,040</b>
Less: Non-cash deferred compensation	578	578	534
Less: Non-cash share-based compensation	44,536	44,536	29,651
Less: Redeployment of Norwegian Joy	-	-	2,035
<b>Adjusted Net Cruise Cost Excluding Fuel</b>	<b>\$857,741</b>	<b>\$860,759</b>	<b>\$661,820</b>
Capacity Days	5,513,288	5,513,288	4,626,871
<b>Gross Cruise Cost per Capacity Day</b>	<b>\$314.85</b>	<b>\$315.77</b>	<b>\$259.21</b>
<b>Net Cruise Cost per Capacity Day</b>	<b>\$193.55</b>	<b>\$194.10</b>	<b>\$171.73</b>
<b>Net Cruise Cost Excluding Fuel per Capacity Day</b>	<b>\$163.76</b>	<b>\$164.31</b>	<b>\$150.00</b>
<b>Adjusted Net Cruise Cost Excluding Fuel per Capacity Day</b>	<b>\$155.58</b>	<b>\$156.12</b>	<b>\$143.04</b>

# NON-GAAP RECONCILING INFORMATION

(UNAUDITED)

Gross Cruise Cost, Net Cruise Cost, Net Cruise Cost Excluding Fuel and Adjusted Net Cruise Cost Excluding Fuel were calculated as follows  
(in thousands, except Capacity Days and per Capacity Day data):

Three Months Ended  
Mar. 31, 2023

Total cruise operating expense	\$1,280,418
Marketing, general and administrative expense	336,013
<b>Gross Cruise Cost</b>	<b>\$1,616,431</b>
Less: Commissions, transportation and other expense	409,684
Less: Onboard and other expense	119,697
<b>Net Cruise Cost</b>	<b>\$1,087,050</b>
Less: Fuel expense	194,868
<b>Net Cruise Cost Excluding Fuel</b>	<b>\$892,182</b>
Less: Non-cash deferred compensation	578
Less: Non-cash share-based compensation	28,155
<b>Adjusted Net Cruise Cost Excluding Fuel</b>	<b>\$863,449</b>
Capacity Days	5,415,547
<b>Gross Cruise Cost per Capacity Day</b>	<b>\$298.48</b>
<b>Net Cruise Cost per Capacity Day</b>	<b>\$200.73</b>
<b>Net Cruise Cost Excluding Fuel per Capacity Day</b>	<b>\$164.74</b>
<b>Adjusted Net Cruise Cost Excluding Fuel per Capacity Day</b>	<b>\$159.44</b>



# NON-GAAP RECONCILING INFORMATION

(UNAUDITED)

Gross Cruise Cost, Net Cruise Cost, Net Cruise Cost Excluding Fuel and Adjusted Net Cruise Cost Excluding Fuel were calculated as follows (in thousands, except Capacity Days and per Capacity Day data):		Six Months Ended Dec. 31, 2022
Total cruise operating expense		\$2,458,357
Marketing, general and administrative expense		753,818
<b>Gross Cruise Cost</b>		<b>\$3,212,175</b>
Less: Commissions, transportation and other expense		690,481
Less: Onboard and other expense		229,227
<b>Net Cruise Cost</b>		<b>\$2,292,467</b>
Less: Fuel expense		370,127
<b>Net Cruise Cost Excluding Fuel</b>		<b>\$1,922,340</b>
Less: Non-cash deferred compensation		1,399
Less: Non-cash share-based compensation		50,723
Less: Restructuring costs		12,140
<b>Adjusted Net Cruise Cost Excluding Fuel</b>		<b>\$1,858,078</b>
Capacity Days		9,948,281
<b>Gross Cruise Cost per Capacity Day</b>		<b>\$322.89</b>
<b>Net Cruise Cost per Capacity Day</b>		<b>\$230.44</b>
<b>Net Cruise Cost Excluding Fuel per Capacity Day</b>		<b>\$193.23</b>
<b>Adjusted Net Cruise Cost Excluding Fuel per Capacity Day</b>		<b>\$186.77</b>

# NON-GAAP RECONCILING INFORMATION

(UNAUDITED)

Net Debt and Net Leverage were calculated as follows	Year Ended December 31					
	2014	2015	2016	2017	2018	2019 <sup>1</sup>
Long-term debt	\$5,503,076	\$5,767,697	\$5,838,494	\$5,688,392	\$5,810,873	\$6,055,335
Current portion of long-term debt	576,947	629,840	560,193	619,373	681,218	746,358
<b>Total Debt</b>	<b>\$6,080,023</b>	<b>\$6,397,537</b>	<b>\$6,398,687</b>	<b>\$6,307,765</b>	<b>\$6,492,091</b>	<b>\$6,801,693</b>
Less: Cash and cash equivalents	84,824	115,937	128,347	176,190	163,851	252,876
<b>Net Debt</b>	<b>\$5,995,199</b>	<b>\$6,281,600</b>	<b>\$6,270,340</b>	<b>\$6,131,575</b>	<b>\$6,328,240</b>	<b>\$6,548,817</b>
<b>Adjusted EBITDA</b>	<b>\$877,852</b>	<b>\$1,226,915</b>	<b>\$1,444,432</b>	<b>\$1,657,354</b>	<b>\$1,897,742</b>	<b>\$1,935,020</b>
<b>Net Leverage</b>	<b>6.8x</b>	<b>5.1x</b>	<b>4.3x</b>	<b>3.7x</b>	<b>3.3x</b>	<b>3.4x</b>

(1) 2019 illustrative Net Leverage excluding approximately \$0.9 billion of debt related to Norwegian Encore, as there was minimal earnings contribution due to timing of ship delivery, is 3.0x.