



## New Drink Packages from Winter 2018

### 1. When can we book the new packages?

These new drink packages will be bookable from 11/12/2018.

### 2. When will these packages be available on board?

These packages will be served from the Winter 2018/2019 season. More specifically, please find below the first effective date for every ship:

CANVAS	SHIP	EFFECTIVE DATE
CANVAS	CARIBBEAN	MSC DIVINA 11/18/2018 - 3 <sup>rd</sup> winter cruise upon arrival to Miami
	CARIBBEAN	MSC SEASIDE 11/17/2018 - 3 <sup>rd</sup> winter cruise
	CARIBBEAN	MSC ARMONIA 11/17/2018 - 1 <sup>st</sup> winter cruise
	NORTHERN CARIBBEAN	MSC OPERA 11/20/2018 - 1 <sup>st</sup> winter cruise after crossing
	ANTILLES	MSC PREZIOSA 12/8/2018 - 1 <sup>st</sup> winter cruise after crossing
EMIRATES	MSC LIRICA	11/19/2018 - 1 <sup>st</sup> winter cruise after crossing
	MSC SPLENDIDA	12/8/2018 - 1 <sup>st</sup> winter cruise after crossing
MEDITERRANEAN	MSC MERAVIGLIA	11/17/2018 - 1 <sup>st</sup> winter cruise
	MSC MAGNIFICA	11/15/2018 - 3 <sup>rd</sup> winter cruise
	MSC SINFONIA	11/13/2018 - 3 <sup>rd</sup> winter cruise
SOUTH AMERICA	MSC FANTASIA	11/24/2018 - 1 <sup>st</sup> winter cruise after crossing
	MSC ORCHESTRA	11/26/2018 - 1 <sup>st</sup> winter cruise after crossing
	MSC POESIA	12/2/2018 - 1 <sup>st</sup> winter cruise after crossing
	MSC SEAVIEW	12/6/2018 - 1 <sup>st</sup> winter cruise after crossing

### 3. Which drinks are included in each package?

#### MEDITERRANEAN, NORTHERN EUROPE, EMIRATES AND ANTILLES (Euros)

	EASY PACKAGE	PREMIUM PACKAGE	PREMIUM PLUS PACKAGE	NON-ALCOHOLIC PACKAGE	NON-ALCOHOLIC CHILD PACKAGE
	Unlimited consumption of SELECTED drinks!	Unlimited consumption of ALL drinks priced up to € 10	Unlimited consumption of ALL drinks by the glass, with no price limit!	Unlimited non-alcoholic drinks for adults over 18 years old	Unlimited non-alcoholic drinks for children 3-17 years old
<b>AVAILABLE IN</b>					
All bars, self-service buffet, main restaurants	■	■	■	■	■
Specialty restaurants		■	■		
<b>DRINKS INCLUDED</b>					
<b>BEERS</b>					
Heineken draft beer	■	■	■		
All bottled and draft beers from the bar list		■	■		
<b>WINES</b>					
Selection of house wines by the glass: dry and sweet sparkling wine, Chardonnay, Bianco Sicilia, Cabernet Sauvignon, Merlot, Rosé wine	■	■	■		
All sparkling and white/red/rosé wines by the glass priced up to € 10		■	■		
Champagne, sparkling wines and white/red/rosé wines by the glass with no price limit			■		
<b>SPIRITS</b>					
Selection of house spirits: Bell's Whisky, Moskovskaya Vodka, Gordon's Gin, Captain Morgan Rum	■	■	■		
All standard and premium spirits priced up to € 10		■	■		
Connoisseurs' selection of spirits			■		
<b>COCKTAILS</b>					
Selected cocktails: Rum & Cola, Gin & Tonic, Vodka & Lemon, Whisky & Cola, Campary Orange, Screwdriver, Moscow Mule	■	■	■		
All cocktails priced up to € 10		■	■		
All cocktails with no price limit, including champagne cocktails			■		
<b>APERITIFS &amp; CORDIALS</b>					
All aperitifs: Crodino, Sanbitter, Campari Soda, Martini Vermouth, Aperol, Bitter Campari, Aperitivo Ramazzotti Rosato, Pastis 51, Ricard, Ouzo, Raki, Bacardi Breezer	■	■	■		
All bitters, sweet liqueurs, port and sherry		■	■		
<b>NON-ALCOHOLIC DRINKS</b>					
Full selection of non-alcoholic cocktails from the bar list	■	■	■	■	■
Bottled mineral water 1L/500ml	■	■	■	■	■
Premium mineral water 750ml		■	■	■	■
Selection of soft drinks (sodas, ice tea, energy drinks, flavored water)	■	■	■	■	■
Fresh fruit & vegetable cocktails		■	■		
<b>COFFEE BAR</b>					
Classic hot drinks (espresso, cappuccino, latte, hot tea...)	■	■	■	■	■
Hot and cold specialties with coffee / chocolate	■	■	■	■	■
<b>OTHERS</b>					
Soft serve ice cream	■	■	■	■	■
All drinks from theme bars (Pub, Mixology Bar, Champagne Bar)			■		
Mini-bar, room service menu and drinks ordered through room service			■		
30% discount on bottles of wine and champagne from our wine lists			■		

The contents of these packages may vary. New items not currently listed may be added, while some listed items may be removed, depending on ship's itinerary or current availability. Drink packages valid for onboard consumption.

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## CARIBBEAN, CUBA AND NORTH AMERICA (USD)

	EASY PACKAGE	PREMIUM PACKAGE	PREMIUM PLUS PACKAGE	NON-ALCOHOLIC PACKAGE	NON-ALCOHOLIC CHILD PACKAGE
	Unlimited consumption of SELECTED drinks!	Unlimited consumption of ALL drinks priced up to \$ 12!	Unlimited consumption of ALL drinks by the glass, with no price limit!	Unlimited non-alcoholic drinks for adults over 21 years old and 12 to 20 years old	Unlimited non-alcoholic drinks for children 3-11 years old
<b>AVAILABLE IN</b>					
All bars, self-service buffet, main restaurants	■	■	■	■	■
Specialty restaurants		■	■		
<b>DRINKS INCLUDED</b>					
<b>BEERS</b>					
Heineken draft beer	■	■	■		
Miller Lite bottled beer	■	■	■		
All bottled and draft beers from the bar list		■	■		
<b>WINES</b>					
Selection of house wines by the glass: Prosecco, Asti sweet sparkling wine, Chardonnay, Sauvignon Blanc, Merlot, Cabernet Sauvignon, White Zinfandel	■	■	■		
All sparkling and white/red/rosé wines by the glass priced up to \$ 12		■	■		
Champagne, sparkling wines and white/red/rosé wines by the glass with no price limit			■		
<b>SPIRITS</b>					
Selection of house spirits: Dewar's WL, Seagram's 7, Jim Beam, Bacardi, Beefeater, Smirnoff	■	■	■		
All standard and premium spirits priced up to \$ 12		■	■		
Connoisseurs' selection of spirits			■		
<b>COCKTAILS</b>					
Selected cocktails: Moscow Mule, Long Island Iced Tea, Cape Cod, Screwdriver, Greyhound, Seven & Seven, Bacardi & Coke, Smirnoff & Lemon, Beefeater & Tonic, Dewar's or Jim Beam & Coke	■	■	■		
All cocktails priced up to \$ 12		■	■		
All cocktails with no price limit, including champagne cocktails			■		
<b>APERITIFS &amp; CORDIALS</b>					
Vermouth	■	■	■		
All cordials and liqueurs		■	■		
<b>NON-ALCOHOLIC DRINKS</b>					
Full selection of non-alcoholic cocktails from the bar list	■	■	■	■	■
Bottled mineral water	■	■	■	■	■
Selection of soft drinks (sodas, ice tea, energy drinks, vitamin water)	■	■	■	■	■
Fresh fruit & vegetable cocktails		■	■		
<b>COFFEE BAR</b>					
Classic hot drinks (espresso, cappuccino, latte, hot tea...)	■	■	■	■	■
Hot and cold specialties with coffee / chocolate	■	■	■	■	■
<b>OTHERS</b>					
Soft serve ice cream	■	■	■	■	■
All drinks from theme bars (Pub, Mixology Bar, Champagne Bar)			■		
Mini-bar, room service menu and drinks ordered through room service			■		
30% discount on bottles of wine and champagne from our wine lists			■		

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## SOUTH AMERICA Ships homeporting in Brazil (USD)

	EASY PACKAGE	PREMIUM PACKAGE	PREMIUM PLUS PACKAGE	NON-ALCOHOLIC PACKAGE	NON-ALCOHOLIC CHILD PACKAGE
	Unlimited consumption of SELECTED drinks!	Unlimited consumption of ALL drinks priced up to \$ 10	Unlimited consumption of ALL drinks by the glass, with no price limit!	Unlimited non-alcoholic drinks for adults over 18 years old	Unlimited non-alcoholic drinks for children 3-17 years old
<b>AVAILABLE IN</b>					
All bars, self-service buffet, main restaurants	■	■	■	■	■
Specialty restaurants		■	■		
<b>DRINKS INCLUDED</b>					
<b>BEERS</b>					
Skol draft beer	■	■	■		
All bottled and draft beers from the bar list		■	■		
<b>WINES</b>					
Selection of house wines by the glass: Spumante Brut Magno, Spumante Dolce Moscato, Chardonnay Canti, Bianco Sicilia La Zolla, Saint-Louis Cabernet Sauvignon, Merlot Canti, Rosato Puglia La Zolla	■	■	■		
All sparkling and white/red/rosé wines by the glass priced up to \$ 10		■	■		
Champagne, sparkling wines and white/red/rosé wines by the glass with no price limit			■		
<b>SPIRITS</b>					
Selection of house spirits: Ballantine's Finest Whisky, Moskovskaya Vodka, Gordon's Gin, Captain Morgan Rum	■	■	■		
All standard and premium spirits priced up to \$ 10		■	■		
Connoisseurs' selection of spirits			■		
<b>COCKTAILS</b>					
Selected cocktails: Capirinha, Caipiroska, Sakerinha, Captain Morgan & Cola, Gordon's & Tonic, Moskovskaya & Lemon, Ballantine's & Cola	■	■	■		
All cocktails priced up to \$ 10		■	■		
All cocktails with no price limit, including champagne cocktails			■		
<b>APERITIFS &amp; CORDIALS</b>					
Vermouth	■	■	■		
Aperitifs: Aperol, Bitter Campari	■	■	■		
All bitters and sweet liqueurs		■	■		
<b>NON-ALCOHOLIC DRINKS</b>					
Full selection of non-alcoholic cocktails from the bar list	■	■	■	■	■
Bottled mineral water 500ml	■	■	■	■	■
Selection of soft drinks (sodas, ice tea, TNT Energy Drink, flavored water)	■	■	■	■	■
Fresh fruit & vegetable cocktails		■	■		
<b>COFFEE BAR</b>					
Classic hot drinks (espresso, cappuccino, latte, hot tea...)	■	■	■	■	■
Hot and cold specialties with coffee / chocolate	■	■	■	■	■
<b>OTHERS</b>					
Soft serve ice cream	■	■	■	■	■
All drinks from theme bars (Pub, Mixology Bar, Champagne Bar ...)			■		
Mini-bar, room service menu and drinks ordered through room service			■		
30% discount on bottles of wine and champagne from our wine lists			■		

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## SOUTH AMERICA Ships homeporting in Argentina (USD)

	EASY PACKAGE	PREMIUM PACKAGE	PREMIUM PLUS PACKAGE	NON-ALCOHOLIC PACKAGE	NON-ALCOHOLIC CHILD PACKAGE
	Unlimited consumption of SELECTED drinks!	Unlimited consumption of ALL drinks priced up to \$ 10	Unlimited consumption of ALL drinks by the glass, with no price limit!	Unlimited non-alcoholic drinks for adults over 18 years old	Unlimited non-alcoholic drinks for children 3-17 years old
<b>AVAILABLE IN</b>					
All bars, self-service buffet, main restaurants	■	■	■	■	■
Specialty restaurants		■	■		
<b>DRINKS INCLUDED</b>					
<b>BEERS</b>					
Heineken draft beer	■	■	■		
All bottled and draft beers from the bar list		■	■		
<b>WINES</b>					
Selection of house wines by the glass: Spumante Brut Magno, Spumante Dolce Moscato, Chardonnay Canti, Bianco Sicilia La Zolla, Saint-Louis Cabernet Sauvignon, Merlot Canti, Rosato Puglia La Zolla	■	■	■		
All sparkling and white/red/rosé wines by the glass priced up to \$ 10		■	■		
Champagne, sparkling wines and white/red/rosé wines by the glass with no price limit			■		
<b>SPIRITS</b>					
Selection of house spirits: Bell's Whisky, Moskovskaya Vodka, Gordon's Gin, Captain Morgan Rum	■	■	■		
All standard and premium spirits priced up to \$ 10		■	■		
Connoisseurs' selection of spirits			■		
<b>COCKTAILS</b>					
Selected cocktails: Capirinha, Caipiroska, Fernet & Cola, Captain Morgan & Cola, Gordon's & Tonic, Moskovskaya & Lemon, Bell's & Cola	■	■	■		
All cocktails priced up to \$ 10		■	■		
All cocktails with no price limit, including champagne cocktails			■		
<b>APERITIFS &amp; CORDIALS</b>					
Vermouth	■	■	■		
Aperitifs: Aperol, Bitter Campari	■	■	■		
All bitters and sweet liqueurs		■	■		
<b>NON-ALCOHOLIC DRINKS</b>					
Full selection of non-alcoholic cocktails from the bar list	■	■	■	■	■
Bottled mineral water 500ml	■	■	■	■	■
Selection of soft drinks (sodas, ice tea, Red Bull Energy Drink, flavored water)	■	■	■	■	■
Fresh fruit & vegetable cocktails		■	■		
<b>COFFEE BAR</b>					
Classic hot drinks (espresso, cappuccino, latte, hot tea...)	■	■	■	■	■
Hot and cold specialties with coffee / chocolate	■	■	■	■	■
<b>OTHERS</b>					
Soft serve ice cream	■	■	■	■	■
All drinks from theme bars (Pub, Mixology Bar, Champagne Bar ...)			■		
Mini-bar, room service menu and drinks ordered through room service			■		
30% discount on bottles of wine and champagne from our wine lists			■		

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#### 4. How does the pricing work?

The price of these new packages depends on the destination. Please see below a recap for all 5 packages. All prices are intended per day and per person.

NEW DRINK PACKAGES					
	EASY PACKAGE	PREMIUM PACKAGE	PREMIUM PLUS PACKAGE	NON-ALCOHOLIC PACKAGE	NON-ALCOHOLIC CHILD PACKAGE
<b>PRE-PAID PRICE</b>					
Caribbean, Cuba and North America	\$ 35 pp	\$ 62 pp	\$ 79 pp	\$ 29 pp	\$ 17 pp
Mediterranean, Northern Europe, Emirates and Antilles	\$ 35 pp	\$ 47 pp	\$ 62 pp	\$ 23 pp	\$ 17 pp
South America	\$ 35 pp	\$ 56 pp	\$ 66 pp	\$ 25 pp	\$ 17 pp

For MSC Grand Voyages the price is associated to the destination of the port of embarkation.

#### 5. What happens if my client wants to upgrade his package?

The client can easily upgrade from Easy to Premium and from Premium to Premium Plus before the cruise at the following prices:

	EASY PACKAGE		PREMIUM PACKAGE		PREMIUM PLUS PACKAGE
<b>PRE-PAID PRICE</b>					
Caribbean, Cuba and North America	EASY PACKAGE	+ \$ 27 pp/day	→	PREMIUM PACKAGE	+ \$ 17 pp/day → PREMIUM PLUS PACKAGE
Caribbean, Cuba and North America	EASY PACKAGE	+ \$ 44 pp/day	→ PREMIUM PLUS PACKAGE		
Mediterranean, Northern Europe, Emirates and Antilles	EASY PACKAGE	+ \$ 11 pp/day	→	PREMIUM PACKAGE	+ \$ 19 pp/day → PREMIUM PLUS PACKAGE
South America	EASY PACKAGE	+ \$ 21 pp/day	→	PREMIUM PACKAGE	+ \$ 10 pp/day → PREMIUM PLUS PACKAGE

You can book these upgrades for your clients by calling our Call Center. A 5% commission will be granted for every upgrade sold. The other upgrade combinations are only available on board.

#### 6. Do the drinks included vary depending on the ships, destinations or seasons?

Yes, there are the differences in package composition depending on ship's itinerary. For the MSC Grand Voyages, the price is associated to the destination of the port of embarkation.

#### 7. I've already purchased old drink packages for my client. What happens now?

The expired packages will be honored on board at the purchased sales price for any booking or option. So, nothing changes for your guests who have already booked an expired drink package, whatever the date of the cruise.

#### 8. What impact does it have on confirmed or option groups?

In case of confirmed or option groups, the conditions initially agreed upon will be granted on board. The new drink packages will affect only new group quotations.

#### 9. What drink package will be included in the Aurea Experience?

The Easy Package will be included for all cruises purchased with the Aurea Experience from 11/19/2018.

#### 10. What happens with the Mealtime Drink Package included in the MSC Grand Voyages offers?

For the 2018/19 season the current conditions remain unchanged until the last departures. For the 2019/20 season our MSC Grand Voyages cruises won't feature any drink package (effective from 1/1/2019).

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### **11. Do these new drink packages impact the MSC World Cruises?**

The MSC World Cruise 2019 and 2020 will keep their current offer, including mealtime package.

Upgrade options are available on board only from:

- Mealtime to All-Inclusive Restaurant & Bar drink package: € 9.50 pp/day (adult), € 3 pp/day (child)
- Mealtime to All-Inclusive Deluxe drink package: € 33.50 pp/day (adult), € 12 pp/day (child)

### **12. Are these packages available pre-cruise?**

Yes, and guests can save up to \$11 per person/per day by purchasing ahead.

### **13. What's my commission on these new drink packages?**

You will get a 5% commission on each drink package sold pre-cruise only if booked by you and not by the consumer.

### **14. What are the Terms and Conditions?**

The price of the package applies to each day of the cruise except for the day of disembarkation; the package cannot be purchased on a daily basis. Once activated on board, the package cannot be terminated and refunded. The packages must be booked by all guests occupying the same stateroom, or traveling together and wishing to eat at the same table, including minors who must book the Child version of the package. The packages are not obligatory for infants under 3 years old (i.e. who have not yet reached their 3rd birthday). The packages are only available for cruises with a duration of three (3) nights or more (except for South American cruises - no minimum number of nights is required).

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