



EXPRESSION OF INTEREST  
MACQUARIE 2 CRUISE TERMINAL

# CONTACTS

## TASPORTS COMMERCIAL & TRADE

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## Tasmanian Ports Corporation Pty Ltd (TasPorts)

ABN 82 114 161 938  
Telephone: 1300 366 742  
[www.tasports.com.au](http://www.tasports.com.au)

## REGISTERED OFFICE

90-110 Willis Street, Launceston  
PO Box 1060, Launceston 7250

## HOBART OFFICE

Level 6, Marine Board Building  
1 Franklin Wharf, Hobart  
GPO Box 202, Hobart 7001

## EOI CLOSING DATE AND TIME

**24 JULY 2026 AT 4.00PM**

TasPorts acknowledges the traditional owners of the land, sea and waterways surrounding the Port of Devonport. We pay our respects to elders past and present, and to the aboriginal community who continue to care for our country.

# DOCUMENT STRUCTURE

The expression on interest (EOI) consists of the following parts:

Part one	Introduction to EOI
Part two	EOI Conditions
Part three	Stallholder and Evaluation Criteria
Attachments	Attachment 1 – Hobart Cruise Ship Schedule
	Attachment 2 – EOI Application Form

# PART 1 - INTRODUCTION TO EOI

Tasmanian Ports Corporation Pty Ltd (TasPorts) is a state-owned company, responsible for eleven Tasmanian ports and the Devonport Airport.

## 1. INTRODUCTION

Tasmania has grown to be a successful and popular cruise ship destination and has recognised significant growth in cruise ship visits over the past decade.

Building on the success of the post-pandemic seasons, the 2026–27 cruise season positions Tasmania to further strengthen its role as a premier cruise destination in the Southern Hemisphere.

The vibrant capital city of Hobart is also Tasmania’s primary cruise ship destination accounting for around half of Tasmania’s overall cruise ship visits. The 2026-2027 Hobart cruise season is due to commence in early November 2026 and conclude in April 2027, with over 50 cruise ships carrying approximately 105,000 passengers and 40,000 crew forecast to visit during the season.

A list of current cruise vessel bookings for Hobart for the 2026-2027 season is included in Attachment 1 to this document. The live bookings can be viewed at: [www.tasports.com.au/hobart-schedule](http://www.tasports.com.au/hobart-schedule) (select ‘cruise’ tab at top).

### MACQUARIE WHARF NO. 2 CRUISE TERMINAL

Located within 800m of Hobart's CBD, Macquarie Wharf No. 2/3 at the Port of Hobart is the primary cruise ship arrival point and home to the Macquarie Wharf No. 2 (MAC 02) Cruise Terminal.

Additional cruise ships are accommodated at the adjacent multi-user berth at Macquarie Wharf No. 4/5.

The MAC 02 Cruise Terminal provides cruise passengers and crew with an efficient processing space and high level of service and amenity to contribute to a positive arrival experience.

Within the terminal, essential passenger services are offered, including seating, amenities, WIFI, passenger meeting point for tours and the public, meet and greet services and visitor information.

A limited amount of space within the Cruise Terminal has been designated towards the establishment of retail space for the provision of goods or services which provide value and relevance to Cruise Ship passengers and crew.

These retail and services spaces are being made available to the public via this Expressions of Interest (EOI) Process. Successful applicants will be invited to establish a presence as short-term tenants in the MAC 02 Cruise Terminal for the 2026-27 and 2027-28 cruise ship seasons.

## 2. ANTICIPATED COMMENCEMENT DATE

It is anticipated that successful applicants will commence their stallholder leases in November 2026 prior to the commencement of the 2026-27 cruise ship season.

## 3. TERM OF STALL LEASE

A stall lease will be for the 2026-27 and the 2027-28 cruise ship seasons and may be extended for a further period of 1 year, by mutual agreement of the parties.

## 4. POINT OF CONTACT

All enquiries regarding this EOI are to be formally lodged by e-mail and addressed to:

ATTENTION: TasPorts Commercial & Trade

Ph: 1300 366 742

E-mail: [commercial@tasports.com.au](mailto:commercial@tasports.com.au)

Any unauthorised communication by an applicant with any other employee or agent of TasPorts may lead to a submission being rejected.

## LODGEMENT OF THE APPLICATION

Applications must be lodged in Microsoft Word format no later than **4.00 pm** Launceston Local Time **on 24 July 2026**

The lodgement address for applications is: [commercial@tasports.com.au](mailto:commercial@tasports.com.au)

# PART 2 - EOI CONDITIONS

## 1. Application conditions

The provisions set out in this Part 2 govern the EOI process. By lodging an EOI, an applicant agrees to be bound by these EOI Conditions.

## 2. Information Provided

All information provided by TasPorts is provided in good faith to assist prospective applicants to assess the opportunity. TasPorts makes no warranties, guarantees or representations in relation to the completeness, accuracy or adequacy of any information provided.

Applicants must make their own independent assessments of actual workload, stock or equipment required to operate a stall during the cruise season.

## 3. No contract or undertaking

No contractual relationship or other obligation arises between TasPorts and any applicant unless and until a formal contract is signed by both parties.

No representation made by or on behalf of TasPorts during the EOI process binds TasPorts unless the representation is subsequently included expressly as part of a contract.

## 4. Ownership of proposal submission documents

All submissions become the property of TasPorts on submission. TasPorts may reproduce all or any part of a submission for any purpose related to this EOI or evaluation.

## 5. Conflict of interest

Where an applicant has a potential or actual Conflict of Interest—such as being an associate of any TasPorts employee or being aware of any TasPorts employee who has an interest in its business—it must clearly identify and detail that Conflict of Interest in its submission. If a Conflict of Interest arises at any time, including after submission, the applicant must immediately notify the Tasports Representative in writing. If any conflict of interest is identified at any time before entering into a lease, TasPorts may, in its absolute discretion:

- enter into discussions to seek to resolve such conflict of interest,
- disregard the application, or
- take any other action, as it considers appropriate to overcome the perceived conflict.

## 6. Disclosure of information

TasPorts will treat any information that the applicant provides as confidential.

## 7. Evaluation process

Applications will be assessed against the Stallholder Criteria (Part 3) by a panel drawn from TasPorts, City of Hobart, Destination Southern Tasmania (DST) and Tourism Tasmania.

## 8. Reservations

TasPorts reserves the right at its absolute discretion to do any one or more of the following things at any time:

- (a) Discontinue or suspend the EOI process;
- (b) Extend the closing date and time of this EOI and any other time or date for all or any applicant;
- (c) Amend this EOI and the basis on which responses are required, evaluated or accepted;
- (d) Negotiate with any one or more applicant;
- (e) Determine the number of organisations with whom it will contract;
- (f) Accept or reject any or all responses at any time for any reason;
- (g) Accept non-compliant responses including incomplete responses;
- (h) Negotiate with any person who is not an applicant and enter into a contract on such terms as it determines; and
- (i) Not attribute any reasons for any actions or decisions taken including in respect of the exercise of any or all of the above mentioned rights.

## 9. Appointment of successful stallholder applicants and Execution of Leases

Successful applicants will be notified in writing via email. Successful applicants will be required to enter into a formal lease with TasPorts, to be negotiated between the parties. TasPorts will provide a draft lease for review.

## 10. Liability

No representation made by or on behalf of TasPorts during the EOI process binds TasPorts unless the representation is subsequently included expressly as part of a contract.

TasPorts is not liable for any error or omission in this EOI.

TasPorts is not responsible for and will not compensate any applicant for any costs (whether direct or indirect) incurred by the applicant or any other person in connection with:

- (a) the preparation, submission or presentation of a submission; or
- (b) responding to any request for clarification.

## 11. Late Submissions

Late submissions will not be considered unless TasPorts is of the view that:

- (a) circumstances beyond the applicant's control were the cause of the lateness; and
- (b) the consideration of the late submission will not compromise the integrity of the EOI process or provide any unfair advantage to the applicant lodging the late submission.

Late submissions that are not accepted will be marked with the time and date of receipt, and the applicant will be notified by email.

## 12. Late Submissions

During the assessment process, the applicant may be required to provide additional information or clarification. The applicant must comply with any such requests within the time frame specified by TasPorts.

# PART 3 - STALLHOLDER AND EVALUATION CRITERIA

## 1. Stall Criteria

To be eligible to operate a retail or service stall within the MAC 02 Cruise Terminal during the 2026–27 and 2027-2028 Hobart cruise seasons, applicants must meet the following operational and product/service-related requirements:

- **Public Liability Insurance**  
The applicant must hold, or be able to obtain, a certificate of public liability insurance to the value of \$20 million.
- **Relevance to Cruise Market**  
Products or services must be well-suited to the needs and interests of cruise ship passengers and crew.
- **Product Quality and Local Focus**  
Merchandise must be of high quality and promote Tasmanian or Australian-made goods. Preference will be given to applicants offering authentic Tasmanian products and supporting local suppliers.
- **Non-Competition with Onboard Offerings**  
Stalls must not offer goods or services that directly compete with those available on board the cruise ships. Independent tour products or sales are not permitted within the cruise terminal.
- **Portable and Flexible Infrastructure**  
Stalls must be fully portable and easily moved in and out of the terminal by the retailer. All infrastructure must be stored offsite when the terminal is required for operational purposes or booked for an event.
- **Same-Day Setup and Pack Down**  
All stock and display materials must be brought in and set up on the day of each cruise visit removed at the end of the day. Cash floats and safes must not be left in the terminal when the stall is not operating.
- **Operational Commitment and Flexibility**  
Stalls must be operated consistently for all cruise ship visits (exceptions may be considered for smaller expedition vessels). Preference will be given to retailers who can trade during standard hours (9am – 5pm), including weekends and public holidays, and outside these hours when ships arrive early or depart late.
- **Awareness of Terminal Activity**  
Applicants should understand that activity levels in the terminal vary throughout the day. The busiest periods are typically during passenger disembarkation and in the hours prior to ship departure. Proposals should reflect an awareness of these peak times.

While every effort will be made to avoid selecting stallholders with directly competing offerings, some overlap may occur. TasPorts reserves the right to reject applications where a proposed offering significantly duplicates another applicant's business or offerings.

## 2. Evaluation Criteria

Applications will be assessed by a panel comprising representatives from TasPorts, City of Hobart, Destination Southern Tasmania, and Tourism Tasmania. The panel will evaluate submissions based on the following:

- **Insurance Compliance**  
Confirmation that the applicant holds, or can obtain, public liability insurance valued at \$20 million.
- **Relevant Experience**  
Demonstrated experience in managing and delivering retail or service offerings of a similar nature.
- **Quality and Suitability of Offering**  
Alignment of the proposed goods or services with cruise passenger interests, with consideration given to quality and use of local or Australian products.
- **Operational Capability**  
The applicant's capacity to meet setup, pack-down, and trading requirements across the season, including flexibility for extended hours and varying cruise schedules.

# ATTACHMENT ONE

## HOBART CRUISE SHIP SCHEDULE 2026-27

Vessel	Arrival date	Departure date	Pax capacity (max.)	Crew capacity (max.)
CELEBRITY SOLSTICE	2/11/2026 8:00	2/11/2026 18:00	3420	100
GRAND PRINCESS	27/11/2026 6:00	27/11/2026 23:00	3122	1150
VIKING VENUS	27/11/2026 7:00	27/11/2026 16:00	930	465
AZAMARA PURSUIT	7/12/2026 8:00	7/12/2026 18:00	774	400
SILVER MOON	7/12/2026 8:00	8/12/2026 23:00	691	408
CARNIVAL SPLENDOR	10/12/2026 8:00	10/12/2026 18:00	3619	1150
NORWEGIAN SPIRIT	14/12/2026 7:00	14/12/2026 16:00	2414	912
CELEBRITY EDGE	14/12/2026 8:00	14/12/2026 17:00	3521	1377
GREG MORTIMER	15/12/2026 7:00	15/12/2026 18:00	160	74
VIKING VENUS	15/12/2026 11:00	15/12/2026 18:00	930	465
NOORDAM	17/12/2026 7:00	18/12/2026 6:00	2366	820
GRAND PRINCESS	19/12/2026 6:00	19/12/2026 23:00	3122	1150
VIKING VENUS	25/12/2026 7:00	25/12/2026 16:00	930	465
SEVEN SEAS EXPLORER	26/12/2026 7:00	26/12/2026 18:00	829	552
AZAMARA PURSUIT	28/12/2026 8:00	29/12/2026 23:00	774	400
SILVER MOON	28/12/2026 8:00	29/12/2026 18:00	691	408
NOORDAM	30/12/2026 7:00	30/12/2026 23:00	2366	820
SEVEN SEAS EXPLORER	3/01/2027 8:00	3/01/2027 20:00	829	552
NOORDAM	7/01/2027 7:00	7/01/2027 17:00	2366	820
NORWEGIAN SPIRIT	8/01/2027 8:00	8/01/2027 16:00	2414	912
VIKING VENUS	12/01/2027 11:00	12/01/2027 18:00	930	465
VIKING ORION	16/01/2027 7:00	16/01/2027 16:00	928	465
SILVER MOON	19/01/2027 13:00	20/01/2027 18:00	691	408
VIKING VENUS	22/01/2027 7:00	22/01/2027 16:00	930	465
NORWEGIAN SPIRIT	23/01/2027 8:00	23/01/2027 16:00	2414	912
GRAND PRINCESS	25/01/2027 6:00	25/01/2027 21:00	3122	1150
NOORDAM	27/01/2027 7:00	27/01/2027 17:00	2366	820
ROYAL PRINCESS	1/02/2027 6:00	1/02/2027 21:00	4272	1350
AZAMARA PURSUIT	1/02/2027 8:00	2/02/2027 18:00	774	400
RIVIERA	3/02/2027 8:00	3/02/2027 18:00	1447	800
VIKING ORION	3/02/2027 11:00	3/02/2027 18:00	928	465
NOORDAM	4/02/2027 7:00	4/02/2027 17:00	2366	820
VIKING VENUS	9/02/2027 11:00	9/02/2027 18:00	930	465
SILVER MOON	10/02/2027 8:00	11/02/2027 22:00	691	408
RIVIERA	11/02/2027 8:00	11/02/2027 18:00	1447	800

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VIKING ORION	13/02/2027 7:00	13/02/2027 16:00	928	465
AZAMARA QUEST	17/02/2027 7:30	17/02/2027 22:00	794	408
VIKING VENUS	19/02/2027 7:00	19/02/2027 16:00	930	465
ROYAL PRINCESS	23/02/2027 6:00	23/02/2027 21:00	4272	1350
NOORDAM	24/02/2027 7:00	24/02/2027 17:00	2366	820
ANTHEM OF THE SEAS	3/03/2027 8:00	3/03/2027 18:00	4825	1300
VIKING ORION	3/03/2027 11:00	3/03/2027 18:00	928	465
NOORDAM	4/03/2027 7:00	4/03/2027 17:00	2366	820
VIKING VENUS	9/03/2027 11:00	9/03/2027 18:00	930	465
CORAL PRINCESS	11/03/2027 6:00	11/03/2027 17:00	2390	895
SEABOURN QUEST	12/03/2027 12:00	13/03/2027 23:00	540	330
MSC MAGNIFICA	12/03/2027 13:00	13/03/2027 18:00	3007	1038
ROYAL PRINCESS	16/03/2027 6:00	16/03/2027 21:00	4272	1350
ROYAL PRINCESS	22/03/2027 6:00	22/03/2027 21:00	4272	1350
NOORDAM	24/03/2027 7:00	24/03/2027 17:00	2366	820
ANTHEM OF THE SEAS	25/03/2027 8:00	25/03/2027 18:00	4825	1300
CELEBRITY EDGE	9/04/2027 8:00	9/04/2027 17:00	3521	1377
CELEBRITY EDGE	18/04/2027 8:00	18/04/2027 17:00	3521	1377

**NOTES:**

*Schedule for the 2026-27 developed from bookings at 18/06/2026 and subject to change.*

*Schedule for the 2027-28 will be confirmed and published in March/April 2027.*

*ETA reflects Pilot boarding time and is approximately 45 mins – 1 hour prior to time vessel will be alongside at the berth. Passengers are required to be back on board around 30 mins prior to ETD time.*

*Passenger and crew capacity are based on the maximum published capacity of the vessel.*

# ATTACHMENT TWO

## EOI APPLICATION FORM

Applicants must provide all of the information requested in this Application Form and return it to [commercial@tasports.com.au](mailto:commercial@tasports.com.au). Applications must be lodged in Microsoft Word format no later than **4.00 pm AEST on 24 July 2026**.

### 1. Applicant Details

Business / Trading Name : \_\_\_\_\_

Proposed Stall Name : \_\_\_\_\_

Contact Person : \_\_\_\_\_

Phone Number : \_\_\_\_\_

Email Address : \_\_\_\_\_

Website (if applicable) : \_\_\_\_\_

ABN : \_\_\_\_\_

Business Address : \_\_\_\_\_

Is your business Tasmanian-based?  Yes  No

How long has your business been operating? \_\_\_\_\_

Public Liability Insurance (\$20 million)  Yes  Will obtain

### 2. Proposed Retail or Service Offering

Description of products/services to be offered

\_\_\_\_\_

\_\_\_\_\_

Are your offerings relevant to cruise passengers and crew?

Yes  No

How does your offering benefit cruise passengers and/or crew?

\_\_\_\_\_

\_\_\_\_\_

Describe how your offering meets the high-quality and local product focus

\_\_\_\_\_

\_\_\_\_\_

Does your offering compete with onboard cruise ship services or include independent tour sales?

No  Yes (not permitted)

**3. Stall Setup and Requirements**

Approximate stall dimensions

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Description of stall setup/display

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Is your stall setup fully portable and able to be moved/stored offsite by you?

Yes  No

Can all stock, cash floats, and materials (excluding stall infrastructure) be brought in and removed each day of operation?

Yes  No

What services (e.g., power, water) are required for your stall?

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Please detail any special infrastructure or operational requirements

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**4. Operational Capacity and Experience**

Are you available to trade on all cruise ship days (including weekends/public holidays)?

Yes  No  Partial

Planned operating hours on cruise ship days

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Are there specific dates you are unavailable to trade?

No  Yes – please list:

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Are there specific ship types or sizes you are unable to service?

No     Yes – please advise:

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Please outline your stall management approach (e.g. setup, pack-down, staffing levels):

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Briefly outline your experience in operating similar retail or service offerings, including locations, scale, and duration:

**5. Additional Information**

Briefly inform any other additional information of which you would like TasPorts to be aware which demonstrate your ability to meet the Stall Criteria

**6. Supporting Materials (optional)**

You may attach the following to support your application:

- Photos of stall setup or product samples
- Product lists or menus
- Business profile or capability statement
- Insurance certificate (if held)

**Declaration**

I declare that the information provided in this application is true and correct to the best of my knowledge.

Signature \_\_\_\_\_

Date \_\_\_\_\_