## U.S.-Cuba Trade and Economic Council, Inc.

New York, New York Telephone (917) 453-6726 • E-mail: <u>council@cubatrade.org</u>

Internet: <a href="http://www.cubatrade.org">http://www.cubatrade.org</a> • Twitter: <a href="mailto:@CubaCouncil">@CubaCouncil</a>
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As Of 11 July 2017, The Three Largest United States Cruise Lines Could For 2017/2018/2019: Deliver 434,000 Passengers To Cuba 272 Sailings To Cuba US\$585 Million In Gross Revenues To The Companies US\$60 Million Spent In Cuba By Passengers US\$17 Million In Port Fees To Cuba

And, transporting, housing, and feeding those potential passengers could mean an additional **US\$125+ Million** to United States airlines and **US\$5+ million** to hotels and restaurants located in South Florida. Gross United States airline revenues for 2017, excluding the cruise-related revenues, are projected to be US\$172 million for United States-Republic of Cuba routes.

The three (3) largest United States-based cruise lines have announced more than 272 itineraries amongst their brands for the 2017, 2018 and 2019 sailing seasons which include the Republic of Cuba. Additional itineraries are expected to be announced. And, smaller cruise lines are also operating in the Republic of Cuba marketplace.

Miami, Florida-based Norwegian Cruise Lines Holdings Ltd Miami, Florida-based Carnival Corporation & plc Miami, Florida-based Royal Caribbean Cruises Ltd

In 2016, the three cruise lines combined operated a fleet of approximately 144 vessels, managed approximately 14 brands, earned approximately US\$28.8 billion in gross revenues, and employed approximately 218,000 men and women.

If each vessel sails at capacity, a total of more than 434,000 passengers will visit the Republic of Cuba from 2017 through 2019.

The gross revenues to the cruise lines from the 272 Republic of Cuba sailings would be projected to exceed US\$585 million from 2017 through 2019.

The 434,000 passengers would be projected to spend approximately US\$60 million while in the Republic of Cuba [approximately US\$140.00 per person in expenditures and organized/non-organized excursions including cost(s) for tour(s), meals (government-operated and privately-operated), ground transportation (privately-operated classic car tours), sundries and souvenirs (including spirits, coffee, tobacco, artwork and crafts)]. Some passengers could spend considerably more (cigars for example) given the United States duty-free personal exemption of US\$800 per person.

Vessel port charges in the Republic of Cuba may exceed US\$17 million, ranging up to approximately US\$79,000.00 for the largest vessels (684-passenger to 2,052-passenger).