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

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

Internet: http://www.cubatrade.org • Twitter: http://www.facebook.com/uscubatradeandeconomiccouncil LinkedIn: www.facebook.com/uscubatradeandeconomiccouncil-inc-tube LinkedIn: www.facebook.com/uscubatradeandeconomiccouncil LinkedIn: www.facebook.com/uscubatradeandeconomiccouncil LinkedIn: www.facebook.com/uscubatradeandeconomiccouncil LinkedIn: www.facebook.com/uscubatradeandeconomiccouncil-inc-tube LinkedIn: www.facebook.com/uscubatradeandeconomiccouncil-inc-tube LinkedIn: www.facebook.com/uscubatradeandeconomiccouncil-inc-tube LinkedIn: www.facebook.com/uscubatradeandeconomiccouncil-inc-tube LinkedIn: <a href="http://www.facebook.com/uscubatradeandeconomiccouncil-inc-tube) LinkedI

Cuba Becoming A Billion Dollar Travel Marketplace For The U.S. U.S. Cruise Lines Add Capacity, Revenue From Cuba, Revenue To Cuba U.S. Airlines Gain From Cruise Passengers

As of 4 December 2017, with an additional 115,474 potential passengers (43,384 from changes to vessels and 72,090 from forty-five (45) new itineraries that include the Republic of Cuba) by Miami, Florida-based Royal Caribbean Cruises Ltd, cruise lines operating from the United States could for the cumulative period 2017/2018/2019:

Deliver 570,000+ Passengers To Cuba 335+ Sailings To Cuba US\$761+ Million In Gross Revenues To The Companies US\$80+ Million Spent In Cuba By Passengers US\$21+ Million In Port Fees To Cuba

US\$228+ Million To U.S. Airlines US\$105+ Million Hotels/Restaurants/Ground Transportation In Florida

Transporting, housing, and feeding these 570,000+ travelers could result in an additional US\$228+ Million to United States airlines transporting passengers to South Florida port gateways and US\$105+ million to hotels, restaurants and ground transportation services located in South Florida.

The three (3) largest cruise lines (through their multiple brands Oceana Cruises, Azamara Club Cruises, Regent Seven Seas Cruises, and Holland America Line among others) and smaller cruise lines (through their multiple brands) have approximately 335 itineraries which include the Republic of Cuba for the cumulative 2017, 2018 and 2019 sailing seasons. Additional itineraries are expected. The largest three:

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

NOTE: In 2016, the three-largest 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, more than 570,000 passengers would visit the Republic of Cuba from 2017 through 2019.

The gross revenues to the cruise lines from the approximately 335 sailings that include the Republic of Cuba could cumulatively exceed US\$761 million for the period 2017 through 2019.

The 570,000 passengers would be projected to spend approximately US\$80+ million while in the Republic of Cuba [averaging 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 (alcohol, cigars and coffee 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\$21 million, ranging up to approximately US\$79,000.00 for the largest vessels (684-passenger to 2,744-passenger).