



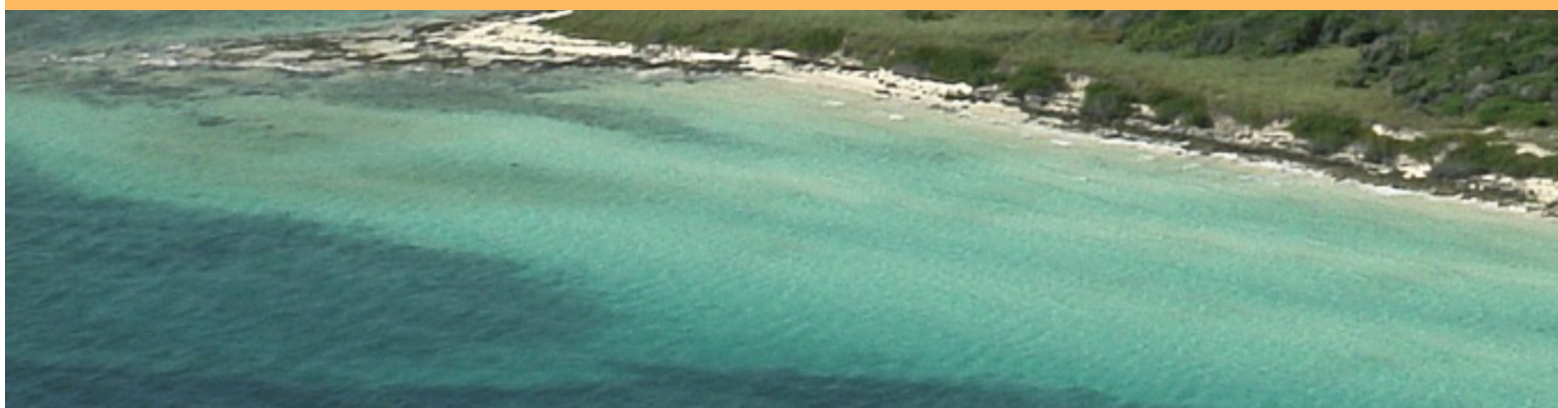
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Hotel management and marketing contracts

At the end of march 2015, in Cuba were operating 18 foreign management offices that manage over 35 892 rooms, which are covered by 69 hotel management and marketing contracts, representing 57.1 % of the total existing rooms in the country and 85.1 % of all 4 and 5 start-rooms. Of them, 30 belong to Gaviota, 18 to Cubanacán and 21 to Gran Caribe. In order to further enhance this modality, details of 63 facilities that may be subject to management and marketing by foreign management offices are provided.

For these hotels in operation it is foreseen the possibility of including financing from the MANAGEMENT for reconstruction of the facility.

MANAGEMENT AND MARKETING IN EXISTING HOTEL FACILITIES							
Entity	Province	Tourist Pole	Installation	Product	Category	Nº of rooms	
Gran Caribe	La Habana	Monte Barreto	Complex Neptuno-Tritón	City	3*	266 + 266	
		Centro Tradicional	Deauville	City	3*	144	
		La Habana	Hotel Riviera	Hotel	4*	352	
		La Habana	Hotel Inglaterra	Hotel	4*	83	
		La Habana	Hotel Deauville	Hotel	3*	144	
		La Habana	Complex Atlántico-Villa los Pinos	Villa los Pinos (home)	3*	118, of them 92 hotels	
	Mayabeque	La Habana	Villa Trópico	Villa	3*	154	
	Varadero	Varadero	Kawama	Beach	4*	336	
		Varadero	Villa Tortuga	Beach	3*	292	
		Cienfuegos	Cienfuegos	La Unión	City	4*	49
		Cienfuegos	Cienfuegos	Complex Rancho Luna-Faro Luna	City	3*	222 + 46
		Cienfuegos	Cienfuegos	Jagua	City	4*	149
		Cienfuegos	Cienfuegos	Complex Jagua	Hotel	4*	239
				Complex Rancho Luna-Faro Luna	Hotel	3*	268



MANAGEMENT AND MARKETING IN EXISTING HOTEL FACILITIES

Entity	Province	Tourist Pole	Installation	Product	Category	N° of rooms
Cubanacán	La Habana	Playas del Este	Tropicoco	Beach	2*	188
		Monte Barreto	Chateau Miramar	City	4*	50
		Marina Hemingway	Acuario y villas	Nautical	3*	381
		Marina Hemingway	El Viejo y El Mar	Nautical	3*	190
	La Habana	La Habana	Comodoro	City	3*	283
	La Habana	La Habana	Copacabana	City	3*	168
	La Habana	La Habana	Acuario	City	3*	135
	La Habana	La Habana	Tropicoco	Beach	2*	188
	Matanzas	Ciénaga de Zapata	Playa Girón	Beach Nature	2*	282
	Sancti Spiritus	Trinidad-Ancón	Club Amigo Costa Sur	Beach	3*	132
Sancti Spiritus	Trinidad	Club Amigo Ancón	Beach	3*	279	
Sancti Spiritus	Trinidad	Brisas Trinidad del Mar	Beach	4*	249	
Ciego de Ávila	Cayo Coco	Colonial	Beach	5*	458	
Ciego de Ávila	Cayo Coco	Talasoterapia Center	Beach Quality life	-	-	
Camagüey	Santa Lucia	Brisas Sta Lucia	Beach	3*	412	
Camagüey	Santa Lucia	Gran Club Santa Lucia	Beach	3*	252	
Camagüey	Santa Lucia	Mayanabo	Beach	3*	225	
Camagüey	Santa Lucia	Caracol	Beach	3*	150	
Las Tunas	Covarrubias	Brisas Covarrubias	Beach	4*	180	
Holguín	Guardalavaca	Atlántico Guardalavaca	Beach	3*	746	
Granma	Granma	Marea del Portillo	Beach	3*	285	
Santiago de Cuba	Santiago de Cuba	Club Amigo Carisol Los Corales	Beach	3*	310	
Santiago de Cuba	Santiago de Cuba	Versalles	City	3*	72	
Santiago de Cuba	Santiago de Cuba	Casa Granda	City	4*	58	
Santiago de Cuba	Santiago de Cuba	Brisas Sierra Mar	Beach	4*	200	
Santiago de Cuba	Santiago de Cuba	Brisas Los Galeones	Beach	4*	34	

MANAGEMENT AND MARKETING IN EXISTING HOTEL FACILITIES						
Entity	Province	Tourist Pole	Installation	Product	Category	N° of rooms
ISLAZUL	La Habana	La Habana	Hotel Lincoln	city	2*	136
	La Habana	La Habana	Hotel Colina	city	2*	80
	La Habana	La Habana	Hotel Bella Habana Aeropuerto	city	3*	88
	La Habana	La Habana	Hotel Paseo Habana	city	3*	30
	La Habana	La Habana	Aparta hotel Terrazas-Atlántico	beach	2*	291
	Matanzas	Matanzas	Hotel Club Karey	beach	3*	133
	Villa Clara	Villa Clara	Hotel Elguea	nature	2*	135

MANAGEMENT CONTRACTS OF MARINAS SERVICES		
Entity	Tourist Marinas (Entry ports)	Province
MARLIN	Dársena Varadero	Matanzas
	Marina Cayo Largo	Isla de la Juventud
	Nautical sports (No entry ports)	
	Marina Tarará	La Habana
	Marina Trinidad	Sancti Spíritu
	Marina Colony	Isla de la Juventud
	Marina Cayo Guillermo	Ciego de Ávila
	Marina Santa Lucía	Camagüey
	Marina Guardalavaca	Holguín