



**CubaForGroups**

By Viajes & Representaciones, S.L

D.M.C

# SERVICES PRESENTATION





# COMPANY INTRODUCTION

CUBA FOR GROUPS is a top-leading and full-service provider of DMC (Destination Management Company) and Incoming Operator services. We specialize in delivering first-class travel services for MICE (Meetings, Incentives, Conferences, and Exhibitions) and LEISURE clients. Our head office is in Madrid, Spain, but our operations and our own DMC office and staff are based in Havana.







# COMPANY INTRODUCTION

Our experienced and multilingual project managers design the best tailor-made offers and programs with unique experiences and stunning ideas to make your project successful and unforgettable with the highest standards available in Cuba today.

---



# Products or Services

Meet & Greet Assistance at Airports

- Personalized reception and assistance at the airport with the multilingual staff.





# Products or Services

## VIP Lounge at the Airport

- Access to VIP lounges for a more comfortable and exclusive travel experience.





# Products or Services

Tailor-made Programs & Itineraries for MICE & LEISURE Groups

- Designing customized itineraries according to the group's needs and preferences.
- Multi-room facilities for conferences and events in various formats, accommodating up to 300 people.

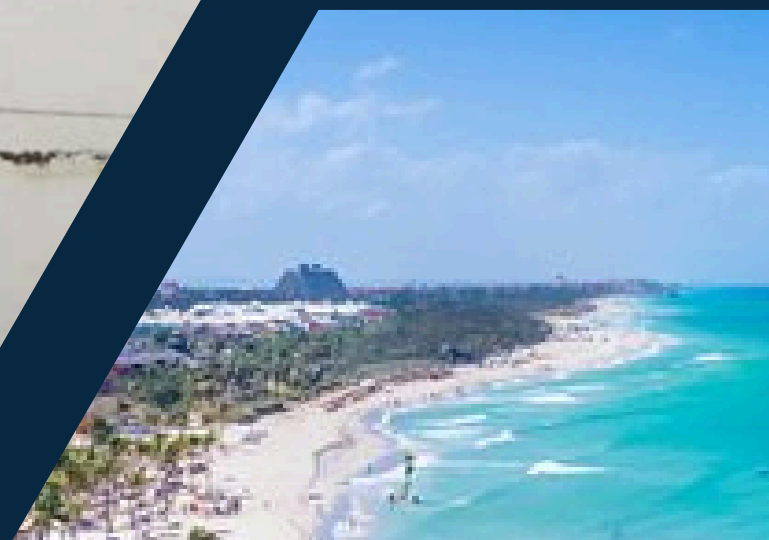




# Products or Services

Round Tour Programs / Circuits Tour for LEISURE Groups

- Circular tour itineraries to discover the best of Cuba.





# Products or Services

Round Tour Programs / Circuits Tour for LEISURE Groups





# Products or Services

Accommodation in the Best 4 and 5-Star Hotels & Beach Resorts

- Selection of high-end accommodation in top hotels and resorts.
- Welcome guests with a complimentary welcome cocktail and express check-in

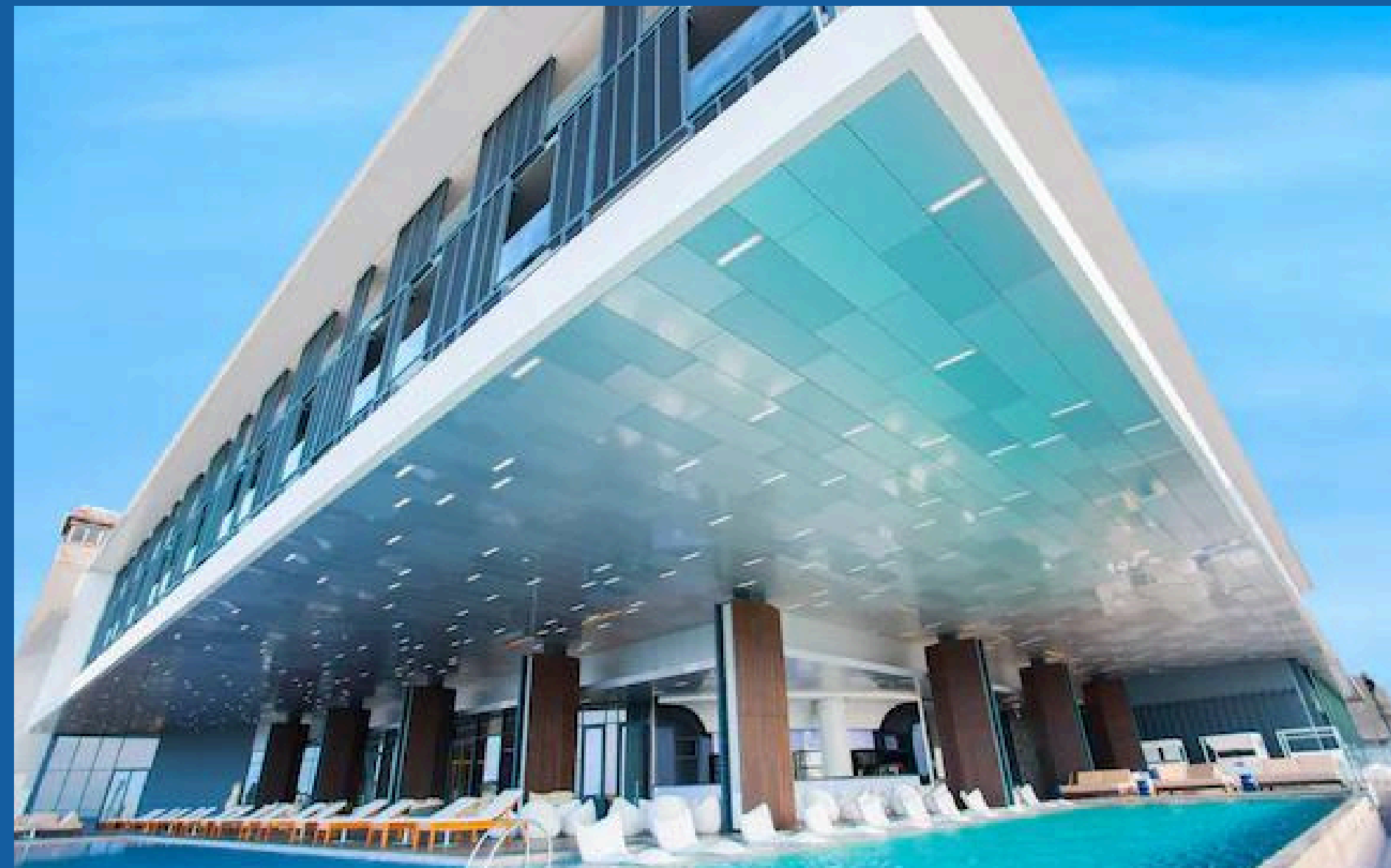




# Products or Services

The best value for money 5\* hotels in HAVANA

IBEROSTAR GRAND PACKARD





# Products or Services

The best value for money 5\* hotels in HAVANA

IBEROSTAR SELECTION PARQUE CENTRAL





# Products or Services

The best value for money 5\* hotels in HAVANA

ROYALTON PASEO HABANA

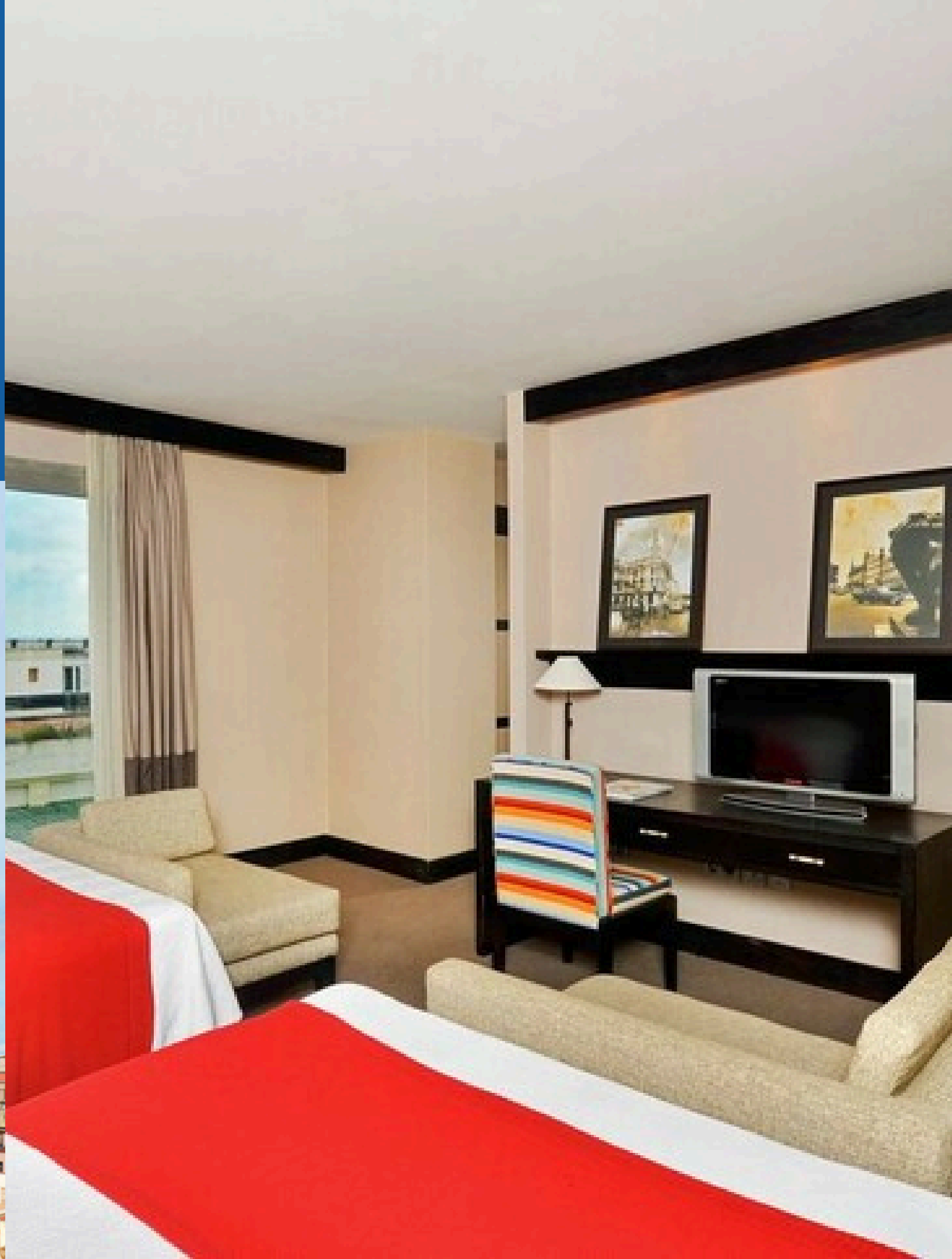




# Products or Services

The best value for money 5\* hotels in HAVANA

IBEROSTAR MARQUES DE LA TORRE





# Products or Services

The best value for money 5\* hotels in HAVANA

IBEROSTAR SELECTION HABANA





# Products or Services

The best value for money 4\* hotels in HAVANA

HOTEL NACIONAL DE CUBA

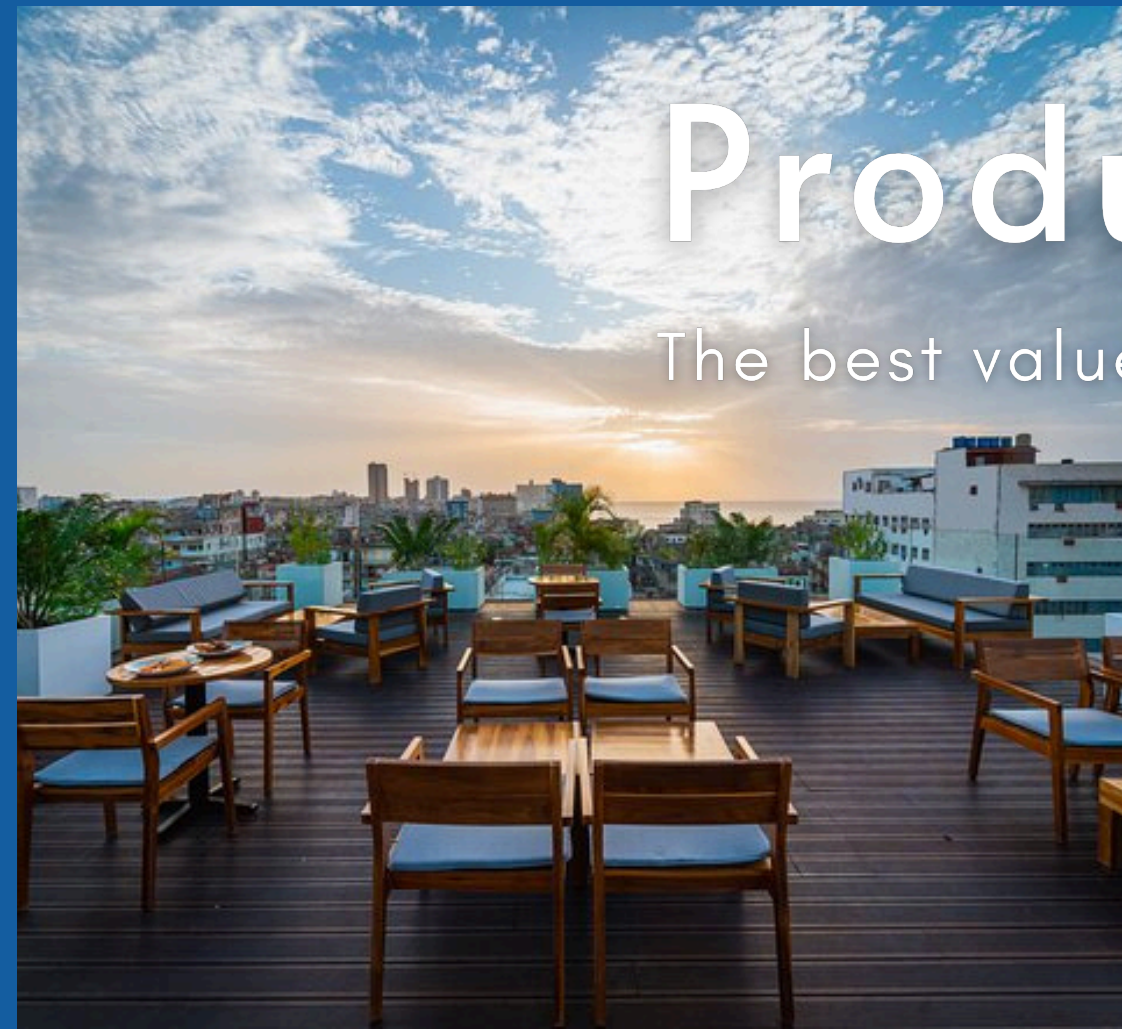




# Products or Services

The best value for money 4\* hotels in HAVANA

MYSTIQUE HABANA by Royalton

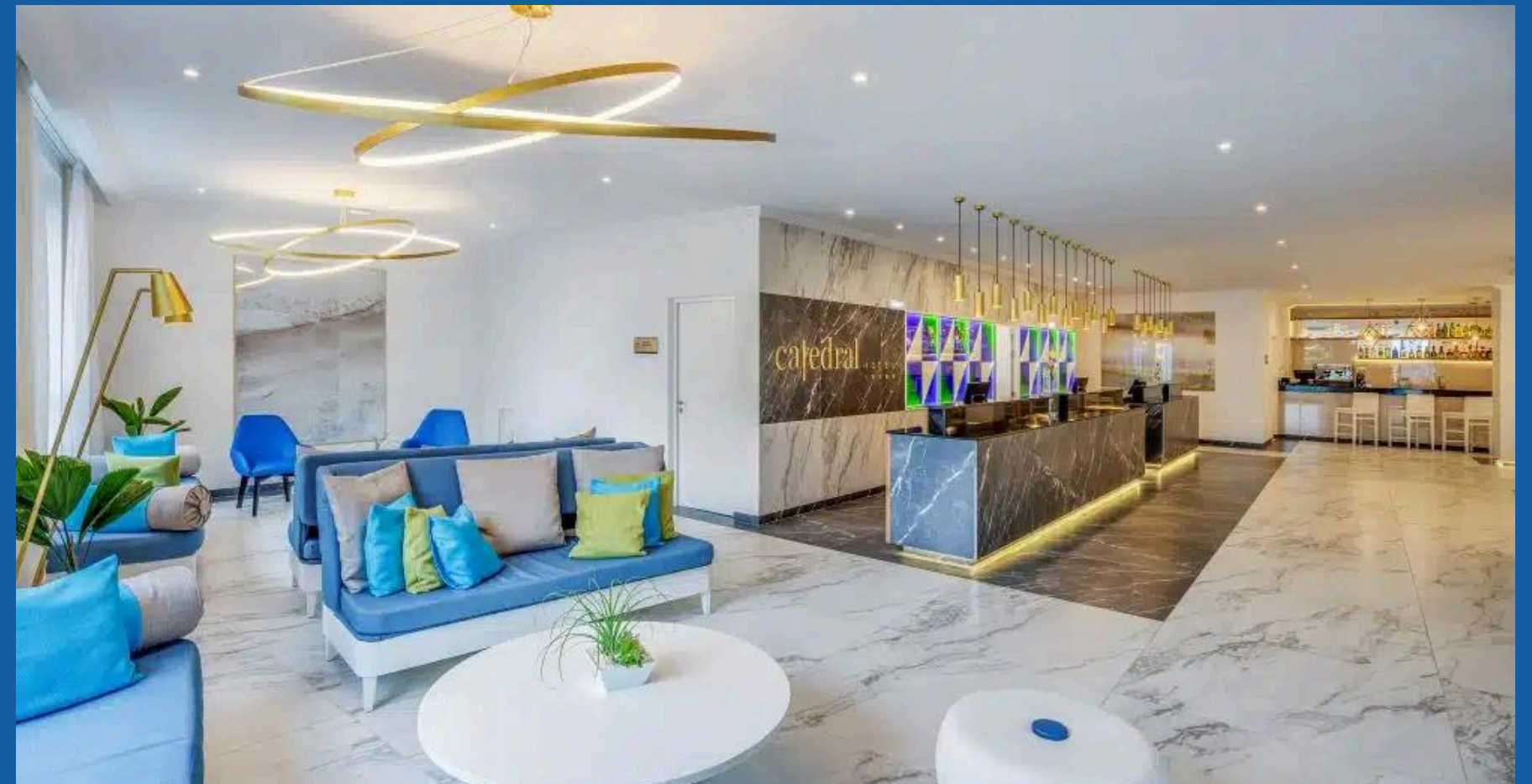




# Products or Services

The best value for money 4\* hotels in HAVANA

INNSIDE Habana Catedral by MELIA





# Products or Services

The best value for money 4\* hotels in HAVANA

NH CAPRI





# Products or Services

The best value for money 5\* hotels in VARADERO

MELIA LAS AMERICAS





# Products or Services

The best value for money 5\* hotels in VARADERO

IBEROSTAR SELECTION VARADERO





# Products or Services

The best value for money 5\* hotels in VARADERO

## ROYALTON HICACOS VARADERO





# Products or Services

The best value for money 5\* hotels in VARADERO

MELIA INTERNACIONAL Varadero





# Products or Services

The best value for money 5\* hotels in VARADERO

PARADISUS VARADERO





# Products or Services

A La Carte Programs for Upmarket FITs (Free Independent Travelers)

- Customized programs for luxury independent travelers.





# Products or Services

Customized transfer experience

- Organization of all necessary transfers during your stay.







# Products or Services

Special Interest Tour Programs (Culinary Routes, Religious Tours, Cultural Heritage, and Dance Experiences)

- Thematic tours designed according to specific interests.





# Products or Services

Available Optional Services on Request per Regions (VIÑALES)

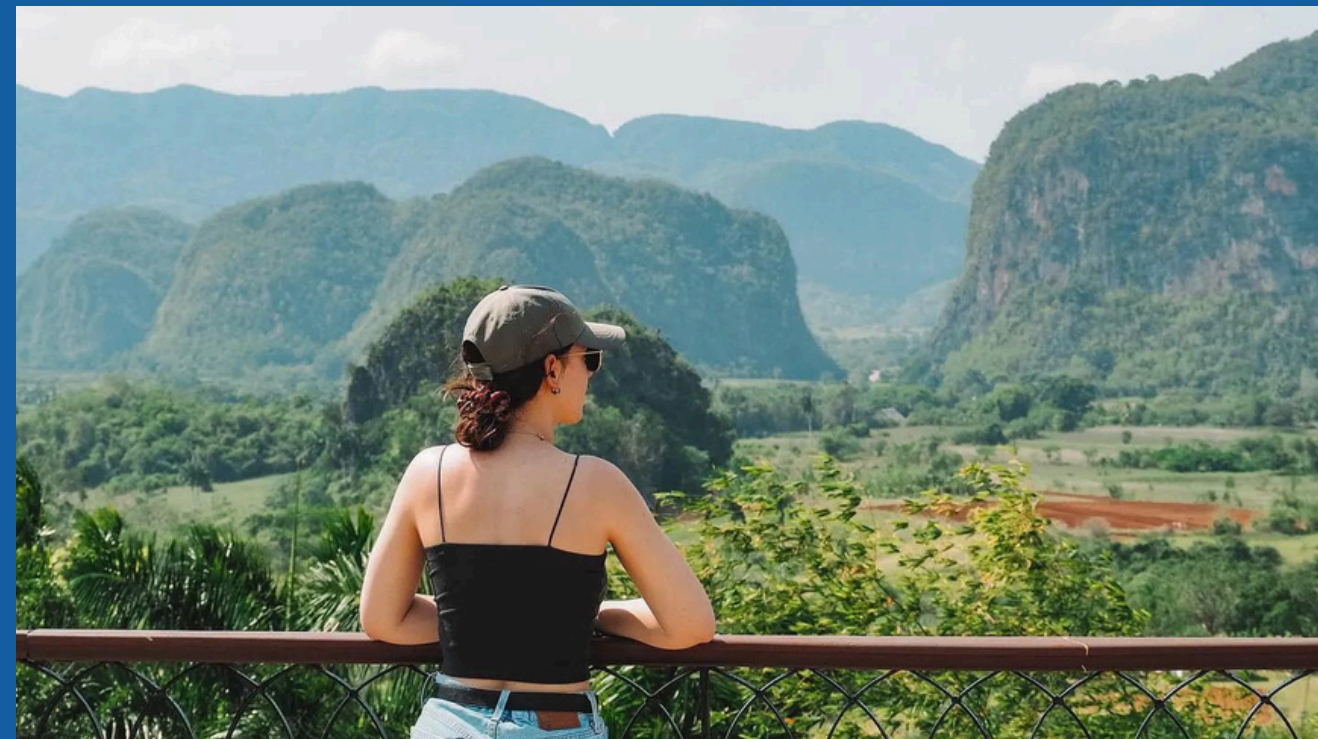


- Excursion to Viñales
- Prehistoric Mural
- Indian Cave
- Visit to a Tobacco Plantation Farm
- Mogotes
- Canopy
- Adventures in Viñales (Buggy)





# VIÑALES





# Products or Services

Available Optional Services on Request per Regions (HAVANA)

- Outside launch and dinner
- Tropicana Cabaret Show
- Buena Vista Social Club
- Old American Car Tour
- The Hemingway Tour
- City Tour (Modern and Old Havana)
- Fishing







# HAVANA





# Products or Services

Available Optional Services on Request per Regions (MATANZAS)



- Varadero Beach
- Golf
- Guama Excursion (Kayak)
- Canimar River
- Saturn Cave
- Seafari Catamaran
- Fishing
- City Tour
- Jeep Safari
- Dolphins interaction
- Gala dinner out of resort





# MATANZAS





# Products or Services

Available Optional Services on Request per Regions (SANTA CLARA)

- Che Mausoleum
- Seafari Catamaran (Cayo Santa Maria)
- Armored Train Excursion
- City Tour
- Remedios Excursion
- Lunch at Los Caneyes Hotel







# SANTA CLARA





# Products or Services

Available Optional Services on Request per Regions (TRINIDAD)

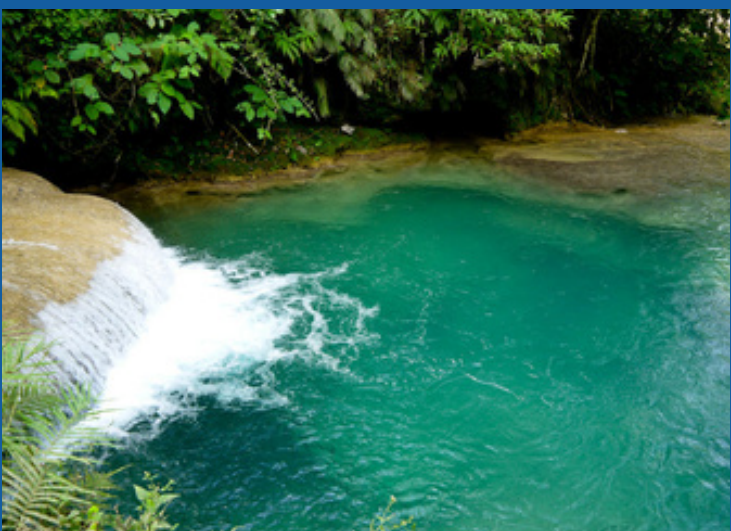


- Topes de Collantes Excursion
- El Nicho Excursion
- Valle de los Ingenios Excursion
- Visit to Plaza Mayor
- Romantic Museum
- La Canchanchara Bar
- City Tour
- Ancon Beach
- Seafari Catamaran





# TRINIDAD





# Products or Services

Special Transfers & Deluxe Transportation for VIPs / Upscale Clients

- Exclusive transportation services for discerning clients.





# Products or Services

Excursions & Sightseeing

- Organization of excursions and tourist activities.





# Products or Services

Seafari & Catamaran Tours

- Nautical experiences to explore Cuba from a different perspective.







# Products or Services

Venues Selection

- Identification and booking of venues for special events.





# Products or Services

Theme & Gala Dinners

- Organization of themed and gala dinners.





# Products or Services

Team Building Activities & Entertainment

- Integration and entertainment activities for groups.

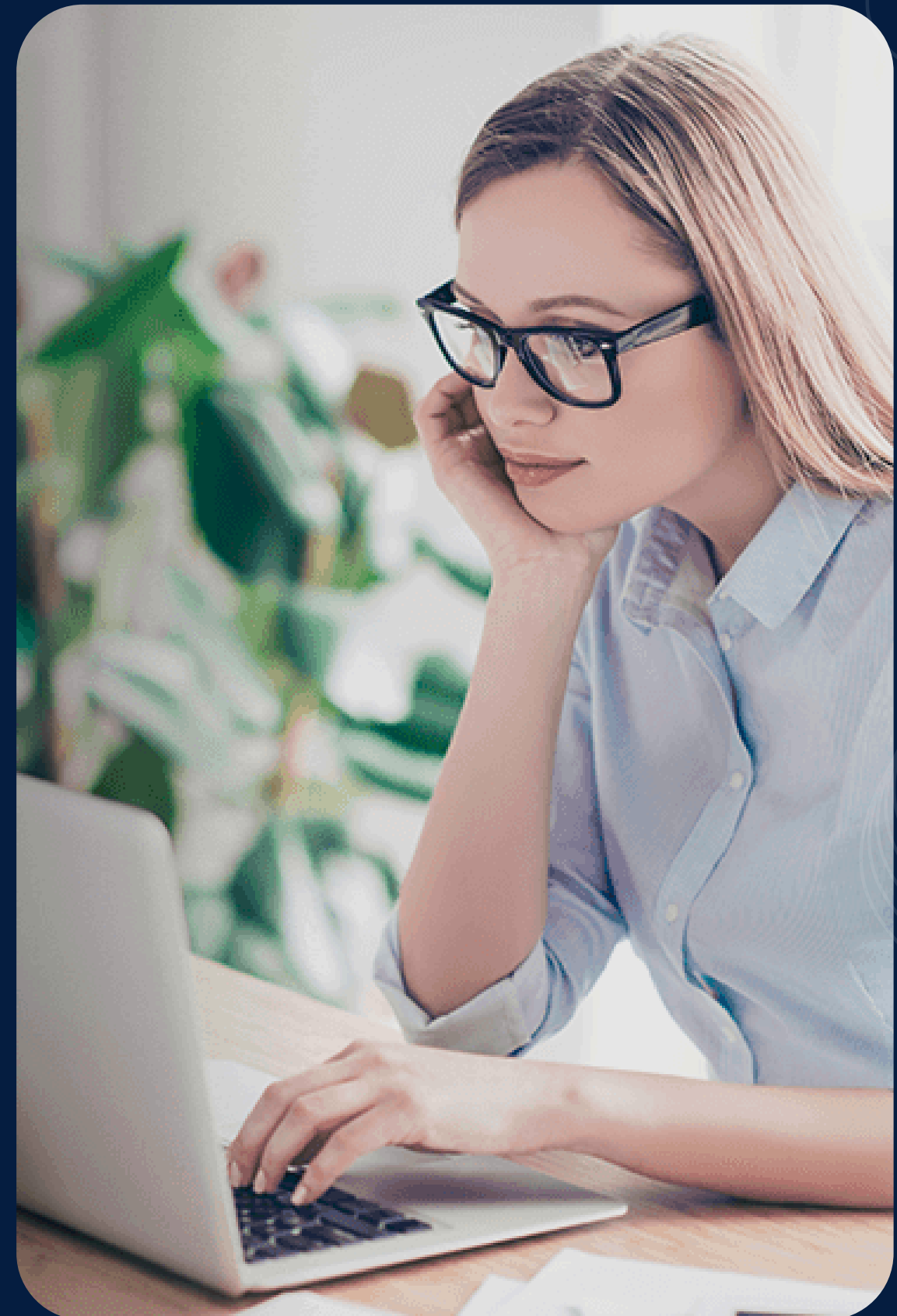




# Products or Services

24/7 Assistance

- Representatives and assistants available 24/7, exclusively for your group.





# Credibility

## Partnerships

- Trusted partners with leading hotels, resorts, and transportation companies in Cuba.



The travel agency with the most experience in the Cuban tourism industry, boasting over 60 years of activity in both national and international tourism. Its clients are travelers from the world's main source markets.



Meliá Hotels International is a Spanish hotel chain headquartered in Mallorca, known for its extensive global presence and focus on sustainability and social responsibility.



Iberostar Hotels & Resorts is a leading hotel chain that promotes a model of responsible tourism focused on the well-being of people and the environment. It operates over 100 four- and five-star hotels located in major tourist destinations across Europe, Africa, and the Americas.



# Credibility

## Partnerships

- Trusted partners with leading hotels, resorts, and transportation companies in Cuba.



Since its debut in the hospitality sector in 2011, Blue Diamond Resorts has rapidly ascended to become the Caribbean's most dynamic and swiftly expanding resort conglomerate. Offering opulent getaways tailored to travelers of all ages.



Selectum Hotels is a luxury hotel chain known for its high standards and diverse offerings, catering to various types of travelers. They focus on creating a memorable and comfortable experience for their guests with a strong emphasis on quality and hospitality.



# Credibility

## Partnerships

- Trusted partners with leading hotels, resorts, and transportation companies in Cuba.



Muthu Hotels, formally known as MGM Muthu Hotels, is an international hotel chain offering a variety of accommodation options across several countries. The chain is known for its blend of luxury and affordability, making it a popular choice for both budget-conscious travelers and those seeking high-end amenities.



Aston Hotels is a well-known hotel chain operating under Aqua-Aston Hospitality, which offers a variety of accommodations primarily in Hawaii. The chain features properties on several Hawaiian islands, including Oahu, Maui, Kauai, and the Big Island, as well as locations in Arizona.



Kempinski Hotels is a luxury hotel chain with a rich history dating back to 1897. It is renowned as Europe's oldest luxury hotel group. Kempinski offers sophisticated and memorable experiences at its many hotels located in spectacular destinations worldwide.



# OUR TEAM



Miguel Angel  
Méndez

GENERAL  
MANAGER



Juan Carlos  
González

MANAGER



Amarilys  
Jiménez Soto

SENIOR PROJECT  
MANAGER



Claudia Garcia  
Martinez

SENIOR PROJECT  
MANAGER



# OUR TEAM



Gretel M.  
Cremé

SENIOR PROJECT  
MANAGER



Fidel Sánchez  
Calero

SENIOR PROJECT  
MANAGER



Diana Sánchez  
Picos

SENIOR PROJECT  
MANAGER



Beatriz Mendez

SENIOR PROJECT  
MANAGER



# Contact Information

-  Cuba: +53 7 206 9632
-  España: +34 61 82 59 137
-  [jcarlosecubaforgroups.com](mailto:jcarlosecubaforgroups.com)
-  <https://cubaforgroups.com/>
-  Raffaello Building, Suite 309; 5th Ave. & 80th Str.  
Miramar Playa; Havana, Cuba
-  Calle Francisco Silvela 36, 1er piso, Oficina 7. Madrid,  
28028. España

We remain at your full disposal and look forward to receiving your questions and inquiries.





**CubaForGroups**

By Viajes & Representaciones, S.L

D.M.C

Thank you for taking the time to read our services dossier. We appreciate your interest in CUBA FOR GROUPS and look forward to the opportunity to work with you.

*Welcome to Cuba*

