

TOURISM INVESTMENT

DOMINICAN REPUBLIC

OCTOBER

24

Jacqueline Mora Báez
Viceministro
Tourism Ministry, DR

Presentation made during the Dominican Week, an AMCHAM event in the United States





KEY FACTORS FOR INVESTMENT GROWTH

KEY FACTORS FOR INVESTMENT

HEALTHY ECONOMY

- **Macro-environment**
- **Social stability**

LEGAL FRAMEWORK

- **Rule of law**
- **Promotion legal framework**

CLEAR VISION

- **Prioritize tourism**
- **Local partners**
- **International partners**
- **Human resources**
- **Basic services**
- **Sustainability**
- **Communication**

DESTINATION

- **Human resources**
- **Public infrastructure**
- **Transportation**
- **Lodging**
- **Entertainment**
- **Gastronomy**
- **Sports**



MACRO ENVIRONMENT AND SOURCE OF GROWTH

ECONOMIC OVERVIEW

121,692
GDP, US\$ MM
2023



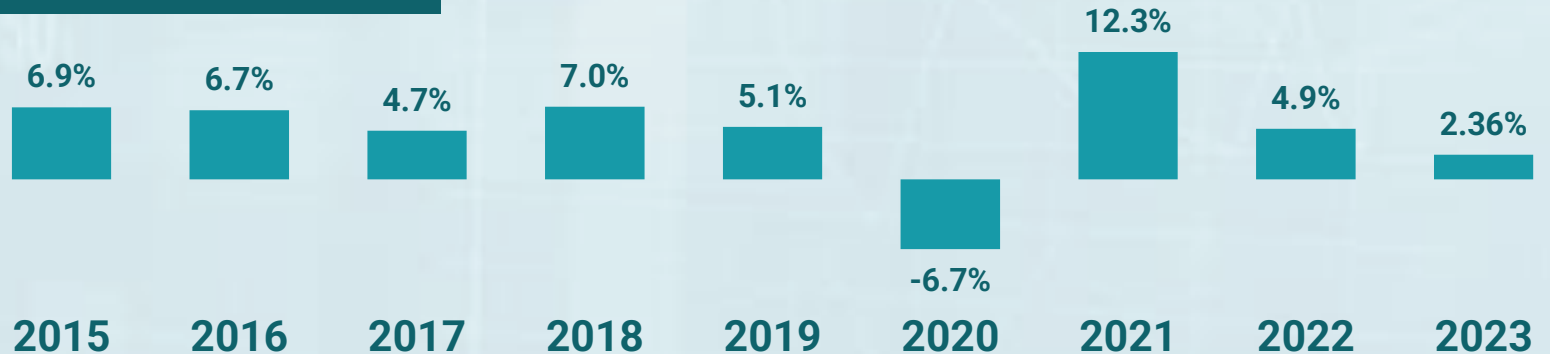
11,361
PPP, PER
CÁPITA
2022



5%
AVG. GROWTH
2022



YoY, GDP GROWTH



TOP 5 ECONOMIC SECTOR

HOTELS, BARS AND
RESTAURANTS



10.7%

REAL STATE



5.5%

HEALTH



10.0%

CONSTRUCTION



2.1%

FINANCIAL
SERVICES



6.9%

GDP PER CAPITA

INTERNATIONAL CURRENT PRICES

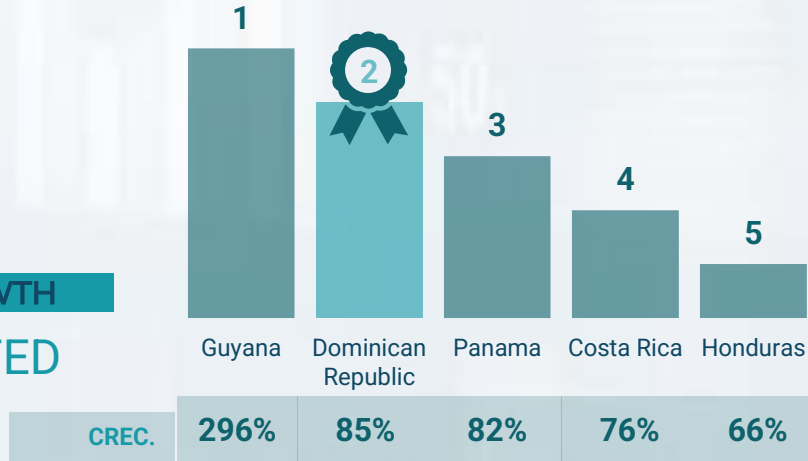


#2

DOMINICAN
REPUBLIC

2013 – 2022 GROWTH

ACCUMULATED

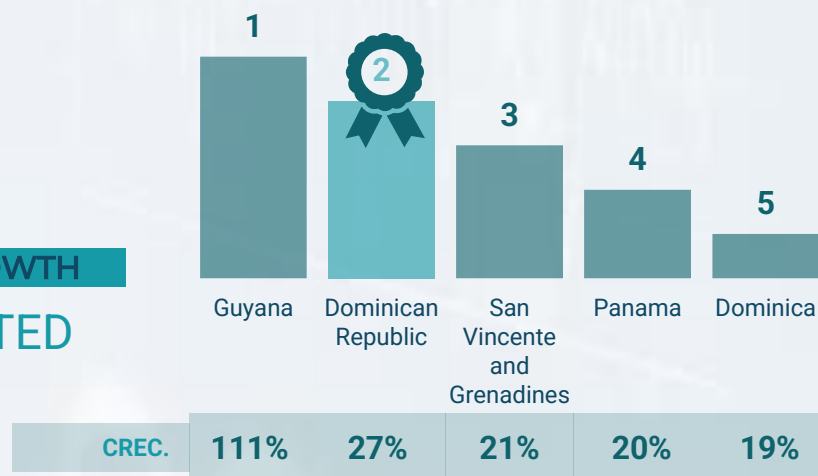


#2

DOMINICAN
REPUBLIC

2024 – 2028 GROWTH

ACCUMULATED



Source: World Bank; International Monetary Fund

GDP PC, PPP, 2013

Puerto Rico	33,173
Trinidad y Tobago	29,737
Curacao	24,982
Saint Kitts y Nevis	24,317
Chile	22,426
Panama	21,646
Uruguay	20,446
Argentina	20,132
Mexico	18,333
Suriname	16,319
Barbados	15,775
Brazil	15,536

LATAM and The Caribbean 15,106

Costa Rica	14,851
Santa Lucia	13,725
Colombia	12,799

Dominican Republic 12,348

Paraguay	11,992
San Vicente y las Granadinas	11,695
Guyana	11,198
Peru	11,196
Ecuador	11,143
Dominica	10,470
Belice	9,279
Jamaica	8,704
Guatemala	7,447
El Salvador	6,967
Bolivia	6,501
Nicaragua	4,567
Honduras	4,067
Haiti	2,992

GDP PC, PPP, 2022

Guyana	42,090
Puerto Rico	40,511
Panama	39,293
Saint Kitts y Nevis	33,982
Chile	31,437
Uruguay	28,852
Trinidad y Tobago	27,516
Curacao	27,302
Argentina	26,530
Costa Rica	26,181
Mexico	23,900

Dominican Republic 22,841

Colombia 20,952

LATAM and The Caribbean 19,704

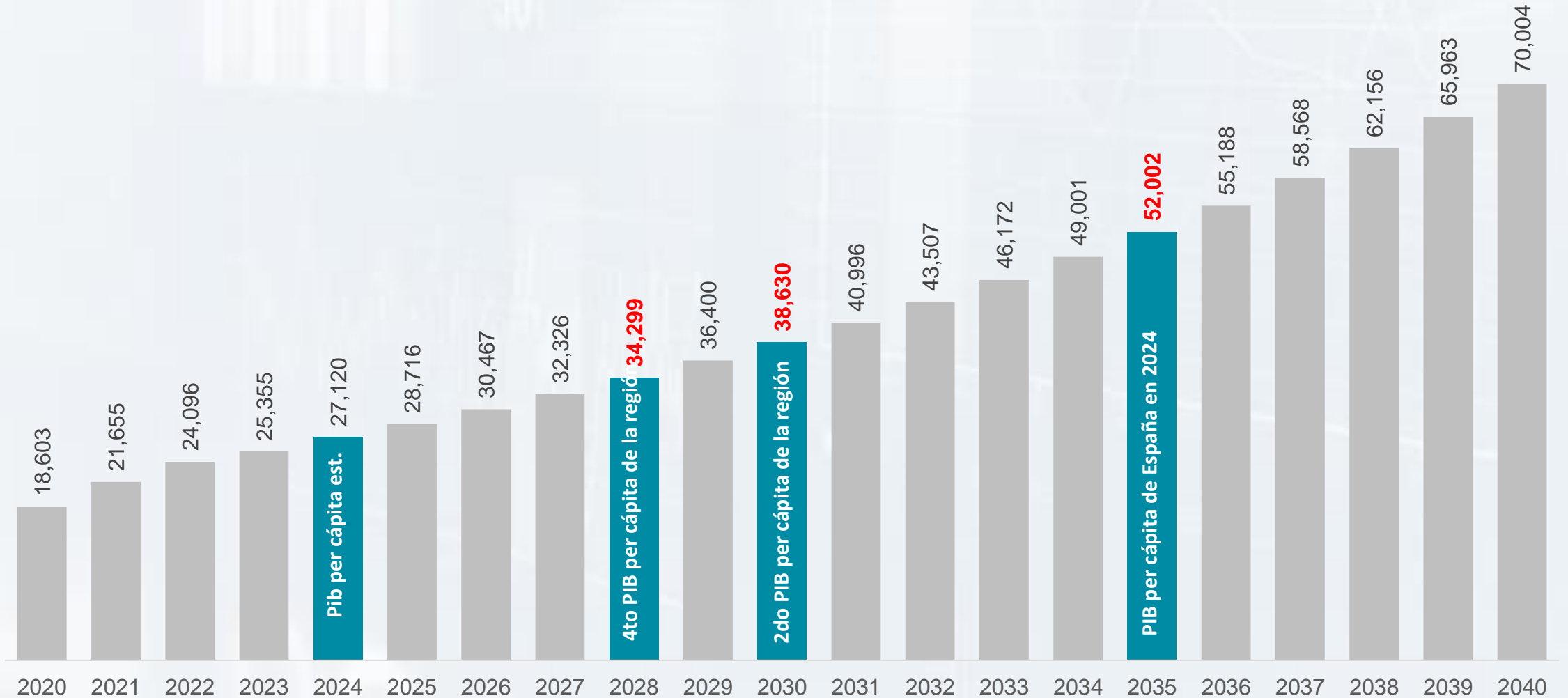
Barbados	18,210
Santa Lucia	17,836
Brazil	17,828
Suriname	17,773
San Vicente y las Granadinas	17,212
Paraguay	15,983
Peru	15,053
Dominica	13,540
Ecuador	12,826
Jamaica	11,939
Belice	11,190
El Salvador	11,098
Guatemala	10,822
Bolivia	9,738
Nicaragua	6,877
Honduras	6,743
Haiti	3,306



GDP PER CAPITA

INTERNATIONAL CURRENT PRICES

DOMINICAN REPUBLIC



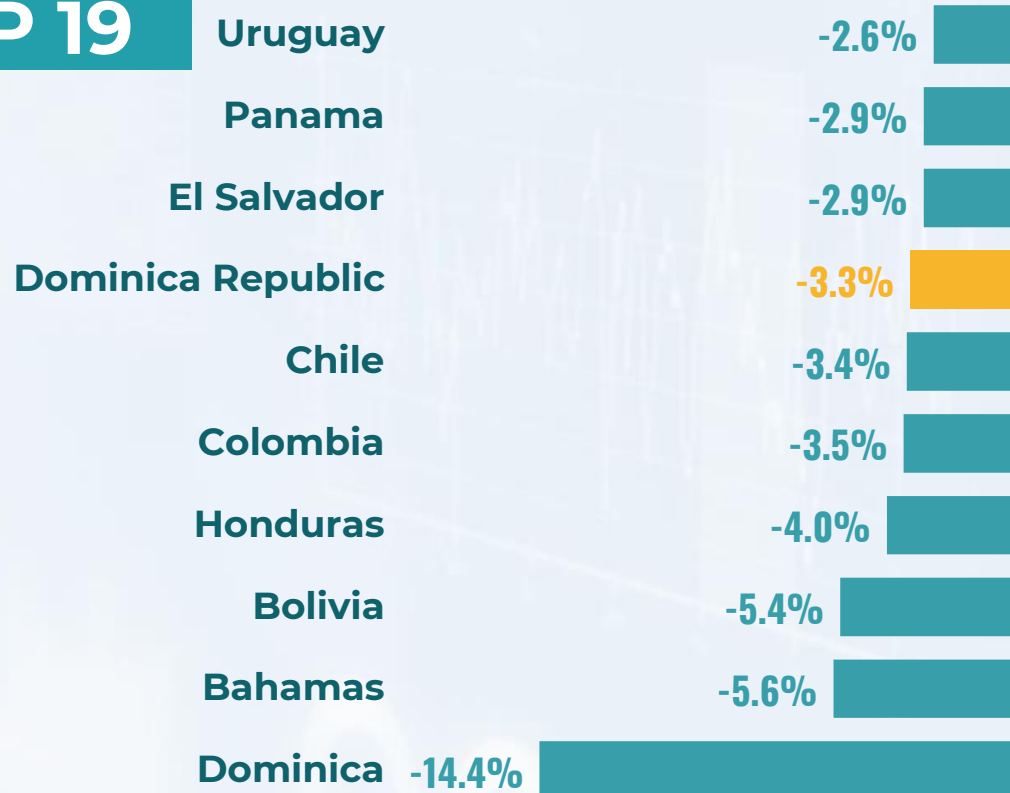
AVERAGE ESTIMATION

2025 – 2029

CURRENT BALANCE ACCOUNT (LOWEST 10 OF THE AMERICAS, % OF GDP)

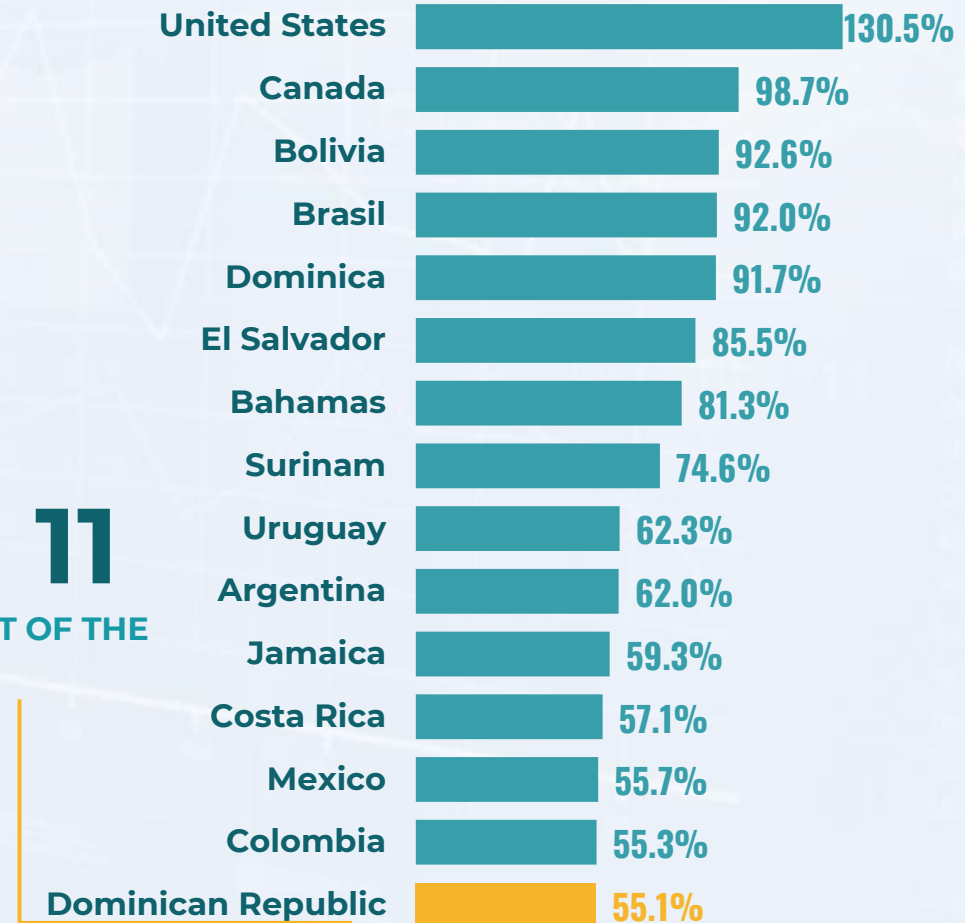
REP. DOM.

TOP 19



TOP 11

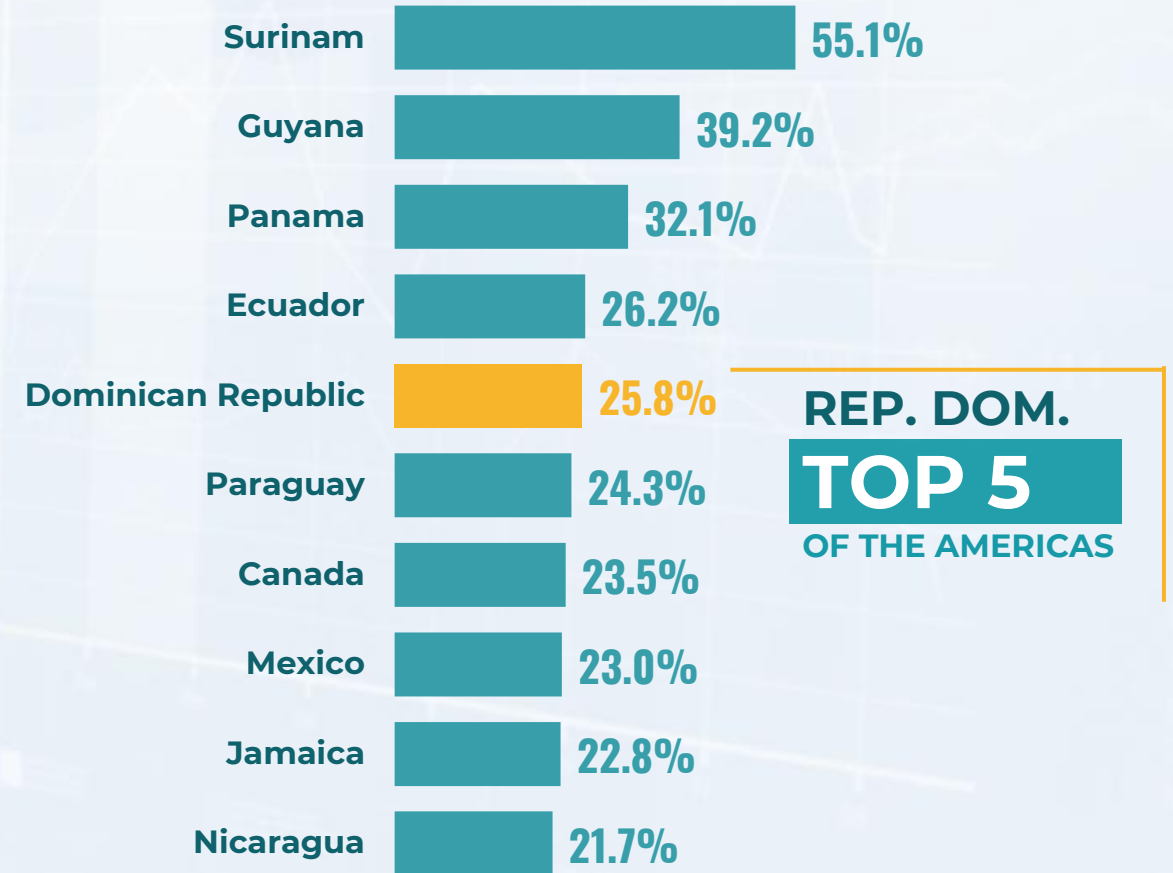
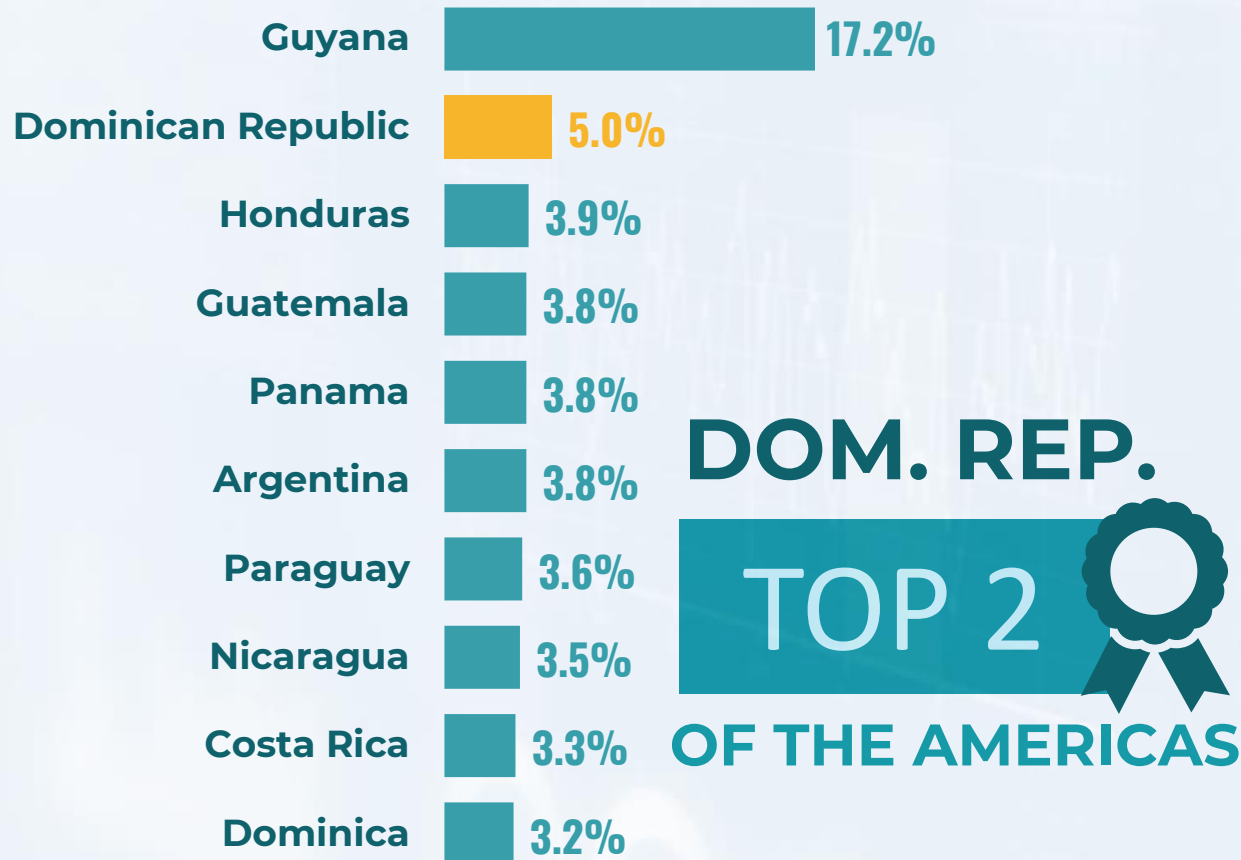
LOWEST DEBT OF THE AMERICAS



GENERAL GOVERNMENT GROSS DEBT (HIGHEST 15 DEBITORS OF THE AMERICAS, % of GDP)

AVERAGE ESTIMATION 2025 – 2029

GROSS DOMESTIC PRODUCT (TOP 10 AMERICA'S GREATEST EXPECTATIONS, % YoY)



GROSS NATIONAL SAVINGS (TOP 10 AMERICA'S GREATEST EXPECTATIONS, % OF GDP)

AVERAGE ESTIMATION 2025 – 2029

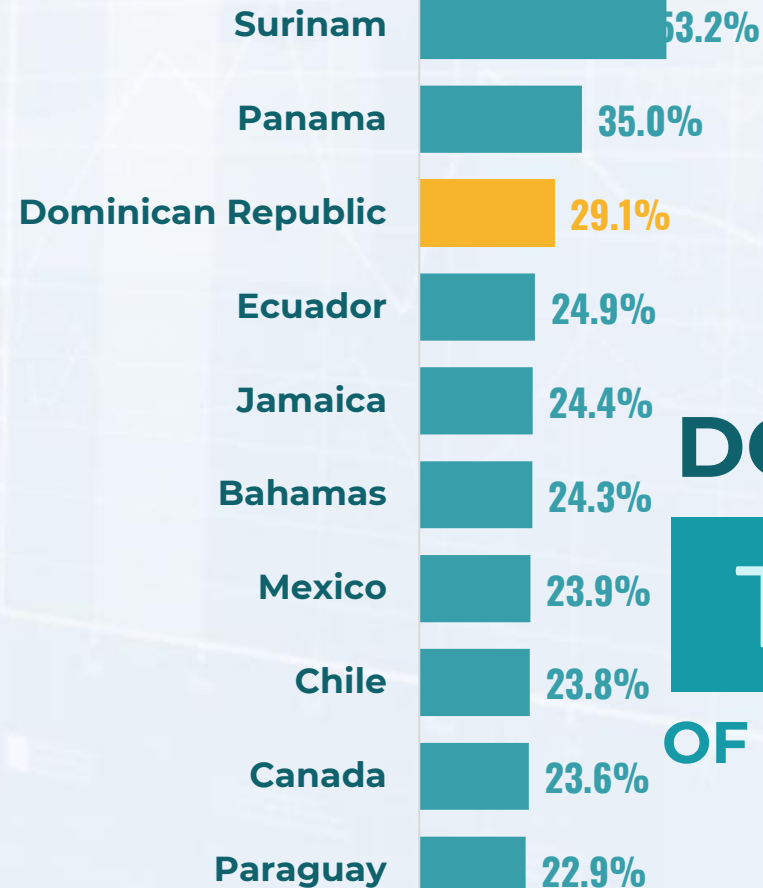
INFLATION RATE

(TOP 15 WORST EXPECTATIONS IN AMERICA, % YoY)



TOP 11

WORST INFLATION RATE
EXPETATION



DOM. REP.

TOP 3

OF THE AMERICAS

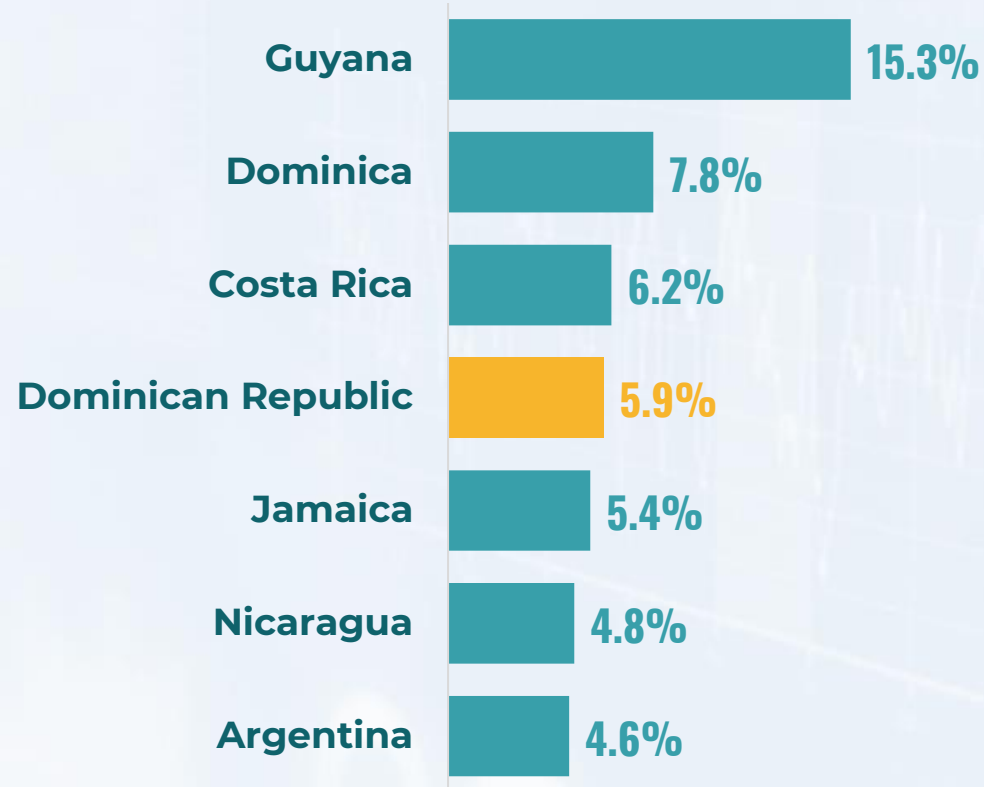


TOTAL INVESTMENT

(TOP 10 AMERICA'S GREATEST EXPETATIONS, % OF GDP)

AVERAGE ESTIMATION 2025 – 2029

VOLUME OF EXPORTS OF GOODS AND SERVICES (TOP 7, % YoY)



TOP 4

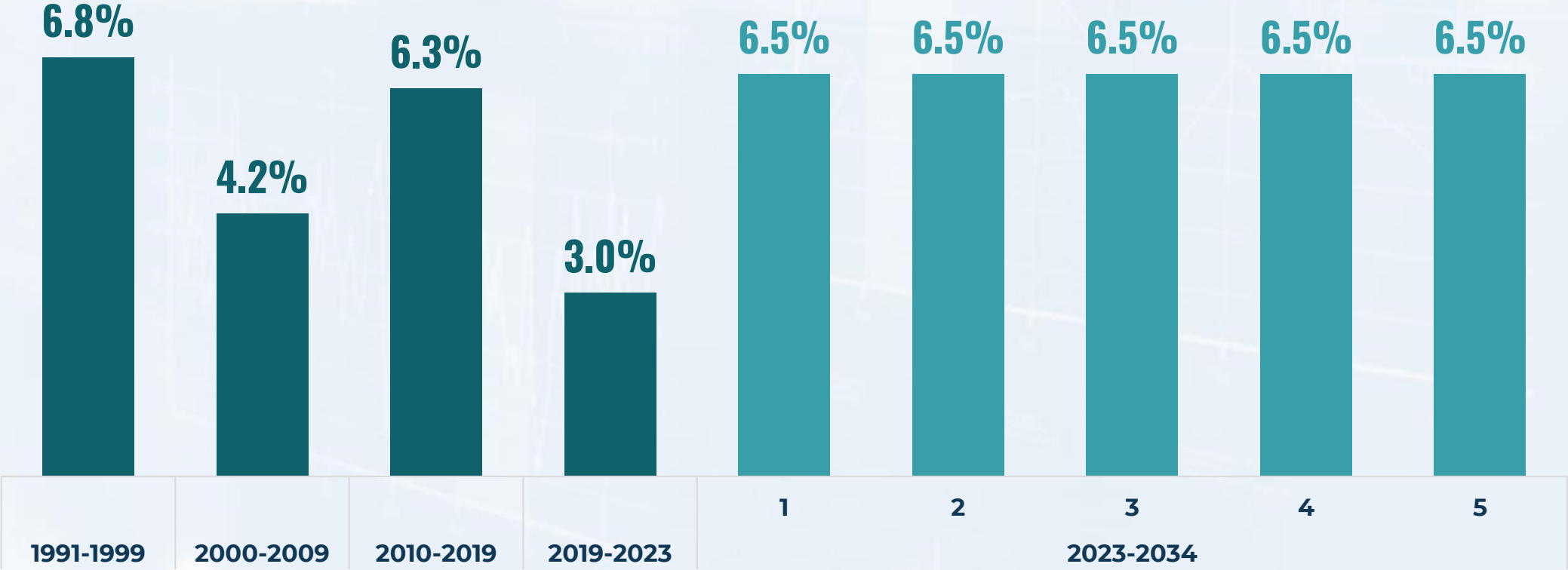
VOLUME OF EXPORTS
EXPECTATIVES



SOURCE OF GROWTH

OBJETIVE: DUPLICATE GDP

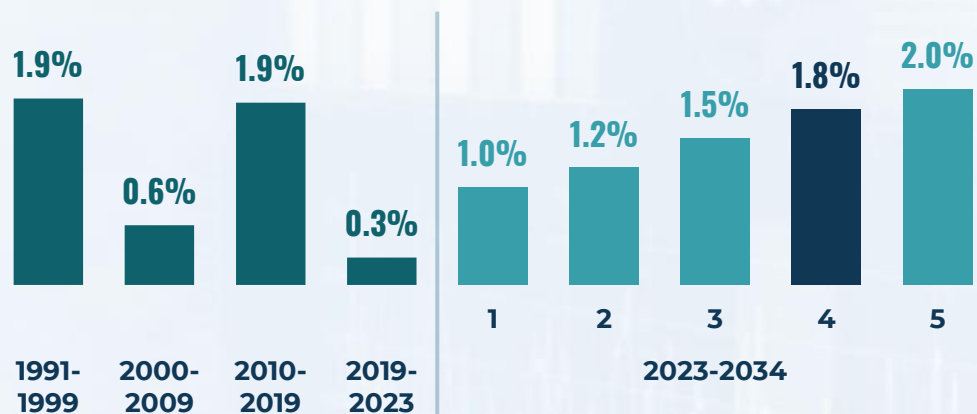
GDP GROWTH
(AVERAGE EACH 10 YEAR SINCE
1991)



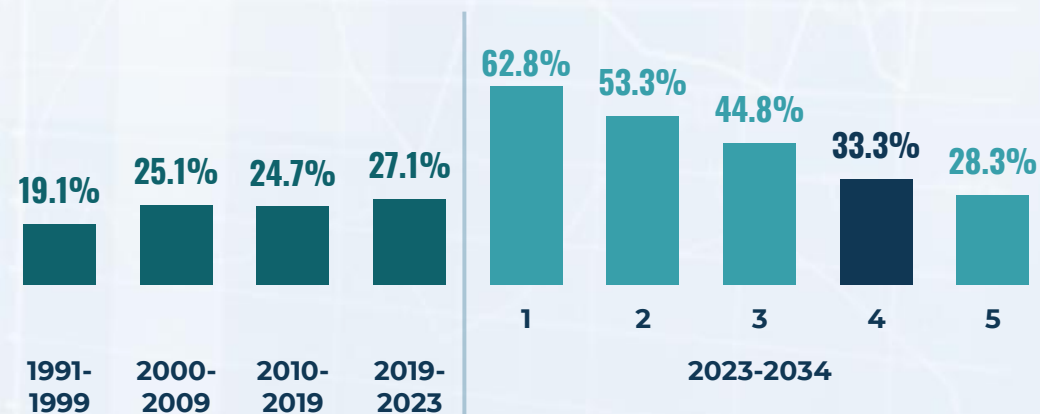
SOURCE OF GROWTH

OBJETIVE: DUPLICATE GDP

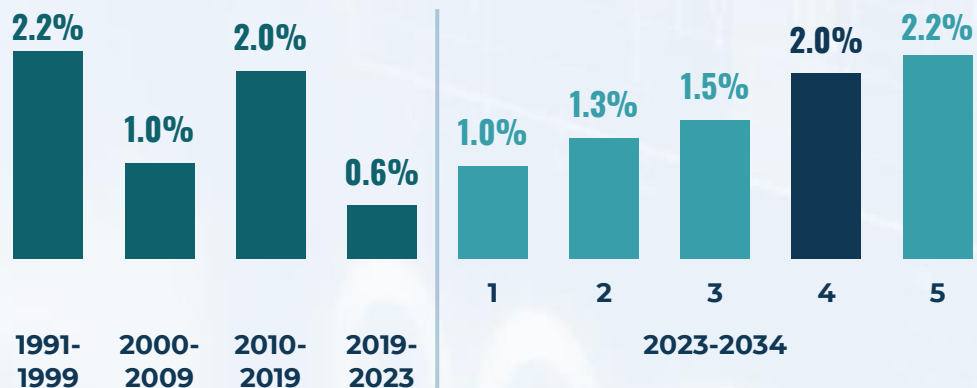
PRODUCTIVITY



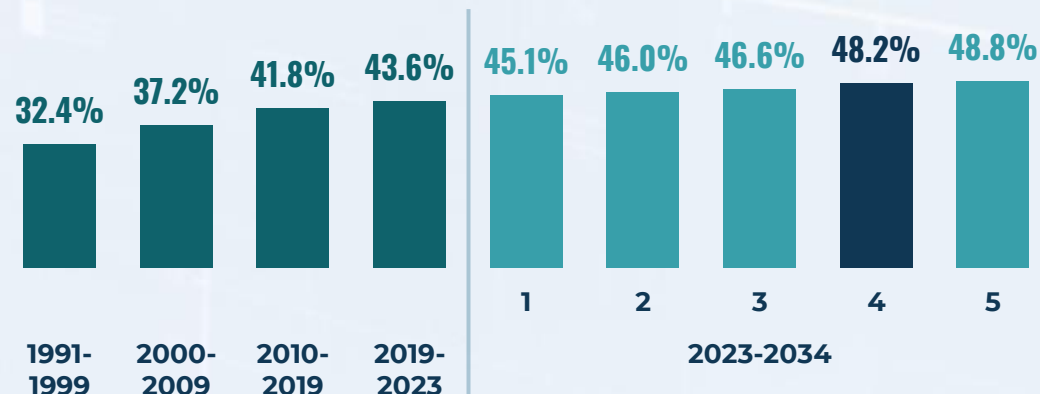
INVESTMENT RATE



EMPLOYMENT GROWTH



GLOBAL PARTICIPATION





TOURISM INCENTIVE LAW

TOURISM INCENTIVES LAW

158-01

Law 158-01 for the promotion of tourism development for the Low Development Poles in provinces and localities with a great potential and the creation of the Council for the Promotion of Tourism (CONFOTUR)



Objective

“Accelerate a rationalized process of development of the tourism industry in regions of great potential or with excellent natural conditions for tourism exploitation throughout the country, which, whether they have been declared as tourist centers, have not yet reached the expected level of development”

Incentives

The goal is to facilitate and help any individual or domiciled person in the country who undertake, promote or invest capital in any of the activities indicated in the law.

TAX INCENTIVES

Law 158-01 exempts beneficiaries for 15 years from 100% of taxes on

INCOME TAX	
CAPITAL GAIN TAX	25% – 27%
Materials for Construction, first equipment import and ITBIS	
1% CORPORATE TAX	

CAPITAL GROWTH	1%	PROPERTY TAX (IPI)
Transfer of Real Estate by sale, exchange, contribution in kind and any other form		Withholdings on National and International Financing
Rates, fees and dues on reparation of plans, studies, consultancy, supervision and construction of the works.		



RESULTS

WITH AN ACCUMULATED
INVESTMENT OF

US\$ 22,310 MM

EMPLOYERS

207,608

AND AN INTERMEDIATE
CONSUMPTION OF

US\$ 13,000 MM

TOURISM GENERATES

19%

OF 2022 GDP



GDP

US\$ 22,190 MM

JOBS

721,912

TAXES

US\$ 2,625 MM

NET EXTERNAL INCOME

US\$ 4,883 MM

ABOUT THE DOMINICAN REPUBLIC



7 PORT
CRUISES



8 INTERNATIONAL
AIRPORTS

2023



8,058,671
NON RESIDENTS

FOREIGNS

DOMINICANS

6,730,802

1,327,869

THROUGH **66,493** FLIGHTS



2,247,847
CRUISE PASSENGERS

99% FOREIGNS

THROUGH **818** CRUISES



447
HOTELS

82,000
ROOMS

71% OCCUPATION RATE

120,876 NON HOTEL ROOM



Airlines

86

Hotel Brands

+30

Hotels

+421

Local Tour
Operators

768

AIR ROUTES

>100

Travel Agencies

+5000

MORE THAN

10MM

TOURIST ARRIVED TO **DOM. REP.**

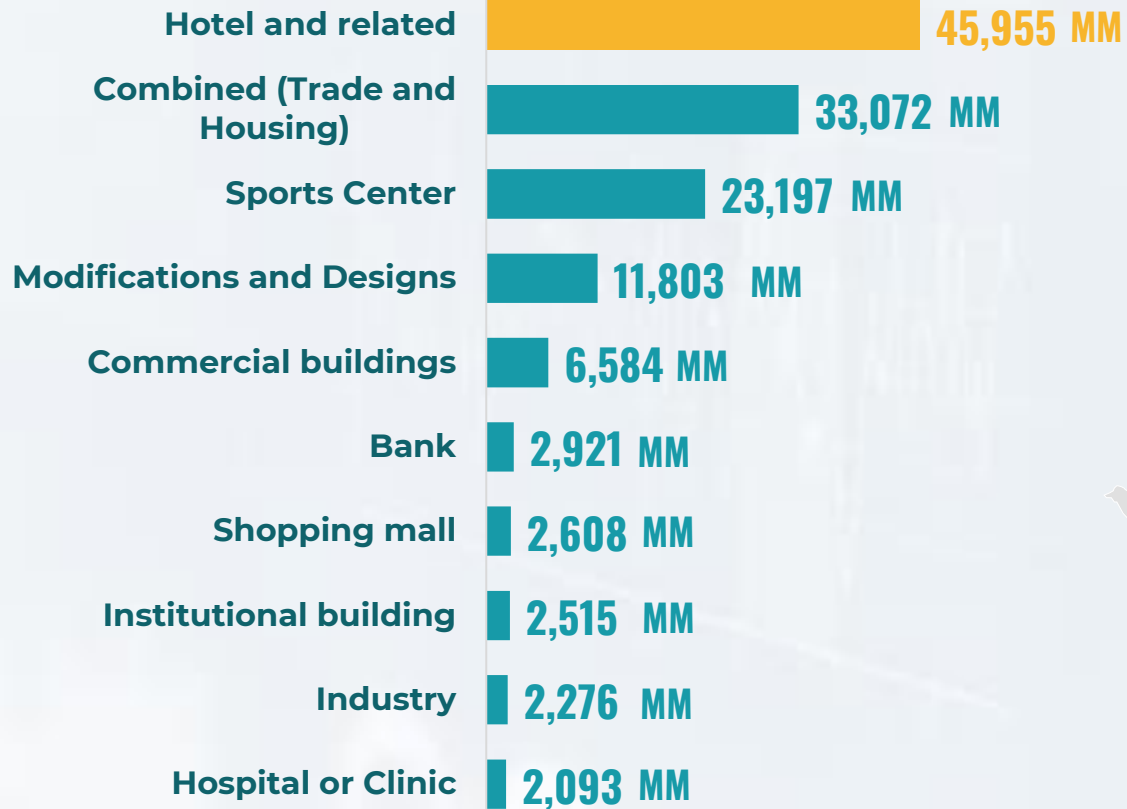
IN **2023** THANKS TO

OUR PARTNERS

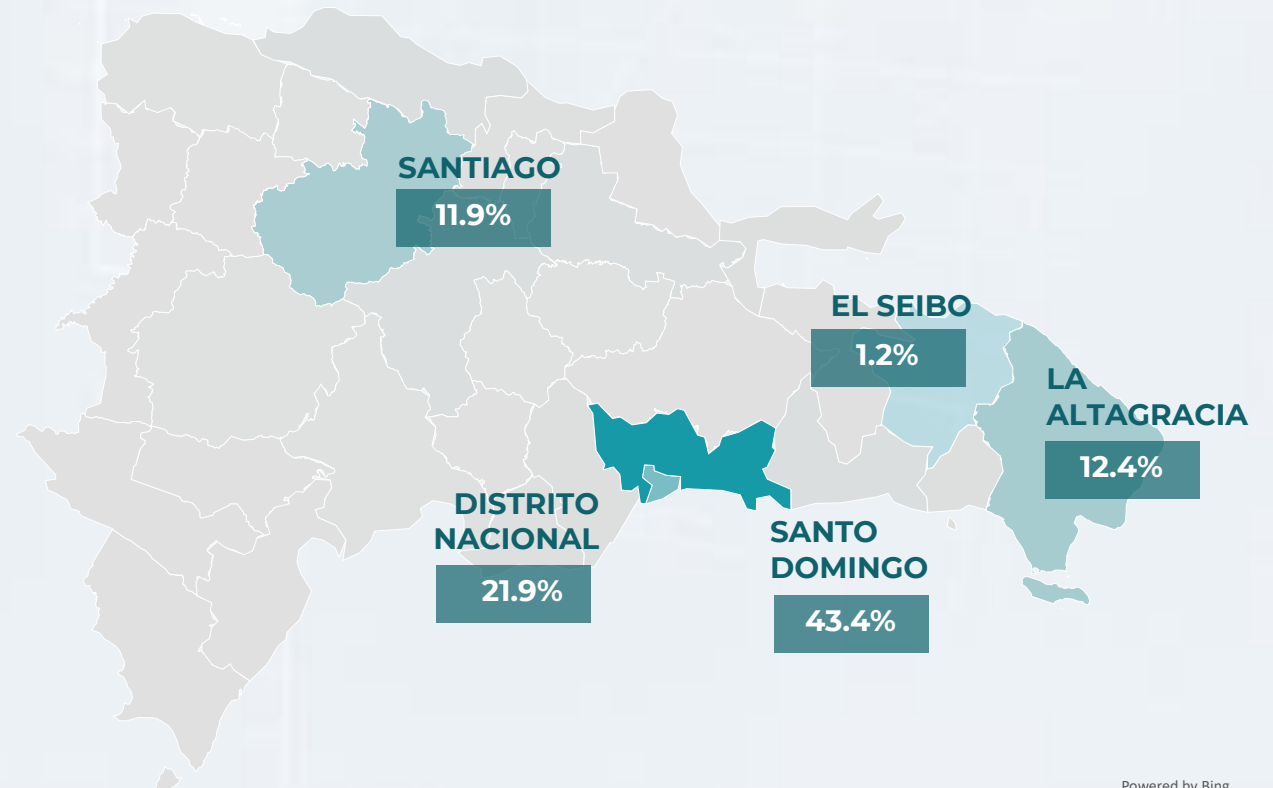
INVESTMENT

NON RESIDENTIAL CONSTRUCTION

BY TYPE (TOP 10, LAST 15 YEARS, MILLIONS)



BY PROVINCE (TOP 5, LAST 15 YEARS, % OF TOTAL)



231,270

TOURISTS

IN THE WHOLE
DOMINICAN REPUBLIC
GENERATING

US\$ 31.4 MM per day



1 TOURIST IN DR

GENERATED THE
CONSUMPTION
OF

6 LOCALS

SPENDING IN GOOD AND SERVICES



2023

FOREIGN DIRECT INVESTMENT

DOMINICAN REPUBLIC

1

TOURISM

27%

2

ENERGY

24%

3

COMMERCE

16%

4

REAL ESTATE

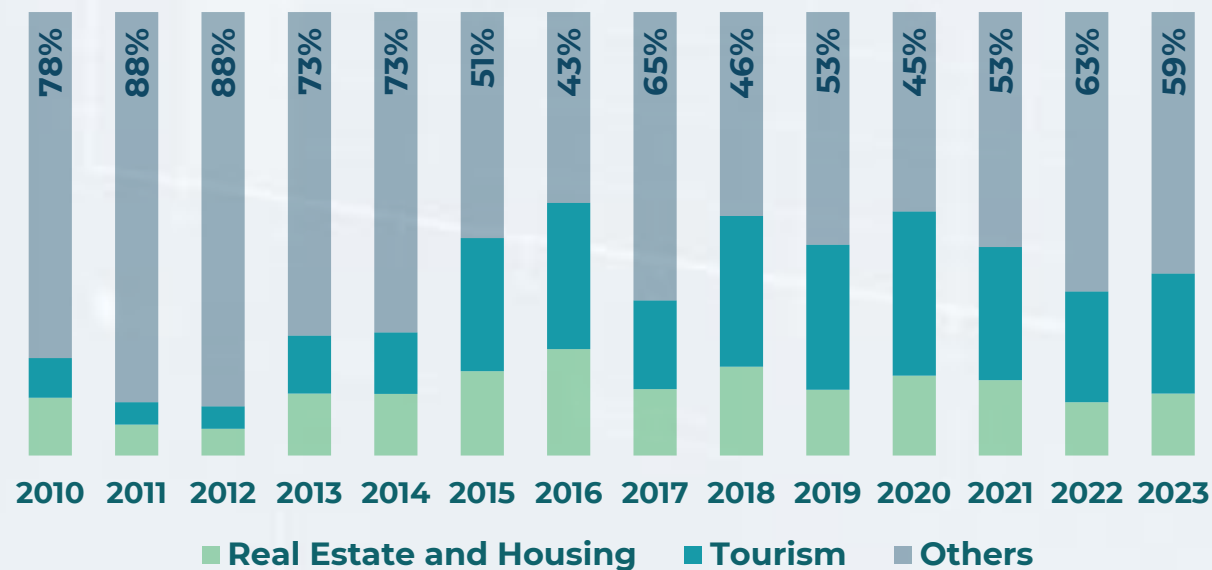
14%

5

FREE ZONES

8%

US\$ 39,626 million
Cumulative 2010-2023



HOTEL PERFORMANCE

SMITH TRAVEL RESEARCH (STR)

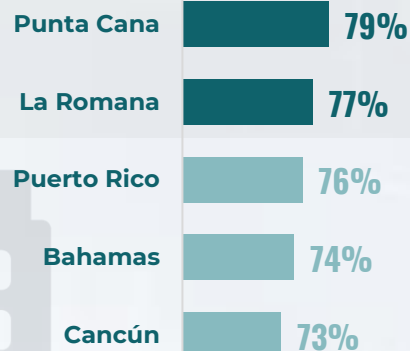
OCCUPANCY

Jan-Aug 2024

72% +4.8% vs 2023

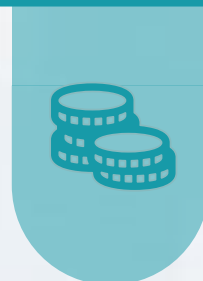
HOTEL OCCUPANCY
In the Dominican Republic

BY SEGMENT
(Top 5, Occupancy)



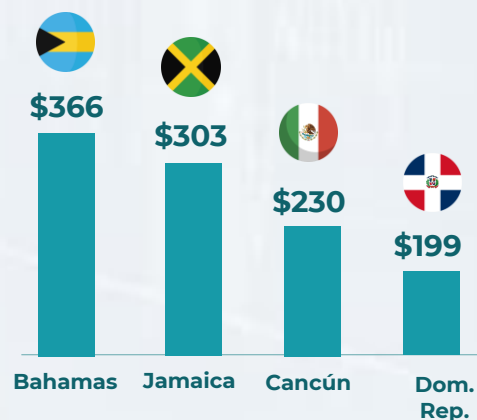
AVERAGE DAILY RATE

August 2024



US\$199.0
Average rate
paid for rooms
sold
Dom. Rep.

ADR COMPARATIVE
Between segments



REVPAR

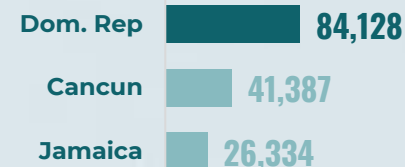
(Revenue per Available Room)

US\$128.3
per room available
August
2024



84,128
ROOMS
▲ 3.6% vs
2023

HOTEL ROOMS
DR vs other segments
2024



SUPPLY INDICATORS

2024

ROOM AVAILABLE



▲ **3.6%**
Avg vs 2023

ROOM REVENUE

▲ **5.1%**
Avg vs 2023



ROOM SOLD



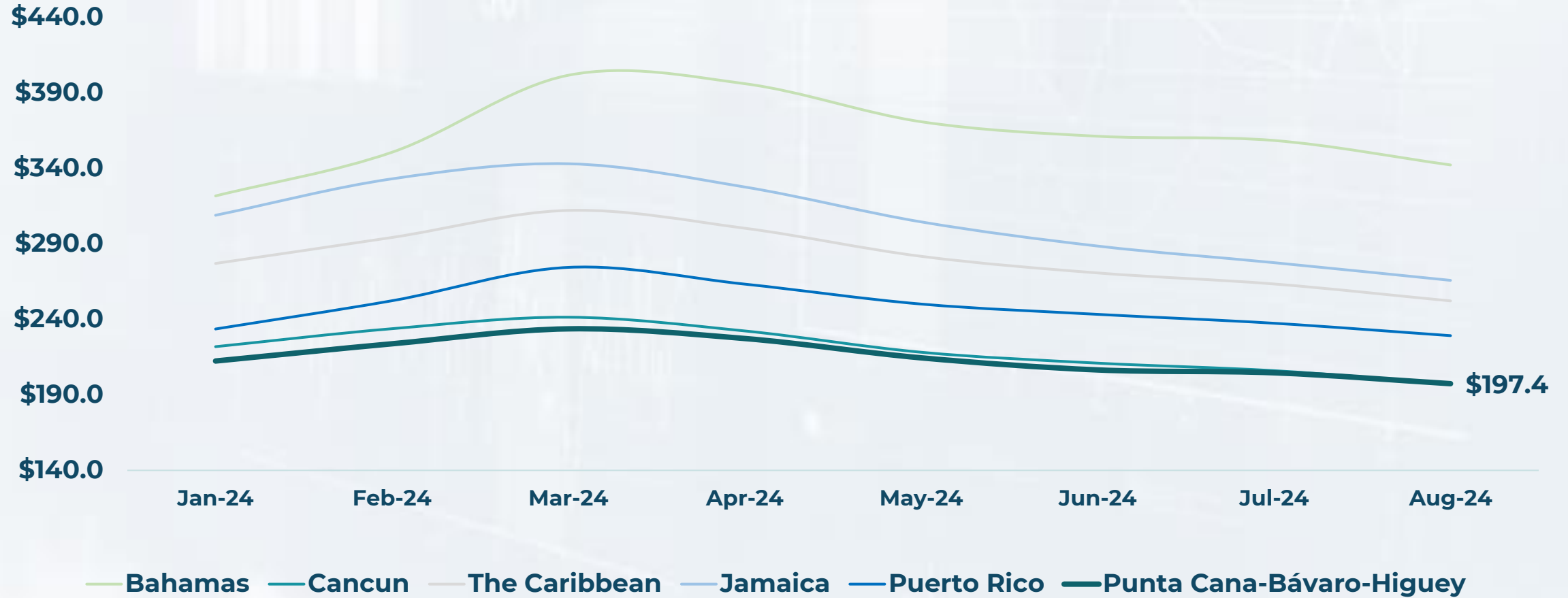
▲ **2.0%**
Avg vs 2023

HOTEL PERFORMANCE

SMITH TRAVEL RESEARCH (STR)

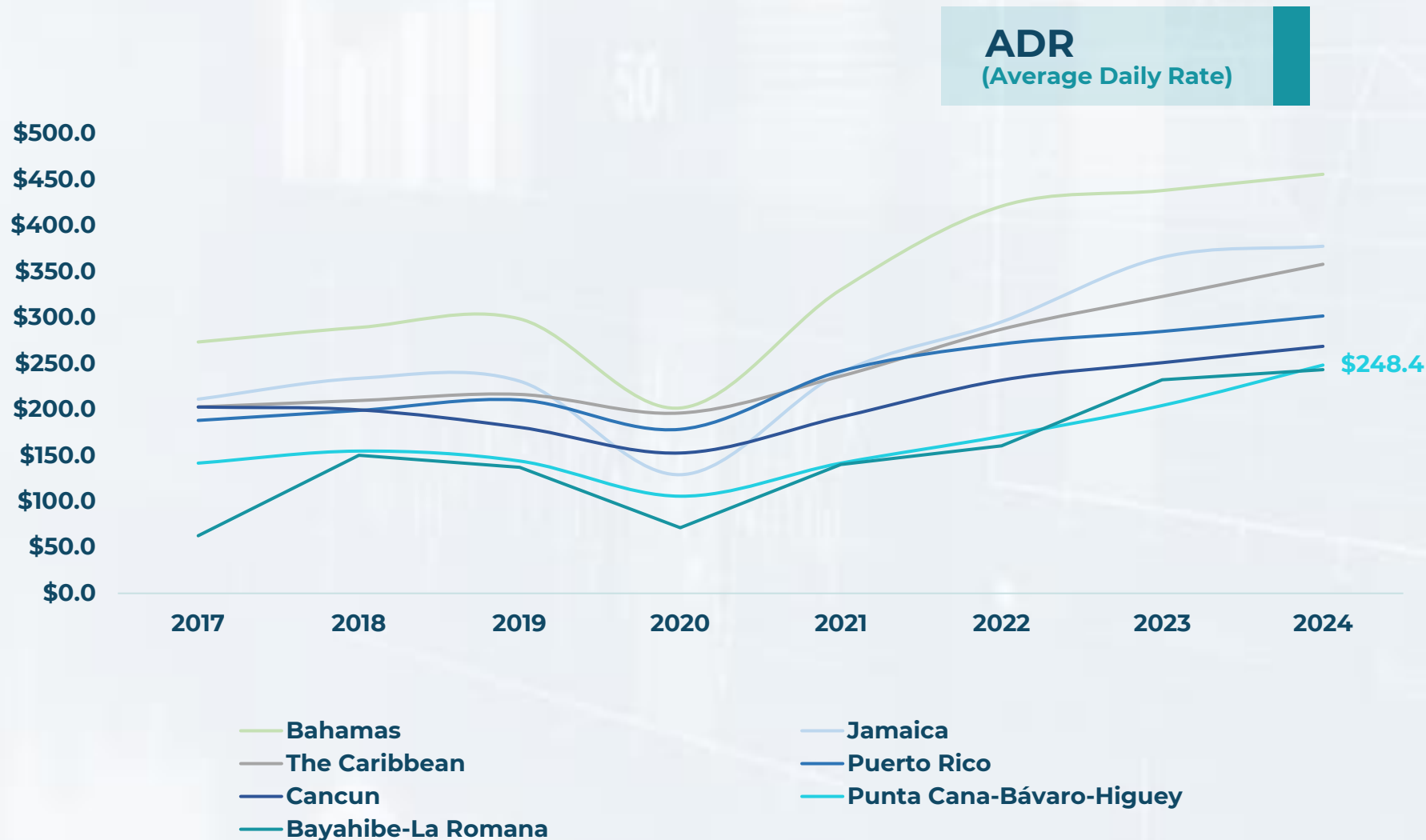
REVPAR

(Revenue per Available Room)



HOTEL PERFORMANCE

SMITH TRAVEL RESEARCH (STR)



ADR YOY GROWTH 2024 vs 2023

21.5%

Punta
Cana, Dom.
Rep.



19.0%

Dominican
Republic



10.9%

The
Caribbean



7.1%

Cancun,
Mexico



5.9%

Puerto Rico



4.8%

Bayahibe,
Dom. Rep.



4.0%

Bahamas



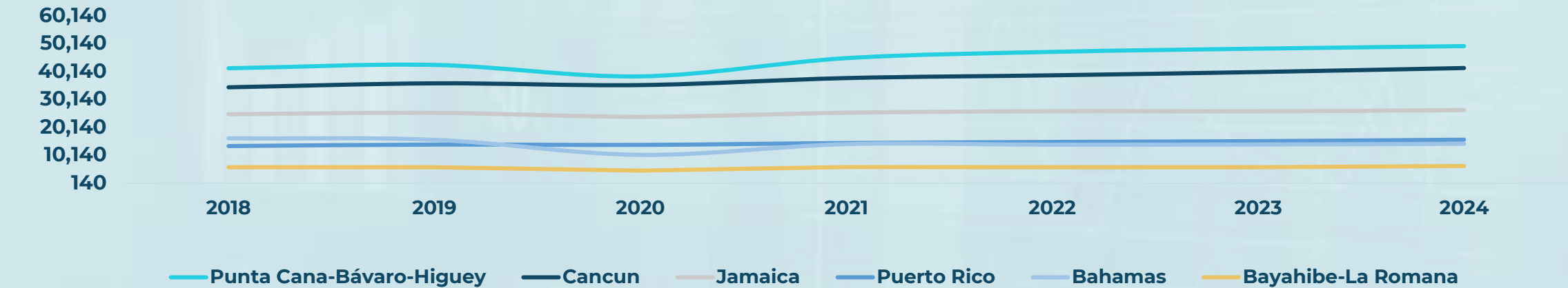
3.3%

Jamaica



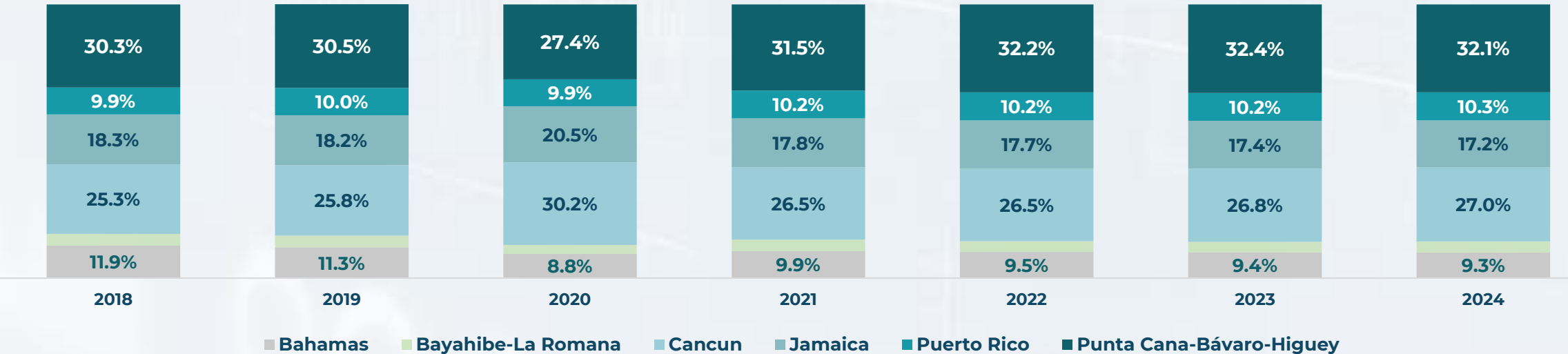
HOTEL ROOMS

(2018-2024, By segment)



HOTEL ROOMS

(2018 – 2024, % of total)

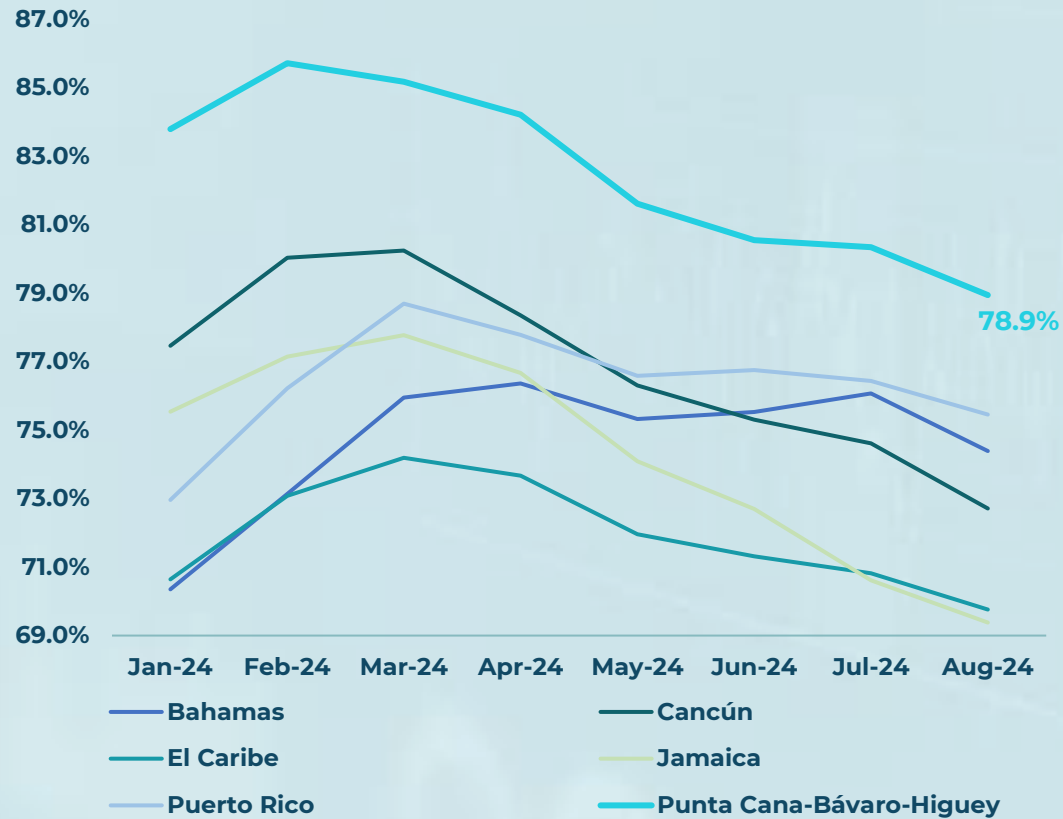


HOTEL OCCUPANCY

SMITH TRAVEL RESEARCH (STR)

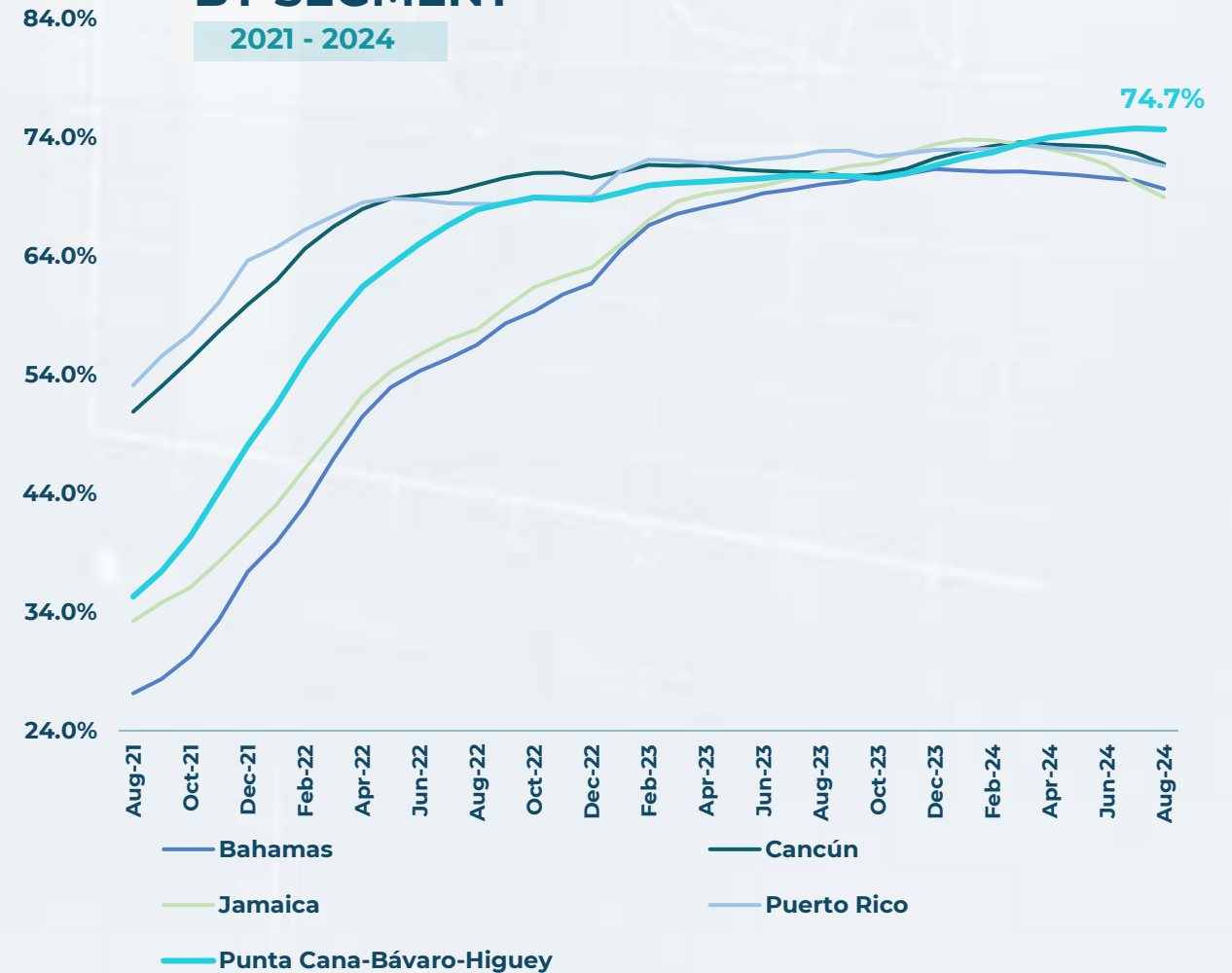
BY SEGMENT

Jan-Aug
2024



BY SEGMENT

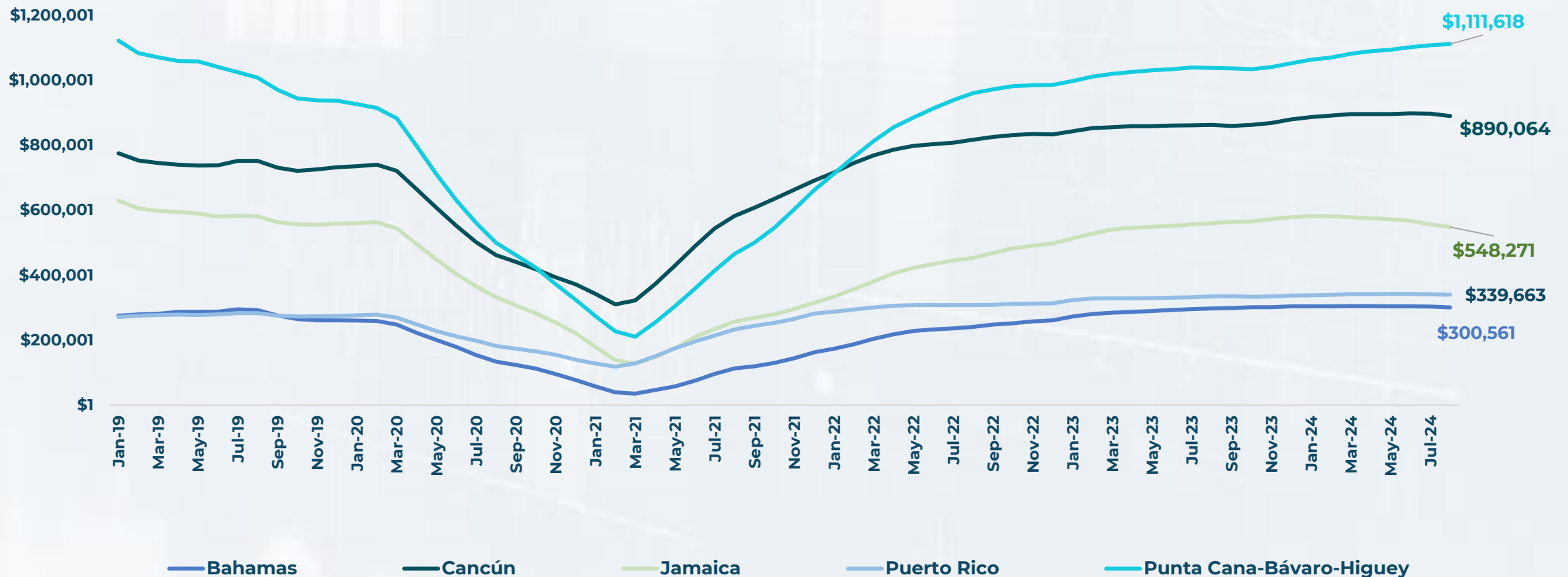
2021 - 2024



HOTEL PERFORMANCE

SMITH TRAVEL RESEARCH (STR)

DEMAND
(2019-2024, US\$)



WHAT DO TOURISTS THINK?

TOURIST SURVEYS

AUGUST
2024



278,455

SURVEYED
JAN-AUG 2024



4.4

Satisfaction



92%

Would return



79%

Would
recommend

6 out of 10



Carry activities
outside their
accommodation



85%

Would do these
experiences again

How do they buy them?

30% **25%**

At the
hotel

By
themselves

67%

Has seen
country's ads
in social
media

52%

Has visited more
than 1 DR
destination



96%

Would return to
visit several
destinations in DR

For



38%

Ads played a major
role in their decision
to travel



63%

Uses Facebook
as its main social
network



REASON FOR TRAVELING

82%

Coming to the
country for leisure

9%

Coming to the
country to visit
friends or family

3%

Coming to
the country
on business

HOW DO TOURISTS PLAN THEIR TRIP?



46%

Considered several
destinations in the
DR for vacations



39%

Plan your trip
1-3 months in
advance.



28%

Selected the DR
for the beaches



WHAT CAN WE DO BETTER

2023

GEN Z

MILLENNIALS

B. BOOMERS

AVERAGE
NUMBER OF
TRIPS

4

5

4

% OF INCOME
SPENT ON
TRAVEL

26%

29%

25%

USE OF TECHNOLOGY



42% OF BABY BOOMERS HAVE USED A MOBILE APP TO BOOK TRANSPORTATION, COMPARED TO 71% OF OTHER SURVEY RESPONDENTS



44% OF BABY BOOMERS VALUE A TRAVEL AGENT WHO BOOKS A COMPLETE TRAVEL EXPERIENCE FOR THEM

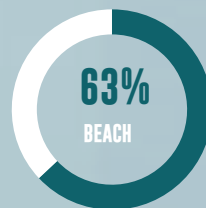
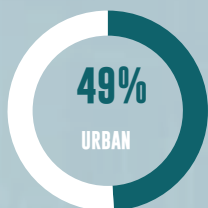
CRUISE SHIPS OBTAIN
+6% ANNUAL INCREASE
IN REVENUES

88% OF
MILLENNIALS
WOULD RETURN TO
A CRUISE SHIP

66%

MORE INTERESTED IN TRAVELING
NOW THAN BEFORE COVID-19

TRAVEL TYPE PREFERENCE 2024



GENERATION Z SAVES MONEY ON
FLIGHTS, SHOPPING AND FOOD



52% OF GENERATION Z SPEND ON
EXPERIENCES, VERSUS 29% OF
BABY BOOMERS



THEME PARK ATTENDANCE +3%
OVER THE LAST DECADE

AVERAGE EXPENDITURE PER TRAVEL (PER NIGHT)

WESTERN EUROPE

\$159

SOUTH ASIA

\$128 (-20%)

EAST EUROPE

\$96 (-40%)

SOUTHEAST ASIA

\$72 (-55%)

TRAVEL EXPENDITURE FORECAST (EAST EUROPE)

+7%

2024

2030

FOCUS OF HOTEL
DEVELOPMENT SHIFTED
AWAY FROM THE MAJOR
METROPOLISES



TOWARDS SMALL
AND RAPIDLY
DEVELOPING CITIES

20 TRAVEL & TOURISM 24 DEVELOPMENT INDEX

WORLD ECONOMIC FORUM

DOM. REP.

TOP 11

TOURISM DEVELOPMENT
OF THE AMERICAS



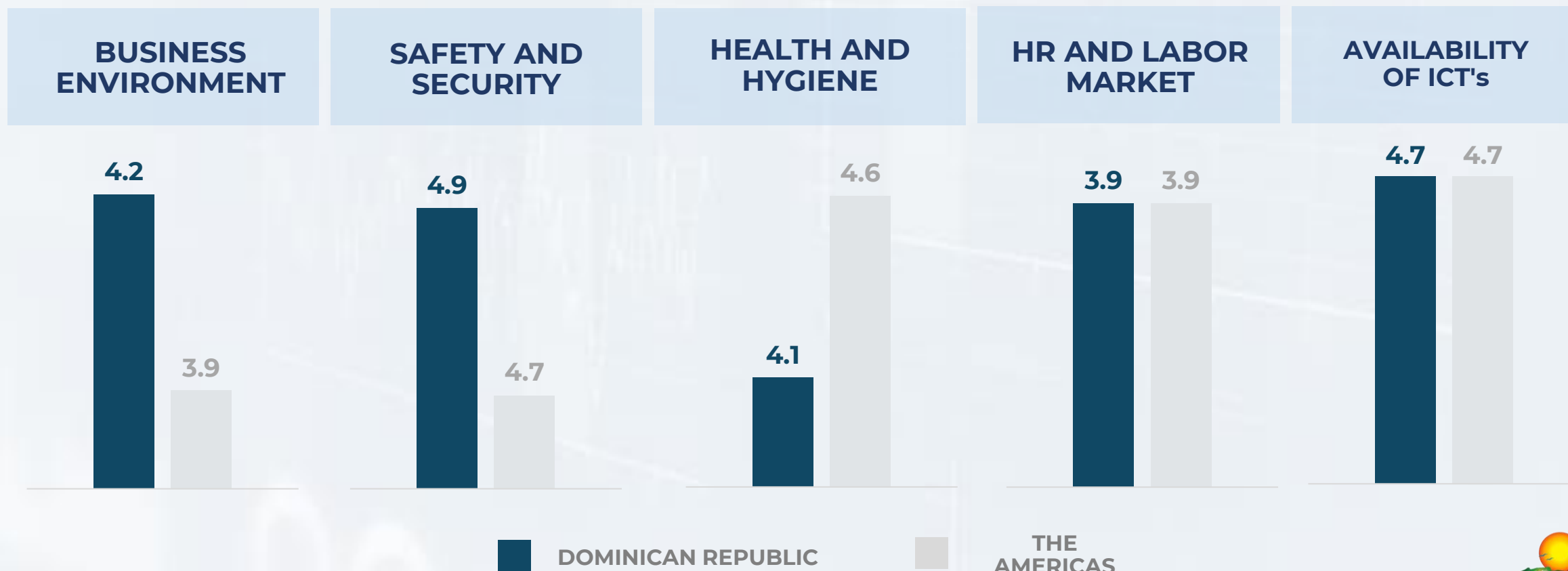
#64 OF THE WORLD



20 TRAVEL & TOURISM 24 DEVELOPMENT INDEX

WORLD ECONOMIC FORUM

INDICATOR #1: "ENABLING ENVIRONMENT"

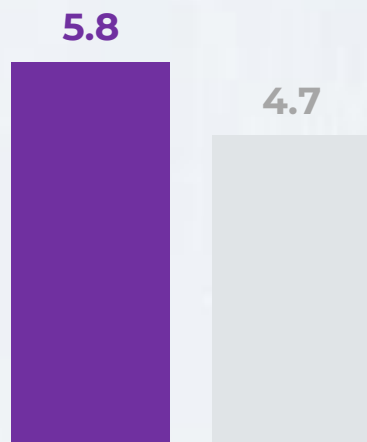


20 TRAVEL & TOURISM 24 DEVELOPMENT INDEX

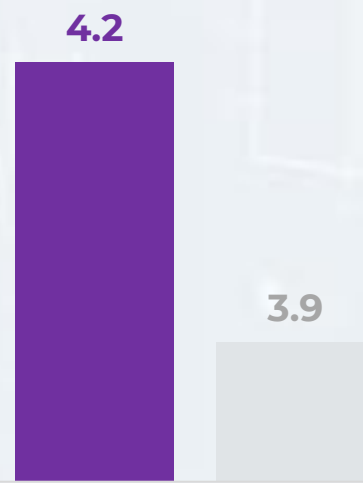
WORLD ECONOMIC FORUM

INDICATOR #2: "TRAVEL POLICY AND ENABLING CONDITIONS".

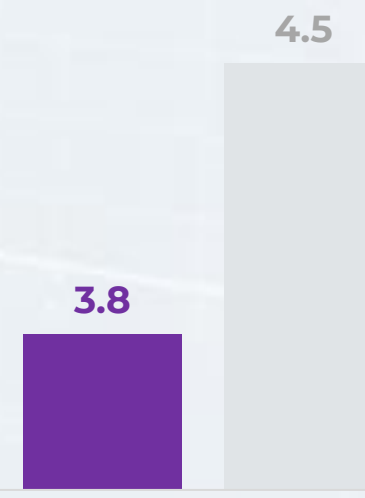
PRIORITIZATION OF TOURISM



OPENNESS TO TOURISM



PRICE COMPETITIVENESS



 DOMINICAN REPUBLIC

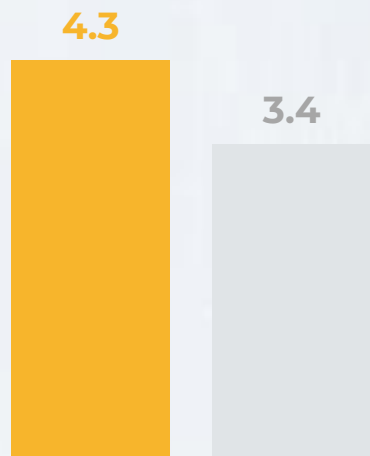
 THE AMERICAS

2024 TRAVEL & TOURISM DEVELOPMENT INDEX

WORLD ECONOMIC FORUM

INDICATOR #3: "INFRASTRUCTURE AND SERVICES"

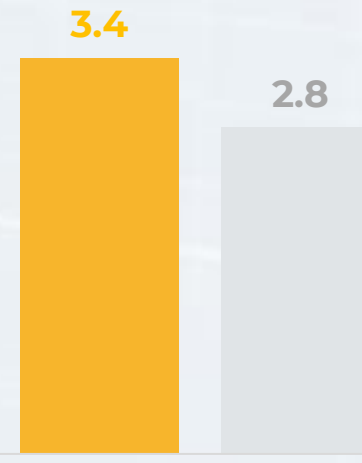
AIR TRANSPORT INFRASTRUCTURE



LAND AND PORT INFRASTRUCTURES



TOURISM SERVICES AND INFRASTRUCTURE



DOMINICAN REPUBLIC



THE
AMERICAS

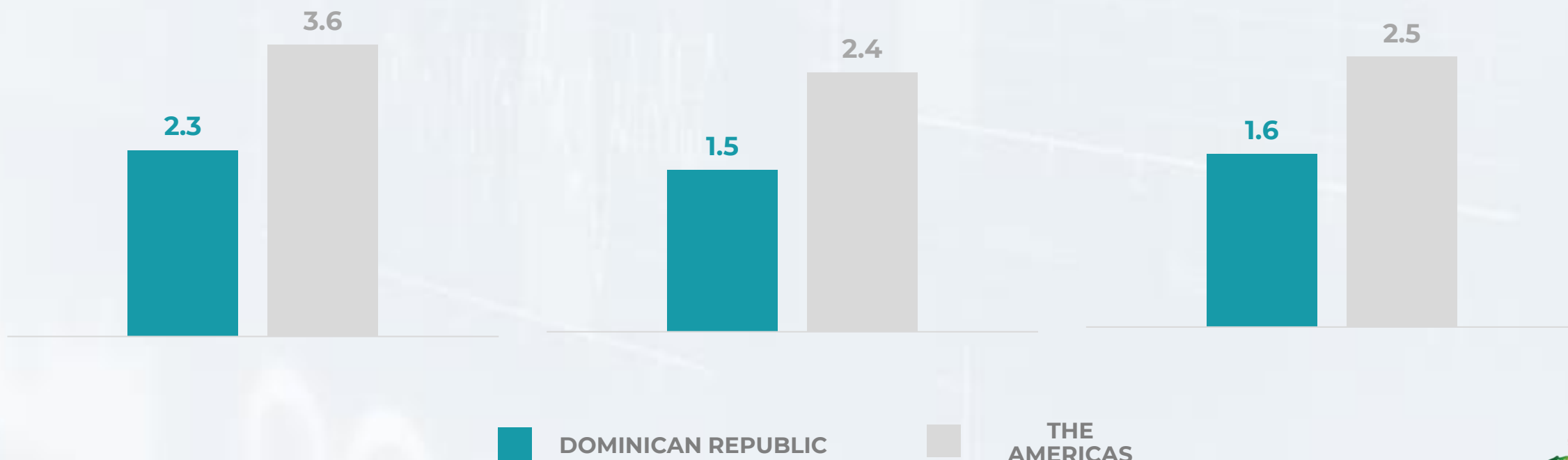
20 TRAVEL & TOURISM 24 DEVELOPMENT INDEX WORLD ECONOMIC FORUM

INDICATOR #4: "TRAVEL AND TOURISM RESOURCES".

NATURAL RESOURCES

CULTURAL RESOURCES

NON-PLAY RESOURCES

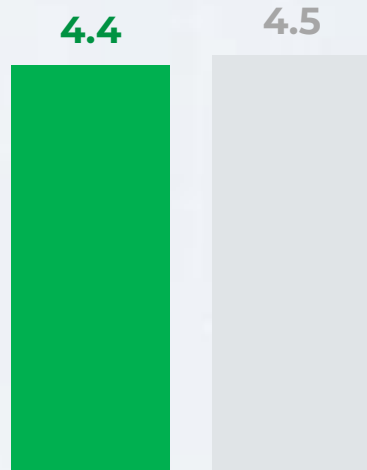


20 TRAVEL & TOURISM 24 DEVELOPMENT INDEX

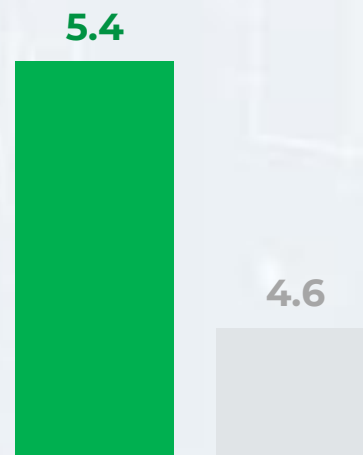
WORLD ECONOMIC FORUM

INDICATOR #5: "TOURISM SUSTAINABILITY"

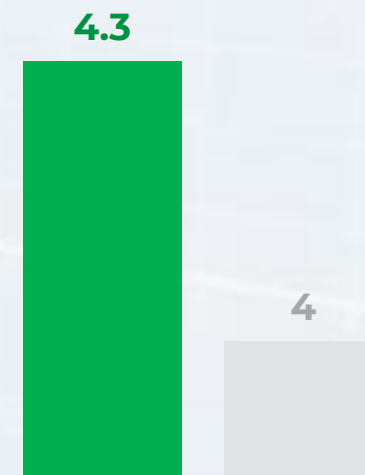
ENVIRONMENTAL SUSTAINABILITY



SOCIOECONOMIC IMPACT OF TOURISM



SUSTAINABILITY OF TOURISM DEMAND



DOMINICAN REPUBLIC



THE
AMERICAS

HOTEL CONSTRUCTION PIPELINE

LODGING ECONOMETRICS

Q2 2024

As a region, **LATIN AMERICA** indicates a **POSITIVE GROWTH** in the hospitality sector.

Mostly supported by the *expanding* **CONSTRUCTION PIPELINE** currently standing at:



612
PROJECTS
▲11% vs 2023

which represents... **97,597**
ROOMS
▲10% vs 2023



PROJECTS IN THE PIPELINE (Q2 2024, Top 4, by country)

	COUNTRY	PROJECTS	ROOMS
1	MEXICO	226	33,599
2	BRAZIL	93	13,911
3	DOM. REP.	51	12,695
4	COLOMBIA	27	3,671

PROJECTS IN LATAM (Q2 2024, Top 4, by stage)

STAGE	PROJECTS	ROOMS	YOY PROJECTS
UNDER CONSTRUCTION	253	44,319	▲11%
TO START – NEXT 12 MONTHS	187	29,476	▲18%
EARLY PLANNING STAGE	172	23,802	▲3%

MANAGEMENT EFFECTIVENESS INDICATORS

HOTELS AND TOURISM INDUSTRY

Q2 2024

RETURN ON ASSETS

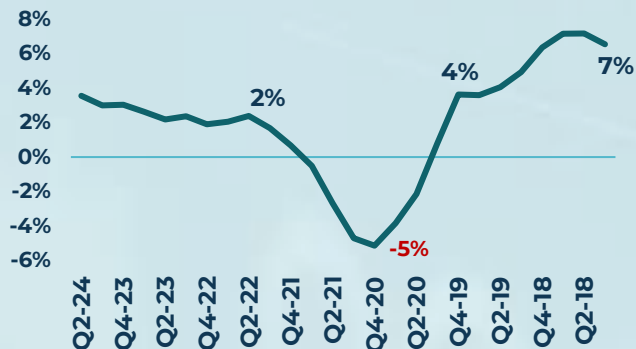


3.6%

▲62% vs Q2 2023

"Above industry average"

ROA improved relative to the preceding period, due to net income growth.



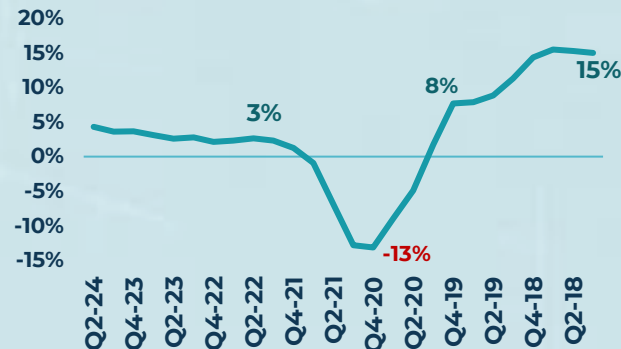
RETURN ON INVESTMENT



4.3%

▲66% vs Q2 2023

ROI improved compared to the previous quarter, due to net income growth.



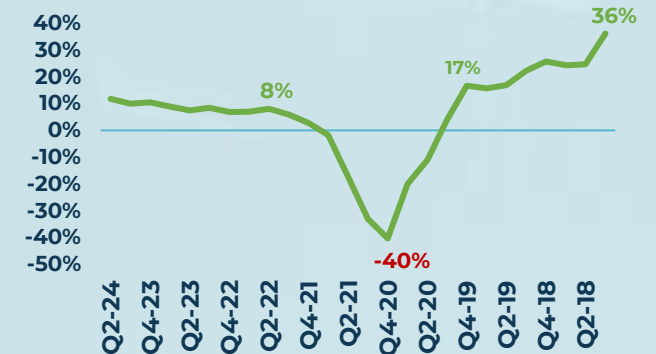
RETURN ON EQUITY



11.7%

▲56% vs Q2 2023

ROE was better than in the quarter ago, due to net income growth and above Industry average return on equity.





THE VISION

TOURISM IN THE DOMINICAN REPUBLIC



28

CONSECUTIVE MONTHS WITH
HISTORICAL MAXIMUNS



WHAT WE'VE DONE?

MINISTRY OF TOURISM

To 2023

2023

2022-2024

INTELLIGENCE

- +70** Interactive dashboards
- +500** Reports made
- 87** ProceData sources

ORDER

- 560** Licenses awarded
- 92** Operations carried out
- 93%** Per diem cost per license vs prev. management
- 1,614** Licenses applications

SURVEYS

- Satisfaction
 - Experiences
 - Destinations
 - Social Networks
 - Planification
 - Gastronomy
- +1 MM** SURVEYED

PLATAFORMAS

- Gestión de ocupación hotelera
- UCTT
- CRM's
- OneMITUR
- App de experiencias
- Jornaleros playas

ROADSHOWS

- Presentation of the tourist offer to International Travel Agencies and TTOO
- 63** Roadshows performed
- +5,000** Participants

DO TRAVEL REWARDS

First loyalty program in the Dominican Republic, with the objective of build loyalty and strengthening the relationship with travel agents and TTOO

2020-2024

2023-2024

August 2023

WHAT WE'VE DONE?

NEW VISION FOR THE BLUE ECONOMY



1,800 KM
COASTAL LINE

496 KM
BEACHES

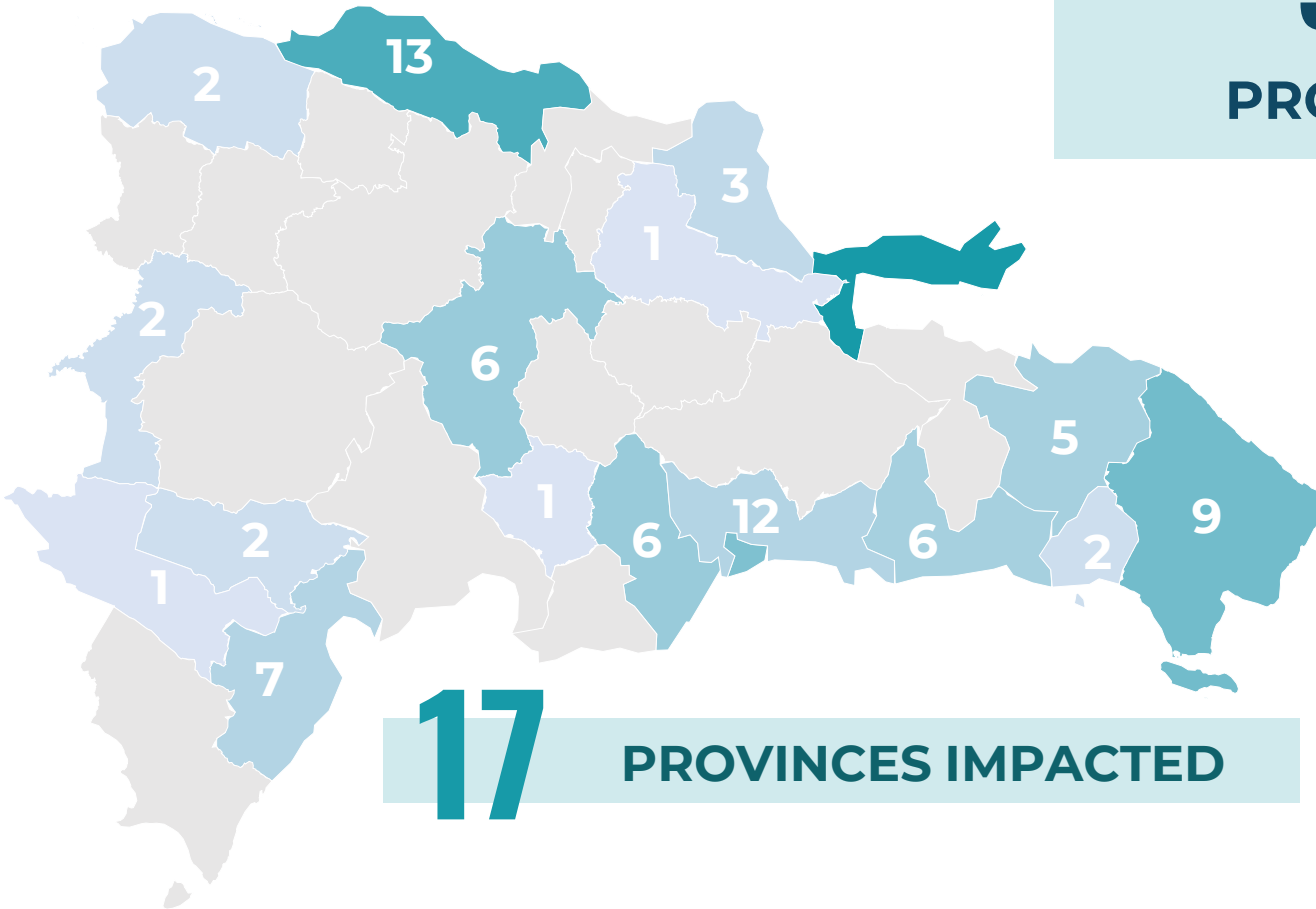
+300
BEACHES

5 REPRESENTATIVE
SAMPLES

25 BEACHES
SELECTED
PRIORITY

PUBLIC INFRAESTRUCUTRE PROJECTS (PIT)

DISTRIBUTION BY PROVINCE



97
PROJECTS

RD\$9,197 MM
AMOUNT

61%
FINISHED

39%
IN PROGRESS

TYPE OF
PROJECT

46%
VIAL

15%
STRUCTURE

15%
INFRASTRUCTURE

12%
SQUARE

9%
PARK

INTERNATIONAL FAIRS 2023

34

FAIRS
2023

658 M

COEXPOSITORS
CONTRIBUTIONS

11

NORTH AMERICA

IMEX América
Canadian Meeting
SITV Montreal
PGA Show
Surf Expo I & II
Seatrade Global
Cruise World
Dema Show
FCCA congress
IBTM América

5

LATIN AMERICA

ANATO
FIT
VTM LATAM
ABAV
FESTURIS
GRAMADO

16

EUROPE

ITB Berlín
IMEX Frankfurt
Seatrade Europe
AMOUR Global
Qatar Travel Market
BMT

2

ASIA

Il Viaggiatori
IGTM
FITUR
WTM
KLM Open
BTEXPO
IFTM Top Resa
SITV Colmar
ILTM Cannes
EUDI Show
TTG Incontri

ACTIONS THAT LEAD TO...



APPLICATIONS: FINAL CLASSIFICATION CONFOTUR

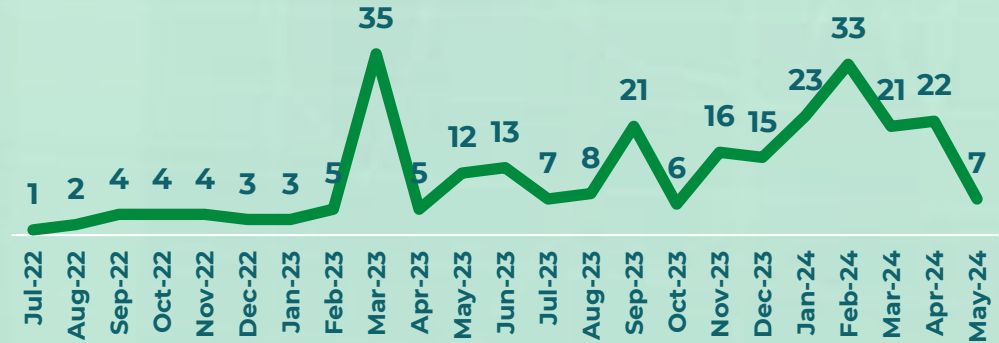
146
RESPONSES
2023

106
JAN-MAY 2024

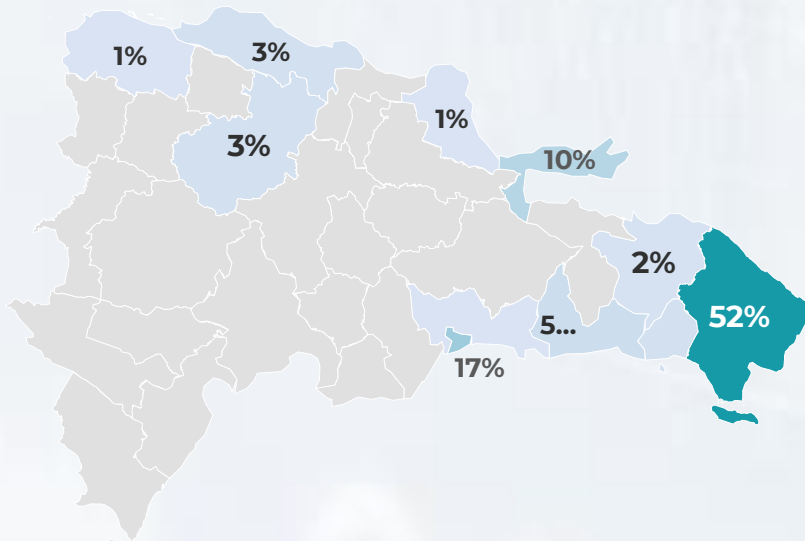
▲ 77%

VS 2023

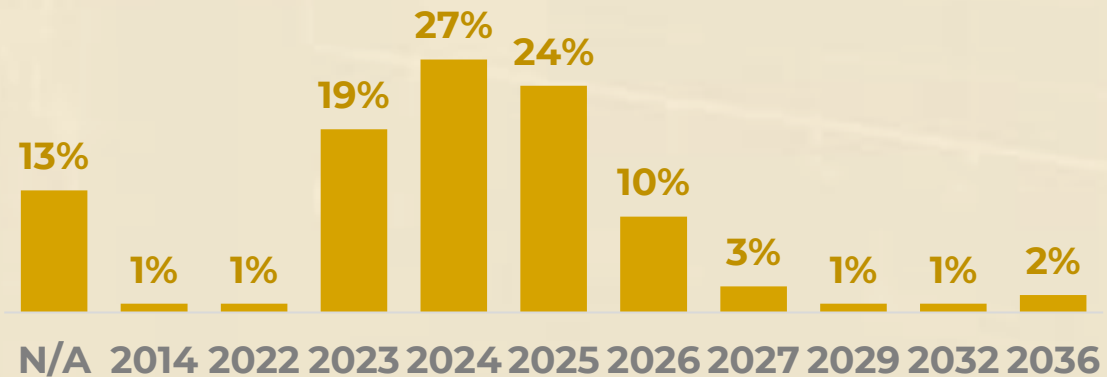
RESPONSES



DISTRIBUTION OF PROJECTS BY PROVINCE



ESTIMATED END DATE OF PROJECTS



SOURCE: UCTT

Powered by Bing
© Microsoft, OpenStreetMap

APPLICATIONS: FINAL CLASSIFICATION CONFOTUR

106
RESPONSES
2023-2024

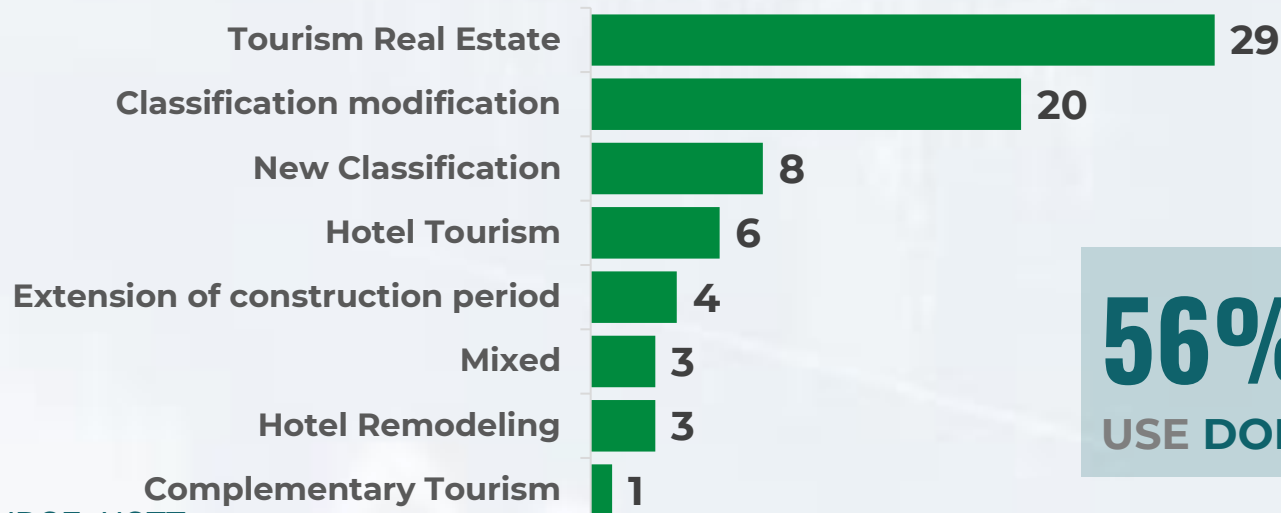
85,236
ESTIMATED JOBS



71,613
ROOMS



PROJECT TYPE



US\$4,589 MM
TOTAL INVESTMENT
AMOUNT



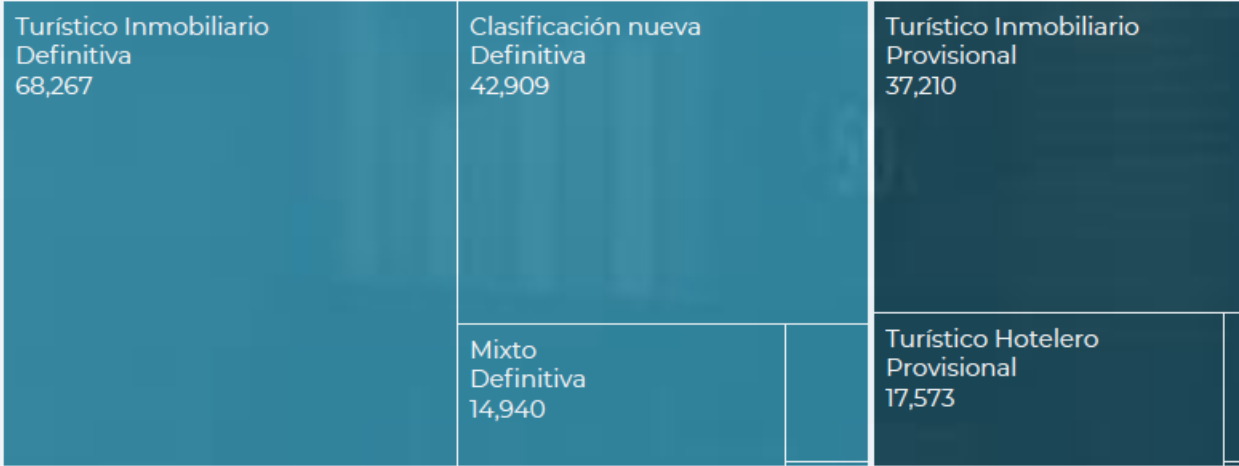
56% OF THE PROJECTS
USE DOMINICAN FUNDS



UCTT: PROJECTS THOUGH CONFOTUR

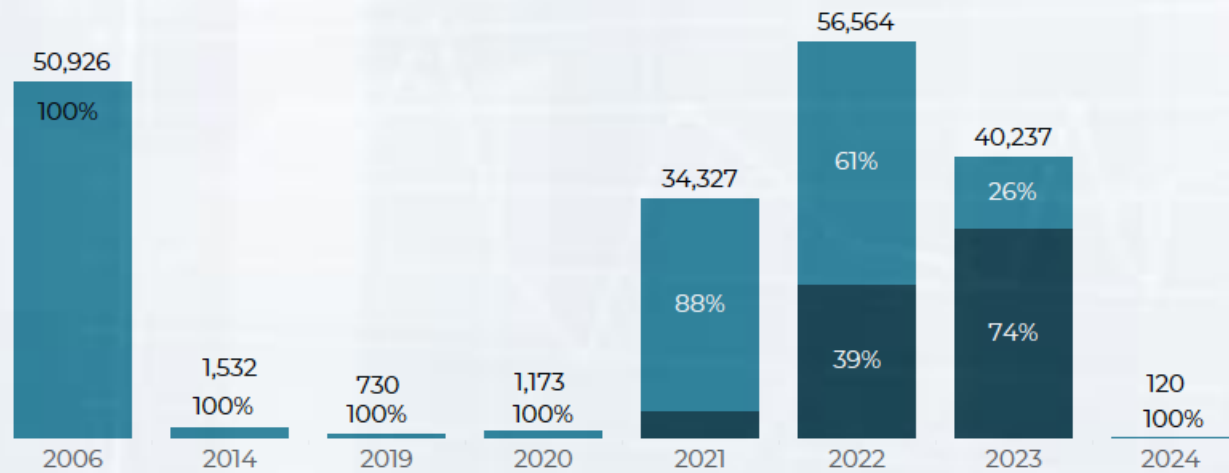
Type of projects

(Classification, number of rooms)



Projects start date

(Total rooms and distribution per classification)



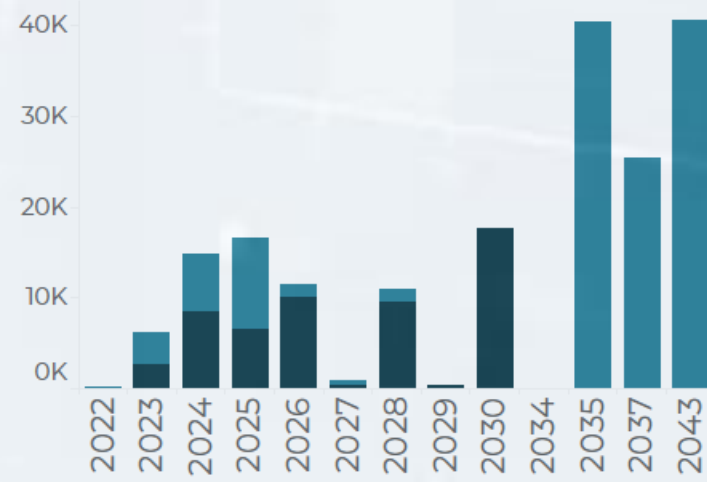
Projects location

(Classification type, number of rooms)



Estimated end date

(By classification and number of rooms)



Origin of investment

(By classification, local Inv. US\$)



Type of application

■ Definitiva ■ Provisional

NEW INVESTMENT FOCUSES



MONTECRISTI

- Luxury & Wellness
- Mixed Development

PUERTO PLATA

- Cruises / Cable Car
- Water Sports
- Punta Bergantín

DIVERSIFICATION OF DESTINATIONS

DOMINICAN REPUBLIC

SANTIAGO

SAMANA

- Eco-tourism
- Adventure tourism

MICHES, EL SEIBO

- Luxury & Sustainability
- Hotel Development
- Investment

LA ALTAGRACIA

- High Real Estate Density
- Luxury Segment

SANTO DOMINGO

- Urban Tourism
- Gastronomic Tourism
- Meeting Tourism

LA ROMANA

- Urban Tourism
- Cultural Tourism

PEDERNALES

- Cabo Rojo Port
- Hotel Destination
- Community Tourism

TOURISM STRATEGY: DESTINATION

SANTIAGO HEART CITY

STRATEGY



HEALTH
TOURISM



CONVENTION
CENTER



MID-SIZED
HOTELS



GASTRONOMY
AND EXCURSION

SEGMENT

ABSENT DOMINICANS

CONECTIVITY WITH
PUERTO PLATA

SOUTH AMERICA

TRANSPORTATION
AND HANDLING

PUERTO PLATA THE ATLANTIC BRIDE

STRATEGY

PUNTA BERGANTÍN

REAL ESTATE TOURISM
(PUNTA BERGANTÍN)

CRUISES

AMERICAN BRAND
HOTELS

REAL ESTATE TOURISM
(PLAYA DORADA)

SEGMENT

EAST COAST

PROXIMITY
TO ZONE

NACIONAL / ABSENT
DOMINICANS

TOURISM STRATEGY: DESTINATION

PUNTA CANA

WHERE THE SUN RISES

STRATEGY



SEGMENT

EXPANSION OF
EXISTING PROJECTS

GOLF / LUXURY
TOURISM

LA ROMANA

THE FLOWER OF THE
EAST

STRATEGY



PLAYA NUEVA
ROMANA



CASA DE
CAMPO

SEGMENT

NACIONAL / ABSENT
DOMINICANS

NACIONAL /
INTERNACIONAL

TOURISM STRATEGY: DESTINATION

SANTO DOMINGO

FIRST OF AMERICA

STRATEGY

 HEALTH
TOURISM

 CONVENTION
CENTER

 MID-SIZED
HOTELS

 GASTRONOMY
AND EXCURSION

 ZONA COLONIAL

SEGMENT

ABSENT DOMINICANS

BUSINESS TOURISM

BUSINESS TOURISM

LATIN AMERICA

FROM OTHER
DESTINATIONS

SAN PEDRO

SULTANA OF THE EAST

STRATEGY

 REAL ESTATE
TOURISM

 HOTEL
INVESTMENT

SEGMENT

NATIONAL

MEDIUM /
MEDIUM LOW

ESTRATEGIA TURÍSTICA: DESTINOS

SAMANÁ WHALE COAST

STRATEGY



SMALL
PROJECTS



REAL ESTATE
TOURISM

SEGMENT

EUROPE

NATIONAL

MICHES HIDDEN JEWEL

STRATEGY



HOTEL
DEVELOPMENT



REAL ESTATE
TOURISM

SEGMENT

LUXURY

TOURISM STRATEGY: DESTINATION

MONTE CRISTI

THE NORTHWEST JEWEL

STRATEGY



MACRO-
PROJECTS



REAL ESTATE
TOURISM

SEGMENT

NATIONAL /
INTERNATIONAL

NATIONAL /
INTERNATIONAL

PEDERNALES

CRADLE OF
BIODIVERSITY

STATUS

4

STRATEGY



HOTEL
DEVELOPMENT



RENEWABLE
ENERGY

TASTE OF NEW PARADISE



100%



SANTO DOMINGO CONVENTION CENTER

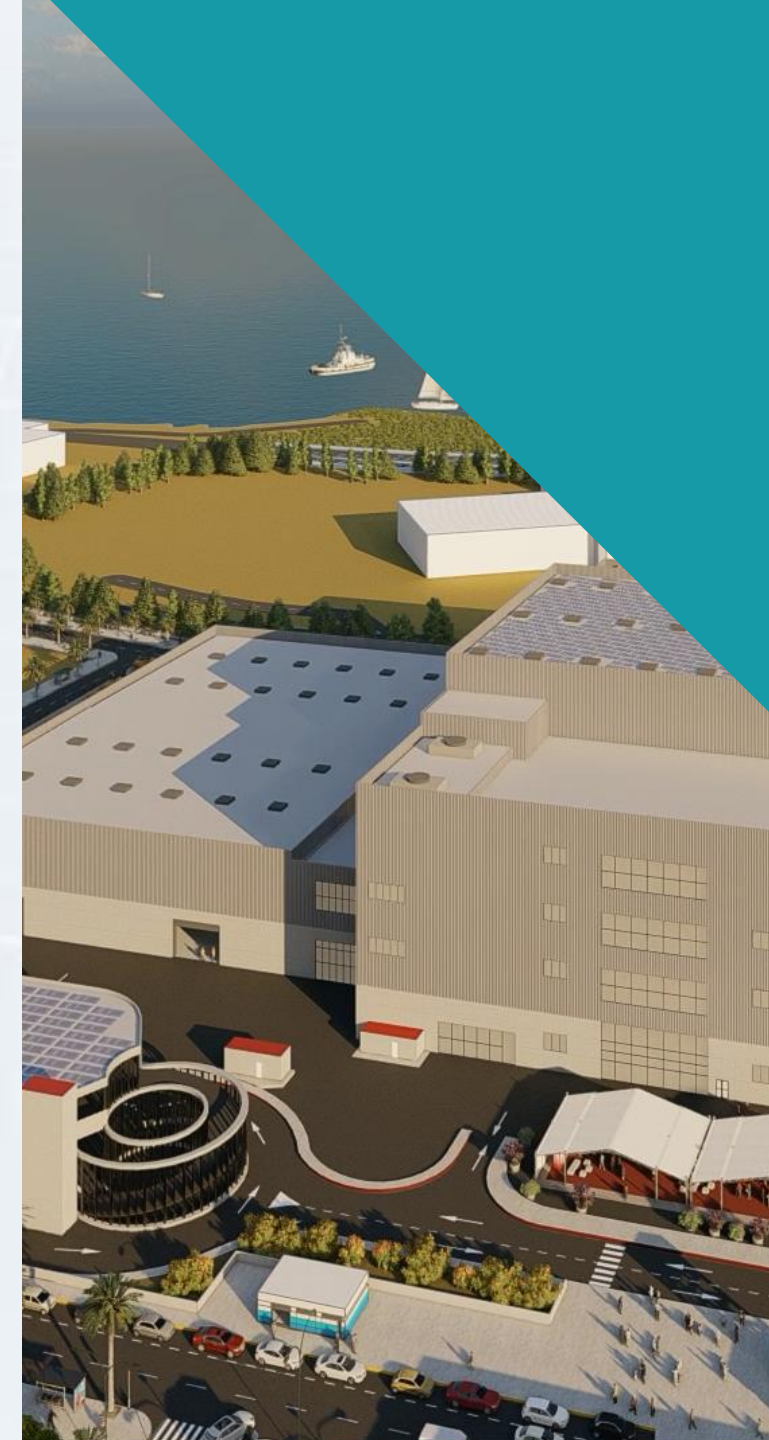
WHAT DOES THE CENTER INCLUDE??

5,000 m^2
Fair pavilion

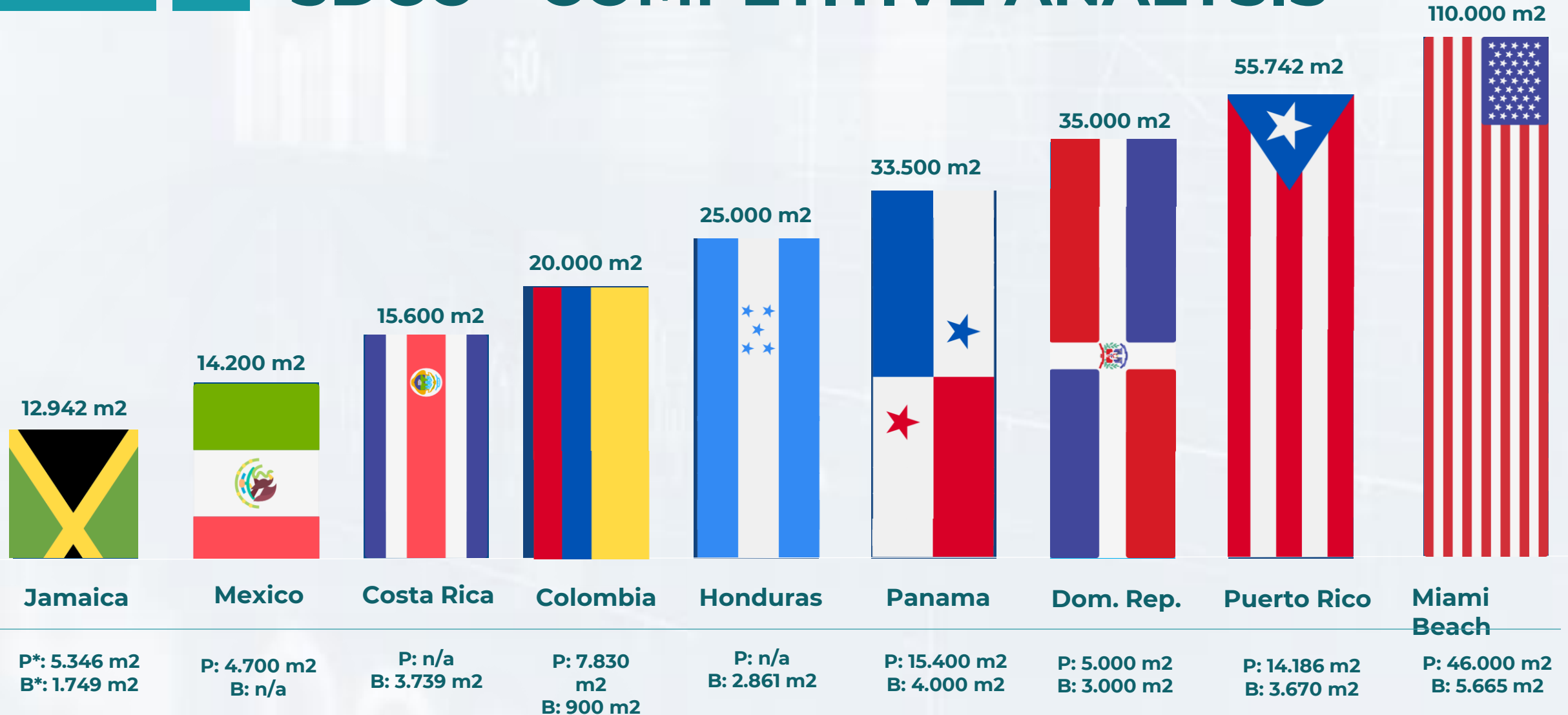
Lobby and offices

**An auditorium for
2,800 people,
divisible with 3,000
 m^2 of floor space**

**15 rooms of 100 -
6000 m^2 for 100 - 500
people.**



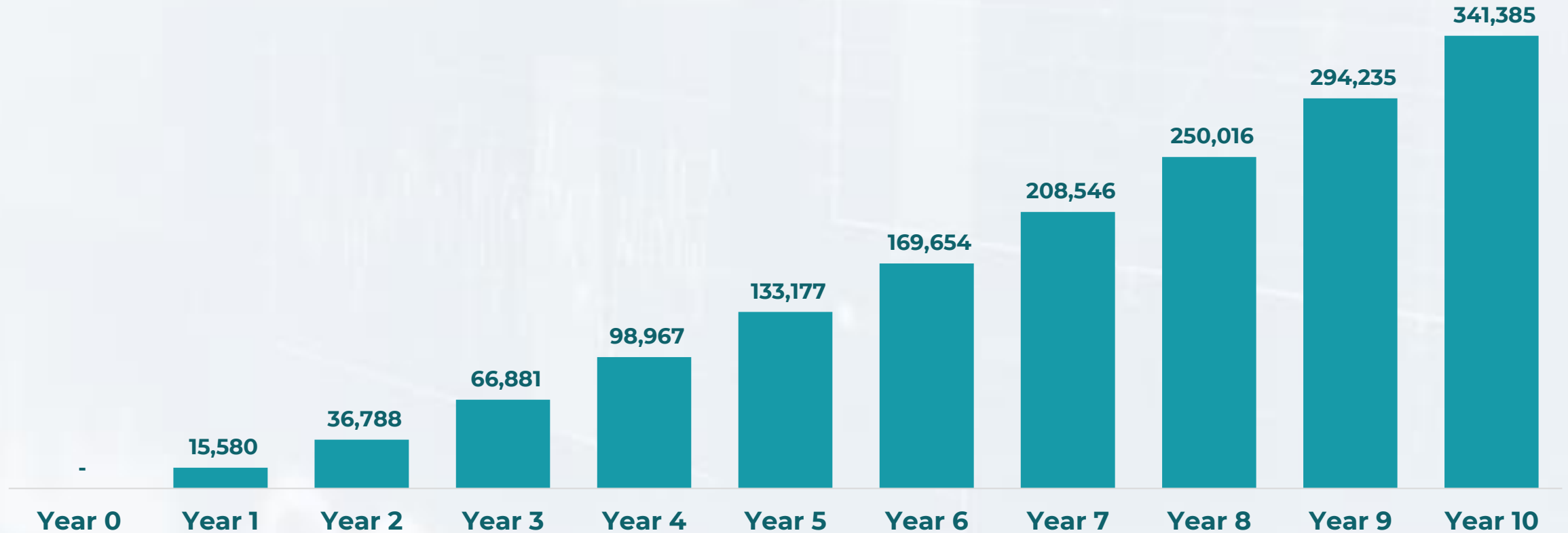
SDCC – COMPETITIVE ANALYSIS



*P: Pabellón ; B: Ballroom

SD CONVENTION CENTER

SOCIAL ASSETS
(US\$ THOUSANDS)



SANTO DOMINGO DEL MAR



SANTO DOMINGO DEL MAR

WHAT DOES THE PORT INCLUDE?

PASEO DEL MAR

- **Sea theater for concerts and cultural events.**
- **+15,000 m² of public and open urban spaces.**
- **+600 parking lots on the boardwalk.**

CRUISE PORT

- **Port with capacity for “Oasis” class cruise ships (+6,000 passengers).**
- **1-level terminal to handle cruise passengers.**
- **Parking and space for cabs and tour buses.**

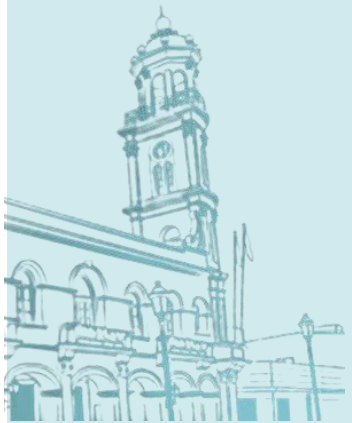
MARINA & YATCH CLUB

- **+300 moorings for sport yachts.**
- **+8 spaces for mega yachts.**
- **Yacht club with heliport.**

CIUDAD COLONIAL

RD\$453 MM
ESTIMATED
INVESTMENT

35
INVESTMENT
PROJECTS



CIUDAD COLONIAL

FIRST CITY OF THE AMERICAS

35

INVESTMENT
PROJECTS



US\$ 26 MM

AMOUNT OF
INVESTMENT 2022



33

AMERICAN
FIRSTS



US\$ 36 MM

AMOUNT OF
INVESTMENT 2023



62

HOTELS



US\$ 38 MM

AMOUNT OF
INVESTMENT 2024 - 2025



DESTINATIONS AND PRODUCTS DIVERSIFICATION

LUXURY SEGMENT

**ST.
REGIS**
📍 CAP CANA

**US\$ 240 MM
TO INVEST**

200 ROOMS

A Paradise for sea and golf lovers



DESTINATIONS AND PRODUCTS DIVERSIFICATION

LUXURY SEGMENT

**Ritz
Carlton**

📍 PUNTA
CANA

US\$ 250 MM
PHASE 1 INVESTMENT

250 ROOMS

Two luxury flags
operated by Marriott



PUNTA BERGANTÍN

1	HOTELS
2	REAL ESTATES PROJECTS
3	INNOVATION CENTER
4	PUEBLITO MARINO
5	GOLF CAMP
6	CINEMATOGRAFY STUDIO



MICHES

TEMATIC AXES

CONNECTIVITY

COMMUNITY TOURISM

BEACH MANAGEMENT AND
PLANNING

OFFER DIVERSITY

SOLID WASTE
MANAGEMENT

WATERFRONTS AND
URBAN SPACES



DESTINATIONS AND PRODUCTS DIVERSIFICATION

LUXURY SEGMENT

FOUR SEASONS

📍 MICHES

US\$ 200 MM
TO INVEST

95
ROOMS

LEED Certification(Leadership in
Energy and Environmental Design),
one of the most respected in the
world for green building



PEDERNALES

**CABO ROJO
PORT**



TOURISM INVESTMENT

DOMINICAN REPUBLIC

OCTOBER

24

