

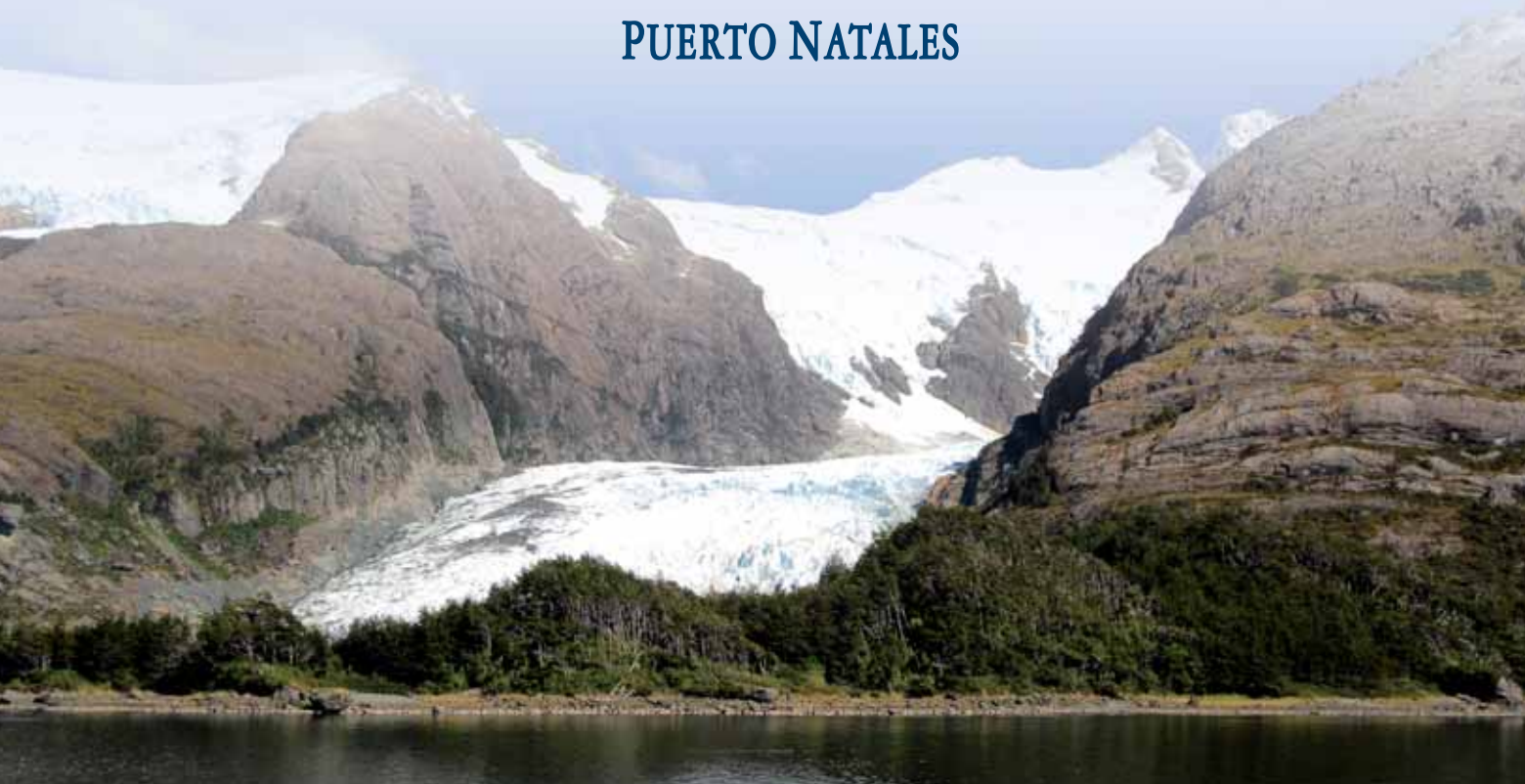


Glaciares en Patagonia  
CHILE

## GLACIERS ROUTE, MONTAÑAS FJORD

2 DAYS/1 NIGHT - MOTOR VESSEL SKORPIOS III

PUERTO NATALES



SKORPIOS, A UNIQUE EXPERIENCE THROUGH THE ICEBERGS... VÍVELO

# INCENTIVE CRUISES



Nowadays, when competitiveness is a challenge we must meet daily, have you ever thought of organizing an event to motivate your sales force, or achieve aggressive targets by offering some kind of special price, or simply arranging a meeting of managers or distributors?. In this area, Skorpios Cruises offers you the alternative of these Cruises to the Glaciers of Chilean Patagonia as the best idea to support achievement in your company. Many foreign companies have chosen this alternative offered by Skorpios, hiring our services for their corporate or motivational cruises, and obtaining excellent results.

Skorpios Cruises, with more than 30 years' experience in this kind of cruises, has developed a new type of tourist service with these 2, 3, 4 and 5 days Cruises, which have been tailor-made to your requirements as a client, and which also offers you an extremely convenient all-inclusive budget; furthermore neither you nor your company need to worry about anything on this cruise, as everything is organized and prepared beforehand - from rooms and equipment for your presentations, cruise accommodation, comprehensive catering - to the final dinner party.

It is absolutely clear that it is increasingly difficult to choose a venue for your convention, incentive or congress, as places are scarce and the great cities or classical destinations offer outside distracters that make it difficult to control and manage these events. Nonetheless, while on a Skorpios Cruises, you will have the absolute certainty that everybody will be there, that everybody will listen your corporate message, and that there will be no absentees or untimely unscheduled meetings, so the objectives and success of your meeting are guaranteed.

To hold an event of this kind in a unique and exclusive venue is your best guarantee of success. Don't organise this kind of event for formality's sake, you will waste your money and run the risk that your clients or guests will not appreciate your efforts.

Furthermore, Skorpios Cruises will always have one or more options open for your company, with other cruise alternatives that give you a professional and personalized solution to your requirements for a real motivational cruise for your company.







## THE CRUISE AND ITS SURROUNDINGS

Welcome to Motor Vessel Skorpios III, which will take you along the Glaciers Route, Montañas Fjord on a 2-days and 1-night cruise through fjords and channels in this sea that is peppered with islands; where glaciers and volcanoes draw a picture of absolutely virgin nature and where the strength of this Patagonian landscape gains force through its majestic and dense forests, with their mosses, lichens and underbrush that provide the environment for a fauna rich in birds such as the condor, royal cormorant, black necked swans, coscoroba swans, rheas, and other wildlife like foxes, guanacos, pumas, huemules, tunas, seals and sea wolves, among others, who share this vast territory of indescribable beauty but also of enormous fragility. Skorpios offers to take you to this magic land and visit the Montañas Fjord, and its glaciers, trek to the Bernal Glacier moraines and sail between coloured ice floes on special expedition vessels, until you reach the Alsina Glacier. During this cruise we will have the chance to take a close look at the flora and fauna of Chilean Patagonia, which still remains in its virgin and original state... we invite you to enjoy it.





## NAVIGATION TRACK

### GLACIERS ROUTE, MONTAÑAS FJORD

Bernal, Herman, Paredes and Alsina glaciers.

**DAY 1: 11:00 hours.** We sail from the Skorprios Terminal in Puerto Natales, through the Ultima Esperanza Sound, Almirante Montt gulf, Angostura Kirke, Morla Vicuña Pass, Unión Channel, entering the Montañas Fjord to reach Bernal Glacier at **17:00 hours**. We go ashore here and trek through a small oak forest, and then go on to walk along the front and lateral moraines of this glacier, which is in its terminal phase. **19:00 hours.** We continue sailing along this fjord and will visit three glaciers: Herman, Paredes and Alsina. The ship docks here for the night.

**DAY 2: 10:00 hrs.** Alsina Glacier. Special excursion boats take us along a narrow channel as we negotiate the floating icebergs and get to see this high ice wall, with its high peaks and incredible colouring. **12:00 hours.** We continue sailing along the Montañas Fjord en route to Puerto Natales. We cross Angostura Kirke and arrive at the Skorprios Terminal at **18:00 hours**.

**End of cruise**



### DATOS UTILES

- Satellite telephones are available on board, with current fees.
- Shipboard voltage: 220 volts IC (50 cycles).
- We recommend thick and thin clothing. Parka or a jacket and trekking pants.
- Thin and thick shoes (the best are trekking shoes).
- You should have sun glasses, sun block and a hat.
- The ship does not provide hairdressing services.
- Laundry service only for light clothing.
- Smoking is only allowed on our open air decks.
- Spring-Autumn temperatures vary from 5° to 12° C. Summer temperatures vary from 12° to 19° C.



## MONTAÑAS FJORD

The Motor Vessel Skorpios III sails from Puerto Natales, along the Ultima Esperanza Sound, we cross the Almirante Montt gulf to reach a virgin landscape where we can appreciate the unique features of the Patagonian channels and reach this 66 kilometres long fjord, located in the southern part of the Southern Ice Field, where its peaceful waters and mountains welcome a diverse and numerous flora and fauna. One of the most attractive parts of this fjord are the 5 glaciers that come from the Cordillera Sarmiento: Bernal, where we will go ashore; Herman, Encina, Paredes and Alsina, which we will visit on an excursion.



THE SKORPIOS' MAGICAL PATAGONIA

## BERNAL GLACIER



The Bernal Glacier is one of the 5 glaciers in the Montañas Fjord, and is special because it is in its terminal stage, and enables us to see the different stages in the life and death of a glacier. We go ashore here and walk towards its base, trekking through an oak forest and reaching a beautiful turquoise lagoon made of melting glacier ice. We will walk along the glacier's front and lateral morains, observing how it melts, and the flora and trees that begin to grow in the area, taking over what was originally age-old glacier ice.



## ALSINA GLACIER

Sailing along the peaceful waters of the Montañas Fjord, and after having visited Bernal Glacier, and admired its diverse flora and fauna and the Herman and Paredes Glaciers, we come face to face with Alsina Glacier, an enormous wall of ice with high and colourful peaks, which we approach through a narrow channel on excursion boats, while we sail among floating icebergs, and watch the monumental natural beauty of these age-old ice formations.







Glaciares en Patagonia  
CHILE

WARMTH AND THE BEST CARE

THE BEST CULINARY TRADITION



SERVICE ON BOARD

SKORPIOS, A UNIQUE EXPERIENCE THROUGH THE ICEBERGS... VÍVELO





ONA  
*Anekona*

VINO  
ROSSO  
D'ANTICIPA  
2018



## SKORPIOS, FIRST CLASS CUISINE

On Motor Vessel Skorpios III, you will be able to enjoy the best Patagonian gastronomy with the best meats in the area, including beef and Magellanic mutton, the most exclusive seafood, such as King crab, mussels, cholga mussels and fish, and the best Chilean wines and imported liquors.





**SKORPIOS**  
Glaciares en Patagonia  
CHILE

## SKORPIOS CRUISES , THE BEST SERVICE

On Motor Vessel Skorpios III our extremely experienced and professional staff, will be the faithful interpreters of the traditional hospitality of the Kochifas family, giving you the best possible service in a warm environment so that you can share your most pleasant moments on board.



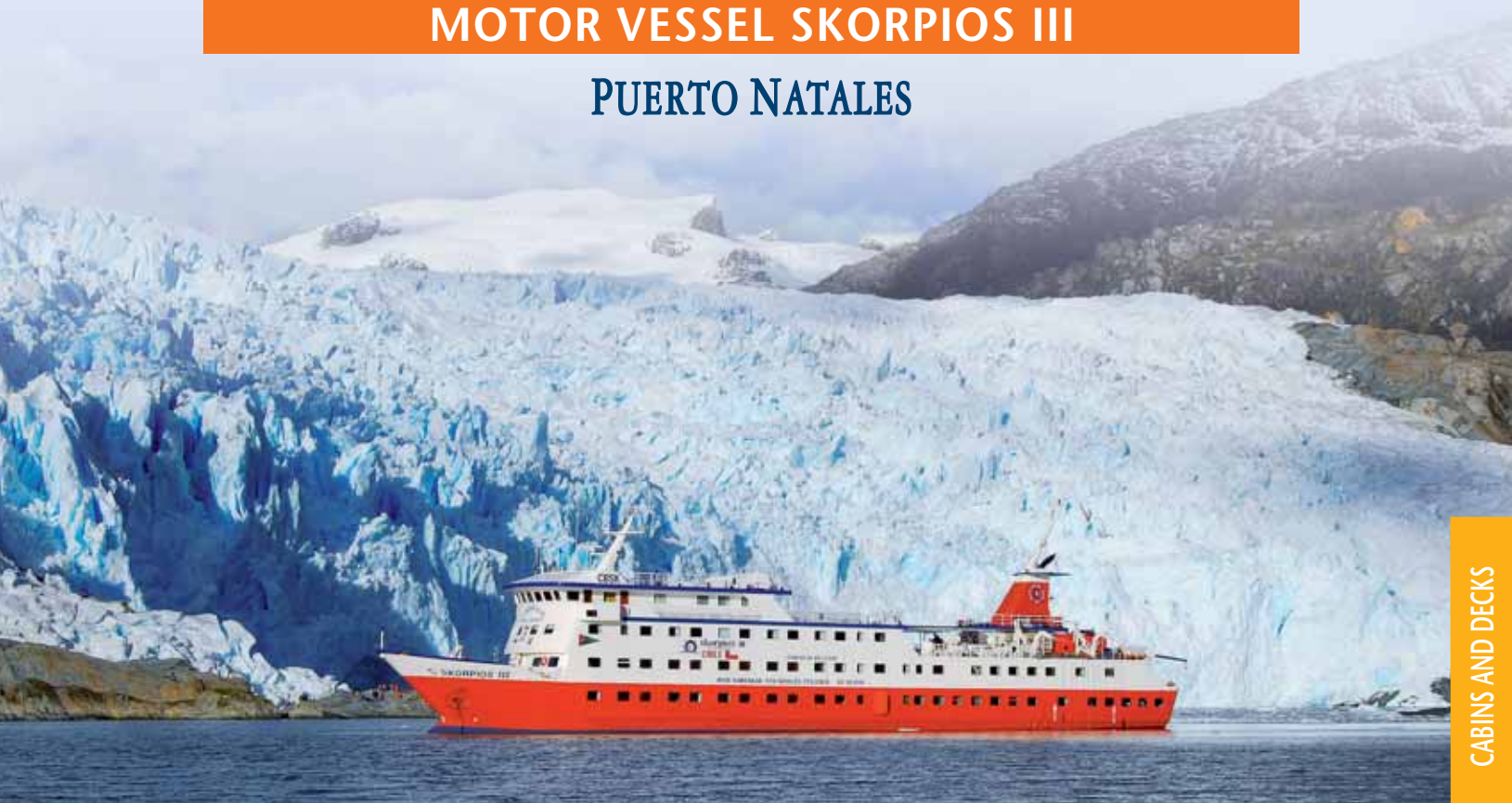


Glaciares en Patagonia  
CHILE

## CABINS DISTRIBUTED ON DECKS

MOTOR VESSEL SKORPIOS III

PUERTO NATALES



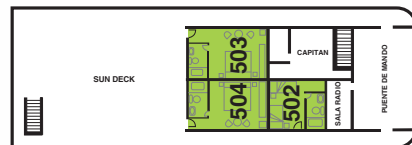
CABINS AND DECKS

SKORPIOS, A UNIQUE EXPERIENCE THROUGH THE ICEBERGS... VÍVELO

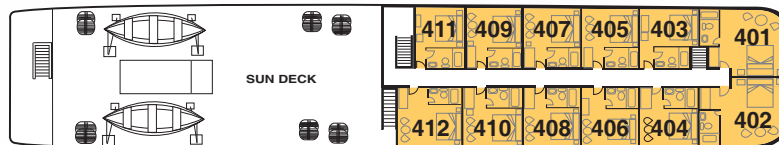


## TECHNICAL DATA: MOTOR VESSEL SKORPIOS III

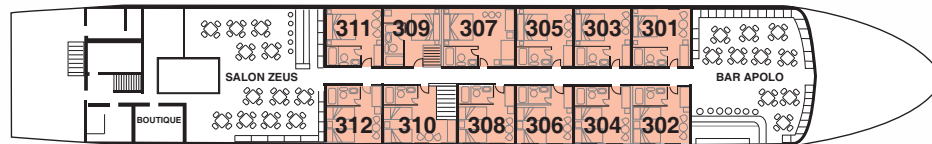
Motor Vessel Skorpios III can carry 90 passengers, and has 45 comfortable cabins with marital and twin beds distributed in 5 decks. All the cabins have a private bathroom, Plasma TV, Music and safe. The ship also has 2 comfortable Bar Lounges and a dining room.



CUBIERTA ATHOS / ATHOS DECK



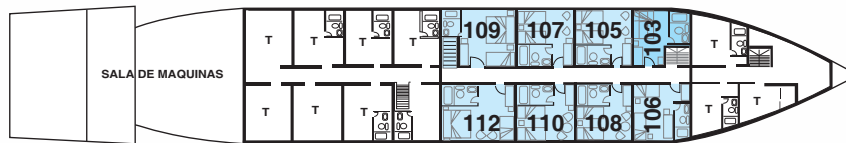
CUBIERTA OLYMPO / OLYMPUS DECK



CUBIERTA PARTHENON / PARTHENON DECK



CUBIERTA ACROPOLIS / ACROPOLIS DECK



CUBIERTA ATENAS / ATHENS DECK

Motor Vessel Skorpios III was built in 1995 at the Skorpios Shipyards, Chile, according to Chilean and international navigation regulations such as SOLAS and IMO. It is classified by the American Bureau of Shipping with N° 951.93.18.A1 ice. It is 70 metres long, 10 metres wide and a draft of 3.30 metres. It has International Load line and Registration Certificate N° 2869 issued by the General Direction of the Chilean Maritime Territory.





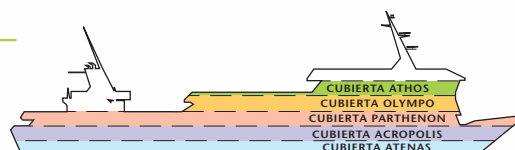


## DISTRIBUTION OF CABINS PER DECK M/V SKORPIOS III

### ATHOS DECK

(includes window and direct access to deck)

<b>Junior Suites</b>	: <b>503 - 504</b>
Description	: 1 Queen size bed
Cabin capacity	: 2 passengers.
<b>Double</b>	: <b>502</b>
Description	: 2 single beds placed in L
Cabin capacity	: 2 passengers



### OLYMPO DECK

(includes window and access to inner passageway)

<b>Master Suites</b>	: <b>401- 402</b>
Description	: 1 King Size bed
Cabin capacity	: 2 passengers
<b>Double Cabins</b>	: <b>403 - 404 - 405 - 406 - 407 - 408 - 409 - 410 - 411 - 412</b>
Description	: 1 double bed
Cabin capacity	: 2 passengers

### PARTHENON DECK

(includes window and access to inner passageway)

<b>Doubles</b>	: <b>302 - 304 - 306 - 308 - 310 - 312</b>
Description	: 2 single beds
Cabin capacity	: 2 passengers
<b>Double Cabins</b>	: <b>301 - 303 - 305 - 309 - 311</b>
Description	: 1 double bed
Cabin capacity	: 2 passengers
<b>Triple</b>	: <b>307</b>
Description	: 1 double bed + 1 single bed
Cabin capacity	: 3 passengers

### ACROPOLIS DECK

(includes window and access to inner passageway)

<b>Doubles</b>	: <b>203 - 204 - 206 - 207 - 208 - 209 - 210 - 211 - 212</b>
Description	: 2 single beds
Cabin capacity	: 2 passengers
<b>Double</b>	: <b>202</b>
Description	: 1 double bed
Cabin capacity	: 2 passengers
<b>Double</b>	: <b>205</b>
Description	: 2 single beds joined by the extreme
Cabin capacity	: 2 passengers

### ATENAS DECK

(no window and access to inner passageway)

<b>Doubles</b>	: <b>105 - 107 - 108 - 110</b>
Description	: 2 single beds
Cabin capacity	: 2 passengers
<b>Double</b>	: <b>106</b>
Description	: 2 single beds, placed in L.
Cabin capacity	: 2 passengers
<b>Triples</b>	: <b>109 - 112</b>
Description	: 1 double bed + 1 single bed
Cabin Capacity	: 3 passengers



## GENERAL CONDITIONS

### CHARTER INCENTIVE CRUISES MOTOR VESSEL SKORPIOS III PUERTO NATALES

- Sailing dates from October to April of each year.
- Only for bookings made in advance, according to availability.
- The following charters are available, according to the itinerary:
  1. Montañas Fjord, Route 2 days / 1 night, sailing on Tuesdays or Wednesdays.
  2. Glaciers Route 3 days / 2 nights, sailing on Tuesdays, Wednesdays or Fridays.
  3. Kaweskar Route 4 days / 3 nights, sailing Tuesdays and Fridays.
  4. Kaweskar Explorers Route 5 days / 4 nights, sailing Mondays only.
- These charter fees are not to be published, as they are confidential, so they must be added to an on land package with transfers and hotels.
- The values quoted are based on a Charter for 90 passengers, in 45 double cabins, therefore the value of the Charter does not vary if fewer passengers sail. On the other hand, in the case of more passengers taking the cruise, the corresponding difference is charged to the deck selected, in the case of triple cabins.
- We attach a plan of each deck and the corresponding cabin distribution, with specifications regarding each type of cabin; this ship has marital and twin beds.
- The use of branding elements is allowed on board, provided that they cause no damage or interfere with the safety of the ship.
- The value of the fare includes the use of all the audiovisual equipment on the ship, such as leds, plasmas, projectors, screens, notebooks, etc.
- Accident insurance and civil liability insurance are included in the price of the Charter, as follows (per passenger).
  1. Accident insurance, medical, pharmaceutical and hospital assistance, up to USD 10,000.
  2. Medical Emergency Transportation Insurance, up to USD 8,000.
  3. Accidental Death Insurance, up to USD 38,000.
  4. Permanent Disability Insurance, up to USD 38,000.These sums are paid after your individual or health insurance and have a maximum limited coverage in case of more than eight people.
- There must be a doctor on board on each of our cruises, the Charterer may take his own physician, who should be included among the 90 passengers; if charterer has no physician, Skorpios can provide this service.
- The value of these cruises is invoiced to the Tour Operators, Incentives Company or to the company defined by the client.
- A Notarised Contract must be signed with the requesting company or its intermediary once the incentive has been confirmed.
- Once the Charter has been confirmed, Skorpios Cruises will establish the dates and amounts to be paid, requesting an initial down payment on confirmation and 100% of the value should be paid 90 days before sailing.
- The following items are not included in the value of the Charter:
  1. Tip for the crew, for an approximate amount of USD 50 per passenger on board.
  2. Boarding Fee, for use of the port and its installations. As a reference, the boarding fee for 2012-2013 season is USD 25 per person.
- Merchandising. Skorpios Cruises can advise you on the creation and development of corporate gifts for passengers, which can be: softshelljackets, T-shirts, etc. We have experienced local suppliers who produce high quality goods and who give us excellent prices.
- We also have professional filming services with full HD quality. The charterer can request this service in advance, giving an attractive gift to their clients. As a reference, the video costs USD 30 in conventional DVD and USD 40 in Blue Ray quality.

**Skorpios Cruises**

**CHILE**

THE STRENGTH OF  
NATURE ENHANCES AND  
MOTIVATES THE WORK  
FORCE ENVIRONMENT...