



Glaciares en Patagonia
CHILE

GLACIERS ROUTE

3 DAYS/2 NIGHTS - MOTOR VESSEL SKORPIOS III

PUERTO NATALES

3 DAYS / 2 NIGHTS



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

INCENTIVE CRUISES



In today's world, where intense competition is a daily challenge, have you considered hosting an event to motivate your sales team, help them achieve ambitious goals through the incentive of a prize, or simply bring together distributors and managers? To that end, Cruceros Skorpios offers you the option of organizing these cruises to the glaciers of Chilean Patagonia as a great way to support your company's growth efforts. Many companies have already chosen this option offered by Skorpios, hiring our services for their corporate or motivational trips with excellent results. Cruceros Skorpios, with over 30 years of experience in this type of travel, has launched a new tourism service featuring these 2-, 3-, 4-, and 5-day cruises, tailored to your specific needs as a client and offered at a very affordable price under an all-inclusive package. This means you and your company won't have to worry about a thing, since everything is prepared and organized in advance—from the meeting rooms and equipment for your presentations, onboard accommodations, and all meal services, right through to the final party and dinner.

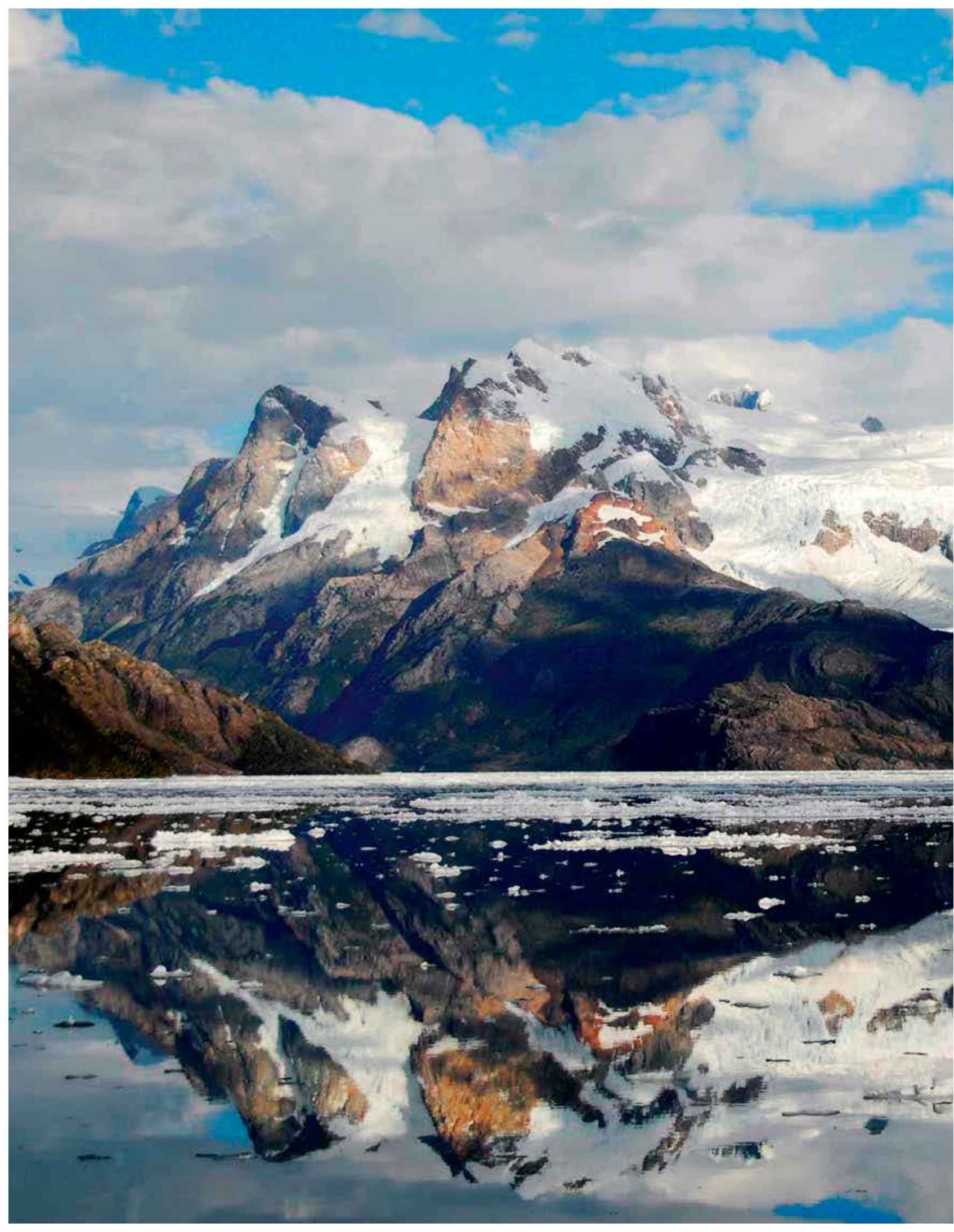
Skorpios Cruises, with over 30 years of experience in this type of travel, has launched a new tourism service featuring 2-, 3-, 4-, and 5-day cruises, tailored to your specific needs as a client and offered at a very affordable price, under an all-inclusive concept, where you and your company won't have to worry about a thing, since everything is prepared and organized in advance—from the venues and equipment for your presentations, onboard accommodations, and all meal services, right through to the final party and dinner.

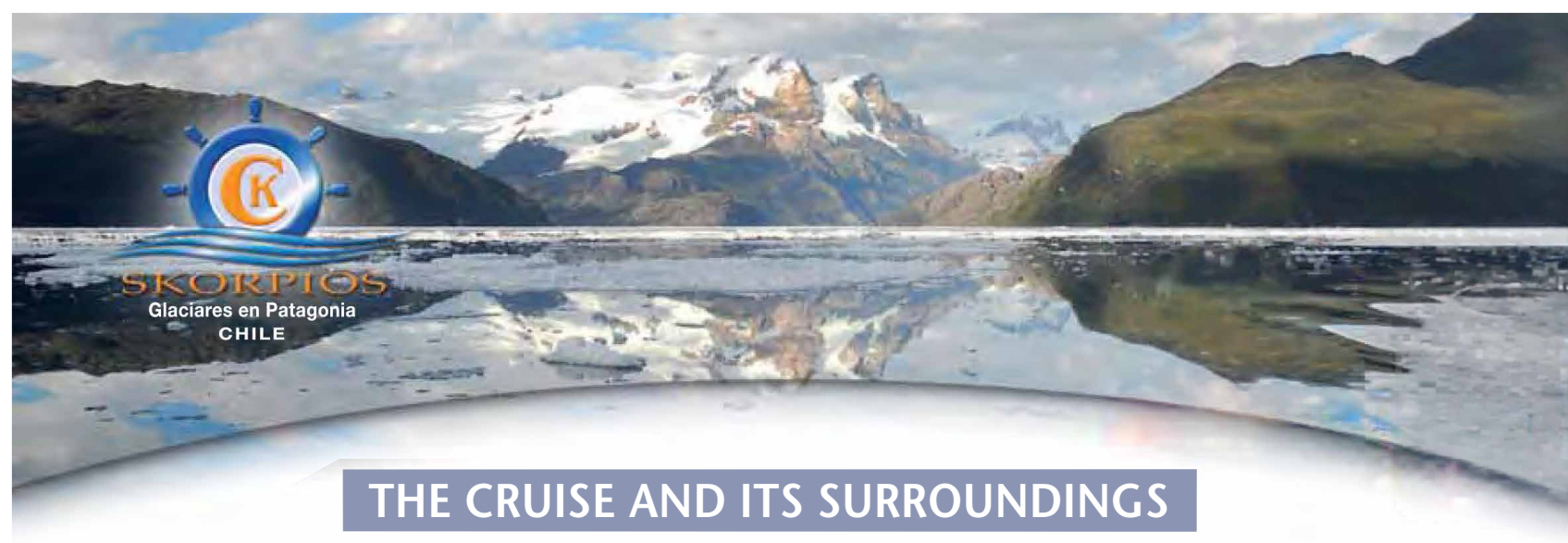
It's clear that choosing a venue for your convention, incentive trip, or conference is becoming increasingly difficult, as suitable venues are scarce, and major cities or traditional destinations offer external distractions that make them hard to control and manage. However, aboard Skorpios Cruises, you can be certain that everyone will arrive, that everyone will hear your business message, and that there will be no walkouts or untimely appointments—thus ensuring the success of your event.

Hosting a unique and exclusive event is your best guarantee of success. Don't just hold events for the sake of it, as you'll only waste your money and run the risk that your clients or guests won't appreciate all the effort you've put in.

In addition, Skorpios Cruises will always have one or more cruise options available for your company, providing a professional and personalized response to all your needs so that you can offer your company a truly inspiring trip.







THE CRUISE AND ITS SURROUNDINGS

Welcome to Motor Vessel Skorpios III, which will take you along the Glaciers Route, a 3-days and 2-nights 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, 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 El Brujo Glacier, and the Calvo and Montañas Fjords, where we will walk along the paths, contemplate nature and the glacier's front and moraines and sail between coloured ice floes on special expedition vessels, like the Capitan Constantino. 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.



GLACIERS ROUTE - 3 DAYS/2 NIGHTS - MOTOR VESSEL SKORPIOS III



NAVIGATION TRACK

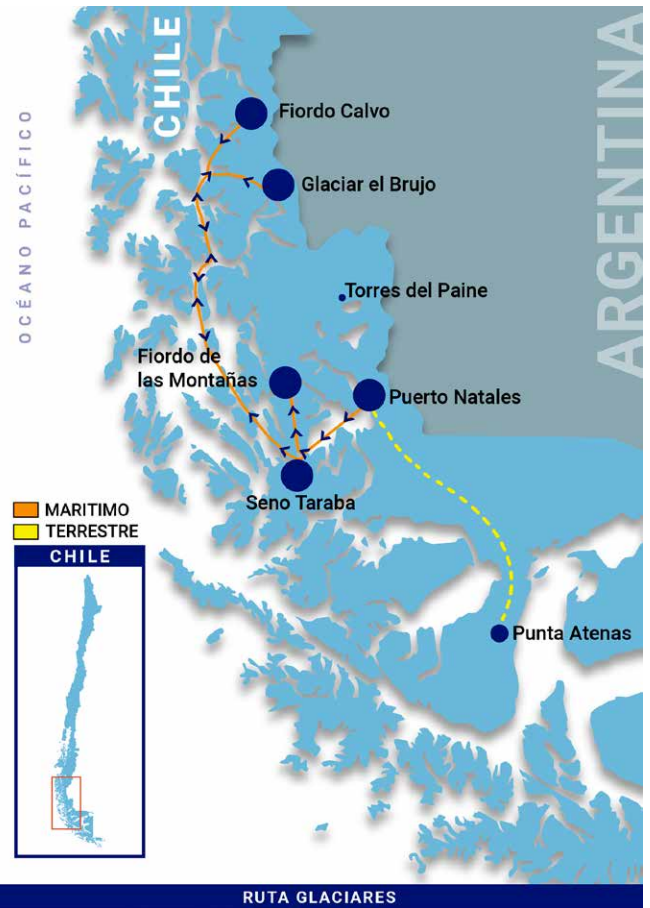
GLACIER ROUTE

El Brujo Glacier, Calvo Fjord, and Fiordo de las Montañas.

DAY 1: 11:00 a.m. Departure from Skorpios Terminal in Puerto Natales. We will sail through Seno Ultima Esperanza, Almirante Montt Gulf, the Kirke Strait, Paso Morla Vicuña, and the Unión Channel, arriving at Seno Taraba at **5:00 p.m.** Disembarkation onto excursion boats to explore this marvelous place, appreciating its dense Magellanic vegetation, its birds, and its towering mountains. **7:00 p.m.** We continue sailing through the Collungwood and Sarmiento channels.

DAY 2: 7:00 a.m. Cruising through Peel Sound, entering El Brujo Glacier. **10:00 a.m.** Disembarking onto excursion boats to reach a magmatic rock formation, from which we can admire this ice field and its towering peaks. **12:00 p.m.** We continue sailing through Peel Fjord to enter Calvo Fjord. **3:00 p.m.** Disembarkation onto an icebreaker-type exploration vessel, the Capitan Constantino, which will allow us to navigate through the ice barriers and visit the Fernando, Alipio, Capitán Constantino, and other glaciers. During this excursion, we will visit sea lion rookeries and get close to the nests of condors and imperial cormorants. We will also stop at a glacial waterfall cascading through the Magellanic forest. **8:00 p.m.** We will set sail from this location heading south through the Sarmiento Channel.

DAY 3: 8:00 a.m. Cruise through the Mountain Fjords. **10:00 a.m.** Disembark at Bernal Glacier, hike through a small oak forest, crossing its frontal and lateral moraines until reaching the base of this glacier, which is in its terminal phase, **12:00 p.m.** Departure for Puerto Natales, crossing the Kirke Strait, arriving at the Skorpios Terminal at **6:00 p.m.**
End of the cruise.



DATOS UTILES

- Satellite phone service is available on board to anywhere in the world, subject to current rates.
- Onboard voltage: 220 volts AC (50 Hz).
- We recommend bringing both warm and lightweight clothing. A parka or jacket and hiking pants.
- Lightweight and heavy-duty footwear (ideally hiking boots).

- Bring sunglasses, sunscreen, and a hat.
- The ships do not have a hair salon.
- Laundry service is available only for lightweight items.
- Smoking is permitted only on the ship's open-air decks.
- Spring-Fall temperatures: between 5° and 12° C.
- Summer temperatures: between 12° and 19° C.



THE SKORPIOS' MAGICAL PATAGONIA

EL BRUJO GLACIER



Sailing through the Patagonian channels we come to El Brujo Glacier, an enormous ice wall that has a side that has been smoothed down by ice over the years. Passengers go ashore on excursion boats to observe this Glacier; they reach land on a rock known as "Garbo", which provides sure footing for trekkers and enables them to understand how glaciers advance, burnishing these rocks as years go by. The peaks of this natural amphitheatre are always snow-capped and its slopes are covered with abundant trees and vegetation.



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THE SKORPIOS' MAGICAL PATAGONIA

CALVO FJORD

This is a natural amphitheatre of the Glaciers Route, located in the midst of the Southern Ice Field, in the Andes Mountains and is one of the most untouched and beautiful areas in Patagonia. This is where we will feel the strength and majesty of this place which leads to contemplation and prayer. We use the Capitan Constantino icebreaker to visit the Fernando, Capitan Constantino, Alipio and many other glaciers that are at the end of the inlet of the fjords. This is where we will toast with a whisky and age old ice, a Skorpios tradition of many years.



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THE SKORPIOS' MAGICAL PATAGONIA

MONTAÑAS FJORD



This fjord is located on the southern part of the Southern Ice Field and contains many glaciers. We will go ashore one morning on Bernal Glacier, to walk along its base and cross a turquoise lagoon made from its melting ice. We will here see the different stages in the life and death of a glacier, walk along its front and lateral moraines and see how it melts. We will see how flora starts to colonise this place and trees begin to take over territory that was originally occupied by the age old glacier ice.



GLACIERS ROUTE - 3 DAYS/2 NIGHTS - MOTOR VESSEL SKORPIOS III



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WARMTH AND THE BEST CARE

THE BEST CULINARY TRADITION

SERVICE ON BOARD

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







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.



SKORPIOS CRUISES WARMTH AND BEST CARE - MOTOR VESSEL SKORPIOS III



Glaciares en Patagonia
CHILE

CABINS DISTRIBUTED ON DECKS

MOTOR VESSEL SKORPIOS III

PUERTO NATALES



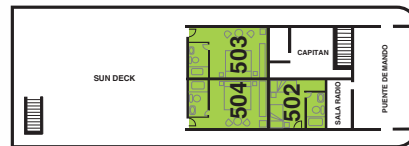
CABINS AND DECKS

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

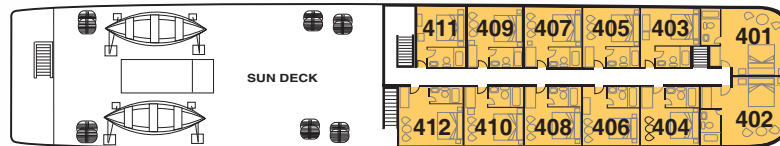


TECHNICAL DATA: MOTOR VESSEL SKORPIOS III

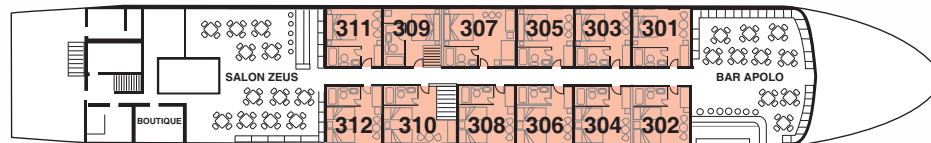
Motor Vessel Skorpios III can carry 90 passengers, and has 45 comfortable cabins with marital and twin beds distributed in 5 decks. All the cabins have a private bathroom, Plasma TV, Music and safe. The ship also has 2 comfortable Bar Lounges and a dining room.



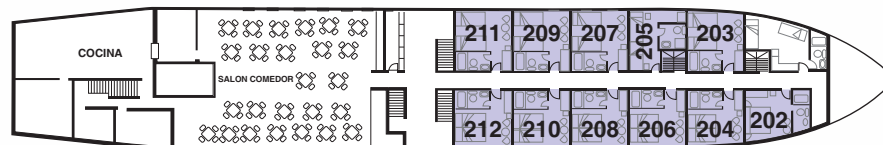
CUBIERTA ATHOS / ATHOS DECK



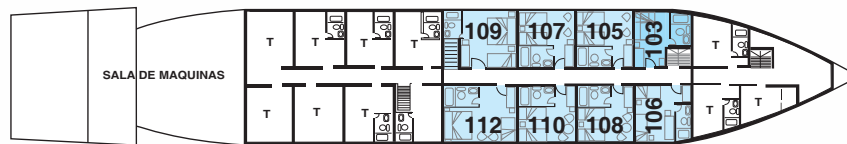
CUBIERTA OLYMPO / OLYMPUS DECK



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.



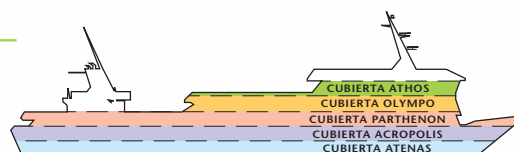


DISTRIBUTION OF CABINS PER DECK M/V SKORPIOS III

ATHOS DECK

(includes window and direct access to deck)

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



OLYMPO DECK

(includes window and access to inner passageway)

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

PARTHENON DECK

(includes window and access to inner passageway)

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

ACROPOLIS DECK

(includes window and access to inner passageway)

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

ATENAS DECK

(no window and access to inner passageway)

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



- Valid for operations from October through April each year.
- Valid only for advance reservations, subject to availability.
- Reservations may be made depending on the route:
 1. Glaciers Route, Fjord of the Mountains, 2 days / 1 night: Departures on Tuesdays or Wednesdays.
 2. Glaciers Route, 3 days / 2 nights: Departures on Tuesdays, Wednesdays, or Fridays.
 3. Kaweskar Route, 4 days / 3 nights: Departures on Tuesdays and Fridays.
 4. Kaweskar Explorers Route, 5 days / 4 nights: Departures only on Mondays.
- Rates provided are not publishable and are confidential. They must be presented as part of a land package, including transfers and hotels.
- Quoted values are based on a charter for 90 passengers in 45 double cabins. The charter price does not change if fewer passengers embark. Conversely, if more passengers embark, the corresponding difference will be charged for the selected deck, in the case of triple cabins.
- Attached is a plan and cabin distribution by deck, specifying the layout of each cabin. The ship offers both double and twin beds.
- Branding elements are permitted onboard, provided they cause no damage and do not interfere with safety equipment.
- Included in the charter price is the use of all audiovisual equipment onboard, such as LED screens, plasma screens, projectors, screens, notebooks, etc.
- Insurance coverage included in the charter price per passenger:
 1. Accident insurance, medical, pharmaceutical, and hospital assistance: up to USD 10,000
 2. Emergency transfer insurance: up to USD 8,000
 3. Accidental death insurance: up to USD 38,000
 4. Permanent disability insurance due to accident: up to USD 30,000
- These amounts are paid after individual or health insurance coverage, with limits applying when more than eight people are covered.
- A physician must be onboard for all trips. The charterer may provide their own doctor, included within the 90 passengers. If not, Skorpios can provide this service.
- The cost of the trips is billable to the travel agency, incentive travel agency, or company specified by the client.
- Once the incentive is approved, a contract must be signed before a notary with the applicant company or its intermediary.
- Once the charter trip has been confirmed, Cruceros Skorpios will set the dates and payment amounts, requesting an initial deposit at the time of confirmation, with the remaining 100% due 90 days before departure.
- The following items are not included in the charter price:
 1. Tips for the crew, amounting to approximately USD 50 per passenger on board.
 2. Port and facility usage fee, based on the season of travel. For reference, the port fee for the 2012–2013 season is USD 25 per person.
- Merchandising. Skorpios Cruises can assist you in designing and producing corporate gifts for travelers, such as fleece jackets, jackets, T-shirts, and more. We work with local suppliers who have extensive experience and offer high-quality products, and who also provide us with very favorable terms.
- We also offer a professional video recording service in Full HD for your chartered trip. This service can be requested in advance by the charterer, providing a wonderful keepsake for your clients. For your reference, the video costs USD 30 on standard DVD and USD 40 in Blu-ray quality.



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