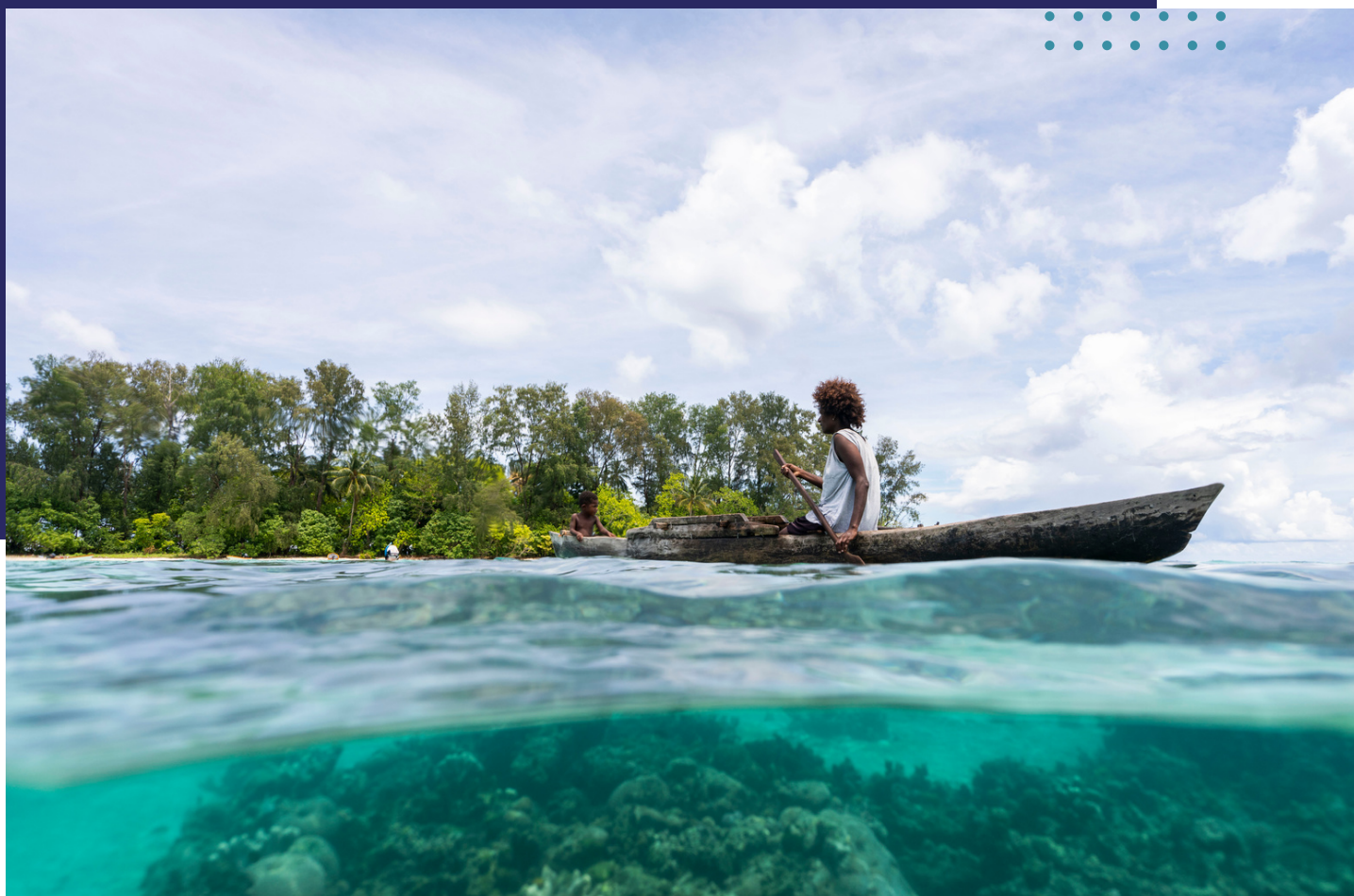


GUIDE

SELLING EXPEDITION CRUISING WAVE 2024



www.expeditioncruisenetwork.com

December, 2023

Prepared for:
Travel trade
professionals

Presented by:
Expedition Cruise
Network

WELCOME TO ECN'S SELLING EXPEDITION CRUISE GUIDE



Welcome to our 'Selling Expedition Cruising' Guide, a document exclusively designed for our travel trade members. Our aim is to help you navigate 2024 Wave expedition cruise offers and make the most of the sales peaks in 2024.

Unlike traditional cruises, expedition cruises take travellers to the far reaches of the globe, exploring remote and awe-inspiring destinations that are often inaccessible by larger vessels. From the icy expanses of Antarctica to the lush rainforests of the Amazon, expedition cruises open up a world of possibilities for those seeking a deeper connection with nature and culture. Here at ECN, we are lucky to count more than 20 global expedition cruise operators – from small, niche boat operators in the Galapagos archipelago to the ultra-luxury expedition cruise lines – so we have you, and your clients, covered!

This guide is designed to equip you with the knowledge and insights needed to effectively sell expedition cruises to your clients as well as to make the most of the Wave Season 2024. In addition to individual expedition cruise operator USPs and Wave offers, we will delve into the unique features that set expedition cruising apart from ocean cruising, we will share selling tips for top performing destinations, explore who is the expedition cruise traveller, and will break down the differences between various operators we work with as well as share with you further resources with you that will help you succeed – all in an effort to help you tailor recommendations based on your clients' interests, whether they're wildlife enthusiasts, history buffs, or simply seeking a transformative escape.

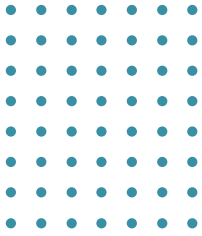
Thank you for being part of this community and we hope you will find this selling guide useful – and above all, have an incredible Wave Season and a successful 2024!

Akvile Marozaitė
The CEO of ECN

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EXPEDITION CRUISING EXPLAINED

Expedition Cruising, first and foremost, is **an active form of holiday**- shore visits are often filled with multiple activities such as hiking, zodiac cruising, kayaking, and more. During days at sea, the clients can expect a lecture program from the resident expedition team.

Expedition cruise ships, in comparison to ocean cruise ships, **are small** - ranging from 12 passenger yachts to ships with a maximum capacity of 500 passengers, with the average expedition cruise ship in the industry accommodating around 200 passengers. The number of passengers can determine where, and how the guests can spend time ashore in certain geographical regions.

Expedition cruise voyages are often oriented towards experiencing nature, wildlife, scenery, seascapes, and landscapes. To make the most of these experiences, **the itineraries are often flexible by design** and are dictated by weather conditions, wildlife presence and regulations in certain parts of the world.



Focus on the Destination

Contrary to ocean going vessels that can sometimes be a destination in itself, expedition cruise voyages are always about the destination. Familiarise yourself with some key expedition cruise destinations to succeed in selling this type of holiday.

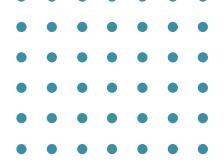


Expedition Team

Each expedition voyage will be led by a group of experts -an expedition leader and various topic specialists, such as historians, marine biologists, and similar. The Expedition team is the core team onboard an expedition ship - they will typically deliver lectures onboard, guide the hikes, drive the boats, and interpret natural phenomena observed.



DESTINATION AT A GLANCE - ANTARCTICA



Season: late October- early March

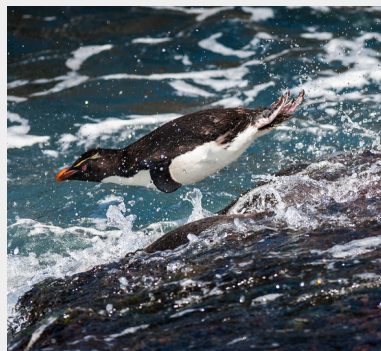
Key highlights: penguin colonies, marine mammals (whales, orcas, seals), migratory birds, landscapes, history

Key Operators: *destination specialists:* Polar Latitudes, Intrepid, Heritage Expeditions; *polar specialists:* AE Expeditions, Albatros Expeditions, Oceanwide Expeditions, Quark Expeditions, Poseidon Expeditions; *global expedition cruise operators:* HX Hurtigruten Expeditions, Swan Hellenic, Lindblad Expeditions, Ponant, Hapag Lloyd Cruises, Atlas Ocean Voyages; *ultra-luxury expedition cruise lines:* Seabourn, Silversea

Most popular Itineraries



Peninsula only



**Peninsula including
Falkland Islands and
South Georgia**



**Peninsula and South
Georgia**

Key Activities to expect



Zodiac Cruising

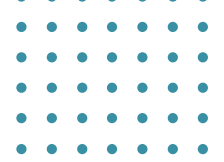


Hiking



Kayaking

DESTINATION AT A GLANCE - ARCTIC



Season: late May- early September

Key highlights: marine mammals including polar bears, whales, migratory sea birds, history, communities, landscapes

Key Operators: *polar specialists:* AE Expeditions, Albatros Expeditions, Oceanwide Expeditions, Quark Expeditions, Poseidon Expeditions; *global expedition cruise operators:* HX Hurtigruten Expeditions, Swan Hellenic, Lindblad Expeditions, Ponant, Hapag Lloyd Cruises, Atlas Ocean Voyages; *ultra-luxury expedition cruise lines:* Seabourn, Silversea

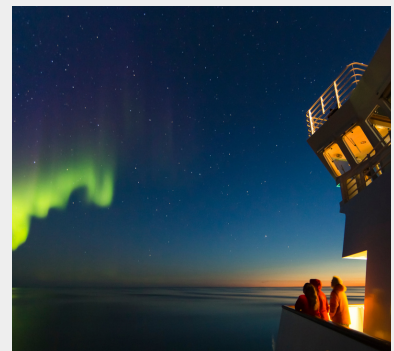
Most popular Itineraries



Svalbard



Greenland



Canadian Arctic

Key Activities to expect



Zodiac Cruising

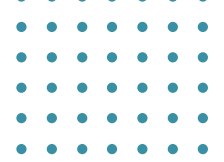


Hiking



Community visits

DESTINATION AT A GLANCE - GALAPAGOS



Season: all year round

Key highlights: marine and land based wildlife, unique fauna and flora, snorkelling with sea-lions, landscapes, natural history

Key Operators: *Galapagos specialists:* Latin Trails, Metropolitan Touring; *global expedition cruise operators:* Lindblad Expeditions, HX Hurtigruten Expeditions, UnCruise Adventures, *ultra-luxury expedition cruise lines:* Silversea

key highlights



Scenery



Below Water



Unique Wildlife

Key Activities to expect



Land activities



Snorkelling



Kayaking

BEYOND POLAR REGIONS AND GALAPAGOS - GLOBAL DESTINATIONS



Expedition cruising does not end with the iconic destinations such as polar regions or the Galapagos archipelago - below are just some of the places to think about that our expedition cruise operators travel to and offer adventure style cruising. From warm destinations such as Baja California, Australia's Kimberley Coast, South Pacific islands to destinations close to home such as British Isles, the world of expedition cruising is large and exciting. You can learn more about the destinations and expedition cruise operators that visit these places on our website at www.expeditioncruisenetwork.com

Destinations



Alaska



**Baja California,
Mexico**



**Kimberley Coast,
Western Australia**



British Isles



South Pacific



Chilean Fjords



EXPEDITION CRUISE CLIENT



THE CUSTOMER

In our 2023 travel trade professionals survey, 61% of the respondents said that one of the key challenges of selling expedition cruising is finding the right customer.

Expedition cruising appeals to **a wide range of clients**, and here are some common definitions our expedition cruise operator members give when asked who travels onboard their ships:

- People who have disposable income and time - empty nesters, retirees
- Travellers who enjoy active, educational type trips and/or safaris
- Special interest groups: photographers, birders, history buffs
- Multi-generations, solo travellers, special anniversary, bucket-list
- Expedition cruising is becoming increasingly appealing to younger clientele according to our expedition cruise operator members

Travellers who will NOT make the most of their expedition cruise experience:

- Clients who wish to have relaxing holidays and expect multiple and varied amenities onboard to cater relaxation needs including onboard entertainment and prefer to stay onboard during the days in the destination.

SELLING TIPS FROM THE EXPERTS

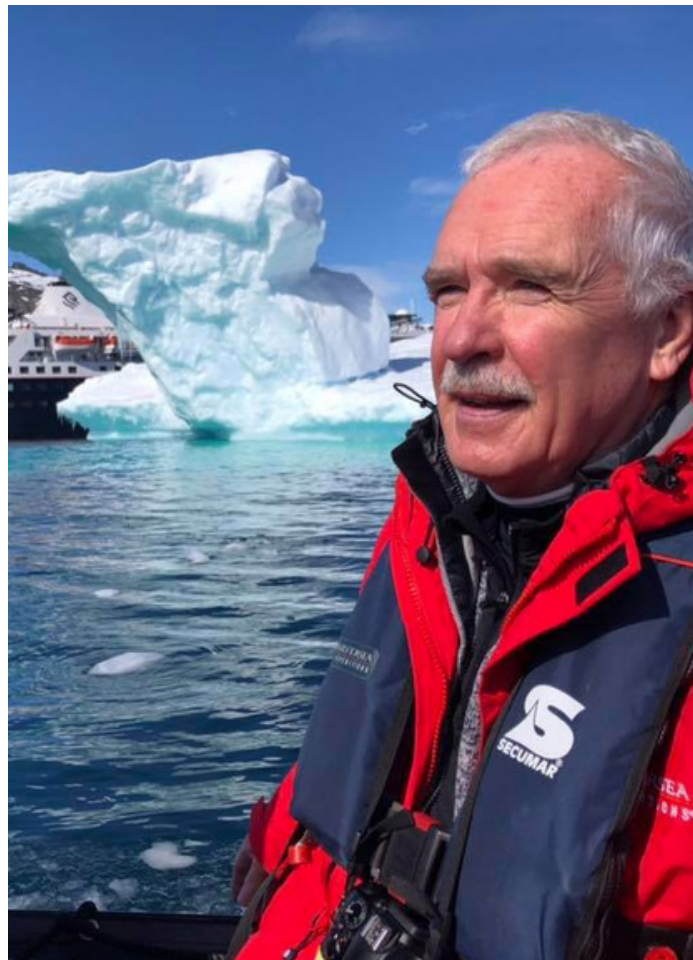


Mary Anne Nelson, Journey Latin America:

'Get to know the destination as much as possible: check maps, read accounts, study itineraries, find out as much as possible how and why you would sell it. Ask for training – ALWAYS ask as many questions as you can! Then check the offerings: what's out there, who sells what and what makes each vessel and each company different and unique. Try to get to see the vessels, so take any opportunity to do so. Information is always key to know how to pair a client with the right company and the perfect itinerary.'

John Galligan, 'Expedition Johnnie', M.D. John Galligan Travel (JGT.ie), Dublin

'Expedition cruising is a very specialised niche. Expedition clients have researched the subject (often for years) and know their stuff. You have to know the product better than your competitors and deal with clients from a position of knowledge and experience. If you try to spoof them, they will spot it a mile away and you will lose them forever. We have become the No 1 reseller of Silversea Expeditions in Ireland and are regarded as industry leaders for Antarctica, Galapagos, Arctic etc. It has taken over a decade of learning to get us here. But we know our expeditions better than any of our competitors and we can talk to clients in a way that gains their trust.'



SELLING TIPS FROM THE EXPERTS



Emma Sanger-Horwell, Kenwood Cruise:

'It's all about immersive travel. Be prepared for changes to the itinerary which makes it more exciting. Plus, don't forget there is more to expedition cruising than just the Polar Regions... Expedition cruising now covers most of the world and if someone has "done the Med to death" but doesn't want to travel too far... Offer a European Expedition Cruise. It will be quite a different experience.'

Todd Smith, AdventureSmith Explorations, US

'Experience as many cruises as possible in person. Each ship and operator have a distinct personality. It's important to be able to distinguish between expedition cruise lines to get your clients on the right trip for their interests, ability and budget. Also take negative online reviews with a grain of salt. Don't rush to judgement if you read a poor review. I have found that negative reviews are often the result of a mismatch between the interests of the traveller and the style of cruise they were on. For instance, if a traveller is expecting extensive activity but books a cruise with limited options, they will be disappointed. This is another great reason to experience a wide variety of cruises and lines.'



Liz Lunnon, Discover the World

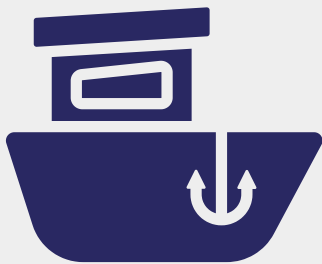
'Expedition cruising is all about flexibility so it's essential that client expectations are managed carefully. Routes are subject to weather and sea conditions, particularly in the polar regions, as well as maximising wildlife opportunities. It's all about going with the flow and seeing what you discover along the way, not sticking to a set itinerary. A sense of adventure is essential, and the desire to learn about the natural landscapes, wildlife, history and geology of the regions you're visiting.'



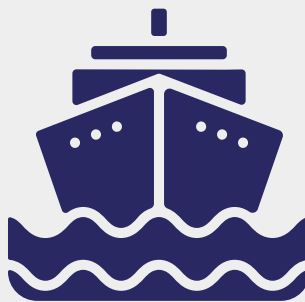
SYMBOLS EXPLAINED

Expedition cruising is all about small ship adventure, and the size of the ship may determine the experience your clients will have in some destinations, such as Antarctica, Arctic, or Kimberley Coast in Australia. While some passengers may prefer travelling onboard a smaller ship with fewer amenities onboard and trips that maximise time spent ashore, larger vessels typically offer more facilities onboard and more expedition equipment such as helicopters, SUPs, kayaks, subs, etc, and there is a huge variety of mid-range ships that offer active itineraries and 3-5* amenities onboard the ships. Look out for the below icons to help you identify at a glance the typical size of the fleet operated by the expedition cruise operator member.

Fleet size at a glance



**Small ship
operator – ships
less than 100 pax**



**Mid size ships – from
100 to 230 pax**



**Ships from 230 to 500
passengers**

AE EXPEDITIONS



POLAR SPECIALIST

Headquarters:
Sydney, Australia

No of Ships: 2

Capacity: 132 pax per ship

Key Destinations:
Polar regions, Chilean Fjords, Central America

USPs

Purpose-built small ice-strengthened ships, with up to 132 passengers, all expeditioners can join every excursion. Staff to passenger ratio is just 1:8.

Every stateroom features an ocean view, and nearly all include balconies.

Itineraries are designed to be adaptable.

Education and enrichment are at the heart of how AE Expeditions guests explore. A Citizen Science programme, extensive list of activities, award winning photographers are available on each trip.

3 in 1 Polar jacket, loan of muck boots, all meals and wine/beer with the evening meal are included in the cost.

Wave Offer

Antarctica 2024 Q1: Early booking discount plus \$2,000.00 air credit per person. **Antarctica 2024 Q4/2025** - early booking discount up to 25%
Arctic select departures 2024: Early booking discount plus £1,100.00 air credit per person. **Arctic 2025** - up to 25% early booking discount.

Terms and conditions apply. Please visit AE Expeditions' website for full details.

ALBATROS EXPEDITIONS



POLAR SPECIALIST

Headquarters:

Copenhagen, Denmark

No of Ships: 2

Capacity: 175 pax per ship

Key Destinations:

polar regions, Northern Europe

USPs

Albatros Expeditions stands firm in its core values, offering **unbeatable value** through affordable luxury on meticulously designed expedition ships. Led by owner Søren Rasmussen, a seasoned biologist, their commitment to safety-first exploration and **global expertise** defines their approach.

The creation of **life-changing memories** is evident in stellar customer satisfaction and the trust placed in their floating sanctuaries, Ocean Victory and Ocean Albatros.

Embracing a **family-oriented** ethos, they prioritize long-term perspectives, flexibility, diversity, and a joyful work environment.

Rooted in **Nordic heritage**, their "Hygge Cruising" philosophy reflects in affordable luxury, sustainability, Nordic culinary experiences, and unparalleled expertise in Greenland.

Sustainability, ethical choices, and **state-of-the-art** vessels further underline their commitment to redefining expedition travel.

Wave Offer

Select 2024 departures - **30% off**;

Select 2024 departures - **Family promo**: third person travels free (cabin category C, A, premium suites, limited availability).

For full details, reach out sales@albatros-expeditions.com

ARANUI CRUISES



DESTINATION SPECIALIST

Headquarters:
Papeete, Tahiti

No of Ships: 1

Capacity: 230 pax per ship

Key Destinations:

Polynesia

USPs

The Aranui 5, a mixed passenger-freighter ship, is an exceptional way to explore the French Polynesia's mystical islands of the Marquesas, located 1500 km from Tahiti.

For the past 40 years, passengers sailing with the Aranui have access to villages that no other boat serves. In addition to this traditional itinerary, the ship offers exceptional cruises to every island group in French Polynesia including the Austral, Society and Tuamotu Islands, as well as neighbouring Pitcairn Islands, taking passengers to some of the most remote and rarely visited places in the world.

With its Polynesian staff, this soft adventure is also a total cultural immersion and a lifetime journey. The ship acts as a lifeline for tiny communities far removed from civilisation.

This boutique vessel accommodates just 230 passengers, in 103 cabins, offering an intimate and casual setting for guests to explore French Polynesia.

Wave Offer

2024 select departures: 10% discount

2025 select departures: 10% discount on February 22 departure; 10% senior discount for passengers on May 31 (The discount is only applicable to passengers 60 years and older)

Terms and conditions apply, please refer to Aranui Cruises website for further details.

AUSTRALIS CRUISES



DESTINATION SPECIALIST

Headquarters:

Las Condes, Chile

No of Ships: 2

Capacity: 200 pax per ship

Key Destinations:

Chilean Fjords

USPs

With a long history navigating the waters of Tierra del Fuego, the Magellan Strait, the Beagle Channel; the smallest most southern fjords of Patagonia and Cape Horn, Australis is at home in the pristine natural landscapes and abundant wildlife.

The fleet of two expedition cruise vessels do not compromise comfort in exchange for this adventurous approach, so exquisite Chilean food, spacious lounge areas and comfortable cabins await customers between exciting excursions, zodiac boat tours and wildlife walks while on an Australis adventure.

Australis has the only Chilean Flagged ships operating in Chilean Patagonia and has regular access to restricted areas.

The short 4-5 day itineraries can be combined with other land or ship based in activities in Latin America.

Wave Offer

All available offers can be found [here](#)

AQUA EXPEDITIONS



LUXURY OPERATOR

Headquarters:
Singapore

No of Ships: 5

Capacity: 16-40 pax
per ship

Destinations:
global itineraries

USPs

A recognised global leader in **luxury small-ship expeditions**, Aqua Expeditions explores the world's most biodiverse and culturally significant destinations aboard best-in-class vessels of stylish contemporary design.

Expect tailored **five-star itineraries**, a highly exclusive 1:1 crew to-guest ratio with personalised service, world-class dining, and small group expert-guided activities and excursions, with a maximum of 16-40 guests per ship.

Aqua Expeditions operates river explorations on the Amazon (Peru), the Mekong (Cambodia and Vietnam), and coastal yacht voyages to Komodo National Park, Ambon and the Spice Islands, as well as Raja Ampat (East Indonesia), and Asmat (West Papua) with their latest superyacht sailing the Galapagos Islands (Ecuador) from June 2022.

Wave Offer

Solo Traveller Special - no single supplement on select sailings
Early Bird Bonus on select 2024 and 2025 departures - 20-30% savings
Honeymoon offer - value add experiences

Full details and T&Cs are available on www.aquaexpeditions.com

ATLAS OCEAN VOYAGES



LUXURY OPERATOR

Headquarters:

Fort Lauderdale, US

No of Ships: 3

Capacity: 198 pax per ship

Key Destinations:

global itineraries, including polar regions, Mediterranean, British Isles, and South America

USPs

The intimate yachting expeditions of Atlas Ocean Voyages offer the ultimate way to experience the world fully in relaxed luxury with fewer than 200 fellow explorers.

Polar Expeditions reveal the natural wonders of Antarctica, Greenland, the Arctic, and the Norwegian fjords through Zodiac safaris, glacial hikes, and other adventures led by expedition specialists.

Epicurean Expeditions in the Mediterranean illuminate the continent's diverse cultures through the lens of food and wine with special onboard events and shoreside excursions that immerse guests in the local culinary scenes.

Cultural Expeditions in South America, the Falklands, the Caribbean, Northern Europe, and the British Isles provide guests with diverse perspectives, local engagements, folkloric experiences, art, architecture, and museum visits, offering a deep immersion into the vibrant cultures of each destination. Guests enjoy a free cultural immersion tour, enrichment programmes, and exclusive onboard experiences on each voyage.

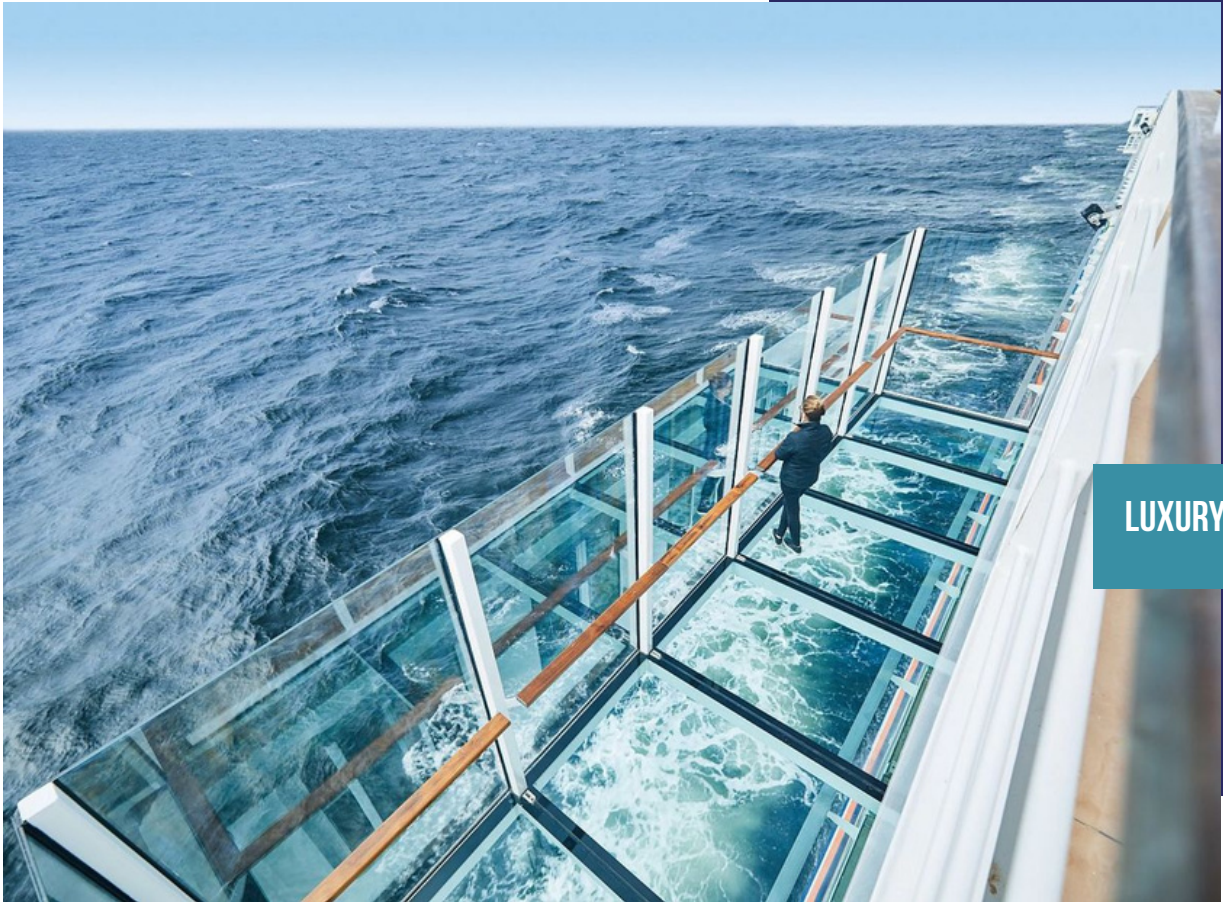
Wave Offer

Bonus savings on select sailings

Offer valid: bookings made from the 3rd January, 2024 to the 3rd February, 2024

*Terms and Conditions apply, please refer to Atlas Ocean Voyages website.

HAPAG LLOYD CRUISES



LUXURY OPERATOR

Headquarters:
Hamburg, Germany

No of Ships: 2

Capacity: 230 pax per ship

Key Destinations:
global itineraries

USPs

Hapag Lloyd Cruises offer small, state-of-the-art expedition ships, that combine adventure and comfort perfectly. Spectacular routes take their clients to remote regions, while respecting nature, wildlife and cultures.

The ships are equipped with 17 Zodiacs each. The exceptional amount of open deck allows clients to get closer to the nature.

Ships' Captains and crew have years of expertise and they bring their skills to each cruise. Expedition team share their knowledge and expertise in presentations, discussions, and while ashore.

Hapag Lloyd expedition ships have the highest ice class for passenger ships (PC6), ensuring safe travels in the remote polar regions and beyond.

Wave Offer

All available offers can be found [here](#)

HERITAGE EXPEDITIONS



DESTINATION SPECIALIST

Headquarters:
Christchurch, New Zealand

No of Ships: 2

Capacity: 18-140 pax per ship

Key Destinations:
Antarctica, South Pacific, Sub Antarctic Islands of New Zealand, Japan, Kimberley Coast Australia, New Zealand

USPs

Heritage Expeditions longstanding relationships with government agencies, conservation programmes and remote tribes and villages ensures **guests have access to areas and experiences off limits to other operators**. Each expedition is meticulously planned and led by a team of botanists, ornithologists, naturalists, historians and experts in their field, ensuring guests maximise every opportunity to learn, discover and experience as much as possible, while minimising the impact of their visit and returning as ambassadors for these very special places. We have a fleet of 14 Zodiacs on Heritage Adventurer and 2 on Heritage Explorer ensuring **each guest is able to join every excursion**.

All Heritage Expeditions voyages offer genuine **all-inclusive travel including pre-cruise hotel accommodation with dinner and breakfast** (on applicable voyages); all on board accommodation and meals; house wine, beer and soft drinks with lunch and dinner; all excursions (excluding optional extras); pre and post cruise transfers and lecture series by noted naturalists.

Wave Offer

Book now and save up to 50% - [All available offers can be found here](#)

Terms and conditions apply, please refer to www.heritage-expeditions.com/wave-2024 to find our more.

HX HURTIGRUTEN EXPEDITIONS



GLOBAL OPERATOR

Headquarters:
London, UK

No of Ships: 6

Capacity: 90–530 pax
per ship

Key Destinations:
global itineraries,
including polar regions,
Alaska, Galapagos,
West Africa, and British
Isles

USPs

Authentic experiences: Expedition style cruising where they use their extensive experience to tailor itineraries to provide the most up close, immersive experiences, creating once in a lifetime memories.

Generous know-how and heritage: Explorer DNA is embedded in their heritage – they've been sailing the Arctic for 130 years; On board experts bring their destinations to life through lectures and activities focusing on science, nature, culture and history; unique, up close experiences.

Sustainability in action: Getting close without being intrusive; creating local value wherever they go – arriving as a guest, leaving as a friend; they provide formative travel experiences that inspire action.

Onboard experience: Expedition boats for beach landings, kayaks and SUP for water level exploration, snow shoes and survival gear – fully immersive experiences; The clients won't find casinos or black tie dinners, but instead their guests learn about the natural world in their state-of-the-art Science Centres; relaxed, informal and friendly atmosphere.

Wave Offer

Consumers:

Free flights –select departures, bookings made from 26th December –31st March, T&Cs apply, please check HX Hurtigruten Expeditions website
Ambassador loyalty discount –Tier 1 – 5%, Tier 2 – 10%, T&Cs apply

Trade Incentive:

Win a place on 2024 Galapagos FAM trip, T&Cs apply

Disclaimer: if the Wave offer listed here does not match with the expedition cruise operator offer or it has changed since, the expedition cruise operator offer and terms and conditions take precedence.

INTREPID



ANTARCTIC SPECIALIST

Headquarters:

Melbourne, Australia

No of Ships: 1

Capacity: 200 pax per ship

Key destinations:

Antarctica

USPs

Intrepid is a travel **B Corp** with a mission to create positive change through the joy of travel. Their Antarctica range aims to give travellers the opportunity to see this incredible part of the world in a way that builds human connection and respects the environment.

They offer a **full citizen science programme**, as well as host guest scientists on various departures who are always ready to answer questions and provide a fully immersive and educational experience onboard. Programmes include a NASA Globe Observer to see how clouds affect how much sunlight the earth absorbs, a Seabird Survey to help scientists understand seabird distribution patterns, and Happywhale – a project where guests are encouraged to take photos of whale sightings and upload them online.

Intrepid has also **partnered with WWF-Australia** for an exclusive Antarctic experience that aims to establish marine protected areas in the Southern Ocean.

Wave Offer

Big Antarctica Sale – save up to **20% off** all 2024/25 Antarctica sailings. Offer valid **from the 2nd of January, 2024 to the 15th of February, 2024**. Reach out to polar@intrepidtravel.com to learn more. Full offer details available <https://www.intrepidtravel.com/uk/antarctica>

LATIN TRAILS



GALAPAGOS SPECIALIST

Headquarters:

Quito, Ecuador

No of Ships: 1

Capacity: 16 pax per ship

Key Destination:

Galapagos

USPs

Latin Trails is a boutique cruise operator in the Galapagos Islands, focusing on intimacy and close wildlife encounters with the unique creatures of the archipelago that inspired Charles Darwin.

Itineraries have been hand crafted and planned to minimize navigation and maximize time at visitor sites, an average of 6-7 hours off the ship each day. Their crew and guides have been with the company over 10 years and are passionate to share the wonders of their islands with guests.

On board experiences include cooking lessons, lectures and fine dining. Latin Trails has a dedicated hydroponic plantation on San Cristobal island where it sources organic produce for the fleet, ensuring healthy and delicious meals.

Wave Offer

For consumers

- Free night at Illa Hotel Experience Quito
- Roundtrip air ticket to/from Galapagos included in select sailings
- 15% discount on select sailings in June, July, August and September

Trade incentive

- USD 50 Amazon voucher for each booking
- Valid from January 3rd- March 30th

Terms and Conditions apply, please reach out to Latin Trails team for full details.

LINDBLAD EXPEDITIONS



GLOBAL OPERATOR

Headquarters:

New York, US

No of Ships: 17

Capacity: 28- 148 pax
per ship

Key Itineraries:

global destinations

USPs

For more than 50 years, Lindblad Expeditions has been sailing to captivating places near and far in pursuit of discovery, bringing along adventurous travellers to share in the thrill of uncovering the world's wild secrets. With every voyage we undertake, our core belief is reinforced: that our planet holds infinite potential — for new experiences, enhanced knowledge, and increased understanding of our role in protecting its trove of natural and cultural treasures.

Wave Offer**Consumers:**

- Save up to \$2,000 per person* on select departures.
- Save up to 40%* on solo cabins on select departures.
- Save an additional 10%* on select departures when paying in full at the time of booking.

Offer valid:

The 3rd of January, 2024 - the 13th of March, 2024

Terms and conditions apply, full offer details available .
<https://www.expeditions.com/>

METROPOLITAN TOURING



GALAPAGOS SPECIALIST

Headquarters:

Quito, Ecuador

No of Ships: 2

Capacity: 40-48 pax per ship

Key Destinations:

Galapagos

USPs

In their home country of Ecuador, Metropolitan prides itself in constantly innovating and investing to make sure customer experience is top-notch from start to finish. In their beloved Galapagos, they now offer numerous options designed to enhance every passenger's requirements. They own and operate yacht Isabela II, the perfect, intimate space for 40 guests to explore the islands in relaxed comfort; and Yacht La Pinta, a sophisticated, upscale travel experience for 48 guests.

For those who prefer the conveniences of a hotel and want to experience Galapagos on their own terms, they offer the newly renovated Finch Bay Hotel, the only beachfront hotel on Santa Cruz Island, with activities and relaxation for everyone. All expeditions offer carefully designed itineraries to help travellers see most of the BIG 15 GALAPAGOS wildlife and world-class service and enjoy the gastronomy to take expeditions to the next level.

Wave Offer

All available offers can be found [here](#)

OCEANWIDE EXPEDITIONS



POLAR SPECIALIST

Headquarters:
Flushing, the Netherlands

No of Ships: 4

Capacity: 33- 170 pax
per ship

Key Destinations:
Antarctica and the Arctic

USPs

Oceanwide Expeditions specialises in firsthand polar exploration. This means active, shore-based, flexibly designed voyages that emphasise maximum daily contact with the Arctic and Antarctic environment. Using their own fleet of small-scale vessels, they are able to explore areas larger ships cannot, responding with utmost speed to every wildlife and weather opportunity as it occurs. To further immerse guests in the polar wilderness, they offer a range of exhilarating outdoor activities and themed trips designed not only to allow guests off the ship and into the action as often possible but also to optimise our chances of encountering exotic wildlife.

Wave Offer

Various discounts on specific voyages, more details here
[Oceanwide Wave Offers](#)

Trade Incentive:

Join us for free with an accompanying guest who will receive a 20% discount selected voyages. Contact us for more information:
sales@oceanwide-expeditions.com



LUXURY OPERATOR

Headquarters:
Marseille, France

No of Ships: 13

Capacity: 32-245 pax
per ship

Key Destinations:

global itineraries

USPs

PONANT is an exponent for the **French way of life** across every sea on the globe. On board, this is translated through **exceptional services, a multilingual crew and bringing French know-how** to the fore. From secluded ports to secret seas, from forgotten beaches to remote lands, their experts choose itineraries that take your clients away from major tourist routes so they can enjoy unique cruises and shorelines that few have seen before.

Thanks to their **small capacity ships**, they can dock in private ports and offer stopovers in preserved locations. On board, the limited number of passengers means that everybody can enjoy special moments and feel as though they are on a private yacht.

PONANT aims at becoming a world reference in the field of **sustainable development** in the cruising industry. The environment and ethics are among their main concerns, both in the regions they visit and in their relationships within the company and with their partners.

Wave Offer

All available offers can be found [here](#)

QUARK EXPEDITIONS



POLAR SPECIALIST

Headquarters:
Seattle, US

No of Ships: 3

Capacity: 128-199 pax
per ship

Key Destinations:

polar regions

Wave Offer

Save up to 30% on select
Arctic and Greenland
sailings in 2024

Offer valid from 4th of
January

T&Cs apply, please refer
to Quark Expeditions
website for full details

USPs

Sustainability: Quark Expeditions is profoundly committed to environmentally responsible tourism and through their Polar Promise, they have the most comprehensive sustainability strategy framework in the polar regions.

Expedition Team: When your clients venture into the untouched wilds of the Arctic and Antarctic, they need a great team around them. Their 1:6 expedition team member-to-guest ratio, guests have excellent access to polar experts. Quark Academy, the only proprietary polar training program in the industry, ensures guests have the safest and most immersive experience possible.

Small Ships: Their diverse fleet of small polar vessels, ranging in size from 128 guests to 199 guests, can take your clients to places larger ships can't navigate and are much more intimate and friendly, enabling guests to quickly get on first-name basis with the expedition crew, onboard staff and fellow passengers.

Off-Ship Excursions: With the greatest diversity of off-ship excursions on offer and an opportunistic approach to exploring the polar regions, all guests will enjoy at least two off-ship excursions per day, weather & wildlife permitting. Guests can enjoy the included zodiac cruises, landings and ikes, as well as an exhilarating flightseeing excursion offered onboard Ultramarine. But they can also choose to opt into a range of specialist adventure options including kayaking, stand up paddleboarding, camping, as well as a wide selection of helicopter-based excursions such as alpine mountain biking or helihiking, amongst many others.

SCENIC CRUISES



ULTRA-LUXURY

Headquarters:

Manchester, UK

No of Ships: 2

Capacity: 228 pax per ship (200 in polar regions)

Key Destinations:

global destinations

USPs

Scenic set a new benchmark in the realm of ultra-luxury cruising when they launched their first world-class Discovery Yacht, offering guests rare and extraordinary cruising experiences around the globe.

Guests can experience the benefits of small ship discovery voyages on board Scenic Eclipse. Their 6-star ships are specifically designed to access smaller ports so guests can start to explore from the moment they disembark, whilst offering the maximum in space and comfort.

Innovation is at the heart of Scenic's Discovery Yachts. The elegant look of a yacht and the technological prowess of an expedition ship, Scenic Eclipse is truly unique. A Polar Class 6 rating, a strengthened hull and customised, oversized stabilisers ensure she can glide into polar regions with ease. GPS dynamic positioning allows the Discovery Yachts to maintain location without dropping anchors onto seabeds.

However guests choose to travel with Scenic, luxury comes as standard. From their ground-breaking Discovery Yachts, to the award-winning service provided by their cruise and tour specialists, Scenic go to the Nth Degree for their guests' comfort, luxury and satisfaction. Gourmet meals at up to 10 dining options, exceptional service and unforgettable excursions and experiences are all included in the price – guaranteeing total relaxation and cultural immersion on water and land.

Wave Offer

2024/25 Exclusive Offers - Save up to 35%, plus enjoy return flights included and Free Private Door-to-Door Transfers. T&Cs apply, book by 29th February.
Trade Incentive - Sell Three Sail Free. Offer valid until 29th Feb, T&Cs apply.

SEABOURN



ULTRA-LUXURY

Headquarters:
Seattle, US

No of Ships: 2

Capacity: 264 pax per ship

Key Destinations:
global itineraries

USPs

Seabourn Expeditions are designed for those whose appetite for unique experiences is matched by a taste for ultra-luxury amenities and all-inclusive elegance. Built for diverse environments to PC6 ice-strengthened hull standards, Seabourn Venture and Seabourn Pursuit feature 132 luxurious oceanfront suites, together with a host of expedition amenities including 24 Zodiacs, 8 double sea kayaks, two 6-seater submarines, and an onboard 24-strong Expedition team comprised of world-renowned scientists, historians and naturalists, who set the stage for an unforgettable and immersive experience.

Expedition destinations for 2023-5 include Antarctica, the Arctic, the Amazon, South Pacific, Australia's remote Kimberley region and Seasonal Migrations.

Wave Offer

· **'Sail of the Year'** – up to 25% on select expedition voyages
Offer valid until the 29 Feb 2024.

· PLUS: if guests book by 31 Jan, they may also enjoy up to **US\$1,000** per suite onboard spend.

Full offer T&Cs can be found on www.seabourn.com

SILVERSEA



ULTRA-LUXURY

Headquarters:

Monaco

No of Ships: 4

Capacity: 100–274 pax
per ship

Key Destinations:

global itineraries

USPs

Travelling to some of the most remote regions of the planet, Silversea Expeditions offer unique, awe-inspiring journeys. Their expedition ships sail to all seven continents so that your clients can experience everything from the lush rainforests of the equatorial Pacific to the polar extremes at the tip or toe of the world. They can explore pelagic wonderlands, admire volcanic plateaus gushing with geysers, or enter the realm of the Polar Bear. But no matter where they go, they will enjoy a uniquely immersive experience, expanding their global perspective and prompting them to re-evaluate what really matters.

On every Silversea Expedition cruise, a fleet of Zodiacs® allow guests to explore even the most off-the-beaten path locations accompanied by a team of experts. With Silversea's door-to-door fares the clients can enjoy private executive transfers (between home and airport), international roundtrip flights, overseas transfers, shore excursions; butler service; 24-hour gourmet dining, first-class wines and premium spirits, onboard gratuities and unlimited WiFi.

Wave Offer

Offer: Save £1,500pp on the Door-to-Door fare or £750pp on the Port-to-Port Fare

Validity: 18 December 2023 – 29 February 2024

Voyages: Select Sailings from 01 January 2024

Plus! **Reduced deposit** of just 15% on the Door-to-Door fare!

Terms and Conditions apply, please refer to Silversea's website to learn more.

SWAN HELLENIC



LUXURY OPERATOR

USPs

Headquarters:

Duseldorf, Germany

No of Ships: 3

Capacity: 158-192 pax per ship

Key Destinations:

global itineraries

Swan Hellenic has a global **cultural cruising** outlook dedicated to providing guests with the opportunity to 'see what others don't'.

Every cruise proudly combines geographical exploration of the most extraordinary places on earth with cultural and scientific discovery, involving **renowned experts** who offer eye-opening lectures on the history, cultures, wildlife, flora, geology and geography of the places they explore, bringing each species encountered and every moment of discovery additional depth, resonance and meaning.

Each uncompromisingly designed cultural expedition cruise thus takes you to discover some of the most astonishing secrets of our planet, from the polar regions to the Americas, Asia, Northern Europe and the Mediterranean, where the unique tradition of cultural expedition cruises began.

Swan Hellenic's **purpose-built ships** feature elegant Scandi-design interiors, extensive outdoor spaces and dedicated expedition facilities. SH Minerva and SH Vega, two new 5-star Polar Code PC 5 expedition cruise ships with ice-strengthened hulls each accommodate 152 guests in 76 spacious suites and staterooms, the majority with large balconies. A slightly larger PC 6 ice-class vessel, SH Diana, accommodating 192 guests in the same distinctive comfort and style in 96 staterooms and suites will be arriving in April 2023..

Wave Offer

50% off 2nd passenger on select sailings
Offer valid until the 29th of February, 2024
Full T&Cs available on Swan Hellenic website or enquiries@swanhellenic.com

POLAR LATITUDES



ANTARCTIC SPECIALIST

Headquarters:

White River Junction, US

No of Ships: 1

Capacity: 164 pax per ship

Key Destinations:

Antarctica

USPs

As luxurious as their ship is, their primary focus is always to provide the “most Antarctica” on every day of their guests’ journey. Their off-ship excursions average 3 ½ hours, twice daily; their unique “silent Zodiac cruise” is said to be life-changing; and should the finicky Antarctic weather turn south, their expedition team’s extraordinary ability to counter with a “Plan B” means guests never miss a chance to explore.

Their experience and environmental leadership in these waters are second to none. They were the first to bring a Citizen Science programme onboard every voyage; the first to join and support the Polar Science Collective; the first to adopt a rigorous third-party training and accreditation system for their entire team; and the first to create a position of onboard passenger service manager – all to ensure each voyager has the safest and most experiential journey possible.

Their trips are perfect for people who want to feel part of a smaller, like-minded team. If your clients like a more personalized, stress-free adventure and the idea of being on a first-name basis with their expedition team, Polar Latitudes may be the tour operator for your client.

Wave Offer

All available offers can be found [here](#)

POSEIDON EXPEDITIONS



POLAR SPECIALIST

Headquarters:
Limassol, Cyprus

No of Ships: 1

Capacity: 114 pax per ship

Key Destinations:
polar regions

USPs

- To maximise travellers' on shore excursion time, the Sea Spirit can typically allow 100 out of the 114 passengers off the ship at any one time, which avoids rotations required on larger ships.
- Over 25 years, they've honed their passion for polar cruising, cultivating a staff of expert naturalists, historians and geologists. Guests praise this top-notch team for their knowledge and professionalism, who love nothing more than sharing their experiences.
- Their expeditions feature active polar exploration with daily excursions, plus optional kayaking and Antarctic camping. Their goal is to help guests engage fully with the environment, well beyond the confines of the ship.
- As active Arctic and Antarctic advocates, they partake in projects like Happy Whale, Clean Up Svalbard and other conservation-minded projects.
- Their onboard hospitality team also consistently gets high marks from passengers, as attested to on the third-party review site TrustPilot.

Wave Offer

- **Arctic 2024 selected departures** - 15% off; kids travel for free as a 3rd person under 18
- **Antarctica 2024-25 selected departures** : Free cabin upgrade, terms and conditions apply.
- **Offer valid:** Dec 22, 2023 till Jan 31, 2024,
- Full details available here

UNCRUISE ADVENTURES



DESTINATION SPECIALIST

Headquarters:
Seattle, US

No of Ships: 9

Capacity: 22-86 pax per ship

Key Destinations:
Alaska, Baja California, Hawaii, Galapagos

USPs

UnCruise Adventures stands out for its commitment to small-group travel, environmental stewardship, and authentic experiences. Their vessels accommodate fewer than 86 guests, fostering a personal connection with nature and cultures. The company emphasises sustainability practices, supports local economies, indigenous cultures and offers unique itineraries that go beyond traditional cruising. Each itinerary provides multi-activity choices, such as guided kayak excursions, wildlife watching, hiking, and cultural interactions. There's a reason they are a multi-award-winning cruise line that fits perfectly with the needs of multi-generational families and guests with all levels of activity.

Wave Offer

UnCruise 2024 Alaska WAVE Offer (valid Jan 3, 2024- Feb 29, 2024)

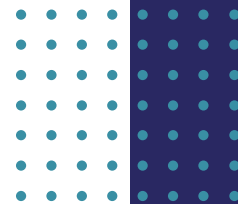
- 15% saving on select spring Alaska departures.
- \$500 savings on all Alaska sailings June 1, 2024, and later.
- Buy 3 guests get the 4th free: T&Cs apply.
- Groups of 10+ guests receive 29% savings for Leap Year! T&Cs apply.
- Double Kids in Nature (KIN) savings of \$1,000 per child 8-17 on select Kids in Nature family departures. T&Cs apply.
- Solo travelers receive a waived single supplement on adults only departures. T&Cs apply.
- 15% savings when you purchase back-to-back itineraries, or any Alaska ULTIMATE itinerary with added Denali National Park land package. 15% is a total off the combined price of both cruises or cruise and land.

Full Wave Offer details available <https://uncruise.com/pages/specials>



THANK YOU!

FURTHER INFORMATION



Website www.expeditioncruisenetwork.com

Email info@expeditioncruisenetwork.com