13th Edition

# 



# WELCOME

Greece is what everybody knows, even in absentia...it is what you expect the earth to look like given a fair chance. It is the subliminal threshold of innocence. It stands, as it stood from birth, naked and fully revealed. It is not mysterious or impenetrable, not awesome, not defiant, not pretentious. It is made of earth, air, fire and water. It changes seasonally with harmonious undulating rhythms. It breathes, it beckons, it answers.

Henry Miller, The Colossus of Marousi



See you in the stars, Kyriakos "Kerry" Anastassiadis

Greetings and happy holidays. We are now experiencing the harmonious undulating rhythms – rhumba, I think – of our fourth season in Cuba and our first year-round cruise calendar. It has long been our goal to become a provider of year-round cruises, and our Cuban debut has been auspicious. I wish our crews much luck this season, and I thank them for the success we've had since we took over Cuba Cruise – this success has enabled us to make our vision of year-round cruising a reality.

"Greece is what everybody knows, even in absentia...it is what you expect the earth to look like given a fair chance," and this, combined with our outstanding product, made it so we weathered, and quite well, a difficult year for European cruising. We continued to give our passengers incomparable service while bringing them to some of the world's most dazzling destinations, and we did it with the industry's best all-inclusive drinks and excursions packages, with delectable Greek cuisine and with our captivating themed cruises. I applaud everyone who made this challenging year the success it was. Our passengers noticed, as did Cruise Critic, which named us the year's best-value cruise.

By continuing to do what we do best, and by putting significant effort into communicating the Celestyal Cruises story, we were able to spur growth in our home markets, Greece and Turkey. We will hold to this course and drive growth in these and other markets in advance of the 2017 season. Our first sally, to this end, was our first-ever television commercial, which began airing in August. Our marketing and PR departments continue to find new ways to bring our message to an ever-growing audience of travelers the world over.

# WELCOME

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Henry Miller, The Colossus of Marousi

2017 also saw the successful introduction of the beautiful Nefeli, who delighted our passengers as she "rode the clouds" across the Aegean. Congratulations to our operations people who brought this vessel up to our high standards and kept it sailing. I'm also happy to report we successfully completed our charters to Swiss Music.

We made tremendous contributions to a number of communities this past year. We again hosted children from Ark of the World on one of our Iconic cruises, and we continued our "Science, Art and Mathematics," created and implemented by the Herakleidon Museum with our initiative and support and with the contribution of Patmos municipality, was introduced to a total of 459 students – we also provided

25 plastic bins for placement in central parts of the port of Skala in Patmos. Promoting cruise expertise for a second year, we provided annual scholarships amounting to a total of €6000 to the Merchant Marine Academies of Syros (AEN) and Chios (OAA) for students who wish to make a career in the cruise industry.

In September and October we undertook another important initiative, creating a Common Blood Bank for our employees and their families, with the voluntary participation of employees from both land offices and cruise ships. We collected 115 bottles of blood during three blood drives and opened a path for foreign workers in Greece to become blood donors - they can now receive personal volunteer cards from the National Blood Center and are entitled to the same benefits as any other volunteer. We also donated wheelchairs the Peiraiki Union of Parents, Guardians and Friends of People with Disabilities and hosted their Christmas Bazaar. Thanks to everyone who has done so much to help us contribute to so many.

Finally, I'm happy to see all of our crews continue to throw parties, celebrate the independence days of their home countries and enjoy excursions to our incredible destinations. It is your collegiality, your adventurous spirit and your willingness to enjoy yourselves that we want to impart to our passengers.

I wish every one of you a wonderful holiday season and happiness, health and success in the New Year.

See you in the stars, **Kyriakos "Kerry" Anastassiadis** 

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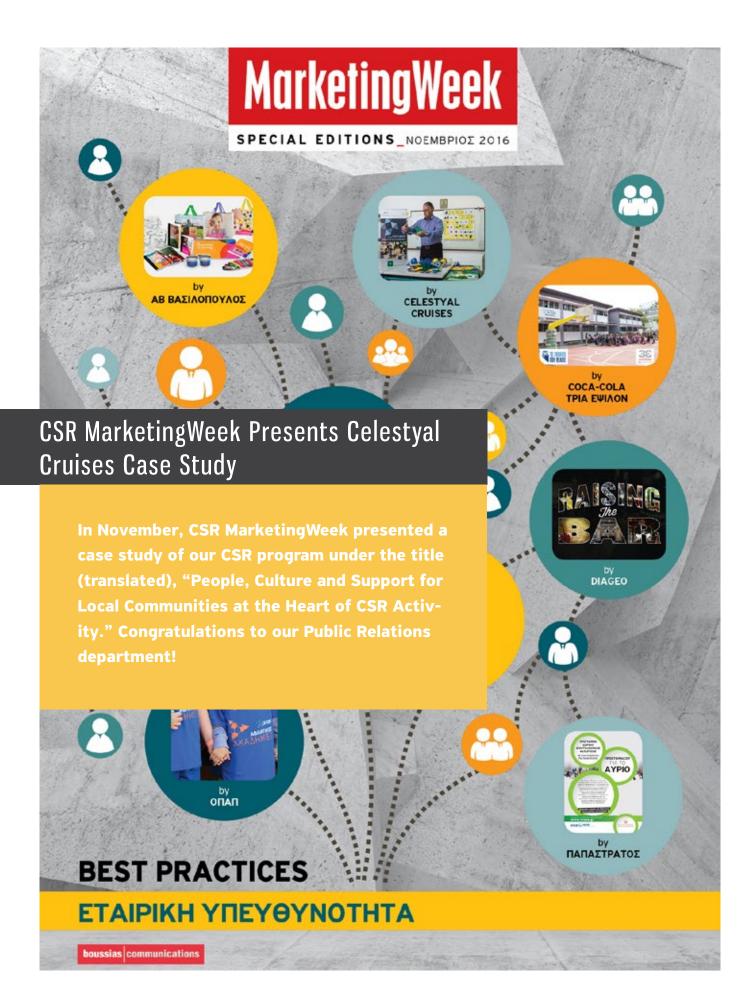
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# CSR MarketingWeek Presents Celestyal Cruises Case Study

# CASESTUDY BY CELESTYAL CRUISES





# Άνθρωπος, πολιτισμός και στήριξη τοπικών κοινωνιών στην καρδιά των δράσεων ΕΚΕ

Η Celestyal Cruises πραγματοποιεί δράσεις Εταιρικής Κοινωνικής Ευθύνης οι οποίες εστιάζουν στη στήριξη των τοπικών κοινωνιών, στην εκπαίδευση και τον πολιτισμό και πάνω από όλα στον άνθρωπο, δίνοντας έμφαση στα παιδιά και τους νέους.

Celestyal Cruises είναι η μοναδική εταιρεία κρουαζίέρας που επισκέπεται τα περισσότερα ελληνικά λιμάνια (συνολικά 30 λιμάνια), προσφέροντας αυθεντική ελληνική εμπειρία στους επιβάτες της, οι οποίοι συνθέτουν ένα πολυπολιτισμικό «παζ» 1 40 εθνικοτήτων. Οι φυσικές ομορφιές, η φιλοξενία, οι γεύσεις και ο πολιτισμός της Ελλάδας προβάλλονται στους ξένους επισκέπτες με τον καλύτερο δυνατό τρόπο, μέσω των υπηρεσιών που προσφέρει η εταιρεία εντός και εκτός των κρουαζερόπλοιών της, συμβάλλοντας στην ανάδειξη των τοπικών κοινοτήτων και στην ενίσχυσή τους με πολυδιάστατο τρόπο.

Μέσα από τις καθημερινές επιχειρηματικές της δραστηριότητες, η εταιρεία πραγματοποιεί δράσεις Εταιρικής Κοινωνικής Ευθύνης, οι οποίες εστιάζουν

- 1. Στη στήριξη των τοπικών κοινωνιών.
- 2. Στην εκπαίδευση και τον πολιτισμό και πάνω από όλα. 3. Στον άνθρωπο, δίνοντας έμφαση στα παιδιά και τους

### ΣΤΗΡΙΞΗ ΤΟΠΙΚΩΝ ΚΟΙΝΩΝΙΏΝ

Τα οφέλη που προσφέρει στις τοπικές κοινωνίες που επισκέπτεται η Celestyal Cruises συνοψίζονται στην ενίσχυση της τοπικής οικονομίας, από τις απευθείας δαπάνες επισκεπτών και πληρώματος και την προώθηση και επικοινωνία τους, όχι μόνο μέσω της παραδοσιακής διαφήμισης, αλλά και ενεργειών δημοσίων σχέσεων (όπως η φιλοξενία δημοσιογράφων), έως την προώθηση τοπικών προϊόντων μέσα από τα πλοία και τις

παρεχόμενες υπηρεσίες της. Ωστόσο, παράλληλα με τις δράσεις που εμπεριέχονται εγγενώς στην υπηρεσία και το προϊόν που προσφέρει, η Celestyal Cruises επιδιώκει να στηρίζει έμπρακτα τις τοπικές κοινωνίες, μέσα από ουσιαστική προσφορά.

### Τοποθέτηση κάδων στην Πάτμο

Επενδύοντας στα λιμάνια – σταθμούς της, η Celestyal Cruises προχώρησε στην αγορά 25 πλαστικών κάδων απορριμμάτων για την τοποθέτηση τους σε κεντρικά σημεία του λιμένα Σκάλας στην Πάτμο. Η πρωταβουλία εντάσσεται στη γενικότερη φιλοσοφία της εταιρείας που στοχεύει στην ουσιαστική στήριξη και αναβάθμιση της εμπειρίας των προορισμών που προσεγγίζει, τόσο για τους κατοίκους τους όσο και για τους τουρίστες που τους επισκέπτονται.

### ΕΚΠΑΙΔΕΥΣΗ ΚΑΙ ΠΟΛΙΤΙΣΜΟΣ Ακαδημία Εμπορικού Ναυτικού, Πανεπιστήμιο Αιγαίου

Η Celestyal Cruises επικροτεί και επιβραβεύει έμπρακτα κάθε δράση που στόχο έχει την προώθηση της τεχνογνωσίας της ελληνικής κρουαζίέρας και της ανάδειξης του θαλάσσιου τουρισμού, ιδιαίτερα στους νέους, οι οποίοι αναζητούν μια ευκαιρία και μια διέξοδο από την ανεργία. Για ακόμη μια χρονιά, λοιπόν, η εταιρεία ενίσχυσε χρηματικά τις Ακαδημίες Εμπορικού Ναυτικού Σύρου (ΑΕΝ) και Χίου (ΑΕΧ), προφέροντας υποτροφίες ενός έτους, ύψους 6.000 ευρώ για κάθε περίπτωση, σε σπουδαστή της Ακαδημίας που επιθυμεί

να σταδιοδρομήσει στην κρουαζίέρα, δίνοντάς του τη δυνατότητα να συμμετάσχει σε εκπαιδευτικά ταξίδια για να αποκτήσει πολύτιμη εμπειρία στον κλάδο της κρουαζίέρας. Παράλληλα, η εταιρεία επιχορήγησε το Εργαστήριο Διοίκησης Ναυτιλιακών και Λιμενικών Επιχειρήσεων του Πανεπιστημίου Αιγαίου και το Θερινό Σχολείο του Θαλάσσιου Τουρισμού συμβάλλοντας ουσιαστικά στη μεταφορά τεχνογνωσίσε για τα θέματα ναυτιλίας, θαλάσσιου τουρισμού και γαλάζιας ανάπτυξης και μέσω αυτού, στην ανάπτυξη συνεργασιών για την υποστήριξη βίωσιμων έργων στις νησιωτικές περιοχές.

### Νέοι και «επιχειρείν» Get CruiseINN

To 2015, n Celestyal Cruises φιλοξένησε, «εν πλω» στο κρουαζιερόπλοιο Celestyal Odyssey, τον πρώτο επιχειρηματικό διαγωνισμό Get CruiselNN, ωs χρυσόs χορηγός, στοχεύοντας στην ενεργοποίηση της ελληνικής φοιτητικής κοινότητας για τη δημιουργία ανατρεπτικών προγραμμάτων και καινοτόμων επιχειρηματικών πρωτοβουλιών. Η εταιρεία προέβη σε χρηματοδότηση της θριαμβεύτριας ομάδας με το ποσό των 2.000 ευρώ. Το 2016, η εταιρεία έμεινε πιστή στη δέσμευση που ανέλαβε να στηρίξει το θεσμό, προσφέροντας τη δυνατότητα σε διπλάσιο αριθμό συμμετεχόντων να καταθέσουν τις επιχειρηματικές τους ιδέες, μέσα από τη διοργάνωση δύο κρουαζιέρων. Η πρώτη διεξήχθη από τις 16 έως τις 20 Μαΐου στο πλοίο Celestyal Olympia, εστιάζοντας στις θεματικές του πολιτισμού και της οινογαστρονομίας, ενώ η δεύτερη διεξήχθη από τις 17 έως τις 21 Οκτωβρίου στο πλοίο Celestyal



Nefeli, εστιάζοντας στις θεματικές του τουρισμού, της οινογαστρονομίαs και της τεχνολογίαs. Η Celestyal Cruises, συμβάλλοντας ενεργά στη διεξαγωγή του διαγωνισμού, απένειμε το χρηματικό έπαθλο αξίας 7.000 ευρώ στους πρώτους νικητές που αναδείχθηκαν και από τις δύο κρουαζιέρες, ενώ στήριξε ιδέες συναφείς με τη δραστηριοποίησή της στο χώρο του τουρισμού, δωρίζοντας στους συμμετέχοντές τους από μία τριήμερη

### Παιδί και εκπαίδευση Μουσείο Ηρακλειδών

Επενδύοντας στους νέους μαθητές που λόγω απόστασης δεν έχουν τη δυνατότητα να συμμετέχουν σε πρωτοποριακά εκπαιδευτικά προγράμματα, n Celestyal Cruises έχει αναλάβει να μεταφέρει στα σχολεία των νησιών του Αιναίου το εκπαιδευτικό πρόγραμμα του Μουσείου «Επιστήμη, Τέχνη και Μαθηματικά». Συγκεκριμένα, έμπειροι ερευνητές της Διδακτικής των Μαθηματικών του Μουσείου Ηρακλειδών προσκαλούν τους μαθητές να αναπήσουν τον κόσμο της επιστήμης μέσα από επιλεγμένα διαδραστικά εκθέματα του μουσείου. Κατά τη λήξη του προγράμματος, όλο το συνοδευτικό παιδαγωγικό υλικό παραδίδεται στα σχολεία για τη συνεχή αξιοποίησή του. Η πρωτοβουλία ξεκίνησε το 2015, σε όλες τις βαθμίδες των σχολείων της Μήλου και της Ίου, καλύπτοντας συνολικά 762 μαθητές. Το 2016, προορισμός του προγράμματος υπήρξαν τα σχολεία της Πάτμου, δίνοντας τη δυνατότητα σε 459 μαθητές να το παρακολουθήσουν. Στόχος tns εταιρίαs αποτελεί η συνέχιση και επέκταση του προγράμματος σε περισσότερα ελληνικά νησιά, δημιουργώντας «Προορισμούς Γνώσης».

### ΑΝΘΡΩΠΟΣ Παιδί και κοινωνικοποίηση ΜΚΟ «Κιβωτός του Κόσμου»

Η Celestyal Cruises έχει «αγκαλιάσει» τη Mn Κερδοσκοπική Οργάνωση «Κιβωτός του Κόσμου», μέσα από μια πολυεπίπεδη συνεισφορά στα παιδιά που φιλοξενεί η Οργάνωση. Συγκεκριμένα, η εταιρεία προσφέρει ετησίως κρουαζιέρες για συνολικά 150 παιδιά, δίνοντάς τους τη δυνατότητα να πραγματοποιήσουν για πρώτη φορά διακοπές εν πλω, απολαμβάνοντας μία ξεχωριστή εμπειρία και ανακαλύπτοντας νέους προορισμούς. Παράλληλα, ενισχύει το έργο και τη λειτουργία της Οργάνωσης.

προσφέροντας τρόφιμα, ρούχα, εξοπλισμό και άλλα είδη πρώτης ανάγκης, σε συνδυασμό με οικονομική υποστήριξη από τους εργαζομένους της, ενώ παρέχει ενημέρωση για την δράση της οργάνωσης, αλλά και συλλογή χρημάτων εν πλω, στις κρουαζιέρες.

### Υγεία Τράπεζα αίματος

Τον Σεπτέμβριο του 2016, n Celestyal Cruises πραγματοποίησε για πρώτη φορά Εθελοντική Αιμοδοσία στην οποία συμμετείχαν, τόσο οι υπάλληλοι των γραφείων, όσο και των πλοίων. Η αιμοδοσία διεξήχθη στα πλοία Celestyal Olympia, Celestyal Crystal και Celestyal Nefeli, στα λιμάνια του Πειραιά και του Λαυρίου με τη βοήθεια της ομάδας Αιμοδοσίας του νοσοκομείου Αμαλία Φλέμινγκ. Σκοπός της εθελοντικής αυτής ενέργειας ήταν η δημιουργία μιας Κοινής Τράπεζας Αίματος για τους εργαζόμενους της Celestval αλλά και τις οικογένειές τους. Η συγκεκριμένη ενέργεια είχε ως αποτέλεσμα να συγκεντρωθούν 115 φιάλες αίματος, ενώ άνοιξε το δρόμο ώστε πλέον στην Ελλάδα αλλοεθνείς εργαζόμενοι να έχουν τη δυνατότητα να γίνουν εθελοντές αιμοδότες, έχοντας την προσωπική κάρτα εθελοντή από το Εθνικό Κέντρο Αιμοδοσίας και λαμβάνοντας τα ίδια οφέλη με κάθε εθελοντή.











# Global Sustain Introductory Training -October 12th

Founded in 2006 and based in London and Athens, Global Sustain offers innovative online and off-line services related to sustainability, corporate responsibility, responsible investing, transparency, human rights and accountability. We underwent our 1st Introductory Training with Global Sustain on October 12th in Piraeus. The a comprehensive understanding of sustainability **Cruises Sustainability Strategy and Report.** 













One of Celestyal Cruises' primary goals in the context of social action, inclusion and sensitivity is to offer support to vulnerable groups and people in need, and thus we again made another multilevel contribution to the Athens non-profit organization "Ark of the World". Celestyal Cruises provided its authentic Aegean cruise experience aboard the Nefeli to a total of 150 children from Ark of the World and offered much-needed essentials to the organization's Athens facility. We also provided information about Ark of the World to our passengers and collected funds on behalf of the organization on board our ships. As always, the kids were wonderful and the Nefeli crew loved having them on board.

# BUSINESS UPDATE



**CRUISE SUMMIT 2016** 

Our CEO, Kerry Anastassiadis, was a key speaker at the International Cruise Summit 2016 in Madrid, where his chairmanship of CLIA Europe was announced. Celestyal Cruises was one of the sponsors of the summit.



# CEO Kerry Anastassiadis Addresses the International Cruise Summit 2016









# Lunch and Q&A Update with Senior Management in Greece and Cyprus

In October our teams enjoyed two "unofficial" lunches with Mr. Anastassiadis, Mr. Paschalis and Mr. Theophilides, who each provided a business update and the opportunity to discuss a variety of matters and ask questions. Pizza was served, and everyone enjoyed themselves! Thanks to everyone for participating in these collegial and fruitful meetings.



CYPRUS OCTOBER 6TH



# Lunch and Q&A Update with Senior Management in Greece and Cyprus













# Lunch and Q&A Update with Senior Management in Greece and Cyprus



GREECE OCTOBER 24TH





# Lunch and Q&A Update with Senior Management in Greece and Cyprus

















# November 7<sup>th</sup> Sales Event aboard the Nefeli







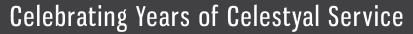






21 • **CELESTYAL NEWSLETTER** 

# EMPLOYEE ENGAGENT





We are delighted to announce our years of service awards! Thanks to everyone for their dedication and hard work! Each recipient was given a framed certificate and a beautiful Mont Blanc pen. Congratulations!



# EMPLOYEE ENGAGEMENT





# **EMPLOYEE ENGAGEMENT**



# We Run for Doctors without Borders!

Our team in Greece participated for the first time in the Athens Marathon, the 34<sup>th</sup>, where we volunteered and covered all costs for Doctors without Borders. The marathon, and a 5K and 10K race, where held on Sunday, November 13<sup>th</sup>. Thanks to all of our volunteers! Well-done, team!







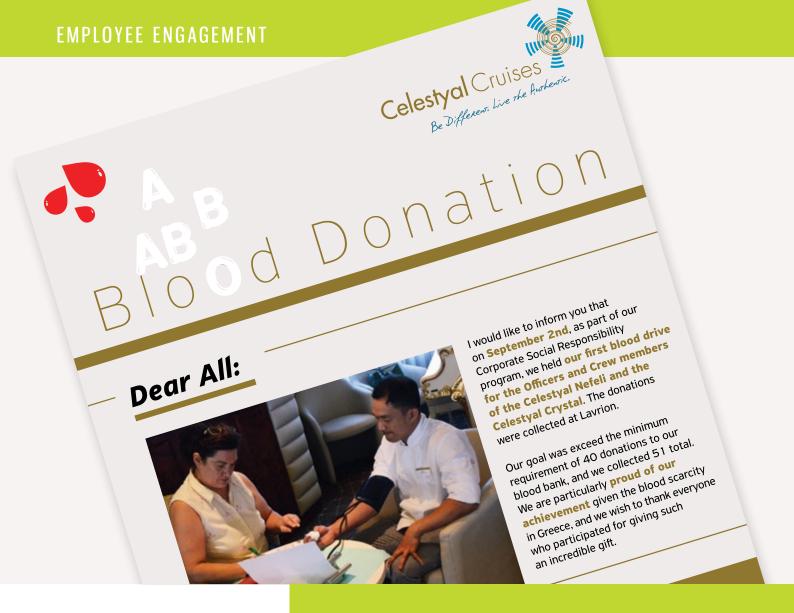




## **EMPLOYEE ENGAGEMENT**



Celestyal Cruises has always been committed to the health and well-being of its people, and to this end 2016 saw the company institute a common blood bank for Celestyal Cruises employees and their families. In September we held our first voluntary blood drive, which was open to employees and officers.



The Human Resources department, along with Antigoni Botsi, Onboard HR Manager, implemented a proper information campaign comprised of:

- Posters in English and Greek placed on all floors of our buildings and on the Crystal, the Nefeli and the Olympia.
- An email explaining the donation process and the criteria to be met for someone to become a blood donor.

# CELESTYAL CRUISES CREATES COMMON BLOOD BANK FOR EMPLOYEES AND THEIR FAMILIES



Donations took place on each ship on three different dates while the ships were docked in Lavrion and Piraeus and could not have been made without the assistance of the Amalia Fleming Hospital Blood Group.

















What makes our Common Blood Bank innovative is that for the first time in Greece foreign workers can be volunteer blood donors. Thanks to our initiative, best practices for blood donation now apply to foreign workers in our country, who can now acquire volunteer cards from the National Blood Center, which gives them the same rights as all other volunteers.























**CYPRUS** 













# Celestyal Cruises Creates Common Blood Bank for Employees and Their Families

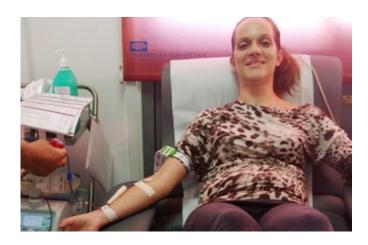








# Celestyal Cruises Creates Common Blood Bank for Employees and Their Families





Our CEO was immensely pleased with the results:

This is a great initiative and a fantastic demonstration of solidarity and the way collective action can benefit employees and crew members during times of need, especially in a country where such basic services are not always available readily. It is such actions that differentiate us, because they demonstrate our humanity and our concern for our colleagues and our countrymen.



# MIS

## netweek Interview with Celestyal Cruises MIS Director Costas Smirlis

The 23 May 2016 edition of netweek featured an interview with our MIS **Director Costas Smirlis.** 

netweek | 23 Maiou 2016



#### "Smart" Cruise

Οι ναυτιλιακές εταιρείες πρέπει να ξεπεράσουν την παλαιά αντίληψη ότι η υιοθέτηση νέων τεχνολογιών είναι κόστος για την εταιρεία και να αντιληφθούν ότι σε μια εποχή που οι κανόνες αλλάζουν συνεχώς είναι υποχρεωμένες να επενδύουν σε νέα και ευέλικτα συστήματα, ώστε να προσαρμόζονται στις εκάστοτε προκλήσεις για να επιτύχουν τη βιώσιμη ανάπτυξή τους.

Του Κώστα Σμυρλή, MIS Director, Celestyal Cruises

ύπαρξη ενός **στρατηγικού σχε**διασμού που θα εστιάζει στο μέλλον και θα εντάσσεται στις συνολικές ανάγκες τις εταιρείας, καθώς και η στήριξή του από την ομάδα διοίκησης της εταιρείας, αποτελεί θεμελιώδης προϋπόθεση για την **ευθυ**γράμμιση όλων των τμημάτων σε ένα κοινό και αποδεκτό σχέδιο δράσης. Επίσης, η υιοθέτηση νέων τεχνολογιών εξαρτάται από το περιβάλλον, την οργανωτική δομή, την κουλτούρα, τις επιχειρησιακές διαδικασίες και πολιτικές, αλλά και από την υπάρχουσα τεχνική υποδομή της επιχείρησης. Οι υπεύθυνοι ανάπτυξης του πληροφοριακού συστήματος (CIOs,ICT,IT) οφείλουν, **π**αμβάνοντας υπόψη τις στρατηγικές προτεραιότητεs, να **συμβουλεύουν** και να **ενισχύσουν** την επιρροή τους στη χρήση νέων τεχνολογιών.

#### Αυτοματοποιητική

Το κόστος για το απαιτούμενο δορυφορικό bandwidth για την κάθυψη των αναγκών της λειτουργίας του πλοίου και του πληρώματος είναι απαγορευτικό σε σχέση με τη στεριά.

Ωστόσο, βρισκόμαστε σε μια **συνεχή** αναζήτηση λύσεων και σύγχρονων τεχνικών συμπίεσης και caching, προκειμένου να διανέμεται με αυτοματοποιημένο τρόπο το συνολικό bandwidth, ανάλογα με τη ζήτηση του κάθε πλοίου. Παράλληλα, προσπαθούμε να ενισχύσουμε το δορυφορικό bandwidth από τοπικούς GSM παρόχους κινητής τηθεφωνίας και προσδοκούμε ότι σύντομα θα μπορέσουν να στηρίζουν την προσπάθειά μας με ειδικά προγράμματα για τη ναυτιλία. Δυστυχώς, τροχοπέδη στην ανάπτυξη της κρουαζιέρας και στη χρήση νέων τεχνολονιών είναι η έλλειψη υποδομών στα λιμάνια μας, όπως ευρυζωνικές επικοινωνίες (Wi-Fi) που θα βελτίωναν την εικόνα της χώρας μας στον επισκέπτη και θα βοηθούσαν τις διαδικασίεs check-in κατά την παραμονή του πλοίου στο λιμάνι. Η κρουαζιέρα είναι ένας από τους πρωτοπόρους στην εφαρμογή νέων προϊόντων και εφαρμογών καινοτομίας καθώς το ανταγωνιστικό περιβάλλον ενθαρρύνει και απαιτεί τη χρήση τέτοιων λύσεων, προκειμένου να δημιουργήσει αξέχαστες και, κυρίως, αυθεντικές εμπειρίες στους επιβάτες. Στις εμπειρίες αυτές συγκαταλέγονται n xpńσn self-service kiosks, «έξυπνων» κινητών, tablets, Web Apps και εφαρμογών digital signage για την ενημέρωση του επιβάτη, καθώς και πρόσβαση μέσω minisite σε υπηρεσίες και δραστηριότητες εντός και εκτός του πλοίου.

Έχουμε, επίσης, αντιληφθεί τη δύναμη των κοινωνικών μέσων δικτύωσης και επενδύουμε δυναμικά στην αλληλεπίδραση που παρέχουν τα μέσα αυτά, καθώς δημιουργούν θετικό "word of mouth" και μεταδίδουν ταξιδιωτικές εμπειρίες σε όλο τον κόσμο (έχουμε επιβάτες από 140 εθνικότητες).

#### IT Projects

Πρόσφατα n Celestyal Cruises και n IBS Software υπέγραψαν σύμβαση για τη δημιουργία του Συστήματος Κρατήσεων επόμενης γενιάς για κρουαζιέρες, με την ονομασία iTravel. Η Celestyal Cruises γίνεται, έτσι, η τρίτη εταιρεία στον ταξιδιωτικό τομέα και η πρώτη εταιρεία κρουαζιέραs, που αξιοποιεί λογισμικό για να εμπλουτίσει τις υπηρεσίες που προσφέρει. Το σύστημα θα αντιμετωπίζει με ολοκληρωμένο τρόπο το σύνολο των διαδικασιών (workflows) με μεθόδους διάθεσης υπηρεσιών και προϊόντων μέσω B2C,B2B,GDS, ενώ θα υποστηρίζει συνδέσεις με τρίτους προμηθευτές, διευρύνοντας τις ευκαιρίες πώλησης (crosssell & up-sell). Παράλληλα, βρίσκεται σε εξέλιξη η υλοποίηση ενός συστήματος CRM που σε συνδυασμό με το iTravel θα ενισχύσει την πιστότητα και την ικανοποίηση των πελατών. Ένα από τα άμεσα σχέδιά μας είναι η εφαρμογή συστημάτων διαχείρισης επιχειρηματικών διαδικασιών (BPM - Business Process Management). Στόχος μας είναι η εκτέλεση και η παρακολούθηση της εξέλιξης των εσωτερικών διαδικασιών μέσω ειδικών συστημάτων. Πρόκειται για ένα εγχείρημα που θα δώσει την ευκαιρία να αξιολογήσουμε και να βελτιώσουμε τις υπάρχουσες διαδικασίες με τη μοντελοποίηση τους και την αυτόματη ανάθεση των καθηκόντων μιας διερνασίας. Τα αναμενόμενα οφέλη είναι η μείωση των διακινούμενων εγγράφων και emails, η κανονιστική συμμόρφωση, η διαφάνεια και η υψηλή αποδοτικότητα. Επόμενος στόχος, που συνδυάζεται με το στρατηγικό πλάνο της εταιρείας για ναυπήγηση νέων πλοίων, είναι η εκ βάθρων αξιολόγηση και αναβάθμιση των συστημάτων επί των πλοίων, με βασική προτεραιότητα τη μέγιστη βειτουργικότητα και την ικανοποίηση των φιλοξενουμένων μας στα πλοία

# MIS INSTALLS DATABASE MANAGEMENT SYSTEM AND IMPLEMENTS NEW CUSTOMER LOYALTY PROGRAM

We continue to invest in the upgrade of our services, and in October we announced the progress and ongoing evolution of our Customer Relationship Management (CRM) program, which should be completed by April 2017.

Our MIS department selected the Salesforce Cloud CRM solution, to be provided by NetU. The CRM provisioning process is set to begin shortly using data collected over the past few cruise seasons. During the second stage, the system will be integrated through Salesforce Apps in the other platforms available to the company, i.e., the iTravel platform (B2C / B2B) and the onboard system for the automated registration of customers.

According to MIS Director Costas Smirlis, "The primary goal of Celestyal Cruises' CRM implementation is direct contact and communication with our guests onboard, so we can satisfy their needs and build our credibility. As the only cruise company operating in the Greek islands and Cuba, we understand the need to invest in new and flexible systems to provide a modern product and a complete touristic experience, one that responds immediately and comprehensively to the demands of today's traveler."

# CELESTYAL CRUISES ANNOUNCES ITS COLLABORATION WITH AURAPORTAL



In October we announced our collaboration with AuraPortal, vendor of the AuraPortal Business Process Management Suite (BPMS). AuraPortal, described by Microsoft CEO Satya Nadella as "a global BPM leader," is an intelligent management software that uses a powerful BPM engine to automate, monitor, control and optimize anything, from a simple project or the management of a department to the complete integrated management of an entire company or organization. AuraPortal increase efficiency throughout Celestyal Cruises and help the company streamline its operational integration.

We will initiate our use of AuraPortal after a one-year period during which all necessary prerequisites, such as user-role hierarchy, internal corporate hierarchy, allocation to corresponding vessels and amendment of the existing hardcopy forms, etc., will be satisfied. Following this introductory year of set-up and testing, the AuraPortal BPMS will host the full range of Celestyal Cruises processes and will provide the company with a timely, efficient and user-friendly tool to interconnect all business processes and document management activities between its land-based operations and its vessels.

According to MIS Director Costas Smirlis, "The global landscape is changing and moving over to an era of digital transformation. AuraPortal is the platform which will incorporate new digital technologies into our current processes and create 'business process agility' so Celestyal Cruises can respond effectively to changing market dynamics."

## Celestyal Crystal Passenger and Crew Cabins Wi-Fi Project is Completed

In October our MIS department announced it had successfully completed the installation of passenger and crew cabin Wireless access points and all related networking equipment aboard the Celestyal Crystal. All of the ship's passenger cabins are now covered with Wi-Fi, and all existing APs in public areas were replaced with brand new, state-of-the-art Cisco access points. The new Cisco APs provide better connection quality to passengers and increased network performance for handhelds and other devices connected to the wireless network.

Crew cabins are now covered with Wi-Fi, and a new iCafe will be implemented for the crew so everyone can communicate with their families and connect to the Internet for news and entertainment.



## Celestyal Cruises Case Study Presentation at Veeamon Tour - 2 November 2016

The Celestyal Cruises MIS Department recently installed Veeamon, an IT infrastructure backup solution, with the assistance of Accutech, our technology partner, which designed, deployed and continues to support the Veeam infrastructure.

Veeam is a solution for virtualized environments such as Celestyal, providing for agentless integration with virtual infrastructure. It gives our team the ability to recover, at high-speed, from file level to entire virtual machines. IT Specialist Oleg Karavasileiadis presented the Celestyal Cruises case study as part of the Veeamon Tour. 140 participants from 97 countries attended the event.



# HEALTH AND SAFETY

# EVACUATION DRILL IN GREECE



We held an evacuation drill at our Piraeus offices, Celestyal and Optimum, on November 22<sup>nd</sup>. The purpose of the drill was to make sure everyone is prepared in case of a real emergency. These drills are conducted once per year at unexpected times and under varying conditions to simulate a real evacuation. Everyone took the drill quite seriously, and the evacuations were successful: we cleared the Celestyal building in 4.06 minutes and the Optimum building in 5.14 minutes. Thanks to everyone for a great job!









# EMPLOYEE WELLNESS

# Hellas EAP Role-Playing: Anger, the Misunderstood...Friend

Our last Hellas EAP sessions for 2016 were the most exciting! The topic we discussed was "Anger, the misunderstood...friend." We had a chance to role play, which was fun and very instructive. Thanks to everyone for participating.





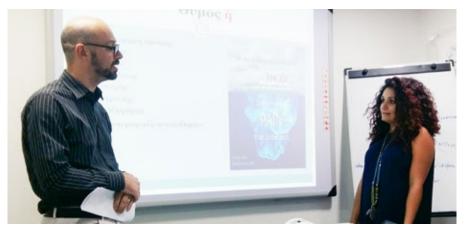


# Hellas EAP Role-Playing: Anger, the Misunderstood...Friend











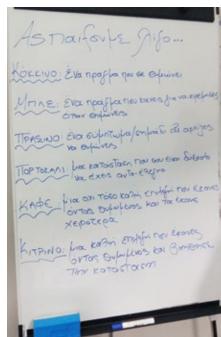
# Hellas EAP Role-Playing: Anger, the Misunderstood...Friend











# Ergonomics in the Workplace

On November 3<sup>rd</sup> we organized our 2<sup>nd</sup> seminar concerning Ergonomics in the Workplace. The purpose of the seminar was to learn the correct biomechanical posture for sitting at one's desk – physiotherapist Alexander Andrikopoulos showed us some simple exercises we can even practice while in the office. Thanks to everyone for making this seminar a great success. And remember to take care of your back!









# **Ergonomics in the Workplace**

















# CELESTYAL HR DEPARTMENT ATTENDS CAREER DAYS AT ALBA AND DEREE

Our HR Department is always willing to provide assistance to young people, and to this end we recently participated at career days at ALBA and DEREE. We offered attendees a chance to learn more about the Celestyal Cruises culture, to familiarize themselves with how we conduct our interviews and to ask questions about possible employment with us. Both events were great. We will continue to seek opportunities to meet with talented students and alumni throughout Greece who might be perfect matches for Celestyal.







# The ALBA Career Forum – September 20<sup>th</sup>







# DEREE CAREER DAYS JOB AND NETWORKING FAIR - NOVEMBER 9<sup>TH</sup>









# **ECALI CLUB: STYLE IS EVERYTHING!**

The Ecali Club organized a "Style is Everything" party to honor style. The party was a complete experience that took attendees down all of the paths that lead us to our ultimate style, how our experiences complete this style and how our style reflects our aesthetics and our personality. HR style ambassadors Katerina Tzimogianni and Irene Apostolou attended.





# "BRIDGES FROM EDUCATION TO EMPLOYMENT" WITH THE AMERICAN - HELLENIC CHAMBER OF COMMERCE

Our Employment Committee and the American-Hellenic Chamber of Commerce organized "Bridges from Education to Employment" on November 1st at the Athens Hilton Hotel. Our own Irene Apostolou had the honor of representing Celestyal Cruises with a presentation on our internship program – the presentation had to follow the "Pecha Kucha" method of 20 images, each displayed and discussed for 20 seconds. Bravo, Irene!









# REGENERATION: UNLOCKING HUMAN POTENTIAL AROUND THE WORLD

On September 16<sup>th</sup>, Irene Apostolou from the Celestyal Cruises HR Department attended "Re:Generation – Unlocking Human Potential Around the World: Empowering Young Internpreneurs Via Holistic Learning Experiences." The event was hosted by Global Shapers, Athens Hub, and the featured speaker was Jan Mühlfeit, global strategist, executive coach and mentor and former Microsoft Europe chairman.













### HR



## REGENERATION PROGRAM: CONGRATULATIONS, **MARIOS ANDREOPOULOS!**

We asked Spiros Mylonas, the head of Regeneration, what the criteria were for this selection, and he confirmed that amongst hundreds of candidates Marios was selected because of his excellent English, his high competency scores and his presentation skills, but a very important reason was the fantastic cooperation the Regeneration program has enjoyed with the Celestyal Cruises HR department, specifically with Irene Apostolou, who has been the direct liaison for all Regeneration matters.



In preparation for the event, Marios was interviewed and photographed at our offices.



# REGENERATION PROGRAM: CONGRATULATIONS, MARIOS ANDREOPOULOS!



Marios's participation was a fantastic contribution to our public relations endeavors and to our corporate social responsibility CSR) activities.





About Hellenic Initiative: Greece's economic depression has pushed families to the brink. As of the fall of 2013, one in five households and nearly 600,000 children were living below the poverty line. Nearly half of all Greeks lack health insurance. These staggering numbers cannot communicate the impact on individuals and families. In the face of unrelenting austerity and government budget cuts, it is nonprofits on the ground that are repeatedly called on to do more with less. The Hellenic Initiative (THI), together with its relief partners, is answering the call by providing a critical safety net to families hardest hit by the crisis. These partner organizations are carefully selected based on proven track record, efficiency and transparency. Initial partners include Apostoli & IOCC, Doctors of the World Greece, MDA Hellas and METAdrasi, among others.

**Congratulations, Mario!** 



# Volunteer Pension Plan Presentation

Due to the challenging economic conditions facing the Hellenic Republic and its pension system,
Celestyal Cruises has introduced a volunteer pension program for all of our employees. This program gives each employee the opportunity to save for retirement. A representative from Interamerican came to our offices to present and explain the plan.







# **EXELSYS USERS GROUP COMMITTEE CONFERENCE IN LIMASSOL**

Exelsys provides an integrated collaborative Human Capital Management System, which enterprises need to manage the full hire-to-retire process for both full-time and part-time employees in an increasingly global environment.

Taleen Tchalikian and Yiota Karatsi of our HR Department attended the ExelsysConnect 2016 Conference on November 14th at the St. Raphael Hotel in Limassol. Each of them had the opportunity to become well-versed in Exelsys' New Version & Platform. Representatives from Exelsys also discussed the company's "Way Forward-2017 Roadmap." Taleen and Yiota were also instructed with regard to the availability of the ODATA connector, which enables direct live access to Exelsys for the easy exploration, visualization and presentation of HR data. Last, but not least, Taleen is now a member of the Exelsys User Group.



## **Celebrating Summer in Cyprus!**



We celebrated the beginning of our summer holidays in Cyprus with some group photos!

# **CELESTYAL CRUISES' INTERNSHIP** PROGRAM – TODAY'S INTERNS... TOMORROW'S LEADERS

#### **CELESTYAL CRUISES' INTERNSHIP PROGRAM:**

Today's Interns... Tomorrow's Leaders





#### **Interns Onboard** Celestyal Crystal

Our interns visited the Celestyal Crystal for 3 hours, so as to be familiar with our vessels, to meet all departments and understand our organizational structure. Moreover, our interns had the opportunity to understand the Authentic Experience we offer to our customers!



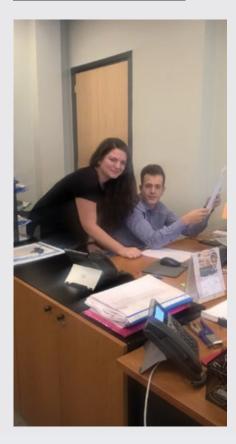
# CELESTYAL CRUISES' INTERNSHIP PROGRAM – TODAY'S INTERNS...TOMORROW'S LEADERS







Interns While Working



Each intern has his own PC, e-mail account and telephone device so as to be "independent" and to be able to handle small projects on his own. Our interns joined us in order to obtain knowledge while providing their assistance!





## CELESTYAL CRUISES' INTERNSHIP PROGRAM -TODAY'S INTERNS...TOMORROW'S LEADERS

#### Thank you Interns Bye Bye!!

After the completion of the internship period, all interns were given an "Appreciation Certificate" and a small gift





#### Launch of our **Internship Program**

If you know a student who wants to be an intern then you can advise him to visit our webpage

www.celestyalcruises.gr or www.celestyalcruises.com

**Career Opportunities** Careers on Shore Internship Program



# Our First-Ever Charity Christmas Bazaar

On December 5<sup>th</sup> we held our first Charity Christmas Bazaar to help people in need. We decided to support the efforts of the Peiraiki Union of Parents, Guardians and Friends of People with Disabilities (PEK/disabled guests, www.pek-amea.gr).

Thanks to everyone who attended.



# Christmas Spirit in Cyprus!

Our Nicosia team members kicked off the holidays on the 23<sup>rd</sup> of November, decorating our office and putting up this year's tree! Kala Kristuyena to all!







# Christmas Spirit in Cyprus!













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THE LOUIS TRAVEL TICKETING AGENTS WHO DILIGENTLY WORK TO BOOK OUR FLIGHTS ALL YEAR ROUND.

### HALLOWEEN PARTY ON BOARD THE CELESTYAL CRYSTAL – L'OREAL CHARTER

On November 1st, during the L'Oreal charter, we held a fantastic Halloween party! The costumes were fantastic, particularly as the winning costume received an all-inclusive vacation at a 5-start hotel in the Dominican Republic, flight included! Boo!





### Halloween Party On Board the Celestyal Crystal – L'Oreal Charter









### Halloween Party On Board the Celestyal Crystal – L'Oreal Charter









### October 25th Crystal Crew BBQ



# WE GRILLED A LOT OF MEAT AND HAD A GREAT TIME!









### Surprise! Team Celebration for Marios Drousiotis's Birthday!

**Thomson Majesty Technical Superintendent** celebrated his birthday on November 20th, and his team threw a surprise party in his honor on board the Majesty!

"Most bosses are preachers, but Marios is a TRUE **LEADER. Most bosses are just Managers, but Marios** is also a MENTOR. Most bosses arrogantly demand Respect, but Marios deserves it because he is PERFECT!!" said team member Jep Jalandoni. And Joseph Amorao, Jr., said, "We are glad to have a boss like Marios. He stands by us and motivates us each day to be the best. Thank you for the support when we needed the most. Working with him has been privilege for us. We would like to thank him from the bottom of our hearts." Chronia pola, Mario!













WE ALWAYS HAVE SOMETHING TO CELEBRATE ABOARD THE MAJESTY!















































# CELEBRATING OUR INDEPENDENCE DAYS ON THE THOMSON MAJESTY



Our multi-cultural crew loves to celebrate their own and each other's independence days. This year, as always, we celebrated Indian, Indonesian and Ukrainian independence, and we had a blast! Thanks to everyone who organized these fantastic celebrations.

Privet
On behalf of all Ukrainian Crew Members onboard
We would like to invite you all to celebrate the
UKRANDAND
NDEPENDENCE

19th Aug 2016

Traditional Harrinian Dinner - 17:30hrs to 20:30hrs in Crew Mess
Music, Disco and party in Crew Bar - 23:30hrs to 02:00hrs

Danai Tancevat - Lets Dance (Dress Code Yellow or Blue)

## Celebrating Our Independence Days on the Thomson Majesty

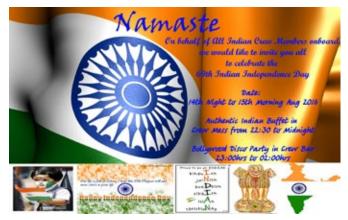












### Celebrating Our Independence Days on the Thomson Majesty











majesty

REDS WITTE

#### - Pranam Shetty (Crew Steward)

The Majesty team organized a crew excursion to Monaco and Monte Carlo on the 20<sup>th</sup> of October as requested during the monthly Crew Welfare Meeting. The excursion started at O6:45 when each crew member received a Lunch Box. We then took a tender boat to the Villefranche pier. Our tour guide was waiting for us with a lollypop with "19" on it. He had a big smile on his face as he welcomed us. Our bus was full, all 46 seats!

As the excursion began our guide discussed the beauty of Villefranche and played some great songs during the drive. We drove to Monaco Rock via Lower Corniche. Once we reached Monaco we had a guided tour which included some history. At O9:30 we had free time in Old Monaco for almost two hours, which we used to visit the Cathedral, take photos, drink some coffee and shop for souvenirs. We expected some crew members to be late, on account of their "selfie" activities, but everyone returned to the bus on time.

We then drove to Monte Carlo, and many of the crew members were thrilled to see so many expensive, high-performance cars alongside our bus. As we drove you could hear people shouting, "Ferrari!" "Lamborghini!" At 12:15 we exited the bus at Casino Square amongst some of these high-prices automobiles. cars. Casino Monte Carlo exemplifies the wealth of Monte Carlo, as did the expensive high-end shops, and we all realized we would need a lot of money to live like the people who reside here. We had 90 minutes of free time to explore this incredibly posh spot. We all made it back to the bus on time, and our guide was generous enough to take us for a quick photo stop in Nice. To show our appreciation we collected some money and purchased small gifts for our guide and our driver. They of course think very highly of the Majesty crew!

On the way back our guide played a few songs and told us to sing along. All in all it was a fabulous excursion, everyone had a marvelous time. We would love to do it again but, alas, this was our last call at Villefranche, and we'll have to wait until next season so other crew members can experience the beauty of Monaco and Monte Carlo. This excursion was particularly special to us as the Majesty casino is the Monte Carlo Casino – it was amazing to see the original!

I would like to close with the words of Mr. Rudyard Kipling

If

"If you can talk with crowds and keep your virtue,
Or walk with Kings—nor lose the common touch,
If neither foes nor loving friends can hurt you,
If all men count with you, but none too much;
If you can fill the unforgiving minute
With sixty seconds' worth of distance run,
Yours is the Earth and everything that's in it,
And—which is more—you'll be a Man, my son!"













# THOMSON MAJESTY CREW EXCURSION





### Thomson Majesty Crew Excursion to Monaco and Monte Carlo







ALL IN ALL IT WAS
A FABULOUS
EXCURSION,
EVERYONE HAD A
MARVELOUS TIME





Congratulations to our crew for their fantastic effort!



### September 5<sup>th</sup> Nefeli CLIA Drill



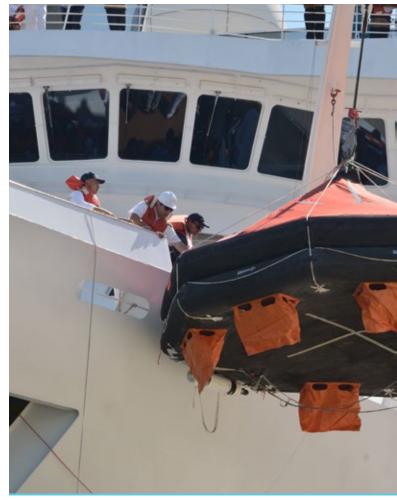








# THANKS TO EVERYONE FOR THEIR ENTHUSIASTIC PARTICIPATION!



### September 7<sup>th</sup> Life Raft Demonstration aboard the Nefeli

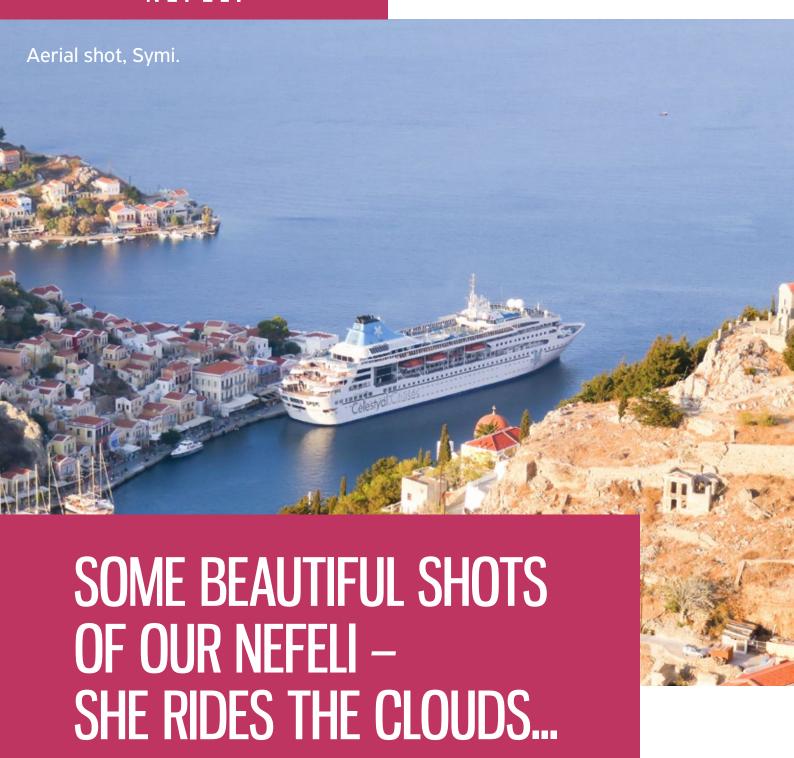


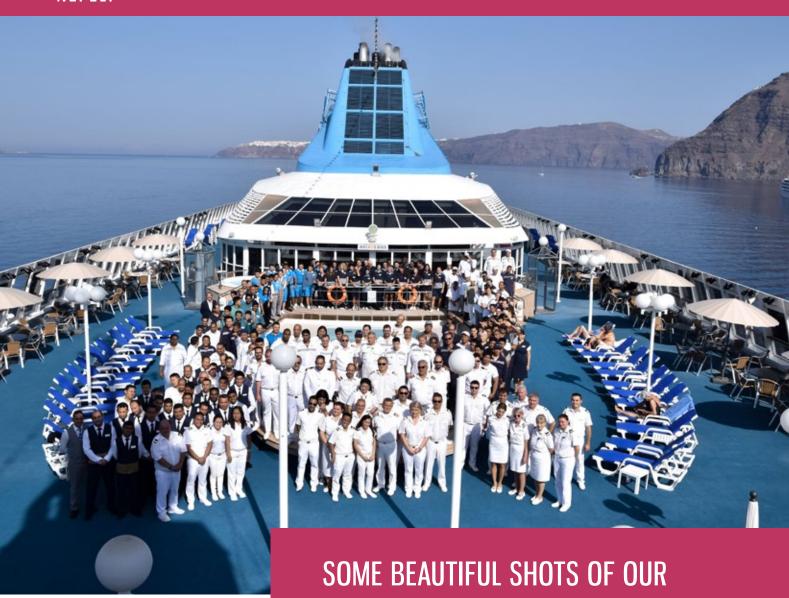






### NEFELI





Our fantastic crew.







### August 24<sup>th</sup> Olympia Crew Pyjama Party

#### Everyone got comfy and had a great night!







### OLYMPIA





# HAPPY BIRTHDAY, LEA AND GIOVANNA!



## OLYMPIA CREW EMPLOYEES OF THE MONTH PARTY – JULY 27<sup>TH</sup>









The party never ends on the Olympia! Congratulations to our July 2016 Employees of the Month. Keep up the great work!





The crew of the Thomson Spirit comprises a lot of great people from 20 countries. We have all come together from these different places to create a new home aboard the Spirit.

One of the best things about working on a cruise ship is the chance to explore new places and try new things, and to party! Once a month, we throw a bash and party through the night, whatever the theme may be: Waffle Party, Indian **Independence Day, Employee** of the Month...we put on awesome parties and dance our blues away. It's what we all have in common, regardless of where we're from - we love great food, great music, great conversation and a great time!



#### SPIRIT







### Monthly Crew Party











## Last day of Ramadan! Happy Eid!





### Waffle Party on the Bridge!





Table Tennis Tournament.







The talented Electric Thomson Spirit Band performs every week in the crew mess.

Crew Football Match in port of Palma de Mallorca.





Darts.

Crew party buffet.







# 118<sup>TH</sup> PHILIPPINES INDEPENDENCE DAY.





ST. MARY DAY CELEBRATION.





# INDIAN INDEPENDENCE DAY CELEBRATION.









# INDONESIAN INDEPENDENCE DAY CELEBRATION.











## Crew Basketball, port of Valencia.









**Bell Pattamada** Hotel Manager Thomson Majesty

## THE POWER OF POSITIVE WORDS AND ENCOURAGEMENT

One day, as a child, Thomas A. Edison came home from school and handed a piece of paper to his mother.

"Mom," he said, "my teacher gave this to me and told me only you are to read it. What does it say?" Tears filled Edison's mother's eyes as she read the letter aloud to her son: "Your son is a genius. This school is too small for him and doesn't have good enough teachers to train him. Please teach him yourself at home".

Many years after Edison's mother died, he became one of the greatest inventors of the century. One day he was sorting through his mother's closet and he found the letter his teacher had sent his mother. He opened it and was astonished when he read the actual message: "Your son is mentally deficient. We cannot let him attend our school anymore. He has been expelled from school." Edison was overwhelmed with emotion, and he wrote in his diary: "Thomas A Edison was a mentally deficient child whose mother turned him into the genius of the century."

A positive word of encouragement can change a person's destiny, and we must apply this to our workplace. The key to being a great leader is to ensure our management system gives employees positive reinforcement whenever they need or earn it. And just like lifting weights to build muscle, this must be done repeatedly, so it become a habit, a necessity. It must be done repeatedly and routinely to achieve results.

When our leadership team fully understands and leverages the remarkable power of positive reinforcement, our product will shine and our business will thrive.

### Manouri Cheesecake with Wine-Poached Peaches and Filo Cigars

# YOU'LL HAVE TO DO

Combine the melted butter and ground graham crackers on the bottom and up the sides of a 10-inch spring form pan and chill.

Preheat the oven to 325°F.

Using an electric mixer, whisk together all the remaining ingredients for the cheesecake.

Pour into the chilled spring form pan and bake until set, about 1 1/4 hours.

#### While the cheesecake is baking. make the fruit topping:

Poach the peaches and figs in the wine together with the spices until the figs soften.

Remove peaches and figs with a slotted spoon and strain the liquid.

Place in a pot and simmer until reduced and the consistency of the syrup is loose.

Return the fruit to the reduced wine.

#### To make the cigars:

cvlinder.

Place the first filo sheet in front of you, brush with butter and sprinkle with half the nut and sesame seed filling. Sprinkle lightly with sugar and cinnamon and roll up along the horizontal end very tightly to get a thin

Repeat with the second sheet and nutsesame-seed mixture.

Bake on a buttered sheet pan until crisp and golden – remove and cool then, using a serrated knife, cut into 8 equal pieces.

When the cheesecake is set and golden, remove and cool. Top the cheesecake with the peach-wine mixture and garnish with a filo cigar.

## WHAT YOU'LL NEED

#### For the cheesecake:

- 2 Tbsp. melted butter
- 200gr. digestive or graham crack-
- 4 cups Manouri cheese
- 6 whole eggs
- 450 gr cream cheese
- 2 cups sugar
- 2 Tbsp. vanilla
- 3 Tbsp. fresh lemon juice
- Pinch salt
- 1/4 cup orange liqueur

#### For the poached peaches:

- 5 fresh peaches, peeled, pitted and halved
- 15 dried Greek figs
- 1/4 cup sugar
- 1/2 stick cinnamon

#### For the sesame cigars:

- 2 sheets country-style filo
- 4 Tbsp. ground walnuts
- 4 Tbsp. ground sesame seeds



## 'SEA YOU' NEXT YEAR!





# SEND US YOUR STUFF!

Have photos, a story, something you want everyone to know?
Please email t.tchalikian@celestyalcruises.com

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