



AFFINITY GROUPS

Building Group Business



The OCEANIA CRUISES® *difference*

THE FINEST CUISINE AT SEA®

Exquisitely crafted cuisine

A variety of distinctive open-seating
restaurants, all at no additional charge

Gourmet cuisine curated by world-renowned
Master Chef Jacques Pépin

CURATED TRAVEL EXPERIENCES

Award-winning itineraries featuring
more than 600 alluring destinations

Spectacular port-intensive voyages featuring
overnight visits and extended evening port stays

Epicurean enrichment programs,
including immersive Culinary Discovery Tours™
in the world's most fascinating destinations

SMALL SHIP LUXURY

Small, luxurious ships catering to
no more than 1,250 guests

Exceptional personalized service

Elegant resort casual ambiance

Aquamar® Spa + Vitality Center

One of the world's
most awarded cruise lines

THE POINTS GUY
Best New Ship
Vista

CONDÉ NAST TRAVELER GOLD LIST
Best Cruise Ships in the World
Marina

PORTHOLE CRUISE & TRAVEL
Best Main Dining Room Cuisine
Best Luxury Line

CRUISE CRITIC EDITOR'S AWARDS
Best Dining | Best Shore Excursions
Luxury Category





Rome, Italy

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OCEANIA CRUISES GROUPS ADVANTAGE

GROUP BOOKING

One of the most effective ways to increase your Oceania Cruises business and be more profitable is to focus on developing Affinity Groups. An Affinity Group consists of a minimum of eight staterooms of people with a common interest.

We offer a lucrative Affinity Group program that includes the ability to tailor special amenities to your group's preferences. With flexible group policies, you have the ability to focus on selling as your sales team will provide you with the sales expertise, plus our Group Services Coordinators are ready to assist you all the way. We'll also provide you with turnkey custom marketing materials to help increase awareness.

A FEW OF THE ADVANTAGES OF SELLING GROUPS WITH OCEANIA CRUISES:

- No upfront deposit when blocking group space
- Lock in the lowest price for the life of your group agreement
- Hold group allotment in a variety of categories
- Special group amenities
- Opportunity for customization - which differentiates YOU

SELLING - MADE EASY



Scan QR code to view all the tools available to help you sell Oceania Cruises including our Group Selling Tips video from our SVP of Global Sales, Nikki Upshaw.

The Geiranger Fjord



OCEANIA CRUISES GROUP ADVANTAGE

WHERE TO FIND AFFINITY GROUPS

Our experience shows that Affinity Groups convert into higher sales far more often than those without the benefit of a special interest.

There are many ways to connect with different market segments in your area to generate new group bookings. Below is a list that provides an excellent source on who and what type of groups to target to help increase your Oceania Cruises business.

- Multi-Generational Family Reunions
- Food & Wine Aficionados
- History Lovers
- Religious Groups
- Bridge Groups
- Hobby Enthusiasts
- Alumni Groups
- Charity Organizations
- Wineries
- Country Clubs
- Yacht Clubs
- Spa & Wellness Groups
- Corporate Meetings & Incentives
- Museum Groups
- Musically Themed Groups
- Chef Hosted Groups
- Friends

DID YOU KNOW?

With the right “pied piper” or escorted group, you can build groups through the affinity of friends, business associates and families.





RECEPTION



OCEANIA CRUISES EXPERIENCE

So many of the world's greatest destinations are just waiting to be discovered. Wanderlust and the joy of experiencing the unexpected inspired us to curate these voyages that are brimming with coveted ports of call. Your guests can enjoy imaginative destination experiences around the world, relax aboard Oceania Cruises' small, luxurious ships and savor The Finest Cuisine at Sea. Regardless of which of our ships they are sailing on, they might indulge in a rejuvenating massage at Aquamar Spa + Vitality Center, partake in a convivial wine tasting or attend an engaging talk by one of our Guest Speakers. Enjoy an incredible culinary experience at one of our gourmet restaurants and crown the night with a lively musical. Invite your guests to partake on a voyage of a lifetime that finally fulfills their passion for travel.

THE BEST VALUE IN LUXURY CRUISING

At Oceania Cruises, we pride ourselves on offering the best value in luxury cruising. Available across all sailings and categories, with *simply MORE*[™], guests will receive more value, greater choice and more convenience than ever before.

simply MORE[™]

- 2 for 1** Cruise Fares
- FREE** Shore Excursions
- FREE** Champagne, Wine & More
- FREE** Gourmet Specialty Dining
- FREE** Unlimited WiFi



"Food, for me, is inseparable from sharing. There is no great meal unless it is shared with family or friends."

OCEANIA CRUISES EXPERIENCE

SAVORING THE FINEST CUISINE AT SEA

Food is insight into culture, and at Oceania Cruises, our destination-intensive itineraries bring that culture to your plate. Food is at the heart of everything we do. Through food we learn about the world, and we create connections that defy language, race and religion. It brings everyone to the table. In a way, food is the ultimate connector, and we're delighted to serve your clients. Oceania Cruises was built from the ground up to honor culinary tradition in its entirety. Our staff hails from every corner of the world, bringing their unique experiences, family recipes and global travels to your clients' plate. Even with our small ship culture, we boast more culinary staff than any other cruise line in the world, with one chef to every ten guests. We strive to make each dish feel like it was created just for you and your clients – because it was. Our team takes great pride in our cuisine, bringing your clients authenticity of place and an explosion of flavor with every bite.

THE FINEST CUISINE AT SEA®

- Multiple exemplary open-seating dining venues, at no additional charge
- An array of classic, new and evolved dining experiences that makes certain your culinary experience is better than ever
- An unwavering commitment to sourcing only the finest and freshest ingredients worldwide
- The most talented and innovative chefs from around the world
- Impressive ratio of culinary staff to guests, enabling each menu item to be created à la minute
- Expansive galleys featuring the finest culinary equipment typically found only in Michelin-starred restaurants



Vista's Polo Grill



GOURMET DINING EXPERIENCES

Half of the ship's staff and crew is dedicated to the culinary experience, which is unmatched among cruise lines. As a result, our superb gourmet restaurants serve delectable dishes created à la minute and offer a remarkable array of choices, from Continental cuisine and authentic Italian to inventive American creations at *Vista's* signature restaurant, Ember. Every restaurant on board is complimentary and features open seating so your group may dine wherever and whenever suits their taste and schedule. Enjoy dinner with fellow group members or with newfound friends, knowing that the experience is certain to be extraordinary.



THE GRAND DINING ROOM

Capacity* 330-538

Table Size 2-8 guests

An array of globally inspired dishes that range from traditional European classics to bold flavors spanning Morocco, South America, Polynesia and beyond.

- Stunning space evoking the warm elegance of Europe's marquee five-star hotel restaurants
- Breakfast, lunch and dinner on board all ships

MENU HIGHLIGHTS:

- Polynesian-Style Tuna Tartare, lemon, coconut milk
- Argentinian Flank Steak, chimichurri, fried sweet potatoes

**Refer to Fleet Specifications found on pages 37-39*



Vista's Grand Dining

GOURMET DINING EXPERIENCES



EMBER

Capacity* 120

Table Size 2-6 guests

- Inventive American classics
- Contemporary interpretations of dishes such as Maryland crab cakes, braised short ribs and the Cobb salad invented in Hollywood's famous Brown Derby restaurant
- Dinner exclusively on board *Vista*

MENU HIGHLIGHTS:

- Pan-Fried Red Snapper, crab meat mashed potato, grilled asparagus, lemon-butter sauce
- Fried Beignets, with a trilogy of dipping sauces: bourbon caramel, pistachio, chocolate

*Refer to Fleet Specifications found on 37-39



TOSCANA

Capacity* 96-148

Table Size 2-6 guests

- Gourmet Italian cuisine and authentic family recipes
- Presented on elegant, custom-designed Versace china, masterfully prepared dishes exemplify the essence of Tuscany and celebrate Italy's regional favorites
- Dinner on board *Regatta, Insignia, Nautica, Marina, Riviera, Vista & Allura*

MENU HIGHLIGHTS:

- Mozzarella di Bufala Caprese, buffalo mozzarella & tomato tower, basil, extra virgin olive oil emulsion
- Osso Buco alla Milanese, tender oven-braised veal shank in a porcini-enhanced stock, saffron-infused risotto



POLO GRILL

Capacity* 98-148

Table Size 2-6 guests

- The finest steakhouse at sea featuring dry-aged prime cuts of meat and succulent seafood
- A warm ambiance with leather chairs and rich woods
- Dinner on board *Regatta, Insignia, Nautica, Marina, Riviera, Vista & Allura*

MENU HIGHLIGHTS:

- The Polo Grill Surf & Turf, Florida lobster tail, filet mignon
- Key Lime Pie, Florida orange butter sauce

DID YOU KNOW?

Toscana and Polo Grill have Private Dining Rooms that can be used to host a wine pairing experience for your group.



JACQUES

Capacity* 112

Table Size 2-6 guests

- Legendary Master Chef Jacques Pépin's first restaurant at sea featuring French classics taken to new heights
- Parisian ambiance, including heirloom antiques and original art by Jacques Pépin
- Dinner exclusively on *Marina* & *Riviera*

MENU HIGHLIGHTS:

- Parmentier de Canard, duck parmentier, orange-braised carrots, micro cress salad
- Charlotte Cécile, Valrhona chocolate, vanilla ladyfinger cake

*Refer to Fleet Specifications found on page 37-39



RED GINGER

Capacity* 108-116

Table Size 2-6 guests

- Bold Asian cuisine presenting contemporary interpretations of Japanese, Malaysian, Vietnamese and Thai classics
- Striking modern decor
- Dinner on board *Marina*, *Riviera*, *Sirena*, *Vista* & *Allura*

MENU HIGHLIGHTS:

- Miso Glazed Sea Bass, den miso, hoba leaf
- Crème Brûlée, chocolate, lemongrass



TUSCAN STEAK

Capacity* 98

Table Size 2-6 guests

- Inspired by Polo Grill & Toscana
- The warmth and Italian flair of Toscana while preserving the classic appeal of Polo Grill
- Dinner exclusively on board *Sirena*

MENU HIGHLIGHTS:

- Hand-Carved Tuscan Porterhouse, presented on a hot lava stone
- Classic Tiramisù, amaretto, aged brandy

DID YOU KNOW?

Gourmet Specialty Dining is free. Groups can pre-reserve dining as early as 180 days prior to sailing in all specialty dining venues.

CASUAL CULINARY EXPERIENCES



TERRACE CAFÉ

Capacity* Indoor 149 - 316

Capacity* Outdoor 100 - 136

Table Size 2-8 guests

- Informal dining inside or alfresco on the terrace
- Breakfast, lunch and dinner on board all ships

MENU HIGHLIGHTS:

- Oysters Rockefeller, spinach, Morna sauce
- Traditional Coq au Vin, braised chicken, Beaujolais red wine sauce, tagliatelle pasta



WAVES GRILL

Capacity* 76-112

Table Size 2-4 guests

- Alfresco dining only steps from the pool
- Breakfast and lunch on board all ships

MENU HIGHLIGHTS:

- Maguro Burger, soy-ginger-marinated ahi tuna, wasabi-garlic mayonnaise
- Hand-dipped milkshakes and gelatos

RAW JUICE & SMOOTHIE BAR

- Flavorful raw juices, plant-based smoothies and satisfying energy bowls
- Breakfast on *Marina*, *Riviera*, *Vista* & *Allura*

PIZZERIA AT WAVES GRILL

- Authentic Neapolitan pizza creations, plus spicy dry-rubbed chicken wings, and more
- Dinner on *Riviera*, *Vista* & *Allura*



HORIZONS

Capacity* 260-350

Lounge Table

- Afternoon Tea - a celebratory afternoon event at four o'clock sharp
- Available on all ships

MENU HIGHLIGHTS:

- Poached Pear Tart, Napa Valley red wine
- Sacher Torte, Viennese chocolate cake, apricot jam
- Financier, hazelnut, praline

*Refer to Fleet Specifications found on page 37-39



AQUAMAR KITCHEN

Capacity* Indoor 12

Capacity* Outdoor 42

Table Size 2-4 guests

- A decidedly fresh perspective on dining and the pursuit of wellness
- Breakfast and lunch exclusively on board *Marina, Vista & Allura*

MENU HIGHLIGHTS:

- Buddha Bowl, red rice, sweet potato, avocado, edamame, mango, roasted curry cashews, mango ginger sauce
- Oceania Signature Avocado Toast, Mexican spiced shrimp, rustic farmer's bread



BARISTAS

Capacity* 61

- Favorite stop for coffee aficionados
- Available on all ships

MENU HIGHLIGHTS:

- Complimentary gourmet espressos, cappuccinos and lattes prepared by master baristas in a chic and bold ambiance
- Pastries, finger sandwiches and homemade biscotti



BAKERY

Capacity* 61

- Freshly baked pastries
- The perfect complement to your coffee
- Exclusively on *Vista & Allura*

MENU HIGHLIGHTS:

- Flaky, ricotta-filled sfogliatella
- Chocolate and almond croissant

*Refer to Fleet Specifications found on 37-39

CULINARY DELIGHTS IN A MORE PRIVATE SETTING



LA RESERVE

- Experience available on *Marina, Rivera, Vista & Allura*
 - La Reserve venue available on *Riviera*
 - Exclusive food and wine pairing dinners
 - Ask your Regional Director of Sales for the latest exclusive wine pairing menus and experiences
-



PRIVÉE

- Venue available aboard *Vista, Allura, Marina & Riviera*
 - The Privée experience offers a private opulent dinner party for eight to ten guests
 - Ask your Regional Sales Director for menus and further details
-



PRIVATE ROOM OPTIONS

- Available for dinner on board *Vista & Allura*
- A private party for up to 8 guests in either private room from Polo Grill or Toscana
- Choose from two set menus - premium or classic - from the venue selected



OCEANIA CRUISES EXPERIENCE

ENRICHING ACTIVITIES | ENTERTAIN



Each day aboard our ships is a spectacle and adventure to experience, from world-class music, high-energy production shows and dazzling cabarets to rousing deck games, spirited wine tastings and evenings at our atmospheric casino. For those seeking more cerebral pursuits, engaging talks by passionate Guest Speakers, chef-led demonstrations and hands-on cooking classes inspired by the local cuisine, creative workshops, and animated Team Trivia sessions invite your clients to experience each new horizon more fully.

ONBOARD LIFE HIGHLIGHTS

- High-energy production shows and critically acclaimed headline entertainers
- Lively orchestra playing jazz, show music, Broadway, Latin, R&B and Top 40, in addition to a classical string quartet, contemporary dance bands and highly engaging cocktail pianists
- Insightful and in-depth talks by Guest Speakers who are experts in their fields
- Spirited wine, Scotch and Champagne tastings
- Hands-on cooking classes at The Culinary Center aboard *Marina*, *Riviera*, *Vista* and *Allura*
- Creative workshops at Artist Loft aboard *Marina*, *Riviera*, *Vista* and *Allura*
- New LYNC Digital Center aboard *Vista* and *Allura*, offering the latest smartphone camera, video and social media tips
- Aquamar Spa + Vitality Center with specialized holistic treatments
- Refined library ideal for leisure and reverie
- Multiple bars and lounges with a warm and convivial atmosphere
- The comfort of smoke-free environments throughout virtually the entirety of our ships



PRODUCTION SHOWS

Entertainment that is both enthralling and inspiring demands a kaleidoscope of talent orchestrated into something truly magical. Our latest production shows come to life thanks to the meticulous collaboration of an extensive team of performers, producers and technicians, which continues to evolve and elevate our high-energy musical performances. Ranging from tribute-style productions such as *Good Lovin'*, which showcases the irresistible beats of 1960s soulful pop, to dynamic dance-centric spectacles such as *Into the Night*, a special lineup of showstopping performances awaits on your guest next voyage.

THE CULINARY CENTER

Capacity* 12- 24

On board *Marina, Riviera, Vista* and *Allura*, your clients will learn professional cooking techniques, chef secrets and regional recipes from our talented Chef Instructors at their own fully equipped workstation within our state-of-the-art teaching kitchen.

ARTIST LOFT

Capacity 24

Talented Artists in Residence aboard *Marina, Riviera, Vista* and *Allura* offer step-by-step instruction, expert guidance and creative insights during workshops designed to grow your clients' skills across artistic practices ranging from painting and drawing to sculpture and photography.

AQUAMAR SPA + VITALITY CENTER

Your clients will attain balance and vitality through a wide array of holistic programs, services and experiences

that supports all dimensions of wellness. Enriching presentations on board and enlightening wellness encounters ashore stimulate the intellect. Healthy menu choices and personal training consultations boost physical fitness. And rejuvenating massages and oxygen facials instill a radiant glow that soothes the soul.

LIBRARY

Capacity* 20 - 25

Guests often state that the library is their favorite spot to relax on board our ships. That is why we've ensured that this signature space is perennially warm and inviting, that the tranquil atmosphere will envelop your clients and that they are always welcome to pause, relax, read and enjoy a delightful reverie in between their enriching travel adventures.

CASINO

Guests can unwind from a busy day ashore by playing their favorite games in our chic Monte Carlo-style casino. They can choose from a fun and exciting range of ways to play, from card and table games such as blackjack and roulette to slot machines. The professional staff is happy to provide lessons on how games are played, the rules and proper table procedures.

MUSIC & ENTERTAINMENT

Each of our ships features a unique program of musicians and entertainers to ensure that your interests are constantly piqued. When the curtain opens, guest entertainers treat you to riveting performances - think Broadway stars, world-class comedians, Las Vegas headliners, classical instrumentalists, gravity-defying jugglers, talented

ventriloquists, charismatic cocktail pianists and more. Late-night entertainment in Horizons reveals animated karaoke sessions and fun-loving music that will draw you onto the dance floor, from Top 40 hits to Motown classics and favorites from the 60s to the present.

ENRICHMENT

Your clients can join one of our accomplished and knowledgeable Guest Speakers, who are experts in their fields and offer engaging and in-depth talks inspired by their life's work. In addition, special interest speakers offer the opportunity to learn fascinating insights on topics as diverse as astronomy, botany, oceanography, photography and more.

OUTDOOR ACTIVITIES

Your clients can relax in the luxury of a shaded daybed poolside on the beautiful Lido Deck until they're ready for a refreshing swim, or take in stunning views of the sea while practicing their putting technique, playing up to 18 holes on the putting green. High atop the ship, they can challenge friends to an entertaining game of shuffleboard, and on several of our ships, enjoy paddle tennis, bocce, croquet and pickleball as well.

BRAIN GAMES

Team Trivia, Brainteasers Trivia and Mensa® quizzes are not only some of the most popular and lively activities on board, these gatherings are also the perfect way to meet, mingle and bond with fellow travelers. Hosted daily, these diversions are filled with friendly competition and lots of laughter.

GROUPS MADE EASY

Our goal at Oceania Cruises is to be the #1 choice for your Affinity Group programs. We pride ourselves in delivering exceptional quality, value, and experience from start to finish so you and your valued clients return again and again to Oceania Cruises.

The first step in setting up an Affinity Group is a meeting with your Oceania Cruises' Director of Sales or Business Development Manager to craft a contract with inclusions that best meet the needs of your group.

Once contact is made, you will be introduced to your personal Group Coordinator, who will work with you every step of the way leading up to your cruise departure.



simply GROUPS

- **No Group Deposits** – Deposits are only collected on an individual basis as each guest is booked
- **Guaranteed Group Fares** – For the life of the contract your fare will remain the same
- **Last Stateroom Availability** – You may book from open inventory and move into your group even after your block is full or has been recalled (some category restrictions apply)
- **Dedicated Group Coordinator** – Your one stop for all your group needs
- **Affinity Interest Tours** – Save time and take advantage of our turn-key tours to complement your group's experience such as Food & Wine Trails Tours, Culinary Discovery Tours, Wellness Tours, and Beyond Blueprints Tours.

Easy to promote Value Proposition that all group guests will benefit from:

- Unlimited specialty coffees, sodas and Vero nano-filtrated water
- Unlimited complimentary Champagne, wine and beer during lunch and dinner hours in all dining venues (Unlimited all-inclusive cocktail option available for only \$30/day pp)
- Pre-Paid Gratuities
- Two Wi-Fi logins per stateroom or suite
- Air flights from major US gateways including transfers on day of embarkation and disembarkation
- Use of private venue spaces – No charge
Must be preserved through your Group Coordinator. *Subject to availability*

GROUPS MADE EASY

CUSTOMIZE YOUR GROUP'S EXPERIENCE



MENU OF AMENITIES PROGRAM

There are many ways you can enhance your group program. Oceania Cruises offers custom amenities for your group, which provides you with the ability to earn increased profits through bonus commission and when earned, tour conductor credits.

Our dedicated team is available to discuss and negotiate the amenity options to customize your group's needs.

AMENITY OPTIONS

- Welcome Bottle of Wine or Champagne
- One-Hour Cocktail Party with Hot Hors d'Oeuvres
Minimum 20 guests
- Complimentary Transfers*
- Pre-Paid Gratuities
- Special Rate Stateroom for Group Leader \$150 per person per day based on double occupancy for Veranda Stateroom-cruises only; group must have a minimum of eight staterooms sold at group rates
- Custom Air Fee Waiver* A one-time Custom Air Fee will be waived
- Overcharge Approval for up to \$300 per guest
- Spa or Shipboard Credit
- Bonus Commission
- Enhanced TC Earning Opportunity
- Private session in The Culinary Center Available on Marina, Riviera, Vista & Allura
- Private complimentary La Reserve wine pairing dinner
Available on Riviera
- Corkage Fee Waiver Up to 8 bottles of wine per stateroom
- Upgrade House Beverage Package to Prestige Select Package

*Transfers only offered on Embarkation & Debarkation day

*A one-time Custom Air Fee will be waived, however, differentials may apply

WINE GROUPS



Trust your wine groups with Oceania Cruises' expertise.

ALWAYS INCLUDED:

- Two wine tastings to be offered on board your group cruise. The tastings will be hosted by the winemaker, Oceania Cruises will set up the venue and the group will provide wines acquired from the winery.
- Winemaker dinner option, which includes a set menu paired with your group's wines at one of our specialty restaurants
- Corkage fee waiver for private group events
- Select a winery with an active wine club

Tips for a successful wine group aboard Oceania Cruises:

- Select a winery whose owner or winemaker is willing to host and offer them suggestions for potential sailings, but ultimately let the owner or winemaker choose the sailing based on their clientele's needs and wants
- Confirm that the owner or winemaker will actively promote the cruise to their wine club and clients
- The Winery will be responsible to ship their wines to our Miami location 4 months ahead of the cruise. Once received, we will arrange for the wines to be onboard in time for their events. Shipping Instructions will be provided with all the details. There is a cost involved, but it can be built into the cruise fare price
- Build a group amenity dinner at La Reserve by Wine Spectator which offers up to a seven-course wine pairing menu with selections from our sommeliers. No changes may be made to wine selection. Minimum required
- Take advantage of customized shore excursions catering to wine groups
- Add a cocktail party as part of you group amenities. This 1-hour party includes open bar, as well as hot and cold canapes



ENRICHMENT

On board *Marina*, *Riviera*, *Vista* and *Allura*, your group can take advantage of an array of enrichment opportunities:

- Private wine tastings
- Hands-on cooking classes
- Adventures to local markets
- Gourmet wine & Champagne dinners

LA RESERVE EXPERIENCES

Create an evening they won't forget. Your group will enjoy up to a seven-course private wine pairing menu with the use of amenity points or we can arrange a private wine tasting seminar. La Reserve experiences can be planned for up to 24 guests. Capacity varies by ship-please confirm specifics with your Regional Sales Director.



FOOD & WINE TRAILS TOURS

Each Food & Wine Trails Tour is led or organized by a local culinary expert – a sommelier, chef or wine writer – to provide your group with unique insights and a behind-the-scenes experiences. They will take you off the beaten path and introduce your group to colorful markets, authentic eateries and other culinary venues frequented by locals.

SAMPLE GROUP WINE PACKAGE

- Corkage fee waiver for private events (not public areas)
- Private dinner at La Reserve by *Wine Spectator*
- Private winemaker dinner in a specialty restaurant
- Private cocktail party

Ask our sales team for more details.

CULINARY GROUPS



CULINARY CENTER CLASSES

Guests learn and prepare a variety of exquisite dishes at fully equipped workstations in a state-of-the-art teaching kitchen. Classes focus on regional recipes and fundamental techniques suitable for all levels.

These exclusive classes accommodate a maximum of 24 guests. Exceptions may be made upon request.

CULINARY DISCOVERY TOURS™

Our exclusive Culinary Discovery Tours™ invite guests to immerse themselves in local culinary traditions and discover the secrets of regional cuisine while ashore. Tours often feature traditional markets, renowned vineyards and other chef-selected culinary venues.

These exclusive tours accommodate a maximum of 24 guests.

SAMPLE GROUP CULINARY PACKAGE

- Private wine tasting with sommelier
(This option is strictly arranged onboard. Additional fees apply and will be shared at the time of booking on board).
- Private 90-minute sessions at The Culinary Center
- Bring your own chef or work with our talented shipboard culinary team
- Private dinner at La Reserve by Wine Spectator
- Bottle of wine in stateroom

INSIDER SALES TIPS FOR FINDING CULINARY GROUPS

- Look for local restaurants with a well-known chef or owner with a passion for travel
- Research local culinary institutes, chefs at a country club with a loyal membership following
- Schedule a cruise event at the restaurant or club
- Create a marketing plan to reach their customers through digital campaigns and in restaurant bill inserts
- Negotiate private classes in The Culinary Center taught by your local chef, featuring some of their favorite recipes
- Reserve a customized group tour with Oceania Cruises featuring a culinary theme or book one of our many exclusive 24-guest Culinary Discovery Tours™

Ask our sales team for more details.



The Culinary Center



ADDITIONAL GROUPS



BRIDGE GROUPS

Our most popular and sought out group, Bridge Groups, have access to a dedicated Card Room where they can enjoy the company of their group and spend hours playing bridge.

RELIGIOUS GROUPS

Our Religious Groups can enjoy a private dedicated space onboard to hold services as well as enjoy some of the many Shore Excursion offerings that bring you to the heart of these historical and religious sites.

ART GROUPS

On select sailings based on availability, our Art Groups can utilize the Artist Loft as a dedicated space to host a group class. Plus, they can view collections of ground-breaking works of art when they partake in our shore excursion offerings.

WELLNESS GROUPS

Wellness Groups can take advantage of complimentary seminars hosted by the Aquamar Spa + Vitality Center on a range of relevant and timely health, nutrition and wellness topics. Plus, our exclusive collection of wellness and healthy living tours, Aquamar Discovery Tours, invites guests to nourish their mind, body and spirit in hand-picked locales across Europe, Asia, South America, Australia and beyond.



A WORLD APART: DESTINATION EXPERIENCES FOR GROUPS

As the pioneer of destination-focused cruising, Oceania Cruises brings your clients to new and off-the-beaten-path locales in the most desirable corners of the world. When your clients explore the world with us, they sail with fewer guests, which means they'll have the ease of embarking and disembarking the ship without crowds.

EXPLORE ASHORE

Exploring exotic destinations and discovering new cultures are transformative experiences that travelers cherish their entire lives, and sharing these unforgettable experiences with fellow guests fosters strong relationships. During excursions ashore with Oceania Cruises, guests delve deeply into the history, cuisine and natural wonders of each destination.

simply MORE

Guests will enjoy unforgettable travel experiences with **FREE** Shore Excursions on every cruise. With *simply* MORE your clients can apply their Shore Excursion Credit on over 8,000 tours and experiences, ranging from sommelier- and chef-led Food & Wine Trails Tours to highly customizable Executive Collection options including a private car & driver.

simply MORE Shore Excursion Credit Tiers

The Shore Excursion Credit amounts vary by voyage length and are available for all staterooms and suites.

7-9 days:	\$400 per stateroom
10-13 days:	\$600 per stateroom
14-18 days:	\$800 per stateroom
19-24 days:	\$1,000 per stateroom
25-30 days:	\$1,200 per stateroom
31+ days:	\$1,400 per stateroom



Iguazú Falls



Sydney

A WORLD APART: DESTINATION EXPERIENCES FOR GROUPS

SHORE EXCURSION OFFERINGS



BEYOND BLUEPRINTS

Ideal for Architectural Groups and History Lovers

Designed to enhance guests appreciation for architecture, Beyond Blueprints tours provide a rare and behind-the-scenes look at some of the world's most iconic and fascinating architectural landmarks.

CULINARY DISCOVERY TOURS™

Accommodates up to 24 guests.

Ideal for Chef-Hosted Groups and Food & Wine Aficionados

Widely recognized for its groundbreaking culinary enrichment both aboard its ships and ashore, Oceania Cruises connects your guests with the culinary culture wherever you travel.

EXECUTIVE COLLECTION (PRIVATE CAR & DRIVER)

Accommodates up to 15 guests.*

Ideal for Corporate Meeting & Incentives Groups and Multi-Generational Family Reunions

Allows guests to have the personalized attention of a driver and English speaking guide to provide them with flexibility and independence to design their itinerary ashore according to their interests.

**Large groups require special assistance from our Group Department.*



FOOD & WINE TRAILS TOURS

Ideal for Chef-Hosted Groups and Food & Wine Aficionado

Each Food & Wine Trails tour is led or organized by a local culinary expert – sommeliers, chefs and wine writers – to provide your clients with unique insights and a behind-the-scenes experience in top Mediterranean destinations.



GO GREEN TOURS

Ideal for Charity Organizations and Wellness Groups

Go Green tours offer enriching opportunities to experience the ways in which local communities and businesses are endeavoring to conserve, sustain and elevate their surrounding environments.



GO LOCAL TOURS

Ideal for History Lovers, Religious Groups and Museum Groups

Our groundbreaking new Go Local excursions are immersive destination tours that invite your group to embed themselves in the fabric of the local communities for engaging, one-of-a-kind experiences.

SHORE EXCURSION OFFERINGS



OCEANIA EXCLUSIVE EXCURSIONS

Accommodates small group tours of 10 to 16 guests per tour.

Ideal for Multi-Generational Family Reunions. Alumni Groups and Friends

Designed for travelers who prefer an added measure of privacy, intimacy and flexibility, our Oceania Exclusive excursions require a minimum participation of 10 guests and never more than 16 guests. Each tour benefits from a higher level of personal attention, a smaller coach and the added flexibility and agility that come from traveling in a small group.



OCEANIA SELECT EXCURSIONS

Ideal for Musically Themed Groups, Corporate Meeting & Incentives Groups, Country Club and Yacht Club Groups

While all our shore excursions offer extraordinary experiences, some are so outstanding and awe-inspiring that they merit special recognition.



WELLNESS DISCOVERY TOURS BY AQUAMAR

Accommodates small group tours, tour sizes vary per port of call.

Ideal for Yoga and Spa & Wellness Groups

Our exclusive collection of wellness and healthy living tours invites your group to nourish their mind, body and spirit in hand-picked locales across Europe, Asia, South America, Australia and beyond.

DID YOU KNOW?

Guests can request a tour in other languages! As our standard tours are all offered in English, groups can request a Private/Exclusive tour in their preferred language. These tours may incur an additional charge and are subject to availability.

EXPLORE ASHORE BENEFITS

SHORE EXCURSION PACKAGES

simply MORE™ Shore Excursion Package

Custom design your own collection of excursions, saving 25% off à la carte retail prices.

Affinity groups wishing to pre-book and pre-pay for the **simply MORE™** Shore Excursion Package (with its 25% savings) may qualify for the following benefits:

- If a group books a minimum of 25 packages (either one or both combined), the agency will receive a 5% commission based on the discounted price
- If a group books a minimum of 50 packages (either one or both combined), the agency will receive a 10% commission based on the discounted price
- Our Destination Services team can also offer exclusive transportation and guides on a variety of published shore excursions and custom-designed shore excursions, including local culinary experiences, team-building exercises and wellness programs, offering net and commissionable pricing
- If a group has a minimum of 25 guests participating* on an individual tour, the agency will receive a 5% commission based on the tour rate for exclusive requests and a net rate for custom-designed shore excursions
- If a group has a minimum of 50 guests participating* on an individual tour, the agency will receive a 10% commission based on the tour rate for exclusive requests and a net rate for custom-designed shore excursions

À LA CARTE SHORE EXCURSIONS POLICIES FOR GROUPS

Affinity groups wishing to pre-book and pre-pay Oceania Cruises à la carte shore excursions may qualify for the following benefits:

- If a group has a minimum of 25 guests participating* on an individual tour, the tour will be discounted by 15%, the agency will receive a 5% commission based on the discounted price, and the group leader or escort will participate in the tour at no charge
- If a group has a minimum of 50 guests participating* on an individual tour, the tour will be discounted by 20%, the agency will receive a 10% commission based on the discounted price, and the group leader or escort will receive a complimentary tour
- If a group reaches 30 guests on standard coach tours, an exclusive coach and guide can be offered (based on availability)

**Minimum number is dependent on the amount of paying guests*

If you are interested in taking advantage of one of these opportunities, please contact our Group Department prior to launching your marketing efforts.

DID YOU KNOW?

You can receive commission off of our **simply MORE™** Shore Excursion Package.



*Our fleet of elegant ships
receives accolades each year
from industry insiders, media
and consumers alike, as Oceania
Cruises welcomes guests to an
experience of inimitable style
and luxurious comfort.*

OCEANIA CRUISES' SHIPS

FLEET SPECIFICATIONS



VISTA & ALLURA* | Gross Tonnage: 67,000 | Guest Capacity (Double Occupancy): 1,200 | Staff Size: 800

PUBLIC SPACE	DECK	ROOM SIZE SQ. FT.*	ROOM SIZE SQM*	SEATING CAPACITY	RECEPTION CAPACITY	PRIVATE GROUP AVAILABILITY
Main Lounge	5	11,840	1,100	690	700	Yes
Grand Bar	6	2,799	260	55	N/A	Charter Only
Martinis	6	3,660	340	92	120	Yes
Pool Deck	12	8,719	105	N/A	1,246	Charter Only
Artist Loft	14	1,130	105	24	60	Yes
Baristas/Bakery	14	N/A	N/A	61	70	Yes
Conference Center	14	N/A	N/A	24	30	Yes
Library	14	2,745	255	20	N/A	Charter Only
LYNC Digital Center	14	700	65	25	N/A	Charter Only
The Culinary Center / Dining Room	14	N/A	N/A	24	40	Yes
Horizons	15	12,594	1,170	260	400	Yes
Spa Terrace	15	5,425	504	N/A	200	Yes

DINING OUTLET	DECK	CUISINE	SEATING CAPACITY	GROUP ACCOMMODATIONS
Ember	5	American	120	Yes
Red Ginger	5	Bold Asian Cuisine	108	Yes
The Grand Dining Room	6	European-inspired Cuisine	466	Yes
Aquamar Kitchen (indoor)	12	Wellness Cuisine	12	Yes
Aquamar Kitchen (outdoor)	12	Wellness Cuisine	42	Yes
Terrace Café (indoor)	12	Informal Dining	264	Yes
Terrace Café (outdoor)	12	Informal Dining	136	Yes
Waves Grill	12	Alfresco Dining	76	Charter Only
Polo Grill	14	Classic Steakhouse	148	Yes
Privée	14	Exclusive Dining Venue	10	Yes
Toscana	14	Gourmet Italian	148	Yes

*Details are subject to change upon delivery of vessel. *Not finalized at the time of printing and subject to change.

OCEANIA CRUISES' SHIPS

FLEET SPECIFICATIONS



MARINA & RIVIERA | Gross Tonnage: 66,084 | Guest Capacity (Double Occupancy): 1,238 | Staff Size: 800

PUBLIC SPACE	DECK	ROOM SIZE SQ. FT.	ROOM SIZE SQM	SEATING CAPACITY	RECEPTION CAPACITY	PRIVATE GROUP AVAILABILITY
Main Lounge	5	11,840	1,100	690	700	Yes
Martinis	6	3,660	340	90	120	Yes
Grand Bar	6	2,799	260	40	150	Charter Only
Artist Loft	12	1,130	105	24	40	Yes
The Culinary Center	12	1,238	115	24	40	Yes
Pool Deck	12	8,719*	105	N/A	1,238	Yes
Library	14	2,745	255	20	N/A	N/A
Oceania@Sea	14	700	65	6	N/A	Charter Only
Board Room	14	323	30	24	30	Yes
Sanctuary	14	1,141	106	20	70	Yes
Spa Terrace	14	5,425	504	N/A	200	Yes
Patio	14	570	53	20	50	Yes
Baristas	14	N/A	N/A	38	60	Yes
Horizons	15	12,594	1,170	330	500	Yes

DINING OUTLET	DECK	CUISINE	SEATING CAPACITY	GROUP ACCOMMODATIONS
Red Ginger	5	Bold Asian Cuisine	116	Yes
Jacques	5	Parisian Bistro	112	Yes
The Grand Dining Room	6	European-inspired Cuisine	538	Yes
Waves Grill	12	Alfresco Dining	112	Charter Only
La Reserve (indoor) **	12	Wine/Champagne Dinner Pairing	24	Yes
La Reserve (outdoor)**	12	Wine/Champagne Dinner Pairing	32	Yes
Aquamar Kitchen (indoor)***	12	Wellness Cuisine	24	Yes
Aquamar Kitchen (outdoor)***	12	Wellness Cuisine	32	Yes
Terrace Café (indoor)	12	Informal Dining	316	Yes
Terrace Café (outdoor)	12	Informal Dining	124	Charter Only
Toscana	14	Gourmet Italian	138	Yes
Privée	14	Exclusive Dining Venue	10	Yes
Polo Grill	14	Classic Steakhouse	132	Yes

*Approximate size only and can vary per vessel.

*** Available in Marina only

**Venue only on Riviera. La Reserve in Marina is available in Privée

OCEANIA CRUISES' SHIPS

FLEET SPECIFICATIONS



REGATTA, INSIGNIA, NAUTICA & SIRENA | Gross Tonnage: 30,277 | Guest Capacity (Double Occupancy): 670 | Staff Size: 400

PUBLIC SPACE	DECK	ROOM SIZE SQ. FT.	ROOM SIZE SQM	SEATING CAPACITY	RECEPTION CAPACITY	PRIVATE GROUP AVAILABILITY
Baristas	5	775	72	31	40	Charter Only
Martinis	5	1,184	110	44	70	Yes
Main Lounge	5	5,705	530	334	500	Yes
Upper Hall	5	2,045	190	26	150	Charter Only
Card Room	9	366	34	24	30	Yes
Oceania@Sea	9	366	34	11	N/A	Charter Only
Pool Deck	9	8,719*	810	225	656	Charter Only
Spa Terrace	9	1,615	150	N/A	80	Yes
Patio	9	1,076	100	14	50	Yes
Library	10	1,292	120	25	50	Yes
Horizons	10	5,813	540	155	350	Yes
Sun Deck	11	6,620	615	38	N/A	Yes

DINING OUTLET	DECK	CUISINE	SEATING CAPACITY	GROUP ACCOMMODATIONS
The Grand Dining Room	5	European-inspired Cuisine	330	Yes
Terrace Café (indoor)	9	Informal Dining	149	Yes
Terrace Café (outdoor)	9	Informal Dining	100	Yes
Waves Grill	9	Alfresco Dining	78	Charter Only
Toscana*	10	Gourmet Italian	96	Yes
Polo Grill*	10	Classic Steakhouse	98	Yes

*Approximate size only and can vary per vessel.

*On board *Sirena*, Tuscan Steak replaces Polo Grill and Red Ginger replaces Toscana.

OCEANIA CRUISES' SHIPS

FLEET FUNCTION SPACE

Oceania Cruises offers various function spaces onboard that can be utilized by groups for gatherings ranging from meetings and group functions to wine pairing experiences and cocktail parties. All function spaces must be pre-reserved with your Group Coordinator.



CONFERENCE CENTER

Available aboard *Vista & Allura*



BOARDROOM

Available aboard *Marina & Riviera*



CARD ROOM

Available aboard *Insignia, Nautica, Regatta & Sirena*



LOUNGE

Available aboard all ships



HORIZONS

Available aboard all ships

DID YOU KNOW?

Our specialty dining venues can be utilized during the day for group meetings and events.



Vista's Martinis



OCEANIA CRUISES' SHIPS

SUITES & STATEROOMS



The generous dimensions of our suites and staterooms afford the ultimate in luxury. Chic color palettes call on sea, sky and earth tones to create distinctive yet equally soothing environments that invite rest and relaxation. Every suite and stateroom on board features designer residential furnishings, fine fabrics, luxe lighting and much more. Our newest additions, *Vista* and *Allura*, continue evolving our signature home-at-sea experience with a fresh residential-style luxury, all-veranda accommodations and a new category of Concierge Level staterooms designed for solo travelers.

SUITES ADD ANOTHER DIMENSION

All of our suites are uncommonly spacious for an added measure of comfort. Fleetwide, our Penthouse Suites are sophisticated enclaves boasting oversized living and dining areas and marble - and granite -clad bathrooms that create desirable sanctuaries at sea. The re-inspired Owner's and Vista Suites on board *Regatta*, *Insignia*, *Nautica* and *Sirena* exude a residential character and refined personality like never before with designer fabrics and furnishings. Meanwhile, *Marina*, *Riviera*, *Vista* and *Allura*'s lavish Owner's Suites are luxurious icons, featuring modern furnishings with a nautical flair, and the *Vista* and *Oceania* Suites have been designed to resemble a timeless Park Avenue home.

DID YOU KNOW?

Marina, *Riviera*, *Vista* and *Allura*'s standard staterooms measure an impressive 291 square feet, which is larger than many entry-level suites on some ultra-luxury cruise lines.



Marina's Owner's Suite



AMENITIES



SUITE PRIVILEGES

In addition to Stateroom Amenities

- Priority 11 am ship embarkation with priority luggage delivery⁺
- **FREE** laundry service - up to 3 bags per stateroom⁺⁺
- On board *Marina*, *Riviera* and *Vista*, exclusive card-only access to private Executive Lounge staffed by a dedicated Concierge featuring complimentary soft drinks, coffees and snacks throughout the day
- 24-hour butler service
- Complimentary welcome bottle of Champagne
- Priority online specialty restaurant reservations
- Unlimited access to the Aquamar Spa Terrace
- Complimentary Oceania Cruises logo tote bag
- Cashmere lap blankets, perfect for relaxing on your veranda Complimentary pressing of garments upon embarkation⁺⁺⁺
- Complimentary shoeshine service

BUTLER SERVICES

Exclusively in Owner's, Vista, Oceania and Penthouse Suites

- Course-by-course in-suite dining⁺⁺⁺
- Order in from any of our specialty restaurants⁺⁺⁺
- Coordination of shoreside dinner and entertainment reservations
- Last-minute luggage collection
- Packing and unpacking upon request
- Complimentary shoeshine service
- Gourmet evening canapés
- Special services upon request

Certain limitations apply

⁺*Marina, Riviera & Vista* Penthouse Suites board at noon

⁺⁺Up to 20 garments per laundry bag; additional restrictions apply

⁺⁺⁺Certain limitations apply

Smoking in suites, staterooms and on verandas is strictly prohibited

EXCLUSIVE LUXURIES

*Available on Owner's,
Vista & Oceania Suites*

- Optional private in-suite embarkation day lunch from noon to 2 pm in Owner's Suites
- Complimentary in-suite bar setup with 6 full-size bottles of your choice of premium spirits and wines from our suite beverage menu
- Fresh fruit basket replenished daily
- Gift set and a variety of amenities
- Choice of daily printed newspaper
- Personalized stationery
- Choice of pillow from a luxurious selection



CONCIERGE EXCLUSIVE PRIVILEGES

In addition to Stateroom Amenities

- Expanded lunch and dinner room service menu from The Grand Dining Room
- Priority noon ship embarkation
- **FREE** laundry service - up to 3 bags per stateroom⁺
- On board *Marina*, *Riviera* and *Vista*, exclusive card-only access to private Concierge Lounge staffed by a dedicated Concierge featuring complimentary soft drinks, coffees and snacks throughout the day
- Complimentary welcome bottle of Champagne
- Priority online specialty restaurant reservations
- Unlimited access to the Aquamar Spa Terrace
- Complimentary Oceania Cruises logo tote bag
- Cashmere lap blankets, perfect for relaxing on your veranda
- Complimentary pressing of garments upon embarkation⁺⁺
- Complimentary shoeshine service

⁺Up to 20 garments per laundry bag; additional restrictions apply

⁺⁺Certain limitations apply

Smoking in suites, staterooms and on verandas is strictly prohibited

STATEROOM AMENITIES

- Tranquility Bed, an Oceania Cruises exclusive, with 1,000-thread-count linens⁺
- **FREE** soft drinks replenished daily in your refrigerated mini-bar
- **FREE** still & sparkling Vero Water
- Private teak veranda⁺⁺
- Luxury bath amenities
- **FREE** room service menu 24 hours a day
- Twice-daily housekeeping service
- Full-size bathtub⁺⁺⁺
- Gourmet chocolates with turndown service
- Interactive television system with on-demand movies, weather and more
- Wireless internet access and cellular service
- Writing desk and stationery
- Plush cotton towels, robes and slippers
- Handheld hair dryer
- Security safe

⁺King-size bed (cannot be converted into twin beds) for Owner's, Vista and Oceania Suites on board *Marina*, *Riviera* & *Vista* and queen-size bed for all other suites and staterooms (Tranquility Bed available for purchase at OceaniaBedCollection.com)

⁺⁺Featured with all Veranda Staterooms

⁺⁺⁺Available on board *Marina* & *Riviera* (except Inside Staterooms)

Smoking in suites, staterooms and on verandas is strictly prohibited

ALLURA & VISTA



OS | OWNER'S SUITE
2,400 sq. ft. | 3 available

Spanning the beam of the ship and featuring floor-to-ceiling windows in every room, each of Vista's three Owner's Suites boasts approximately 2,400 square feet*. Modern furnishings grace the grand foyer, elegant dining room and sophisticated living room. The bedroom features a Côte d'Azur king-size bed, walk-in closets, second teak veranda and bathroom with a soaking tub and ocean-view shower. Exclusive card-only access to the private Executive Lounge elevates the experience even further.

+Owner's Suite square footage varies according to deck location.



VS | VISTA SUITE
1,450 - 1,850 sq. ft. | 8 available

Situated in premier locations affording sweeping views, the eight Vista Suites are designed to be the ultimate seaside villas. With 1,450 to nearly 1,850 square feet of space, these chic retreats feature an airy living room flanked by a dining room and bar area opening onto a large teak veranda. The extravagant master suite features a plush king-size bed, spacious wardrobe room and dressing area and a sunlit master bathroom with a porcelain soaking tub. There is a separate bathroom for guests as well. An additional layer of pampering is included with access to the suites-only Executive Lounge.



OC | OCEANIA SUITE
1,000 - 1,200 sq. ft. | 14 available

Averaging approximately 1,000 to 1,200 square feet, each of the 14 Oceania Suites radiates an ambiance of exquisite residential luxury. Thoughtfully appointed living and dining spaces with an expansive private teak veranda invite gracious entertaining, while the master bedroom provides a haven for relaxation with its king-size bed and marble-clad bathroom with a soaking tub and shower. Oceania Suites also feature a guest bathroom and private study that can serve as a guest studio as well as access to the suites-only Executive Lounge.



PH1 | PH2 | PH3 | PENTHOUSE SUITE
440 sq. ft. | 123 available

An abundance of space and elevated levels of luxury define the Penthouse Suite experience. Tony furnishings punctuate the soothing color palette of the suite, which is resplendent in rich upholstery and fine fabrics. Measuring 440 square feet, Penthouse Suites feature the luxuries of a large private veranda and a walk-in closet and oversized bathroom with dual vanities and a rainforest shower. The large private veranda invites guests to admire the spectacular views overlooking the sea. Penthouse guests also have access to the suites-only Executive Lounge with a dedicated Concierge.



A1 | A2 | A3 | A4 | CONCIERGE LEVEL VERANDA STATEROOM
290 sq. ft. | 264 available

With more than 290 square feet, each of these staterooms envelops guests in lavish comfort. Shades of cream and fawn set the tone for repose with a queen-size Tranquility Bed, sitting area, large private veranda and marble bathroom with a walk-in rainforest shower. Exclusive Concierge Level amenities, such as room service from The Grand Dining Room and free laundry services, elevate the experience to the sublime.



B1 | B2 | B3 | B4 | VERANDA STATEROOM
290 sq. ft. | 174 available

With more than 290 square feet of living space, Vista's Veranda Staterooms are the embodiment of spaciousness. Suffused in soothing neutrals punctuated with warm sienna, each is furnished with a plush queen-size bed, comfortable sitting area and private veranda. Thoughtful amenities and ample closet space provide additional comfort and convenience. The lavishly appointed bathroom includes a rainforest shower and large vanity.



B5 | FRENCH VERANDA STATEROOM
240 - 360 sq. ft. | 20 available

The inspired design of these capacious staterooms promises supreme comfort and uncompromising attention to detail. Comforting tones of the earth and sea accentuate the luxurious linens of the queen-size bed and the comfortable furnishings of the separate sitting area. A floor-to-ceiling glass door opens onto the graceful banister of the French veranda, transforming the entire stateroom into an open-air terrace. The bathroom features a rainforest shower and abundant space as well.



S | CONCIERGE LEVEL SOLO VERANDA STATEROOM
267 - 274 sq. ft. | 6 available

Solo travelers have a fresh reason to delight in this new category of stateroom designed exclusively for them. Spacious yet cozy, the Concierge Level Solo Veranda Stateroom features a comfortable sitting area overlooking the private veranda with ocean views as well as a separate sleeping area, bath and copious storage space. Guests also enjoy the full array of Concierge Level amenities, such as free laundry services and card-only access to the exclusive Concierge Lounge.

DID YOU KNOW?

The square footage displayed for our Suites and Veranda Staterooms includes the balcony.



Vista's Penthouse Suite



MARINA



OS | OWNER'S SUITE

2,000 sq. ft. | 3 available

Resembling a grand seaside estate, each of the three Owner's Suites exudes a glamorous and refined personality. At more than 2,000 square feet, each spans the entire beam of the ship and boasts a large living room, spacious veranda, king-size bed, walk-in closets, whirlpool spa and dramatic entry foyer. These suites also include card-only access to the Executive Lounge featuring a private library.



VS | VISTA SUITE

1,200 - 1,500 sq. ft. | 8 available

Fresh from a crisp rejuvenation, the 1,200- to 1,500-square-foot Vista Suites reveal the understated sophistication of a fashionable Monte Carlo penthouse. Ideally located over the bow of the ship, each coveted suite has been appointed with thoughtful furnishings in tranquil tones. Opulent amenities include a spacious walk-in closet, guest bathroom, sun-drenched private bedroom with king-size bed and bathroom, and a private fitness room. Of course, access to the exclusive Executive Lounge is provided.



OC | OCEANIA SUITE

1,000 sq. ft. | 12 available

Featuring a fresh, elegant residential design and stylish furnishings, each of the twelve Oceania Suites features more than 1,000 square feet of luxury. These luxurious suites offer a living room, dining room, fully equipped media room, large walk-in closet, king-size bed, whirlpool spa, expansive private veranda and a second bathroom for guests. Also included is access to the private Executive Lounge with magazines, daily newspapers, beverages and snacks.



PH1 | PH2 | PH3 | PENTHOUSE SUITE

440 sq. ft. | 124 available

The radiantly designed Penthouse Suites are a marvel of harmonious decor and refined finishes, encompassing an expansive 440 square feet. Enhanced features include custom lighting, a dining table, separate seating area, walk-in closet, private teak veranda and a marble-clad bathroom with newly added storage space and expanded shower, all ingeniously laid out to amplify contentment. Naturally, enjoy the ministrations of a dedicated Concierge and exclusive access to the amenities of the elite Executive Lounge.



A1 | A2 | A3 | A4 | CONCIERGE LEVEL VERANDA STATEROOM

291 sq. ft. | 200 available

These beautifully decorated 291-square-foot staterooms reflect many of the luxurious amenities found in our Penthouse Suites, including a private veranda, plush seating area, refrigerated mini-bar and an oversized marble- and granite-clad bathroom with a shower. Guests also enjoy access to the private Concierge Lounge featuring your own dedicated concierge, magazines, daily newspapers, beverages and snacks.



B1 | B2 | B3 | B4 | VERANDA STATEROOM

291 sq. ft. | 244 available

Our 291-square-foot Veranda Staterooms are some of the largest at sea. Featuring a comfortably furnished private veranda, our most requested luxury, each stateroom also includes a plush seating area, refrigerated mini-bar, spacious closet and a marble and granite-clad bathroom with a bathtub/shower and separate shower.



C | DELUXE OCEAN VIEW STATEROOM

240 sq. ft. | 18 available

These comfortable 240-square-foot staterooms with floor-to-ceiling panoramic windows feel even more spacious with the curtains drawn back and the ocean in full view. Thoughtful features include a generous seating area, vanity desk, breakfast table, refrigerated mini-bar and a marble- and granite-clad bathroom with a bathtub/shower and separate shower.



F | G | INSIDE STATEROOM

174 sq. ft. | 13 available

Wonderful private sanctuaries, these 174-square-foot staterooms boast elegant designs and handsome furnishings that add to the serenity. Highlights include a spacious marble and granite-clad bathroom with a shower, as well as thoughtful touches such as a vanity desk, breakfast table and refrigerated mini-bar.



RIVIERA



OS | OWNER'S SUITE

2,000 sq. ft. | 3 available

Resembling a grand seaside estate, each of the three Owner's Suites exudes a glamorous and refined personality. At more than 2,000 square feet, each spans the entire beam of the ship and boasts a large living room, spacious veranda, king-size bed, walk-in closets, whirlpool spa and dramatic entry foyer. These suites also include card-only access to the Executive Lounge featuring a private library.



VS | VISTA SUITE

1,200 - 1,500 sq. ft. | 8 available

Beautifully renewed, the 1,200- to 1,500-square-foot Vista Suites reveal the understated sophistication of a fashionable Monte Carlo penthouse. Ideally located over the bow of the ship, each coveted suite has been appointed with thoughtful furnishings in tranquil tones. Opulent amenities include a spacious walk-in closet, guest bathroom, sun-drenched private bedroom with king-size bed and bathroom, and a private fitness room. Of course, access to the exclusive Executive Lounge is provided.



OC | OCEANIA SUITE

1,000 sq. ft. | 12 available

Beautifully renewed, the 1,200- to 1,500-square-foot Vista Suites reveal the understated sophistication of a fashionable Monte Carlo penthouse. Ideally located over the bow of the ship, each coveted suite has been appointed with thoughtful furnishings in tranquil tones. Opulent amenities include a spacious walk-in closet, guest bathroom, sun-drenched private bedroom with king-size bed and bathroom, and a private fitness room. Of course, access to the exclusive Executive Lounge is provided.



PH1 | PH2 | PH3 | PENTHOUSE SUITE

440 sq. ft. | 124 available

The radiantly designed Penthouse Suites are a marvel of harmonious decor and refined finishes, encompassing an expansive 440 square feet. Enhanced features include custom lighting, a dining table, separate seating area, walk-in closet, private teak veranda and a marble-clad bathroom with newly added storage space and expanded shower, all ingeniously laid out to amplify contentment. Naturally, enjoy the ministrations of a dedicated Concierge and exclusive access to the amenities of the elite Executive Lounge.



A1 | A2 | A3 | A4 | CONCIERGE LEVEL VERANDA STATEROOM

291 sq. ft. | 200 available

These 291-square-foot retreats offer enticing amenities also found in our Penthouse Suites, such as a private teak veranda, gracious seating area, refrigerated mini-bar and an oversized bathroom. In the private Concierge Lounge, enjoy the services of a dedicated Concierge and an array of beverages, daily treats and a selection of global newspapers and magazines.



B1 | B2 | B3 | B4 | VERANDA STATEROOM

291 sq. ft. | 244 available

Our coveted 291-square-foot Veranda Staterooms, among the most generous at sea, have been imbued with sumptuous new furnishings in calming hues to create the ultimate sanctuary. There is ample room for leisurely pursuits, including a furnished private teak veranda. Indulgent amenities are plentiful, such as dazzling new lighting, an inviting seating area, refrigerated mini-bar, generous closet and a marble- and granite-sheathed bathroom showcasing new additional storage and an expanded walk-in shower.



C | DELUXE OCEAN VIEW STATEROOM

240 sq. ft. | 18 available

Highlighting floor-to-ceiling panoramic windows, our thoroughly renewed Deluxe Oceanview Staterooms deliver 240 square feet of sybaritic bliss. With curtains drawn open, natural light bathes the plush Tranquility Bed, convivial seating area, vanity desk, breakfast table and refrigerated mini-bar with a rich glow. Luxury also permeates the marble- and granite-clad bathroom, which features an expanded walk-in shower.



F | G | INSIDE STATEROOM

174 sq. ft. | 13 available

Our Inside Staterooms feature 174 square feet of refined elegance and idyllic solace. Freshly reimagined with stylish new furnishings and a restful palette, these sanctuaries feature thoughtful amenities such as a vanity desk, breakfast table, refrigerated mini-bar and a chic European stone-enveloped bathroom with a shower.



Riviera's Owner's Suite



REGATTA, INSIGNIA, NAUTICA & SIRENA



OS | OWNER'S SUITE

1,000 sq. ft. | 6 available

Lavish new fabrics and designer furnishings grace our six new Owner's Suites – always among the first to be reserved. Immensely spacious and exceptionally luxurious, these suites span nearly 1,000 square feet and are oases of quietude and relaxation. Every imaginable amenity is found here, further enhanced by a sumptuous re-designed bathroom with an oversized shower, a private teak veranda and two flat-screen televisions.



VS | VISTA SUITE

786 sq. ft. | 4 available

Named for their sweeping views over the ship's bow, our four Vista Suites feature a calming palette echoing the serene seas and expansive skies. Each sprawls over 786 square feet and offers every imaginable comfort, including a second bathroom for guests as well as a master bathroom finished in onyx, Carrara marble and granite with a luxurious shower. Relax on your teak veranda or watch a movie on your customized entertainment system.



D | OCEANVIEW STATEROOM

165 sq. ft. | 15 available

The light from a classic porthole illuminates the sophisticated new decor in these exquisitely appointed 165-square-foot staterooms. Enjoy a comfortable seating area with a sofa on which to stretch out, as well as a vanity desk, breakfast table and refrigerated mini-bar.



PH1 | PH2 | PH3 | PENTHOUSE SUITE

322 sq. ft. | 52 available

Our collection of new 322-square-foot Penthouse Suites is adorned with sumptuous designer fabrics and furnishings in serene shades of the sea and sky. Spacious enough for private in-suite dining, the living area features a refrigerated mini-bar and vanity desk, and the sleekly transformed bathroom features luxury stone finishes and a shower.



A1 | A2 | A3 | CONCIERGE LEVEL VERANDA STATEROOM

216 sq. ft. | 108 available

These sleekly redefined 216-square-foot staterooms feature a wealth of amenities, including many of those found in our Penthouse Suites. The luxury is further enhanced by the fresh new decor, sumptuous Tranquility Beds, re-inspired verandas with stylish new furniture and the indulgence of exclusive Concierge Level amenities and privileges.



B1 | B2 | VERANDA STATEROOM

216 SQ. FT. | 62 available

Custom-crafted furnishings, exotic stone finishes, supple upholstered headboards and chic lighting are just a few of the enhancements within these 216-square-foot staterooms that also boast our most popular luxury – a private teak veranda for watching the ever-changing panoramas. Conveniences within each stateroom include a vanity desk, refrigerated mini-bar, breakfast table and spacious seating area.



C1 | C2 | DELUXE OCEANVIEW STATEROOM

165 SQ. FT. | 56 available

With entirely re-designed closets, dressers and vanities, these 165-square-foot staterooms feel even more spacious. A generous seating area, vanity desk, refrigerated mini-bar and breakfast table are perfectly complemented by the soothing hues and stylish fabrics of the sleek new decor. *Sirena* has 55 available



E | SOLO OCEANVIEW STATEROOM

143 sq. ft. | 10 available

These charming 143-square-foot staterooms are the perfect retreat for the solo traveler. Ample spacious and centrally located on Deck 6, each is equipped with a sublimely plush Tranquility Bed, refrigerated mini-bar, writing desk and abundant storage space.



F | G | INSIDE STATEROOM

160 sq. ft. | 24 available

Beautifully re-designed with a modern flair, these private retreats boast 160 square feet of luxury. Highlights include a comfortable seating area, vanity desk, refrigerated mini-bar and plenty of storage. The ingenious use of space is complemented by the re-inspired decor. *Regatta* has 23 available; *Sirena* has 22 available



Sirena's Owner's Suite





GROUP BUSINESS GENERAL INFORMATION

As a valued Travel Advisor, you have received a wealth of information on how to target your groups and the journey your clients can experience with Oceania Cruises.

As you're getting ready to promote, learn about the various outlets that Oceania Cruises provides to help secure your group booking(s). Learn:

- How to access our Travel Advisor Center and the Booking Dashboard to help manage your bookings
- How to access the Marketing Portal and branded easy-to-use marketing materials such as flyers, emails, print ads, and so much more
- Leverage ways you can engage with Oceania Insider, Oceania Cruises' initiative for Travel Advisors to learn more about our brand and stay up to date with essential news

PAST GROUP CLIENT

"The crew couldn't have been more hospitable, helpful and paid attention to every detail. All of them were respectful, kind, thoughtful, and really wanted to please everyone. We cannot wait to come back!"

- Frank, Radio Host

ADVISOR

"The partnership, sales & reservations support and response time are a few of the many reasons I continue to promote Oceania to my group clients. I am so confident in the product, that I know the guests' experience onboard will exceed their expectations and our clients will return very happy, long-term customers for both our brands. The residual business is a huge benefit and by-product of promoting groups."

- Wendy, Group Advisor





Call **1-800-531-5629**,
option 6 to reach your
Director of Sales,
Business Development
Manager and
Sales Development Specialists.

DID YOU KNOW?

Visit our Travel Advisor Center, the online portal to access numerous marketing materials, training courses, resources, and so much more.

Visit www.OceaniaCruises.com/advisor

GROUP BUSINESS GENERAL INFORMATION

LEVERAGING YOUR RESOURCES

CONNECT

Find Sales Contact

Not sure who your sales point of contact is? Use the lookup tool and simply enter your agency's phone number or ID (example: IATA).



Become an Oceania Insider

Sign up for *Oceania Insider Weekly*, our exclusive newsletter designed to give you the inside track on Oceania Cruises' latest offers, marketing resources and important upcoming events.



LEARN

Engage

Immerse yourself into Oceania Cruises University, found in our Travel Advisor Center, and earn \$250 bonus commission upon completion of each certification level!



Resources

Access useful Reference Guides to learn more about Oceania Cruises and master selling tips to help increase your business.



ACT

Marketing Portal

Ready-to-use marketing materials such as custom flyers, email templates, logos, images and so much more, all made to facilitate your marketing needs.



Digital Voyage Calendar

Access Oceania Cruises' digital Voyage Calendar to view all published voyages. Compare up to three itineraries, view day-by-day, and check availability.



GROUP BUSINESS GENERAL INFORMATION

GENERAL GROUP POLICIES

ALLOTMENTS & REVIEWS

- Group stateroom allocations are offered in most but not all categories and limits apply to each category, in particular to lower decks.
- Group bookings may be made in categories other than those in the group's allotment, and are subject to availability and group allocation limits.
- FIT bookings made prior to the issuance of a Group Sales Agreement are ineligible for group amenities and will not be moved into the group.
- Group space reviews are conducted periodically. Oceania Cruises reserves the right to recall up to 100% of unsold space at any time.

AMENITIES & FARES

- Each group amenity may only be selected once per Group Sales Agreement.
- Selected group amenities may be exchanged for different amenities until 120 days prior to sailing departure date.
- All guests in a group are eligible for group amenities except those occupying a stateroom that is charged a reduced fare such as the Special Rate Stateroom for escorts. Guests in staterooms which have Tour Conductor credits applied to them are eligible for group amenities.

- The group fares that appear on a group agreement will be honored throughout the lifetime of the group, even if the cruise fares for that sailing increase later.
- The reduced fare stateroom amenity excludes government taxes which are additional and requires a minimum number of full fared bookings sold under the group to qualify. The stateroom must be part of the group's confirmed allotment.
- For exclusive use of The Culinary Center, a group must have a minimum of eight sold staterooms, and the venue can accommodate a maximum of 12 guests on *Marina* and *Riviera* and a maximum of 24 guests on *Vista* and *Allura*. A travel agency may reserve The Culinary Center for their group via payment or by redeeming amenity points. Complete conditions regarding use of this venue by groups are available from the Group Department.
- For exclusive use of La Reserve, a group must have a minimum of 10 sold staterooms, and the venue can accommodate a maximum of 8-10 guests. A travel agency may reserve this room for their group via payment or by redeeming amenity points. Complete conditions regarding use of this venue by groups are available from the Group Department.

TOUR CONDUCTORS

- The Tour Conductor policy is as follows:
 - 1 for 15 (16th berth = TC) for cruises up to 16 days in length.
 - 1 for 11 (12th berth = TC) for cruises 17 days or longer.
- The value of a Tour Conductor is based on the net cruise-only fare of a category C2 stateroom on *Regatta*, *Insignia*, *Nautica* and *Sirena* and a category B3 stateroom on *Marina*, *Riviera* and *Vista* less government fees and taxes, NCFs and agency commission. This value may be applied to the Group Leader's stateroom in the group or paid to the travel agency as additional commission (maximum 4 TCs per group)

GROUP PROMOTIONS

- Group fares below those that appear on your Group Sales Agreement may not be advertised. However, you are permitted to advertise your group amenities such as shipboard credits and pre-paid gratuities.
- Proof of promotion may be required by your Director of Sales or Business Development Manager. It is highly recommended that you begin possible to ensure the best availability for your clients.

All information contained herein is subject to change without notice. Refer to the Group Sales Agreement and its accompanying terms and conditions for complete details.



TO BLOCK GROUP SPACE OR CUSTOMIZE GROUP AMENITIES

Contact your Director of Sales, Business Development Manager, or call the Sales Resource Center at **1-800-531-5629** and select option **6** for assistance.

Visit our Travel Advisor Center to manage your group bookings and discover additional marketing tools to promote your group.

GROUP BUSINESS GENERAL INFORMATION

FAQ

Does Oceania Cruises offer a competitive group program?

Yes, Oceania Cruises offers a competitive group program. Contact our Sales Resource Center at **800-531-5629** prompt 6 to speak to our sales team.

What is the best sales tip to ensure a successful group?

There are two - create a customized amenity plan that matches the group's needs and promote the group early and consistently!

What is the price advantage of building a group with Oceania Cruises?

Although we do not offer group pricing discounts, there is a price advantage, as your price is locked in at the time of your agreement. Since we review and raise prices on a quarterly basis, your group price is bound to be less than the retail price as we get closer to your cruise departure date.

What qualifies as an affinity group?

An affinity group consists of people with a common interest/bond and must meet a minimum of eight staterooms.

How do I hold and negotiate group space?

We do not require a deposit for group space, but we do expect you to implement active promotions, and we set recall dates based on those marketing efforts. Please contact your Director of Sales, Business Development Manager or Sales Resource Center for group assistance.

How will Oceania Cruises assist me in promoting my group?

Visit our Travel Advisor Center at <http://Advisor.OceaniaCruises.com> to manage your group bookings and access customizable PDF templates, emails, postcards and more to promote your group space. Our sales team is available to create a step-by-step marketing plan, which should include a timeline, the activities and marketing vehicles you'll use, and the marketing funds each of you will contribute to the plan. Your marketing plan is the road map to success.

Are there other sales tips to create a successful group?

Yes, we suggest you create a cruise event and presentation. Our sales team can assist you in creating this event virtually. Some of the elements the virtual event should include are:

- Power Point presentation
- Video about Oceania Cruises
- PDF flyers and call to action to reserve a stateroom
- Electronic brochures and additional information on the destination

Sales Tip! *The key to a successful event is your follow-up after the event. Reach out to everyone that attended as well as those who did not.*

How do I make group reservations?

You may call our Guest Services Department to make and manage your bookings or visit the "Make a Booking"

section in the Travel Advisor Center to efficiently make your bookings – 24/7.

GUEST SERVICES: 800-531-5629
Monday - Friday (EST): 9:00am - 7:00pm

How does your Group Services Coordinator assist us with our group?

Our Group Services Coordinator will reach out to you no later than 200 days prior to departure and provide you with a Group Information Memorandum. Additionally, if you know your group will require the services below, you can email our Group Department at groupsoci@oceaniacruises.com to secure this information earlier. This form outlines many of the services offered to our groups. Most of the below services /functions will require approval from the ship, therefore, we ask that your requests be sent in a timely manner and discussed upon the creation of the group with our sales team.

A sampling of requests for onboard events is listed below:

- Stateroom/Suite deliveries
- Cocktail receptions
- Pre-Cruise Meeting Request for group leader
- Onboard Meeting Requests/Special Group Events
- Hospitality Desk

- Group Dining Requests
- Private La Reserve by *Wine Spectator* Dinner and Private Culinary Center Events

How do I request Group Air?

Group Air may be requested when 20 or more guests are traveling on the same day, from the same gateway and in the same class of service. The Custom Air Fee will be waived, however, guests may be responsible for air differentials. Requests may be submitted as early as 280 days prior to sailing and are subject to availability.

Will the Group Services Coordinator assist us with finalizing our group accounting and determining how to apply the tour conductor options?

Yes, your Group Services Coordinator will assist you in reviewing the final group accounting and how best to apply the tour conductor credits.

How do I include group shore excursions for my group?

Your Group Services Coordinator can review our many options for shore excursion packages and à la carte Group Excursions. It's important to contact your Group Services Coordinator prior to booking the shore excursions, as a separate extension will be built for your group with 25 or more guests participating. If a group reaches 30 guests on standard coach tours if available, an exclusive coach

and guide may be requested. Please note: Our Destination Services team can also offer private shore excursions, which are custom-designed for your group. You can email groupsoci@oceaniacruises.com.

The *simply MORE* Shore Excursion Credit does not impact shipboard credit issued as a group amenity.

