

# Company Profile

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# Company History

- Orthanna is a well established Tour Operator and Destination Management Company specialized in incoming to Bulgaria and organizing corporate clients.
- The company is established in 2006 with 100% ownership of Mr. Antonis Orthodoxou – Managing Director.
- Lately in 2007 with the establishment, Orthanna becomes part of Orthodoxou Group of Companies – which is 100% ownership of Mr. Antonis Orthodoxou. [\(see more\)](#) • • •

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# Company History

- In 2008 – Orthanna becomes General Sales Agent (GSA) of Romanian Biggest Low Cost Airline Company – Blue Air;
- In 2012 - affiliation of Orthanna to Memento Holidays – International Group of Companies. ([see more](#))
- In beginning of 2012 – Orthanna affiliates Intenso SpLtd – company specialized in Hotels and Properties Management;
- In 2013 – Orthanna became General Sales Agent of Cyprus Airways for Bulgaria;

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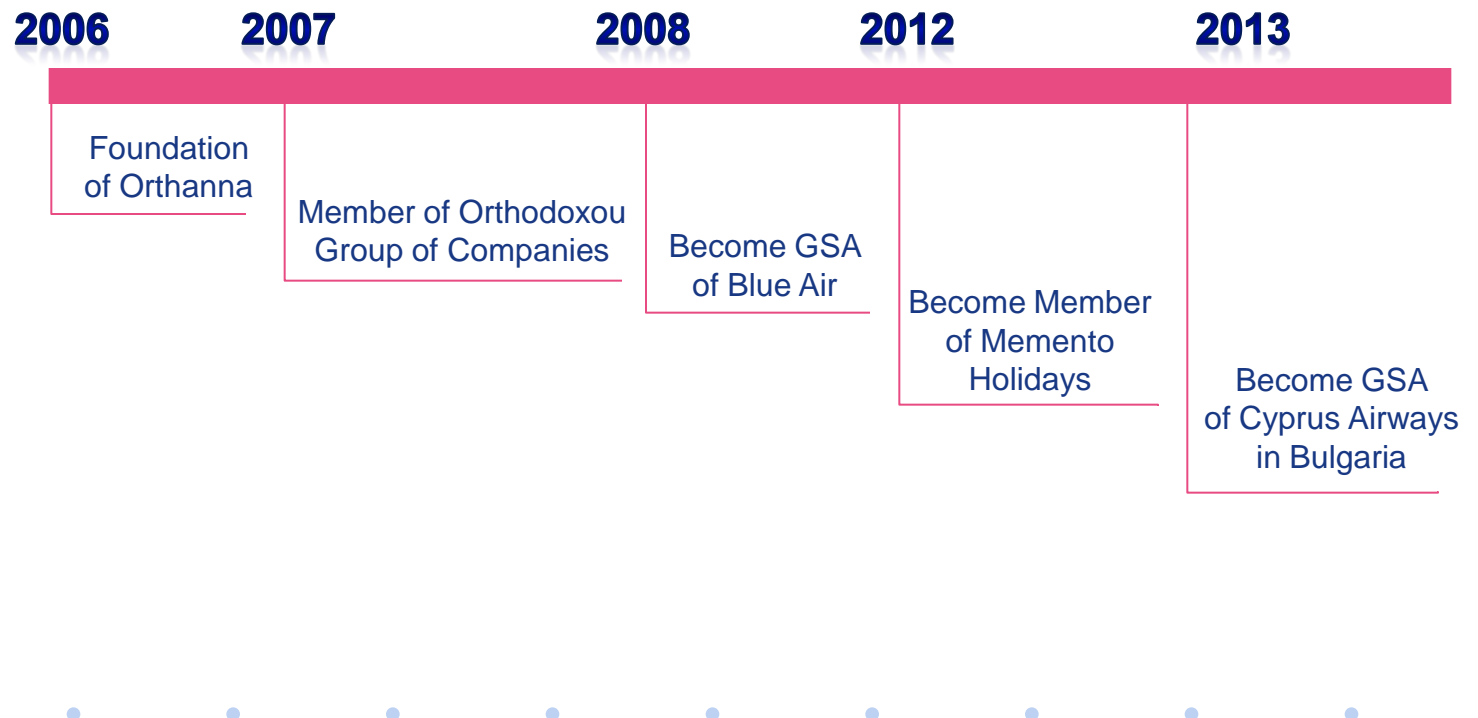
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# Company History



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# About Orthodoxou Group

- Orthanna is a part of Orthodoxou Group of Companies – managed by its owner – Mr. Antonis Orthodoxou
- At present the Group consists of the following companies:
  - Orthodoxou Travel Ltd, Cyprus
  - Orthodoxou Employment, Cyprus
  - Orthodoxou Aviation, Cyprus
  - Orthodoxou & Son Insurance, Cyprus
  - Orthodoxou Aviation, Greece
  - Eviland Development, Cyprus
  - Orthanna, Bulgaria



**Orthodoxou Travel**



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# About Memento Group

- Memento Holidays is established in 2011 – group of partners from 7 European countries: Greece, Turkey, Spain, Italy, Cyprus, Bulgaria and Romania. The group is financially independent and is based on long experienced and stable in tourism business partners.

**MEMENTO  
HOLIDAYS**



**Orthodoxou**  
group of companies ltd

**Orthanna**  
*On Holidays With Us*



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# Our Advantages

- **Experience** - to serve best our partners and their customers in order to fulfill their expectations;
- **Knowledge** - to think beyond the conventional that will ensure success for event of any scale and purpose;
- **Flexibility** - to modify and to adapt according to the needs of our partners;
- **Comprehension** - to follow, maintain and complete the ideas of our partner;





# Our Strengths

- **Sales & Marketing Department** - Management assistance and ensuring positions of our partners at destination; Longstanding Contracts; Studying the requirements of the certain markets; Providing reasonable prices, carefully studied and bound to meet our partners' and clients' satisfaction;
- **Reservation Department** - To handle the booking queries rapidly; Competitive offers;
- **Service Department** - High level of service that runs the gamut from airport transfers to taking care of the entire stay of our clients by our local Reps; Strict quality control and hotel inspections; Problem solving;
- **Excursion & Events Department** - Organizing guided tours and different sorts of excursions; Round trips tailored to the needs of groups or individuals; Special Interests tours; Meetings, Incentives & Conventions; Corporate Clients; Weddings & Honeymooner Programs;



# Facts & Figures of Orthanna

Season	Arriving Pax	Growth	Number of T.O	Number of Countries	Employees (full & part time)
2007	9 699		8	8	14
2008	11 708	+20.71%	8	6	14
2009	12 015	+20.80%	16	8	18
2010	18 092	+33.59%	18	8	21
2011	23 639	+23.47%	21	11	30
2012	23 742	+1.00 %	21	9	30

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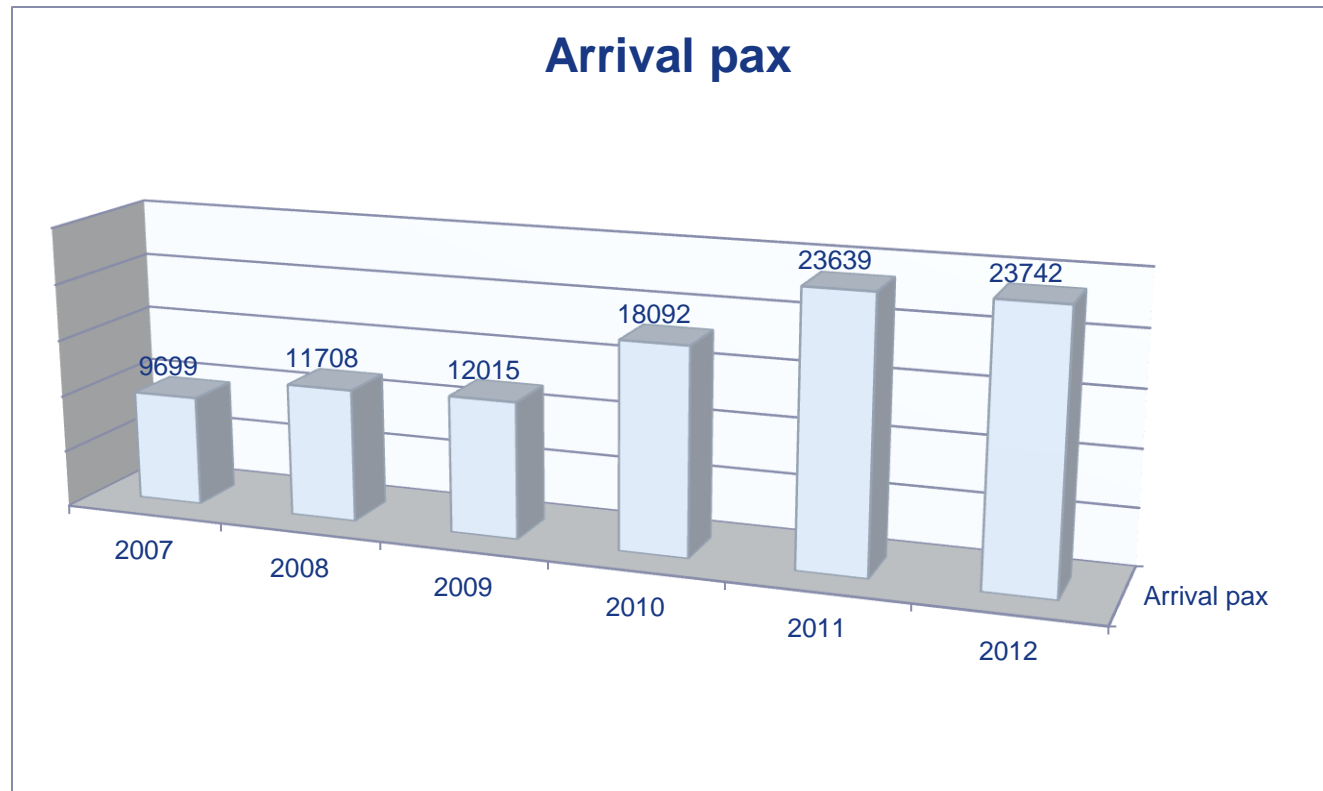
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# Facts & Figures



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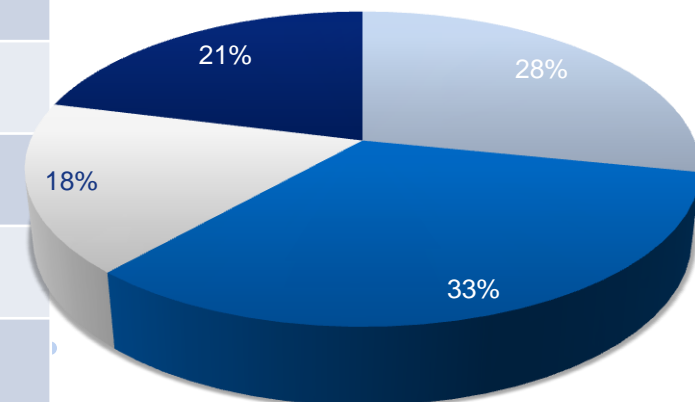
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# Hotel Contracted by Orthanna

<b>Total Hotel Contracted 2007</b>	<b>115</b>
<b>Total Hotel Contracted 2008</b>	<b>102</b>
<b>Total Hotel Contracted 2009</b>	<b>155</b>
<b>Total Hotel Contracted 2010</b>	<b>188</b>
<b>Total Hotel Contracted 2011</b>	<b>202</b>
Total Hotel Contracted 2012	235
* North Black Sea Coast	55
* South Black Sea Coast	65
* Winter Hotels	34
* City Hotels	41

■ North Black Sea Coast    ■ South Black Sea Coast  
■ Winter Hotels            ■ City Hotels



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# Transfer Statistic

Season	Arriving Pax	No transfer (accommodation only)	Transfers from Charter flight	Private Transfers	Transfers by Shuttle Bus
2008	11 708		9 256	0	0
2009	12 015		8 045	0	0
2010	18 092		15 002	33	589
2011	23 639		16 892	55	1023
2012	21247	11 175	8 627	594	851
2013* * till 10/10/2013	24106	12 006	10 672	610	798

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# Partners

- The company has the pleasure to maintain a long-term partnership with Tour Operators and Travel Agents from Bulgaria, all Europe, Mediterranean countries, Middle East and others. Some of them have a charter program during the Summer season or operate all-year-round. Other Tour Operators organize groups with special interests. Our role is to represent the interests of these companies, not only to attract their clients to Bulgaria, but also to have them back willingly.

 <p>Israel</p>	 <p>Romania</p>	 <p>Cyprus</p>
 <p>Online Engines</p>	 <p>Romania</p>	 <p>Italy</p>
 <p>Italy</p>	 <p>Italy</p>	 <p>Online Engine</p>

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# Partners

<p>SP.TRAVEL &amp; TOURISM Co.</p> <p>Iran</p>	 <p>Iran</p>	 <p>Poland</p>
 <p>Romania</p>	 <p>The Netherlands</p>	 <p>Ireland</p>
 <p>Estonia</p>	 <p>Greece</p>	 <p>Romania</p>
 <p>Iran</p>	 <p>Romania</p>	 <p>Poland</p>

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# Properties

**Office Orthanna Varna:  
22a, Todor Ikonov**

Main Office Bulgaria

3 level office  
20 working place fully equiped  
1 conference hall for 15-20 pax  
1 education room for 15-20 pax

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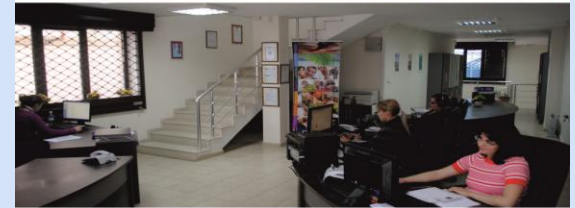
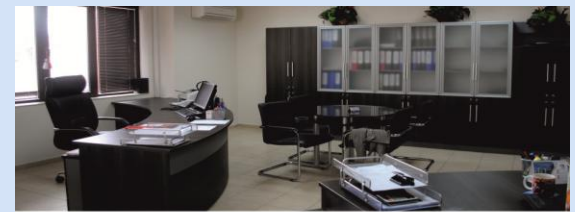
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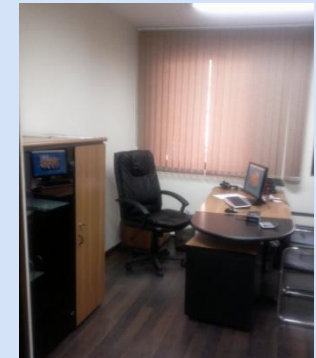
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# Properties

**Office Orthanna Varna:**  
**6 Petko Karavelov, 84.35 sq.m.**  
- entrance hall, three offices  
premises with common balcony,  
kitchen, WC.



**Office Sofia:**  
**22 Graf Ignatiev, 88.50 sq.m.**  
- 3 rooms, entrance hall, kitchen,  
WC.



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