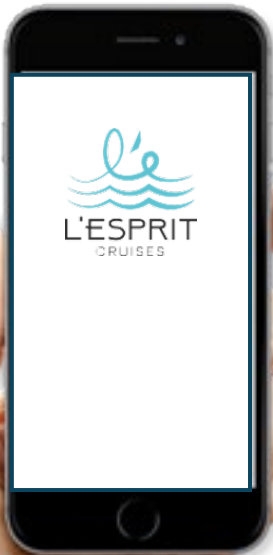




# THE FUTURE IS HERE – CARIBBEAN MEGA YACHT TOURS



L'Esprit Phone App. Purchase tour, taxi pickup and drop off, cabana, and spa.



The beautiful, luxurious, 230ft, L'Esprit Mega Yacht



The fast, versatile, 40 passenger, L'Esprit Water Taxi.

# EXISTING BOAT TOURS

## Typical Day Boats Used in Caribbean Waters

- \* Existing boat tour companies are using old technology.
- \* Vessels use fossil fuel – not eco-friendly.
- \* Tour passengers are mostly open to the hot sun.
- \* Amenities are few, thereby creating low expectations.
- \* Food & beverages are limited and minimal.
- \* Each boat offers only one major activity i.e. scuba or snorkeling or sport fishing or sightseeing, etc.
- \* Capacity is small, creating limited revenues.
- \* Passengers have no control or flexibility.



# THE L'ESPRIT MEGA YACHT CONCEPT

BECAUSE TRAVELERS WANT MORE!

- Cell phone app can arrange bookings, payments, and other passenger conveniences.
- Electric engines and computer-controlled sails for propulsion, thereby reducing pollution.
- All decks air-conditioned. Top deck will be covered cabanas, creating private yacht comfort.
- Activities include, full dining, several bars, sightseeing, dancing, entertainment, spa, etc.
- Large capacity- 300 guests allowed, which will maximize revenue potential.
- Water taxis will take guests to and from yacht at their request.





# THE TOURS & ACTIVITIES MARKET

## 4 Times Larger Than The Cruise Industry

**Day Boats Used For Watersports Activities belong to the TOURS & ACTIVITIES MARKET.**

**Statista estimates that the Cruise Industry is projected to generate over \$30billion in 2024 and host 29 million passengers.**

**In contrast, Tours & Activities Market is expected to reach \$172.94 billion in 2024.**

# FIVE SHIPS - FIVE ISLANDS – FIVE TOURS

**1<sup>st</sup> SHIP**  
**Aruba**

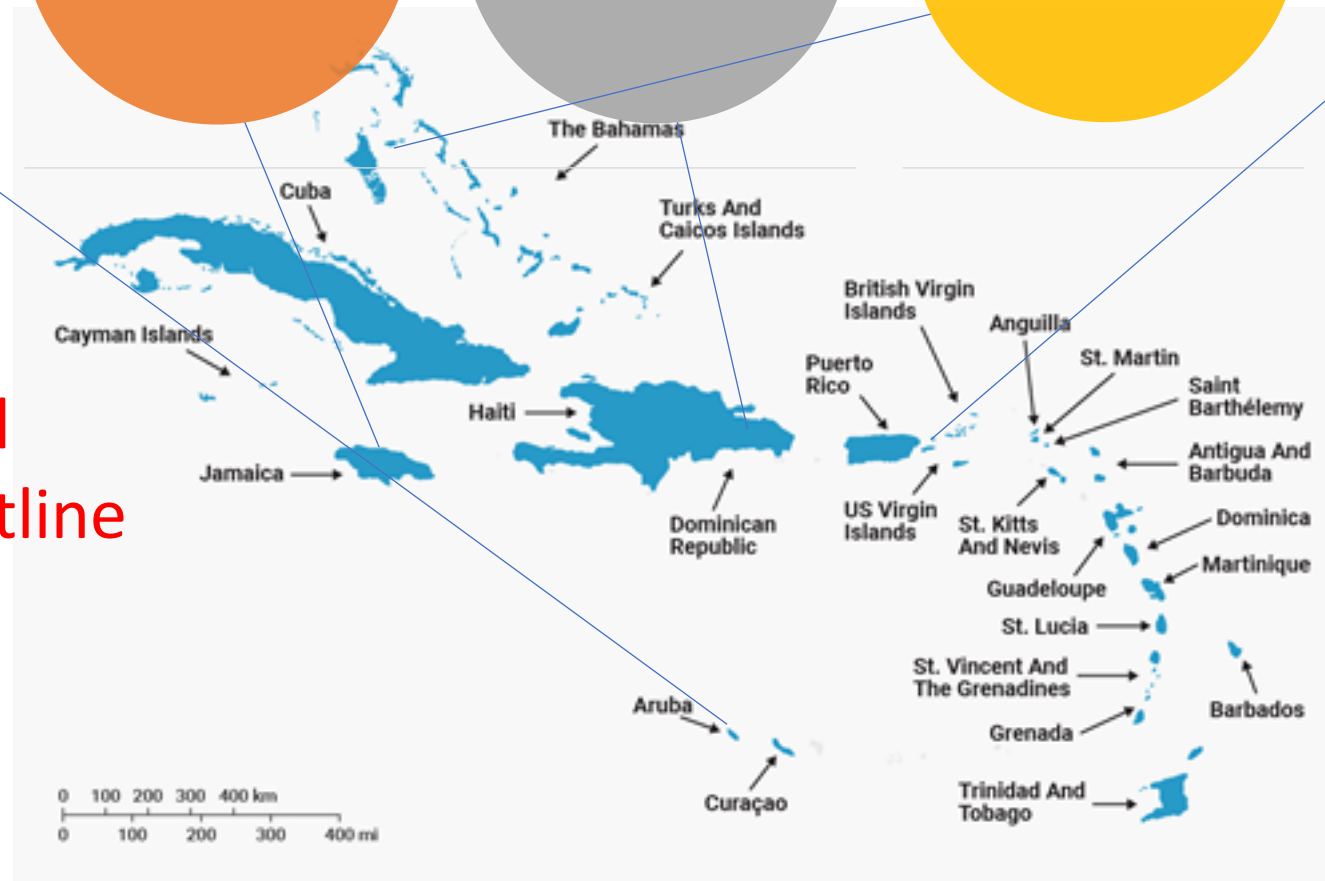
**2<sup>nd</sup> Ship**  
**Jamaica**

**3<sup>rd</sup> SHIP**  
**Dom Rep**

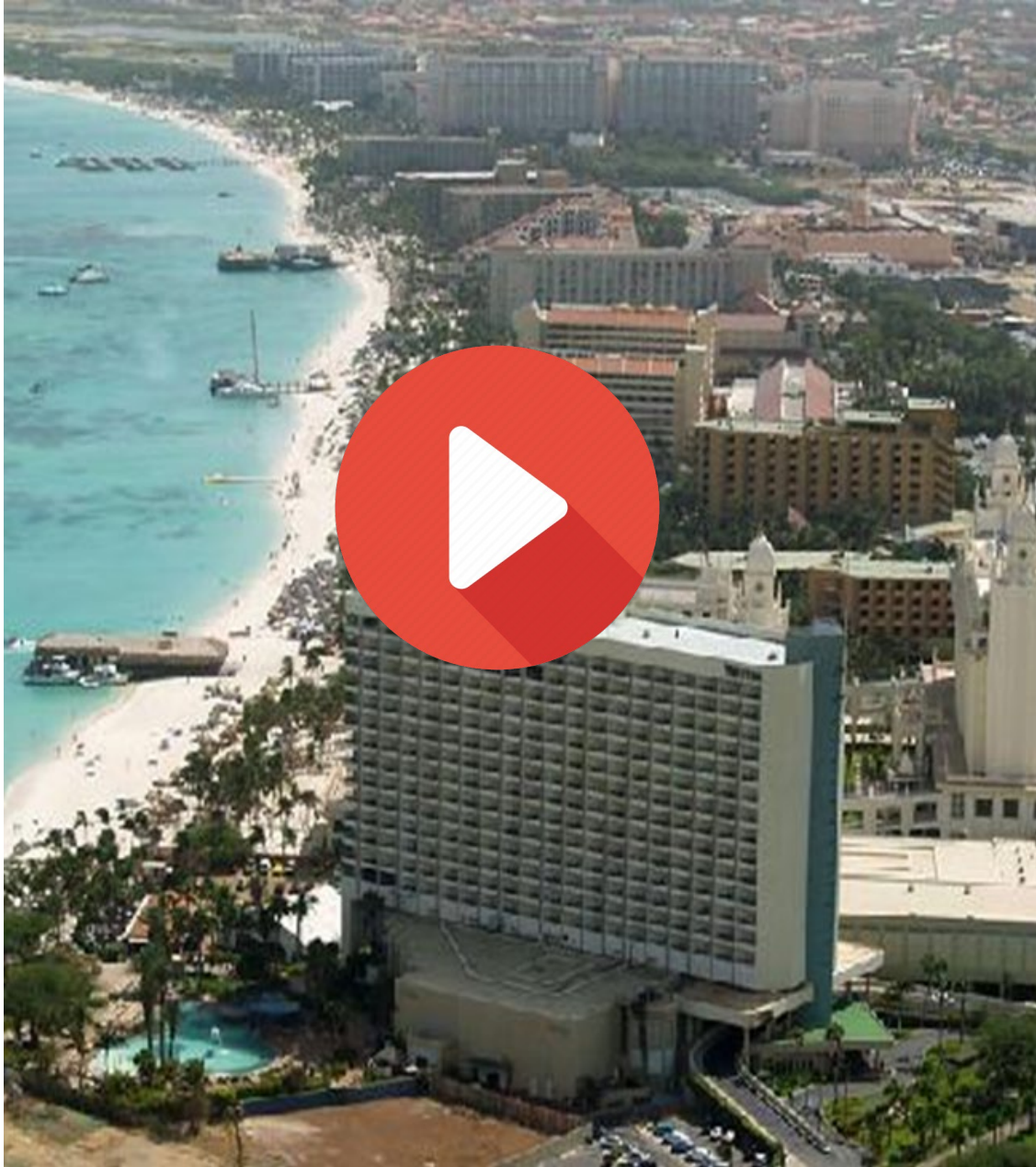
**4<sup>th</sup> SHIP**  
**Bahamas**

**5<sup>th</sup> SHIP**  
**U.S. Virgin Islands**

Our 1<sup>st</sup> ship will  
cruise the coastline  
of Aruba.



# Aruban Coastline

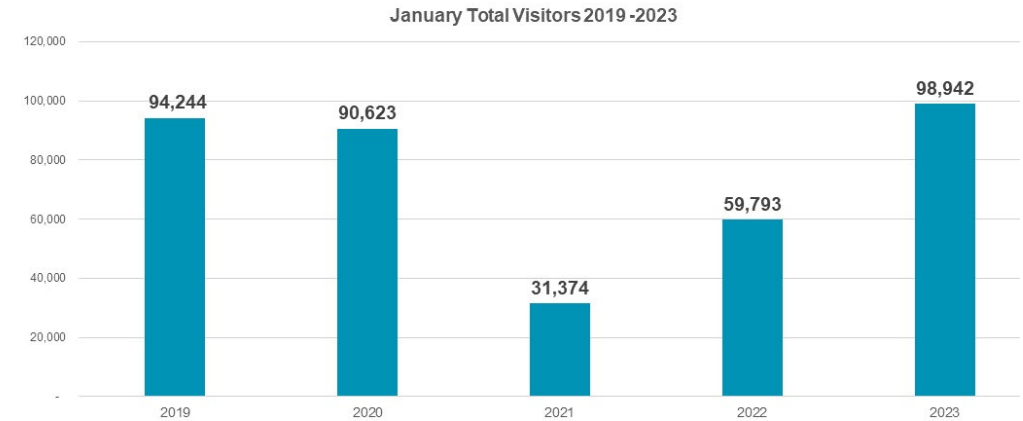


## THE ISLAND OF ARUBA



Aruba Recovery after COVID 19.

### STAY-OVER VISITOR ARRIVALS JANUARY 2019 - 2023



### ARUBA TRAVEL MARKET-2023

GDP - \$3.54 billion.

Total headcount

2.1 million visitors.

817,670  
**Cruise  
Passengers**

10,192,801  
**Hotel  
Nights**

# L'Esprit's Potential Financial Outcomes

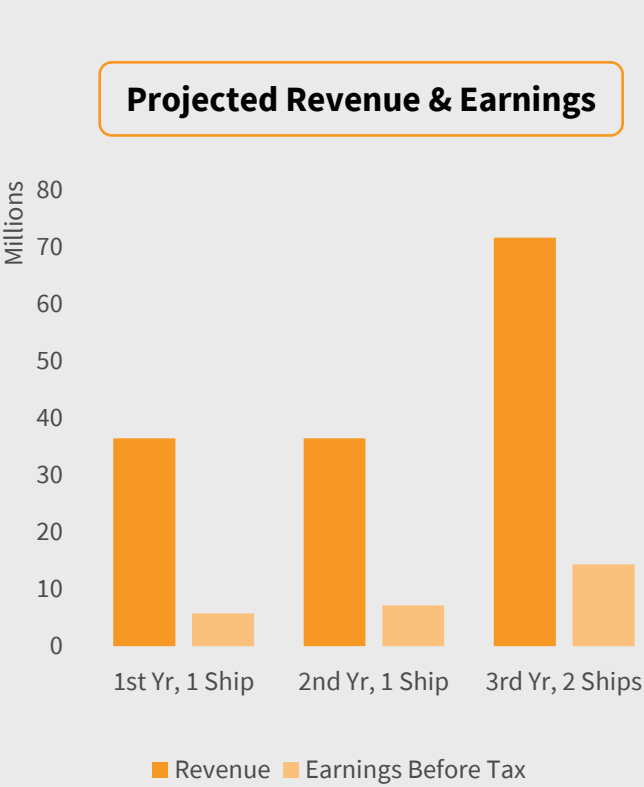
- Best Case Success Scenario in 5 yrs  
World leader in Day Cruising- \$500M+ /yr Revenue.
- Realistic Success Scenario in 5 yrs  
Grow to 6 vessels- \$219M+ /yr Revenue.
- Worst Case Scenario in 5yrs  
Only have 1 vessel- \$36M+ /yr Revenue.

# PROJECTED INCOME STATEMENT

| L'esprit Cruises- INCOME STATEMENT                      | 1st Year                   | 2nd Year                   | 3rd Year                   |
|---|----------------------------|----------------------------|----------------------------|
| <b>Ships- Maximum Capacity 300 Guests at a time</b>     | <b>1 Ship</b>              | <b>1 Ship</b>              | <b>2 Ships</b>             |
| <b>Total Guest Head Count/ yr</b>                       | <b>122,500</b>             | <b>122,500</b>             | <b>240,800</b>             |
| <b>Operating Days/ yr (365 less 15 days)</b>            | <b>350</b>                 | <b>350</b>                 | <b>688</b>                 |
| <b>Headcount/ day (170 day- 180 sunset)</b>             | <b>350</b>                 | <b>350</b>                 | <b>350</b>                 |
| <b>Cabana Rentals-2 person-20 Cabanas</b>               | <b>7,000</b>               | <b>7,000</b>               | <b>13,760</b>              |
| <b>Cabana Rentals-4 person-14 Cabanas</b>               | <b>4,900</b>               | <b>4,900</b>               | <b>9,632</b>               |
| <b>Cabana Rentals-10 person-4 Cabanas</b>               | <b>1,400</b>               | <b>1,400</b>               | <b>2,752</b>               |
| <b>REVENUES</b>   |                            |                            |                            |
| Boarding Fare-Includes Food (350 X \$240= \$84,000/day) | \$29,400,000               | \$29,400,000               | \$57,792,000               |
| Bev Sales @ 250% of Pass (1,775 x \$11= \$19,525/day )  | \$3,368,750                | \$3,368,750                | \$6,622,000                |
| Gift Shop @ 10% of Pass (35x \$20= \$700/day)           | \$245,000                  | \$245,000                  | \$481,600                  |
| Cabana Rentals-2 (\$160/day x 20 Cabanas=\$3,200/day)   | \$1,120,000                | \$1,120,000                | \$2,201,600                |
| Cabana Rentals-4 (\$300/day x 14 Cabanas=\$4,200/day)   | \$1,470,000                | \$1,470,000                | \$2,889,600                |
| Cabana Rentals-10 (\$600/day x 4 Cabanas=\$2,400/day)   | <u>\$840,000</u>           | <u>\$840,000</u>           | <u>\$1,651,200</u>         |
| <b>Total Revenues</b>                                   | <b>\$36,443,750</b>        | <b>\$36,443,750</b>        | <b>\$71,638,000</b>        |
| <b>SHIP OPERATING COSTS</b>                             |                            |                            |                            |
| <b>Total Ship Operating Costs</b>                       | <b>\$8,076,440</b>         | <b>\$8,076,440</b>         | <b>\$16,152,880</b>        |
| <b>RESTAURANT OPERATING COSTS</b>                       |                            |                            |                            |
| <b>Total Restaurant Operating Costs</b>                 | <b>\$6,123,311</b>         | <b>\$6,123,311</b>         | <b>\$12,212,182</b>        |
| <b>ARUBA ISLAND OPERATING COSTS/ JAMAICA COSTS</b>      |                            |                            |                            |
| <b>Total Island Costs- Aruba</b>                        | <b>\$5,638,200</b>         | <b>\$5,638,200</b>         | <b>\$10,872,400</b>        |
| <b>TOTAL COST OF REVENUES</b>                           | <b><u>\$19,837,951</u></b> | <b><u>\$19,837,951</u></b> | <b><u>\$39,237,462</u></b> |
| <b>GROSS PROFIT</b>                                     | <b>\$16,605,799</b>        | <b>\$16,605,799</b>        | <b>\$32,400,538</b>        |
| <b>L'esprit Cruises Corporate- G &amp; A- USA</b>       |                            |                            |                            |
| <b>TOTAL G&amp;A EXPENSES</b>                           | <b><u>\$10,875,798</u></b> | <b><u>\$9,424,996</u></b>  | <b><u>\$18,032,441</u></b> |
| <b>NET INCOME- Before Taxes</b>                         | <b>\$5,730,001</b>         | <b>\$7,180,803</b>         | <b>\$14,368,097</b>        |
| <br>Average Passenger Spending                          | <br>\$297.50               | <br>\$297.50               | <br>\$297.50               |



# L'ESPRIT - ESTIMATED P & L



|                           | 1 <sup>st</sup> Year<br>1 Ship | 2 <sup>nd</sup> Year<br>1 Ship | 3 <sup>rd</sup> Year<br>2 Ships |
|---------------------------|--------------------------------|--------------------------------|---------------------------------|
| Gross Revenue             | 36,443,750                     | 36,443,750                     | 71,638,000                      |
| Costs & Expenses          | 19,837,951                     | 19,837,951                     | 39,237,462                      |
| Operating Profit / EBITDA | 16,605,799                     | 16,605,799                     | 32,400,538                      |
| Total G&A Expense         | 10,875,798                     | 9,424,996                      | 18,032,441                      |
| Profit Before Taxes       | 5,730,001                      | 7,180,803                      | 14,368,097                      |

# TOTAL FUNDING ROUNDS

## PRE- SEED CAPITAL- SAFE

|                                   |                  |
|-----------------------------------|------------------|
| Round 1- Raised Through Community | \$50,000         |
| Round 2- Raise                    | \$120,000        |
| Round 3- Raise                    | \$180,000        |
| Round 4- Raise                    | <u>\$200,000</u> |
| <b>Total Pre-Seed Capital</b>     | <b>\$550,000</b> |

## CONSTRUCTION CAPITAL- DEBT

|  |                     |
|--|---------------------|
| Round 3- Ship Construction &<br>Ship Interiors | \$25,500,000        |
|  | <u>\$1,350,000</u>  |
| <b>Total Construction Funding</b>              | <b>\$26,850,000</b> |

## START-UP CAPITAL- CONVERTIBLE DEBT

|                               |                    |
|-------------------------------|--------------------|
| Start-up & Working Capital    | <u>\$3,100,000</u> |
| <b>Total Start-up Capital</b> | <b>\$3,100,000</b> |

|                                   |                     |
|-----------------------------------|---------------------|
| <b>TOTAL CAPITAL REQUIREMENTS</b> | <b>\$30,500,000</b> |
|-----------------------------------|---------------------|

# DEVELOPMENT TEAM

## FOUNDER

**Gordon Merritt**



**Board Chairman-  
Marine Operations**

With an extensive background in entrepreneurship to include owning an Executive Recruiting firm, Real Estate Development firm, and a Leverage Buyout of a Computer Marketing Company with 60 employees. After becoming interested in the Cruise Industry in 1991, created the award-winning Internet Cruise Travel Network (cruisetravel.com) in 1995, one of the first online cruise retailers in the world. With a Bachelors of Science in Biology and Medical Technology.

## CO-FOUNDER

**Debbi Claxton**



**Director-  
Marketing Operations**

After a two year stay as an auditor with Arthur Andersen Accounting, launch her career in real estate as a property manager, during which time she earned the prestigious Certified Property Manager (CPM) designation from the Institute Of Real Estate Management (IREM). In 1997, was recruited by The Internet Cruise Travel Network to built a Travel Advisor sales team to support their overwhelming amount of online traffic. Currently the owner of Luxury Travel By Debbi. With a Bachelors of Science in Accounting.



**Tom L. Hampton**  
**Director-  
Financial Operations**

Principal in S&TH Consulting, with over 35 years of executive management experience across multiple industries, from Technology to Equipment to Consumer Products to Utilities. Expertise includes both operational and strategic, in finance, manufacturing, product development, process, and performance management. Executive leadership positions held with Scott Paper, Avery-Dennison, and Southern California Edison ranging from VP of Finance to VP-General Manager. With a BS in Electrical Engineering, and an MBA , Cornell University in Finance.



**Davy Karkason, Esq**  
**Director-  
TransNational Matters**

Davy is the Founding Attorney of [TransNational Matters](#), a law firm. He represents numerous international companies, nations, and individuals, in a wide variety of industries in Florida, the U.S., and abroad. He is dedicated to giving the best legal representation within the realm of international law. He is also dedicated to providing the best legal guidance to nation States and Investors within the realm of Investor-State Dispute Settlement or International Commercial Arbitration and Treaty legal guidance.



**Deuce Merritt**  
**Director-  
Corporate Operations**

With 23 years of experience, Deuce brings his skill of managing through complexity and risk by improving process efficiency, empowering decision making, and formalizing procedures. Deuce excels at leadership, problem-solving and strategic thinking. His experience in tourism includes the president of an excursion company in Aruba purchased for purpose of establishing an operation for the L'esprit brand. With a BS in Architecture and MA in Architecture.

# Progress to Date



- Articles of Incorporation of L'Esprit Cruises, Inc in Florida- June12, 2017.
- Bank account created on June 15, 2017.
- Established relationships- Economic Development officials in Aruba.
- Formed Agreement with ship builder and ship designer.
- Ship builder created renderings and animated video of ship design.
- Fund Raising started 11/14/2023. Goal \$550,000 USD.
- Filed our Form C with the Securities and Exchange Commission.
- Boat Builder began designing General Arrangements.
- Received Offer from Saudi VC-\$3.85mil for 33%- Offer not accepted because of terms.
- 3DELUXE DESIGN- Designing Deck Plans, flow analysis, guest experience, 2 key venues.





## MARKET EXPANSION STRATEGY

- Identify locations with beautiful waterfronts with calm waters; in locations with high volume of tourists; with pier locations accessible to the public for passenger boarding and ship provisioning.
- Preferred coastline locations in the West Indies and the Mediterranean.
- Shipbuilding capabilities from 1 to 3 ships per year.





**L'ESPRIT**

Mega Yacht Tours

Founded By Luxury Travel Advisors

[gordonkm@lespritscruises.com](mailto:gordonkm@lespritscruises.com)

Tel: 001 305 484 2101

INVESTMENT INFORMATION:

**WEFUNDER.COM/LESPRIT.CRUISES**

