

BUSINESS SUMMARY

AND INVESTMENT OVERVIEW



a US Based Corporation
June 2024



Hello Everyone,

The founders of L'esprit Mega Yacht Tours, Gordon Merritt and Deborah Claxton have spent 30 years learning the craft of assisting luxury clients with researching, locating, and traveling to exciting destinations on land and sea all over the world.

Because of those experiences, Gordon and Debbi have developed a concept and technology of **luxury DAY CRUISING** that will shake up the Tours & Activities Segment of the Tourism Industry.

On the following pages, we will show you what their concepts are, how it works, and how you can participate as an investor in their exciting venture.

Their first ship will tour the island of Aruba year round. Then they will build 4 more ships to tour the coastlines of four other islands in the Caribbean.

Come, join them, and make history together.

THE PROBLEM

There are Two Types of Passenger Cruises , But Nothing In Between.

OVERNIGHT CRUISING
luxury Services and
Amenities



SAME DAY CRUISING
Minimal Services and
Amenities

LARGE CRUISE SHIPS



SMALL EXCURSION BOATS



LARGE LUXURY YACHTS



SMALL TOUR BOATS



THE SOLUTION

INTRODUCING a Third Type of Passenger Cruises.

OVERNIGHT CRUISING

luxury Services and
Amenities

CRUISE SHIPS



LUXURY YACHTS



SAME DAY CRUISING

luxury Services and
Amenities

MEGA YACHTS WITHOUT CABINS



SAME DAY CRUISING

Minimal Services and
Amenities

EXCURSION BOATS



TOUR BOATS



ABOUT OUR MEGA YACHTS

OUR MISSION is to build, and place into service, a series of vessels that are the first of its kind, eco-friendly, electric powered, sail-assisted, commercial mega yachts.

Our eco-friendly vessels use wing sail propulsion called Oceanwings® capable of creating forward thrust of 10-15knts, which is sufficient for daily cruising without the need for turning on main engines.

Each ship will have alternative propulsion from Pod Propeller Systems along with Dynamic Positioning Systems eliminating the need for coral destroying anchors when on the cruise.

Ship specifications are:

Length: 70m (230ft)

Beam: 22m (72ft)

Draft: 2.95m (9.68)



L'ESPRIT TOUR - TO SEE AND TO BE SEEN

The Caribbean has produced the highest level of tourist trade from the U.S., Canada, Europe, and South America for many decades. The vision of L'esprit Cruises is to establish and operate the most brand recognized, upscale, boat excursions in the Caribbean.

We will build a brand around this style of vessel, making them highly recognizable in every island. L'esprit Cruises will define itself by its high quality of service, attention to detail, and the most stunning vessels in the Caribbean. It is because of this, and our outstanding service, that travelers will pay the price to enjoy and experience the brand.

ABOUT OUR TOURS

There will be two (2) six hour cruises per day. The morning cruise will start at 8:00am and will return at 2:00pm. Guests can go and come from the yacht at anytime by Water Taxi. The sunset cruise will start at 6:00pm and will return at 12:00am.

- Guests can go and come from the yacht at anytime by Water Taxi.
- All food and Water Taxi transfers are included in the cruise fare.
- A 2hr stop to get off the yacht at a beautiful beach.
- Sightsee and have cocktails in one of our lounges on the Green Deck.
- Eat breakfast, lunch, or dinner in one of our 3 Restaurants.
- Swim in our retractable saltwater Sea Pool forward between the bows.
- Relax in our private cabanas on our Cabana Deck.
- Dance and Party in one of our 3 Nite Clubs.



FIVE SHIPS - FIVE ISLANDS – FIVE TOURS

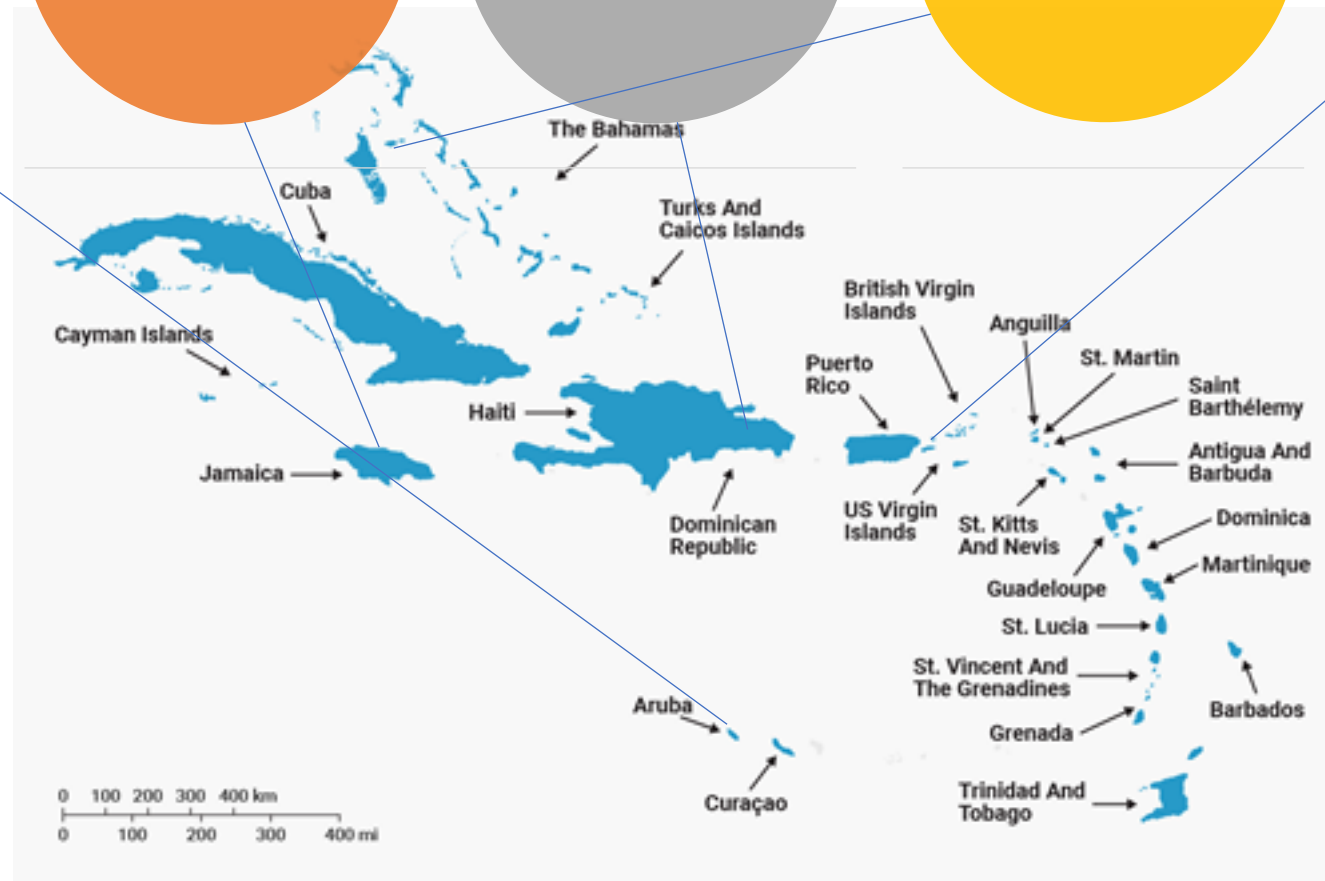
1st SHIP
Aruba

2nd Ship
Jamaica

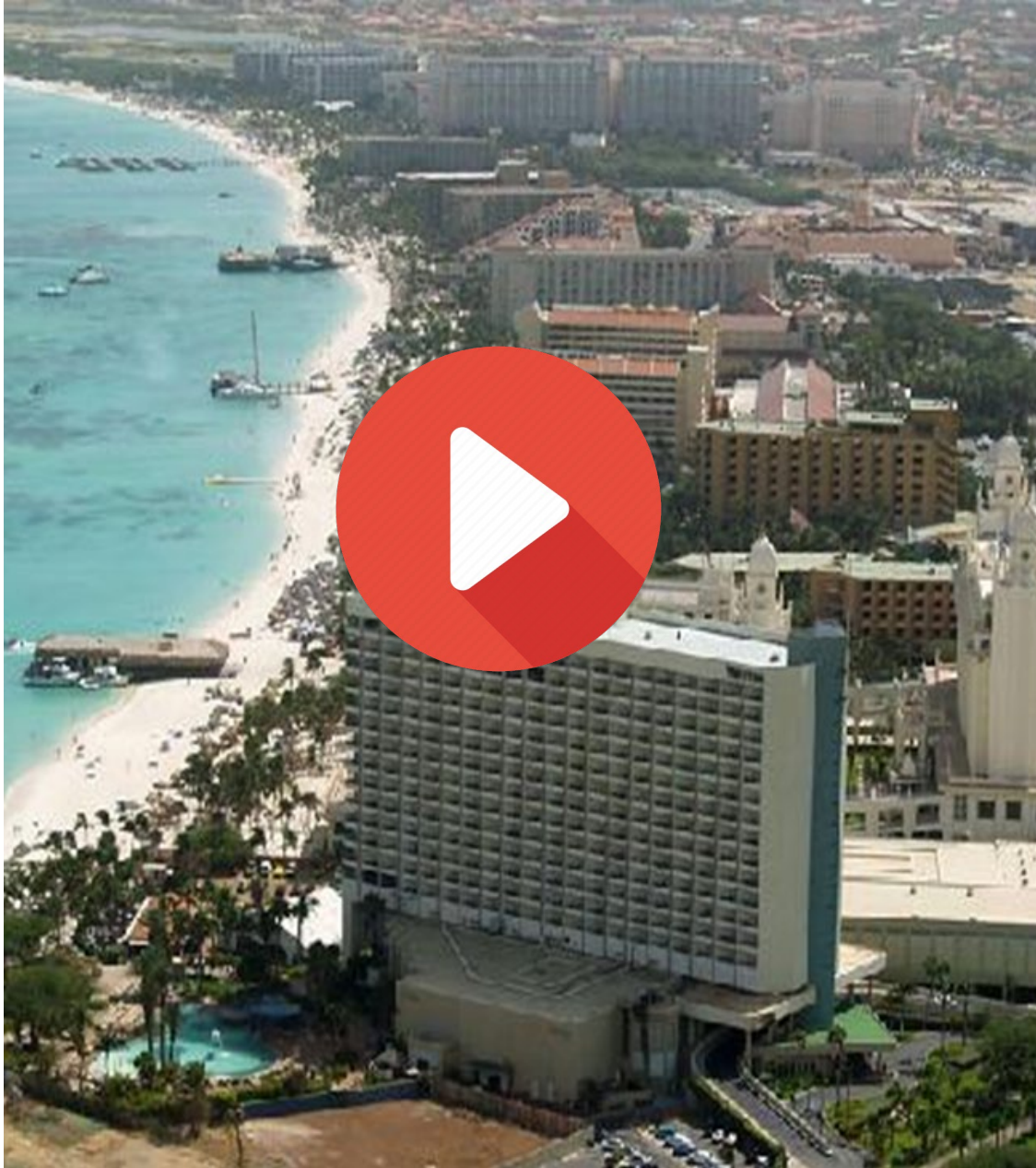
3rd SHIP
Dom Rep

4th SHIP
Bahamas

5th SHIP
U.S. Virgin Islands



Aruban Coastline

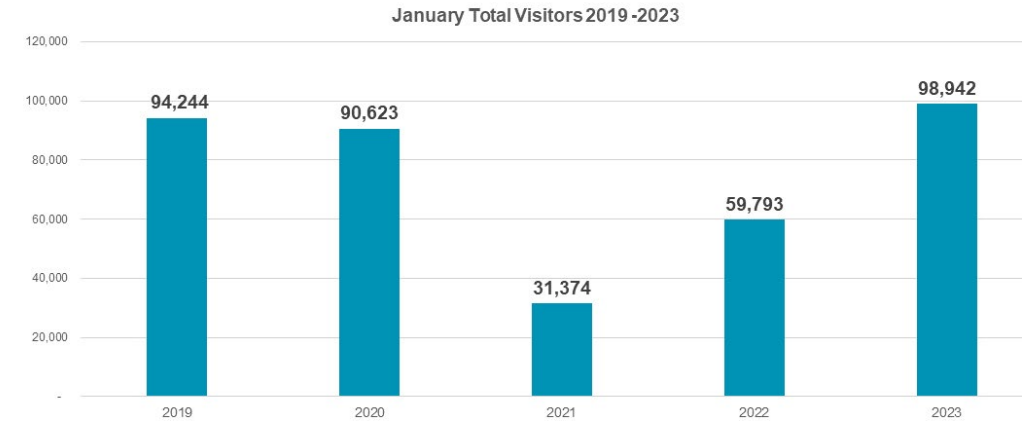


THE ISLAND OF ARUBA



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**

Our Mega Yachts Environmental Benefits

- Electric/Hybrid engines.
- Ocean Wing sail propulsion.
- Dynamic Positioning System eliminating need for anchors.
- Water makers on-board.
- Shoreside pump-out, no dumping at sea.

L'Esprit's Smart Phone App

- Book boarding times.
- Make dining arrangements.
- Make custom water taxi pick-up and drop-off.
- Reserve Cabana.
- Make spa arrangements.

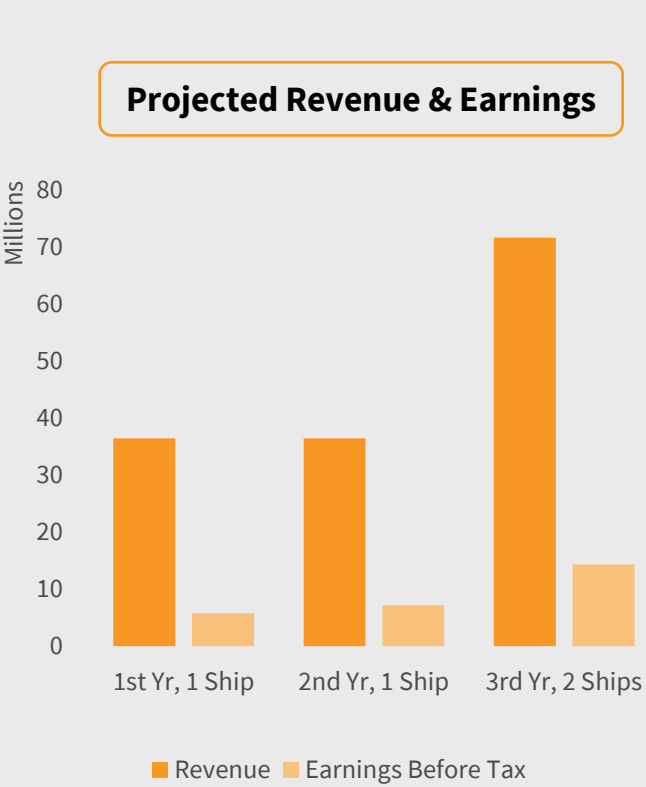
L'Esprit's Potential Financial Outcomes

- 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
Ships- Maximum Capacity 300 Guests at a time	1 Ship	1 Ship	2 Ships
Total Guest Head Count/ yr	122,500	122,500	240,800
Operating Days/ yr (365 less 15 days)	350	350	688
Headcount/ day (170 day- 180 sunset)	350	350	350
Cabana Rentals-2 person-20 Cabanas	7,000	7,000	13,760
Cabana Rentals-4 person-14 Cabanas	4,900	4,900	9,632
Cabana Rentals-10 person-4 Cabanas	1,400	1,400	2,752
REVENUES			
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>
Total Revenues	\$36,443,750	\$36,443,750	\$71,638,000
SHIP OPERATING COSTS			
Total Ship Operating Costs	\$8,076,440	\$8,076,440	\$16,152,880
RESTAURANT OPERATING COSTS			
Total Restaurant Operating Costs	\$6,123,311	\$6,123,311	\$12,212,182
ARUBA ISLAND OPERATING COSTS/ JAMAICA COSTS			
Total Island Costs- Aruba	\$5,638,200	\$5,638,200	\$10,872,400
TOTAL COST OF REVENUES	<u>\$19,837,951</u>	<u>\$19,837,951</u>	<u>\$39,237,462</u>
GROSS PROFIT	\$16,605,799	\$16,605,799	\$32,400,538
L'esprit Cruises Corporate- G & A- USA			
TOTAL G&A EXPENSES	<u>\$10,875,798</u>	<u>\$9,424,996</u>	<u>\$18,032,441</u>
NET INCOME- Before Taxes	\$5,730,001	\$7,180,803	\$14,368,097
 Average Passenger Spending	 \$297.50	 \$297.50	 \$297.50

L'ESPRIT - ESTIMATED P & L



	1 st Year 1 Ship	2 nd Year 1 Ship	3 rd Year 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>
Total Pre-Seed Capital	\$550,000

CONSTRUCTION CAPITAL- DEBT

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

START-UP CAPITAL- CONVERTIBLE DEBT

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

TOTAL CAPITAL REQUIREMENTS	\$30,500,000
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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

Tel: 001 305 484 2101

INVESTMENT INFORMATION:
WEFUNDER.COM/LESPRIT.CRUISES

