

Transforming Waterways Into Destinations



arkhaus.co Miami, FL Female Founder Travel & Tourism Entertainment Brick & Mortar Real Estate



Highlights

Regular Updates

Founders have a strong track record of investor updates.

- 1 ARKHAUS has launched its Miami beta, and is now deploying premium overwater villa resorts globally.
- 2 2025 acquisition of boatbuilder Arkup vertically integrates design, build, and platform expansion.
- 3 World-class partnerships with renowned designer Pininfarina and premiere builder Lyman-Morse
- 4 Third-party project financing arm enables asset light scaling of yacht production and global resorts
- 5 Solar-powered, electric-drive "villa yachts" enable sustainable development on global waterways.
- 6 Spud-stabilized yacht platform delivers unmatched stability, modularity, and scale
- 7 Villa yachts connect and disconnect modularly, allowing resorts to scale up or down endlessly.

Featured Investors

**Meliorate Partners** Invested \$100,000 

meliorate.earth

"At Meliorate Partners, we are propelled by the core belief that we can do better. Here is what that means to us.

The history of the human race has always been one of innovation. Innovators have historically met the needs of their time by utilizing available information to bring forth incredible, transformative, and positive changes to our lives and the world. For most of these innovations, the assumption was they would not impact the environment, or that the tradeoffs of any negative impact were worth the improvements.

Our understanding of the world around us is now much more evolved. We now recognize the intricate interdependence between humans and our natural ecosystems, acknowledging the indispensable role of healthy natural environments in our prosperity.

To us, this new awareness means we need to reimagine our economy from the ground up...rethinking how we move, what we wear, where we live, what we eat, how we make things, and what we do with it all when it is used up or tossed aside.

As we say this, we are not blind to the economic and social realities this re-imagining requires. Solutions must be better, cheaper and/or faster. They need to drive job creation and replacement, not just job destruction. They need to be able to economically self-sustain, and not exist solely at the whims of the current political environment or the latest subsidy.

Anchored by this mission, Meliorate Partners is dedicated to discovering and supporting the innovators dreaming up solutions that replace, transition, or mitigate the consequences of past decisions. We act with a simple yet powerful principle: "replace where we can, transition where we must, and mitigate when we can't do the first two."

Our mission extends beyond mere investment. We're part of a new movement of founders and investors, a community dedicated to re-imagining the economic landscape to prioritize harmony between our natural ecosystems and humanity, investing in a future where environmental sustainability and economic prosperity go hand in hand."

[View Investment Memo](#)



Steven Andres
Syndicate Lead

[Follow](#)

Invested \$1,005,000 ⓘ

Innovator and Investor

"I believe in the long-term vision of The Ark Companies, paving the way to a sustainable, eco-friendly, electrified floating hospitality experience. Arkhaus uniquely combines maritime decarbonization with premium hospitality, supported by a vertically integrated platform spanning vessel manufacturing through guest experience. Early traction—hundreds of member applications, strong recurring revenue, and premium pricing—demonstrates clear product-market fit. Modular solar-electric vessels enable rapid, capital-efficient expansion without real estate constraints. Arkhaus is redefining luxury social spaces on the water while building a scalable, defensible business aligned with the future of sustainable maritime infrastructure."



Other investors include [Jeremi Gorman](#), [Chris Sandro](#), [Thomas Lefebvre](#), [Duke Punhong](#), [Steven Andres](#), [Jignesh Patel](#) & 137 more

Team



Sam Payrovi Co-Founder & Chief Executive Officer

14-year investment banker turned serial entrepreneur. Graduating from UCLA with dual degrees, in 2001 he joined Bear Stearns' market-leading mortgage analytics F.A.S.T. group.

[LinkedIn](#) [Twitter](#)



Nathalie Paiva Co-Founder & Chief Xperience Officer

Drawing on marketing standards from years of in-house work with such global luxury leaders as LVMH, Nathalie has extensive experience developing strategy & communication plans for high-touch, service-oriented brands.

[LinkedIn](#) [Twitter](#)



Drew Kelley Head of Finance

With 20+ years in the hospitality, leisure & entertainment sector, Drew has executed over \$50 billion of capital market and strategic transactions at Bear Stearns and Jefferies. Most recently, Drew served as the CFO of Mohegan Sun Gaming.

[LinkedIn](#)



Elizabeth King-Moura Internal Operations

A Certified Public Accountant, bringing over 2 decades of leadership in accounting & finance. Liz began her career at E&Y and steadily rose through the ranks at iStar Financial & GTIS Partners, before spending nearly 10 years consulting.



Emily Swart Creative Operations



Fred Moura Junior Accountant

With a diverse background as a business owner, Fred returned to accounting during the pandemic, managing books & records for multiple companies. He joined ARKHAUS as a Junior Accountant, focused on financial organization and operational efficiency.

ARKHAUS is building a global network of overwater resorts by deploying solar-electric, self-lifting, yachts.



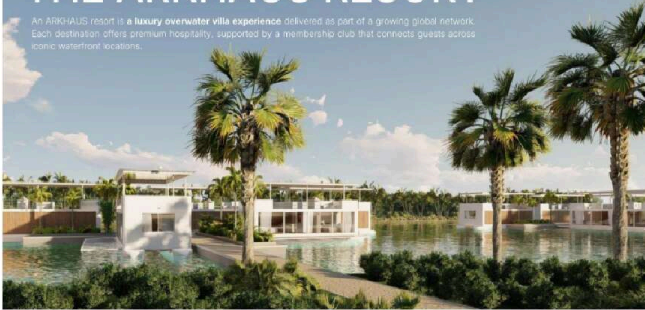
VISION

ARKHAUS is creating a sustainable pathway to reimagine and activate underutilized waterways.

Through advanced vessels featuring **spud-stabilization** and fully **electric propulsion** powered by endless **solar energy**, ARKHAUS enables new forms of commerce, industry, and municipal use, transforming waterways into dynamic, future-ready economic assets.

THE ARKHAUS RESORT

An ARKHAUS resort is a **luxury overwater villa experience** delivered as part of a growing global network. Each destination offers premium hospitality, supported by a membership club that connects guests across iconic waterfront locations.



OUR UNIQUE ADVANTAGE

Modular, Stabilized, Platform Vessels that Double As Infrastructure

ARKHAUS' spud-stabilization technology revolutionizes vessels and turns them into floating infrastructure. These vessels anchor in place, elevate out of the water, and form ultra-stable platforms for hospitality, lodging, commerce, and mobility.

MODULAR SCALABILITY

The spud-stabilization advantage allows multiple ARKHAUS yachts to connect securely and operate as a single, fully stable resort platform.

With electric propulsion powered by endless solar energy, the yachts can move freely, connect modularly, and scale seamlessly. Resorts can expand or contract by adding or removing vessels as demand evolves. Entire villa clusters can be redeployed across resorts worldwide, delivering unmatched global flexibility and establishing the foundation for future floating venues, commerce, and waterborne districts over time.



MERGE THE COMPETITION



Traditional overwater bungalows focus solely on overnight stays.



ARKHAUS Resorts combine the overwater villa + day yacht offerings into a single experience.

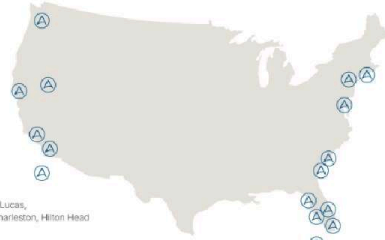


Yacht charters are mostly limited to day use and don't connect or scale.





RESORT MARKETS



Americas

Miami, Palm Beach, Key West, Tampa, Sarasota, New York City, Hamptons, Newport Beach, Cabo San Lucas, San Diego, San Francisco Bay, Lake Tahoe, Seattle, Charleston, Hilton Head

Cosmopolitan Waterfronts

Dubai, Monaco, French Riviera, Singapore, Hong Kong, Abu Dhabi, Sydney, Barcelona, Lisbon, Tel Aviv, Cape Town, Cartagena, Mallorca, Auckland

Resort Waterfronts

Cabo San Lucas, Maldives, Bora Bora, St. Barts, Bali, Bahamas, BVI, Turks & Caicos, Bermuda, Seychelles, Phuket, Mykonos, Amalfi Coast, Ibiza, Bodrum, Saudi Red Sea, Doha, River Croatia



Design by Pininfarina

The famed Italian design house has joined to not only refresh the existing vessel designs, but also to imagine future generations, sizes, and functionalities.

As the world's largest 'branded residence' company, Pininfarina will partner in creating branded floating resorts with ARXHAUS.

GLOBAL PARTNERS FOR GLOBAL EXPANSION



Boatbuilding by Lyman Morse

Trusted for building some of the world's finest yachts, the 3rd generation American boatbuilder brings over 46 years of craftsmanship rooted in Maine.

The Lyman-Morse team is positioned to advance the functionality and build quality of the ARXHAUS product line, while also partnering to develop and scale dedicated U.S. and int'l shipyards, supporting global scale and resort deployment.

MILESTONES

Vessel Production



Resort Deployment

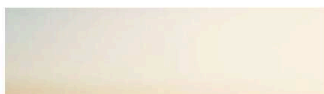


VERTICAL INTEGRATION DRIVES CONTROL

In 2025, ARXHAUS acquired its vessel builder Arkup, giving the company direct control over the design, engineering, and production of its spud-stabilized yacht platform. This vertical integration allows ARXHAUS to move faster, iterate continuously, and deploy at scale—ensuring it is the only company capable of reliably delivering stabilized floating resort infrastructure.

The result is a durable execution moat that competitors cannot replicate through partnerships alone.

PROPRIETARY IP ENABLER



ENABLES EXPANSION

ARKHAUS is developing a proprietary IP stack that uniquely enables the company to expand beyond individual resorts into a scalable waterborne infrastructure platform.

This stack spans stabilized vessel architecture, modular connectivity, energy systems, and operational controls—allowing ARKHAUS to deploy and coordinate spud-stabilized yachts at increasing scale. This IP forms the bridge between delivering premium floating resorts today and supporting larger waterborne districts and municipal infrastructure tomorrow.

Proprietary IP summaries can be made available during diligence.



BUSINESS MODEL

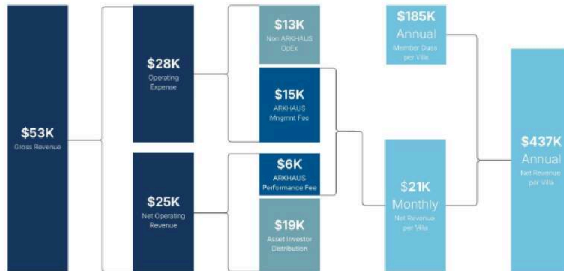
ARKHAUS generates revenue from two core streams: annual membership dues and premium overnight lodging. The membership model increases demand, which—combined with limited villa supply—allows ARKHAUS to command strong overnight rates.

<p>Membership Dues</p> <p>\$2,500</p> <p>Annual</p> <p>Resort Access provides priority booking & preferred rates.</p>	<p>Resort Bookings</p> <p>\$2,700</p> <p>ADR at 65% Occupancy</p> <p>Blended nightly rate across public & preferred member rates.</p>
---	---



UNIT ECONOMICS

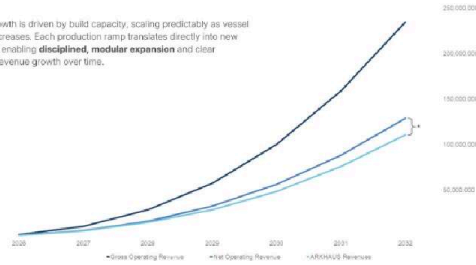
ARKHAUS generates revenue from nightly lodging and membership. After operating expenses, ARKHAUS earns a monthly management fee per vessel and a performance share of net operating revenue that begins at a minority share and increases over time, reaching full participation by year nine.



The above numbers are projections. Future projections cannot be guaranteed.

CAPACITY-DRIVEN GROWTH

ARKHAUS growth is driven by build capacity, scaling predictably as vessel production increases. Each production ramp translates directly into new deployments, enabling **disciplined, modular expansion** and clear visibility into revenue growth over time.

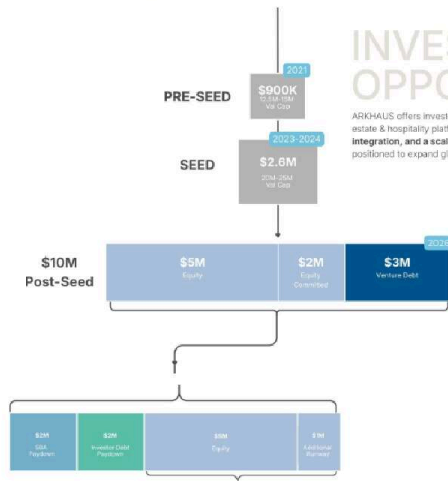


* The delta between Net OI and ARKHAUS Revenue is the distribution to the vessel financing SPV program.

Future projections are not guaranteed

INVESTMENT OPPORTUNITY

ARKHAUS offers investors exposure to a category-defining real-estate & hospitality platform with **proven demand, vertical integration, and a scalable, capacity-driven growth model**—positioned to expand globally while maintaining capital efficiency.



Platform Ops \$1.75K	Our distribution channels are highly specialized, providing a competitive advantage.
Tech Development \$750K	Our tech stack is highly scalable and secure, providing a competitive advantage.
Vessel Development \$7.50K	Our vessels are highly efficient and provide a competitive advantage.
Marketing \$600K	Our marketing strategy is highly targeted and provides a competitive advantage.
Corp Overhead \$450K	Our corporate overhead is highly optimized and provides a competitive advantage.
IP Development \$2.50K	Our intellectual property is highly valuable and provides a competitive advantage.
Working Capital \$22.5K	Our working capital is highly optimized and provides a competitive advantage.

USE OF FUNDS

Capital will be deployed to expand vessel and shipyard capacity, accelerate ARKHAUS resort deployments across priority markets, and scale platform operations, technology, and working capital to support disciplined, multi-location growth.

Future projections are not guaranteed

TEAM

Our team brings decades of experience in boatbuilding, operations, transportation tech, and scaling high-growth companies in regulated environments.



Sam Payrovi
Co-Founder & CEO



Nathalie Paiva
Co-Founder & COO



Drew Kelley
Head of Finance



David Johansson
Production Operations



Liz King
Internal Operations



Emily Swart
Creative Operations













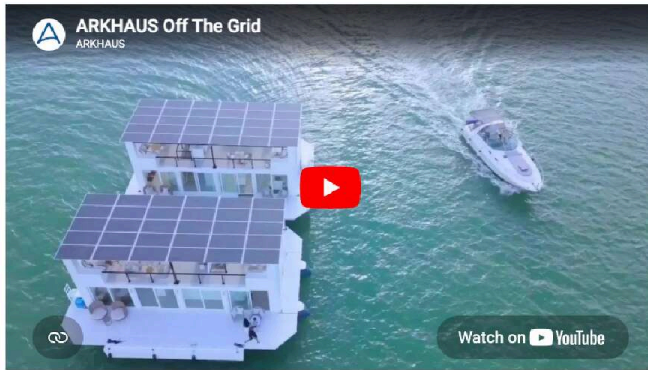









Partnerships & Press























View January 2026 feature in [The Robb Report](#)