



Consolidated financial statement for the period ended OCTOBER 2023



To: WeFunder

From: Gordon Merritt, President Date: October 10, 2023

L'esprit Cruises, Inc. was incorporated on June 12, 2017. We have been in development mode since then. We expect revenues to begin when our first ship begins operations estimated to start in the 2026 season.

Best Regards,

Gordon Merritt

Founder

**NOTE: The numbers and figures provided in this document are forward-looking projections. There is no guarantee that the company will generate the revenues outlined below, if any.**

**L'ESPRIT CRUISES, INC.  
ASSUMPTIONS**

**L'esprit Cruises- Land & Ship Revenue- 1stShip- Assumptions**

Ship Passenger Capacity per Trip	500
# of Day Passengers per trip	170
# of Night Passengers Night	180
Planned % of Utilization per trip	35%
# of Days Vessel Operates Year 1	350
# of Days Vessel Operates Year 2	350
# of Days Vessel Operates Year 3	350
# of Days Vessel Operates Year 4	350
# of Days Vessel Operates Year 5	350

<b>Year 1</b>				
Per Passenger Revenue:	# of Passengers	\$Price	# Days Operating	Revenue
Boarding Fee & Food	350	\$240.00	350	\$29,400,000
Beverage	350	\$27.50	350	\$3,368,750
Gift Shop	35	\$20.00	350	\$245,000
<b>Total Passenger Revenue</b>				<b>\$33,013,750</b>
Per Cabana Revenue:	# Rented	\$Price	# Days Operating	Revenue
2 Person Cabana	20	\$160.00	350	\$1,120,000
4 Person Cabana	15	\$300.00	350	\$1,575,000
10 Person Cabana	4	\$600.00	350	\$840,000
<b>Total Cabana Revenue</b>				<b>\$3,535,000</b>
<b>Total Revenue</b>				<b>\$36,548,750</b>

**L'ESPRIT CRUISES, Land & Ship Revenue- Assumptions (continued)**

<b>Year 2</b>				
Per Passenger Revenue:	# of Passengers	\$Price	# Days Operating	Revenue
Boarding Fee & Food	350	\$240.00	350	\$30,240,000
Beverage	350	\$27.50	350	\$3,465,000
Gift Shop	35	\$20.00	350	\$252,000
<b>Total Passenger Revenue</b>				<b>\$33,957,000</b>
Per Cabana Revenue:	# Rented	\$Price	# Days Operating	Revenue
2 Person Cabana	20	\$160.00	350	\$1,152,000
4 Person Cabana	15	\$300.00	350	\$1,620,000
10 Person Cabana	4	\$600.00	350	\$864,000
<b>Total Cabana Revenue</b>				<b>\$3,636,000</b>
<b>Total Revenue</b>				<b>\$37,593,000</b>

<b>Year 3</b>				
Per Passenger Revenue:	# of Passengers	\$Price	# Days Operating	Revenue
Boarding Fee & Food	350	\$240.00	350	\$30,240,000
Beverage	350	\$27.50	350	\$3,465,000
Gift Shop	35	\$20.00	350	\$252,000
<b>Total Passenger Revenue</b>				<b>\$33,957,000</b>
Per Cabana Revenue:	# Rented	\$Price	# Days Operating	Revenue
2 Person Cabana	20	\$160.00	350	\$1,152,000
4 Person Cabana	15	\$300.00	350	\$1,620,000
10 Person Cabana	4	\$600.00	350	\$864,000
<b>Total Cabana Revenue</b>				<b>\$3,636,000</b>
<b>Total Revenue</b>				<b>\$37,593,000</b>

### L'ESPRIT CRUISES, Land & Ship Revenue- Assumptions (continued)

<b>Year 4</b>				
Per Passenger Revenue:	# of Passengers	\$Price	# Days Operating	Revenue
Boarding Fee & Food	350	\$240.00	350	\$30,240,000
Beverage	350	\$27.50	350	\$3,465,000
Gift Shop	35	\$20.00	350	\$252,000
<b>Total Passenger Revenue</b>				<b>\$33,957,000</b>
Per Cabana Revenue:	# Rented	\$Price	# Days Operating	Revenue
2 Person Cabana	20	\$160.00	350	\$1,152,000
4 Person Cabana	15	\$300.00	350	\$1,620,000
10 Person Cabana	4	\$600.00	350	\$864,000
Total Cabana Revenue				\$3,636,000
<b>Total Revenue</b>				<b>\$37,593,000</b>

<b>Year 5</b>				
Per Passenger Revenue:	# of Passengers	\$Price	# Days Operating	Revenue
Boarding Fee & Food	350	\$240.00	350	\$30,240,000
Beverage	350	\$27.50	350	\$3,465,000
Gift Shop	35	\$20.00	350	\$252,000
<b>Total Passenger Revenue</b>				<b>\$33,957,000</b>
Per Cabana Revenue:	# Rented	\$Price	# Days Operating	Revenue
2 Person Cabana	20	\$160.00	350	\$1,152,000
4 Person Cabana	15	\$300.00	350	\$1,620,000
10 Person Cabana	4	\$600.00	350	\$864,000
Total Cabana Revenue				\$3,636,000
<b>Total Revenue</b>				<b>\$37,593,000</b>

## L'ESPRIT CRUISES, Land & Ship Personnel- Assumptions

L'esprit Cruises- Land & Ship Personnel- 1 <sup>st</sup> Ship (Assumptions)				
Monthly	Salary	Benefits	Tot Salary	Per Year
<b>Aruba Office Employees</b>				
General Manager	\$8,000	\$2,400	\$10,400	\$124,800
Accounting Mgr.	\$4,500	\$1,350	\$5,850	\$70,200
Accounting	\$2,400	\$720	\$3,120	\$37,440
Manager- Ship Maintenance	\$4,500	\$1,350	\$5,850	\$70,200
Manager- Provisioning	<u>\$4,500</u>	\$1,350	\$5,850	<u>\$70,200</u>
<b>Total</b>	<b>\$23,900</b>	<b>\$7,170</b>	<b>\$31,070</b>	<b>\$372,840</b>
<b>Ship's Crew</b>				
Captain	\$8,000	\$2,400	\$10,400	\$124,800
1st Officer(x2) @ \$5,000	\$10,000	\$3,000	\$13,000	\$156,000
Chief Engineer	\$7,000	\$2,100	\$9,100	\$109,200
Chief Deck Hand(Bosun)-Security	\$4,500	\$1,350	\$5,850	\$70,200
Deck Hand (6) @ \$3,500	<u>\$21,000</u>	<u>\$6,300</u>	<u>\$27,300</u>	<u>\$327,600</u>
<b>Total</b>	<b>\$50,500</b>	<b>\$15,150</b>	<b>\$65,650</b>	<b>\$787,800</b>
<b>Restaurant &amp; Lounges</b>				
Restaurant General Manager	\$5,000	\$1,500	\$6,500	\$78,000
Assist General Manager(2)	\$8,000	\$2,400	\$10,400	\$124,800
Executive Chef(2)	\$10,000	\$3,000	\$13,000	\$156,000
Sous Chef(4)	\$16,000	\$4,800	\$20,800	\$249,600
Line Cooks (4) @ \$3,900	\$15,600	\$4,680	\$20,280	\$243,360
Restaurant Captain	\$3,900	\$1,170	\$5,070	\$60,840
Hosts/Hostesses (2)@ \$2000	\$4,000	\$1,200	\$5,200	\$62,400
Stewardess (6) @ \$4000	\$24,000	\$7,200	\$31,200	\$374,400
Cocktail Servers (6) @ \$4000	\$24,000	\$7,200	\$31,200	\$374,400
Runners (4) @ \$1680	\$6,720	\$2,016	\$8,736	\$104,832
Bartenders (8) @ \$4000	\$32,000	\$9,600	\$41,600	\$499,200

<b>L'esprit Cruises- Land &amp; Ship Personnel- 1<sup>st</sup> Ship Assumptions (Continued)</b>				
<b>Monthly</b>	<b>Salary</b>	<b>Benefits</b>	<b>Tot Salary</b>	<b>Per Year</b>
Bussers (2) @ \$2400	\$4,800	\$1,440	\$6,240	\$74,880
Dishwashers (2) @ \$2400	\$4,800	\$1,440	\$6,240	\$74,880
Porters (2) @ \$2400	\$4,800	\$1,440	\$6,240	\$74,880
Water Taxi Drivers (4)@ \$4500	\$18,000	\$5,400	\$23,400	\$280,800
Water Taxi- Mate (4)@ \$3000	\$12,000	\$3,600	\$15,600	\$187,200
DJ Entertainer(2)@\$4,500	<u>\$9,000</u>	\$2,700	\$11,700	\$140,400
<b>Total</b>	<b>\$202,620</b>	<b>\$60,786</b>	<b>\$263,406</b>	<b>\$3,160,872</b>
<b>Total Employee Costs</b>	<b>\$277,020</b>	<b>\$83,106</b>	<b>\$360,126</b>	<b>\$4,321,512</b>

### **L'ESPRIT CRUISES, Restaurant Materials/Supplies- Assumptions**

<b>L'esprit Cruises- Resturant Materials/Supplies- 1<sup>st</sup> Ship (Assumptions)</b>				
	<b># of Passengers</b>		<b># of Days</b>	<b>Total</b>
<b>Year 1</b>	350	\$32.75	350	\$4,011,875
<b>Year 2</b>	350	\$32.75	350	\$4,126,500
<b>Year 3</b>	350	\$32.75	350	\$4,126,500
<b>Year 4</b>	350	\$32.75	350	\$4,126,500
<b>Year 5</b>	350	\$32.75	350	\$4,126,500
<b>L'esprit Cruises- Restaurant Subsidized by Boarding Fee Aruba</b>				
	<b>Total Cost</b>	<b>\$/Passenger</b>		
<b>Supplies</b>	\$4,126,500	\$32.75		
<b>Labor</b>	\$3,160,872	\$25.09		
<b>Total Rest. Cost/day</b>	\$7,287,372	\$57.84		
<b>Beverage Revenue</b>		\$27.50		
<b>Subsidy in Boarding Fee</b>		<b>(\$30.34)</b>		

**L'ESPRIT CRUISES, Land & Ship Personnel- Assumptions (\$000)**

<b>L'esprit Cruises- Capital/Start-up/ Working Capital- 1<sup>st</sup> Ship (Assumptions)</b>						
Segment:	Year 1	Year 1	Year 2	Year 3	Year 4	Year 5
Ship Construction/Engineering	(\$26,050)					
Interiors	(\$3,000)					
Transportation	(\$500)					
Start-up Operating Cost:						
Crew to operate	(\$500)					
Inventory for Ship	(\$500)					
Installation	(\$500)					
Pre-Marketing	(\$450)					
Total Start-up	(\$1,950)					
Maintenance Capital	\$0	(\$581)	(\$1,743)	(\$1,743)	(\$1,743)	(\$1,743)
(6% of Ship/Interior Capital)						
(2% in Year 1 -Warranty)						
Total Capital Required	(\$31,500)	(\$581)	(\$1,743)	(\$1,743)	(\$1,743)	(\$1,743)
Working Capital		(\$1,651)	(\$47)	\$0	\$0	\$0

**L'ESPRIT CRUISES, INC.**  
**PROFIT & LOSS STATEMENT (\$000)**

L'Esprit 1 <sup>st</sup> Ship-Profit and Loss Statement (\$000)						
	Year 1	Year 2	Year 3	Year 4	Year 5	Comment
Income Segment (\$000)						
Revenue - Net	\$36,549	\$37,593	\$37,593	\$37,593	\$37,593	
Cost of Revenue:						
Ship Operation Labor	788	788	788	788	788	- per labor worksheets
Restaurant Labor	3,161	3,161	3,161	3,161	3,161	- per labor worksheets
Destination Cost	838	838	838	838	838	1 FTE for Provisioning of food & perishables items (\$50K) Facility warehousing \$75K; transportation \$150k; port fees \$200k
Ship Materials, Supplies Operating Cost	788	788	788	788	788	- Electric Motorized Vessel, minimizes primary operating expense of fuel.
Restaurant Food, Beverages, Supplies Cost	4,012	4,127	4,127	4,127	4,127	- per worksheets varies with # of passengers
Total	\$9,587	\$9,701	\$9,701	\$9,701	\$9,701	
Gross Profit (\$)	\$26,962	\$27,892	\$27,892	\$27,892	\$27,892	
(%)	73.8%	74.2%	74.2%	74.2%	74.2%	
Operating Expenses:						
Administrative Staff	373	373	373	373	373	- per worksheets
Legal, Information Technology, Other G&A	1,150	1,150	1,150	1,150	1,150	
Commissions	10,965	11,278	11,278	11,278	11,278	Assumes a conservative 30% commission to Hotels, Resorts, & Cruise Ships
Total	\$12,488	\$12,801	\$12,801	\$12,801	\$12,801	
Operating Profit /EBITDA (\$)						
(%)	39.6%	40.1%	40.1%	40.1%	40.1%	
Depreciation	2,700	2,700	2,700	2,700	2,700	- per worksheets
Interest Expense	653	637	621	605	589	- per worksheets
Profit Before Taxes. (\$)						
	\$11,121	\$11,754	\$11,770	\$11,786	\$11,802	

**L'ESPRIT CRUISES, INC.**  
**CASH FLOW STATEMENT (\$000)**

L'Esprit 1 <sup>st</sup> Ship	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5
EBITDA	\$0	\$14,474	\$15,091	\$15,091	\$15,091	\$15,091
Ship Total Capital Investment	(\$29,550)	\$0	\$0	\$0	\$0	\$0
Ship On-Going Capital Investment	\$0	(\$581)	(\$1,743)	(\$1,743)	(\$1,743)	(\$1,743)
Start-up Cost	(\$1,950)	\$0	\$0	\$0	\$0	\$0
Working Capital	\$0	(\$1,651)	(\$47)	\$0	\$0	\$0
Cashflow	(\$31,500)	\$12,243	\$13,301	\$13,348	\$13,348	\$13,348
Return on Investment	108%					
IRR	30%					

Cashflow is sufficient to pay off either the Investment by the end of Year3 or reinvested to grow the business.

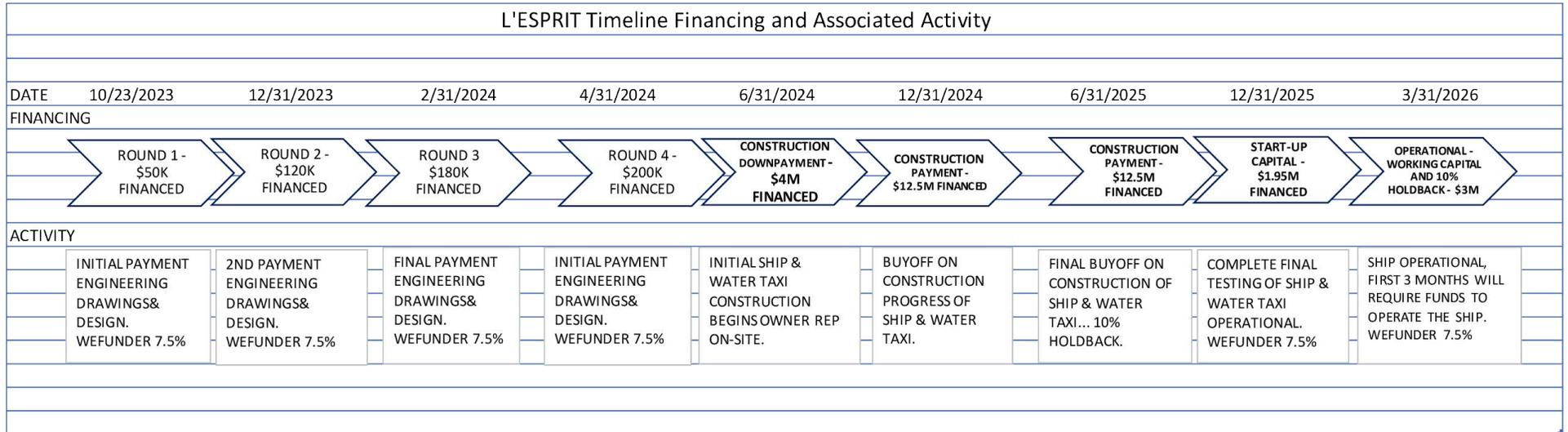
**L'ESPRIT CRUISES, INC.**  
**FINANCING STATEMENT (\$000)**

L'Esprit 1 <sup>st</sup> Ship Funding/Financing Statement	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5
<b>SEED CAPITAL:</b>						
Round 1 - Community	\$50	\$0	\$0	\$0	\$0	\$0
Round 2 - We Funder	\$120	\$0	\$0	\$0	\$0	\$0
Round 3 - We Funder	\$180	\$0	\$0	\$0	\$0	\$0
Round 4 - We Funder	\$200	\$0	\$0	\$0	\$0	\$0
Total Seed Capital	\$550					
<b>CONSTRUCTION CAPITAL:</b>						
CAPITAL LEASE/SERIES A FUNDED	\$29,000	\$0	\$0	\$0	\$0	\$0
<b>START-UP/WORKING CAPITAL:</b>						
START-UP/SERIES A FUNDED	\$1,950	\$0	\$0	\$0	\$0	\$0
WORKING CAPITAL/ BANK FUNDED	\$0	\$1,651	\$47	\$0	\$0	\$0
<b>TOTAL FUNDING/FINANCING REQUIREMENTS</b>	<b>\$31,500</b>	<b>\$1,651</b>	<b>\$47</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>

**L'ESPRIT CRUISES, INC.  
BALANCE SHEET (\$000)**

<b>Balance Sheet at Year 1 Ends (\$000)</b>			
Assets		Liabilities	
	\$Value		\$Value
Current Assets			
Cash	243	Notes payable	52
Short-term investments	12,000	Accounts payable	1,238
Accounts receivable	1,827	Accrued wages	<u>413</u>
Inventory	<u>441</u>	Total current liabilities	\$1,703
Total current assets	\$14,511		
Property, plant and equipment:			
Furniture & Interior	3829	Long-term debt	\$30,847
Vessel, Machinery and Equipment	28,581	Total Liabilities	<u>\$32,550</u>
Less accumulated depreciation	<u>2,700</u>		
Property and equipment, net	\$29,710	Preferred Stock	\$500
		Owner's equity	\$11,171
Other assets	0	Total Owner's Equity	<u>\$11,671</u>
<b>Total Assets</b>	<b><u>\$44,221</u></b>	<b>Total Liabilities and Owner's Equity</b>	<b><u>\$44,221</u></b>

## L'ESPRIT CRUISES, INC. TIMELINE



## L'ESPRIT CRUISES, INC. USE OF FUNDS

L'Esprit Cruises- Use of Invested Funds	
<b>ROUND 1- COMMUNITY ROUND:</b>	\$50,000
Ship Design- General Arrangements (Deck Plans)	(\$38,000)
WeFunder Fee- 7.5%	(\$3,750)
Total	(\$41,750)
<b>ROUND 2</b>	\$120,000
Ship Design-Propulsion Plant- Power Generation Plans	(\$82,000)
Ship Design-Bridge Design and Engineering Plans	(\$40,000)
WeFunder Fee- 7.5%	(\$9,000)
Total	(\$122,000)