ESTABLISHED BUSINESS • PREMIUM ASSET • EXCEPTIONAL LIFESTYLE

WHITSUNDAYS • QUEENSLAND

A rare opportunity in a *world-class destination.*

Acquire an established, highly reputable luxury catamaran charter business operating in Australia's premier marine playground backed by a magnificent 2020 Leopard 50 sailing catamaran, pre-allocated commercial marine park permits, and strong cash generation.

2020 Leopard 50 Sailing Catamaran

Magnificent flagship asset providing balance sheet security

Pre-Allocated Marine Park Permits

Exclusive commercial access to Australia's premier marine playground

Turn-Key & Proven Cash Generation

Established reputation with immediate operational trading revenue



WIP DRAFT ONLY - NUMBER AND DETAIL NOT CORRECT ALL TO BE VALIDATED

THE OPPORTUNITY AT A GLANCE

A luxury brand gaining market share.

GROWTH TRAJECTORY

$0 - $1M

Cumulative Bookings in Under 3 Years

OPERATING MARGIN

90%

Operating Gross Profit Margin

CUSTOMER EXPERIENCE

~1,000

Satisfied Customers

ADVANCE BOOKINGS

>92%

Bookings Completion Rate

Four numbers that frame the opportunity: marketshare catchment sits behind a business already trading at good margins with satisfied customers and a clear pathway to materially higher owner earnings.

WIP DRAFT ONLY - NUMBER AND DETAIL NOT CORRECT ALL TO BE VALIDATED

THE OPPORTUNITY

Australia's premier marine playground.

Airlie Beach is a picturesque location within the Whitsundays which is one of the world's most sought-after sailing destinations, drawing luxury charter demand. The business already trades profitably under remote, interstate management meaning today's owner has never captured the full upside of being on or near the water.

Today — Interstate Absentee

- $900/week outsourced charter briefing contractor
- $17k–$29k a year in flights & accommodation
- 48 owner days sitting unused each year

Tomorrow — Owner-Operator

- Direct luxury bookings replace agency margin
- 48 owner days recaptured into charter weeks
- $70k+ in remote costs eliminated

The Day After — Scale the Fleet

- Proven revenue-share model already running on a second vessel
- Repeatable playbook to add owner-managed boats
- Grows revenue without growing balance-sheet risk

+$85k–$125k near-term, on the existing vessel alone, ***before a single additional boat is added under the revenue-share model***

WIP DRAFT ONLY - NUMBER AND DETAIL NOT CORRECT ALL TO BE VALIDATED

World-class luxury specifications.





LEOPARD 50 CATAMARAN

$1.65M *(Independent valuation received)*

2020 Leopard 50 sailing catamaran, expertly engineered by Robertson & Caine.

Provides substantial hard-asset balance sheet security for the acquisition.

- ✓ **4 Queen Staterooms with En-Suites** — private accommodation for up to 8 guests.
- ✓ **Expansive Flybridge Lounge** — elevated upper deck with 360° island views.
- ✓ **Hydraulic Tender Swim Platform** — doubles as a water-level beach lounge.
- ✓ **High-Output Watermaker & Starlink** — fresh water and gigabit internet anywhere.
- ✓ **Full Raymarine Navigation Suite** — chartplotters, radar, autopilot, AIS, sound.
- ✓ **Highfield Commercial Tender** — heavy-duty tender for shore landings.
- ✓ **AMSA Commercial Survey Fit-out** — certified for commercial charter operations.

WIP DRAFT ONLY - NUMBER AND DETAIL NOT CORRECT ALL TO BE VALIDATED

THE ASSET • BEYOND THE VESSEL

A turnkey operation, not just a boat.

The vessel is one part of what changes hands. A buyer also inherits an established operating base and a proven, high-value guest book.

The Infrastructure

- Pre-allocated commercial marine park permits — secured access to prime Whitsundays anchorages and cruising grounds.
- AMSA commercial survey compliance — certified and fully transferable to a new owner.
- Marina berth & insurance in place — a turnkey base with no establishment lead time.
- 100% externally contracted turnaround cleaning — a scalable, asset-light service model.
- Fully integrated Booking to Payment system — clean, auditable trading history from day one.

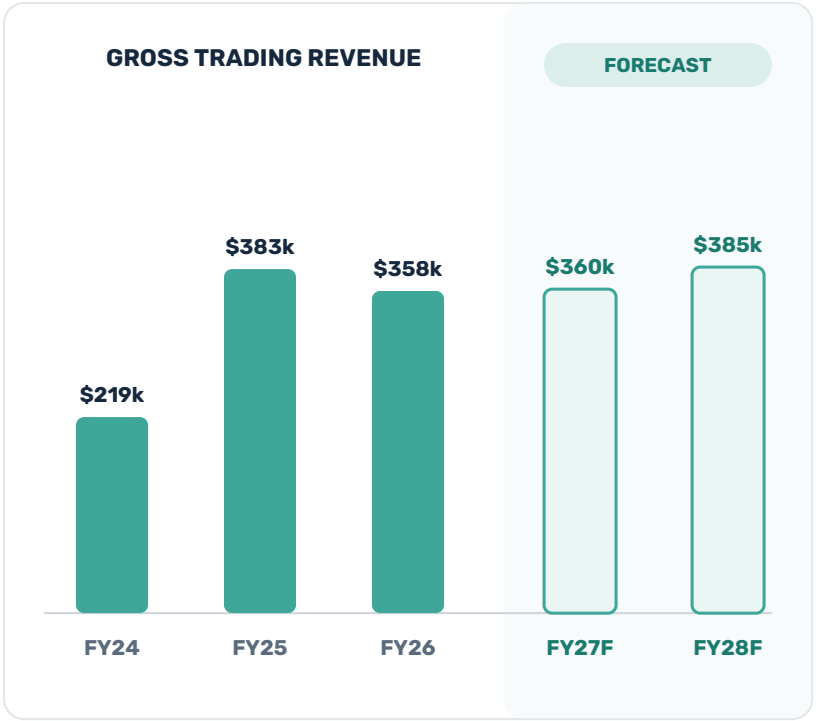
The Customer Base

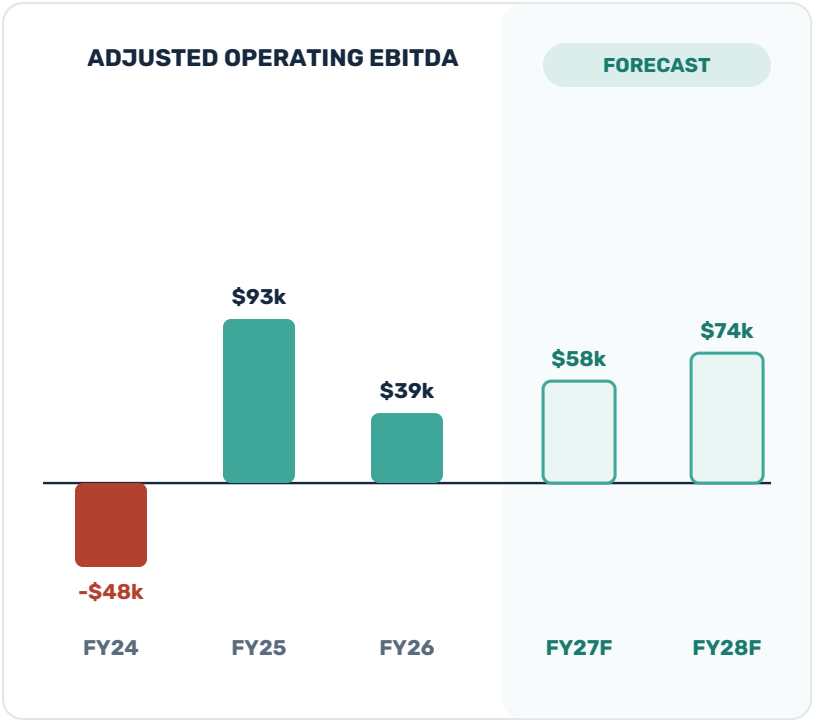
- >92% bookings completion rate — a highly reliable, well-run guest experience.
- Charters booked 12–24 months in advance — a loyal, planning-ahead luxury clientele.
- 64.7% net margin on realized FY27 trading — strong pricing power in a premium segment.
- ~1 in 10 bookings from a returning guest — genuine repeat custom, not just one-time destination trade.
- *[Guest reviews & ratings — available in the Virtual Data Room]*

WIP DRAFT ONLY - NUMBER AND DETAIL NOT CORRECT ALL TO BE VALIDATED

FINANCIAL TRACK RECORD

Three years gaining market share and momentum.





THE FORWARD PIPELINE

A confirmed revenue engine, not a speculative start.

$315.3k combined forward-contracted revenue realised and locked in, through FY28

FY27 FULL-YEAR TARGET: $445k — 56.6% already secured

$120.5k	$131.3k	$193.3k
Realised YTD • 27.1%	Forward Invoiced • 29.5%	Open Season Capacity • 43.4%

Open capacity is unsold season, not lost revenue — the remaining room to reach the full-year target.

FY27 REALIZED YTD (JUL–AUG)

$120.5k

$77.3k net profit • 64.7% margin

FY27 FORWARD INVOICED

$131.3k

Confirmed bookings through 30 Jun 2027

FY28 ADVANCE PIPELINE

+$63.6k

Locked in 12–24 months ahead

THE PLAN

Unlock the owner-operator upside.

No new capital, no new asset, the plan simply relocates the owner from a 1,000km+ remote arrangement to Airlie Beach, converting outsourced cost and idle owner time directly into charter revenue and margin. Beyond that, the business already has a proven, capital-light path to add capacity.

Retire

$900/week charter briefing contractor and $70k+ a year in remote flights and accommodation.

Recapture

48 owner days a year, converted from idle time into commercial charter weeks.

Direct-Book

More guests booked directly, growing the higher-margin luxury segment.

Significant marina foot traffic, uncaptured marketing opportunity.

Scale

An established revenue-share arrangement with a second, owner-managed vessel — adding capacity without buying more boats.

+$85k–$125k additional gross revenue per annum, lifting Adjusted EBITDA toward a $155k–$210k+ owner-operator SDE, on the same vessel and licences.

THE INVESTMENT

A rare, de-risked acquisition.

ASSET-BACKED

$1.73M+

Independent broker-valued vessel plus licences and additional tenders/vessels, ex GST.

PROVEN EARNINGS

$168.5k SDE*

FY27 target SDE, already tracking against $251.7k contracted revenue.

CONTRACTED REVENUE

$315k+

Already secured through FY28 not a cold start.



THE ASK • HOW IT'S BUILT

= **$2.25M** for 100% of the business, vessel, permits, licences, brand & goodwill

$1.73M Asset Floor

+$520k Goodwill (~3.1x SDE)

SDE has been calculated base on FY27 forecast of $445k revenue ***(~57% has already been booked)*** **and the YTD achieved margin of 38%:**

$445k x 38% ≈ $168.5k x 3.1 = $522.4k ***($520k in total)***

*SDE (Seller's Discretionary Earnings) — the full financial benefit a single owner-operator gets from the business (profit + their own wage).

WIP DRAFT ONLY - NUMBER AND DETAIL NOT CORRECT ALL TO BE VALIDATED

Thank you