

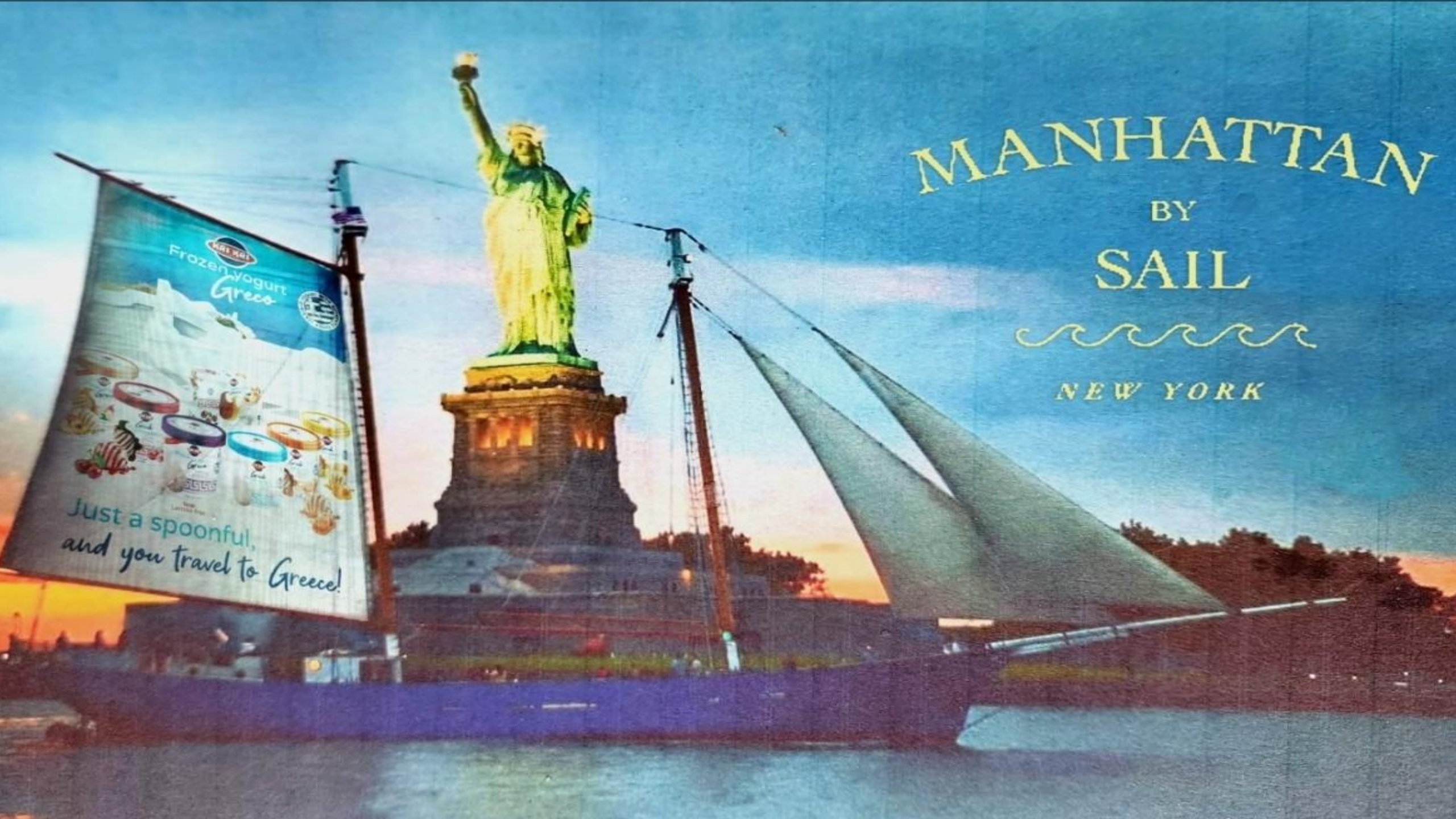
MANHATTAN

BY

SAIL



NEW YORK





Manhattan by Sail (MBS) offers authentic, customized wind-powered experiences in New York Harbor aboard its two large historic sailing ships, the Clipper City Tall Ship and the Shearwater Classic Schooner.

- \$3.4 Million Annual Revenue with a 25% Profit Margin (pre-covid).
- 1 Million+ Passengers since launch 20 years ago.
- 100+ Private Events per year across its two vessels
- Adding New Lines of Business at Current MBS Locations in Downtown Manhattan



Market Opportunity **Increased Capacity**

With existing MBS boats operating at 90% capacity at peak times, **and a burgeoning elite luxury demand**, an opportunity exists to expand and elevate our business beyond its recent \$3.5 Million annual revenue with 25% profit margins.

MBS seeks to capture this opportunity by elevating its high revenue curated boating experiences for private clientele through a combination of vessel upgrades, and acquisition (buy and/or lease) of other unique, storied vessels.

Occupies NYC Harbor's Two Best Locations

Manhattan By Sail operates out of NYC's two most exclusive water-based locations:

World Financial Center - North Cove at Brookfield Place: Located at the heart of the newly renovated World Financial Center, the area boasts millions of tourists each year who spend close to \$120 million in the financial center shops alone. High-end restaurants and cafes overlook the marina where the Shearwater schooner resides.

Millions of affluent locals and tourists visit these areas annually.

South Street Seaport: Howard Hughes Corp spent +\$1 Billion to rebuild Pier 17 and revitalize the Seaport District. The newly rebuilt Pier 17 boasts downtown's most exclusive restaurants with Jean-George's newest effort, *The Fulton*; David Chang's *Carne Mare*, a 4,000-person outdoor concert venue, and the most spectacular iconic views of the Brooklyn and Manhattan Bridges.

*After 8 years of planning, MBS is the **Sole** maritime operator at Pier 17.*



Market Opportunity Greater Versatility

Build short-sea distribution and commerce to NYC piers via sail ship, starting with North Cove Marina at Brookfield Place and The Seaport at Pier 17.

Goods arrive to Brookfield Place/Battery Park City or The Seaport/Pier 17 from Hunts Point and other NYC access points by ship/wind power; goods are stored locally and delivered to local businesses.

Our maritime-based **Sustainable Logistics Initiative** seeks to support Seaport and local retailers by building a community that appreciates our historical marketplace. NYC visitors and environmentally conscious brands seek association with our use of wind, water and electric vehicles to serve businesses in our community.



Market Opportunity **Broaden Use of NYC Waterways**

Manhattan by Sail seeks to broaden the use of NYC waterfront facilities for diverse new business opportunities such as: wind-powered (sail-assisted) cargo with clean last mile distribution. Our adaptive warehouse utility and infrastructure modification allows for diversified maritime activity.

Much of NYC's marine infrastructure is now designated as Opportunity Zone Federal Funding from the most recent Infrastructure bill is available.

Market Opportunity

Greater maritime productivity can be achieved from NYC's evolving market dynamics.

Demand for authentic NYC experiences remains high with private curated events showing no price limitations.

NYC is on pace to attract 61.7 million visitors in 2023, up 8.6% over 2022.

NYC's underutilized port infrastructure in maritime industrial areas present last mile logistics opportunities.

Congestion costs NYC businesses approx \$2.42 billion annually. Tolls are coming soon!

Capital Raise

MBS is currently seeking indications of interest in our upcoming investment round. Use of funds will focus on developing new businesses that leverage its access points in Lower Manhattan & long term lease at Pier 17 such as:

- Opportunistically acquire, lease, and update classic and majestic vessels for charter as well as shared fractional ownership. Broadening MBS's reach to accommodate destinations our travelers frequent.
- Expand "Manhattan by Sail" capabilities to include bringing goods into Manhattan under sail.
- Our Sustainable Logistics Initiative seeks to bring the Seaport community together around its shared history of commerce using wind and waterways. We will partner with like-minded brands who appreciate our historical use of the NY Waterways and clean last-mile sustainable logistics.
- Buoyant.nyc will be our marketplace for like minded brands, retailers and our own MBS products.
- OZ.Company will optimize our opportunity zone location by recruiting partners that share our vision.



New Revenue

High-End Charters & Luxury Events: In-harbor events aboard more luxuriously appointed vessels & collaboration with other dockside venues (Brookfield Place and Pier 17).

Experience Curation: Leverage 20+ years in Tour & Travel Industry to develop Partnerships with select In-Bound Hospitality companies.

Sustainable Logistics: Opportunistically leverage pier access for roll-on/roll-off transport of goods during off-peak times.

Lease and Sublease Docks and Warehouses: Bring exponential utility to strategically situated docks and warehouses around NYC.

Shipyard Development: Customize current marine infrastructure for new logistics utility.

Products: Develop and sell white labeled beverages (beer, wine, rye & rum) onboard in support of our Seaport based initiative.

Buoyant Marketplace: Wholesale portal for participating brands and initiative partners.

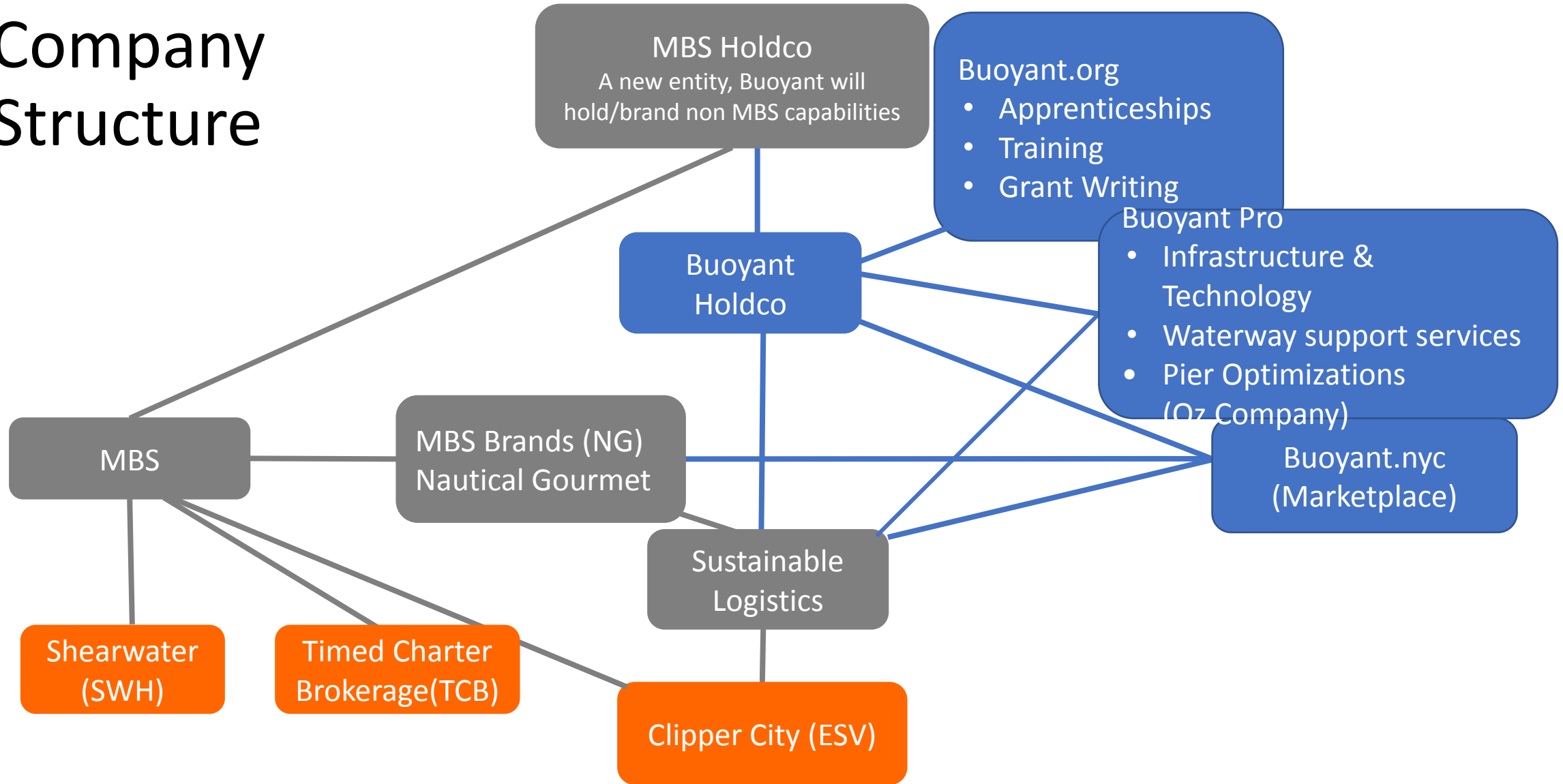


Manhattan by Sail

The home port from which brands & businesses launch.



Company Structure



Dock and Pier Modifications

Permitting | Construction Management | Engineering | Electric | Water | Pier Repair

Designed by Mariners for Mariners: Manhattan by Sail has purpose-built each NYC pier we have had the privilege to operate from.

- 2010: Atlantic Basin Brooklyn Pier 11 Shed (PANY/NJ, NYCEDC)
Install Electric and Water Service.
- 2011: Pier 17 Rehabilitation: (NYCEDC, General Growth Prop.) Fender & Mooring Replacement.
- 2013: Battery Park (NYC Parks)
- 2022: Pier 17 Gangway Design and Build (NYCEDC, Howard Hughes Corp.)



Management

Tom Berton has been the President of Manhattan by Sail since 2001. He oversees a staff of more than 50 seasonally full-time personnel, who currently operate the Clipper City and the Shearwater sailing vessels supported by a sophisticated back-office operation.

A lifelong resident of lower Manhattan, Tom began sailing New York Harbor as a volunteer on board the Battery Park City based Petral in the 1990s.

In addition to Tom's current sailing operation, he has diverse ownership experience as president of successful enterprises such as luxury retail stores, real estate developments and import/export companies.

Tom's 23 years navigating NYC's infrastructure to operate his high-end daysail experiences, leaves him well positioned to further optimize NYC's maritime assets in concert with our sustainable logistics vision.

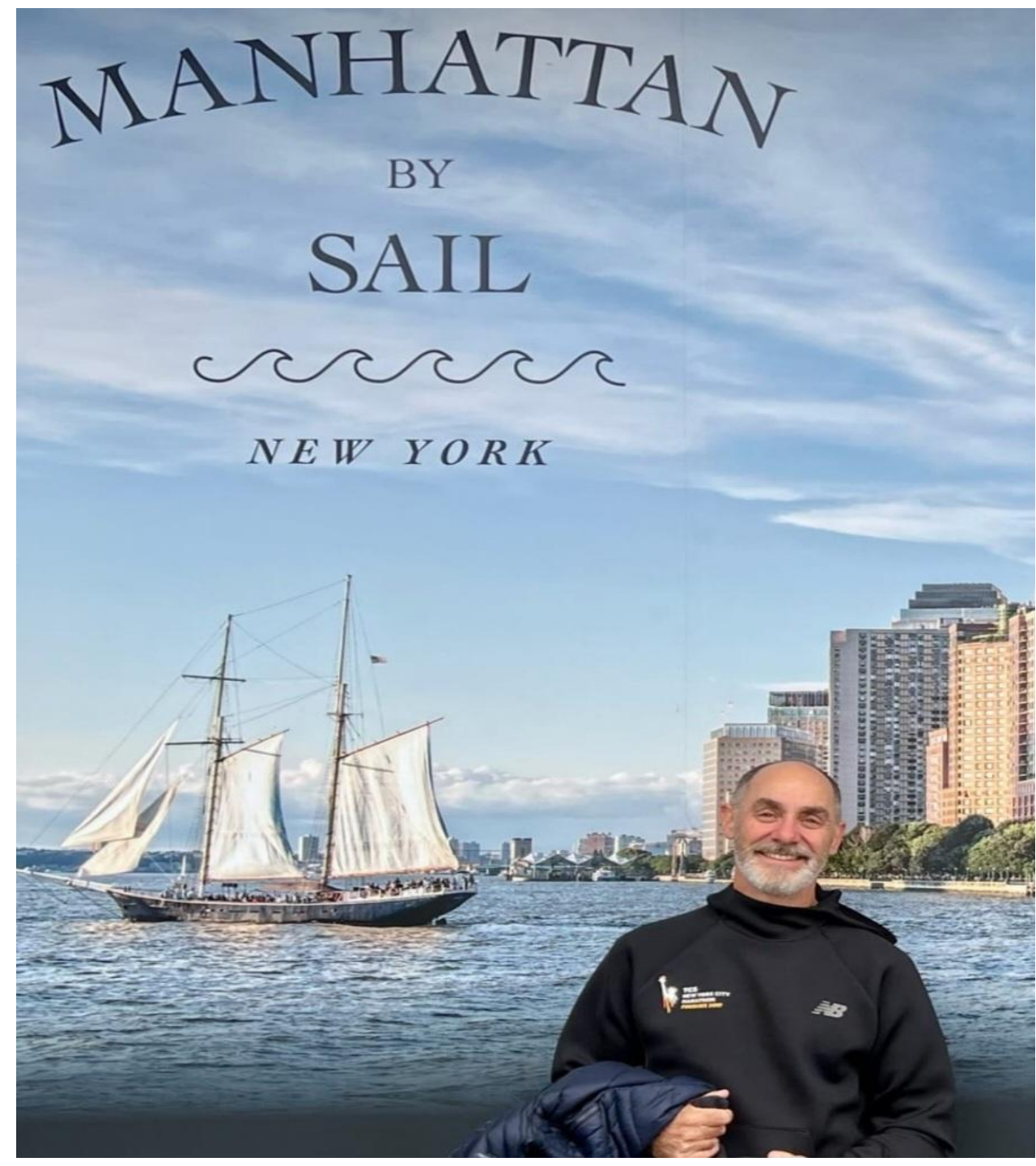
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Seeking \$5MM with three separate funding vehicles for 20% of my company:

- 1) 506b Private Placement seeks \$800K with a private charter as a reward for those who make a \$50K+ investment.
- 2) Reg CF (Community) Round will accept up to \$1.2MM conferring preferential status for investments above \$1K.
- 3) \$3MM Convertible Note offering is reserved for the lead logistics partner on our Pier 11 Proposal.