



THE FUTURE OF NAUTICAL TOURISM IS  
GREEN, CLEAN AND SILENT

*"We are creating nautical tourism in which everyone can enjoy the beauty of the ocean without damaging it"*

Spread the green boating movement throughout the world by opening an LBV franchise in your location

**JOIN OUR  
MISSION**



Being born a passionate sailor, my love for the ocean and sailing has been a big part of my life. From growing up on my grandfather's boat to summer-sailing camps; being on the water is like my second nature.

When I moved to Ibiza when I was 18 years old, my first job as a sailing teacher turned into my first job as a captain on a catamaran doing touristic charters on the crystal clear waters of Ibiza and Formentera.

This is when the first realisation really kicked in: nautical tourism is a filthy and disrespectful industry that exploits mother nature just for our fun. From toxic boats and gas-guzzling engines to wasteful consumers and careless captains; a harmful touristic activity in every single way.

I became determined to change this and founded La Bella Verde - a beautiful green company determined to offer an experience within the nautical tourism that lives in harmony with nature from start to finish.

I promise from the bottom of my heart that we don't cut corners, we don't greenwash, we do actual good and will always keep doing better.

## PERSONAL COMMITMENT



Maarten Bernhart, Founder





## INNOVATION YACHTS

Building our boats with unprecedented quality and only non-toxic and recyclable materials.



## OCEANVOLT

Reliable, durable and maintenance free electric propulsion.  
Handmade in Finland.



## ANDRONAUTIC / THE BLUE GUEST

The most customizable SaaS for managing your entire charter operation in one simple interface.

PARTNERS



# BECOME PART OF SOMETHING BIGGER

We have been rocking day charters in Ibiza for 8 years with over 2000 charters done

More than 20.000 happy clients have sailed daytrips with us without harming the environment

We have grown a fleet of 5 electric-solar boats in Ibiza and opened a franchise in Australia



# Experience

“The LBV Experience”

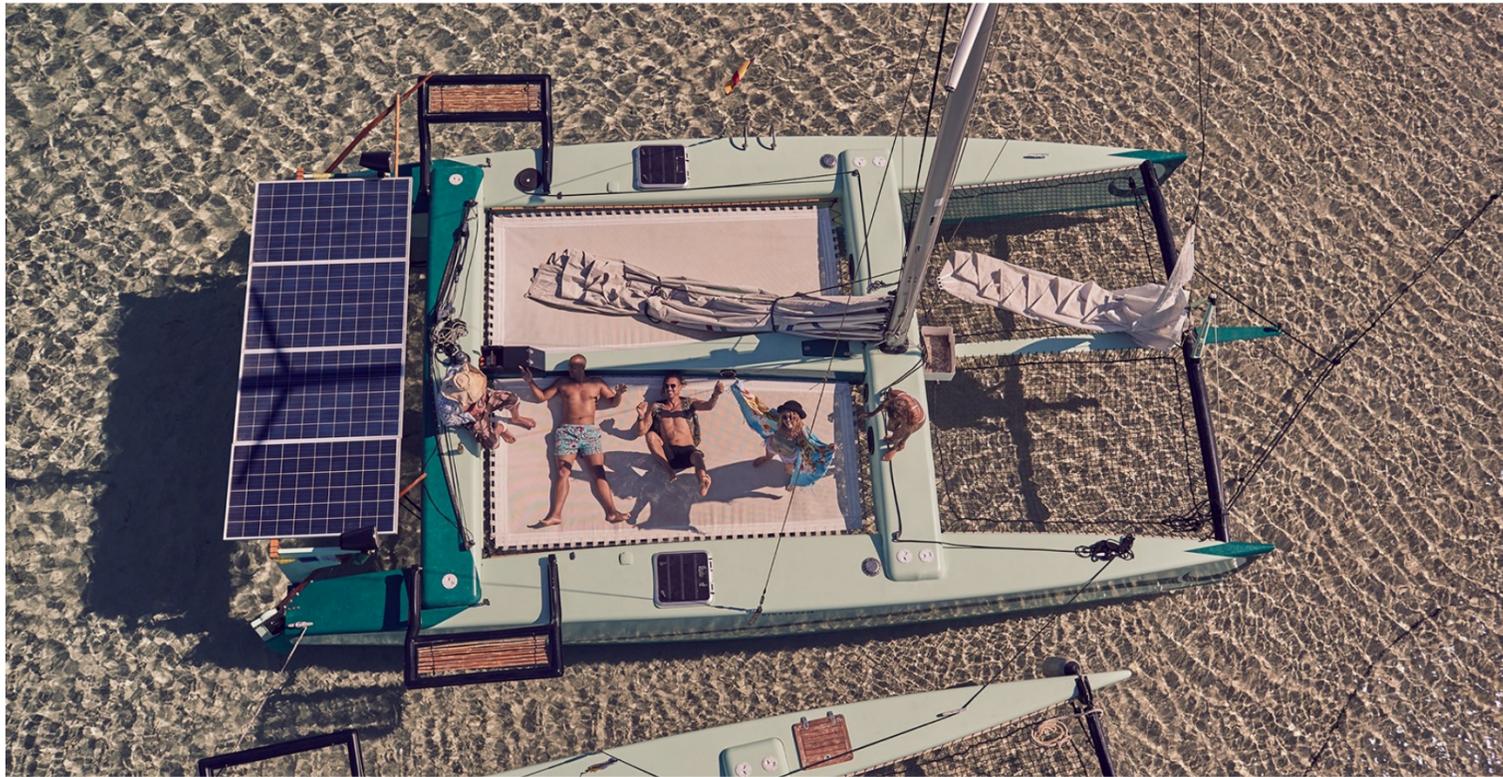
- Unprecedented day charters – loved by everyone
- The perfect charter format – proven to be successful over the last 8 years
- Easy to follow brand guidelines and protocols to shape your operation from the get-go
- Raving customers – every day again
- Highly recognized quality with 5-Star Reviews on all platforms
- A daily operation with a close to zero carbon footprint
- Supporting local economy of sustainable products

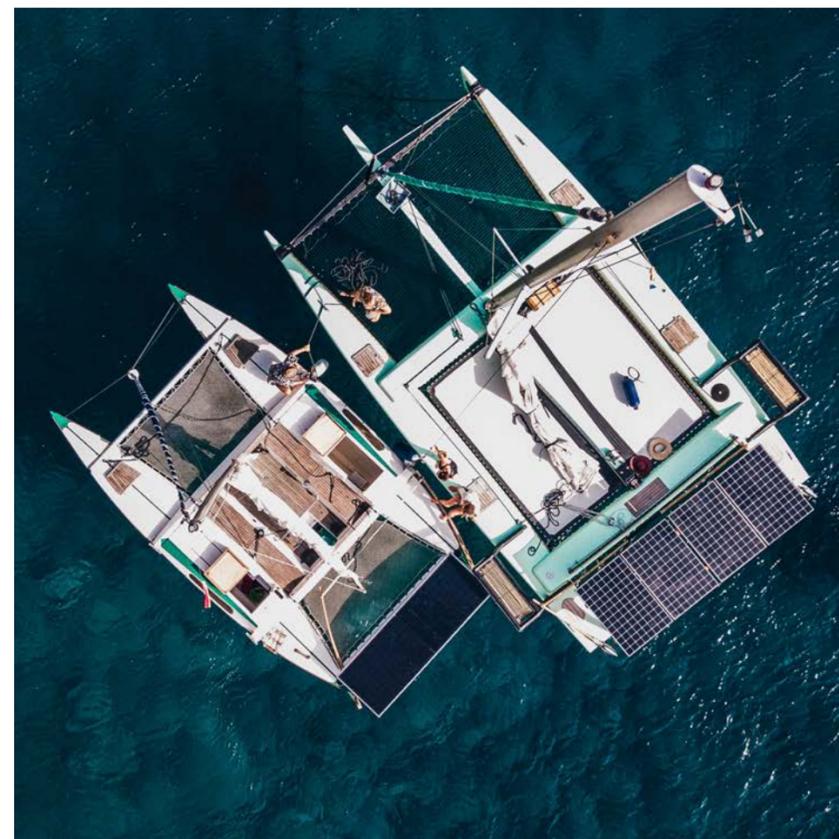


**THA**  
TRAVEL & HOSPITALITY  
AWARD WINNER  
2021

5 STAR RATINGS  
ON ALL PLATFORMS

2022  
**Travelers' Choice**  
Tripadvisor





# LBV Boats

"Simply the best day charter boats"

- To operate an LBV Franchise you need an LBV Boat
- We have several boats on offer, which you can either buy or rent
- The Franchise is separate from the boat acquisition or rental
- LBV Boats:
  - Are smartly designed and optimised optimised for day charter use
  - Have very low operational cost
  - Stand out by default – simply the best day charter boats

# LBV Franchise

Includes:

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- Branding
- Marketing
- Management Software
- Website
- Booking Page
- Global Distribution System



# Marketing & Branding

It's all about "standing out"

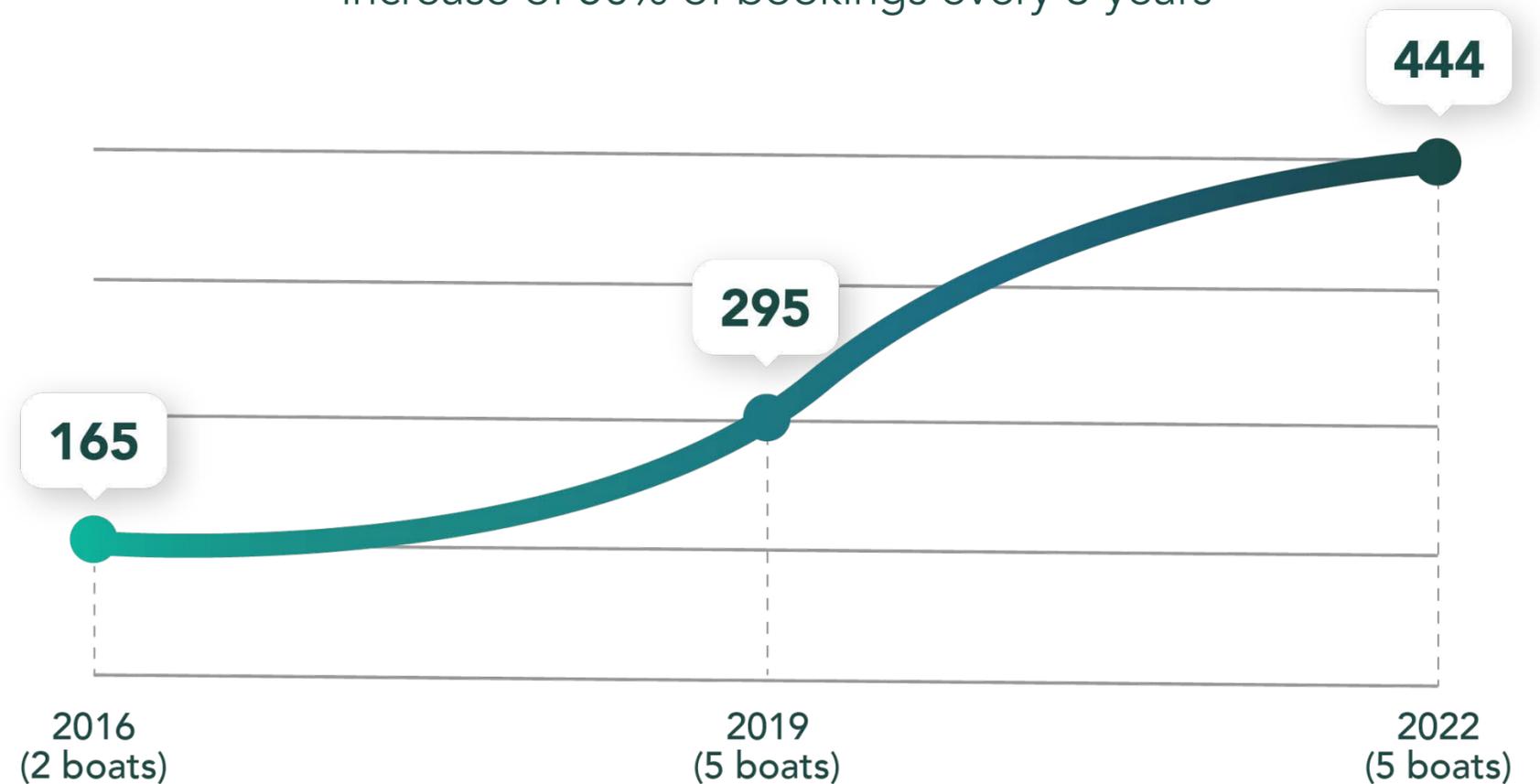
- Become part of a globally growing brand recognized for pioneering the green boating movement
- Green boating is a growing trend and we have been at the forefront for 8 years
- Attract customers from the get-go with our centralized global marketing

## What we do for you:

- Effective and attractive marketing campaigns for all locations – every week
- Email-campaigns to thousands of our own customers
- Constantly engage with global industry press
- Feature your location on all our channels

## Charters per Season in Ibiza

increase of 50% of bookings every 3 years



14K followers



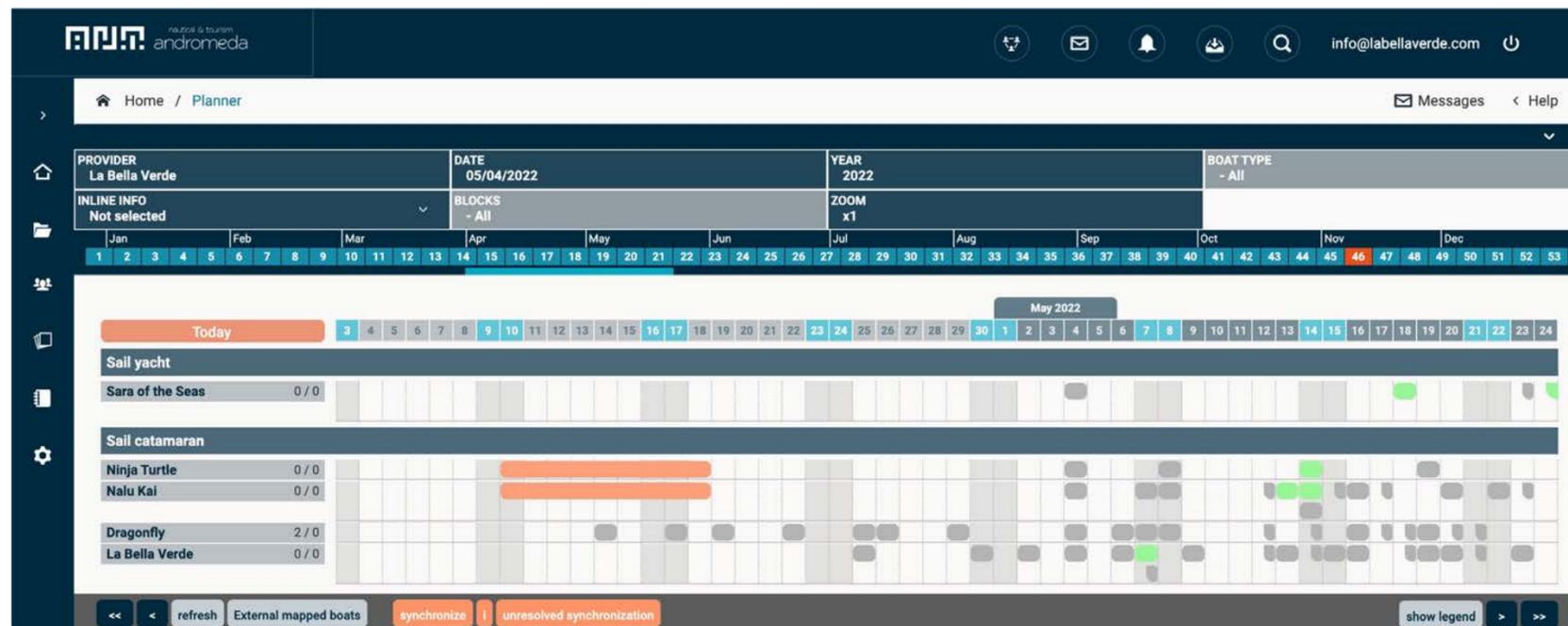
8.3K followers

Yearly Traffic	Views	Visits
INSTAGRAM	226,147	25,638
FACEBOOK	656,197	3,367
WEBSITE	41,111	15,461

## Operational Dashboard



## Boat Planner



# Management

A powerful SaaS to support your business

- Configure boats and activities in your back office, list them on your website – then connect them to other platforms
- Leads and Bookings Manager
  - Organize and automate communication
  - Online payments and invoicing
  - Automatic rental contracts, crew list, legal documents
  - Business management Dashboard
  - Online Calendar with API to connect to others
  - Clients and providers CRM
- Integrate in real-time your availability calendar with online and offline channels:
  - Online Agencies
  - Channel Managers
  - Tour activities Online Agencies
  - Magic Links for Offline Agencies

# Website

User-friendly and clean

- Fully customizable landing page on LBV global website
- Customizable activities- and boatlisting
- Fully integrated with your back office; change front-end content from back office
- Optimised SEO on the LBV global website

DAY CHARTER OVERNIGHT CHARTER SYDNEY CHARTER LBV35 - SALES CONTACT ABOUT

**DAY TRIP SAN ANTONIO**  
» Departing from Port of San Antonio  
🕒 11:00-18:00  
👤 Up to 32 people - on 4 boats  
€150,00 - PER PERSON

**DAY + SUNSET TRIP SAN ANTONIO**  
» Departing from Port of San Antonio  
🕒 12:00-21:00  
👤 Up to 40 people - on 4 boats  
€200,00 - PER PERSON

**SUNSET TRIP SAN ANTONIO**  
» Departing from San Antonio Port  
🕒 18:45-21:15  
👤 Up to 40 people - on 4 boats  
€80,- PER PERSON

**DAY TRIP SANTA EULARIA**  
» Departing from Port of Santa Eularia  
🕒 11:00 - 18:00  
👤 Up to 8 people - on 4 boats  
€150,00 - PER PERSON

**DAY + SUNSET TRIP SANTA EULARIA**  
» Departing from Port of Santa Eularia  
🕒 12:00-21:00  
👤 Up to 8 people - on 4 boats  
€200,00 - PER PERSON

**SUNSET TRIP SANTA EULARIA**  
» Departing from Port of Santa Eularia  
🕒 19:00-22:00  
👤 Up to 8 people - on 4 boats  
€80,- PER PERSON



## DAY TRIP SAN ANTONIO

Day Trip - Electric Catamaran Boat - West Side Ibiza - Sant Antonio

- €150,00 - PER PERSON
- 1/32 people
- 11:00-18:00
- Port of San Antonio

### INCLUDED

- ✓ Experienced captain
- ✓ A free welcome drink for everyone
- ✓ Superb sound system
- ✓ Shade canopy
- ✓ Masks and snorkels
- ✓ No fuel cost (the sun is free!)

### NOT INCLUDED

- X Towels
- X Picnic (See Extras)
- X Full fridge (See Extras)
- X Ecological sunscreen (See Extras)
- X Paddleboard

THURSDAY, 20 APRIL 2023

April 2023

Mon	Tue	Wed	Thu	Fri	Sat	Sun
27	28	29	30	31	1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

**SCHEDULES**

From 11:00 h to 18:00 h (1 - 32 people)  
(3 available groups)

**GROUP (1 - 32 PEOPLE)**

Pax:

**EXTRAS**

**PROMOTION**

**TOTAL: 750 €**

**Budget breakdown**

**REQUEST QUOTATION**  
No payment, booking pending confirmation

**BOOK**  
Online payment, confirmed booking

# Booking page

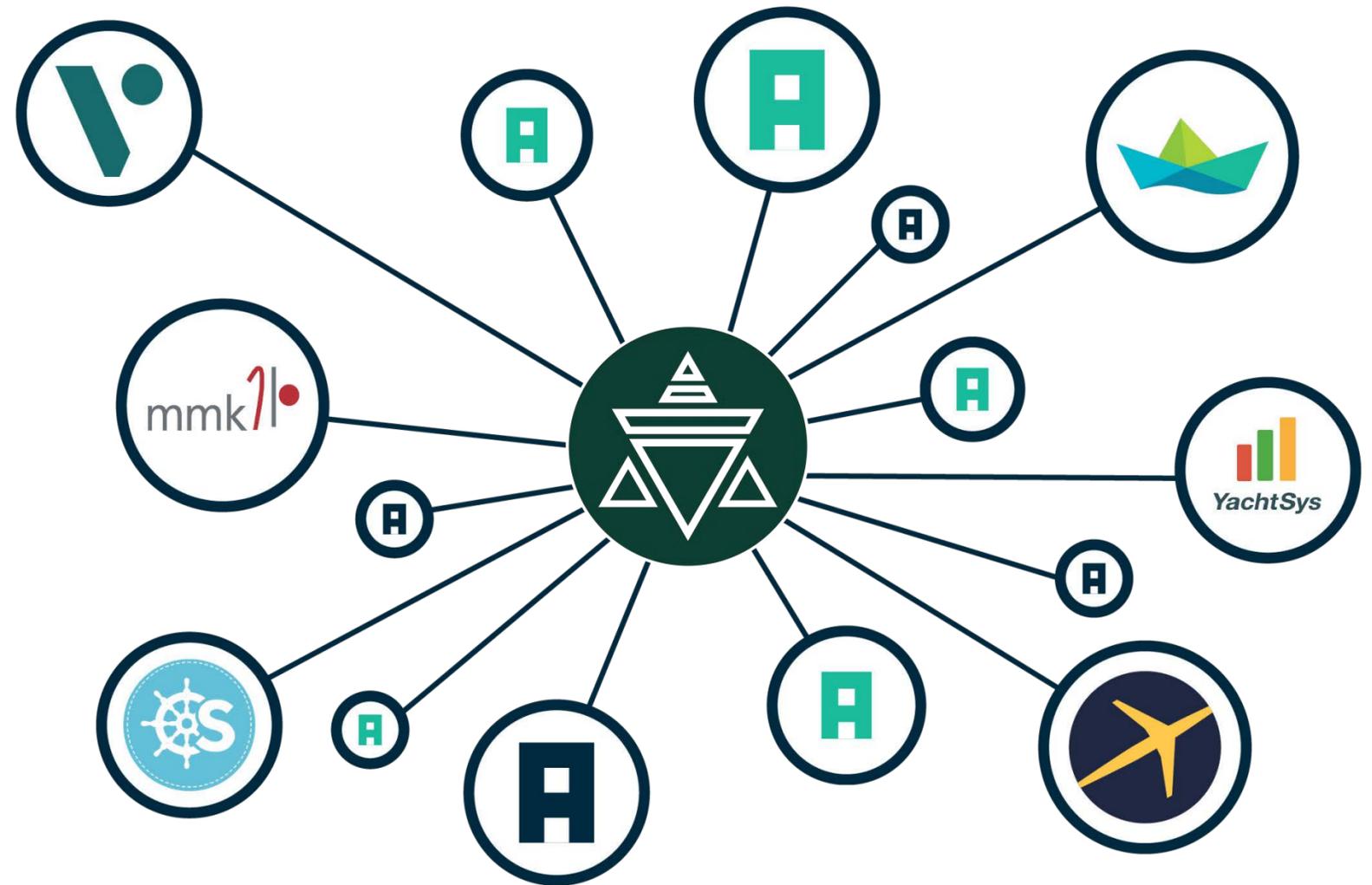
Interactive and easy

- Calendar with Real-Time Availability
- Automatically calculates final price based on:
  - Group size
  - Extras
  - Promocodes
- Option to request quotation or directly pay and confirm booking online
- Integrated payment gateways:
  - Stripe
  - Mollie
  - Paypal
  - iDeal
  - Bizum
  - Redsys

# Global Distribution

Save time – Be visible

- Global Distribution System = automated listings on booking platforms with real-time availability integration
- Live updated and integrated calendar for booking platforms and travel-agencies
- Boost your direct sales through your own page on our website – with automatic proposals, payments and invoices
- Positioning on booking platforms becomes a piece of cake and much less time consuming due to integration of boat-profiles and real-time calendar



An aerial photograph of a tropical coastline. The foreground is dominated by clear, turquoise water. A narrow, sandy beach runs horizontally across the middle of the frame, with some rocky outcrops. The background shows the deep blue ocean meeting a cloudy sky. A small, white boat with a mast is visible in the lower right quadrant of the water.

***“We have combined all our company features to create a fully integrated, turn-key and scalable charter business; a robust boat, backed by a strong brand and highly efficient SaaS”***

***Now it's yours to roll out in your location!***

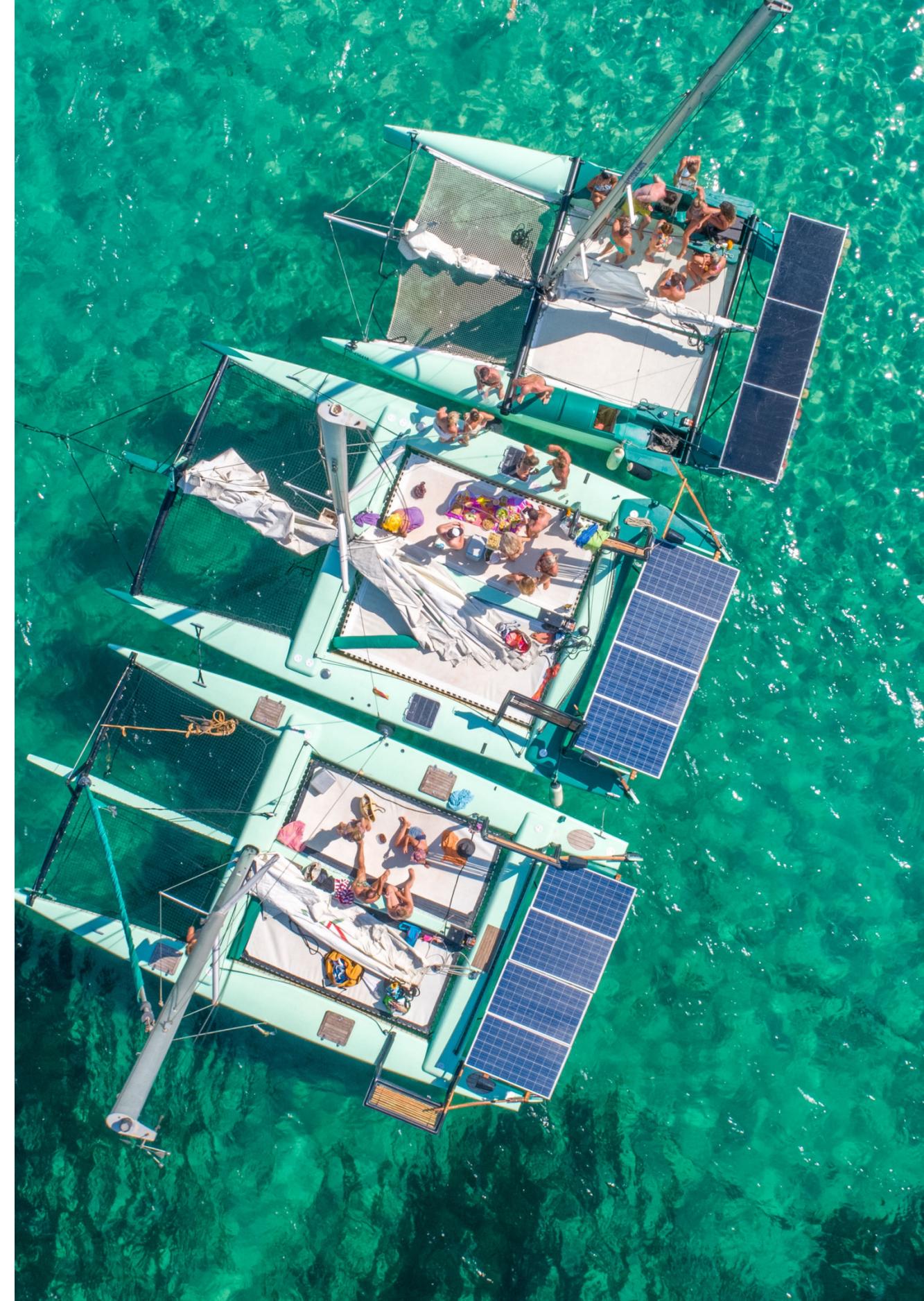
# Franchise Financials

## FRANCHISE FEE:

€750 + VAT per month throughout the year  
or  
€1500 + VAT per month of being operational

## COMMISSION:

5% on all bookings that go through our system  
paid at the end of each month



# Get in touch!

## Follow us on social media

-  [facebook.com/labellaverdeibiza](https://facebook.com/labellaverdeibiza)
-  [instagram.com/labellaverde](https://instagram.com/labellaverde)
-  [youtube.com/@labellaverde](https://youtube.com/@labellaverde)

## Get in touch with the founder

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