



FLOATING
ASSETS

Kayak Rental Fleet Analysis



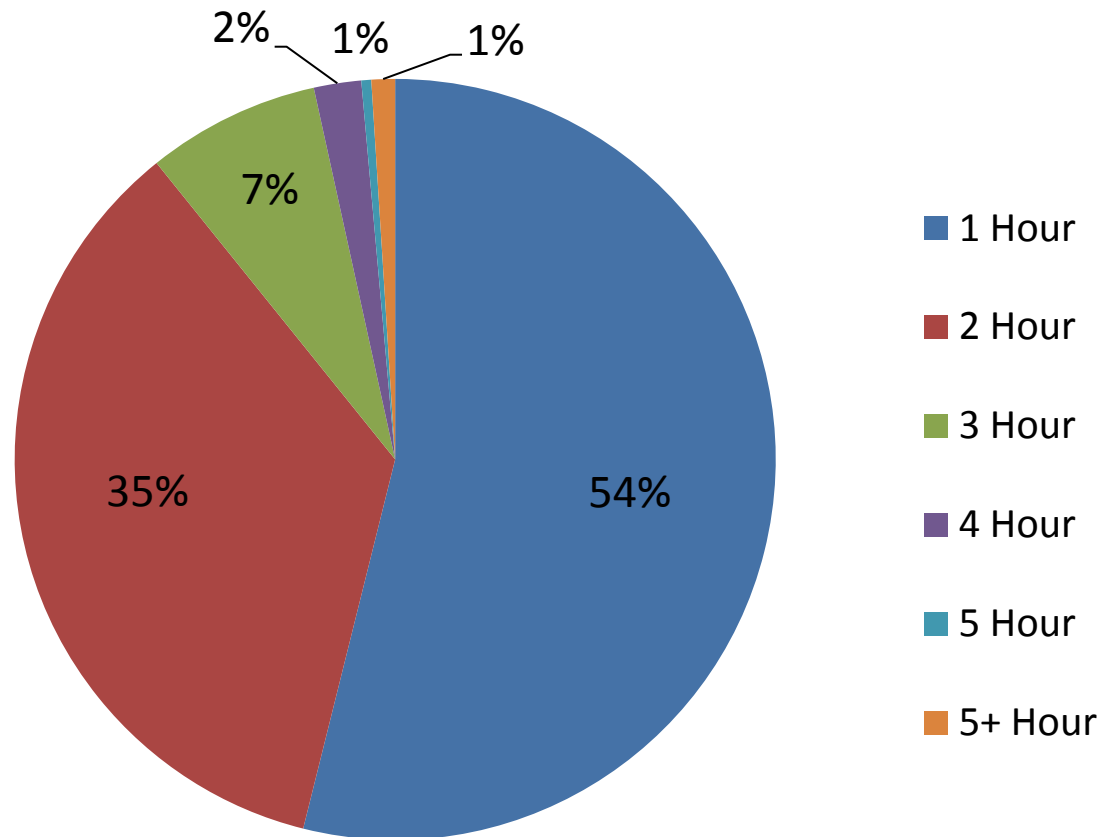


FLOATING ASSETS

The information provided in this presentation is based on Kayak fleet management utilising data from 90,000 customers over a 6 year period.



Rental timer per customer



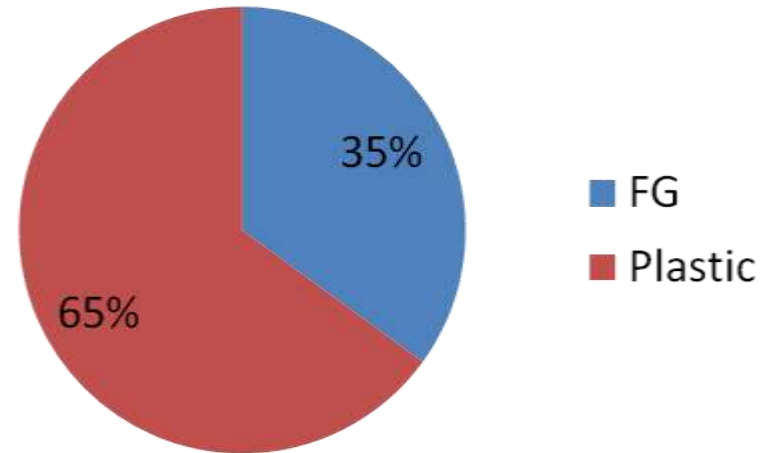
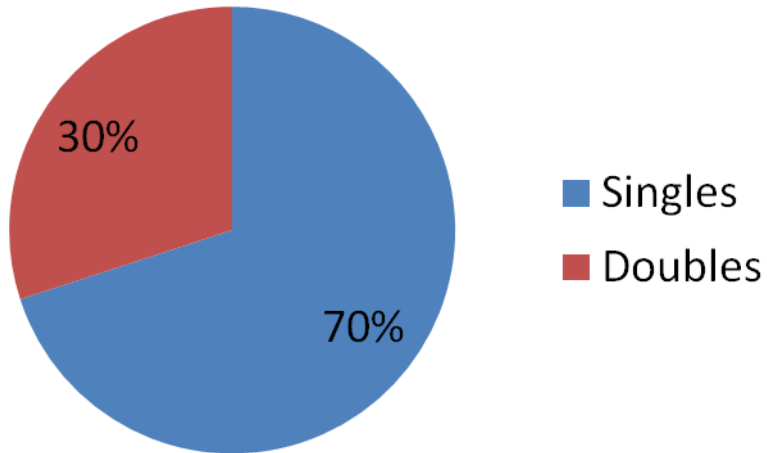


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Doubles vs Singles FG vs Plastic



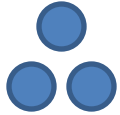


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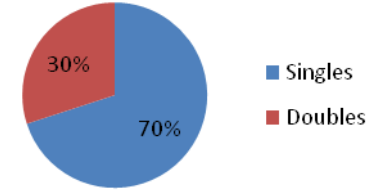
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Doubles vs Singles



The fleet break down should be as follows.



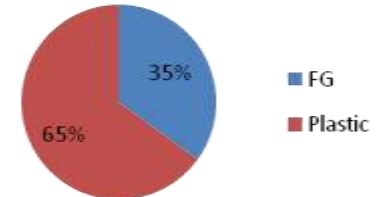
	25 kayaks	50 kayaks	100 kayaks
Doubles	9	15	30
Singles	16	35	70



FG vs Plastic



The fleet break down should be as follows.



	25 kayaks	50 kayaks	100 kayaks
FG	9	17	35
Plastic	16	33	66

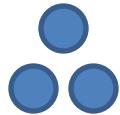


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The Fleet



Our suggestion for the split of your fleet should be:

	25 kayaks	50 kayaks	100 kayaks
Double Plastic	7	10	20
Double FG	2	5	10
Single Plastic	10	23	46
Single FG	6	12	24

Floating Assets Order (25)		
Brand	Kayak	Units
Boreal Design	Ookpik	4
Boreal Design	Muktuk	6
Boreal Design	Narwhal	6
Boreal Design	Esperanto	7
Boreal Design	Beluga	2

Floating Assets Order (50)		
Brand	Kayak	Units
Boreal Design	Ookpik	4
Boreal Design	Sedna	4
Boreal Design	Muktuk	5
Boreal Design	Epsilon 100	2
Boreal Design	Epsilon 200	4
Boreal Design	Epsilon 300	4
Boreal Design	Narwhal	6
Boreal Design	Pakesso	2
Boreal Design	Alvik	3
Boreal Design	Epsilon C300	1
Boreal Design	Esperanto	10
Boreal Design	Beluga	5

Floating Assets Order (100)		
Brand	Kayak	Units
Boreal Design	Ookpik	8
Boreal Design	Sedna	9
Boreal Design	Muktuk	9
Boreal Design	Epsilon 100	6
Boreal Design	Epsilon 200	8
Boreal Design	Epsilon 300	6
Boreal Design	Narwhal	10
Boreal Design	Epsilon C100	2
Boreal Design	Epsilon C200	4
Boreal Design	Epsilon C300	4
Boreal Design	Alvik	4
Boreal Design	Esperanto	20
Boreal Design	Beluga	10



FLOATING ASSETS

The information provided in this presentation is based on Kayak fleet management utilising sales data from 6 years of fleet sales.



The Fleet – Estimated cost and potential resale value.

Floating Assets Order (25)

Brand	Kayak	Units	est cost	est resale (2 summers)	est cost	est resale (2 summers)
Boreal Design	Ookpik	4	\$ 1,080.00	\$ 999.00	\$ 4,320.00	\$ 3,996.00
Boreal Design	Muktuk	6	\$ 1,250.00	\$ 1,295.00	\$ 7,500.00	\$ 7,770.00
Boreal Design	Narwhal	6	\$ 2,500.00	\$ 2,400.00	\$ 15,000.00	\$ 14,400.00
Boreal Design	Esperanto	7	\$ 1,750.00	\$ 1,950.00	\$ 12,250.00	\$ 13,650.00
Boreal Design	Beluga	2	\$ 3,350.00	\$ 3,000.00	\$ 6,700.00	\$ 6,000.00
					\$ 45,770.00	\$ 45,816.00



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The information provided in this presentation is based on Kayak fleet management utilising sales data from 6 years of fleet sales.



The Fleet – Estimated cost and potential resale value.

Floating Assets Order (50)			est cost	est resale (2 summers)	est cost	est resale (2 summers)
Brand	Kayak	Units				
Boreal Design	Ookpik	4	\$ 1,080.00	\$ 999.00	\$ 4,320.00	\$ 3,996.00
Boreal Design	Sedna	4	\$ 1,150.00	\$ 1,200.00	\$ 4,600.00	\$ 4,800.00
Boreal Design	Muktuk	5	\$ 1,250.00	\$ 1,295.00	\$ 6,250.00	\$ 6,475.00
Boreal Design	Epsilon 100	2	\$ 1,360.00	\$ 1,295.00	\$ 2,720.00	\$ 2,590.00
Boreal Design	Epsilon 200	4	\$ 1,380.00	\$ 1,500.00	\$ 5,520.00	\$ 6,000.00
Boreal Design	Epsilon 300	4	\$ 1,400.00	\$ 1,500.00	\$ 5,600.00	\$ 6,000.00
Boreal Design	Narwhal	6	\$ 2,500.00	\$ 2,500.00	\$ 15,000.00	\$ 15,000.00
Boreal Design	Pakesso	2	\$ 2,400.00	\$ 2,200.00	\$ 4,800.00	\$ 4,400.00
Boreal Design	Alvik	3	\$ 2,600.00	\$ 2,500.00	\$ 7,800.00	\$ 7,500.00
Boreal Design	Epsilon C300	1	\$ 2,850.00	\$ 2,500.00	\$ 2,850.00	\$ 2,500.00
Boreal Design	Esperanto	10	\$ 1,750.00	\$ 1,950.00	\$ 17,500.00	\$ 19,500.00
Boreal Design	Beluga	5	\$ 3,350.00	\$ 3,000.00	\$ 16,750.00	\$ 15,000.00
					\$ 93,710.00	\$ 93,761.00



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The Fleet – Estimated cost and potential resale value.

Floating Assets Order (100)

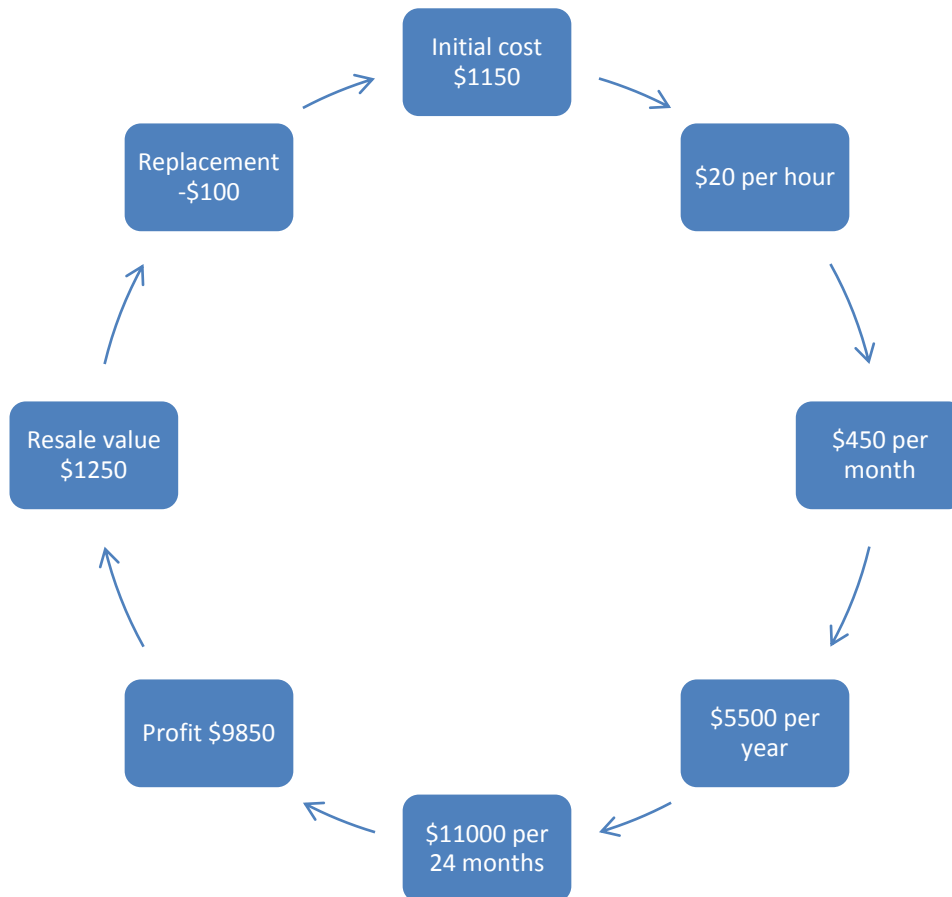
Brand	Kayak	Units	est cost	est resale (2 summers)	est cost	est resale (2 summers)
Boreal Design	Ookpik	8	\$ 1,080.00	\$ 999.00	\$ 8,640.00	\$ 7,992.00
Boreal Design	Sedna	9	\$ 1,150.00	\$ 1,200.00	\$ 10,350.00	\$ 10,800.00
Boreal Design	Muktuk	9	\$ 1,250.00	\$ 1,295.00	\$ 11,250.00	\$ 11,655.00
Boreal Design	Epsilon 100	6	\$ 1,360.00	\$ 1,295.00	\$ 8,160.00	\$ 7,770.00
Boreal Design	Epsilon 200	8	\$ 1,380.00	\$ 1,500.00	\$ 11,040.00	\$ 12,000.00
Boreal Design	Epsilon 300	6	\$ 1,400.00	\$ 1,500.00	\$ 8,400.00	\$ 9,000.00
Boreal Design	Narwhal	10	\$ 2,500.00	\$ 2,500.00	\$ 25,000.00	\$ 25,000.00
Boreal Design	Epsilon C100	2	\$ 2,750.00	\$ 2,500.00	\$ 5,500.00	\$ 5,000.00
Boreal Design	Epsilon C200	4	\$ 2,800.00	\$ 2,650.00	\$ 11,200.00	\$ 10,600.00
Boreal Design	Epsilon C300	4	\$ 2,850.00	\$ 2,500.00	\$ 11,400.00	\$ 10,000.00
Boreal Design	Alvik	4	\$ 2,600.00	\$ 2,500.00	\$ 10,400.00	\$ 10,000.00
Boreal Design	Esperanto	20	\$ 1,750.00	\$ 1,950.00	\$ 35,000.00	\$ 39,000.00
Boreal Design	Beluga	10	\$ 3,350.00	\$ 3,000.00	\$ 33,500.00	\$ 30,000.00
					\$ 189,840.00	\$ 188,817.00



FLOATING ASSETS



Financial life cycle of a plastic kayak – 24 Months
Boreal Design Sedna.



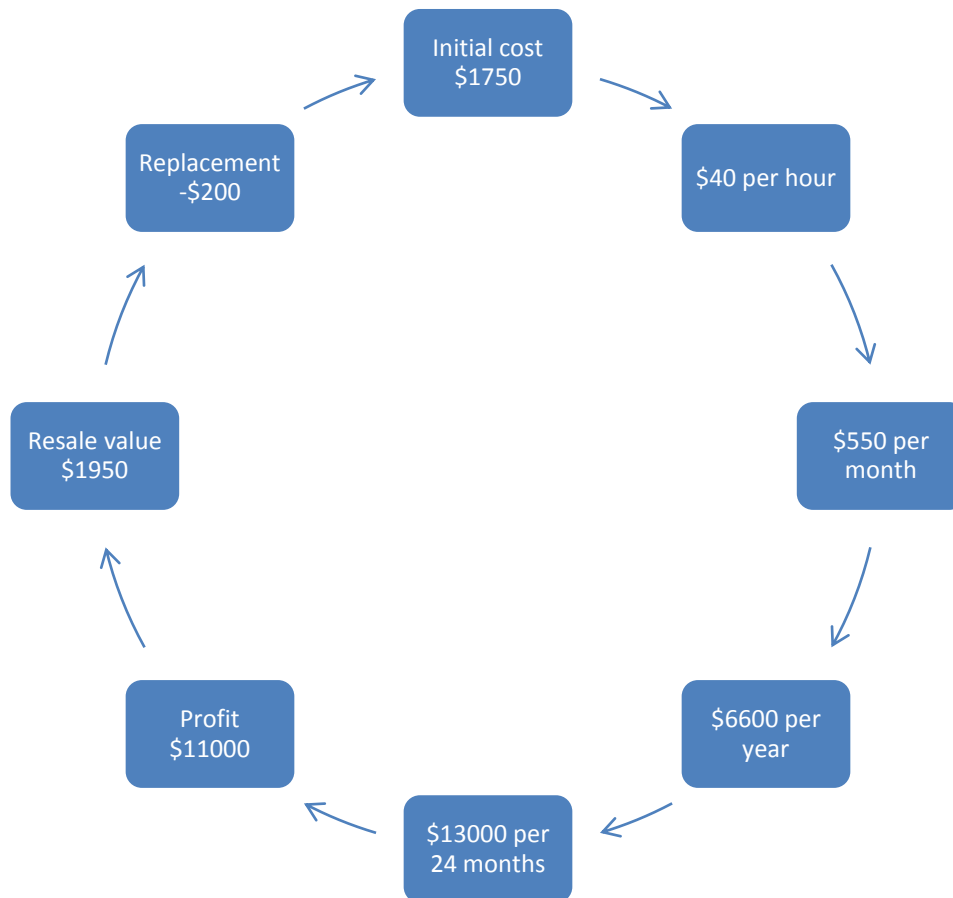
Wholesale prices exclude GST and are estimates; talk to Sol for the final prices.



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Financial life cycle of a plastic double kayak – 24 Months Boreal Design Esperanto



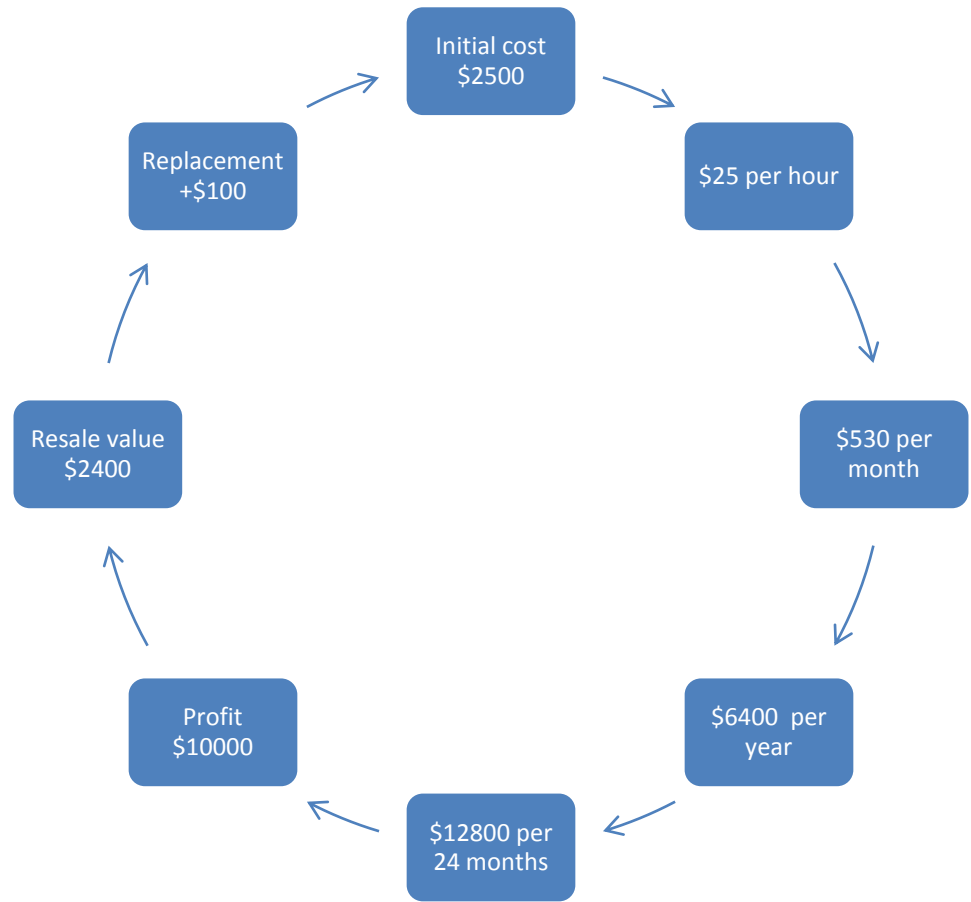
Wholesale prices exclude GST and are estimates; talk to Sol for the final prices.



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Financial life cycle of a FG single kayak – 24 Months Boreal Design Narwhal



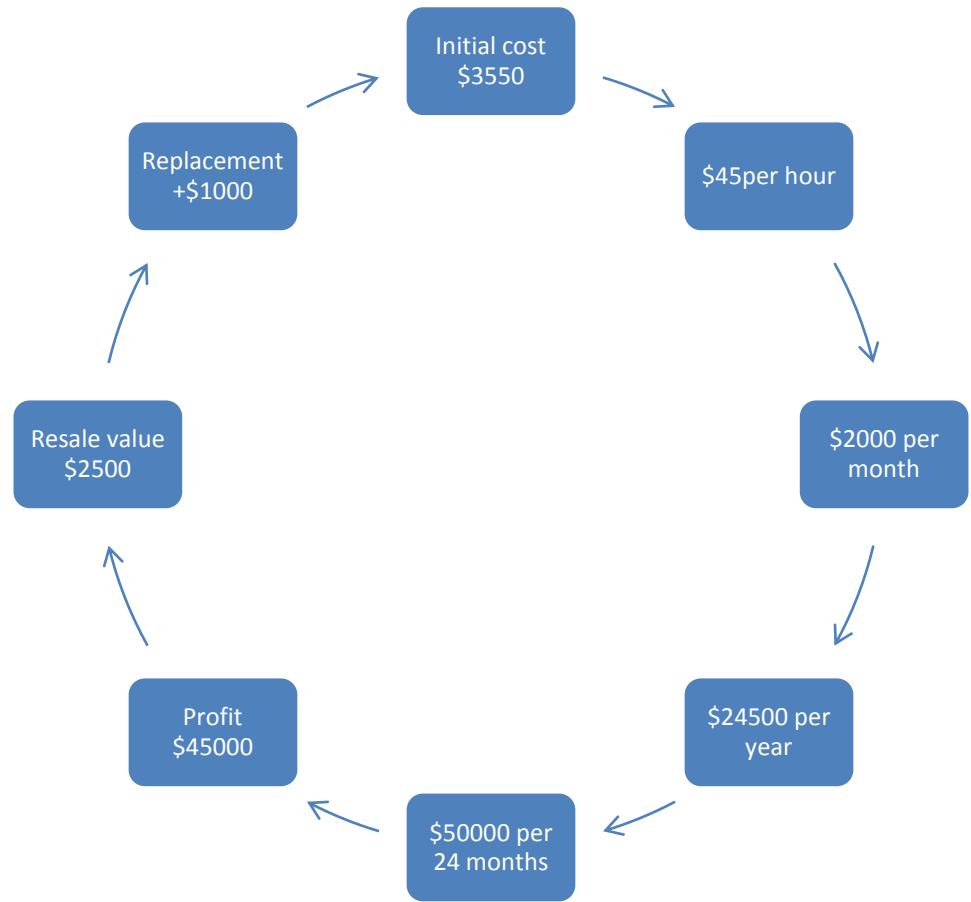
Wholesale prices exclude GST and are estimates; talk to Sol for the final prices.



FLOATING ASSETS



Financial life cycle of a FG double kayak – 24 Months Boreal Design Beluga



Wholesale prices exclude GST and are estimates; talk to Sol for the final prices.