



Fort Lauderdale, July 16th, 2020

Jonathan Daniels
Chief Executive & Port Director
Glenn Wiltshire
Deputy Director
Port Everglades Dept. of Broward County
1850 Eller Drive, Suite 604
Ft. Lauderdale, FL 33316

Gentleman, this December will mark nine years since Baleària Caribbean first arrived in Port Everglades. Our vision was and still is to make Port Everglades our ferry operations hub with the Caribbean.

Six ferries from our fleet have docked in PEV, and we have managed to adapt our business model to ensure that it fits into the surrounding areas. That being said, our company has every intention to continue our existing business relationship with Port Everglades / Broward County.

In 2019 we reopened the Bimini route, making Port Everglades the main Port of ferry connections with the Bahamas. We feel that the addition of the Bimini route to our existing and historic Freeport route further solidifies our stance in the tourist and local travel markets. Although we are content with our development, we continue to study different routes and our expansion options.

Therefore, we want to formalize the renewal of the current agreement with Port Everglades, in addition to requesting priority in the allocation of a terminal and definitive Ro-Ro berth for our company's operations, keeping the possibility of a second ship in service. Stability is paramount in our services, and Terminal 1 helped us achieve this for eight years, growing day after day.

I present the following reasons for this request:

- We have a contract with our partners at Resort World Bimini (Genting) as an exclusive ferry transportation service with Bimini, it's valid until 2026.
- Another agreement is on place with the Bahamas Ministry of Tourism, to provide services and increase tourist traffic with the island of Grand Bahama.
- A future project of having in service a second Fast Ferry from Port Everglades to the Bahamas.

Due to the reasons listed above, we request the renewal of the current contract and the priority in the allocation of the Ro-Ro terminal and berth to provide quality customer service and help us fulfill our future projects, maintaining Port Everglades as a hub for our services in the Caribbean.

Thank you in advance for your time and consideration, and I look forward to hearing from you soon.

Yours faithfully,

A handwritten signature in blue ink, appearing to read "Mario Otero", written over a circular stamp or seal.

Mario Otero
Managing Director
Baleària Caribbean LTD.