



PRE-SEED EXTENSION · €350K

# Adriatic nautical transport is a **€4.2B market** — and it's still booked over the phone.

BQB (Best Quote Boat) is a marketplace for sea transport on the Adriatic. Clients **Instant Book** any pre-listed offer from verified providers nearby, or **optionally** trigger a 5-minute bid within an adjustable radius. All through a mobile app — no marina haggling, no cash, no agents charging 25%+ commission.

**€4.2B**  
ADRIATIC TAM

**1,200+**  
VESSELS IN NETWORK

**5min**  
AUCTION DURATION

**~2mo**  
TO MVP LAUNCH

★ UNFAIR ADVANTAGE

Direct access through an already existing network built during 20+ years of nautical-related experience across **Montenegro & Croatia**. Supply side derisked from day one — we don't have to build the provider network from scratch.

CLIENT / USER PERSPECTIVE

TOURIST

▲ TODAY'S PROBLEM

- × Haggle at the marina, pay cash — fraud risk
- × Opaque pricing · 25–30% agent commission baked in
- × Language barriers · no recourse on cancellations

★ BQB SOLUTION

- ✓ Instant Book — one tap from Top Picks (optional 5-min bid)
- ✓ Escrow payment + GPS tracking + verified providers
- ✓ Mutual review · 24/7 support · refund protection

PROVIDER / PARTNER PERSPECTIVE

SKIPPER

▲ TODAY'S PROBLEM

- × Vessel idle most of the season
- × Agents take 25–30% with no transparency
- × No predictable demand · scheduling chaos

★ BQB SOLUTION

- ✓ Push notifications within 10 km — fill idle slots
- ✓ Tiered 10–20% commission · lower for top tier
- ✓ Real-time RFQ feed · payouts & reviews dashboard



TEAM · CO-FOUNDERS & KEY ROLES



**Marko Škuletić**  
CO-FOUNDER · CEO

20+ years of nautical experience across Montenegro & Croatia. Direct relationships with 1,200+ vessel owners.



**Dalibor Peković**  
CO-FOUNDER · CTO

Tech architecture and product velocity. Owns the bidding engine, mobile apps and payments.



**Jovana Škuletić**  
CDO · DESIGN

Brand identity, UI/UX, and design system across mobile, dashboard and web.



**Lucija Škifić Peković**  
MRA · GROWTH

Marketing, market research and go-to-market strategy for Montenegro and Croatian expansion.

FUNDING ASK

**€350k**

**Pre-Seed Extension**

18-month runway to first seed round

**40%**

DEV TEAM & MVP LAUNCH

**25%**

MONTENEGRO GTM & MARKETING

**20%**

OPERATIONS & CUSTOMER SUCCESS

**15%**

LEGAL, COMPLIANCE, RESERVE

3-YEAR PROJECTIONS · GMV → NET REVENUE

**Y1 · MNE PILOT**

**€647k**

GMV → **€97k** net rev  
80 providers · 3,500 rides

**Y2 · HR LAUNCH**

**€2.34M**

GMV → **€375k** net rev  
250 providers · 12,000 rides

**Y3 · MED SCALE**

**€7.35M**

GMV → **€1.18M** net rev  
600 providers · 35,000 rides

★ 5-YEAR VISION

**Mediterranean leader** for nautical transport. Strategic exit candidates: **Booking Holdings, Click&Boat** (Bain/Idinvest), **Boatsetter, Ferretti Group**. Recent comp: Click&Boat raised €15M Series B in 2022.