



BEST QUOTE BOAT

An integrated marketplace **for nautical transport.**

SEA ACCESS SIMPLIFIED

MARKET

€4.2B TAM

Adriatic nautical tourism

NETWORK

1,200+ vessels

Pre-existing network from 20+ years in nautical-related fields across Montenegro & Croatia

PROBLEM

A €4.2B market with no real digital layer.

The Adriatic has 6,400 km of coastline and millions of tourists who travel by sea every summer. Nautical tourism grows **+18% YoY** post-pandemic — yet today's booking experience is **walk-in, social DMs, websites and hospitality desks**, with no platform offering choice, wide selection, or price comparison.

B2C Tourists / clients

Demand side

- ✗ **Prices vary per tourist** — negotiate at the marina in a foreign language.
- ✗ **Fragmented digital channels** — IG DMs, walk-in, hotel desks · no comparison.
- ✗ **Cash to strangers** — high fraud risk, no recourse.
- ✗ **Last-minute cancellations** with no compensation.
- ✗ **No guarantee** on vessel quality or skipper license.

B2B Boat owners / providers


Supply side

- ✗ **Low utilization** — vessels idle 60–70% of the season.
- ✗ **Agents take 25–30% commission** with no transparency.
- ✗ **Manual booking management** (phones, paper, spreadsheets).
- ✗ **Cash collection** = unpaid risk + late payments.
- ✗ **Strong seasonality** — near-zero income outside Jun–Sep.

SOLUTION

Send a request. **Instant Book or Bid.** **You pick.**


BQB is a two-sided marketplace. Clients can **Instant Book** any pre-listed offer from verified providers nearby, or trigger a **5-minute bid** within an adjustable radius. The best offer wins — by price, vessel size, class, condition or ETA.



BID · OPTIONAL


Instant Book + 5-min bid

One-tap **Instant Book** from pre-listed offers, or optionally trigger a real-time auction with adjustable radius (wider for charter & long tours).




Multi-criteria sorting

Sort offers by price, vessel size, luxury class, or ETA — apples-to-apples comparison.




Escrow + monthly payout

Funds held safely until ride completes. Providers paid monthly to IBAN — predictable cash flow.




Transfer

Point-to-point sea transport, A → B. From €45.



Tour

Multi-stop excursions, 3–8 hours. From €120.



Charter

Full vessel rental, 1+ day with or without skipper. From €850.

WHY NOW

The window is open. Three forces converge in 2026.

Tourism is rebounding to record levels, mobile-first is the default booking channel, and regulatory frameworks are aligning across the Adriatic. We're entering at the right inflection point.

01 · DEMAND



Post-pandemic boom

Adriatic nautical tourism is rebounding faster than any pre-COVID year. Tourists actively seek experiences, not just hotels — boat trips are the highest-margin discretionary spend.

+18%

YOY GROWTH · UNWTO 2024

02 · BEHAVIOR



Smartphone-first traveler

European tourists already book flights, hotels and activities on mobile. The Adriatic has the audience — but no app exists for nautical transport. We fill that vacuum.

75%

MOBILE BOOKINGS · STATISTA

03 · TAILWIND



Regulatory alignment

Montenegro's EU integration is harmonizing maritime and PSD2 payment rules. Croatia entered the Eurozone in 2023 — single currency unlocks frictionless cross-border expansion.

EUR

UNIFIED CURRENCY · MNE + HR

MARKET SIZE

A big market with a capturable slice.

We approach the Adriatic as three concentric circles — total industry, our addressable region, and what we'll realistically capture by Year 3.

TAM TOTAL ADDRESSABLE

€4.2_B

ADRIATIC NAUTICAL TOURISM

Total annual spend on nautical tourism and sea transport across Montenegro, Croatia, Italy, and Greece.

SAM SERVICEABLE

€890_M

TRANSFERS · TOURS · CHARTER (MNE + HR)

Our primary markets — 65% of transactions still go through cash or agents. Ready for digitalization.

SOM 3-YEAR TARGET

€85_M

BQB GMV TARGET BY Y3

~10% capture of SAM in Year 3 — conservative based on marketplace benchmarks.

AT 15% BLENDED TAKE RATE

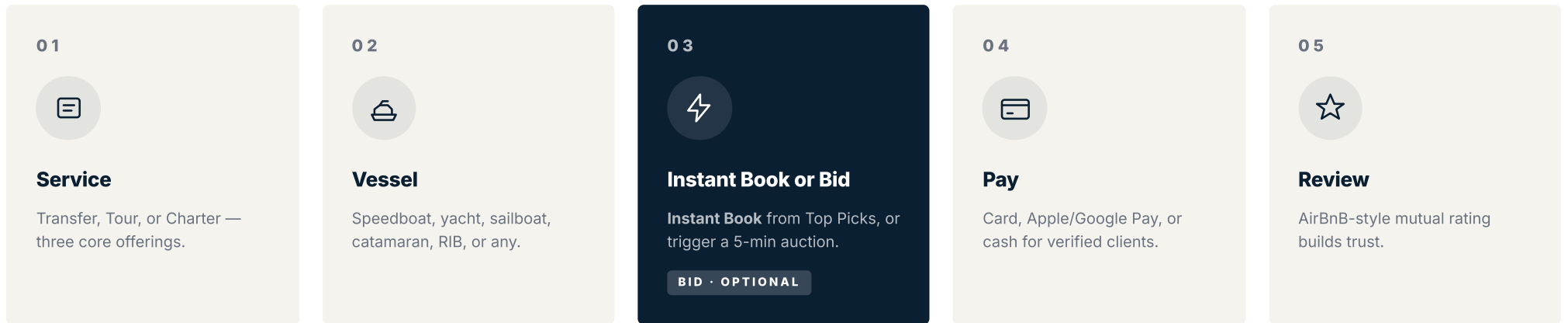
€12.7M annual revenue

Sources: ICOMIA Recreational Boating Industry Statistics · MONSTAT (Montenegro) · DZS (Croatia) · UNWTO Tourism Trends. **Methodology:** SAM = avg spend per tourist × % using vessels × # tourists in MNE + HR.

PRODUCT

Five steps from request to ride.

A clean, mobile-first experience for both sides of the marketplace. **Instant Book** is the default — clients can also **optionally** trigger a 5-minute bid for a better price.



BUSINESS MODEL

Tiered commission. Monthly payout. Fintech-ready.

Two revenue legs from day one — **transaction fees** and **float interest** on escrow. Future fintech adds advances and loans for top providers.

COMMISSION TIERS · 10-20%

BRONZE	New provider · <20 rides · ≥4.3★	20%
SILVER	20-100 rides · ≥4.6★ · <5% cancellations	15%
GOLD	100+ rides · ≥4.8★ · <2% cancellations	12%
PLATINUM	300+ rides · ≥4.9★ · <1% cancellations	10%

Why tiered? Aligns provider incentives with quality. Top 20% of providers earn lower commission, increasing retention and reducing churn. **BQB** blended take rate ~16% at scale.

CASH FLOW MODEL · ESCROW

- 1 Client pays via app** on booking — card, Apple/Google Pay, or cash (verified clients only).
- 2 Funds held in escrow** on **BQB** account during the ride — secured for both sides.
- 3 Captured** automatically after the ride completes and review window closes.
- 4 Monthly payout** to provider's IBAN with full breakdown — gross, commission, net.
- 5 Float earns interest** for **BQB** between collection and payout — second revenue leg.

FUTURE FINTECH · Y3+

Advances & loans for top providers

Gold & Platinum providers unlock pre-season advances and seasonal working-capital loans. Adds 3rd high-margin revenue leg.

TRACTION

Supply side derisked from day one.

Most marketplaces struggle for years to build supply. **BQB** starts with **1,200+ vessels already accessible** through a pre-existing network — built over **20+ years** in nautical-related fields across Montenegro & Croatia.

★ UNFAIR ADVANTAGE

1,200+

VESSELS IN PRE-EXISTING NETWORK

Through **20+ years** of founder experience across **marina management and maritime transportation** in Montenegro & Croatia, **BQB** has direct relationships with vessel owners on day one. Supply doesn't need to be built from scratch.

2

COUNTRIES COVERED

20+ yr

NAUTICAL EXPERIENCE

€0

COLD SUPPLY ACQUISITION COST

WHERE WE ARE TODAY

- ✓ **MVP ~2 months from launch**
App, bidding engine, dashboards built
- ✓ **Beta cohort identified**
10-15 vessels in Montenegro via our network
- ✓ **Pilot site secured · Porto Montenegro, Tivat**
Premium yacht hub, ideal launch market
- ✓ **Brand & product design complete**
App UI, provider dashboard, web platform
- ✓ **Full-time founding team · 4 people**
CEO + CTO + CDO + MRA aligned
- ⦿ **Payment integration · Stripe / Adyen**
In progress · escrow infrastructure
- ⦿ **Maritime & insurance partnerships**
In negotiation · skipper licensing flow

COMPETITION

No one combines Instant Book + bidding + escrow.

Existing platforms are charter-only or geographically distant. Local agents are expensive and offline. **BQB owns the unaddressed combination** on the Adriatic.

FEATURE	BQB	CLICK&BOAT	BOATSETTER	LOCAL AGENTS	WHATSAPP
Real-time bidding (5 min)	●	○	○	○	○
Transfers (A → B)	●	○	●	●	●
Tours + Charter	●	●	●	●	●
Escrow payment + monthly payout	●	●	●	○	○
Commission	10–20%	15–22%	17–25%	25–30%+	0% (cash)
Adriatic focus & supply	●	●	○	●	●

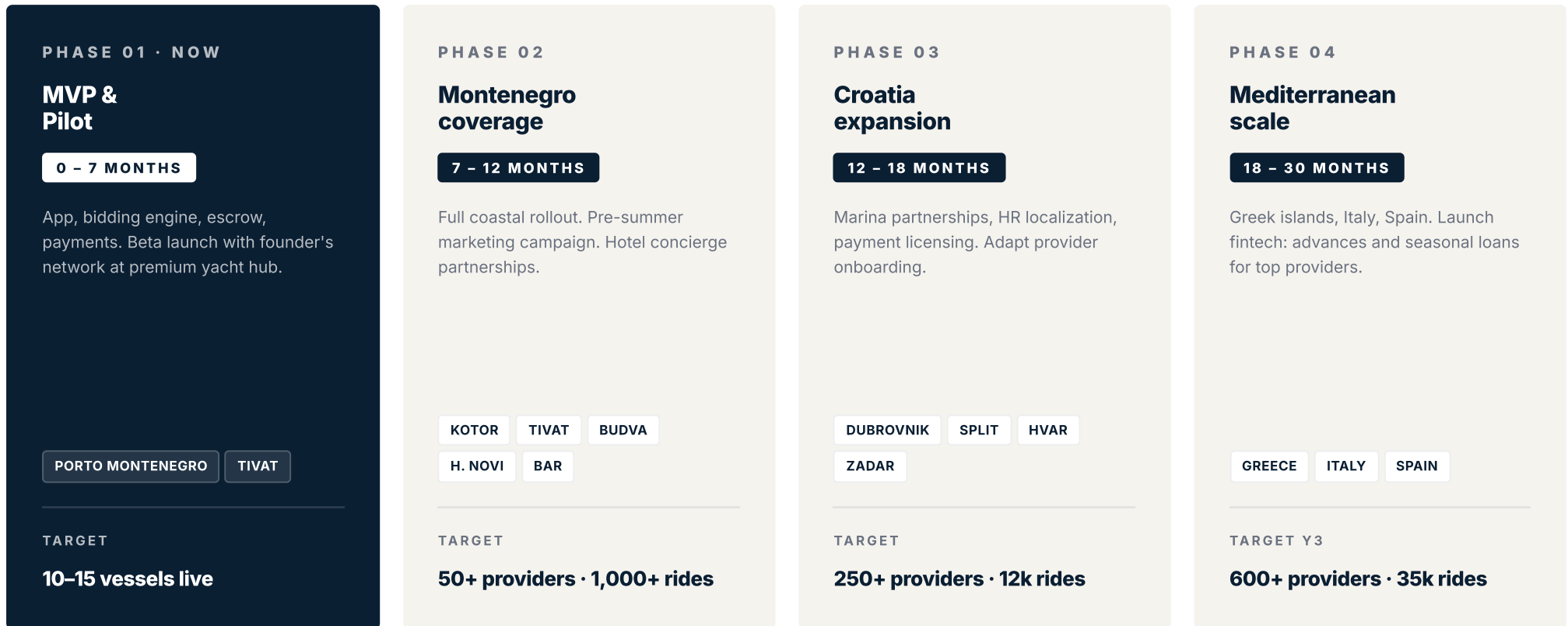
★ KEY TAKEAWAY
Click&Boat is charter-only · Boatsetter is US-focused · local agents are expensive and offline. BQB is the only platform combining Instant Book + real-time bidding, full service mix and escrow on the Adriatic.

- Full support
- Partial
- Missing

GO-TO-MARKET & ROADMAP

From Montenegro to the Mediterranean in 30 months.

Sequential expansion: prove the model in one premium location, scale across Montenegro, replicate to Croatia, then unlock the wider Mediterranean and fintech.



TEAM

Operator + Tech + Design + Growth.

Two co-founders backed by design and growth leads — **multidisciplinary, entrepreneurial, already shipping**. Full-time, no outside commitments.



Marko Škuletić
CO-FOUNDER · CEO

20 years across marina management & maritime transportation. Ran Montenegro's first true private marina (Budva, 2006). Multidisciplinary operator with an **entrepreneurial approach**. Owns supply, ops and partnerships.

- MARINA MGMT
- MARITIME OPS
- B2B SALES
- ENTREPRENEUR



Dalibor Peković
CO-FOUNDER · CTO

Tech architecture and product velocity. Multidisciplinary builder with an **entrepreneurial approach** — already shipped an AI SaaS to revenue. Owns the **real-time bidding engine**, mobile apps and payments.

- PRODUCT
- MOBILE · BACKEND
- REAL-TIME
- ENTREPRENEUR



Jovana Škuletić
CDO · DESIGN LEAD

Architect who nurtures passion in design. Owns brand identity, UI/UX and the design system across mobile, dashboard and web — simple yet sophisticated, building **BQB's** reputation.

- ARCHITECTURE
- BRAND
- UI/UX
- DESIGN SYSTEM



Lucija Škifić Peković
MRA · GROWTH LEAD

Marketing, market research and **go-to-market strategy**. Multidisciplinary growth lead — drives first paying clients in Montenegro and the Croatian expansion playbook.

- MULTIDISCIPLINARY
- RESEARCH
- GTM
- CONTENT

FINANCIALS & ASK

€350k Pre-Seed Extension. 18-month runway to seed.

Funding to launch the MVP, prove unit economics in Montenegro, and reach **first 1,000 rides** before raising seed at the start of 2028. Avg transaction reflects a blended mix of **transfers (~€125)**, **tours (~€400)** and **charters (~€3,000)**.

3-YEAR PROJECTIONS

	Y1 MNE PILOT	Y2 HR LAUNCH	Y3 MED SCALE
Active providers	80	250	600
Completed rides	3,500	12,000	35,000
Avg transaction	€300	€420	€520
GMV	€1.05M	€5.04M	€18.2M
Take rate	15%	16%	16.5%
Net revenue	€158k	€806k	€3.0M

FUNDING ASK

€350k

Pre-Seed Extension · 18-month runway · path to seed Q1 2028

USE OF FUNDS



★ 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.



THANK YOU FOR YOUR TIME

Let's build the future of sea travel.

We'd love to walk you through the product live. **Demo and full data room available on request.** Looking forward to building bqb together.

EMAIL

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Investor inquiries welcome

WEB

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Pre-launch · MVP Q3 2026

ENTITY

BQB LLC

In formation · Montenegro