



SAILAWAY CHARTERS

The AI-Powered Booking.com for Water Travel

Disrupting the old fashioned \$15B water travel industry through AI

Problem

01

**No All-In-One Water
Travel Platform
Available**

No existing platform offers all types of water-based travel in one place — with seamless user experience, rapid response times, and an operator-friendly interface

02

**High Operator Fees
& Poor Tech**

Platforms like Click & Boat charge operators up to 21% commission, yet still rely on outdated tools and very manual workflows for the operators.

Companies like GlobeSailor maintain huge offices and teams of 70+ staff, driving up overhead and reducing flexibility — costs that get passed onto both operators and guests.

03

**Slow & Manual
Processes**

Agencies typically request availability and charter details via email, resulting in a slow and manual process — with clients often waiting 24 hours or more for a response

04

**Labor-Intensive,
Slow Operations**

Most competitors rely on large support teams and manual processes, making them expensive and inefficient.

Solution

01

All-in-One Water Travel Platform

AI-powered, instant yacht and cruise booking with 24/7 support across any channel (WhatsApp, Email, Website, all social media channel and even voice, etc.)

02

Operator & Client Friendly

Operator-friendly platform with just 10–15% commission, plus full automation of listings, automated client communication, and availability of all yachts, while clients will get best price guarantee.

03

Automating Process

One seamless platform for everything that floats, with a phase-by-phase rollout and scalable tech backbone.

04

Lean, Highly-Automated Operations

Lean AI system replaces most human roles — 1 person in the backend can run operations for 10,000s of listings.



Why Us?

Why We Will Win

- CEO with 10+ years of industry experience
- AI-native platform from the start build on Next.js
- Proven profitable model that works very successfully locally — ready to scale globally
 - over 15,000 happy guests
 - over 650 5-Star reviews across Tripadvisor and Google
 - “you're probably like hey is this a fake review or something. It's not. These guys are truly so so so sweet. -> [Google Review](#)

Market Opportunity

The global yacht charter industry is growing with a CAGR of about 6%.

Key drivers include rising disposable incomes among high-net-worth individuals, increasing demand for luxury marine tourism with personalized experiences, and technological advancements like digital booking platforms and eco-friendly yachts, such as electric catamarans. Growth is particularly strong in Europe, North America, and the emerging Asia-Pacific region.

Source:

www.alliedmarketresearch.com/yacht-charter-market

est. \$20 BN

2032

\$14 BN

2025

\$10 BN

2020

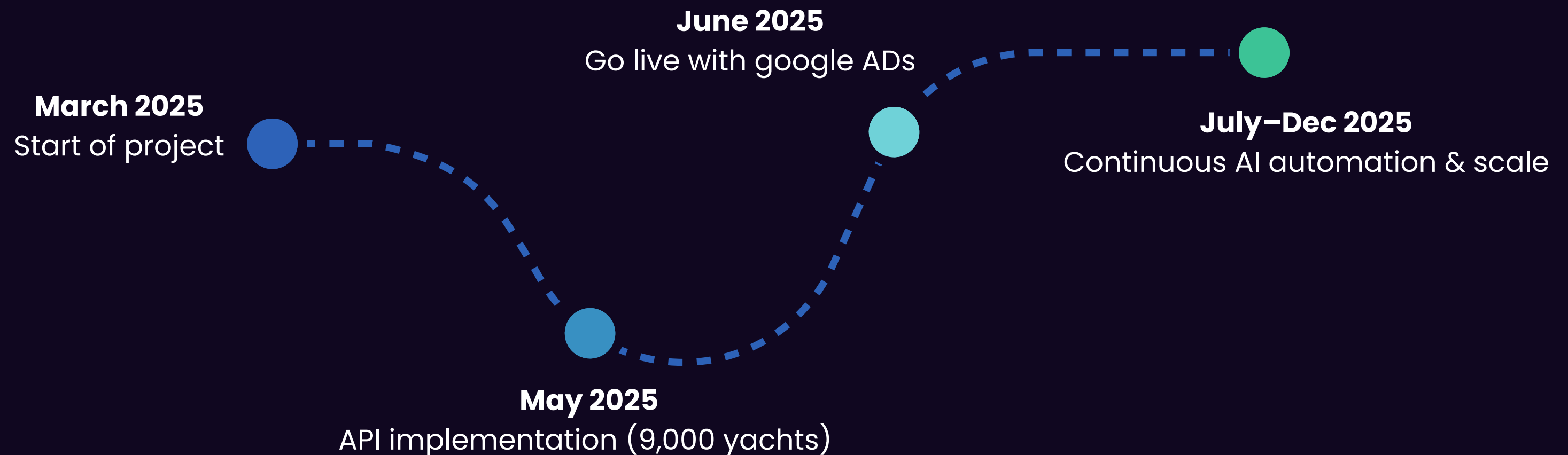


Market Validation

1. **Demand is rising**, but current platforms (Click & Boat, Boatsetter, GetMyBoat, etc.) **charge high commissions and burden operators with a high amount of manual work**.
They've lost trust — creating space for a smarter, AI-powered alternative.

2. Current **market leaders weren't built with AI in mind** — their **models rely on manual systems** and can't adapt fast enough.

Traction/ Product Demo



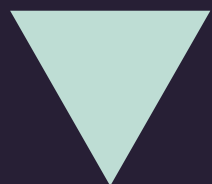
AVAILABLE PRODUCT DEMO

Please note that our priority is to advance the project itself rather than investing time in creating a polished demo.

Market Size and Share

Worst Case Scenario

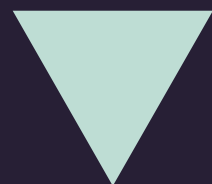
Capturing just 1% of the overnight charter niche (cabin, bareboat, crewed) — with one \$15,000 booking per day at 15% commission



over \$800,000 Revenue a year

Average Outcome

Establishing a leading global position across key niches and capturing a 5% market share.



\$4–8 Mio Revenue a year

Best Case Scenario

Becoming the market leader across multiple niches by capturing 14–18% of the global water travel market — including cruise ships, superyachts, and more.



\$2.5–3.6BN revenue a year



Business model

The Most Operator-Friendly Platform — With Zero Operator Effort.

Operator

10–15% Agency Commission, Higher Turnover Through Automation, And Easy Scalability With AI.

Commission

Lower Prices Enabled by Cost Savings Through Automation.

Client



Go-To-Market plan

Dual posting

Post across all
other yachting
platforms and
social media
channels

Low commission market entry

Take from new
operator sign ups
only 10% commission
for 1 year if signed up
manually

Discount on first charter

Give clients a 5%
discount to sign
up to the
platform on their
first charter

Underlying magic – where do we put ourselves

Client & Operator Friendliness



BURGESS



SamBoat



Click&Boat

Manual Work

Amount of Automated Workflows

Difficulties for Client & Operator

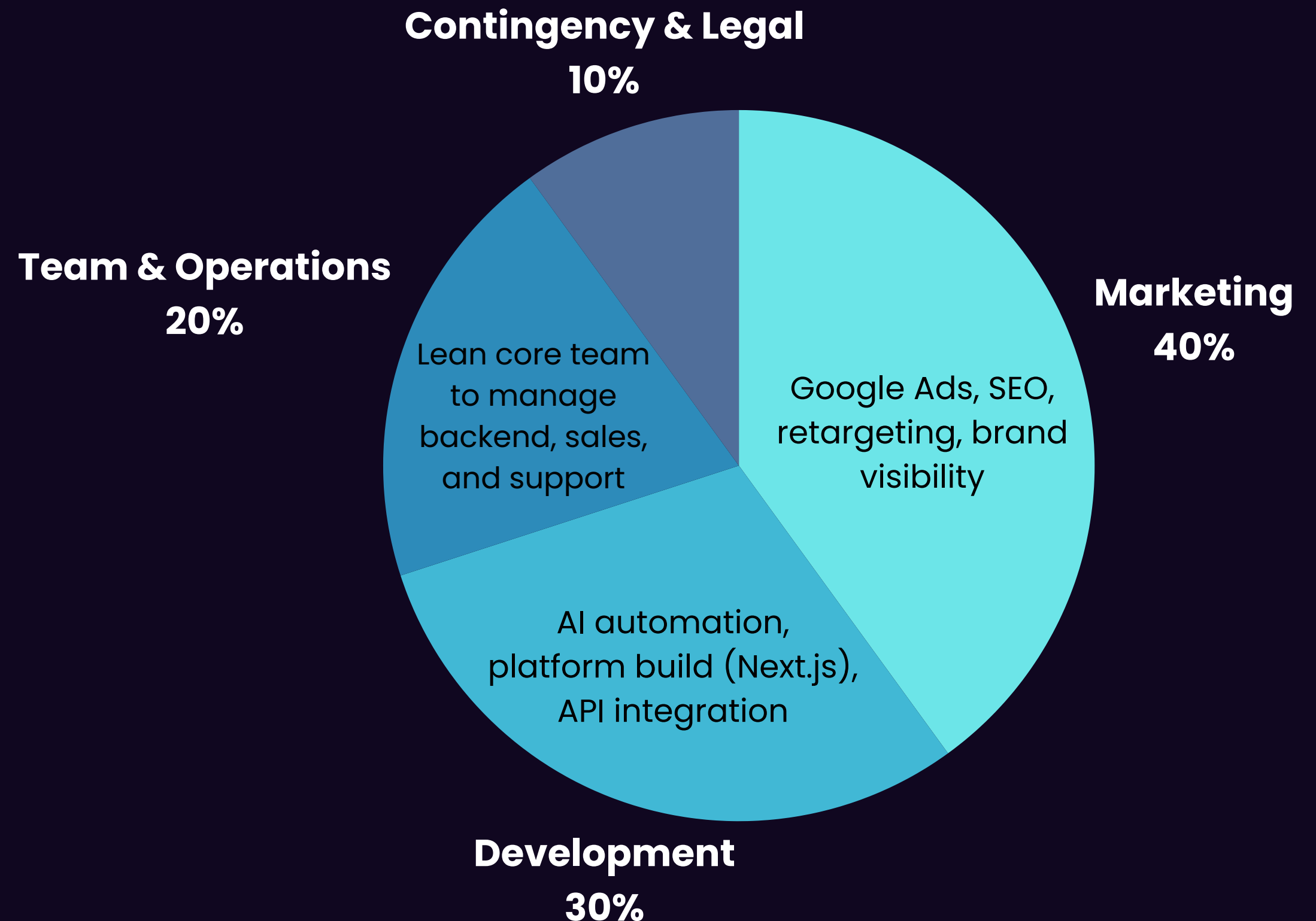
Use of Funds & Runway

We are raising \$500,000 USD to launch and scale the first fully AI-powered platform for water-based travel.

Our capital allocation is designed to maximize growth and operational efficiency while minimizing overhead.

Burn Rate & Runway

- Target Monthly Burn Rate: ~\$35,000
- Runway: ~14 months (until June 2026)
- Includes margin for iteration and performance-based scaling.



Meet The Core Team



Florian Tretter
Founder & CEO

- 36 year old, german national with a love for efficiency and AI
- Growth-Driven Entrepreneur, scaling Businesses & myself every day
- High achiever across many fields (national team cycling germany, special forces of german police, etc.)
- Owns a very successful yacht charter business with 5 yachts in Phuket, Thailand



Awais Aslam
CTO

- 31 years old, Pakistani national with a passion for AI, technology, and innovation
- Software Engineering graduate, focused on leading tech teams and developing effective solutions
- Demonstrated success across multiple fields (Won final year project competition during studies, led a study committee, etc.)
- For the past 5 years, working in the yacht industry, focusing on technical work and now leading an AI project to make the yacht industry AI-powered
- During spare time, enjoy learning new AI courses and love to travel.

THANK YOU

For

Your

Time

For Questions or More Information, Contact Our Founder Directly by Clicking Below.

[Contact Flo](#)