
BOATPILOT

WHITE PAPER





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Caution Concerning Forward Looking Statements

Our public communications, including this White Paper, may contain "forward-looking statements" – that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance, and often contain words such as "expect," "anticipate," "intend," "plan," "believe," "seek," "see," "will," "would," "estimate," or "forecast."

These forward-looking statements may include projections and estimates concerning the timing and success of strategies, plans or intentions. We have based these forward-looking statements on our current expectations and assumptions about future events. While we consider these expectations and assumptions to be reasonable, they are inherently subject to significant business, economic, competitive, regulatory and other risks, contingencies and uncertainties, most of which are difficult to predict and many of which are beyond our control and could cause actual results to differ materially from any future results, performance or achievements expressed or implied by these forward-looking statements.

Readers should not place undue reliance on our forward-looking statements. We undertake no obligation to update any forward-looking statements to conform to actual results or changes in our expectations, unless required by applicable law.



Abstract

BoatPilot is the first, free integrated marine navigation service with augmented reality capabilities for private and commercial yachting markets.

PRECISE NAVIGATION INFORMATION

BoatPilot allows yachtsmen to easily track marine routes and access the most relevant information on coastal objects; including charts, navigation signs, reference data, maritime laws and regulations in a specific region. The cloud-based infrastructure allows BoatPilot users to add and update the existing database and generate relevant content, which is checked and supported by other members in the yachting community. This structure leads to creating the most complete and precise navigation information database in the world. In addition to general information about coastal objects and services, BoatPilot also includes professional comments, photos, and sketches.

AUGMENTED REALITY FUNCTION

BoatPilot supports an augmented reality (AR) function, which allows the skipper to use AR glasses to see all necessary data incorporated into actual surroundings, and avoid distractions by the traditional dash. This feature is especially useful during poor visibility conditions, or at night.

FREE TO USERS

BoatPilot is completely free to all end users. Unlike most existing marine navigation systems on the market, our product is uniquely developed for private yachtsmen and small yachting businesses. It is not an updated, or reworked, version of military or large commercial navigation systems.



ADVERTISING

BoatPilot is more than just a marine navigation tool, although navigation is definitely its main feature. BoatPilot is a marketplace that provides businesses of any size – from large brands to small seaside restaurants – effective and convenient access to the international yachting market, which is estimated to reach \$74.7 billion by 2022¹. Best of all, BoatPilot advertising works even when the user has no internet access.

BoatPilot is essentially Google Maps and TripAdvisor in one program, with no other product like it in the world.

■ BoatPilot is not an abstract concept. It is an existing and functioning product. By late 2017, the service was released on Android.

WE PLAN TO:

- become the world's **leading marine navigation solution** for mobile devices (phones and tablets), and built-in navigation systems produced by equipment manufacturers;
- provide the yachting industry a convenient and fully functional platform to advertise products and services in a market estimated to be worth **over \$70 billion annually**.

¹ http://www.strategyr.com/MarketResearch/Yacht_Yachting_Industry_Market_Trends.asp



BoatPilot in the marine navigation market

SHORTCOMINGS OF CURRENT MARINE NAVIGATION SYSTEMS

Private yachting has grown steadily over the last 20-25 years. Yet there has been no concerted effort to develop a navigation product aimed specifically at private yachtsmen.

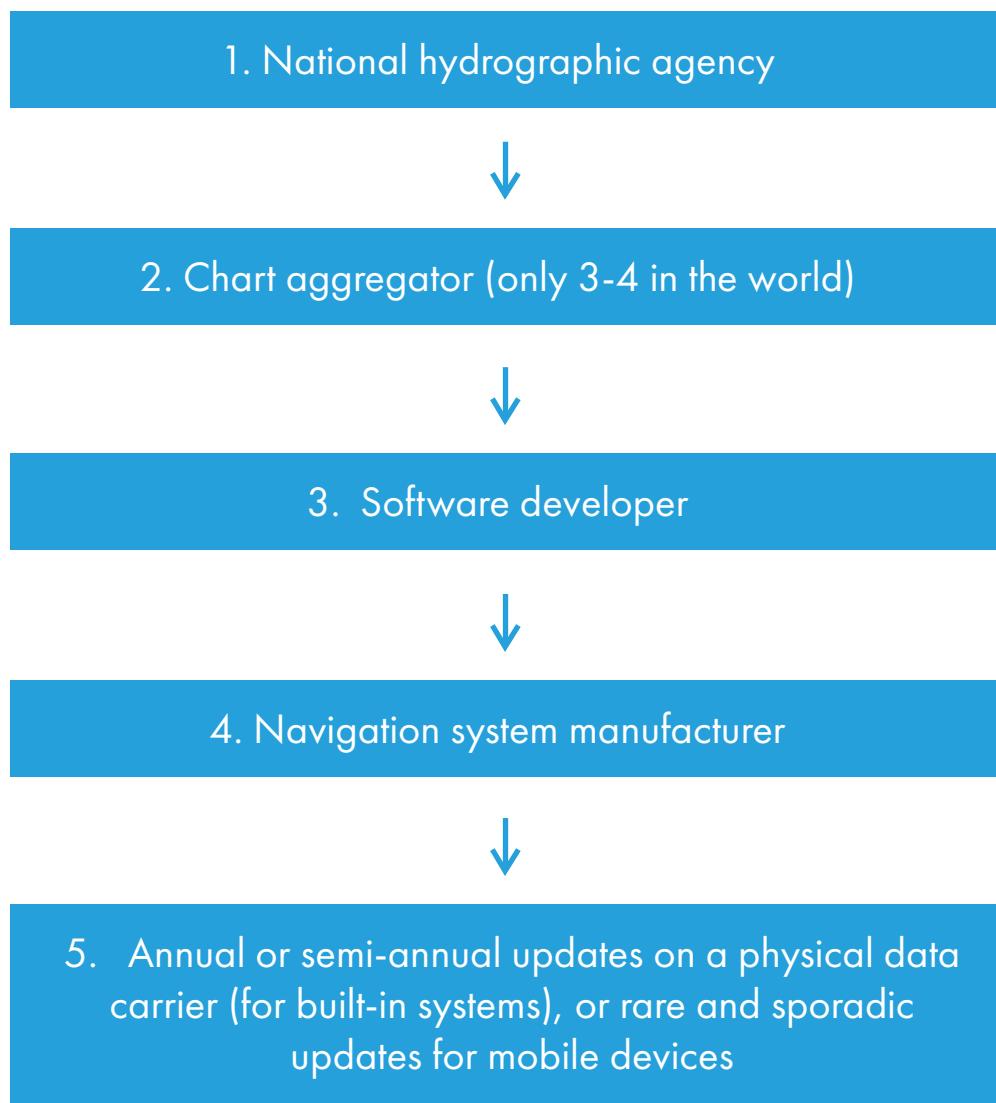
There are a handful of marine navigation systems that are popular among users — Navionics and MaxSea for example — but they lack a mobile device component. The original systems, created largely for use by military and commercial fleets, were quickly modified to fit the needs of the civilian yachting industry. Such “adapted” versions contain unnecessary information, lack a user-friendly interface, and often do not relay practical information on nearby marinas, fueling stations, services, and restaurants.

The systems available today have two fundamental shortcomings.

First, current marine navigation systems do not fully address the unique needs of the largest fleet in the world — private yachtsmen, and small yachting charter companies.



Second, and closely related to the first, the current systems do not feature regular updates of seaports and other known large objects. As a result, outdated information is slow to reach users. Below is an outline of typical marine chart updates:



This process results in untimely delivery, or complete loss, of crucial information. It sometimes takes years for objects to be added, changed or moved. For example, in the Mediterranean region alone there are dozens of known marinas and lighthouses that are not included in any of the navigation systems currently available.



The biggest issue is there are countless built-in onboard systems that are not compatible with each other. Many require users to install branded navigation software that are simply a modification of a similar program. Manufacturers also introduce small changes to their products, making them incompatible with competitor systems. This divides the yachting community into various system users, and inhibits communication and exchange of important navigation information. As a result, skippers find themselves tied to a specific onboard navigation brand, despite the fact that most of the available software actually operates on the universal navigation standard for all marine electronics communication – NMEA.

Summarizing the above-mentioned, skippers and yachtsmen encounter issues due to a lack of currently available systems designed specifically for the needs of the largest fleet in the world – the private and charter yachting sectors. Existing navigation solutions migrated from professional platforms of the military and commercial fleets, and do not support many functions important for the private and charter users, nor do they offer options to deliver relevant updates quickly. Additionally, each user is tied to a specific navigation brand and limited by that brand's functionality, with no efficient way to exchange information with other users. In turn, hardware manufacturers do not have an opportunity to choose between different software options because the market is controlled by two or three companies, with no universal solutions currently available. To this day, the most precise sources of information are considered to be paper maps catalogues, which are manually updated every season. We believe this situation is biased, and intend to change it in the near future.



BOATPILOT SOLUTION

BoatPilot was developed specifically for the private yachting sector. Unlike other marine navigation solutions, which receive chart information from an existing database, BoatPilot allows users to send updated information to the server.

Each BoatPilot user can update existing charts and create new ones. The more users participate and sail, the more exact BoatPilot's database becomes. In fact, BoatPilot testing revealed that our program provides more precise information than other marine navigation systems that have been on the market for years. For example, BoatPilot's program includes recently updated information on more than 100 geo-locations in the Mediterranean, that are not included with competitor systems.

Detailed information about the technical aspects of BoatPilot can be found [here](#).



How does BoatPilot work?

BoatPilot consists of three components — hardware and software:

1. BoatPilot navigation
2. Pocket Skipper service app
3. BoatGod hardware module developed to collect data from onboard systems

BoatPilot combines navigation functions, while Pocket Skipper supports all additional services, such as brokerage (listing vessels for sale or rent, based on specific parameters), marina rental, sailing companion search and tour proposals, and other capabilities discussed in greater detail later in this report.

While BoatPilot and Pocket Skipper are the software components, BoatGod is the hardware side of the project. This module connects directly to the onboard system of any vessel, collects marine data, and transfers it via Wi-Fi. BoatGod enables precise collection of data, which is then used to update marine navigation charts.

BoatPilot is based on unique software components described in detail below. Each component will function as part of our system, and can be used as a ready-made solution by other marine navigation manufacturers and marine chart aggregators.

- Vector geo-navigation information optimization module can be used on mobile devices with limited computing capabilities and storage space. The module can be used within a cluster.
- High-load cloud server platform for collaborative work on gridding, with arbitrary data structure and geo-data ranking and indexing functions.
- Cloud server platform for real-time collection and visualization of main marine indicators (coordinates, speeds, and routes) of vessels equipped with geo-location GPS and GLONASS devices, as well as a server for storing and cloud-synchronizing this data.



- Innovative wireless hardware module BoatGod for iOS and Android platforms designed to work with the vessel's onboard systems based on the NMEA standard, which allows receiving information from all of the vessel's devices and, if necessary, controlling them. BoatGod is also capable of aggregating geo-information from various systems, like the vessel's sonar, to compile updated charts.
- Augmented reality navigation system, which allows the skipper to avoid distractions of the dash, as well as receive tips on waterways, trajectory, danger signs, radio-channels, etc. This is especially important while navigating at night or in bad weather conditions.

Currently, there are no direct analogues or competing integrated solutions on the market. Innovations that will be used in our project will affect not only the end-users of marine navigation systems, but also navigation equipment manufacturers. See more details in the [Yellow Paper](#).



Release and distribution of NAVY tokens

In July of 2017 the fully functional of BoatPilot was [released](#) on Google Play to assess demand for this product among yachtsmen and skippers. Our goal was to gain insight and determine BoatPilot's potential to occupy a large portion of the marine navigation marketplace.

Over 50,000 users have downloaded Android version of BoatPilot since its release, with no substantial marketing efforts.

BoatPilot maintains a stable user base that includes thousands of yachtsmen around the Mediterranean. During the **record-breaking 2017 season**, BoatPilot navigated over 4,700 yachts. Considering that an average yacht costs approximately \$250,000, we can assume that we've been trusted with over \$1.2 billion in property by our current users.

Our research insights, and Android application test results, clearly establish market demand for BoatPilot. In addition to constructive comments, our team secured BoatPilot's first contracts with charter and service agencies.

To raise funds for BoatPilot's future development, we are launching a Token Generation Event (TGE), to offer NAVY tokens to the general public. The financial model, which you can review [here](#), assumes two possible courses of development and functionalities of BoatPilot. Both are based on the amount of funds raised through the TGE:

Soft Cap – \$3,920,000
Hard Cap – \$9,850,000



PROJECT'S FUNCTIONALITY AND COMPOSITION BASED ON THE VOLUME OF FUNDS RAISED

Composition/functionality	Soft Cap \$3,920,000	Hard Cap \$9,850,000
Marine navigation for iOS and Android by region:		
Europe	✓	✓
North and South America	✗	✓
Asia Pacific	✗	✓
Pocket Skipper app for booking marinas, yachts, etc. by region:		
Europe	✓	✓
North and South America	✗	✓
Asia Pacific	✗	✓
AR support	✗	✓
BoatGod module for corporate clients (data collection from onboard systems)	✓	✓
BoatGod for private clients (navigation systems control via a mobile device)	✗	✓



The TGE will be launched in two stages — closed pre-sale and open main sale. During the pre-sale stage, BoatPilot will engage with private investors (friends & family), funds and large market players. The minimum amount of NAVY tokens purchased during the pre-sale stage is \$25,000 (equivalent in ETH, BTC, BCH, LTC). There are provisions for bonuses reaching up to 50% or 100% of tokens purchased, and will be discussed on an individual basis.

The second stage of the TGE will be open to the public (with restrictions in certain jurisdictions²) – anyone from cryptocurrency enthusiasts, to yachting professionals is welcome to participate.

The pre-sale will begin on **January 9, 2018** and last until **March 31, 2018**. The main sale will begin on **April 1, 2018** and last until **April 30, 2018**. You can read all the details about the pre-sale and the main sale in our [Token Sale Policy](#).

During NAVY token emission, we will use fairly standard distribution conditions which are currently engaged in many TGEs.

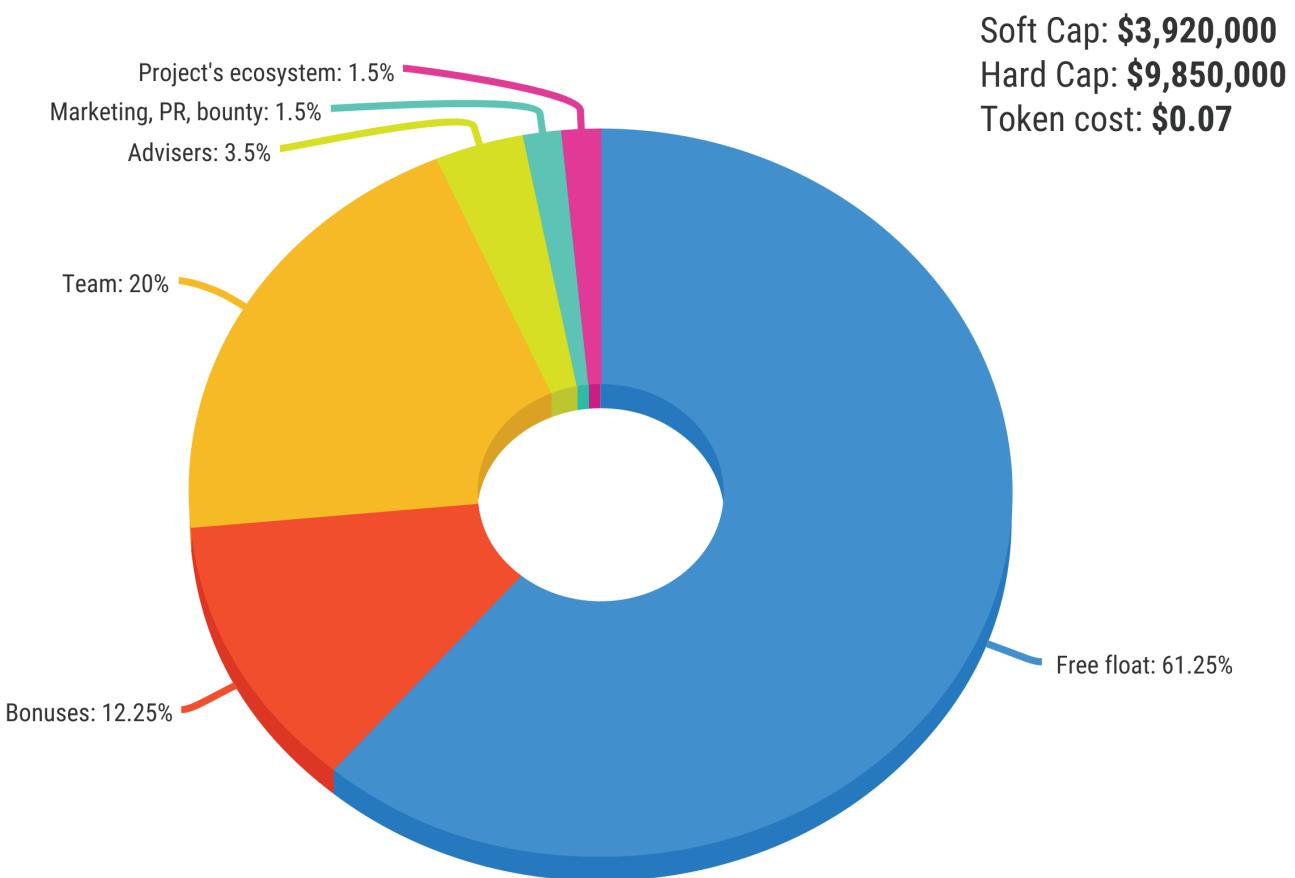
- The major portion of tokens released will be used to ensure further financing of BoatPilot in development, geo-data collection, marketing, promotion, etc.
- Bonus tokens for early investors will also be released. For example, a 20% bonus will be added to the first batch of tokens (more details on this below).
- A portion of the tokens will be reserved for project founders and team members, and will only be available after full release of BoatPilot on iOS and Android (Q4 2018). As well as full chart coverage of the Mediterranean region.
- 1.5% of the tokens emitted will be reserved for the first payments to all BoatPilot users who send us their geo-data. You can see a detailed geo-data mining map and how to receive your reward tokens under the Using NAVY Tokens section.

²The main sale will be held in the United States under Rule 506(c) of Regulation D of the Securities and Exchange Act of 1933; NAVY tokens will be available for purchase in the United States by accredited investors only.

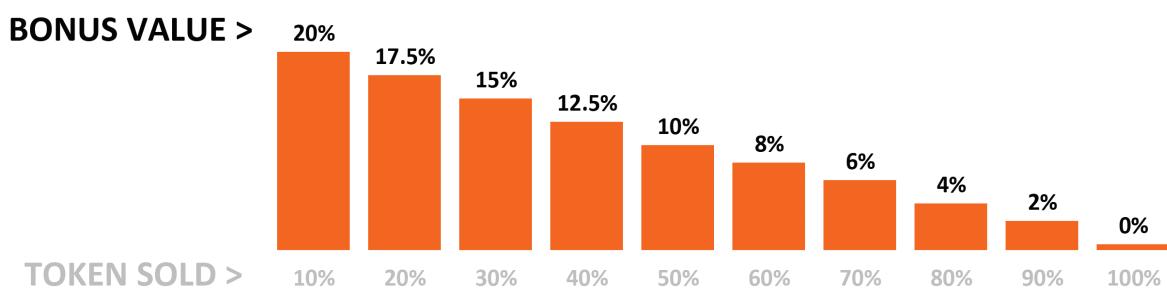


- Finally, to ensure a successful TGE launch, a number of tokens will be allocated for and distributed among our advisers. As well as all those who helped promote the TGE and secure relevant media coverage.

TOKEN DISTRIBUTION DURING THE TGE



The TGE open stage includes a bonus structure that will be offered to the first purchasers of NAVY tokens. The earlier tokens are purchased, the greater the bonus.





If the Soft Cap is not reached during the TGE, all investments made will be returned. The TGE will end automatically when the Hard Cap is reached. It is likely that the funds raised during the entire TGE will be in the range between the Soft and Hard Caps, in which case our team will do everything possible to develop the functionalities outlined under the Hard Cap goal. As soon as the final amount of funds raised is available, a detailed action plan will be issued via a press release.

BoatPilot aims to ensure complete transparency and accuracy in its approach to all investments made during the TGE, and at later development stages.



Using NAVY tokens and Token Economics

USING TOKENS

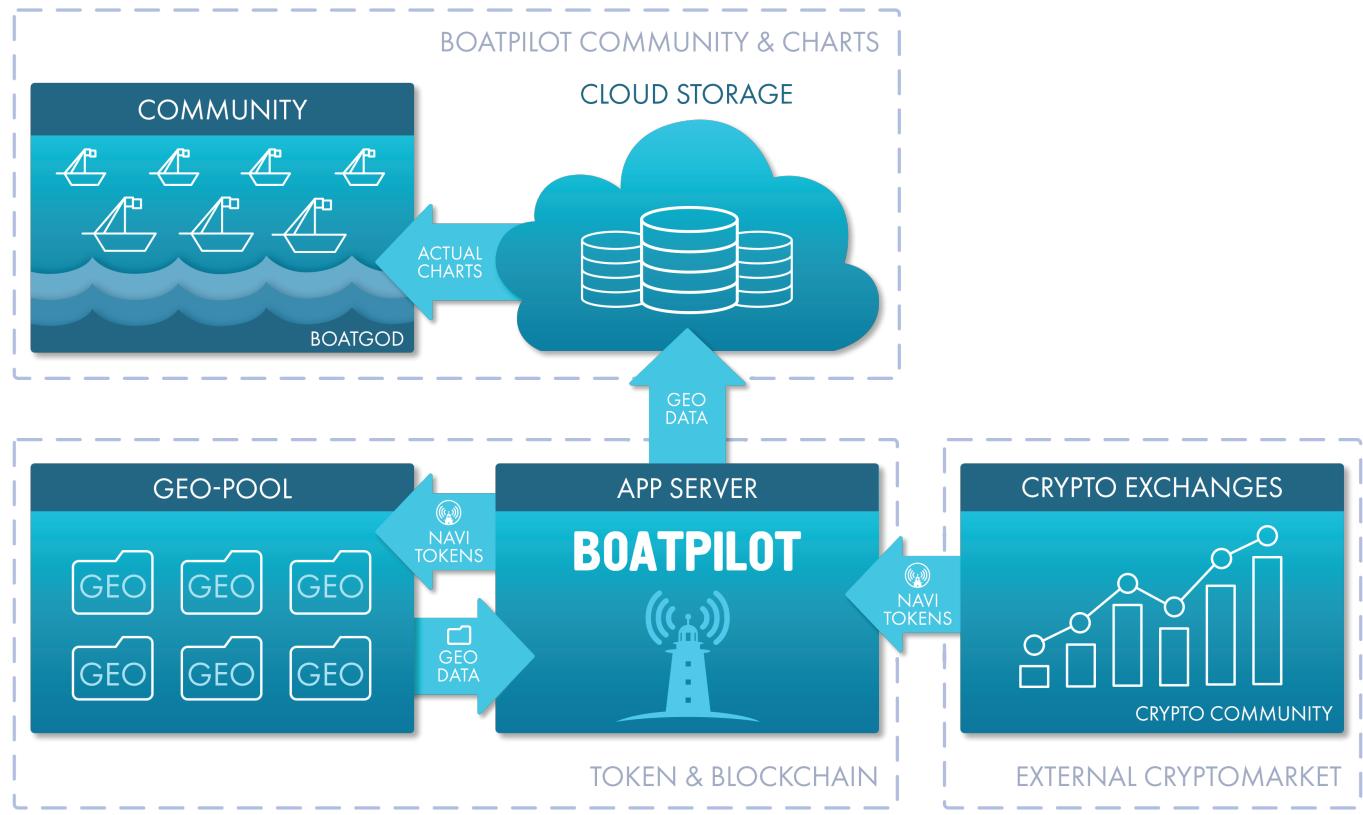
Marine charts need to be updated most frequently and are the basis of our project. BoatPilot updates all current charts utilizing the geo-data that is sent by those users who have the BoatGod module installed on their vessels.

All of the updated geo-data is stored in a special intermediary storage called the Geo-Pool. We will use NAVY tokens to reward all people who send us their geo-data – the more data users send us, the more tokens they will receive. To understand clearly, you can think about it as NAVY token mining – you sail around the world collecting geo-data, and get rewarded with NAVY. This is a win-win situation – the project constantly receives updated navigation data, yachtsmen-miners get our tokens, while all other users get access to most up to date navigation information. The size of the NAVY rewards will be determined dynamically and published on our sites: www.boatpilot.me and www.boatpilot.io.

Our team has allocated a special NAVY fund to start the geo-data mining program (Project Ecosystem – 1.5% of the entire emission). This will be enough to start with, but we anticipate that the reserve will be spent quite fast. After the fund is depleted, we will start the second stage of the program – buying out NAVY tokens from exchanges³.

The project architecture is set up in such a way that we will not be able to use the geo-data received from users until we send them the tokens they deserve. Since data is the key and most valuable part of the project, we are highly interested in being able to use the geo-data collected by our users. This is why we will continue to buy out the tokens – only this way can we reward BoatPilot community for its data.

³ We plan to list NAVY tokens on multiple exchanges. No promises can be made as to when exactly or if it will happen. As soon as we have an agreement with an exchange, we will post the news on our website and issue a press-release.



When users register, they include their Ethereum wallet address where the mined tokens will be sent 1-2 days after the user clicks "Redeem NAVY".



TOKEN ECONOMICS

The more actively the tokens are used within the project, the greater is the potential for NAVY rate growth. BoatPilot has a very simple growth model:

We commit to invest 10% to 15% of all BoatPilot marketing profits to buy out NAVY tokens from cryptocurrency exchanges. A part of the bought out tokens (25%) will be burned, while the other part will be used within the project ecosystem and to reward NAVI miners for their geo-data.

This means that a) we will buy out tokens from exchanges in proportion to the company's growth; b) we will sign more contracts with charter companies that install BoatGod on their vessels, and cover more regions in order to get more mined geo-data, in return raising the number of NAVY bought out from exchanges. This will ensure the constant demand for our token and raise its price.

Additionally, we will burn between a quarter and a third of bought out tokens in order to lower the circulating volume of NAVY tokens, raising the demand and NAVY market price.



WAYS TO RECEIVE THE TOKENS

You can get NAVY tokens by doing one of the following:

- Purchase NAVY during the Token Generation Event. During the early stages of the TGE you can receive the most bonus tokens (50% to 100%). The main sale will be held April 1 to April 30, 2018 and will offer a bonus of up to 20%.
- Geo-mine NAVY. In order to do this you will need to install BoatGod on your vessel or rent a vessel with installed BoatGod module and share your geo-data. The more geo-data we receive, the more NAVY tokens you will get.
- Purchase NAVY on cryptocurrency exchanges that agree to list NAVY (as soon as we have an agreement with an exchange, we will post the news on our website and issue a press-release). As the project moves forwards, you will be able to see a regularly updated list of exchanges at www.boatpilot.io and www.boatpilot.me.



Roadmap

CURRENT STATE

Following more than two years of active work on BoatPilot, our results include:

- Over 50,000 downloads of BoatPilot on Google Play.
- The fastest growing audience in the yachting industry.
- Highly targeted audience with unique parameters that are available to advertisers. Parameters vary from the type of vessel, to number of miles sailed, and include current geographical location.
- Signed agreements with several charter and service companies.
- Exclusive rights to book over 13,000 vessels in Europe from over 1,000 participating companies.
- World's first, free marine navigation program with highly developed functions and regular, timely updates.
- Full coverage of the Mediterranean³ with the most precise database, with nearly twice as many marinas listed in BoatPilot than in other marine navigation programs (4,000 versus 1,800).

⁴ This region amounts to 25% of electronic cartography market based on MarketsandMarkets™ research.



PROJECT DEVELOPMENT PLAN

SOFT CAP

2nd quarter of 2018

Open a physical office location and form a sales department in Europe

2nd quarter of 2018

Release of the final version of BoatPilot on App Store

2nd quarter of 2018

Release of Pocket Skipper for Europe on App Store and Google Play

3rd quarter of 2018

Begin BoatGod module delivery to corporate clients in Europe

4th quarter of 2018

Develop BoatPilot boxed alpha-version (protected smart-tablet and BoatGod module)



HARD CAP

1st quarter of 2019

Release of charts for North and South America

2nd quarter of 2019

Open a physical office location and form a sales department in the Americas

2nd quarter of 2019

Release of the BoatGod module for private client

3rd quarter of 2019

Release of Pocket Skipper for the Americas on App Store and Google Play

3rd quarter of 2019

Update European regional charts with detailed depth information

3rd quarter of 2019

Release BoatPilot boxed version



4th quarter of 2019

Develop alpha-version of AR supported BoatPilot

4th quarter of 2019

Begin licensed sales to third parties for BoatPilot chart usage

1st quarter of 2020

Release charts for the Asia Pacific region

2nd quarter of 2020

Open a physical office location and form a sales department in Asia Pacific

3rd quarter of 2020

Release of Pocket Skipper for Asia Pacific on App Store and Google Play

4th quarter of 2020

Release final version of AR supported BoatPilot

4th quarter of 2020

Update regional charts with detailed depth information for the Americas

2nd-4th quarters of 2021

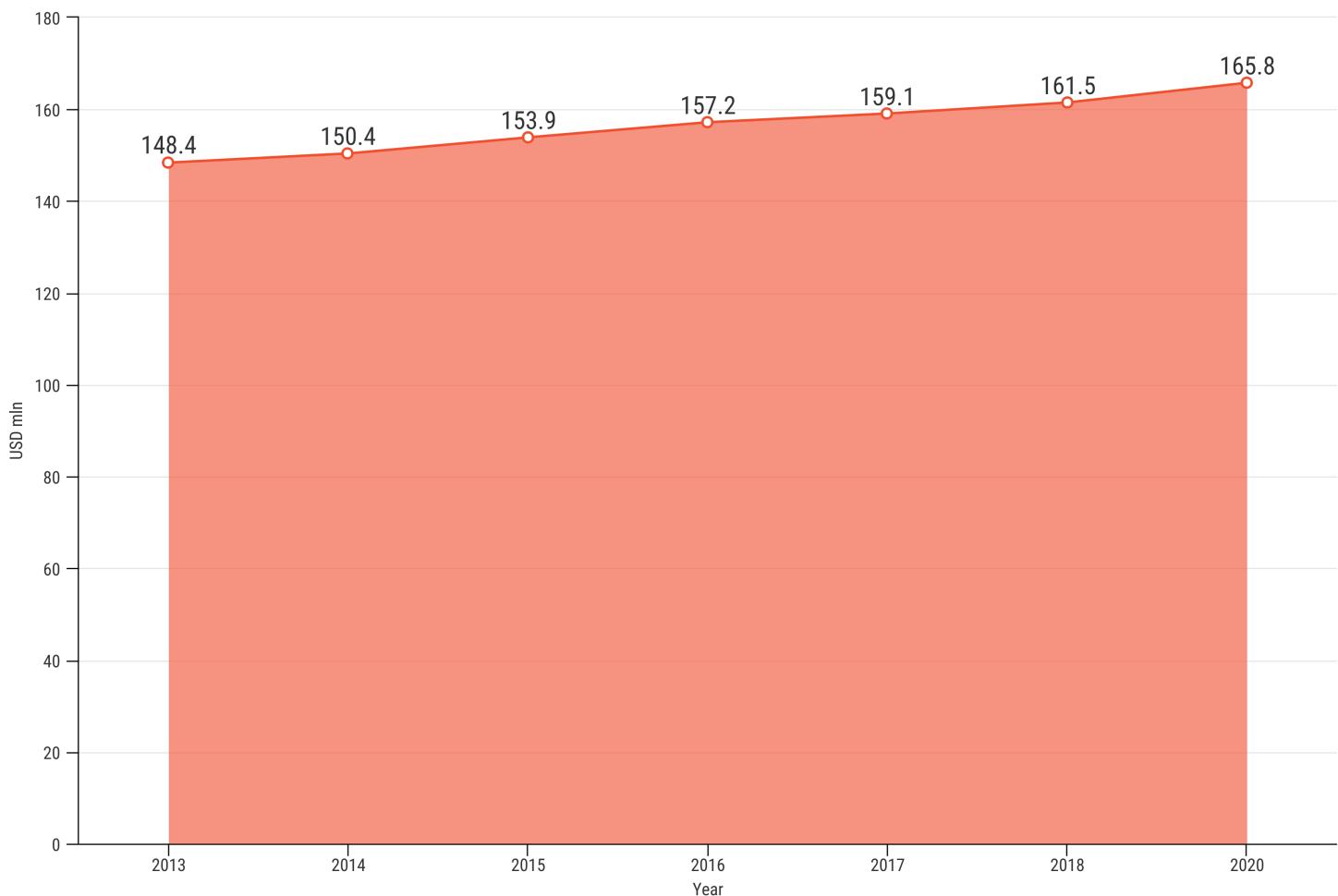
Possible BoatPilot Initial Public Offering



International yachting market

EUROPE

Europe: Electronic cartography marine market size, 2013-2020



BoatPilot was first released in Europe. According to MarketsandMarkets⁴, the current European yachting charter business is valued at \$13 billion, and is estimated to increase to \$13.6 billion by 2020. BoatPilot received rights to book over 13,000 yachts from more than 1,000 operators in Europe since May 2016, making our project one of the leading players in this segment.

⁵ Unless noted otherwise, here and further information is quoted from Electronic Cartography Market. By Application (Marine – Commercial and Defense, Aviation – Commercial and Defense), Components (Systems, Charts), Marine Electronic Navigation Systems (ECDIS, ECS), Aviation Electronic Navigation Systems (Very Large Aircrafts, Wide Body Aircrafts, Narrow Body Aircrafts), Marine Electronic Charts Licensing Mode (PAYS, Direct), Geography (APAC, Europe, North America, South America, Middle East and Africa). Forecast and Analysis, 2014-2020.



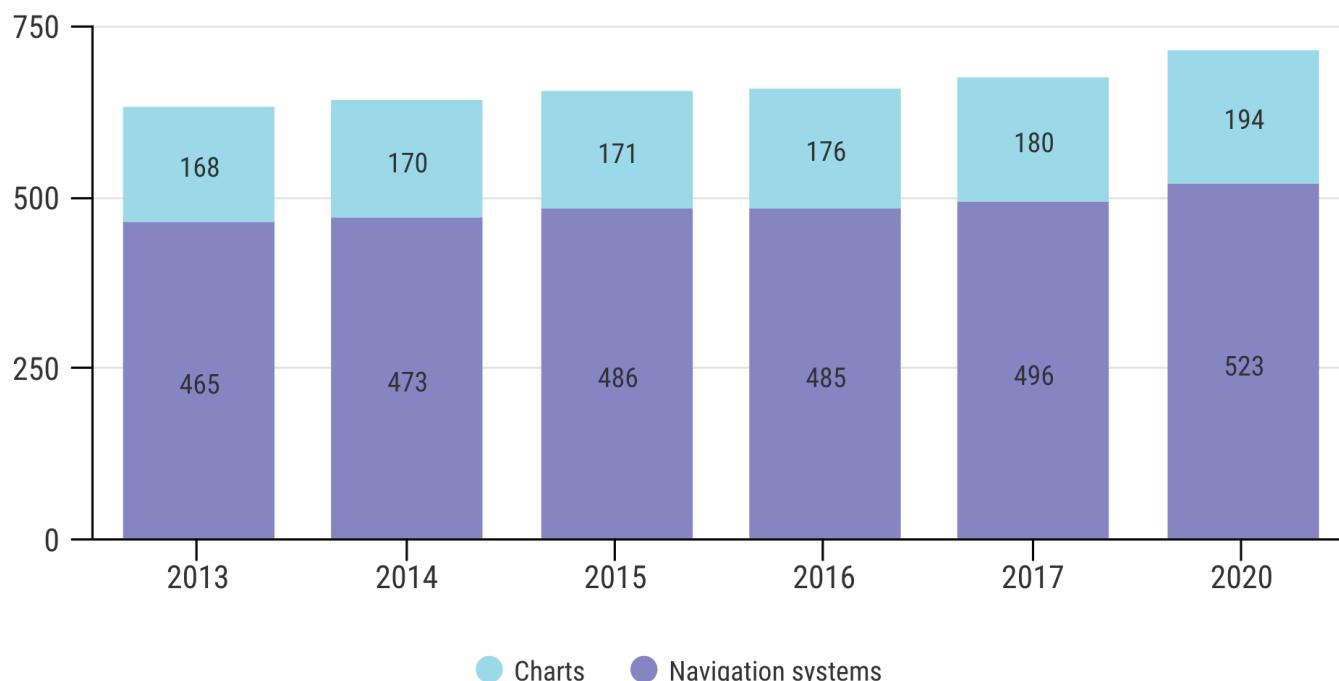
Currently, the European yachting market exceeds \$20 billion, with the share of commercial marine cartography in Europe being approximately \$154 million in 2015. It is projected that by 2020 the marine cartography segment will reach \$166 million. On the other hand, the total volume of the European yachting advertising market is estimated at \$100 million as of the year 2014. Don't forget that BoatPilot is also a powerful advertising platform with a very targeted and affluent audience.

By 2019 we plan to:

- Secure 2.5% of the electronic cartography marine market due to chart licensing
- Secure 1.5% of the advertising market due to geo-targeted advertisement sales

INTERNATIONAL MARKET

Marine cartography market segment dynamics in USD mln





Valued at \$200 billion with an active target audience of 1.4 million yachtsmen, the Americas and Asia Pacific are two largest yachting regions outside Europe.

While the entire international electronic cartography market grows at a rate of 1.46% annually, the fastest growing sub-regions are Asia (CAGR 3.36%) and Latin America (CAGR 3.30%). Between 2013 and 2016 the international electronic cartography market has enjoyed a steady growth rate, and according to MarketsandMarkets™ will amount to \$717 million by the year 2020 (1.84% CAGR for 2014-2020 years).

The main growth drivers of the international commercial marine electronic cartography market are:

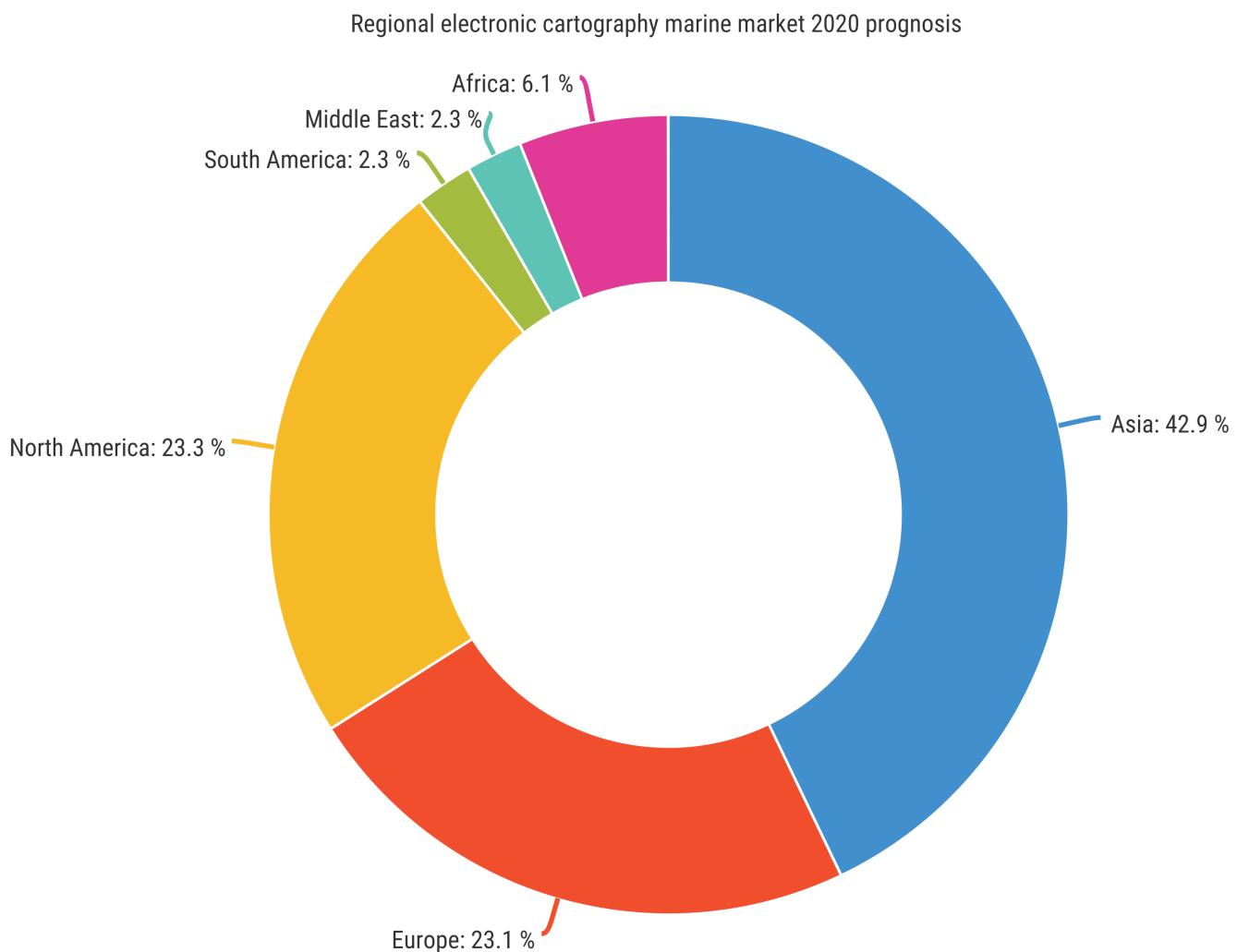
- increased demand for transport vessels
- regulations by the International Maritime Organization (IMO), which directly oblige yacht owners to update equipment and charts in a timely manner
- the need for high-precision charts and their regular updating – bringing marine charts to the standards of popular auto-navigators

In the event that the TGE reaches the Hard Cap goal, within the first three years we plan to not only fully cover the European yachting market, but enter and support the markets of the Americas and Asia Pacific. Fully covering the market means:

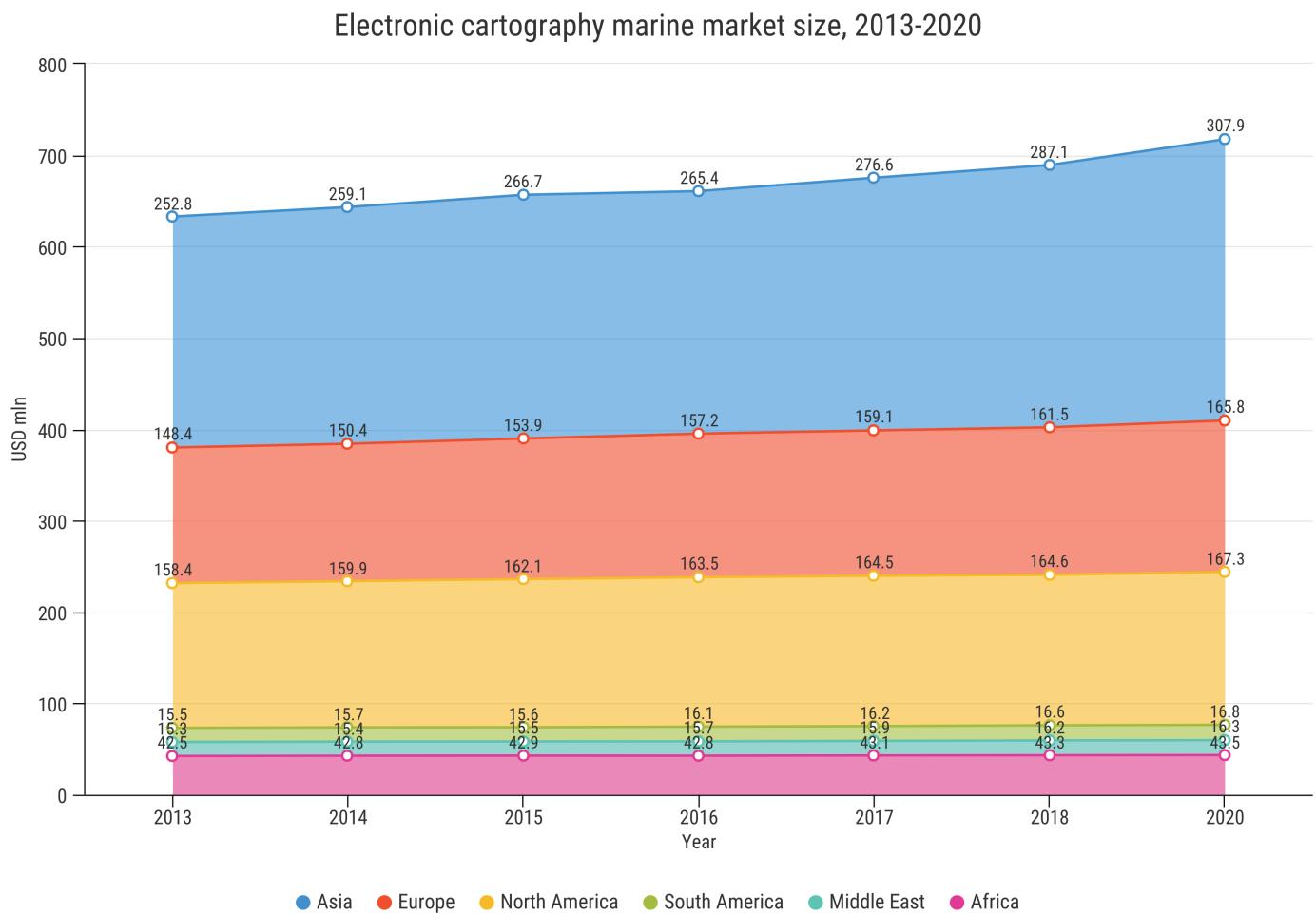
- availability of updated charts with onshore objects
- presence of an advertising sales office for large brands
- active sales of geo-targeted advertising
- release of Pocket Skipper version with regional support (yacht rental, marina booking, etc.)



REGIONAL COMPOSITION OF THE ELECTRONIC MARINE CARTOGRAPHY MARKET



According to MarketsandMarkets™ forecasts, by the year 2020 Asia Pacific will take up the largest share (43%) of the cartography marine market and will grow at the highest rate of 2.91% between 2014 and 2020. In monetary terms, this is an increase from \$265 million in 2016 to \$308 million in 2020. Such steady growth can be explained by the overall high rate of economic development in the region.



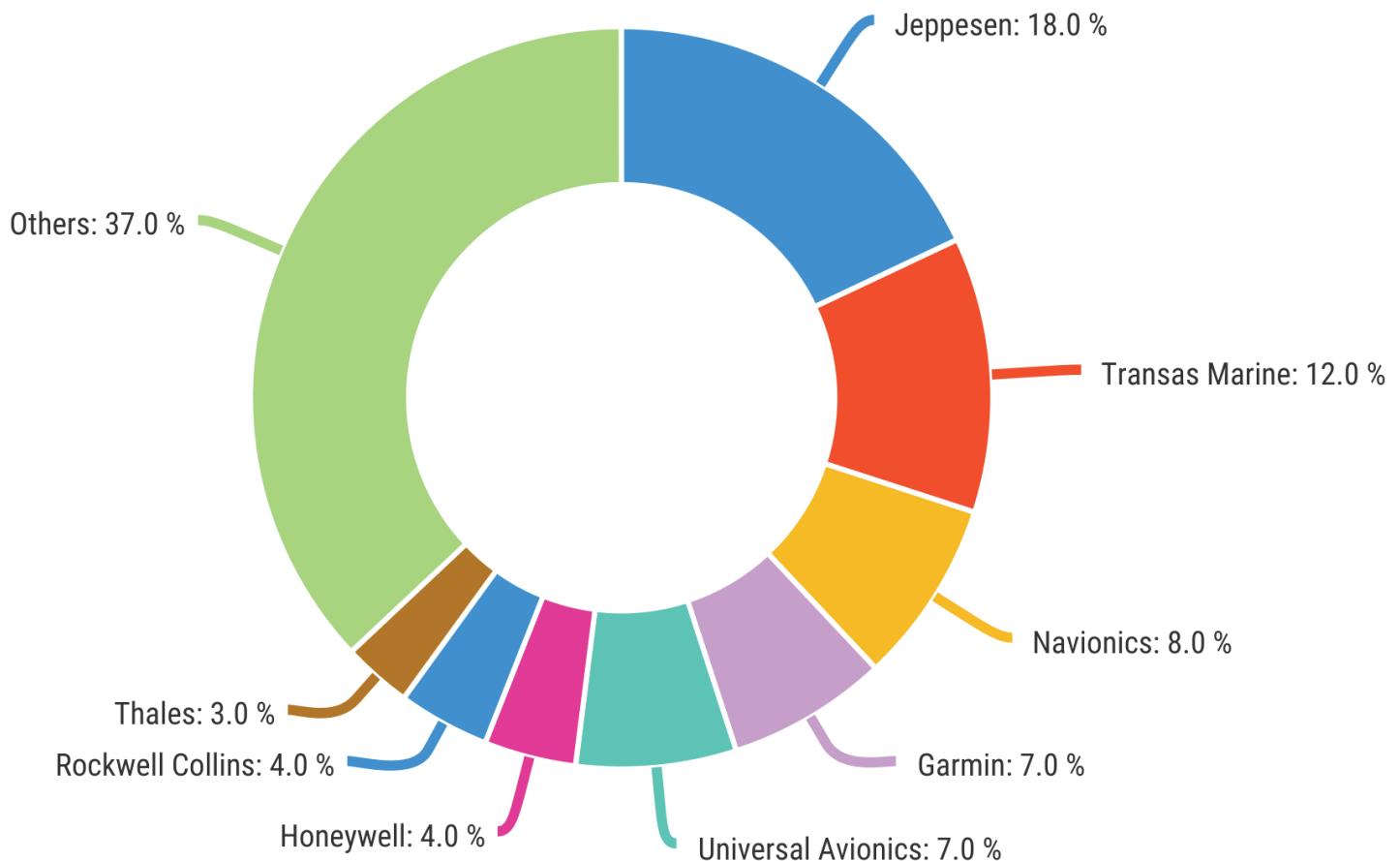
The North American market will show a more modest growth rate of 0.76%, and will amount to \$167 million by the year 2020. The main growth driver in this region will be the increase in the use of the Panama Canal and overall marine traffic.

The European market will grow from \$150 million in 2014 to \$166 million in 2020 (CAGR 1.64%). Europe has the most favorable conditions for the development of navigation and cartography technologies, due to the fact that almost 90% of its foreign trade is carried out by sea.



MAJOR PLAYERS AND COMPETITORS

Competition in the electronic navigation market



Being that 63% of the marine cartography market is controlled by only eight companies, it can be easily considered an oligopoly. The three key players are Jeppesen (18%), Transas Marine (12%), and Navionics.



Jeppesen

Providing integrated solutions in the field of marine navigation, Jeppesen is a major player in the marine cartography market. This company releases charts for chartplotters, mobile devices and navigators; and has its own marine alarms center, weather forecast, and aviation navigation solutions. Not long ago Jeppesen entered into a long-term partnership with the aircraft manufacturer Eclipse Aerospace and The Flynas of Saudi Arabia airline. Additionally, it is a member of an alliance that includes the non-profit organization The Aircraft Owners and Pilots Association.

Transas Marine

This market player is part of The Transas Group – one of the leaders in the field of marine software and equipment. Transas Marine produces onboard systems for vessels, marine charts and information services, training programs, as well as traffic monitoring systems for ports and shipyards.

Navionics

Having the large client database and marine charts database, as well as its own chartplotter software solutions, this market leader was bought out by Garmin Ltd. in late October of 2017. Navionics regularly updates its databases, allowing users to download them for an additional cost.



BUSINESS MODEL COMPARISON

	BoatPilot	Navionics	iSailor
App functions online, as well as offline when Internet connection is unavailable	✓ Charts are loaded and updated automatically when the app is started. Can be used offline.	✓ Works with previously loaded charts only. User routes can be saved. GPS-positioning.	✓ Navigation using an on-board GPS module. Users can view weather forecast while offline.
Charts are based on real data that is updated by users	✓ Charts are constantly updated using data from onboard systems, and can then be edited or added to by users.	✓ Users can suggest updates and additions.	✗ Users can add objects to charts but cannot edit existing objects.
Cost of use	✓ Completely free.	✗ App costs between \$5 and \$50, depending on options.	✗ Basic app is free, but charts and main functions cost varies between \$5 and \$100.
Integrating with onboard systems	✓ BoatGod module collects data from onboard systems and can be used to control them, if necessary	✗ No integration option with onboard systems.	✗ Despite the fact that the company produces onboard systems, they cannot be integrated with the navigation software.



TEAM

Founders and developers



[Artem Borodin \(CEO\)](#)

Foreign exchange markets senior analyst and department assistant director at the brokerage house Currencies Managers LLC, Artem was responsible for development and implementation of sales strategies, as well as all client communication with potential private and corporate clients for a period of three years. Senior analyst and senior customer service associate of the Panama Consulting Company. Carried out business optimization processes for such companies as UPS and Verizon, integrating all company sub-divisions and branches to improve customer experience and lower company expenses. After moving to Panama, Artem was fascinated by yachting, which became his hobby and passion. His extensive experience in business management and love for sailing make him the perfect CEO for BoatPilot.



[Andrey Domaratsky \(Founder, CMO\)](#)

Andrey has been professionally investing into IT projects since 2010. In 2011 he became one of the co-founders and marketing director of the yachting charter company Corsair Adventures. From 2012 to present is co-owner of Game Garden and has been holding the position of marketing director of the company – a mobile app developer, with the total number of installations of more than 24 million. At Game Garden, Andrey is responsible, among other things, for traffic acquisition and analytics. Sailed over 5 thousand miles around the Mediterranean region.



Dmitry Donskoy (Founder, COO)

Since 2011, co-founder, co-owner and director of the charter companies Corsair Adventures and North Sails Montenegro. From 2002 to 2008, director of Simcon – a company specializing in offshore programming. Yachtsman since 1998, Dmitry covered more than 10 thousand miles as a skipper in the Mediterranean and the Atlantic. For the last five years has been the director of the Montenegro-based investment company Simeon.

Dmitry has extensive experience in investments in various types of yachting companies (service and exploitation), which has made him an expert in this area and given him a clear understanding of the state of affairs on the market of marine navigation, including its shortcomings and user needs. This gave Dmitry the opportunity to be at the intersection of IT and marine navigation theory, allowing him to clearly understand both yachtsmen navigation requirements and the needs of yacht-related businesses in convenient and effective advertising tools.



Vladimir Abramov (CTO)

Since 2008, software developer at Creative Technologies – developer of well-known solutions for e-commerce X-cart, Ecwid. A sailor since 2011, Vladimir is the author of the NMEA 2000 synchronization modules for GoFree products. Since 2012, worked for an integrator company engaged in development of individual navigation solutions based on the Simrad Simnet hardware components. Had the opportunity to thoroughly examine NMEA 2000 protocols and their proprietary branches (Simnet and others). Passion for yachting gave him a deep understanding of all user requirements for marine navigation systems.



[Yury Cherepovsky \(Head of Mobile Development\)](#)

After graduating from the Orlov State University with a degree in IT engineering, Yury began his career in IT and programming in 1986. Starting in 2000, has been professionally developing mobile apps and software as the technical producer and localization programmer for Snowball. In 2002 began working as the programmer and studio lead for Akella. Team lead for the development of the Mystery of the Third Planet game, as well as dozens of other popular mobile and computer games. In 2004 began working as the lead programmer for Combats.ru (widely known as Fight Club), later moving on to become CTO of the company. Having worked as lead programmer for Bolid between 2007 and 2010 received extensive experience with microcontrollers and low-level programming. From 2010 to present head of mobile development at Game Garden. Heavily participated in the development of mobile games Fairy Farm, Pet Heroes: Puzzle Adventure, Family Town, Tales of Windspell, and others.



[Cecile Marcy Dimitrijevic \(PR, customer and partner support\)](#)

Professionally engaged in yachting since 2005, Cecil is the co-owner of a yachting charter and merchant companies. Resident of Porto Montenegro – full service marina located in the Bay of Kotor. Being a French native and fluent in four other languages, she's a representative of the largest yachting brands in the Adriatic region (Hanse Yachts, Simrad, Volvo Penta). As a co-owner of one of the leading yacht service companies in the region, Cecile is well versed in all the peculiarities of the yachting industry, and the needs of both businesses and end clients. Has a wide range of contacts in the industry, and for several years supported all communication of the BoatPilot team with key market players.



Ivan Varat (Business Development Manager)

Specialist in the field of communication and client services, Ivan daily connects with BoatPilot existing and potential advertisers, ensuring that all their marketing needs within the platform are met. Having graduated from the Zagreb School of Economics and Management, Ivan has fifteen years of experience in customer relationship management, marketing, and PR. Croatian native, he's fluent in English and Spanish.

TEAM Advisers



Julie Plavnik (Chief Business Development Officer)

After graduating from Moscow State University holding a masters in Commercial Law, Julie went on to further her education at an advanced training course "Blockchain Project Development" at the Higher School of Economics. Co-founder of AKTIVO.ru – the first Russian online crowdfunding platform for commercial real estate investment. Co-founder of one of the first blockchain popularization platforms in Russia – International Blockchain Consulting Group (IBCG). At the moment IBCG is a major international conference and meet-up organizers devoted to blockchain projects. Currently, Julie is an active asset tokenization adviser of several IT projects.



[Yury Pomortsev \(Chief Project Officer, expert in IT development\)](#)

After graduating from Bauman Moscow State Technical University with a degree in Information Technology and Systems Administration, Yury tested his hand at journalism working for several leading Russian gaming publications. In 2001, he became Publisher of the Gameland Media Company (magazines Game Land, Computer Gaming World RE, PC Games, etc). Organized two Gameland Award ceremonies in the field of computer and video gaming. Co-producer of several MTV Russia and Gameland TV gaming programs, including Video Games Icon, Virtuality, Teleport, Scarily Interesting, Without a Screw.

In 2009, founded Game Garden, LLC. – well-known international mobile game developer and publisher. More than 15 games were developed and released with Yury's direct participation. Many of these games have become international successes, including Fairy Farm, Farmdale, Pet Heroes: Puzzle Adventure, Fairy Kingdom and others. Repeatedly participated as an invited expert on radio and television industry shows, and is an active member of the jury of the Game Developers Conference Russia.



[Andrew Rippon \(Independent Blockchain Consultant\)](#)

Andrew Rippon has been involved in crypto currencies since 2012 when he authored early work on crypto to fiat exchanges. Today he is an independent Blockchain consultant, having recently been the Blockchain Lead at NXN, developing technology at the intersection of crypto currencies and the underlying utility of blockchain. Andrew is also involved in startups within the space, having advised several on technology development, hardening and governance. Recently Andrew has been advisor for Goal Bonanza, Fiduxa, Eggs and several other ICOs.



Partners

By late 2017 we've signed agreements with an array of international companies and regional representatives, and will provide a full list of partners in January of 2018 via a respective press release. We plan to sign several additional agreements during two industry shows—[boot Düsseldorf](#) and [Dubai International Boat Show](#).





Links

Attention! Unfortunately, several cases of fraud are known to have taken place during token generation events. In order to protect our users and partners, we publish the below list of official sources, where you can find reliable and true information on the project. No other source claiming to possess knowledge on the project is indorsed by our team. We have not authorized anyone to discuss the project on our behalf or discuss investment in the project. You can also use the channels below to ask us any questions or show your concerns.

-  TGE official site: www.boatpilot.io
-  BoatPilot official site: www.boatpilot.me
-  GitHub Smart Contract: <https://github.com/BoatPilotNAVI/TGE>
-  Facebook: <https://www.facebook.com/boatpilot.io>
-  Twitter: https://twitter.com/boatpilot_io
-  LinkedIn: <https://www.linkedin.com/company/24786211/>
-  Telegram:
 - Main Channel: <https://t.me/boatpilot>
 - Project updates only: https://t.me/boatpilot_updates
-  Instagram: <https://www.instagram.com/boatpilotme/>
-  YouTube: <https://www.youtube.com/channel/UCsChAFC0nQ6Xfx1gtNdPD5g>
-  Reddit: <https://www.reddit.com/r/BoatPilot/>
-  BitcoinTalk: <https://bitcointalk.org/index.php?topic=2802679.0>