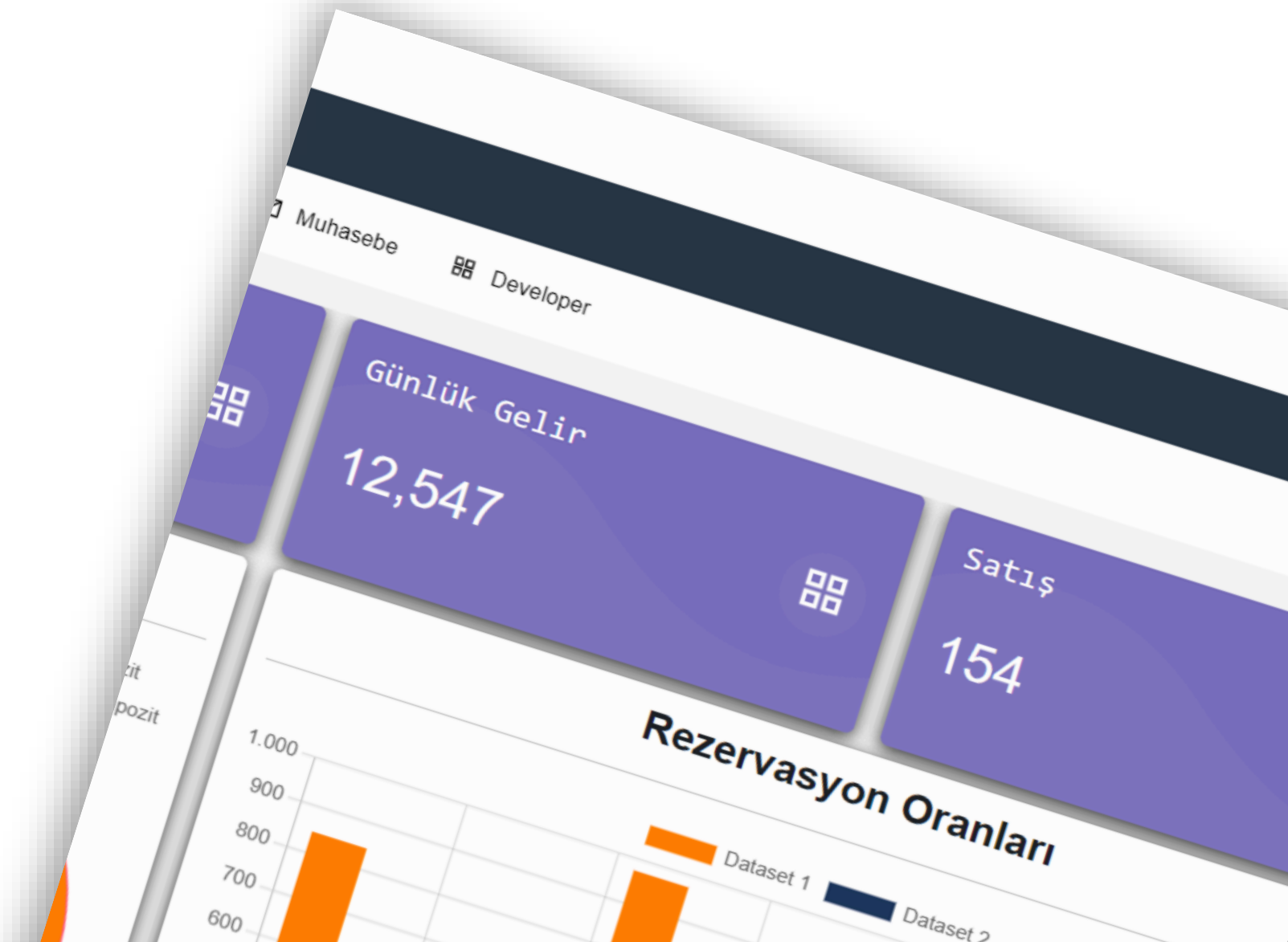
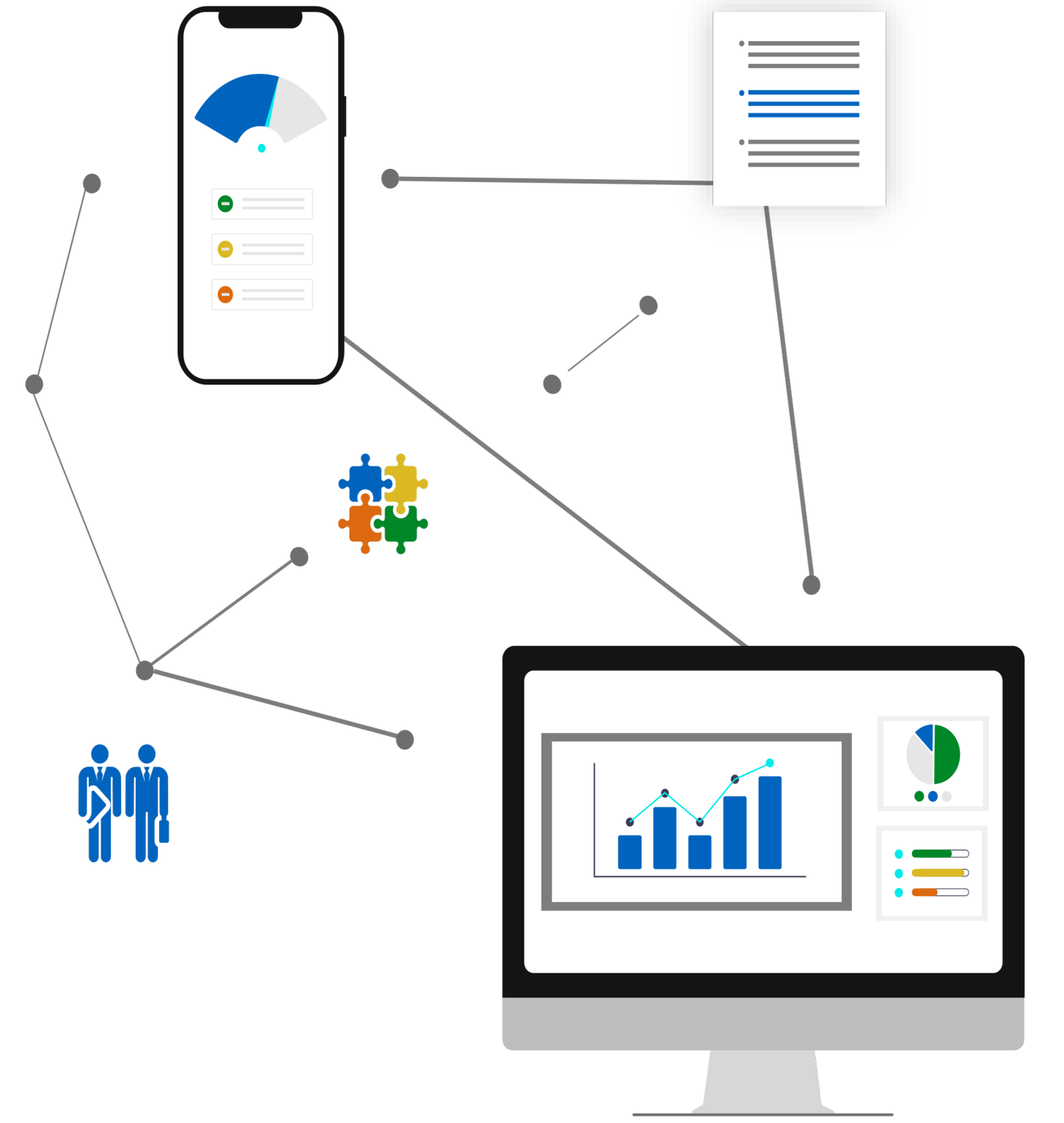


# MARINVERSE

Sailing Made Easy

**Marina Management 4.0**  
**Next-Gen Mobile App**



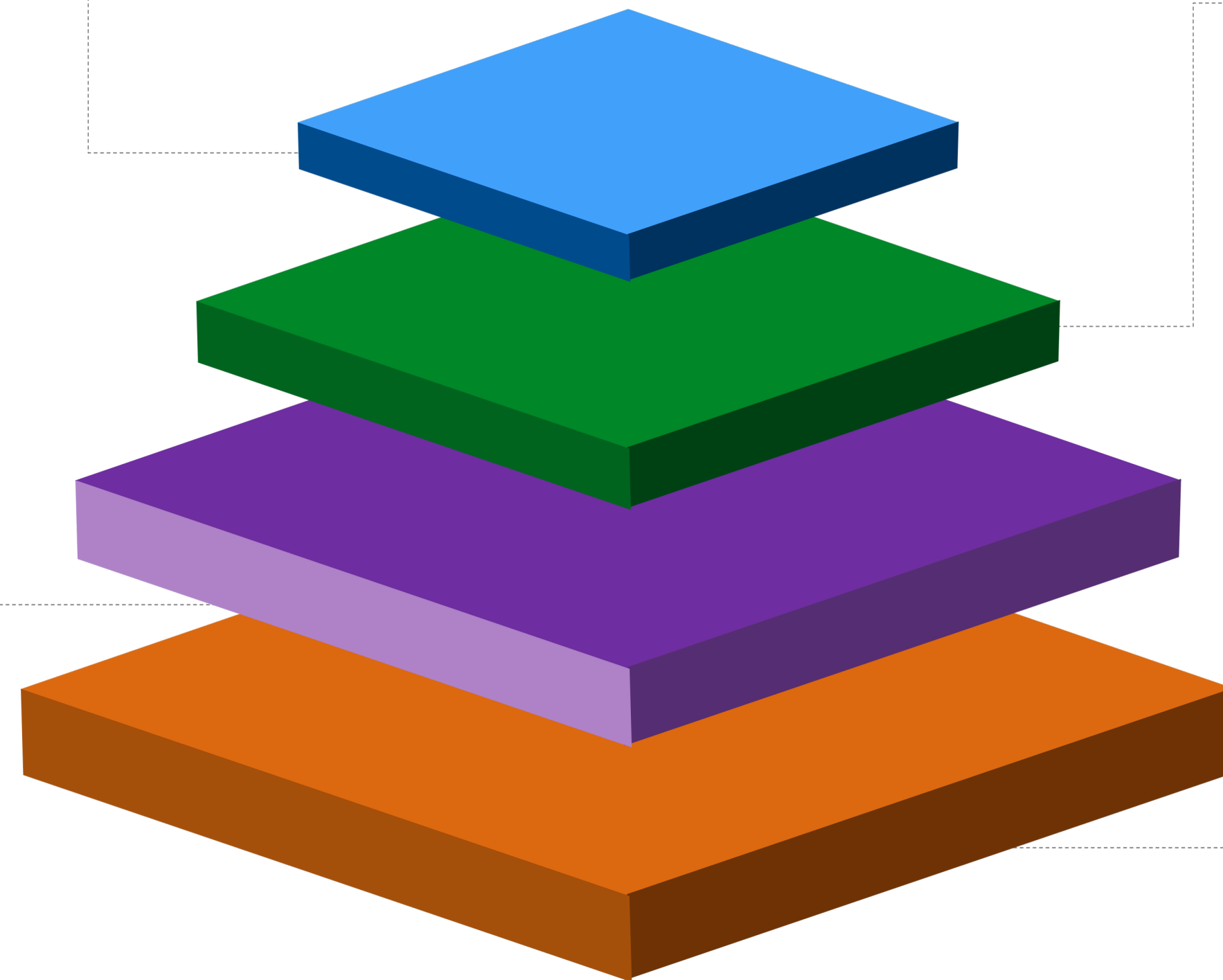
# About MarinVerse

## **Founded in 2017**

MarinVerse is a ground breaking technological solution in the maritime industry

## **Working Harder**

Provides a range of modules that facilitate communication between different stakeholders



## **Innovative Idea**

The platform combines cloud technology, artificial intelligence and machine learning to digitize marina management processes.

## **All The Needs Of Sailors**

MarinVerse facilitates access to all the needs of sailors, including berth reservations, local services and more.

# Project Showcase

LinesCode Art

**9,240,000**

**20 Months**

**16,000 Hours**

**Yes,  
9 MillionLines!**

## **Marina World (Backend)**

171 Microservices 1,710  
Services Simply Creative!  
3,420,000 Lines of Code

## **Mobile Marvel (Frontend) Artistic Masterpiece!**

195 Pages Each a Work of  
Art! 2,910 Custom  
Components Art and  
Technology Fusion!  
5,820,000 Lines of Code



# Technology Arts Used



## Database

MS SQL (Data Art)

MongoDB (Document Art)

## Frontend

Node.js (JavaScript Innovation)

React.js (Interface Art)

TypeScript (Creative Technology)

HTML/JS/CSS (Web Art)

## Mobile

Flutter (Mobile Creativity) Dart

(Language Art) Firebase (Cloud

Innovation) FCM (Notification Art)

SignalR(Real-Time Communication Art)

## DevOps

Docker (Container Creativity) Linux

Server (Artistic Server)

## Backend

.NetCore (Core Art)

Entity Framework (Data Framework Art)

MongoDB Bson(Document Innovation)

Rest API (Communication Art)

RabbitMQ (Message Art)

# What is the problem ?



The problem faced by boat owners and marinas is the inability to securely, conveniently and easily perform transactions through mobile devices while in the marina or out at sea. This can have a negative impact on customer satisfaction and operational efficiency.



Our startup develops a mobile application for marina automation and boat owners that enables them to perform transactions related to marina operations or boat management through their mobile devices. This makes communication between boat owners and marinas faster and more efficient, ultimately leading to increased customer satisfaction and operational efficiency



Our route is ready!!

# 1 Marina Operations

Access all services from your smartphone, anytime, anywhere

# 2 Services

Follow the needs and demands of your boat and crew professionally

# 3 Fuel

Calculate your boat's fuel needs and create your route

# 4 Profile

All information about you and your boat in one place

# 5 Waste Management

Manage your boat's waste discharge and contribute to a cleaner environment

# 6 Charter

Rent a boat or manage your boat rental operations quickly and easily

# 8 Market

Access all products you need from the marina to your boat

# 9 Insurance

Get offers for all your boat insurance needs and proceed quickly

# 10 Reservation

Make all your reservation requests quickly and easily

# 11 S.O.S

Emergency communication and location sharing



# 1 Reservation Management

Online payment, quick approval system

# 4 Digital Document Management

Secure and fast document archiving

# 8 Maintenance Plans & Reminders

Periodic maintenance, periodic notifications

# 2 Customer and Boat Tracking

All boat information

# 3 Invoicing and Collection

Automatic periodic invoice generation

Z

# 6 Staff Task Assignment

Staff performance tracking

# 7 Service Request Tracking

Online requests and approvals

# 5 Occupancy and Placement Map

Real-time occupancy display

# 10 Reporting Panel

Daily, weekly, monthly analysis

# 9 System Integrations

POS, accounting, mobile application compatibility



# Europe (Target)

## Potential Growth Rates

ESTIMATED AT APPROXIMATELY

€13,3B

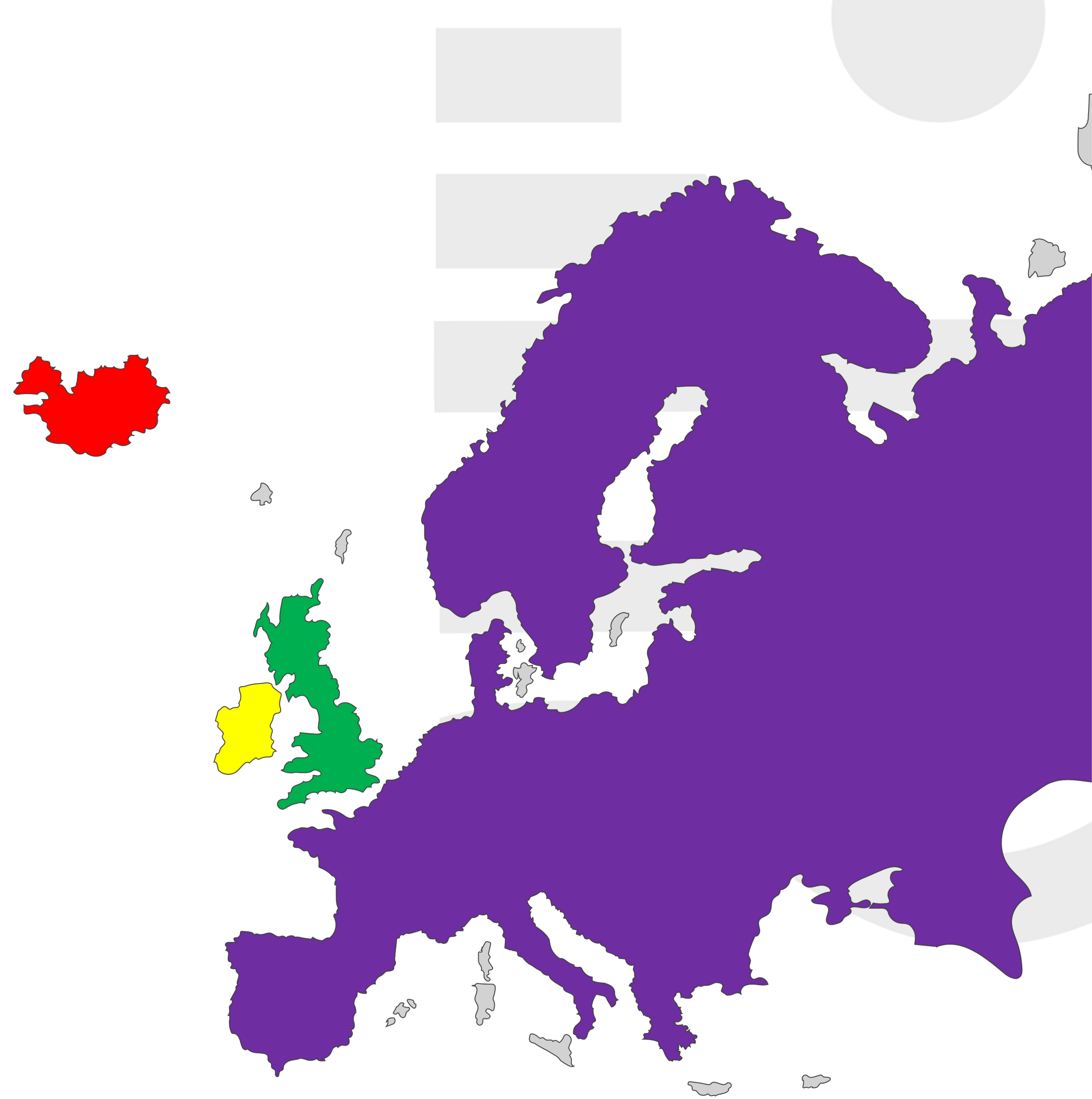
The annual spending of tourists on private yacht rentals and purchases, However, this sector also includes many sub-sectors such as yacht maintenance and repair, yacht design and manufacturing, yacht materials and equipment, and yacht insurance.

MORE THAN

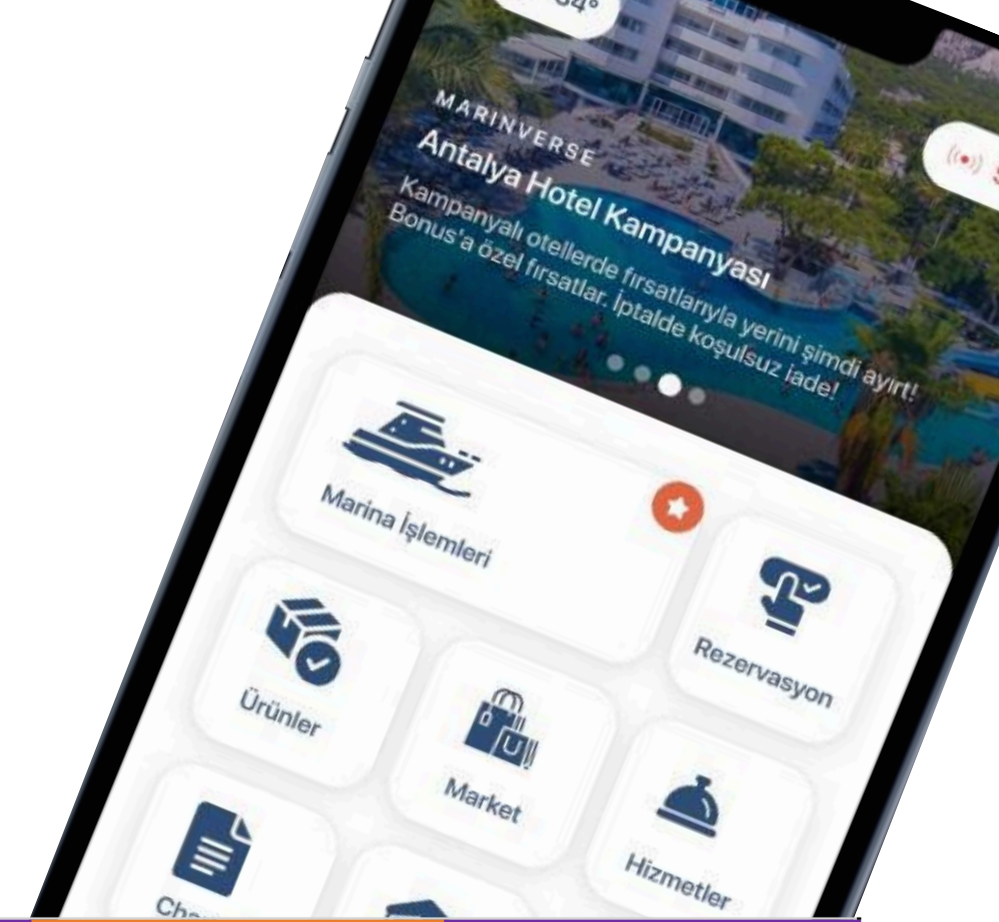
6M

YACHTS

More than 6 million yachts



# Mobile App Features Compare



FEATURES	MARINVERSE	BOATMATE	DOCKWA	MARİNA MASTER	HARBOUR ASSIST	MARİNDESK	HARBAMASTER	DOCKMASTER
MARINA RESERVATION	✓	✓	✓	✓	✓	-	✓	-
ONLINE SALES PLATFORM	✓	✓	-	-	✓	-	-	-
BOAT SALE	✓	-	-	-	-	-	-	-
CHARTER USE	✓	-	-	-	-	-	-	-
FINANCIAL ANALYSIS AND REPORTING	✓	-	-	-	-	-	-	-
FUEL MANAGEMENT	✓	-	-	-	-	-	-	-
PAYMENT INTEGRATION	✓	✓	✓	✓	✓	-	✓	-
CUSTOMER SERVICE	✓	-	✓		✓	-	✓	-
CAMPAIGN MANAGEMENT	✓	-	-	-	-	-	-	-
FORECAST INTEGRATION	✓	-	-	-	✓	-	-	-
ROUTE INTEGRATION	✓	-	✓	-	✓	-	✓	-
SUPPLIER PROFILE MANAGEMENT	✓	-	-	-	-	-	✓	-
SUBSCRIPTION SYSTEM	✓	-	-	-	-	-	✓	-
BOAT DATA BANK	✓	✓	-	-	-	-	-	-
WATER AND ELECTRICITY PAYMENTS	✓				-	-	-	-
WATER ELECTRICITY ONLINE MANAGEMENT	✓	-	-	-	-	-	-	-
HAWSER REQUEST MODULE	✓	-	-	-	-	-	-	-
GUEST MANAGEMENT	✓	-	-	-	-	-	-	-
BOAT ENTRY MANAGEMENT	✓	-	-	-	✓	-	-	-
MARINA SELECTION	✓	-	-	-	-	-	-	-
MARINA SERVICE REQUEST MODULE	✓	-	-	-	-	-	-	-
WASTEWATER DISCHARGE SERVICE	✓	-	-	-	-	-	-	-
CATERING SERVICES ETC.	✓	✓	-	✓	-	-	-	-

# Marina Features Compare



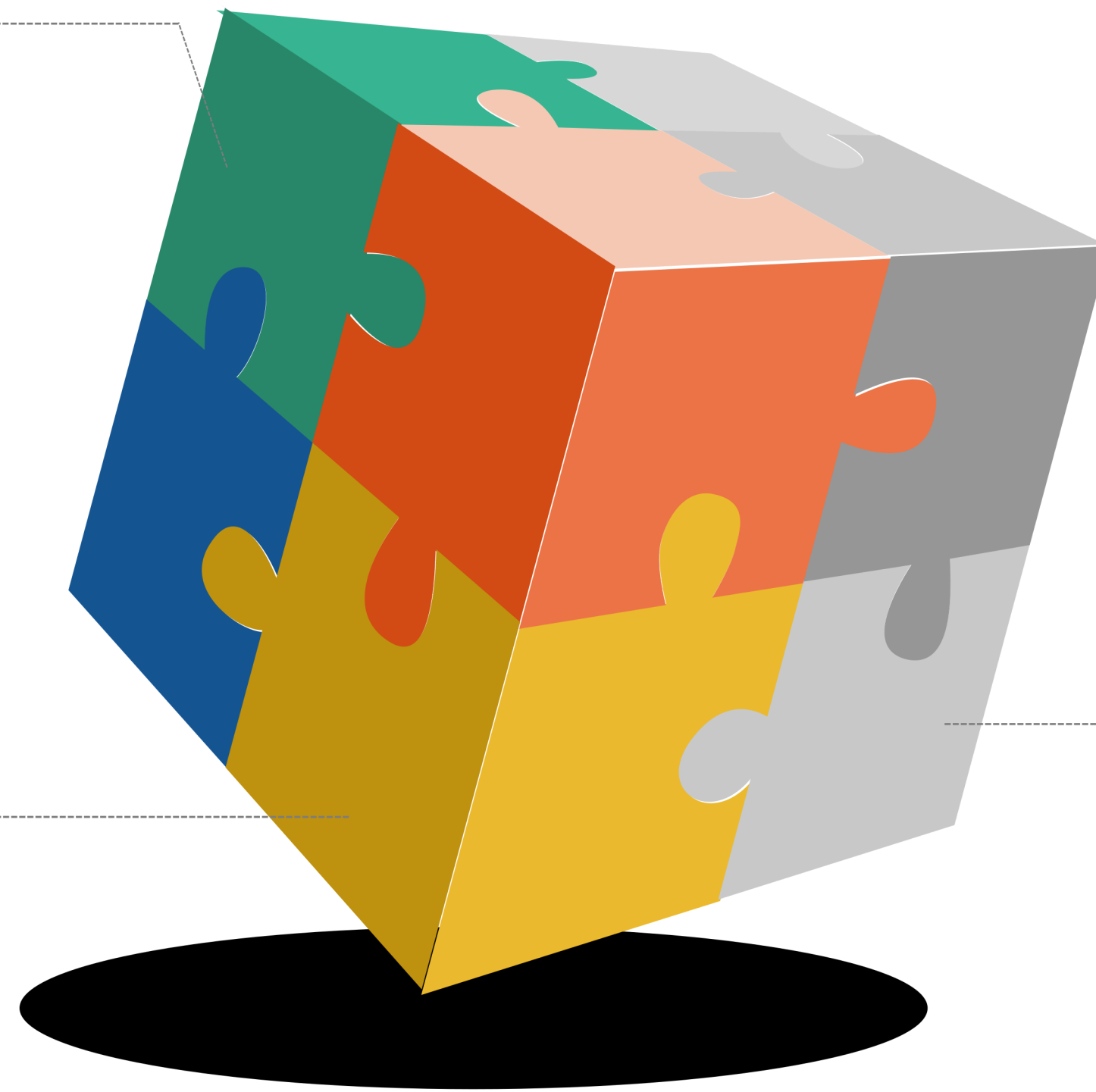
FEATURES	MARINVERSE	BOATMATE	DOCKWA	MARİNA MASTER	HARBOUR ASSIST	MARİNDESK	HARBAMASTER	DOCKMASTER
FINANCIAL ANALYSIS AND REPORTING	✓	-	✓	✓	-	✓	✓	✓
PERSONNEL MANAGEMENT	✓	-	-	✓	-	✓	-	-
IMAGE PROCESSING	✓	-	-	-	-	-	-	-
ACCOUNTING MANAGEMENT (BASIC)	✓	-	✓	✓	✓	✓	✓	✓
MANAGEMENT OF LEASING UNITS	✓	-	-	✓	-	✓	✓	-
RESIDENCE MANAGEMENT	✓	-	-	✓	-	✓	-	-
CLUB MANAGEMENT	✓	-	-	✓	-	-	-	-
MAINTENANCE AND REPAIR SERVICE MANAGEMENT	✓	-	-	✓	✓	✓	✓	✓
WORK ORDER TRACKING MANAGEMENT	✓	-	-	✓	✓	-	✓	-
CUSTOMER-SPECIFIC FLEXIBILITY	✓	-	-	-	-	-	-	-
MOORING MANAGEMENT	✓	-	-	-	✓	-	-	-
CRM MANAGEMENT	✓	-	✓	✓	✓	✓	✓	✓
IN-SITE MESSAGE MANAGEMENT	✓	-	-	✓	✓	✓	✓	✓
HAWSER MANAGEMENT	✓	-	-	-	✓	-	-	-
ACCOUNTING INTEGRATION	✓	-	-	✓	-	✓	✓	-
WAREHOUSE MANAGEMENT	✓	-	-	-	-	-	-	-
DRY DOCK MANAGEMENT	✓	-	-	-	-	-	-	-
MULTI-PROFILE MANAGEMENT	✓	-	-	-	-	✓	✓	-
AUTHORITY MANAGEMENT	✓	-	-	-	-	✓	-	-
MULTIPLE MARINA MANAGEMENT	✓	-	✓	-	-	✓	✓	-
MULTILINGUAL SUPPORT	✓	-	✓	✓	✓	✓	✓	✓
PEDESTAL MANAGEMENT	✓	-	-	-	-	-	-	-
PERSONNEL EVALUATION SYSTEM	✓	-	-	-	-	-	-	-
CUSTOMER SATISFACTION SYSTEM	✓	-	-	-	-	-	-	-
CAMPAIGN MANAGEMENT	✓	-	✓	-	-	-	-	-
SECURITY MANAGEMENT	✓	-	-	-	-	-	-	-

# Business.

## How WePlan to Make Money.

Users can easily  
access various  
products and services  
such as boat  
materials, equipment,  
spare parts, and  
services

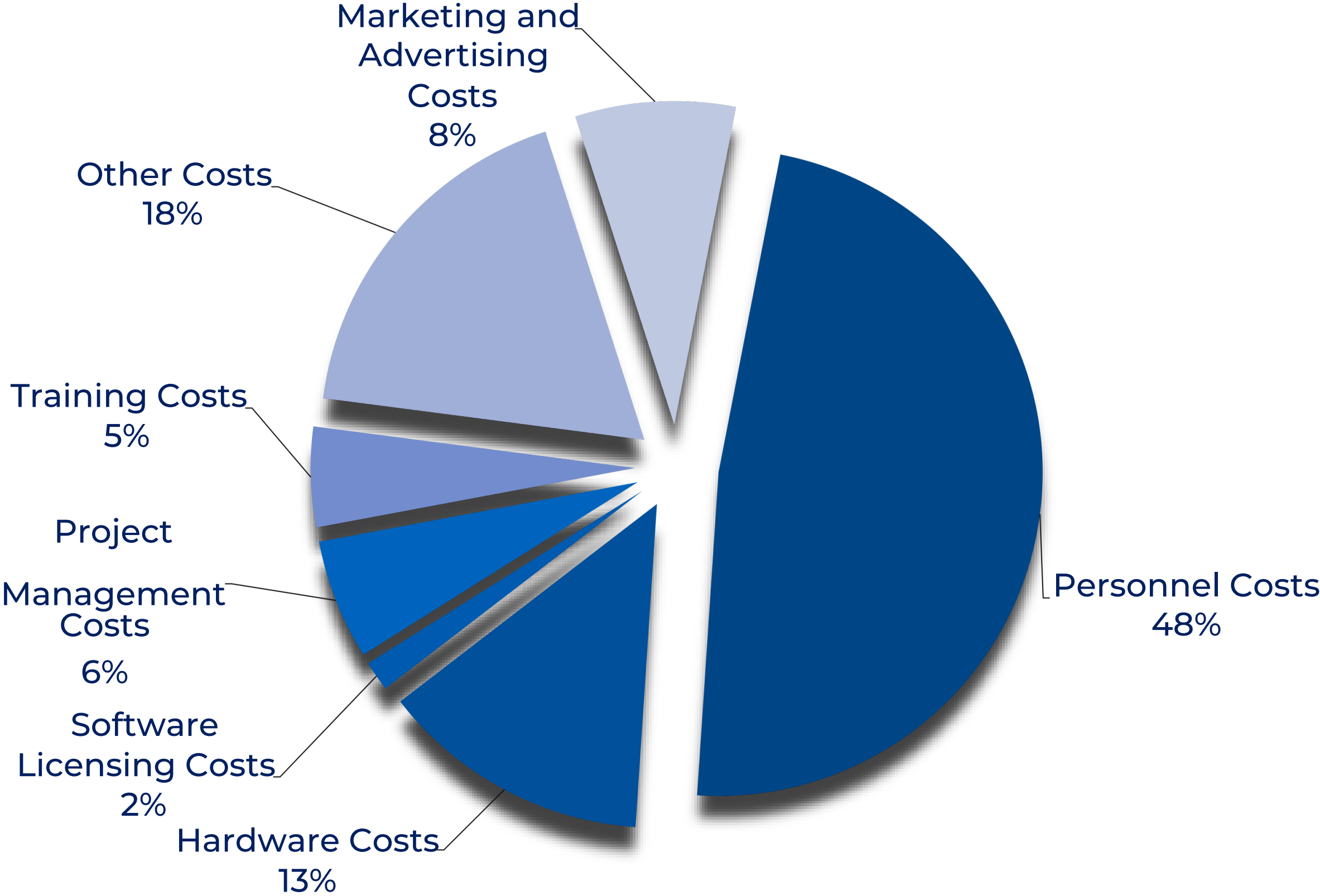
Make online  
reservations for boat  
parking, yacht  
maintenance, and  
other services



Application is a  
marketplace for the  
maritime sector

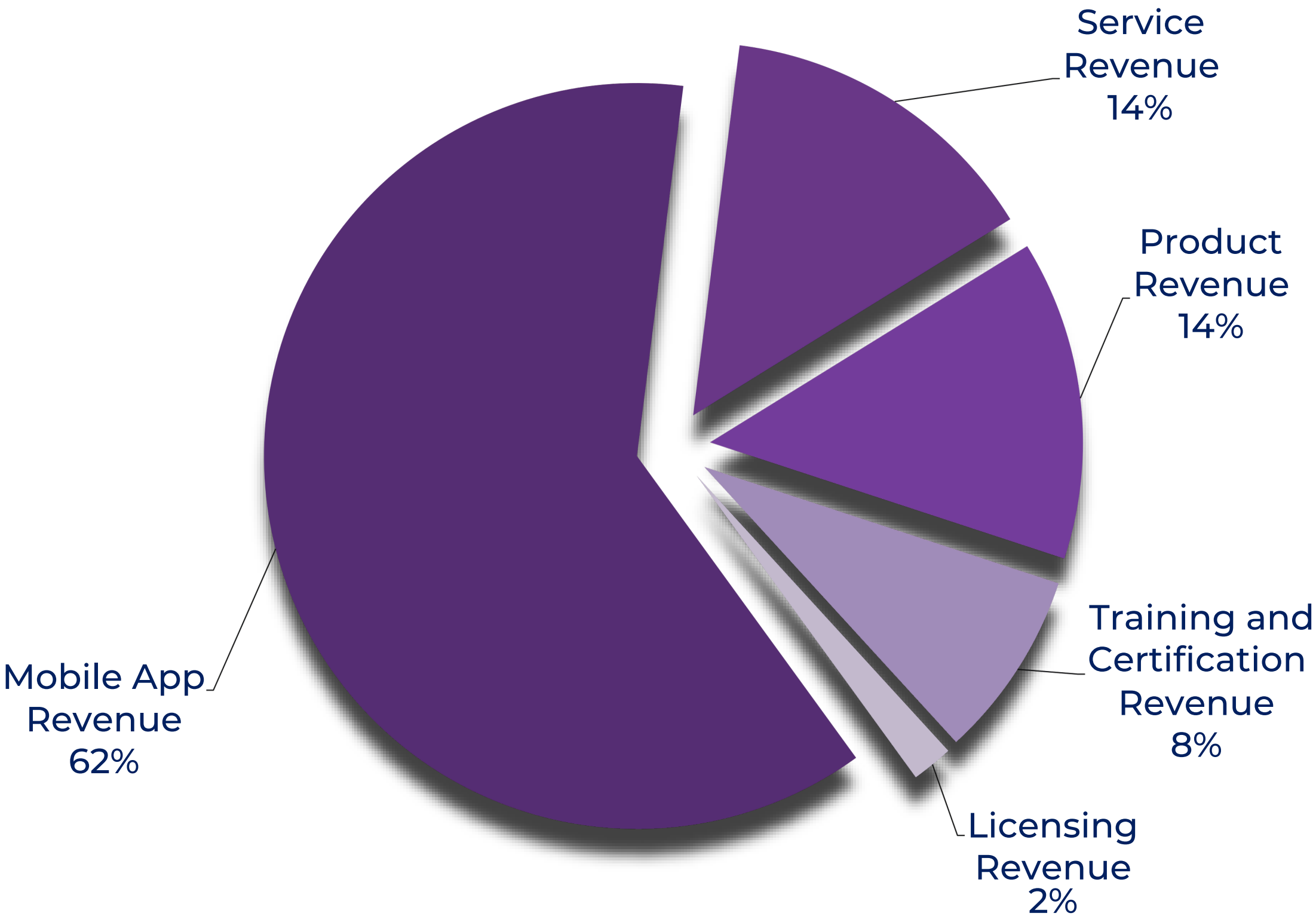
Also included in the  
automation project

# Financial Projections



Total Expenses \$ 343.500,00 \*

\*Expenses have been calculated on an average basis over a period of one year.



Annual Revenue \$ 630.000,00 \*

\*Potential revenue after launching the product at the end of the first year.

# Financial Projections

Sales	1. Year	2. Year	3. Year	4. Year	5. Year
Mobile App Comissions	630.000 \$	8.505.000 \$	15.120.000 \$	23.625.000 \$	56.700.000 \$
Marina Sales	100.000 \$	154.000 \$	217.400 \$	287.140 \$	483.854 \$
<b>Total Sales</b>	<b>730.000 \$</b>	<b>8.659.000 \$</b>	<b>15.337.400 \$</b>	<b>23.912.140 \$</b>	<b>57.183.854 \$</b>
Cost Of Sales	343.500 \$	1.130.250 \$	1.788.000 \$	2.653.250 \$	4.949.400 \$
<b>Gross Profit Before TAX</b>	<b>386.500 \$</b>	<b>7.528.750 \$</b>	<b>13.549.400 \$</b>	<b>21.258.890 \$</b>	<b>52.234.454 \$</b>
Tax @ 30%	115.950 \$	2.258.625 \$	4.064.820 \$	6.337.667 \$	15.670.336 \$
Profit After Tax and Before Dividends	270.550 \$	5.270.125 \$	9.484.580 \$	14.881.223 \$	36.564.117 \$
Investment Retained Profits	0 \$	0 \$	474.229 \$	744.061 \$	1.828.206 \$
Accumulated Profit & Loss Reserves	<b>270.550 \$</b>	<b>5.270.125 \$</b>	<b>9.010.351 \$</b>	<b>14.137.161 \$</b>	<b>34.735.912 \$</b>
NET PROFIT MARGIN AFTER TAX	270.550 \$	5.540.675 \$	14.551.026 \$	28.688.188 \$	63.424.100 \$

The figures above are derived from projected profit estimates based on expected sales targets and are for illustrative purposes only. The market analysis has been conducted for Turkey, assuming an average boat length of 14 meters.

# Investment AllocationPlan

Stage	Description	InvestmentShare (%)
Market Research	Studying market needs and potential to assess global market opportunities.	15%
Product Development	Conducting R&D to add new features and enhance existing products.	20%
Marketing Strategy	Creating global marketing campaigns to promote the Marinverse brand to a broader audience.	25%
Business Development	Exploring new business opportunities, establishing partnerships and supporting growth.	15%
Operational Infrastructure	Strengthening infrastructure to increase operational capacity as the business expands and to serve global customers.	15%
Reserve Funds	Providing financial security and flexibility for unexpected situations.	10%
Total	Total investment amount.	100%