berth

PITCH DECK

What if every marina ran like a hotel?

Berth automates end-to-end marina operations, from booking request to berth assignment.

The Problem Today

Marina booking and management is still largely: **offline, fragmented, and under-digitised**

- **Phone calls and emails**
- **Manual notes and spreadsheets**
- **Disconnected systems**
- **No real-time availability**

For the boater

You find a marina online. There is no way to book. You call. No answer.

No availability. No confirmation. No follow-up. You move on.

For the marina

Bookings arrive on WhatsApp, phone, and email. Residents move berths. Staff are on the dock. Occupancy lives on a whiteboard

Nothing is connected. Nobody has the same picture. Revenue walks out the door.

Even marinas using modern ERP software still rely on whiteboards.



Market Opportunity

30,000 marinas globally

€25’000 – average monthly transient revenue per marina

€9bn + annual transient booking value (TAM)

11% take rate

€1bn + Revenue opportunity

“More than 85% of the **marinas and tourist ports** around the globe are characterized by a low level of technology.”
-Fiware Foundation

Capturing just 1% of this opportunity makes berth a $10m annual revenue business

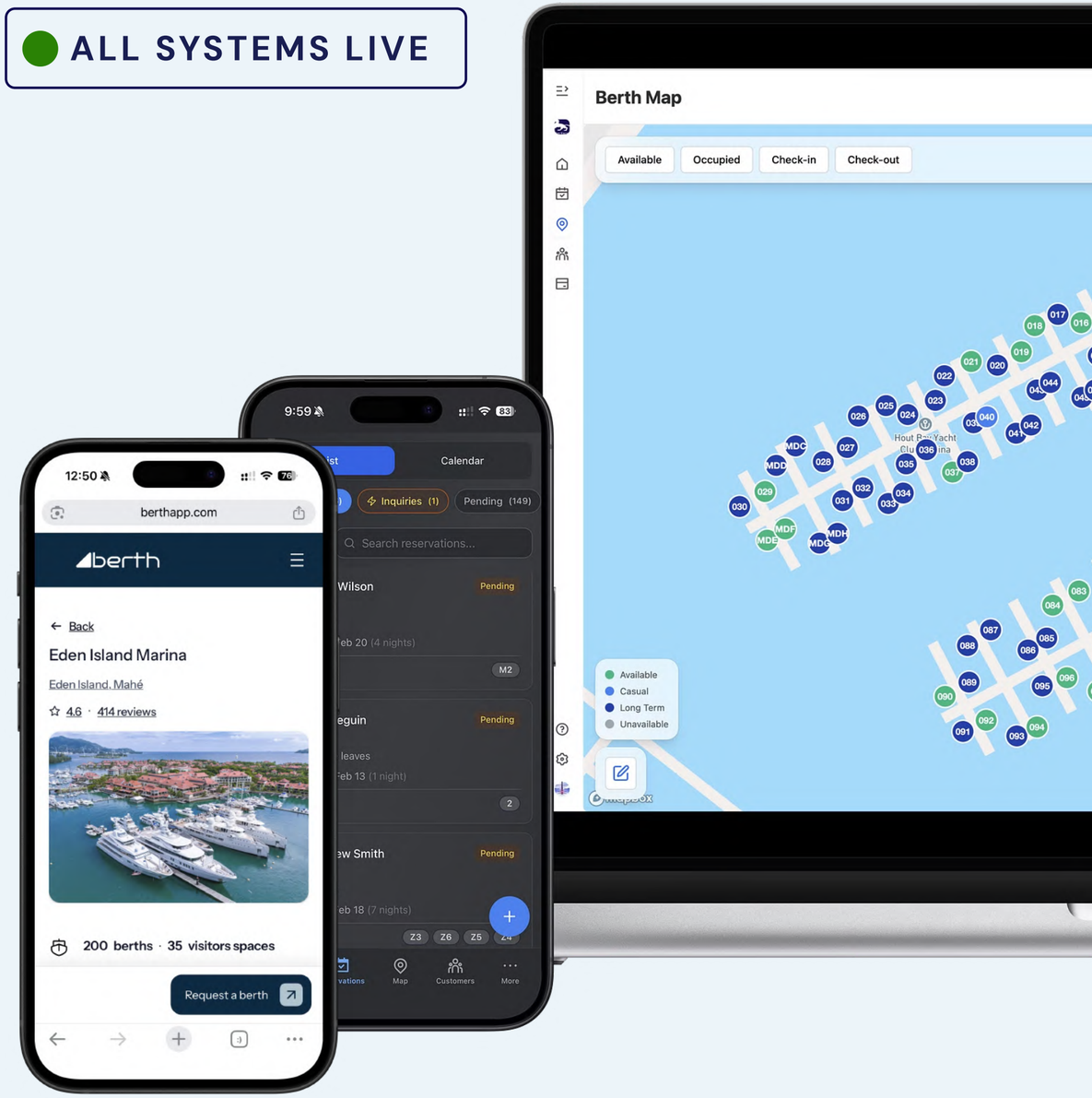
A vast global market with a clear path from transaction volume to revenue

The Berth Solution

berth

More revenue, less admin, more control

- Unified boater bookings intake
- Shared inbox for all communication
- AI optimised berth allocations
- Shared occupancy view for the whole team
- Streamlined transaction handling and tracking
- End-to-end marina management
- Designed for mobiles, tablets and desktops



Reducing thinking; increasing impact

For the marina team

- One shared operational truth
- Faster, clearer decisions
- Fewer errors and handover issues
- Visual and searchable marina data
- Accessible anywhere, anytime and on every device

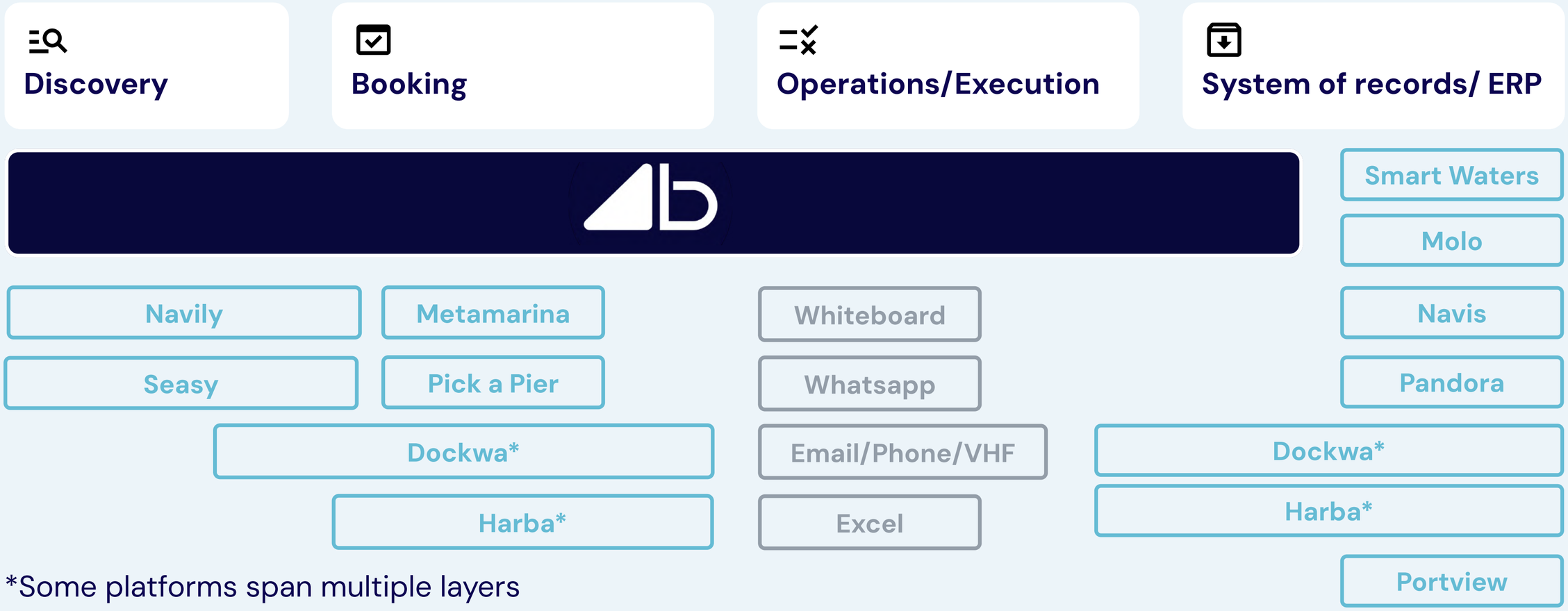
For the business

- Higher berth utilization
- Better handling of transients and change
- Less coordination overhead
- Revenue captured instead of lost
- Less dependency on key individuals

For the environment

- Less time idling and fuel wasting
- Better use of existing marina space
- Increased marina revenue means more resources flow to improving surrounding ecosystems

The missing connecting layer in marina operations



*Some platforms span multiple layers

How Berth makes money; our business model

Berth only earns when it’s used in real operations.

Transaction-based model

11% transaction fee paid by the boaters

On full booking value or minimum set deposit

No SaaS fees for marinas

Go-to-market:

Start in South Africa

Digitally underserved marina market
South Africa gives Berth a low-competition environment to work directly with marina operators and solve real operational pain points.

Build product-market fit
Close customer proximity allows rapid iteration from prototype to MVP to Version 1.0.

Expand to Australia

Repeatable expansion market
English speaking, high value marina operators with similar operating workflows and a nationally stated objective to modernise marina operations.

Build regional density
Concentrate on dense marina clusters to create local references, boater familiarity, and word of mouth among transient skippers

Scale in Europe

Largest high-value marina opportunity
Europe has the world's largest concentration of recreational boating, marina infrastructure, and high value transient cruising.

Localised cluster expansion
Enter through priority regional clusters, adapting language, payments, pricing, and operating workflows to local market requirements.

Already live in market

5
Months in operation

5
Active marinas

1500+
Reservations processed

The Crew

WE'VE SPENT YEARS SOLVING PROBLEMS IN THIS SPACE, THAT'S WHY WE'RE THE PERFECT TEAM TO FIX THIS INDUSTRY



Matt Milne
Founder
Tech & Engineering

- Ex Amazon Web Services (AWS) engineer, focused on secure and scalable infrastructure



Matthew Wilson
Founder
Operations & Growth

- Specialist in property tech, and operations



Thomas Seguin
Founder
Product & Strategy

- Former founder of a European energy tech startup
- Proven 0 → 1 operator, from concept and validation to launch and early scale

aws ACI Worldwide

mri REAL ESTATE SOFTWARE

CSQ

Funding Requirements

We are looking for EUR 700k for 24 months financing to onboard 60 marinas across Africa, Europe and other markets

€700k → **60** → **€2.02M**

Angel Round

Marinas

Projected yearly revenue after 24 months

INVESTMENT USAGE

Funding will support product expansion, market entry, operations, and key sales hires to scale revenue and onboard new marinas.

Ideal Investor

We are looking for Industry Enablers and Growth Partners to help connect us in the industry.

Valuation

Berth is raising at a €5M post money valuation

Thank you

