



AI DRIVEN PERSONALISED MARKETPLACE FOR SAILBOAT CAPTAINS

MANAGEMENT WITH OVER 25 YEARS EXPERIENCE IN CAPITAL MARKETS

With Regolith Funds:

Assets (stocks, cash, all accounts) are in the US meaning they are regulated by US financial institutions under the expertise of experienced, sophisticated professionals!

Today we all invest using the platform, we trust Regolith.



EXPERIENCED MANAGEMENT TEAM WITH ALL FOUNDERS HEAVILY INVOLVED IN OPERATIONS

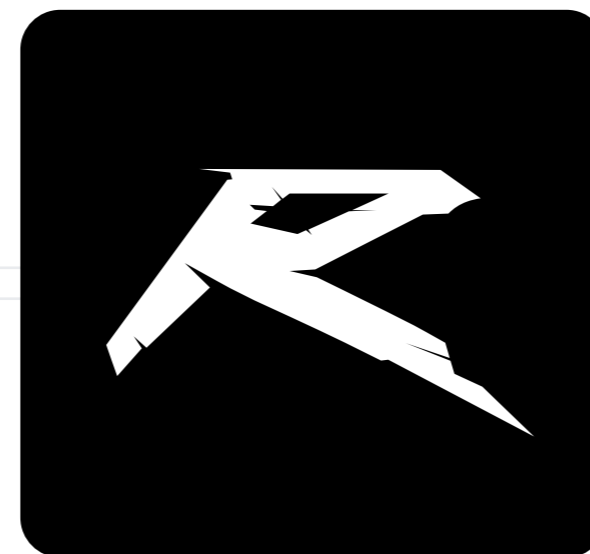
Objective of the company

To help people, control their finances and increase their capital over the long term. Or objective is to do so in an efficient and user-friendly way.

Regolith has been building its business over the past 6 years

The average annual return for customers has been 100% over 6 years. In each year returns vary between 20% to 270%.

**SAFETY
FIRST**



**REGOLITH
FUNDS**

We will help you with your finances

Regolith initially started as a concierge type service business in the securities market. Our services make it easy to invest.

Regolith's Marketplace

The Marketplace portal offers all sorts of investment ideas for investors to build their portfolio.

Our financial ecosystem platform does all the hard work. You simply choose.

Browse, click, invest, manage your money.

SEARADAR IS A 24/7 YACHT BOOKING SERVICE, STRAIGHT FROM YOUR PHONE

- **Mission:** is to make the yacht rental process as **convenient** and risk-free as possible.
- Founded in 2017
- Over 20 000 yachts for clients to choose from
- Over 5 000 clients
- Present **the top 6 best yachts** for charter
- We aim to **support** captains throughout their sails.



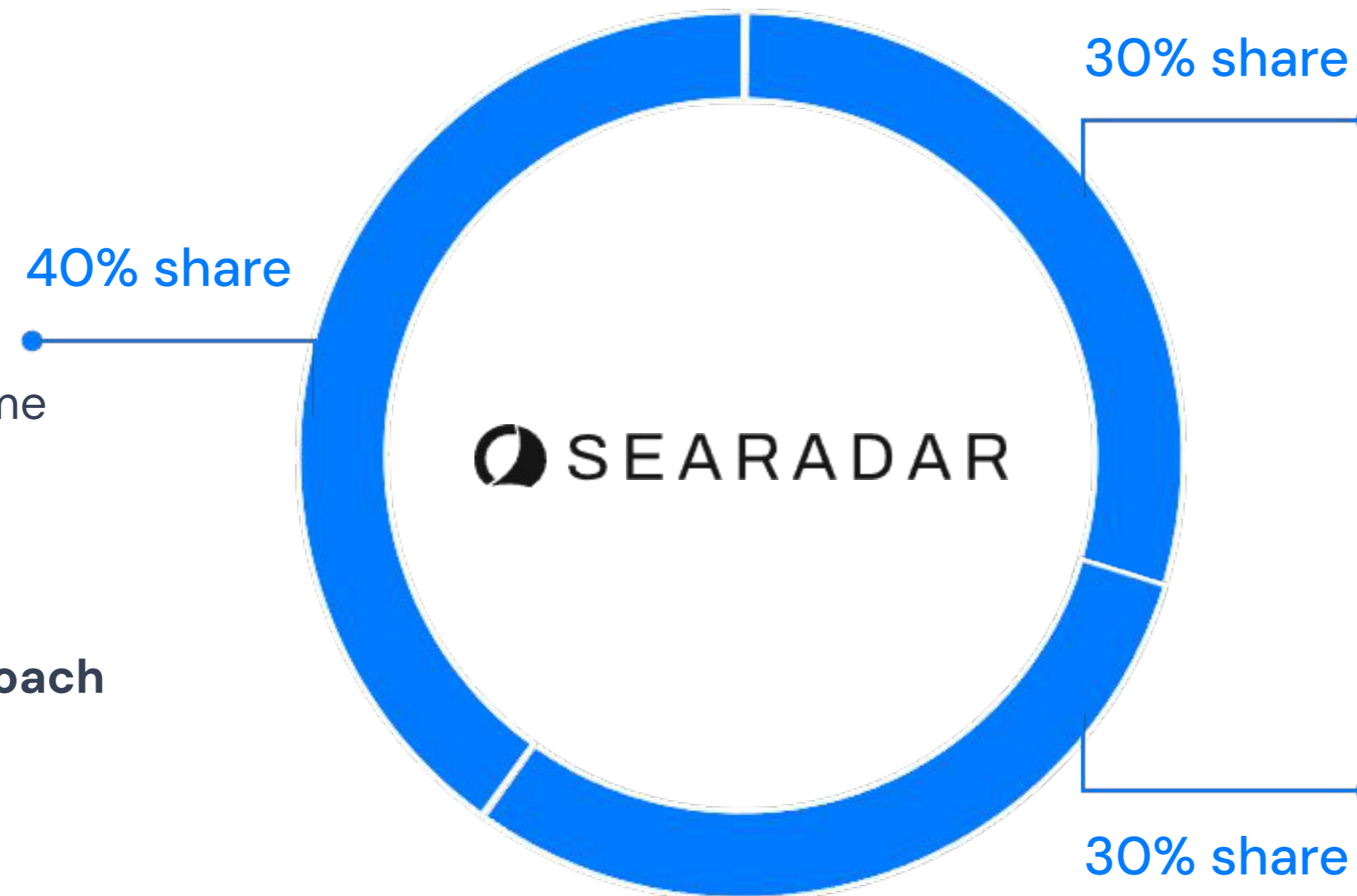
SAILORS PROBLEM: THE TRILEMMA OF BOAT RENTAL

Marketplaces,

like Zizoo, Boataround, Click&Boat, provide time consuming and non-guaranteed services.

They are trying to satisfy both - tourists and skippers.

Skippers need to have a personalized approach if you want retention.



Booking with the help of agents

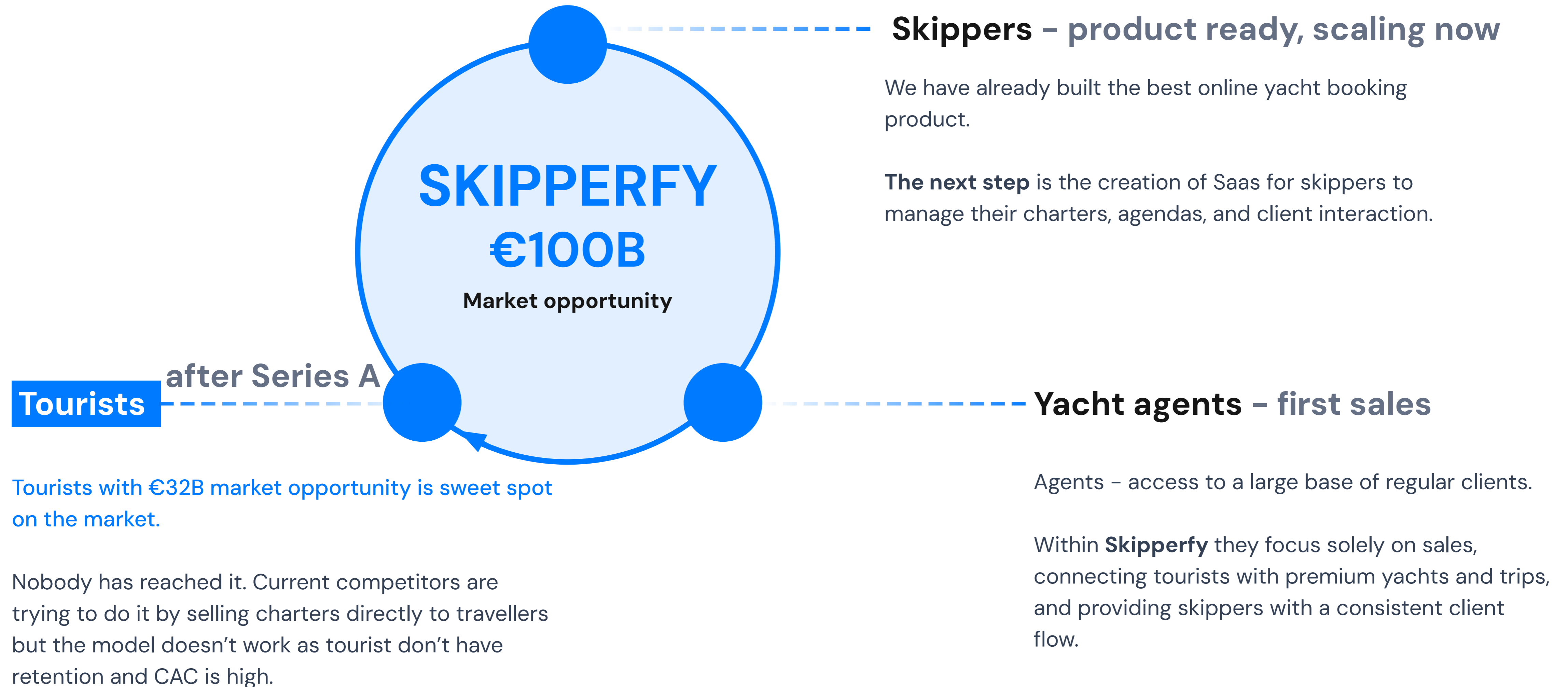
is a high level of service. However, **time-consuming with limited available yachts** in one offer.

Direct booking

is time-consuming with **no clear documentation and a huge administrative burden**. Lack of service with a limit of available yachts in a location.

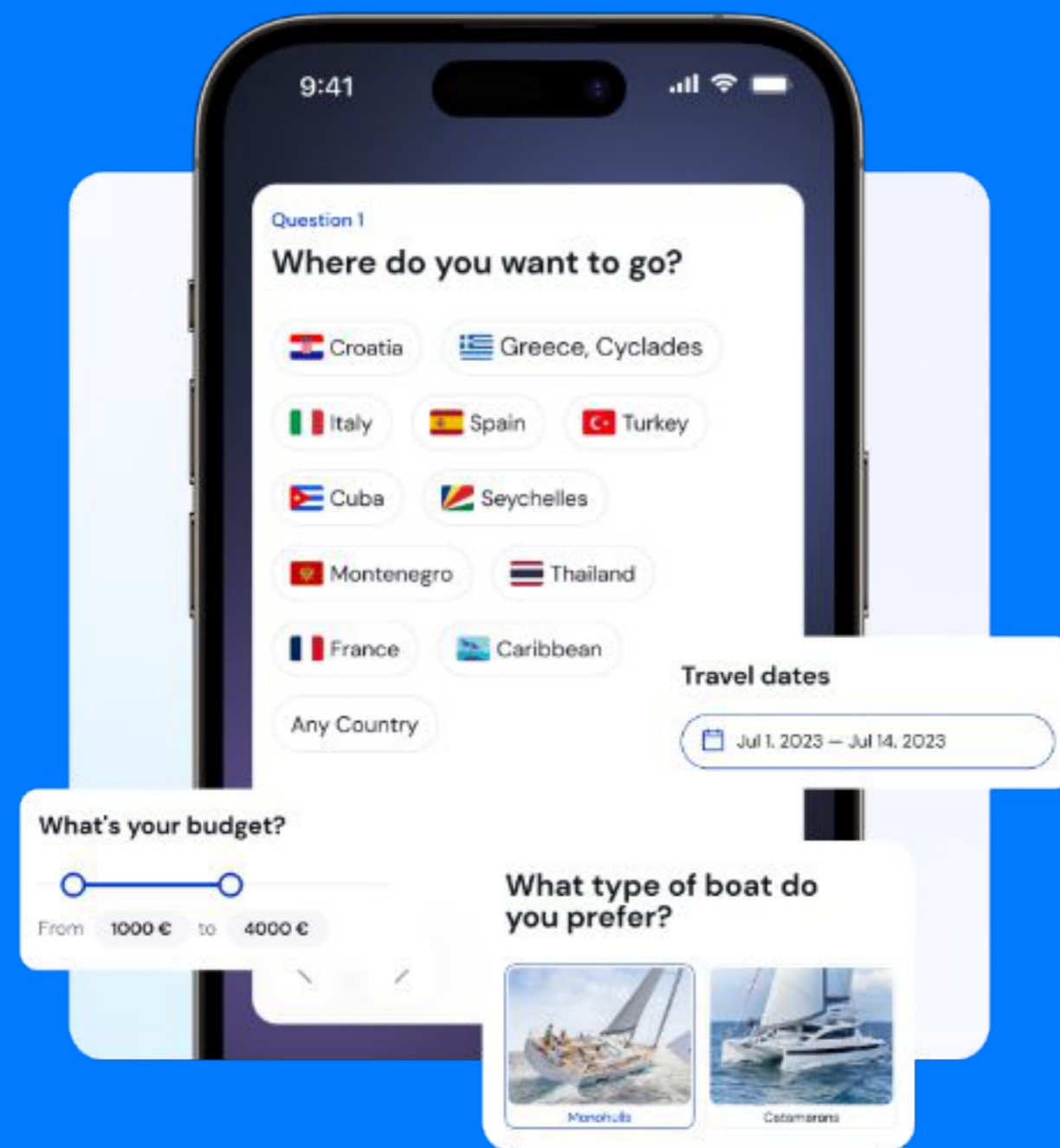
SEARADAR combines the agent personal approach with high quality service and tech efficiency of marketplaces with low ops costs.

SEARADAR'S SOLUTION: SHOPIFY FOR SAILORS



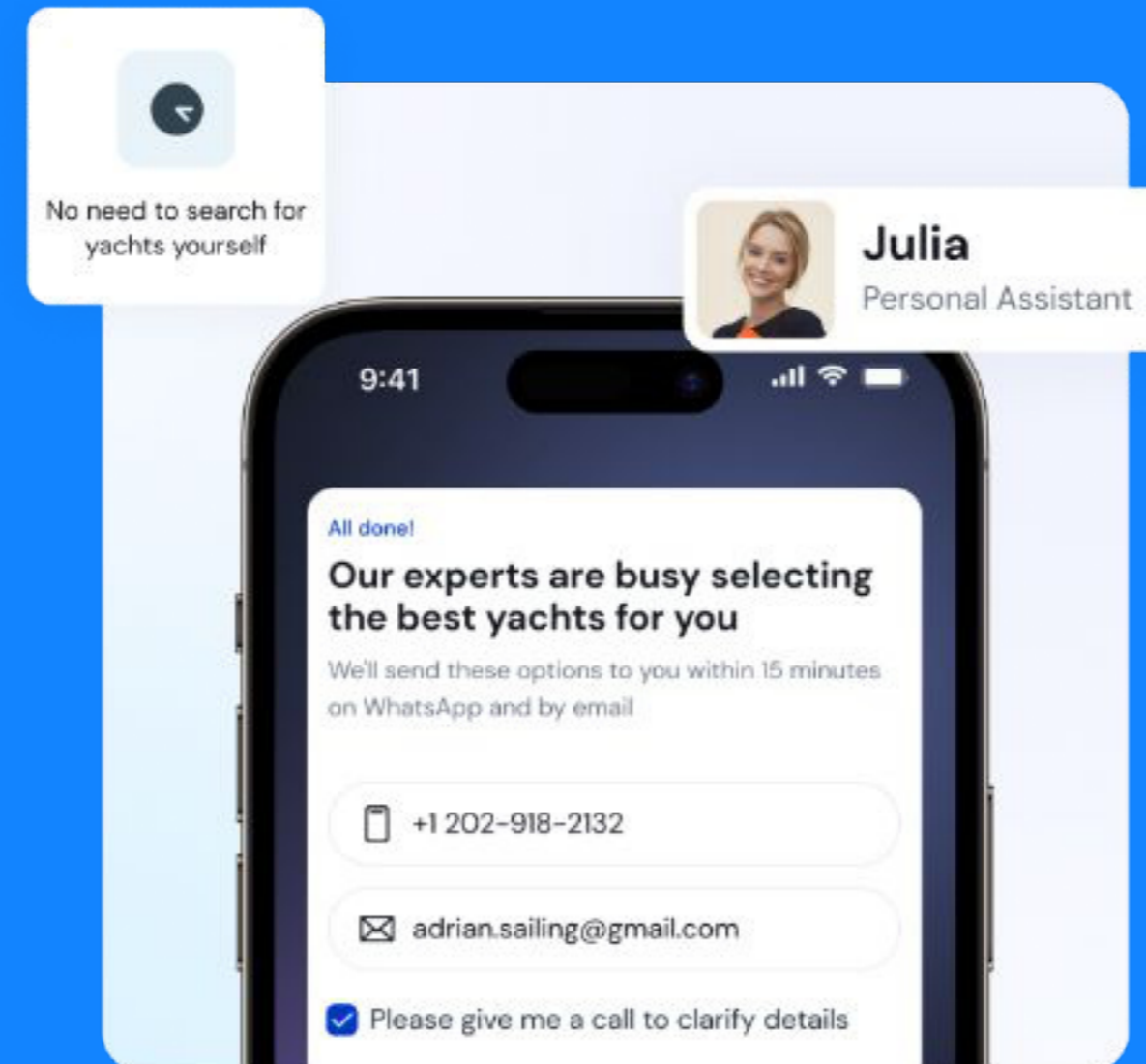
WE BUILT THE BEST ONE STOP SHOP FOR SAILORS TO RENT A BOAT

1



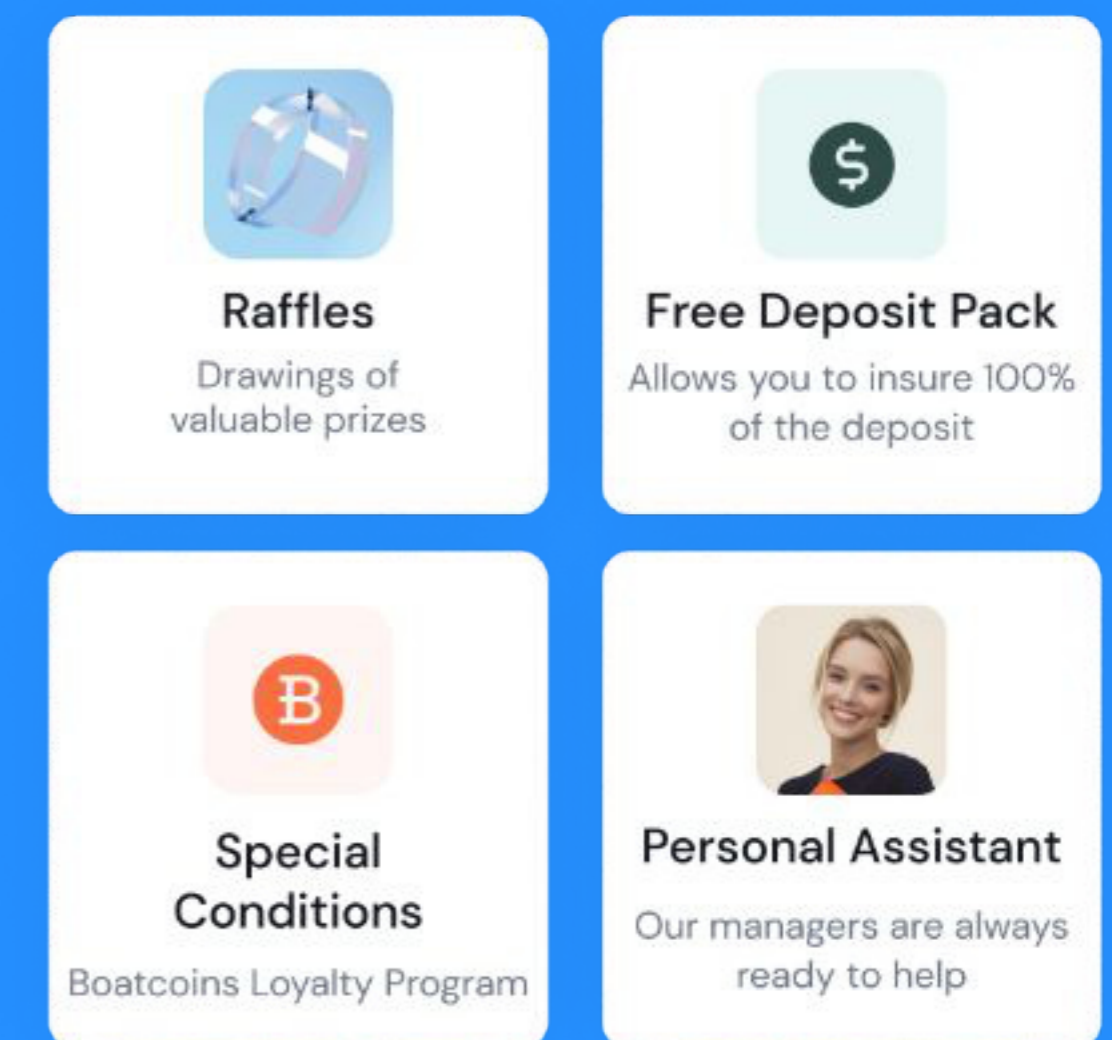
Choose the destination and yacht type

2



Our AI algorithms and experts present the top 6 best yachts for charter and support the captain throughout his sail

3



SEARADAR is a one-stop shop on your phone, satisfying all the needs of captains

AND THE OPPORTUNITY IS MUCH BIGGER

Sailors in the EU



€32B

Active travellers and tourists in the EU

16,000,000

Tourists in Europe who regularly participate in recreational marine activities

€2000

Average cabin price for 7 days tour

€100B

Active travellers and tourists worldwide

>50,000,000

Tourists go boating and yachting at least once per year worldwide.

SEARADAR
We are here

WE STARTED FROM €9.6B GROWING MARKET

Our key customer segment is sailors who either sail as a hobby with family and friends or do it professionally.

2,000,000

Registered sailboat captains in the EU

40%

captains charter yachts in EU 3+ times a year

€4,000

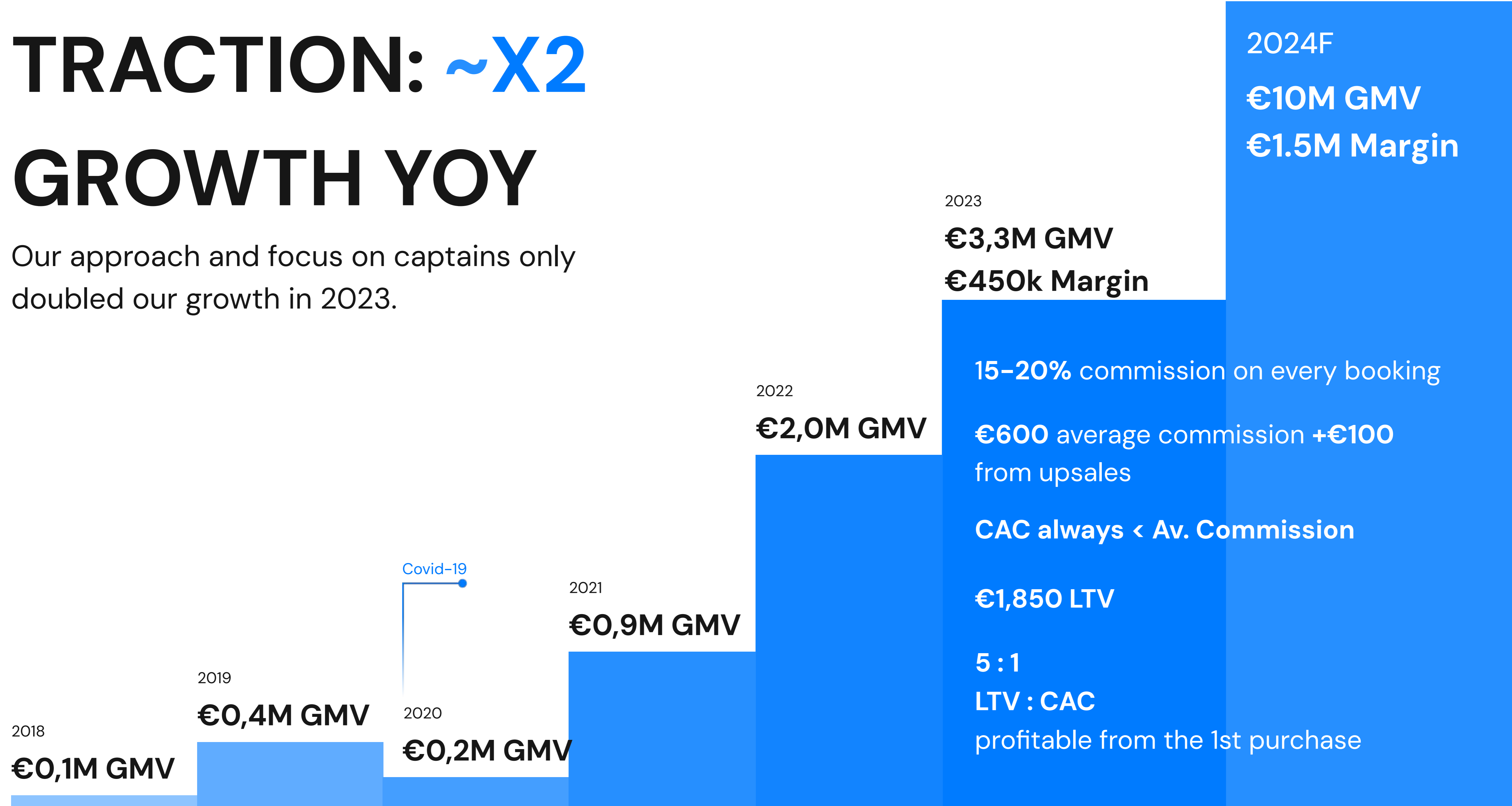
Average booking price.
€700 of which is our margin



TRACTION: ~X2

GROWTH YOY

Our approach and focus on captains only doubled our growth in 2023.



TRACTION: ~X2

GROWTH YOY

Our approach and focus only on captains drives our growth 2x in 2023

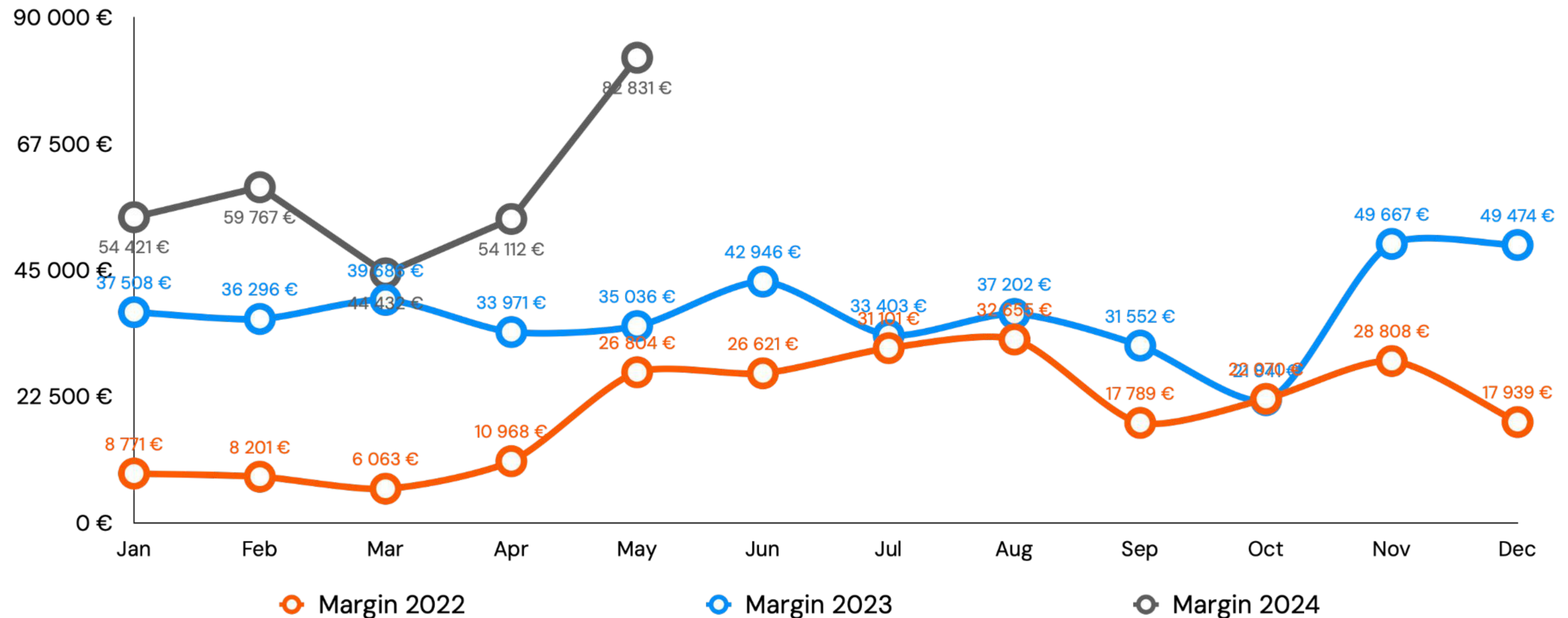
	2022 Fact	2023 Fact	YoY Growth
GMV	€2,011,999	€3,324,605	65%
Margin	€237,790	€448,582	89%
Margin, %	11.82%	13.49%	14%
Marketing	€479,420	€299,727	-37%
CAC	€936	€368	-61%
Average net commission	€495	€550	11%



TRACTION: X2 GROWTH YOY

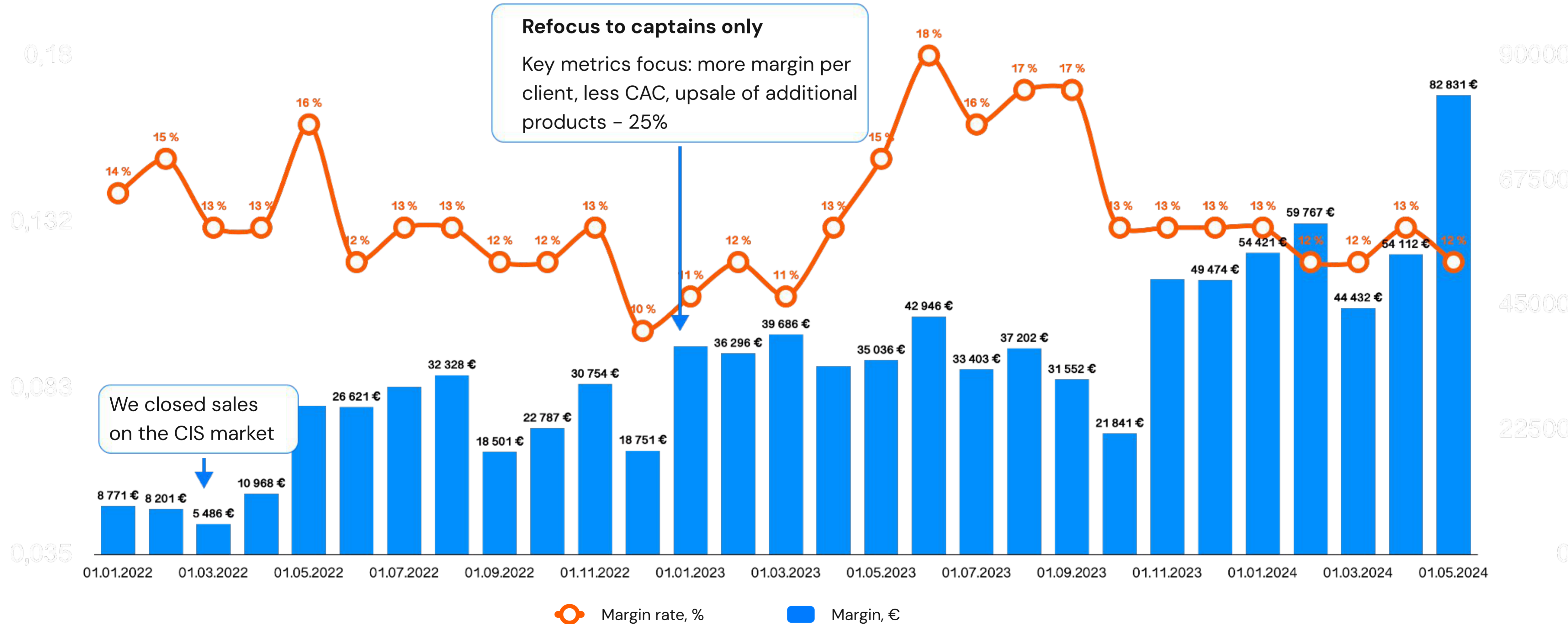
Our north star metrics are margin and the number of bookings. We scale our best practices with positive unit economics, progressively capturing market share.

Net Margin 2023 vs 2022



TRACTION: X2 GROWTH YOY

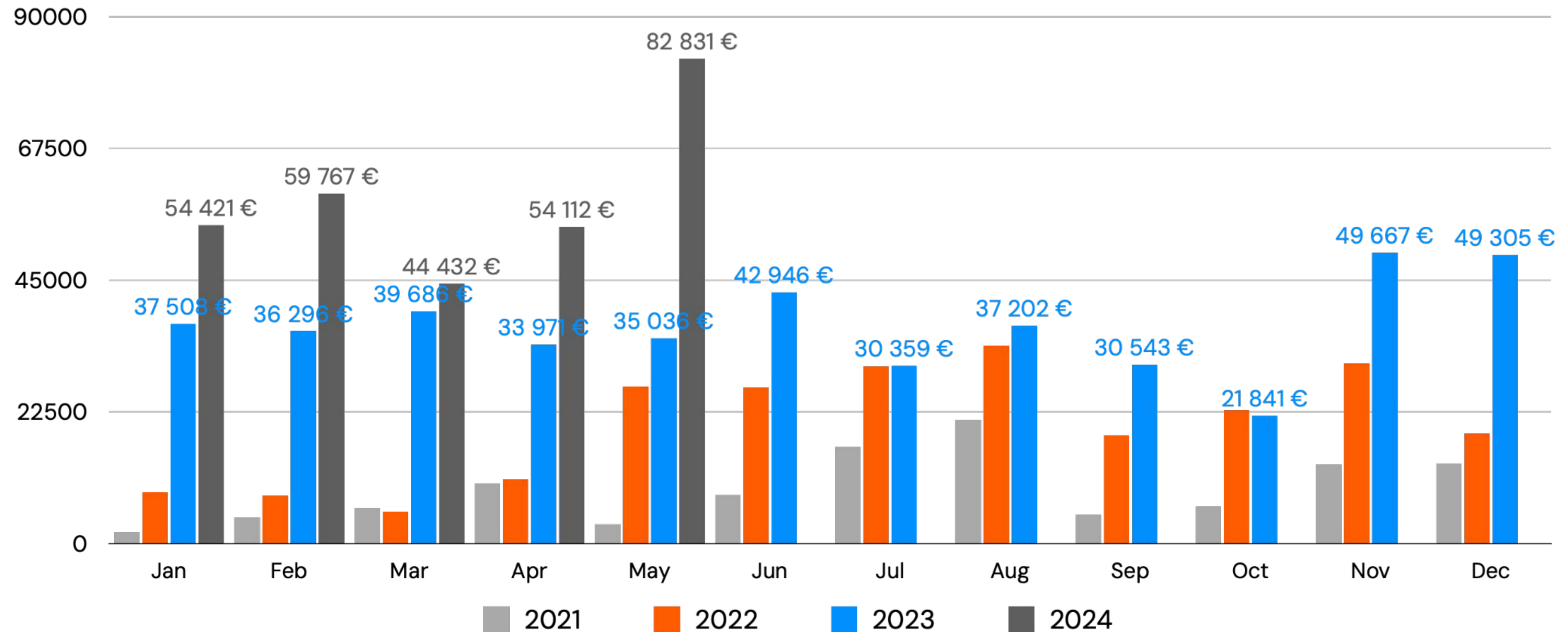
Margin by bookings



IN Q1'24 WE SET OUR HISTORY RECORD FOR MARGIN

Focus on skippers only, engaging with our current client and leads base, we implemented new products to enhance our av. margin per client.

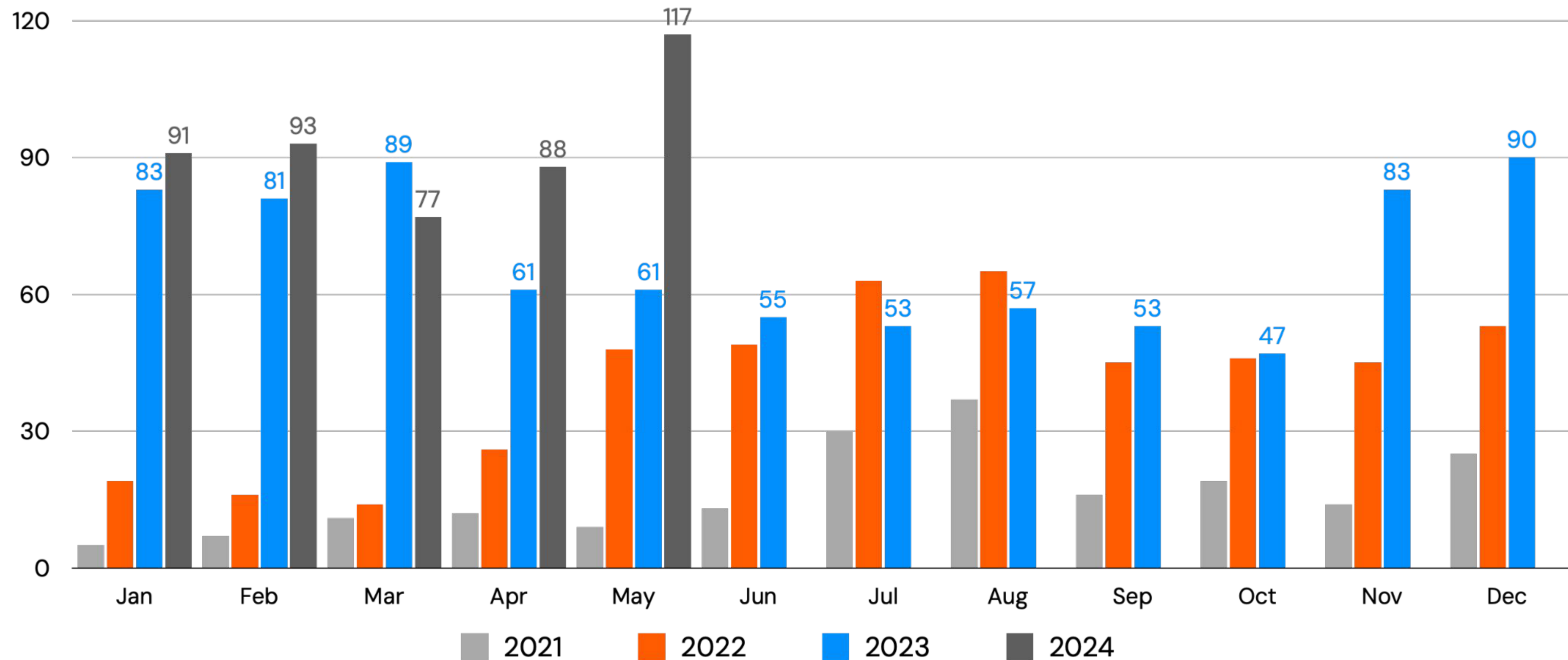
Margin by months



BOOKINGS: +60% GROWTH YOY

We increased both our average margin per booking and the number of bookings YoY.

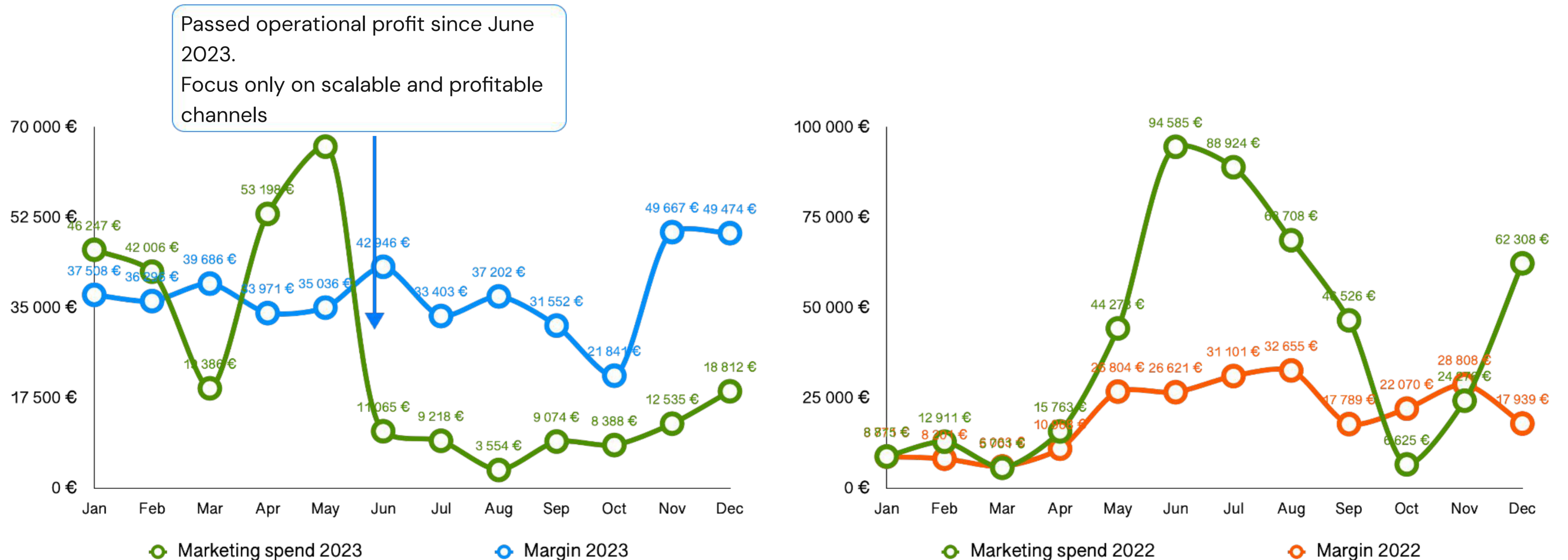
Bookings (charters) by months



WE INCREASED OUR **MARKETING EFFICIENCY**

Since June 2023 we have achieved fully operational profitability.

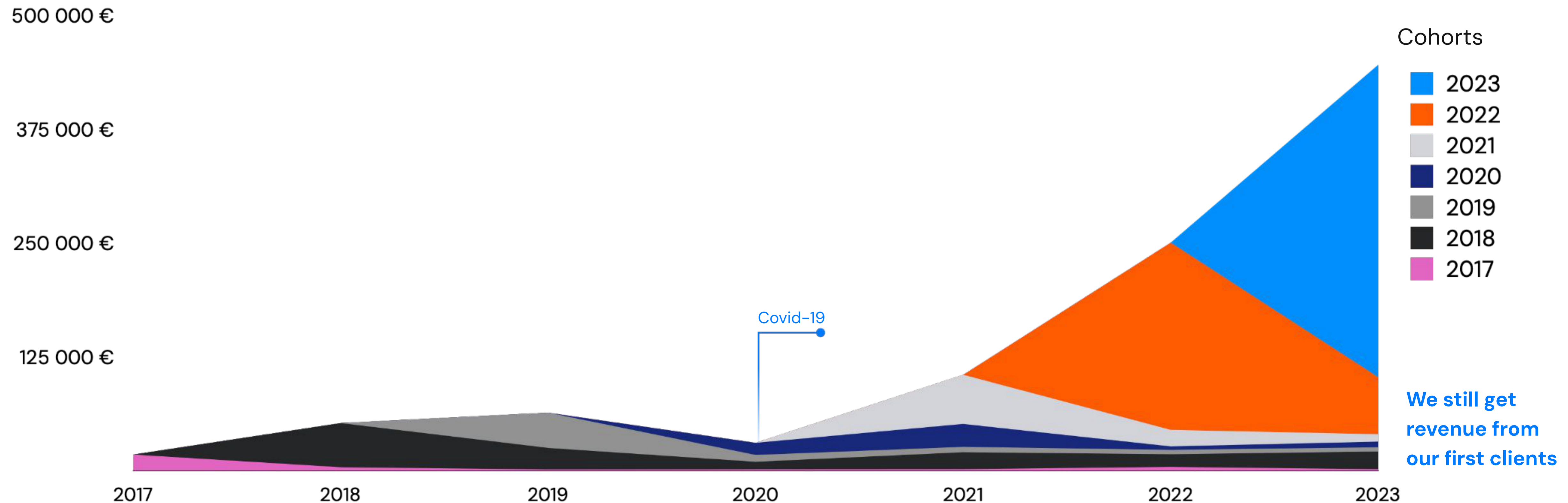
We built a successful, scalable product with positive unit economics in the marine tech industry.



WE HAVE STRONG COHORT RETENTION

Our marketing machine + high cohort retention on the market = profitable and scalable business

Margin by cohorts



SECRET SAUCE

We have collected the dataset of 50,000 captains' behaviour, preferences and choices and developed continuously learning algorithms that provide:

- Tailored offerings with **1.5X higher conversion** rate from leads to sales compared to human offers.
- **- 80% operational expenses reduction.**
- **+ 25% to our average check** from automatic upsales.
- Access to almost all digitised boats on the market through databases.
- Seamless automated communication via WhatsApp, e-mail or phone as desired by the customer.



MEET OUR TEAM

Our team is composed of seasoned professionals with extensive experience in the marine industry and IT. Their combined expertise drives SEARADAR's success and innovation.



DEEP EXPERTISE IN THE MARINE INDUSTRY



Dima Beznasiuk
CEO, founder

Professional captain

Serial IT entrepreneur:

- Emprana (successful exit 2013)
- Turbodealer (successful exit 2021)



Max Terbov
CBDO, founder

Professional captain

Founder of sailing events agency
Serial entrepreneur



Ivanka Nedelchuk
Head of Customer
Success

Super professional in hospitality services

ex-Travel tech startup founder
ex-Radisson and ParkInn



Anastasia Ananina
Head of Sales

Sales guru

15 years in B2B and B2C sales,
built 10+ sales departments
from scratch

+ 30 people from over 10 countries, including Portugal, Croatia, Netherlands, Serbia, Turkey.



Investors and advisors



Wallace Green

Founding Partner ActNow
Venture Partners, Startup
Coach, Angel investor



Igor Mölder

On of the Top-100 Estonian
angels focused on early and
seed stages and real estate



Sandra Golbreich

Advisor and GP @Baltic
Sandbox Ventures

ASK: €3,000,000

Late seed round before Round A.

Use of funds

- **Scaling sales on local EU and UK markets through local agents**
 - 700+ bookings monthly = €3M GMV per month
 - Increasing marketing expenses to scale our sales with positive unit economics = €1.5M GMV
- **Strengthen the tech and product team**
- **Increasing working capital**

PERKS

Only for
Regolith
Community

Checks from €20k

- Free yachting courses with skipper licence

Checks €50k–99k

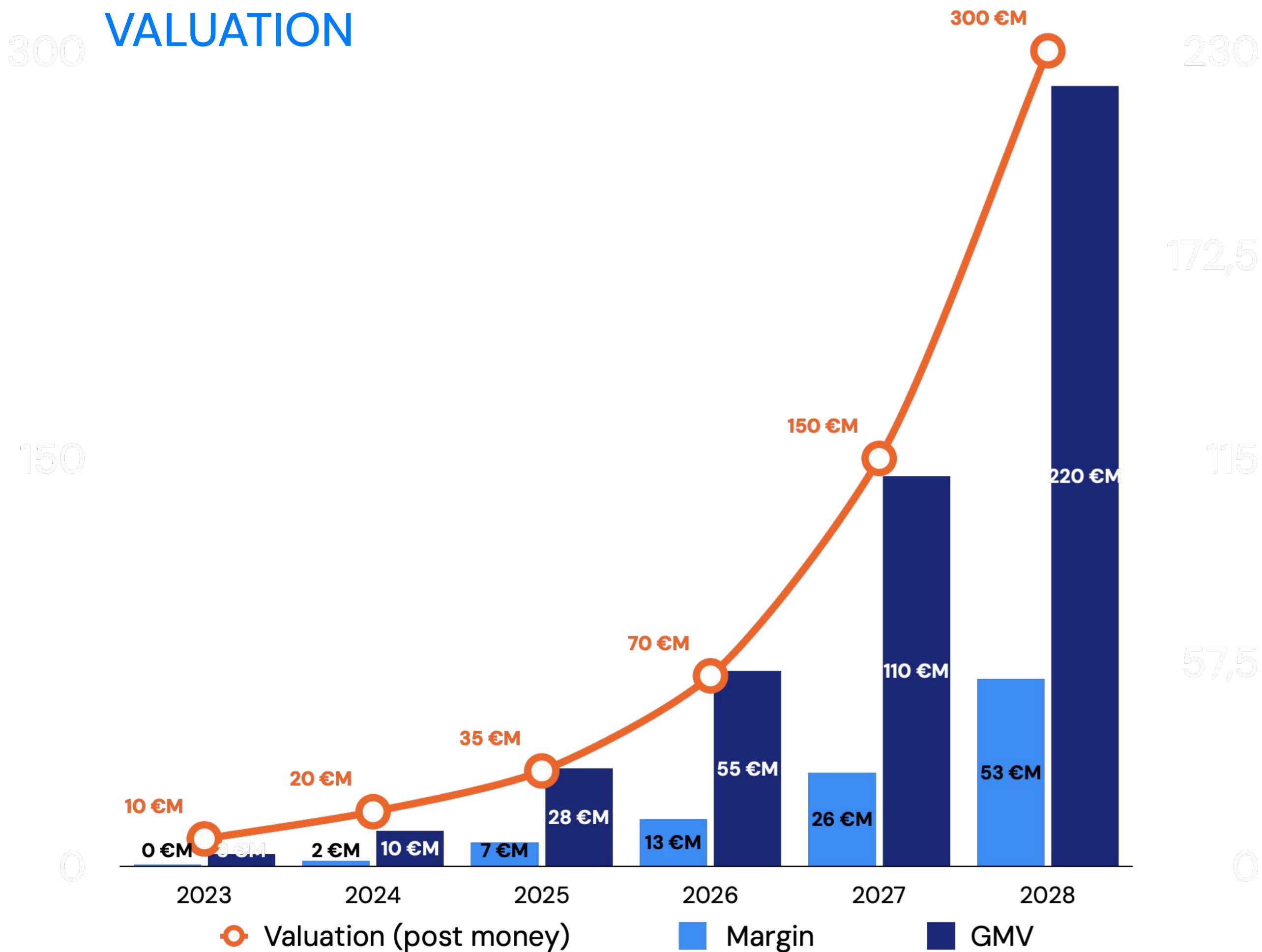
- Free yachting courses with skipper licence
- Lifetime 5% discount for any booking via searadar.com

Checks from €100k

- Free yachting courses with skipper licence
- Lifetime 10% discount for any booking via searadar.com
- VIP client status with personal manager and butler
- Invitation to Annual Seradar's closed events

EXIT STRATEGY

IN 3-5 YEARS WE WILL REACH 150-300M VALUATION



Exit Strategy

Searadar – client experience management platform

Key buyers:

- PE company – to strengthen their marinetech vertical
- Top tier charter company – to increase their EBITDA as we are already the fastest growing DYC partner

TO SUM UP

3.3M GMV in 2023

15–20% commission on every booking

€600 average commission +€100
from upsales

CAC always < Av. Commission

€1,850 LTV

5 : 1

LTV : CAC

profitable from the 1st purchase

Strong competitive and tech advantages

Our algorithms based on our 50,000
data set of captains can:

- Increase conversion rates for 1.5x from lead to sales,
- Reduces operational costs for 80%
- Make + 25% to average check from automatic upsalls

Strong team with deep expertise in the
marine industry and IT

Already talking with strategic buyers

HOW TO JOIN REGOLITH AND PARTICIPATE IN THE SEARADAR DEAL?



Registration

Register through Regolith.com or Download the Regolith app on IOS & Android. Once completing standard identity verification your account will be opened.



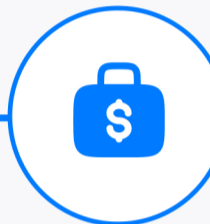
You can deposit into your account using

- Bank transfer Swift, ACH
- Bank card Visa, Mastercard
- Crypto (USDT)



Choose SEARADAR

Select SEARADAR in the "Offers - Regolith Marketplace" section, agree to the terms and confirm the investment amount.

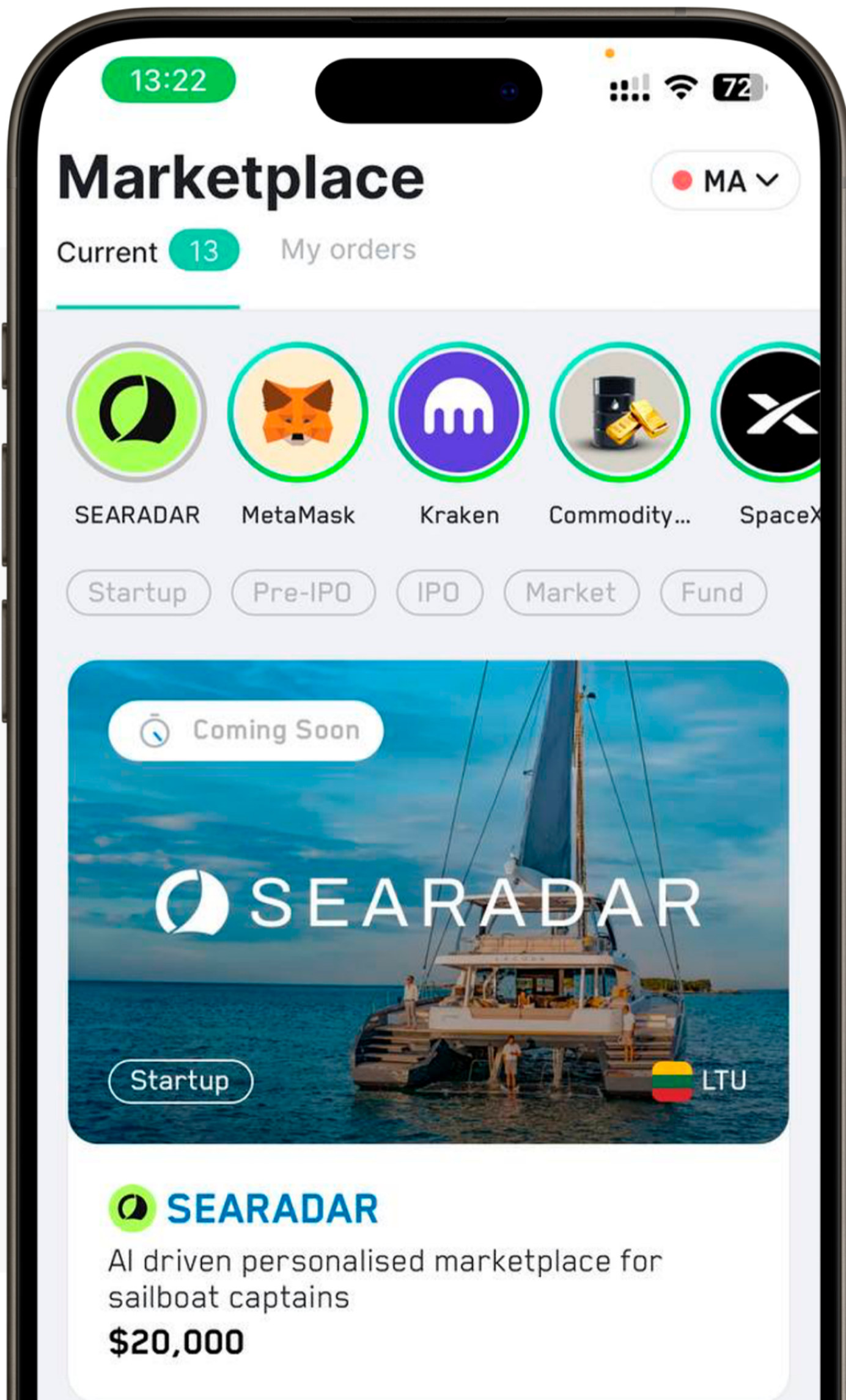
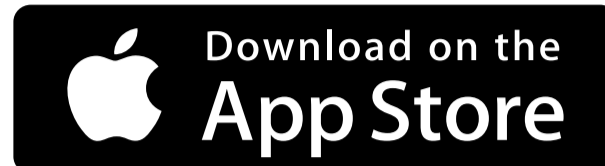


Earn money

You will receive updates through your Regolith account statements and through Regolith news. Dividends will be credited to your account monthly.

If you are already a Regolith customer, go directly to the [Regolith marketplace](#) where you can invest immediately

DEAL TERMS



\$20 000

Minimum investment amount

- Deal fee: **5%**
- Carried interest: **20%**

Invest



PLATFORM OF INVESTMENT AND FINANCIAL INSTRUMENTS

