



GCC SMART YACHTING DAYS

Reinventing Yachting and Marina Development

28 & 29 FEBRUARY 2024

E-CATALOGUE



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YACHT CLUB

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REINVENTING YACHTING AND



MARINA DEVELOPMENT

“

GCC Smart Yachting Days aims to bring together the industry's visionary minds to explore opportunities for expansion in a high-growth market while maintaining a strong commitment to sustainability. Let's collectively make sustainable resolutions to explore new territories, harmonizing technical innovation with environmental integrity, forging a responsible future for yachting in the GCC countries.

José Marco Casellini, CEO of Monaco Marina Management

SUMMARY

The Event

06

08

Program

The Speakers

12

22 Pitching Competition
& Start-ups

Monaco Marina Management 44

46 M3 Smart Initiatives

2024 GCC SMART

The main goal of the GCC Smart Yachting Days is to encourage the exchanges and networking between all the players of the entire yachting ecosystem through the presentation of innovative and sustainable solutions to be adopted with the intent to lower our industry's environmental impact.

Dubai will host a networking & innovation rendezvous to shape the future of marinas & yachting, creating destinations of choice, living places, a whole ecosystem while putting in place actions to lower the impact on the environment and support innovation, through Blue Economy investments, Smart Marinas and Smart People.

The Focus will be on two aspects of the maritime industry key factors in the nautical tourism: the Yachting and the Marina ecosystem.

S M A R T
SUPERYACHTS MARINAS ASSESTS REAL ESTATE TOURISM

YACHTING DAYS

GCC countries aim to become a global sustainability hub with key objectives: fostering a competitive knowledge economy, promoting social development, ensuring environmental sustainability, advancing clean energy, and encouraging a green lifestyle. A major goal is achieving carbon neutrality by 2050.

With rapid economic growth, increased purchasing power, access to cutting-edge technologies, and a focus on environmental awareness, GCC countries aim to emerge in the global yachting industry. They are committing pushing boundaries with its pioneering mixed-use developments. A significant marinas projects are underway and today the marinas are built on one side and the yachts on the other: they must be treated like a resort with an infrastructure including a significant eco-friendly component. For this to happen, a real “collective thought” is needed.



28TH FEBRUARY 2024

MODERATED BY: MARTIN REDMAYNE

8.30AM – 9.30AM

BREAKFAST & NETWORKING

9.30AM – 10.00AM

WELCOME ADDRESS

JOSÉ MARCO CASELLINI - CEO, MONACO MARINA MANAGEMENT

BERNARD D'ALESSANDRI - GENERAL SECRETARY, YACHT CLUB DE MONACO

ALEXIA RIBEIRO - MONACO CAPITAL OF ADVANCED YACHTING

10.00AM – 11.30AM

THE M3 SMART KEYNOTE DEBATE

HOW CAN THE GCC SET A NEW STANDARD IN SMART AND SUSTAINABLE YACHTING & OWNERSHIP?

ADAM PAPADAKIS - HEAD OF SALES, MORAVIA YACHTING

CAPTAIN SAIF AL MHEIRI - CEO, ABU DHABI MARITIME

JASEM ZAITON - GAC GROUP MARKETING MANAGER – CRUISE

MATTHEW JAMES PLUMTREE - DIRECTOR - GOS, DRYDOCKS WORLD

SARAH COLBON - CO-FOUNDER NJORD BY BERGMAN & BIOSOUL

STEFANO TOSITTI - CEO, ACQUERA YACHTING

11.30AM – 12.00AM

COFFEE BREAK & NETWORKING

12.00AM – 12.45PM

SMART TALKS

CIRCULAR ECONOMY STRATEGIES FOR SUSTAINABLE YACHTING

INVESTING IN INNOVATIONS FOR SUSTAINABLE YACHTING & MARINAS

LAMBERTO TACOLI - ADVISOR, THE ITALIAN SEA GROUP

LUCA DINI - FOUNDER & CREATIVE DIRECTOR, LUCA DINI STUDIO

12.45PM – 1.15PM

THE SMART STARTUPS SESSIONS

5 YACHTING INNOVATIONS - YACHTING VENTURES

MODERATED BY **GABRIELLA RICHARDSON** FOUNDER & CEO

& **RACHEL ZLATAR** GROWTH & GLOBAL EXPANSION

1.15PM – 2.30PM

NETWORKING LUNCH



Elevate your yacht experience

GAC Egypt's unique blend of shipping, logistics and marine services, available at all ports, airports and marinas in the Red Sea and Mediterranean, ensures that every Egyptian sailing experience is a breeze.

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CELEBRATE



E G Y P T

29TH FEBRUARY 2024

MODERATED BY: MARTIN REDMAYNE

8.30AM – 9.30AM

WELCOME BREAKFAST & NETWORKING

9.30AM – 10.00AM

WELCOME ADDRESS

WHAT'S HAPPENING IN THE WORLD OF SMART YACHTING & MARINAS?

JOSÉ MARCO CASELLINI - CEO, MONACO MARINA MANAGEMENT

HH PRINCE SAUD BIN TURKI AL SAUD - STRATEGIC PARTNERSHIPS GENERAL MANAGER

IRINA PETERSON - SUSTAINABILITY EXPERT, MONACO MARINA MANAGEMENT

10.00AM – 11.30AM

THE M3 SMART KEYNOTE DEBATE

HOW CAN WE MAKE THE GCC THE MOST ATTRACTIVE, FUTURE-PROOFED MARINA AND COASTAL REAL ESTATE INVESTMENT OPPORTUNITY?

ALESSANDRO TRICOLI - PARTNER & HEAD OF SHIPPING DPT, FICHTE & CO LEGAL CONSULTANCY

BILLY CANELLAS - HEAD OF ASSET MANAGEMENT, NEOM

JAMES NL MARSH - CHIEF DEVELOPMENT OFFICER, RAK PROPERTIES

WAYNE SHEPHERD - MARINA DIRECTOR, DUBAI HARBOUR

11.30AM – 12.00PM

COFFEE BREAK & NETWORKING

12.00PM – 12.30PM

THE SMART STARTUPS SESSIONS

5 MARINAS INNOVATIONS - YACHTING VENTURES

MODERATED BY GABRIELLA RICHARDSON FOUNDER & CEO

& RACHEL ZLATAR GROWTH & GLOBAL EXPANSION

12.30PM – 1.15PM

SMART TALKS

SUSTAINABLE PRACTICES IN MARINA DEVELOPMENT

BALANCE LUXURY WITH RESPONSIBLE PRACTICES

AL' ALADEEN FAHRAN ALI AL-SOUKNI - HEAD OF QHSS, UDC & RME THE PEARL ISLAND QATAR

ANASTAZJA KOCIOLKOWSKA - DEVELOPMENT MANAGER, BURGESS

GONCA MELEK ÖZKAN - ENVIRONMENTAL EXECUTIVE SETUR MARINAS

1.15PM – 2.30PM

INNOVATION AWARDS CEREMONY NETWORKING LUNCH





CORINTHIA

YACHT CLUB

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AWAITS!



Membership
enquiries link



📍 Corinthiayachtclubqatar 📞 +974 4424 1111

📍 10 La Croisette, Porto Arabia, The Pearl Island

MEET THE SPEAKERS



JOSÉ MARCO CASELLINI
CEO - MONACO MARINA MANAGEMENT



MARTIN REDMAYNE
CHAIRMAN - THE SUPERYACHT GROUP



IRINA PETERSON
SUSATINABILITY EXPERT -
MONACO MARINA MANAGEMENT



BERNARD D'ALESSANDRI
GENERAL SECRETARY - YACHT CLUB DE MONACO



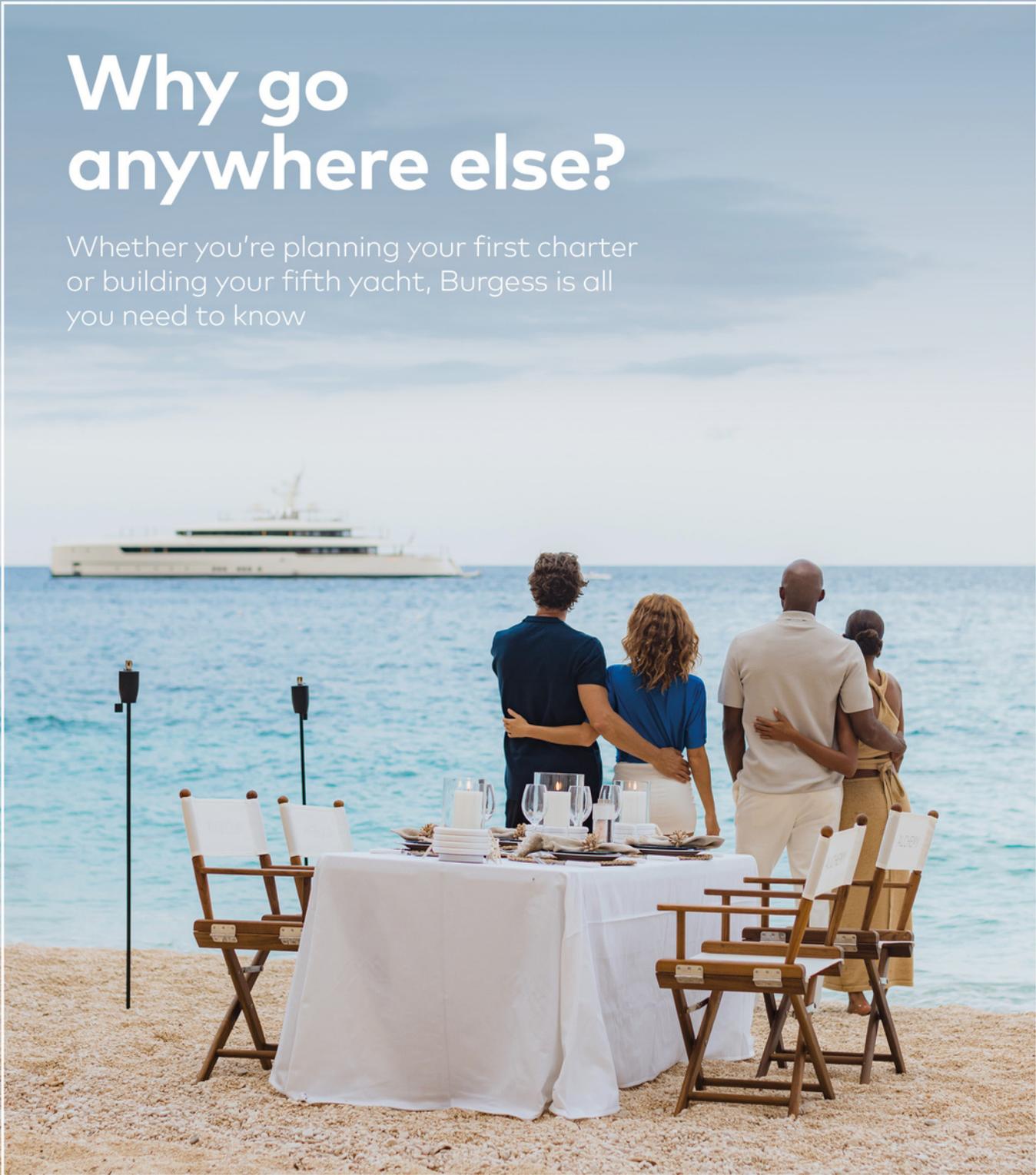
HH PRINCE SAUD BIN TURKI AL SAUD
STRATEGIC PARTNERSHIPS GENERAL MANAGER



ALEXIA RIBEIRO
REPRESENTATIVE
MONACO CAPITAL OF ADVANCED YACHTING

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MEET THE SPEAKERS

HOW CAN THE GCC SET A NEW STANDARD IN SMART AND SUSTAINABLE YACHTING & OWNERSHIP?



ADAM PAPADAKIS
HEAD OF SALES - MORAVIA YACHTING



CAPTAIN SAIF AL MHEIRI
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DIRECTOR - DRYDOCKS WORLD



STEFANO TOSITTI
CEO - ACQUERA YACHTING



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A WORLD CLASS FACILITY FOR MARINE & OFFSHORE PROJECTS

EXTENSIVE EXPERIENCE ON LUXURY YACHTS & CRUISE SHIPS

Strategically located in metropolitan **Dubai**

>300 projects per year with a record of 42 projects simultaneously

Highly skilled multi-purpose workforce of **>10,500 in-house & 5,000 subcontractors**

Engineering: **>300 strong engineering team** of various disciplines

In-house advanced training centre includes emerging technologies, such as augmented reality & robotics

2,000T in-house floating crane

Procurement & Material Handling: **>70,000sqm storage area** with temperature-controlled warehouse

Well equipped workshops and facilities including mechanical, steel, piping, surface treatment, electrical, carpentry & outfitting

GOS Division provides specialized/ complex, routine and voyage services on "Any time Anywhere, 24 x 7" basis. Specialist engineers, technicians, multi-skilled labour can be mobilized on-site at a short notice.



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www.drydocks.gov.ae

MEET THE SPEAKERS

CIRCULAR ECONOMY STRATEGIES FOR SUSTAINABLE YACHTING

INVESTING IN INNOVATIONS FOR SUSTAINABLE YACHTING & MARINAS



LUCA DINI
FOUNDER & CREATIVE DIRECTOR
LUCA DINI STUDIO



LAMBERTO TACOLI
ADVISOR
THE ITALIAN SEA GROUP

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additives*

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MEET THE SPEAKERS

HOW CAN WE MAKE THE GCC THE MOST ATTRACTIVE, FUTURE-PROOFED MARINA AND COASTAL REAL ESTATE INVESTMENT OPPORTUNITY?



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HEAD OF ASSET MANAGEMENT
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JAMES MARSH
RAK PROPERTIES



WAYNE SHEPHERD
MARINA DIRECTOR, DUBAI HARBOUR

ROYAL
CAVIAR
HOUSE

NUMERO UNO



AVAILABLE AT THE YCM GALLERY BOUTIQUE

MEET THE SPEAKERS

SUSTAINABLE PRACTICES IN MARINA DEVELOPMENT BALANCE LUXURY WITH RESPONSIBLE PRACTICES



AL' ALADEEN FAHRAN ALI AL-SOUKNI
HEAD OF QHSS, UDC & RME
THE PEARL ISLAND QATAR



ANASTAZJA KOCIOLKOWSKA
DEVELOPMENT MANAGER
BURGESS



GONCA MELEK ÖZKAN
ENVIRONMENTAL EXECUTIVE
SETUR MARINAS

"Having worked with the Abu Dhabi International Boat Show in 2023, we recognize the significant potential for yachting in the region and the willingness of key stakeholders to invest into innovation. We hope that the GCC Smart Yachting Days will help catalyse investments into the startups within our network, and we look forward to building on collaboration with the M3 team."

GABBI RICHARDSON, FOUNDER OF YACHTING VENTURES



THE PITCHING COMPETITION



TART-UPS



GABRIELLA RICHARDSON
FOUNDER & CEO



RACHEL ZLATAR
GROWTH & GLOBAL EXPANSION

GCC Smart Yachting Days, where innovation and sustainability converge to shape the future of yachting and marinas. As part of this event, a Pitching Competition offers a unique opportunity for nine startups to showcase their most responsible and innovative solutions.

Yachting Ventures, founded by Gabbi Richardson, is a major player in the world of yachting and marinas. Leveraging their expertise and passion for the maritime industry, Gabbi and Rachel lead Yachting Ventures with an unwavering commitment to innovation and sustainability.

In partnership with Yachting Ventures, M3 is calling upon visionary entrepreneurs, seeking to identify the most promising initiatives that will revolutionize the maritime industry. Yachting Ventures has diligently scouted startups, conducting interviews to validate their innovations and qualify them for participation on the day of the event.

This competition will highlight the latest technological advancements and sustainable practices that are transforming the Marina & Yachting landscape. With two distinct categories, Yachting and Marina, startups will have the chance to present their solutions tailored to the specific needs of each sector. Participants will have the opportunity to vote for the most impactful innovations in each category.





● COMPANY DESCRIPTION



Michal Sastinsky
CEO

MICHAL@BATTERYCHECK.COM

Introducing BatteryCheck, your ultimate solution to the unpredictability of battery life in the yachting, sailing, and marina industry. Our "Predictive Battery Analytics Service" revolutionizes how you manage and safeguard your vessels.

Bid farewell to the uncertainty surrounding battery performance. BatteryCheck employs advanced analytics to predict battery health, ensuring you always know when to expect a replacement preventing unexpected downtime and costly disruptions. Sail confidently with our predictive operations, which optimize battery usage based on real-time data, enhancing efficiency and extending overall battery life.

Safety is our top priority. BatteryCheck's comprehensive analytics not only prevent unexpected failures but also mitigate the risk of potential battery fires. By identifying potential issues before they escalate, our service provides a crucial layer of protection, safeguarding your vessels, crew, and investments. Navigate the seas with confidence, reliability, and safety. Choose BatteryCheck – where predictive analytics meet maritime excellence.

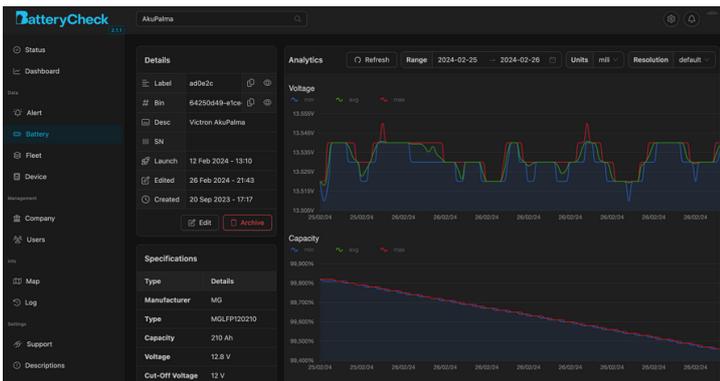
● PROBLEM SOLVED

The need for meticulous auditing in the industry is evident, particularly for insurance companies seeking to mitigate risks associated with battery failures and fires. As the industry evolves, addressing these battery-related issues becomes imperative for ensuring the reliability, safety, and smooth operations of yachts, sailboats, and marina facilities. Innovative solutions are essential to navigate these challenges and elevate performance and safety standards in this dynamic sector.



● DIFFERENTIATION

Choose BatteryCheck for a revolutionary approach to battery oversight in the maritime industry. Embrace a solution that adapts to your needs, offering a comprehensive view of all battery-powered assets, irrespective of their chemistry, setting a new standard for reliability and efficiency in yachting, sailing, and marina operations.



BatteryCheck Alerts Table:

Label	Type	Title	Fleet	Company	Created At
481eb2	SE010000	Nominal operation - everything is OK	Parkinn BA	KS Klahoss Spol. S.R.O.	21 Jan 2024 - 01:00
481eb2	IE000001	Waiting for analysis	Parkinn BA	KS Klahoss Spol. S.R.O.	19 Jan 2024 - 15:15
64f3e6	SE010000	Nominal operation - everything is OK	Parkinn BA	KS Klahoss Spol. S.R.O.	21 Jan 2024 - 01:00
64f3e6	IE000001	Waiting for analysis	Parkinn BA	KS Klahoss Spol. S.R.O.	19 Jan 2024 - 15:15
520e34	SE010000	Nominal operation - everything is OK	Parkinn BA	KS Klahoss Spol. S.R.O.	21 Jan 2024 - 01:00
520e34	IE000001	Waiting for analysis	Parkinn BA	KS Klahoss Spol. S.R.O.	19 Jan 2024 - 15:15
ad0e2c	WE000302	Battery voltage too high	Main	A AkuPalma	12 Feb 2024 - 19:05
ad0e2c	WE000302	Battery voltage too high	Main	A AkuPalma	12 Feb 2024 - 19:04
ad0e2c	WE000302	Battery voltage too high	Main	A AkuPalma	12 Feb 2024 - 19:03
c715d7	WE000302	Battery voltage too high	Main	AA ARTAX, A.S.	12 Feb 2024 - 19:03
ad0e2c	WE000302	Battery voltage too high	Main	A AkuPalma	12 Feb 2024 - 19:02
ad0e2c	WE000302	Battery voltage too high	Main	A AkuPalma	12 Feb 2024 - 19:01

● COMPANY DESCRIPTION



 **Giorgio Cucé**
CEO
G.CUCE@SEARES.IT

Seares is an innovative Italian SME that is revolutionising the world of mooring with its internationally patented, next-generation hydraulic & mechatronic dampers, Seadamps.

Seadamps uniquely dampen the power of incident waves, allowing mooring systems to be lighter, cheaper, and less ecologically impactful. They also harness the wave's energy to produce 100% renewable green energy that is used to power subsea sensors, communications technology, and the mechatronic system that self-adjust the mooring line stiffness, as well as enhance or power other features within an installation.

Our company's mission is to improve the integrity & reduce the environmental impact of mooring systems globally, and our vision is to become the new standard for moorings, managing the peak loads and turning them from a liability into an additional resource.

● PROBLEM SOLVED

Seadamp FX can be used on many different applications, like:

- Floating Offshore Wind (FOW), where the device will allow the ideal stability of turbines, will reduce the peak loads on mooring lines, and will enable remote monitoring. This will translate to optimised energy generation and lower risks, CapEx, and OpEX of mooring systems.

- Floating Photovoltaic (FPV) represents an ideal application, generating green energy in synergy with the stabilised solar panels & remote monitoring, and with quick market implementation.

In fact, FPV requires a high number of reduced load mooring line installations, of comparable scale to that of a small commercial yacht.

- Aquaculture farms, improving plant safety, reducing wear on mooring lines, and producing renewable energy to power feed monitoring sensors & machine-to-machine communication for remote analysis.

The Seadamp FX device may also find application in supporting the mooring of floating docks in marinas, or breakwaters in industrial ports.

● DIFFERENTIATION

Our innovative dampers for floating structures combine a unique design with high-grade technical characteristics. Specifically, they are composed of:

- A hydraulic module consisting of a hydraulic piston with mobile plug elements that dampens the peak loads on the mooring lines and a multifunctional mechatronic module that enables the device to generate electricity from wave induced motion. This self-powering capability is not only a unique innovation of the Seadamp device, but a key feature that drives further innovation within the device and a previously unforeseeable control of the mooring lines. In fact:

- This technology allows the Seadamp device to acquire real-time process data. Each Seadamp to become a smart, connected IoT device through the integration of dedicated sensors.

- Thanks to the unique combination of a multifunctional mechatronic module, self-generated energy, and IoT connectivity; Seadamp offers artificial intelligence (AI)-based adaptive damping, making it the world's first truly smart & dynamic damper for any floating structure.

Proprietary machine learning is then applied to this data to trigger predictive & adaptive behaviours by the Seadamp devices. Specifically, each Seadamp device can automatically self-adjust its stiffness by varying the damping capacity through its mechatronic elements according to the system dynamics





8 Andrew Cowen
Chief Commercial Officer

ANDREW@EXPEDITIONZERO.CO.UK



● COMPANY DESCRIPTION

A UK based business founded by experts in the yachting industry that will own, operate and lease the world's first and largest fleet of category zero, adventure sailing vessels. Making net zero adventure tourism a commercial reality.

● PROBLEM SOLVED

Adventure sailing is a \$2Bn sector and the fastest growth sector in sailing at over 35% a year - but sailing operators are hampered by a lack of access to modern, purpose-built vessels and the vessels that are available were never built with environmental impact in mind. Adventure sailing has a high environmental impact - over 1 ton of Co2 emission for a 10day voyage and yachts built with energy inefficient materials, with almost no options for recycling - there are 24,000 abandoned yachts in Europe alone due to limited end-of-life options.

Expedition zero is solving these challenges by building purpose-designed yachts for commercial adventure sailing, using proprietary materials and technology to reduce environmental impact by over 90%.

Leasing these vessels to operators on flexible terms, frees the operator up from the burden of ownership and maintenance - allowing them to focus their attention on taking customers sailing.

● DIFFERENTIATION

A yacht designed by experts in the specific adventure sailing sector - over 2million miles of experience has gone into the design brief.

Deep understanding of the Adventure sailing sector - the founders have run a successful, award-winning Adventure sailing business which gives them unique insight into the requirements of the sector.

Access to proprietary materials - we have a world-wide licence on latest generation build materials which gives strength, safety and weight advantage over other materials and is truly "Net Zero" impact - the material is used in space technology and Aeronautics - our licence covers exclusivity for marine use.

Access to expertise - we are working with a world-leader in sustainable yacht construction, who is building a new construction shed for our fleet.





Nicolas Picard
CEO

NPICARD@JETCYCLE.FR

● COMPANY DESCRIPTION

JetCycle is a French start-up created in 2020 in Annecy that designs, manufactures and commercializes innovative and sustainable boats for the water sports and nautical leisure sector.

● PROBLEM SOLVED

Our new E JetyCycle model is set to answer the prayers of yacht owners, beach clubs/marine resorts and marinas who are seeking to invest in a more sustainable water-based leisure activities, while at the same time being in tune with the premium experience they are used to in the world of yachting.

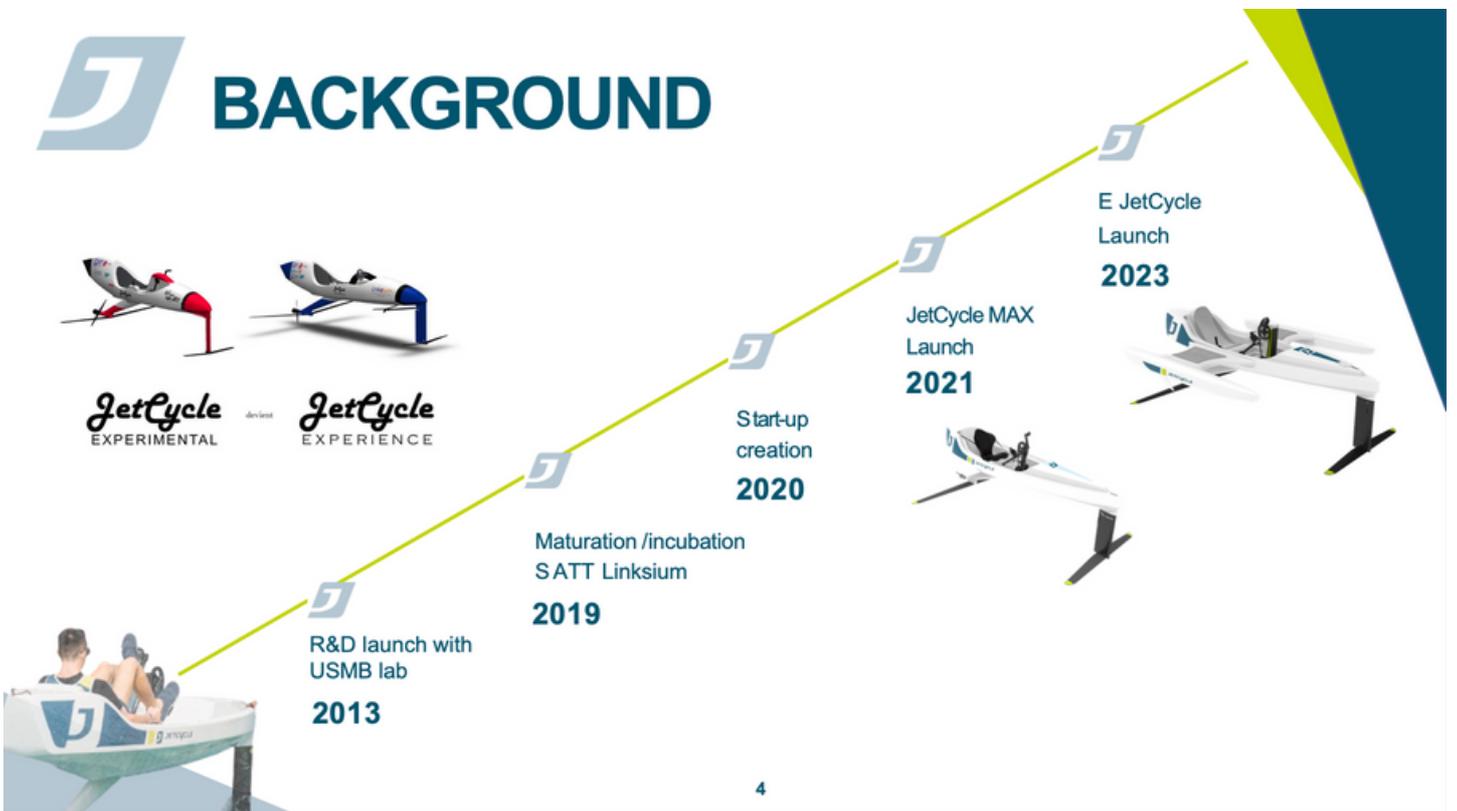
● DIFFERENTIATION

In a bid to enhance accessibility, the E JetCycle integrates hybrid drive technology for greater ease of use. The enhanced premium model boasts a durable battery providing up to three hours of autonomy and outstanding stability due to its trimaran hull. Intuitive flight and direction controls make it accessible to all users, complemented by an adjustable pedal system based on user size. Moreover, the product prioritises environmental friendliness with no noise and zero emissions.





BACKGROUND



4



 **Camille Lopez**
Founding President

CONTACT@HY-PLUG.COM

● COMPANY DESCRIPTION

HY-Plug is a consulting firm specializing in maritime energy transition. It offers support services on hydrogen, electric, and biofuel energies. The support includes:

- Propulsion technology and generators
- Refueling station technology
- Regulatory study on the current framework
- Analysis study of end users
- Training on the fundamentals of energy transition in yachting

References customers : SMEG Monaco, Port of Saint-Tropez, HYNova YACHTS, ABSOLUT HYDROGEN, Gulf of Saint-Tropez

● PROBLEM SOLVED

Our society is facing different challenges and as SDG are showing up, HY-Plug's is addressing two of them : 13 Climate Action and 14 Life Below Water.

For 13, by reducing the engines pollution for CO2 and NOx emissions it is allowing an air and sea pollution reduction which is directly impacting our health and the sea life one. Therefore, this type of sea pollution is impacting global warming which is accelerating the raise of sea level to +3,5mm per year.

Our company is working against this effect and pushing hard for operational and concrete solution to start decarbonizing concretely.

On our lifestyle, the impact will be a less polluted air as well as not carrying on enjoying the coast and beaches disappear with the sea level.

For 14, by switching the energy consumed onboard it is reducing the pollution for marine species habitat so allowing more fauna restoration in many areas. As marine ecosystem is contributing so much to human life, we should preserve it properly. As a reminder, sea and ocean covers around 70%, we must preserve them. As well having less noisy engines is preserving sea life.

● DIFFERENTIATION

The unique selling proposition is our specialized, experienced, and innovative network build for our clients and beforehand to prevent the needs with permanent benchmark on our proposed topics.

The crossroads between the technology, energy and yachting industries.

Existing consultancies have been present for several years and are starting to think about new energies and technologies, HY-Plug has been doing so for more than a year now.

Moreover, the fact that these three universes converge brings the added value of the company because it is what interests the final customer, to know what the others do not know within their own industry.

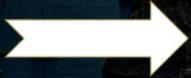
HY-Plug's strength against the competition is its network and its transverse vision. HY-Plug knows the energy companies, the technology manufacturers, the ship owners, the ports and above all the regulations. It is this plurality of information that allows us to distinguish the competition.

Our hook is that we are contributing to reduce CO2 emission and sea pollution by advising the right technology with a solid study.

With our services, they get a real, useful, and applicable answer not a PowerPoint projection for the next 5 years which is not realistic at the first regulatory request.

Fund raising

Being impactful to decarbonize more

<p><u>Achieved</u></p> <p>150 000€ earned revenue</p> <p>Third year on the market</p> <p>8 customers (+2 this month)</p>		<p><u>Next step</u></p> <p>Potential market of 600 000€/year</p> <p><i>Seeking 700 000€ investment</i></p> <p>Companies registered in Monaco and France</p>
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● COMPANY DESCRIPTION



 **Murat Gurhan**
Co-founder & CEO

MURAT.GURHAN@BOATMATE.IO

In the boating industry, traditional methods still dominate customer interactions, hindering businesses from meeting modern expectations. At Boatmate, we envision a future of digitized, sustainable, and intelligent yachting experiences.

Our mission is to facilitate this transition by empowering marine businesses to digitize their operations and enhance customer interactions, making digital solutions more accessible and easy to adapt.

Boatmate serves as an inclusive digital hub, enabling marine businesses to stand out, enhance their customer experience, and grow their business.

Specifically:

Stand Out: Boatmate helps marine businesses craft engaging profiles on our global marine business database, where sustainable companies shine.

Enhance Your Customer Experience: Our locomotive solutions offer marine e-commerce tailored to optimize online sales and customer experience, allowing businesses to seamlessly sell their products and services on their website.

Grow Your Business: Boatmate improves visibility and ensures businesses stand out to boaters without getting lost in the vastness of the internet. By enriching customer experience and streamlining sales processes, Boatmate empowers marine businesses to grow and thrive in the digital era.

● PROBLEM SOLVED

Traditional methods persist in the boating industry, leaving businesses struggling to meet the evolving expectations of modern customers. Boatmate steps in to address these challenges and usher marine businesses into a new era of digital transformation.

Adapting to Transforming Customer Experience:

Today's boaters expect seamless digital interactions, yet many marine businesses lag behind in providing this level of service. Boatmate bridges this gap by offering digital solutions that enhance customer experience and bring businesses up to speed with modern expectations.

Overcoming Cost and Technological Barriers:

The digital revolution is underway, but marine businesses often face hurdles related to cost and technological expertise. Boatmate provides affordable and accessible solutions, ensuring that all businesses, regardless of size or budget, can embark on their digital journey with confidence.

Avoiding Digital Disappearance:

As businesses navigate the digital landscape, standing out online becomes increasingly challenging. Boatmate offers a centralized platform where marine businesses can showcase their offerings and connect with customers, preventing them from getting lost in the vast ocean of the internet. Boatmate stands out as a trailblazer in the industry, providing comprehensive digital solutions tailored explicitly for marine businesses. Setting us apart from other platforms, Boatmate's entire platform is developed in-house, offering unparalleled flexibility and agility. By harnessing the latest technologies, we ensure optimal performance, security standards, and adaptability for our users. What truly distinguishes Boatmate is our extensive expertise in big data management and natural language processing, enabling us to craft a data-driven and intelligent platform. With Boatmate, businesses gain access to innovative solutions designed to enhance their digital presence and thrive in the dynamic marine industry landscape.

● DIFFERENTIATION

Furthermore, we prioritize the freedom of marine businesses. We empower them to leverage our platform to grow their brand while supporting them in improving visibility and driving traffic. Our approach ensures that businesses maintain control of their brand identity and customer interactions, without becoming mere suppliers to a tech company. By leveraging our technology, businesses can seamlessly enhance their online presence and deliver superior customer experiences on their own terms.



Sam Payrovi
CEO & Co-Founder

SAM@ARKHAUS.CLUB

● COMPANY DESCRIPTION

ARKHAUS is a global network of floating social clubs, launching its flagship Miami location in 2024 and expanding to 7 cities globally. Each location is built on a flotilla of 4 solar-electric livable yachts connected in a square formation, providing over 900 square meters of flexible hospitality space.

ARKHAUS will expand on its solar electric maritime vision and build the first fully electric limo tender - a commercial boat specialized for luxury passenger transport, capable of operating in North America and throughout the rest of the world.

A rare hospitality, property-tech, and sustainable transportation startup structured to achieve venture scale returns, ARKHAUS' dual phase approach will unlock the hospitality potential of the world's waterways.

● PROBLEM SOLVED

Maritime based hospitality experiences have not been innovated beyond the traditional on-boat experience for two primary reasons:

- 1) traditional vessels fall short of what a full-scale hospitality offering requires
- 2) a single hospitality offering cannot achieve the scale required to overcome the hurdles.

With the exception of cruise ships, boats are not suited to provide a great hospitality experience. With cramped quarters, narrow walkways, and much of the space dedicated to cabins and engine rooms, there is not enough space for a kitchen, bar, back-of-house, comfortable seating, and social space.

In addition, the tremendous hurdles of identifying locations, permitting, highly specialized staffing, operations, training, and much more have made it cost inefficient for any single outfit to create their own presence. As such, hospitality offerings such as restaurants, bars, hotels, and private clubs have not been able to expand their presence to their waterfronts.



● DIFFERENTIATION

The ARKHAUS network of floating social clubs will first launch in Miami in 2024 and then expand to 25-30 locations worldwide in 10 years. Each social club is situated on top of 4 specialized 'livable yachts', positioned and connected to each other to create a flotilla. These specialized yachts built by Miami based partner Arkup provide the necessary social, dining, kitchen, bar, and back-of-house space required for a true hospitality offering.

ARKHAUS will then aggregate all of its learning and capabilities to create a B2B FHAAS (Floating Hospitality as a Service) Solution. Offering a complete array of services including ideation, design, vessel procurement, integrated vessel financing, and specialized maritime staffing and operations, ARKHAUS' one-stop-shop offering will enable waterfront hospitality providers to expand their footprint to water in an expedited, efficient, and most importantly, a riskless manner.



● COMPANY DESCRIPTION



 **Richard Gibeaud**
DIRECTOR
RICHARD@POSSEIDON.MC

Based in Monaco, POSSEIDON is a distributor dedicated to yachting professionals working in boat building, repair and maintenance. We distribute complete paint, finish, lacquer, varnish and antifouling systems from leading paint brands such as Awlgrip, International, Epifanes, Seajet and Hempel. POSSEIDON is the incubator of positive change from Monaco.

At POSSEIDON, we are committed to providing sustainable solutions for more responsible navigation. We work hand in hand with our suppliers to guarantee high-quality, environmentally-friendly products.

Posseidon also markets innovative solutions for professionals in the yachting industry, boatyards and marinas. Our ambition is to respond to the social and environmental issues that have become intrinsic to the development of the yachting industry. At POSSEIDON, we are convinced of the need to share a collective ecological commitment and to act in favor of the environment.

● PROBLEM SOLVED

Our ambition:

- Reduce the quantity of heavy metals and biocides, while limiting the impact on the environment.
- Reducing the waste of drinking water in the yachting industry

On the strength of years of experience and many observations, POSSEIDON is strongly committed to putting an end to the waste of drinking water for boat cleaning and maintenance in marinas, shipyards, etc.

We would also like to enable yachting professionals to continue working despite the restrictions imposed by the authorities. Indeed, the deficit in precipitation observed over the last two years has resulted in water consumption restrictions and prohibitions for municipalities, professionals and consumers.

The rational use of fresh water has now become a social issue. Our aim is to help all those involved in yachting to reduce their consumption of drinking water by 100% in their cleaning and refit activities.

With our MONAWA range of solutions, we produce fresh water from seawater using the inexhaustible resources of the sea and the sun.

100% Made in France, MONAWA offers professionals in the yachting industry (ports and shipyards), as well as those working in lake and river environments, and elected officials in coastal communities, eco-responsible and economical products designed to preserve water.

MONAWA offers complete solutions enabling professionals to wash ships and other infrastructures with seawater (low pressure above the waterline, high pressure below the waterline).

● DIFFERENTIATION

MONAWA solutions are based on a highly energy-efficient technology known as reverse osmosis. This technology consumes less energy than traditional systems and operates in a closed circuit, offering a very high water recovery rate.

MONAWA is more than just a desalination solution: it's a tailor-made cleaning station. Whether mobile or fixed, they can be fully adapted to customer needs.

MONAWA contributes to the social acceptability of the yachting industry, helping it to become a blameless industry. Protecting water resources is one of the major challenges facing our industry, and MONAWA is making its 1st contribution.

<h3>HIGH-PRESSURE CLEANER</h3> <ul style="list-style-type: none"> • SEAWATER WASHING > CHANGE OF USE FOR HULL CLEANING • ELECTRIC OR THERMAL 	<h3>CREATION OF CLEANING STATIONS</h3> <p>FOR MARINAS, SHIPYARDS, ETC.</p> <ul style="list-style-type: none"> • MOBILE OR STEADY • OUR STATIONS COMBINE A WATERMAKER, A HIGH-PRESSURE CLEANER AND A RETENTION TANK. 
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● COMPANY DESCRIPTION

Ship O´Hoi is bringing the sharing economy to the maritime market. With their product Marina A´Hoy, Ship O´Hoi is Revolutionizing marina management by streamlining all tasks into one solution.

● PROBLEM SOLVED

Marina today's uses old fashion methods to stay organized and keeping tracks of daily tasks. From using excel-sheets, cash-payments, and more time consuming methods - they manage to lose track of real time overview of the marina, revenue, and fast communication with tenants.

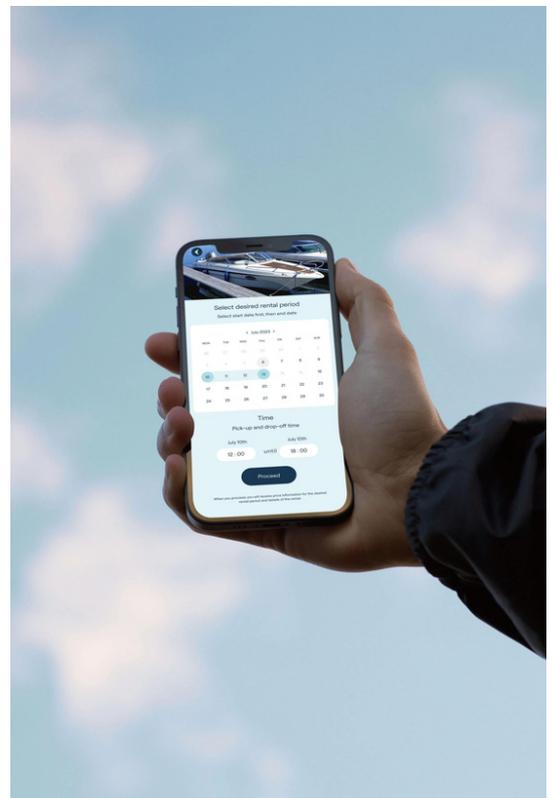


Håkon Mathiesen
CEO

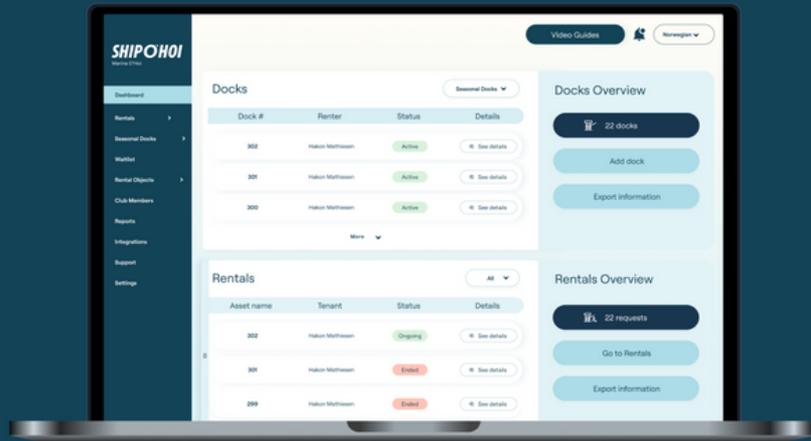
HAKON@SHIP-OHOI.NO

● DIFFERENTIATION

Ship O'Hoi stands out by introducing the sharing economy to the maritime sector through Marina A'Hoy, its innovative B2B SaaS solution. Unlike traditional marina management systems, Ship O'Hoi's platform revolutionizes operations by consolidating all tasks into one streamlined solution. By eliminating outdated methods such as Excel sheets and cash payments, Ship O'Hoi ensures real-time oversight of marina operations, revenue tracking, and seamless communication with tenants, setting a new standard for efficiency and effectiveness in marina management.



Marina A'Hoi



B2B SaaS product

Marina A'Hoy

- ✓ Simplified processes – all in one system
- ✓ Manages revenue, invoices and optimizes rentals
- ✓ Mobile app enables securely payments with tenants
- ✓ Communicate with tenants and members
- ✓ Manage club membership lists and waiting lists

MONACO MARINA MANAGEMENT

M3 - Monaco Marina Management is a Monaco based consultancy specialized in creation, development, promotion and management of Marinas & Yacht Clubs worldwide, in order to make them living places of tourism, entertainment and life centre with numerous economic and financial repercussions. M3 is a Preferred partner of “La Belle Classe Destinations”, the Yacht Club de Monaco’s international certification for marinas and yacht clubs.

Monaco Marina Management is member of the Cluster Yachting Monaco, as well as partner of the Superyacht Eco Association and ambassador of Monaco Capital of Advanced Yachting, all initiatives and organizations created to support the yachting industry in the Principality and make Monaco the Capital of Excellence, the number one Yachting Industry hub.

After its 3rd Monaco Smart & Sustainable Marina Rendezvous, and its 1st Smart & Sustainable Yachts, M3 wishes to participate, under the umbrella of Monaco Capital of Advanced Yachting, in the development of responsible yachting and promote sustainable solutions in GCC countries.



2ND EDITION 21 - 22 MARCH 2024

Bring Innovation all along Yacht Life Cycle

Yachts symbolize wealth, status, and power, presenting a prime opportunity for owners and the industry to showcase forward-thinking and eco-conscious practices. The yachting sector serves as a platform for testing and advancing new technologies, fostering innovation and sustainability worldwide.

The Monaco Smart Yacht Rendezvous, hosted at the **Yacht Club of Monaco**, serves as a platform for innovators to showcase their sustainable solutions, connect with industry stakeholders, and drive positive change improving the **4 steps of the yacht life cycle**.

Participants include naval architects, designers, shipyards, suppliers, engineers, manufacturers, entrepreneurs, yacht owners, startups, and investors. Strength of a first successful event, Monaco Marina Management is launching the second edition of the Monaco Smart Yacht Rendezvous.

Innovation Award

One-on-one discussions will take place between a panel of judges and start-ups, scale-ups and companies from all over the world, to present sustainable solutions for improving the yacht building through **innovation and greener practices**.



4TH EDITION 22- 23 SEPTEMBER 2024

Design, innovate and build an ecosysteme that invests in green solutions

The **Monaco Smart & Sustainable Marina** event aims to unite key stakeholders, including investors, developers, architects, manufacturers, and innovators, to advance the development of environmentally responsible, efficient, and appealing marinas. These marinas are envisioned as vibrant spaces where people enjoy spending time.

The **networking sessions** will facilitate high-level discussions among decision-makers within the marina industry, focusing on investment in **innovative solutions** that address both business and environmental challenges. Emphasis will be placed on showcasing the most **promising and groundbreaking ideas** to encourage their widespread adoption.

Endorsed by the Prince Albert II of Monaco Foundation, the event will be hosted by the **Yacht Club de Monaco**, dedicated to promoting and communicating initiatives that advocate for environmentally conscious yachting practices, both on the water and onshore.

Architecture, Marina & Innovation Awards

Three Awards will be granted to participants who have submitted to the jury the most innovative, sustainable, and appealing solutions in the **Architecture, Marina, and Innovation** categories.



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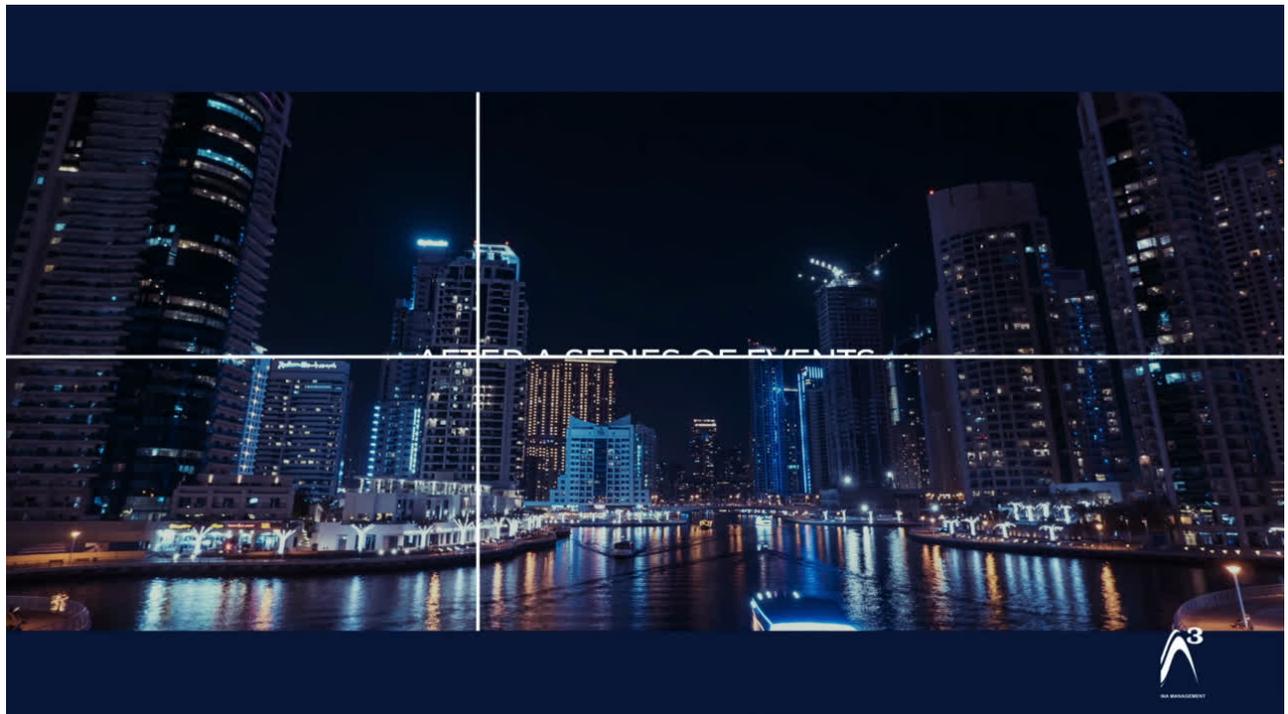
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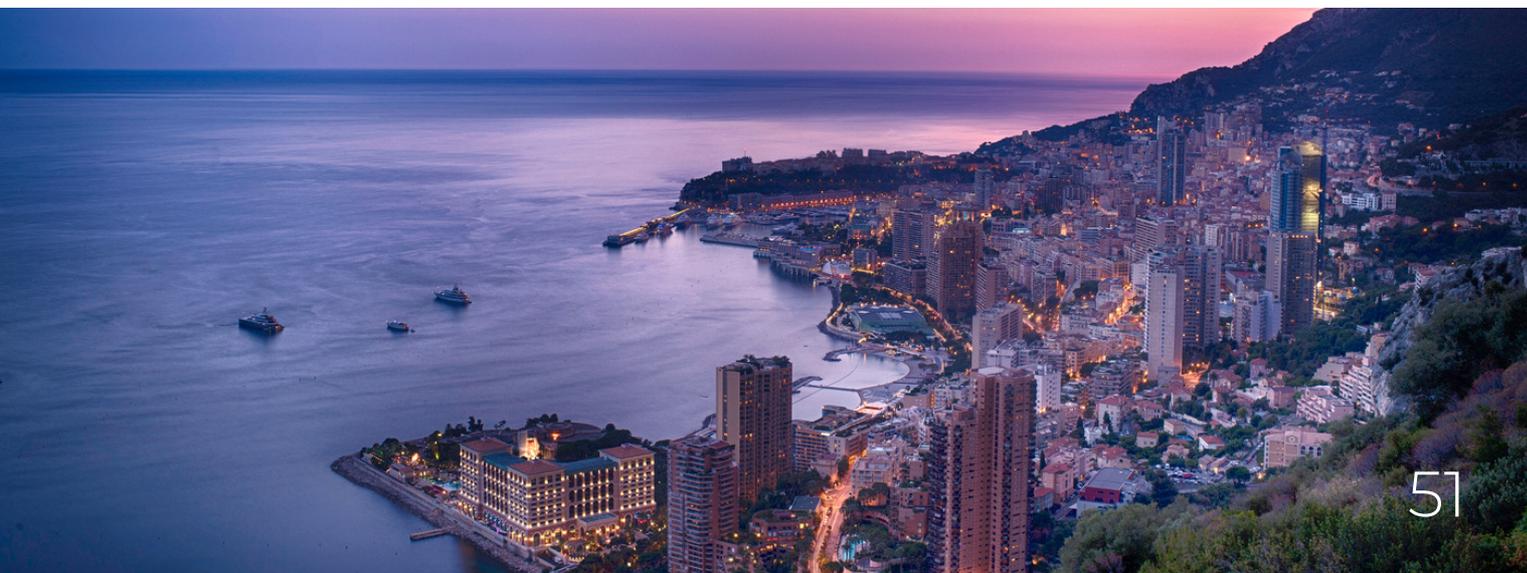
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MART
YACHTING DAYS
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