



April 2026



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OUR BUSINESS

Off The Hook Yacht Sales (“OTH”)

Through proprietary AI-powered technology, OTH is transforming how pre-owned boats are bought, sold, and financed within the \$10+ billion U.S. used boat market. Operating as a market maker, OTH drives transaction velocity, pricing discipline, and capital efficiency through an integrated platform spanning acquisition, brokerage, auctions, and financing. The model converts a fragmented, low-turn retail category into a high-velocity liquidity engine



OVERVIEW

Scaled Platform Driving Transaction Velocity and Profitability

\$120M

Revenues & Growing

4,000+

Transactions

29M

Social Media Impressions

\$150-155M

2026Est Revenue

5X

Inventory Turnover



Consistently ranked as a Top 100 Dealer in the USA by Boating Industry.

\$300M

Capacity to buy Boats
\$60M Floor Plan X 5x
Inventory Turns

400+

Loans Annually



On Inc. 500's list of the 5000 fastest growing companies in the U.S. for 3 consecutive years.

No. 1274 (2018), No. 407 (2017), No. 594 (2016)



MASSIVE MARKET PRIMED FOR MODERNIZATION

Annual Statistics U.S. Market

~\$57B

Total marine sales including new and used boats, marine products and services

78%

Of all boat sales are used boats

~1M

Used boats sold annually

\$10B+

Total used boat sales

The Market is Starving for Efficiency

The biggest problem in the boating world is how inefficient it is to buy or sell a used boat.

- Unclear what a boat is worth
- Difficult for boat owners to sell quickly without sacrificing value
- Hard for sellers to get competitive offers
- Hard for buyers to get structured financing

USED BOATS ARE MORE PROFITABLE

Business model is centered around used inventory, which is more profitable, controllable, and scalable than new boat sales

We are a market maker for used boats



- **Faster turns of 4-5x per year** vs. just 1-2x for traditional dealers, high turns reduces risk
- **No OEM constraints: No territories, quotas for orders, or pricing controls**
- **Consumer-led demand:** Buyers value condition, price, availability more than newness
- **Control drives margins:** Full-cycle from acquisition to resale, maximizes profitability

Vertically Integrated Business Model

OTH portfolio companies operate synergistically, each entity supporting the others to maximize efficiency and effectiveness.

COMPANY	DESCRIPTION
Off The Hook Yacht Sales	Yacht/Boat Dealership
NextBoat AI	Proprietary tech platform for CRM, data storage, and analysis, enhancing efficiency and decision-making
OTH Yacht Services	Provides high-quality maintenance, repair, and support services
WeBuyBoats.com	Wholesale lead generating website
Azure Funding (“Azure”)	Recreational loan broker and lender providing financing solutions for individuals, dealerships, and brokerages
Marine Asset Recovery	Repossession company

Note: Certain entities represent brands or operating divisions and are not separate legal subsidiaries as listed in the Company's S-1.

AI + DATA ADVANTAGE: TOOLS THAT TRANSFORM MARINE SALES



Our proprietary tech stack, powered by AI, drives decision-making across pricing, inventory, outreach, and auctions—making our sales process faster, smarter, and more accurate.

Proprietary data gathered over 15 years:

10K+

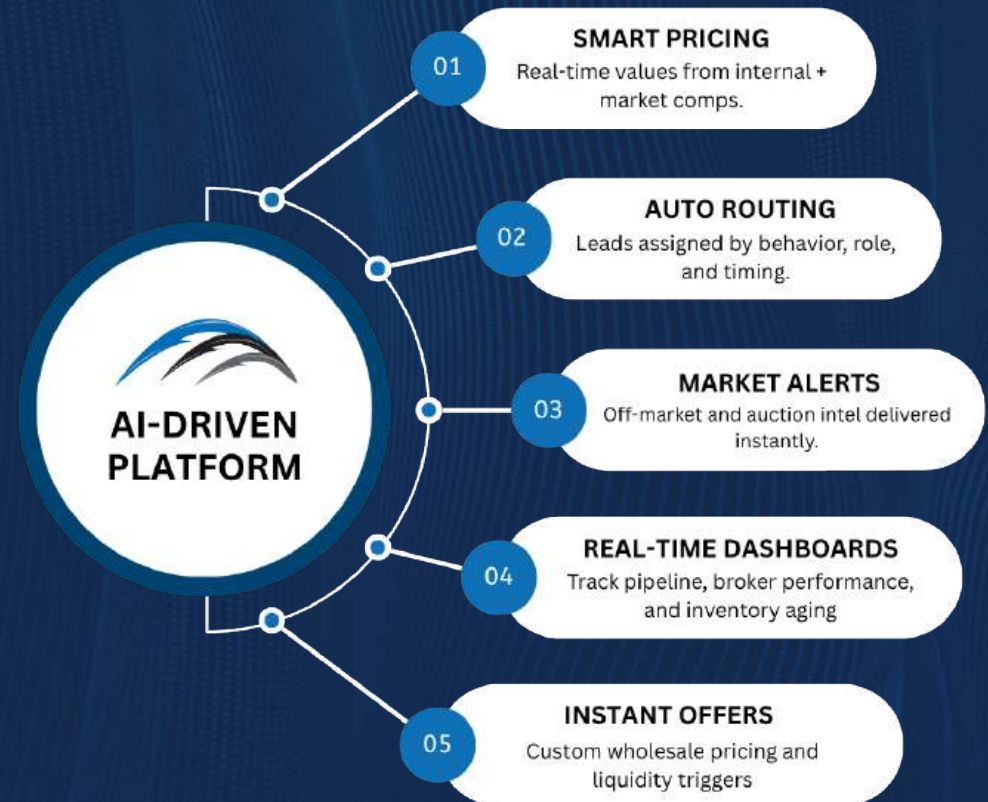
Vessel Bids

4,000+

Transactions

70K+

Buyer / Seller Leads



AI-Driven Platform: Patent Pending

END-TO-END PLATFORM MODERNIZES MARINE SALES

OTH's digital auction platform connects intake, pricing, financing, and closing into a single workflow – reducing cycle time and increasing monetization per transactions

1. Multi-Channel Inventory Intake

Direct-to-customer sourcing, repossessions, and broker submissions provide diversified deal flow and pricing advantage

2. AI-Assisted Lising and Pricing

Data-driven reserve setting improves pricing discipline and reduces margin volatility

3. Real-Time Competitive Bidding

7-, 14-, or 21-day auctions accelerate price discovery and increase inventory turnover

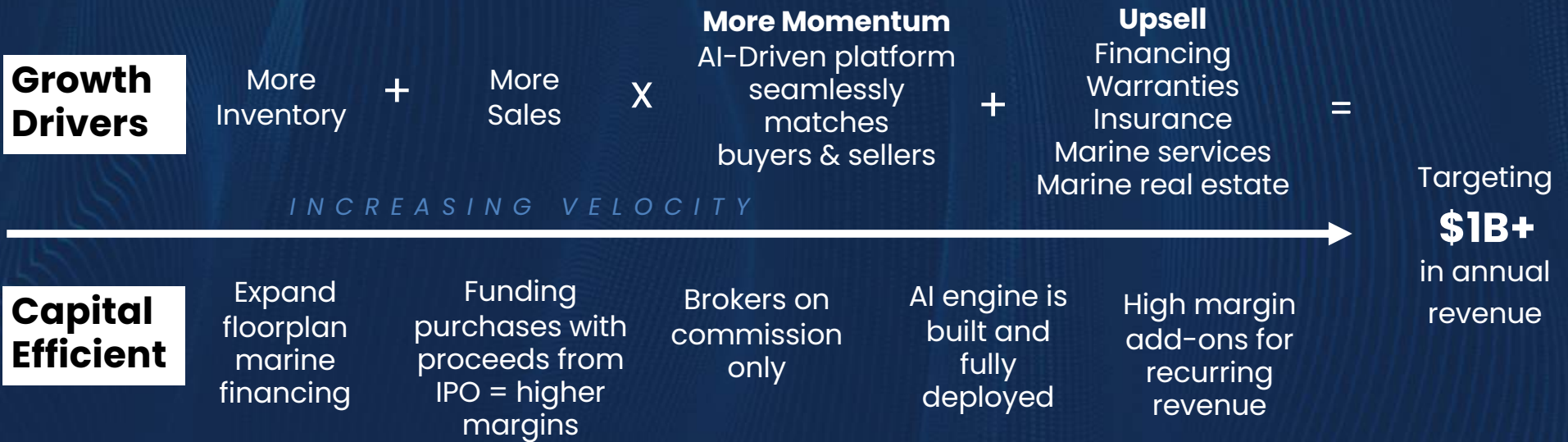
4. Integrated Financing

Instant pre-approval through Azure Funding increases close rates and captures high-margin financing, warranty, and insurance revenue streams

5. End-to-End Close

Funding, title transfer, and logistics managed internally – no handoffs, no leakage

SET TO SCALE: CAPITAL EFFICIENT GROWTH, FAST ROI



Marina acquisitions serve as sales and service centers, customer acquisition, inventory acquisition

Financing, warranty, insurance sales and storage savings

Accelerated demand expected driven by new tax code, Section 179 for depreciation

MARKETING

A multi-channel strategy to drive demand and capture sellers & buyers across the marine ecosystem.

DIGITAL CHANNELS

- Google Ads
- SEO
- Social Media
- Partnerships with digital influencers

TRADITIONAL MEDIA

- Billboards
- TV Commercials
- Major Boat Show Presence

TARGETED OUTREACH

- Email lists with dealers, brokers, RV dealers
- Partnerships with industry players to source motivated sellers

Objective: Build brand dominance and funnel motivated sellers directly into OTH platforms.

Geographic Expansion

OTH is expanding its South Florida service and infrastructure footprint through the addition of Apex Marine Group of Companies (“Apex”).

Strategic Importance

- Adds five strategically located South Florida facilities
- Expands in-house service capacity
- Enhances operational control across the platform
- Supports OTH’s vertically integrated marine strategy

Platform Benefits

- Reduces reliance on third-party service providers
- Supports faster inventory processing timelines
- Creates opportunity to internalize customer financing through Azure
- Strengthens service coverage in a core marine corridor



Geographic Footprint

The Apex acquisition adds five South Florida locations:

1. Stuart
2. Palm Beach
3. Haulover (Miami)
4. Miami
5. Ocean Reef Club (Key Largo)

EXECUTIVE LEADERSHIP

JASON RUEGG

**PRESIDENT AND FOUNDER;
CHAIRMAN OF THE BOARD**

- Founder of Off The Hook Yachts in 2012, leading its growth into a nationally recognized marine business
- 12+ years of leadership experience across all facets of the marine industry

BRIAN JOHN

**CHIEF EXECUTIVE OFFICER;
DIRECTOR**

- 25+ years investment and advisory experience across consumer, and other emerging growth sectors
- Founder of Caro Partners, advising early-stage and high-growth companies
- CEO roles of multiple public companies, including Jupiter Wellness, SRM Entertainment, and JWAC
- Executive Chairman of Caring Brands

BLAKE PHILLIPS

CHIEF OPERATING OFFICER

- Nearly 15 years of experience in financial leadership, with a focus on accounting, finance, and operations
- Previously served as CFO at Filmworks International and Manufacturing Methods
- Holds both an MBA and a BS in Accounting and Finance from UNC Wilmington

CHAD CORBIN

CHIEF FINANCIAL OFFICER

- Extensive leadership experience in marine retail and dealership operations
- Served as General Manager of flagship MarineMax locations
- Spent 9 years in leadership positions with White River Marine Group, one of the largest boat manufacturers and retailers in the U.S.

BOARD OF DIRECTORS



MICHAEL KOSLOSKE

INDEPENDENT BOARD MEMBER

- Founder and former CEO of Health Insurance Innovations, which he led to a successful NASDAQ IPO in 2013
- Recognized as an Ernst & Young Entrepreneur of the Year Finalist in 2013
- Brings deep expertise in building and scaling publicly traded companies



JIM SEAGRAVE

INDEPENDENT BOARD MEMBER

- Founder, Chairman, and CEO of flyExclusive, one of the largest private aviation companies in the U.S.
- Founder of LGM Ventures and Seagrave Aviation, with extensive experience in aviation growth and operations
- Provides strategic leadership and operational insight to Off The Hook Yachts' board



MARY REYNOLDS

INDEPENDENT BOARD MEMBER

- More than 15 years of leadership experience in retail and commercial finance
- Currently VP, Director of Innovation & Operations at Ascend Bank
- Brings strong expertise in lending, operational strategy, and financial services



GEORGE JOUSMA

INDEPENDENT BOARD MEMBER

- Over 40 years of leadership in the Italian yacht industry
- Founder and CEO of Sanlorenzo of the Americas, a leader in luxury yacht sales and service
- Veteran executive with deep knowledge of international yacht brokerage and distribution

Highlights and Catalysts

Investment Highlights

High-Velocity Liquidity Model

- ~5x inventory turnover vs. 1-2x industry norms
- Market maker positioning in \$10B+ U.S. used boat market
- Embedded margin at acquisition

Integrated Margin Expansion

- Financing, warranty, and insurance revenue layered onto transaction
- ~\$110M annual loan volume enhances recurring income
- Scalable platform with operating leverage

Defensible Data & AI Advantage

- 15+ years of proprietary transaction data
- Real-time valuation engine improves pricing precision
- Network effects strengthen competitive moat

Near-Term Catalysts

Revenue Scaling

- FY2026 revenue guidance of \$150-155M
- Continued inventory growth following expanded floorplan capacity

Margin Expansion

- Increasing financing and warranty attachment rates
- Higher transaction velocity improving ROIC

Platform Expansion

- Geographic expansion (Great Lakes and beyond)
- Growth of Autograph Yacht Group (luxury segment)
- Strategic partnerships and dealer recruitment

Capital Markets

- Increased institutional awareness
- Potential valuation re-rating as scale and earnings expand

STATEMENT OF OPERATIONS

	Year Ended December 31, 2023	Year Ended December 31, 2024	Year Ended December 31, 2025
Revenue	91,839,555	\$98,995,562	119,866,298
Cost of Revenue	(82,693,017)	(90,214,652)	(108,400,082)
Gross Profit	9,146,538	8,780,910	11,466,216
Total Operating Expenses	(6,108,249)	(6,096,987)	(11,003,304)
Income from Operations	3,038,289	2,683,923	462,912
Other Income (Expense), net	(67,837)	(69,778)	(205,423)
Interest Expense, net	(1,674,949)	(1,622,461)	(2,261,241)
Net Income	1,295,503	991,684	(1,871,797)