

MIAMI FIRST · OPENING PLANNED DECEMBER 14, 2026

The road is full The water is empty

Tell GlideBlue where you are going. It finds the dock, a professional captain and the price, and takes you there by water. Charters, sea outings, the helicopter and meals on board are in the same app. Miami first, then the French Riviera.

4

languages, live today

600+

verified boarding points

3,500+

automated tests per
release

2 seasons

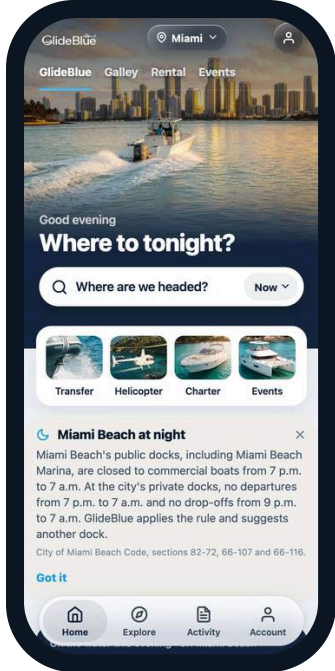
Miami in winter, the Riviera
in summer

THE GLIDEBLUE TRIP

Tell us where you are going. We take care of the water

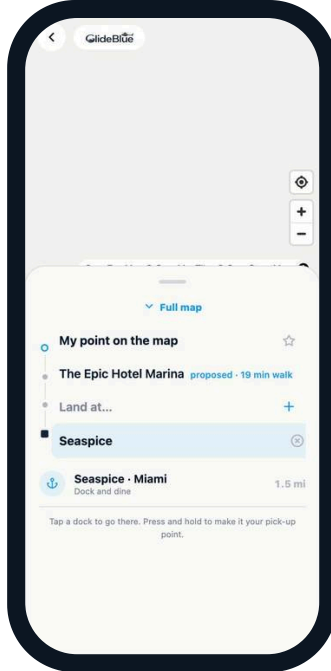
GlideBlue starts from your destination, not from the docks. You type a restaurant, a hotel, a beach or an address. GlideBlue finds the right docks, a captain and the price, and tells you how far your table is once you step off.

The trip below is a real one in the app, in Miami: from Brickell to a waterfront restaurant, a few minutes by sea.



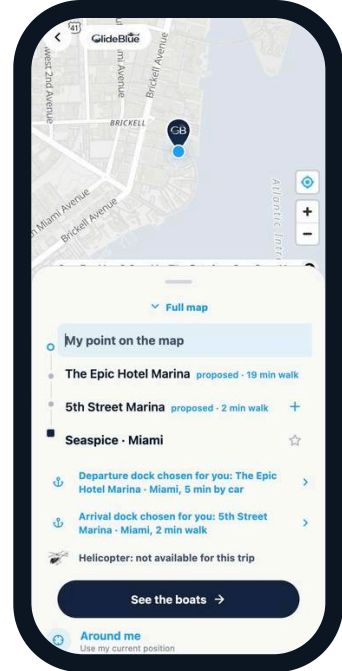
1 Open the app

"Where to tonight?" One search box for everything on the water.



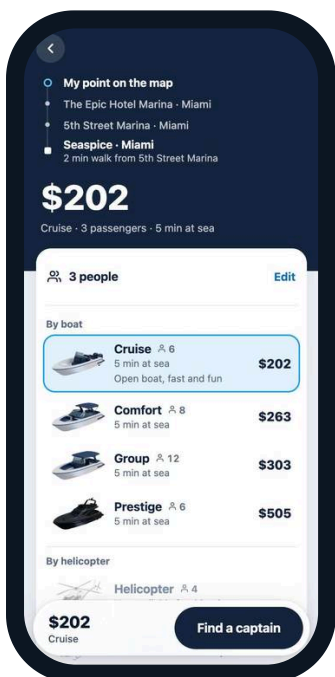
2 Type your destination

A restaurant, a hotel, a beach, an address. You do not need to know a single dock.



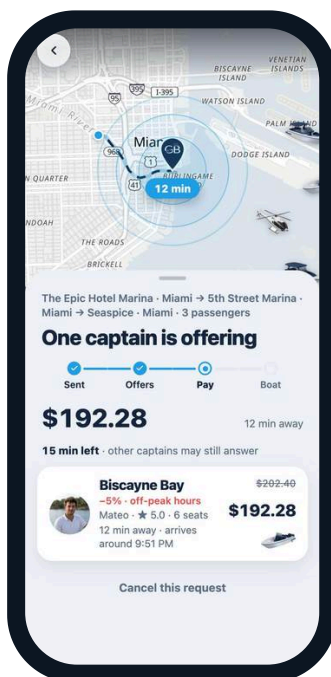
3 GlideBlue finds the route

The departure dock near you, the arrival dock closest to your table, and the walk: here, 2 minutes. If the dock is a drive away, the app says so.



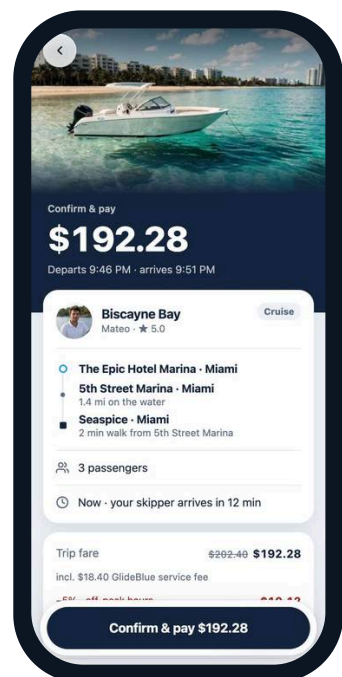
4 Choose how you travel

Cruise, Comfort, Group or Prestige: one all-in price before you book. The helicopter line appears when the trip can be flown.



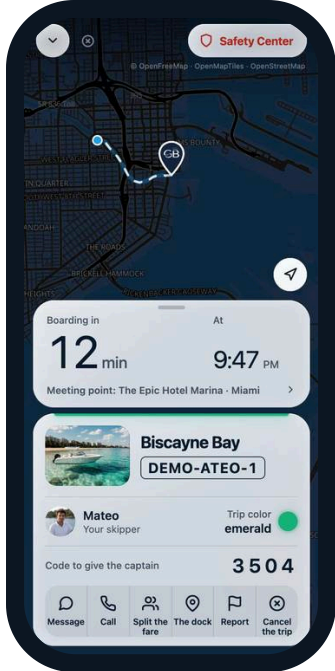
5 Captains answer

Nearby captains reply, live, with their boat, their price and when they can be there. You pick one.



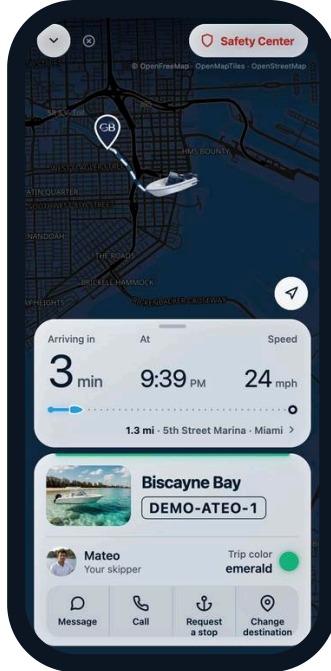
6 Pay once

The price shown is the price paid, fees included. Your card stays with the payment provider.



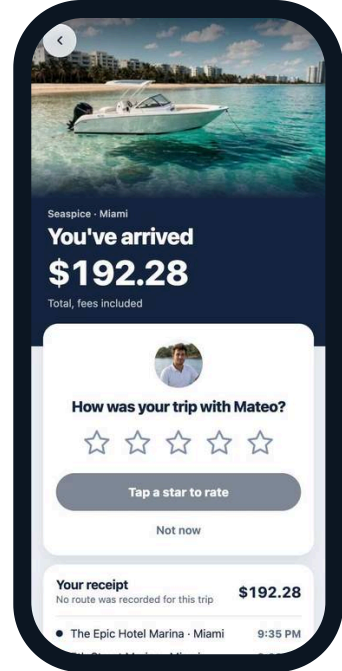
7 Meet your captain

Boarding time, the captain's name and photo, the boat, and a four-digit code: the right person boards the right boat.



8 Cross by water

Follow the boat on the map, with its speed and the arrival time. Share your trip with someone; the safety center is one tap away.



9 Step off, a few minutes from your table

"You've arrived." Rate the trip, tip the captain if you wish (the tip is all theirs), and find the receipt in the app.

From home, or from your yacht

Set your exact pickup point: at your private dock, or on the water next to your yacht at anchor. The captain comes to you. Drop-off onto a yacht comes later.

WHY BY WATER

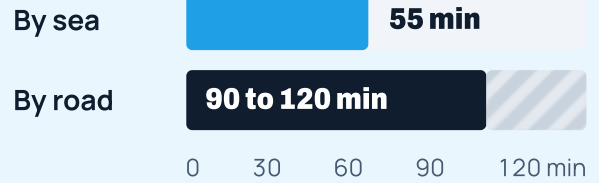
In season, the road is slow and the sea is hard to book

In Miami, Fisher Island has no bridge and Key Biscayne depends on a single causeway. On the Riviera, a summer trip from Saint-Tropez to Cannes takes 55 minutes by sea and 1.5 to 2 hours by road.

Yet booking a boat with a captain still happens by phone or email, one operator at a time. The large platforms rent boats by the day; none of them offers an on-demand trip from one dock to another.

Clients cannot see who is free, or at what price. Independent captains have no storefront.

Saint-Tropez → Cannes, in summer



Road: 90 minutes at best (solid), up to 120 in traffic (hatched). Same scale for both lines.

THE PROJECT

The sea and the sky, on demand, in one app

From your phone, you book everything that happens on the water: a private dock-to-dock boat transfer, a boat by the hour or the day, a sea outing, a helicopter flight, meals or provisions brought to your boat.

WHO IT IS FOR

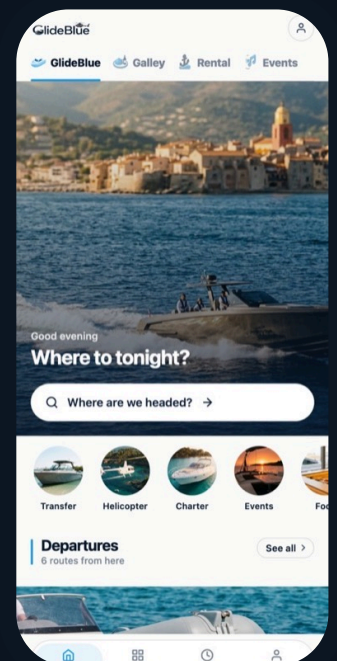
People on shore who want to go by water, people already on a boat, and businesses that host guests: hotels, concierges, restaurants.

HOW

GlideBlue owns no boats. Independent, verified captains, charter owners and operators answer with their own price.

WHY NOW

The boats and the captains exist; booking still means a phone call the day before. The app already runs, and Miami is set to open on December 14, 2026, at the start of the winter season.



The home screen: one search, five ways to go.

Five more services on the water, three taps each

Everything below is built in the live app and can be tried on the demo. Real payments open with Miami.

- Built · opens with the first merchants signed

Galley: meals and provisions brought to your boat

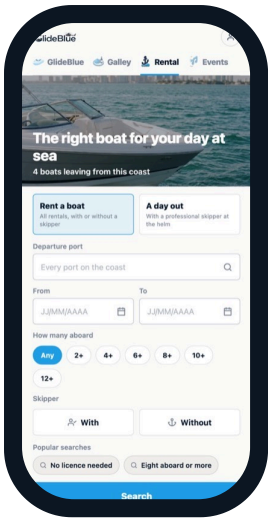
Lunch from a harbor restaurant for a day at sea. Provisioning a yacht: bread, fruit, ice, water, sunscreen. A seafood platter for twelve, ordered the day before. Even without booking a boat, if yours is at a dock we serve.

- 1 **Say where to deliver:** at the dock, at anchor (brought out by boat), or free pickup.
- 2 **Choose a merchant** and fill your cart; each shows its order cutoff.
- 3 **Follow the delivery** all the way to your boat.

At anchor: where it is allowed and where a partner is set up for it.



Illustration



- Built · opens in Miami with the first boats signed

The charter, by the hour or the day

A family day, a sandbar, lunch at anchor, two hours at sunset. For 2, 4 or 8 hours, or the full day.

- 1 Say when, and how many of you.
- 2 Open the **boat page**: its photos, seats, equipment, open days and one all-in price.
- 3 **Book**, then check the list before departure: contract and condition report.

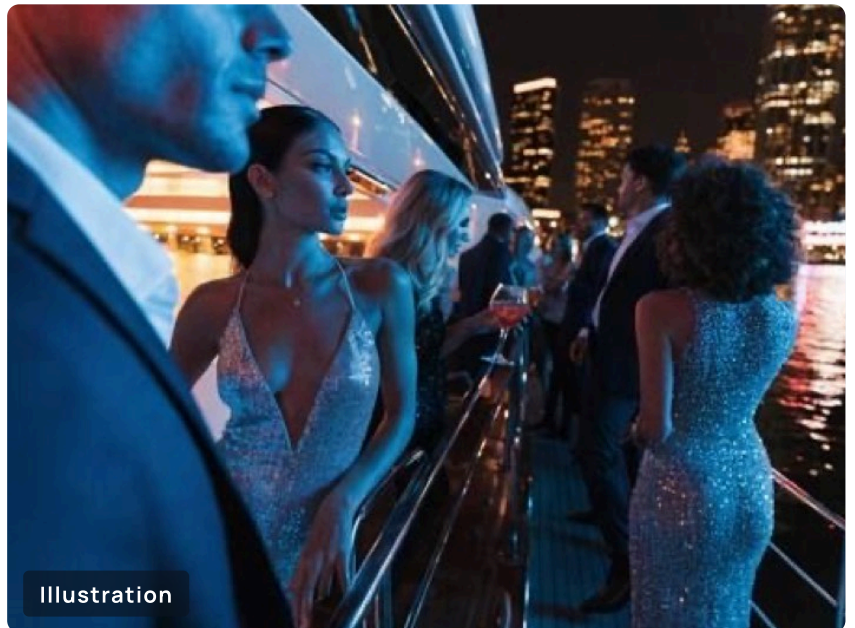
- Built · opens with the organizers signed

Sea outings and events

A sunset, a birthday, a company day, fishing, snorkeling.

- 1 Choose the outing and the date.
- 2 Tap your **seats**, like at a concert: the row only shows seats that are really free.
- 3 **Book**, and add a meal through Galley if you wish.

For twelve people or more, write to GlideBlue first, and we suggest the right boat.



- Built · later, with a licensed operator signed

The helicopter

Getting to the airport when the road is blocked. A 15 to 30-minute scenic flight. Landing at the start of a day at sea.

- 1 **Make the same request as for a boat:** the helicopter line is in it.
- 2 **The app picks the helipads** from 27 checked against two sources; a trip that cannot be flown is grayed out.
- 3 **Follow the flight live:** same account, same receipt.

Licensed air operators fly, never GlideBlue.



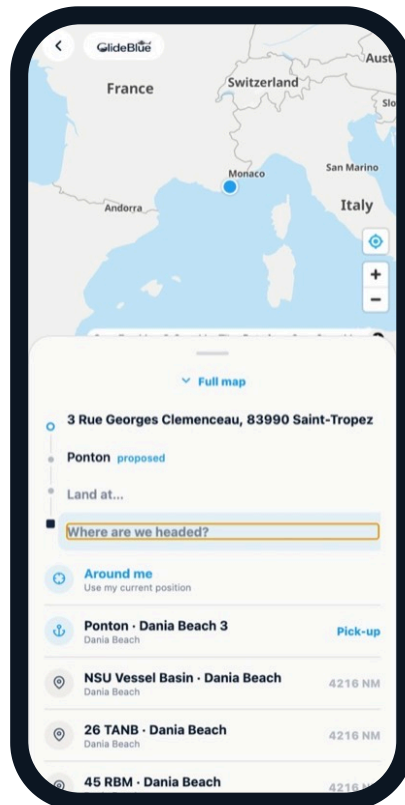
- Built · later in Miami

Door to door: the car, then the boat

You are at your hotel or at home, away from the water. A car takes you to the dock, and the boat does the rest.

- 1 **Enter where you start and where you are going,** not a dock: the app suggests the docks.
- 2 **Accept the car** to the dock, with one tap.
- 3 **Follow the car, then the boat,** on the same map.

In Miami, after a lawyer's review of Florida's ride-hailing rules and once drivers have signed up.



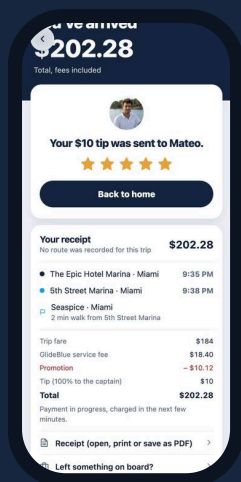
THE APP, SCREEN BY SCREEN

More client screens: after the trip, and charters

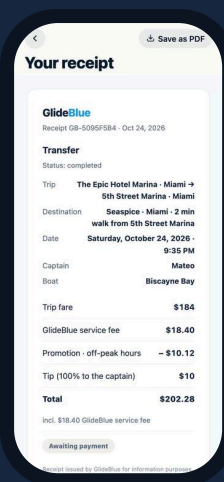
Real screens from the live app, in Miami, with demonstration data. Scroll each row sideways.

After the trip

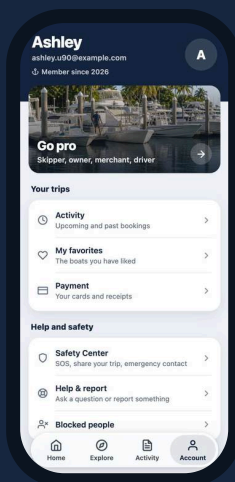
3 screens



The tip goes entirely to the captain



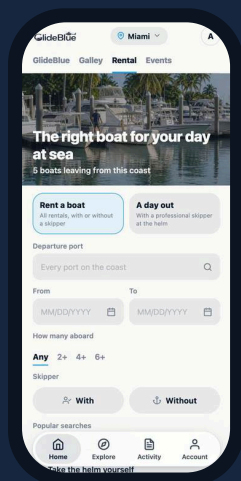
The receipt, line by line



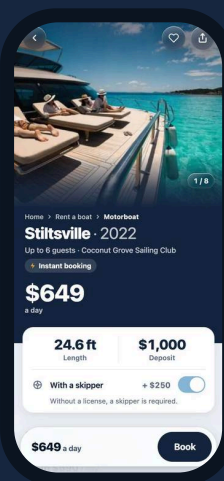
The account: trips, payment, safety center, Go pro

Renting a boat for the day

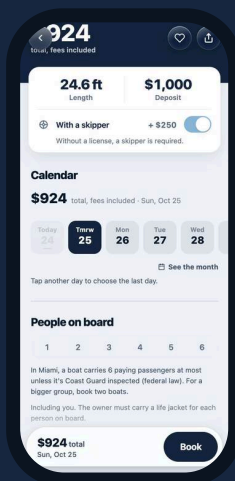
6 screens



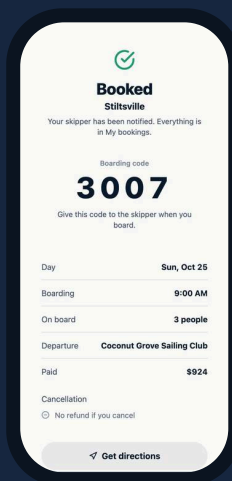
Charters near you, by the hour or the day



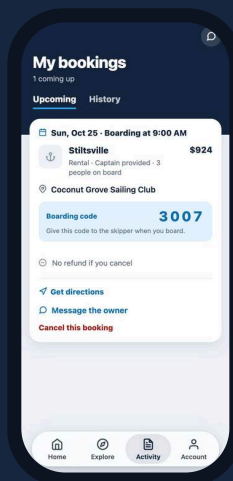
The boat page: photos, size, deposit, skipper



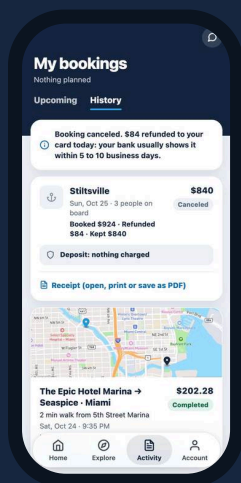
Pick a date: one total, fees included



Booked: the boarding code for the day



My bookings, with directions to the dock



History and receipts

Six everyday situations

Examples of situations, not real customers: GlideBlue has not opened yet. The same situations apply in Saint-Tropez from summer 2027: the gulf, Pampelonne, Cannes, Monaco.

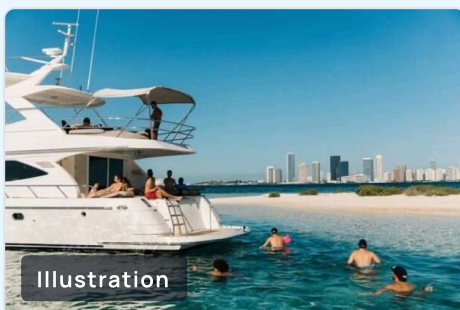


Illustration

TRANSFER

A couple on vacation in Miami Beach

They want dinner across the bay, at the hour the causeway is jammed. They type the restaurant's name, pick a captain, and step off a few minutes' walk from the table.

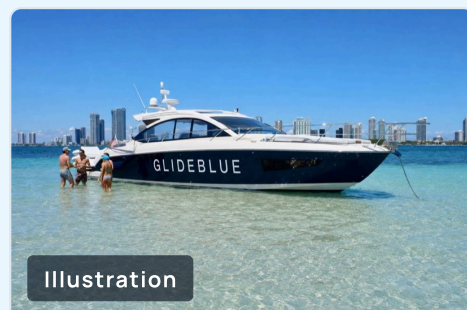


Illustration

TRANSFER · GALLEY

Guests on a yacht at anchor

They want to dine ashore. One of them sets the pickup point on the water, next to the yacht; a captain comes to get them. Breakfast for the next morning comes through Galley, where the anchorage is served.

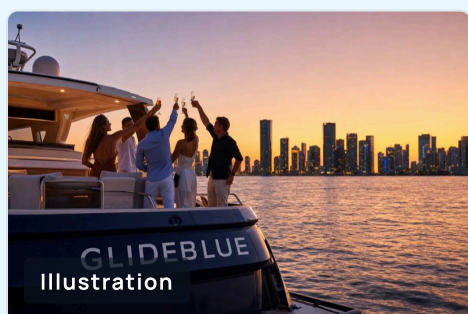


Illustration

CHARTER

A Miami family with two children

Four hours on the water: a sandbar, lunch at anchor. They choose a boat with a captain; the children's life jackets are counted in the request.



Illustration

OUTING · GALLEY

Friends celebrating a birthday

Two hours at sunset and a table on board. They book their seats and add the meal.

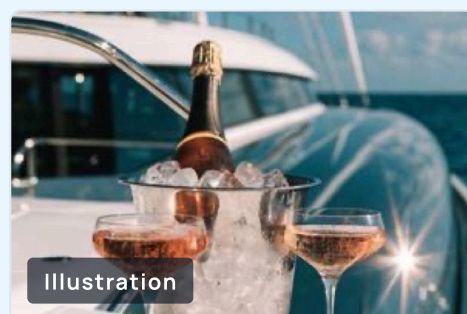


Illustration

HELICOPTER, LATER

A business traveler on a big event day

Art Basel in December, the boat show in February: the road is gridlocked, so they fly to the airport by helicopter.



Illustration

PARTNER PROGRAM

A hotel concierge

A guest wants a boat this very afternoon. The concierge sends their GlideBlue link; the guest chooses; the sign-up is credited to the concierge.

The businesses that work with GlideBlue

Beyond the pros who run the trips, GlideBlue works with the businesses that host guests or sell to boats.



Hotels and concierges

Offer a guest a transfer, a charter, an outing or a flight within the hour, without owning a boat or signing with each captain.

- Their own link and code: a guest who signs up through it stays attached to them.
- A page that shows their sign-ups and what they have earned.
- A commission taken from GlideBlue's share, never from the captain's.

Yacht crews and managers

Arrange guests' trips between the yacht and the shore, and onboard provisioning.

- A transfer that picks guests up at anchor: the pickup point can be set on the water.
- Provisions delivered at the dock or at anchor.
- For an owner who charters out a yacht: a fleet sign-up for several boats and captains, a calendar, payouts.

Restaurants, beaches and caterers

Sell to boats through Galley, and welcome guests who arrive by sea.

- Their own prices and cutoffs, paid on every order.
- A merchant space: the menu, orders to prepare, revenue.
- Guests by sea: a customer types the restaurant's name, the app takes them to the nearest dock and shows the walking distance.
- No subscription, no joining fee, no listing fee.

Event organizers and agencies

Fill departures and quiet days. Run a group or company outing.

- An outing published in three minutes (type, day, time, seats, price per person), repeated in one tap.
- Ticketing that only sells free seats.
- A table on board through Galley, added to the same outing.
- Advice on the right boat for groups of twelve or more.

Marinas and partner docks

Host GlideBlue pickups and drop-offs.

- An app that only suggests docks confirmed by two sources.
- Closing hours respected: at Miami Beach public docks, no commercial departures or arrivals from 7 PM to 7 AM.
- A closed or busy dock can be reported from the app; an approved dock photo helps guests find the right pier.

The partner program

For well-connected people who know customers or professionals: concierges, hospitality, nightlife.

- A personal link and code; every sign-up through it is attached to them.
- A share of GlideBlue's commission on the bookings and trips of the people they introduced; nothing on tips, which go entirely to the pro.
- The rules: no fees, two levels at most, one rate card for all, 90 days' notice to end it.

Independent pros, with an app built for their working day

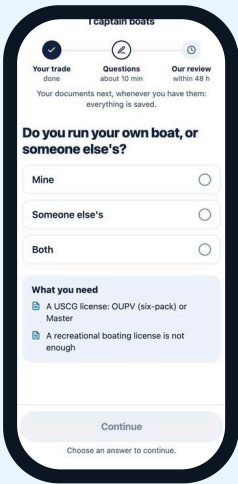
Captains, charter owners, outing organizers and helicopter operators who already hold their licenses. They sign up in the app, upload their documents, set their own prices and choose when they work. A captain is paid as early as the day after the trip. GlideBlue owns no boats and employs no captains.

Signing up as a captain

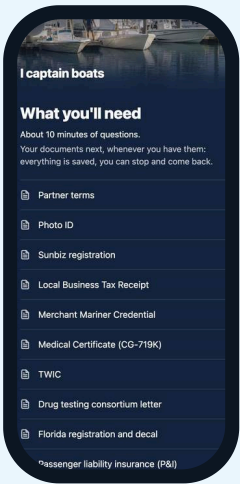
6 screens



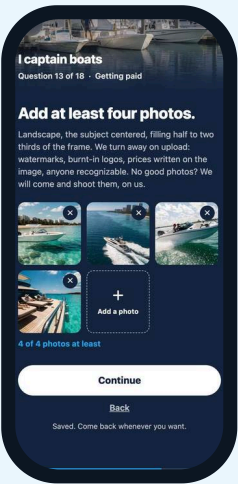
For pros: work when you want, at the price you set



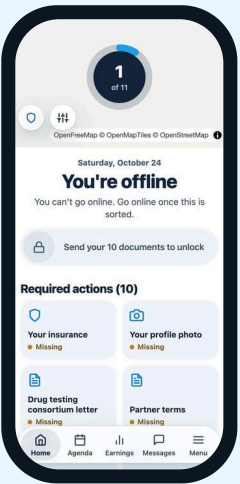
One question at a time



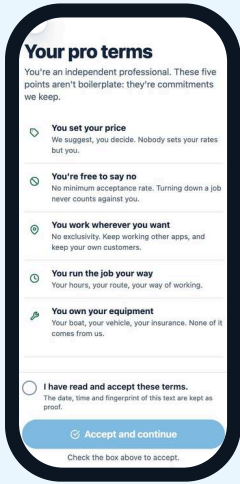
What you'll need, listed from the start



Add the boat's photos, several at once



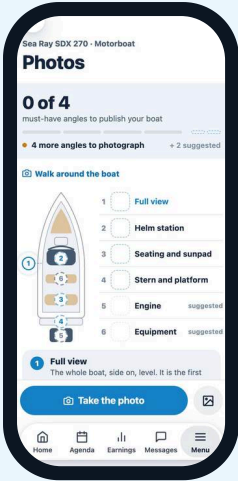
First day: each missing document opens in one tap



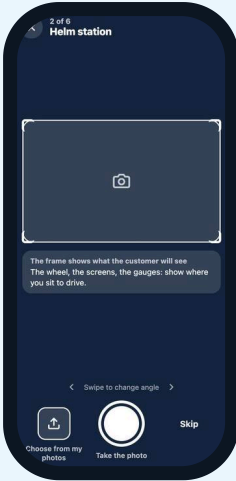
The pro terms, in plain words

Boat photos and Miami compliance

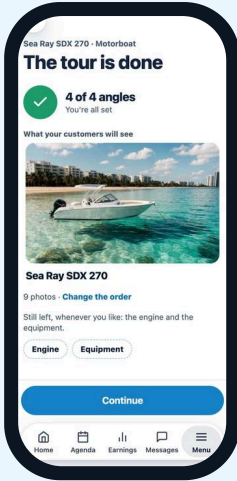
4 screens



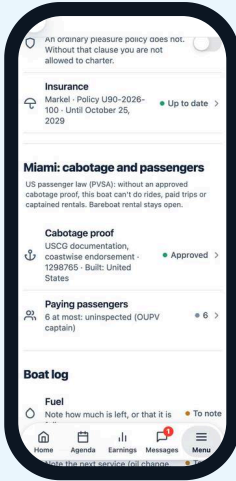
A plan of the boat: the angles to photograph



The guided tour: one angle per screen



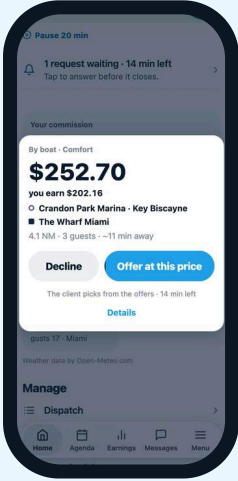
The tour is done: what clients will see



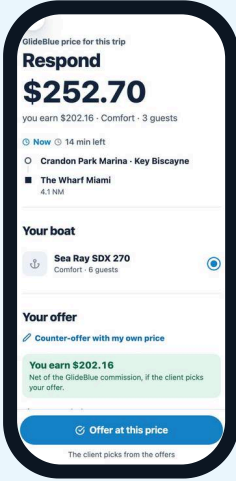
Miami: cabotage proof and passenger limits

A working day

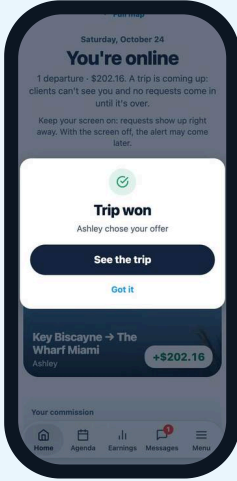
7 screens



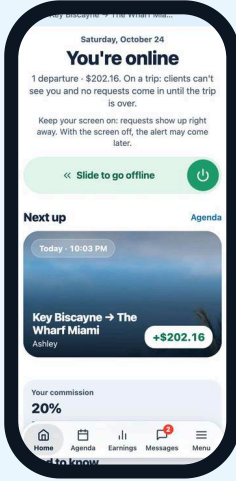
A request comes in: what the captain earns



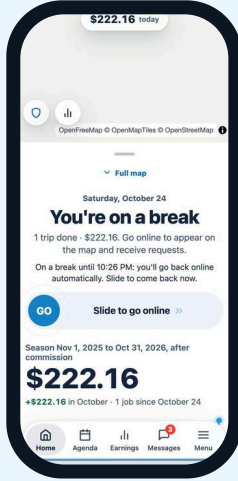
Send an offer at the client's price, or your own



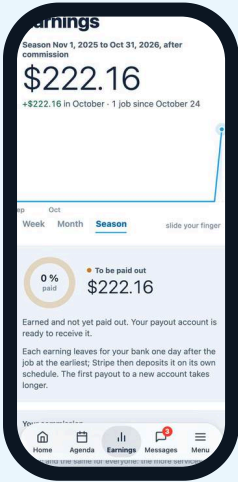
Trip won



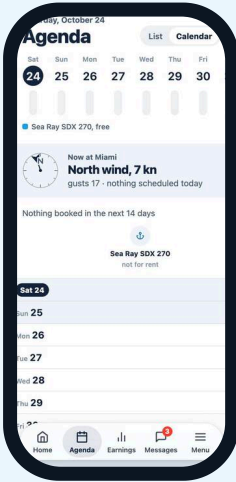
Online, with the next trip on the home screen



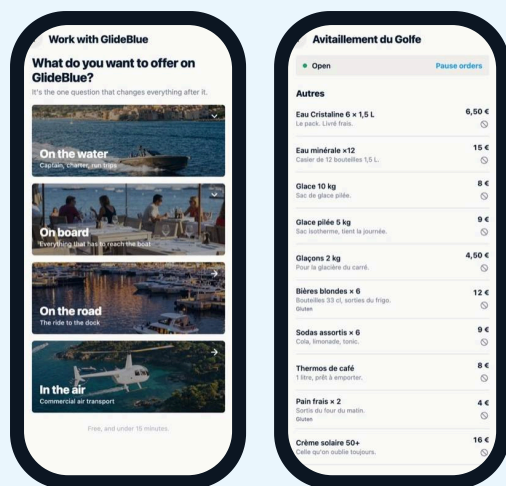
A 20-minute break, back online on its own



Earnings: the season, and what is paid out when



The agenda for the week



Captains, charter owners, organizers, restaurants

A merchant's menu for Galley

Clients: the request, live offers, tracking, tipping, receipts.

Pros: Miami captain onboarding, going online, earnings and payouts.

Payments: charging, refunds, payouts to pros.

Charters: the boat page, its open days, one all-in price.

Miami rules in the flow: cabotage proof, six paying passengers at most, US formats.

Quality: more than 3,500 automated tests and an adversarial review before every production release.

Still to come, at opening: the App Store release and live payments.

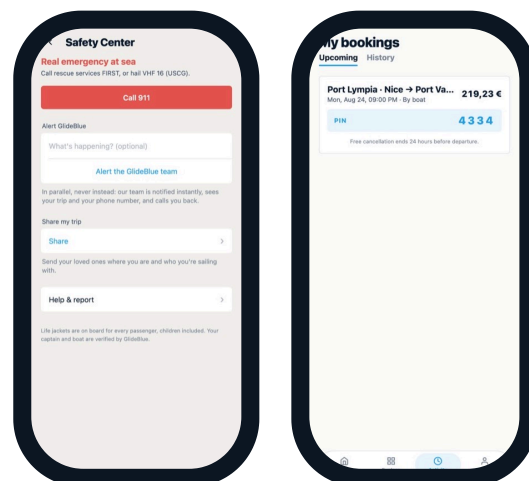
TRUST

What makes it safe and serious

The safety center. In an emergency at sea, call rescue services first (911 and VHF 16 in Miami), then alert the GlideBlue team, who see the trip and call back. Share your trip, report, block someone.

The boarding code. Four digits: the customer says them, the captain enters them. The right person boards the right boat.

Live tracking. The boat on the map, the captain's photo and rating, the boat's name and registration, the arrival time.



Verified pros. Without full insurance, a photo and a verified identity, a pro cannot go online or receive a trip: the server refuses. In Miami, six paying passengers at most and cabotage proof for every boat.

The price shown is the price paid. One all-in price that does not change after confirmation. The card is entered with the payment provider, never with GlideBlue. Tips go entirely to the pro.

Clear cancellation. The free-cancellation deadline is written on the booking. For weather, the captain decides and the customer pays nothing. If the pro cancels for any other reason: a full refund, plus compensation.

Four languages. English, Spanish, French and Brazilian Portuguese, following the phone's language, terms included.

THE MARKET

Miami first, the French Riviera next: one app, all year

Miami, winter

Peak season runs from December to April (plan assumption), when the Mediterranean is quiet.

The demand

Residents, visitors and major events: Art Basel in December, the Boat Show in February, Formula 1 in May.

The Riviera, summer

Saint-Tropez and the Riviera from summer 2027: the opposite season, and routes where the sea beats the road.



Miami: peak season as assumed in our business plan. Riviera: the summer season (June to September).

BUSINESS MODEL

We earn on every booking, with one public rate card

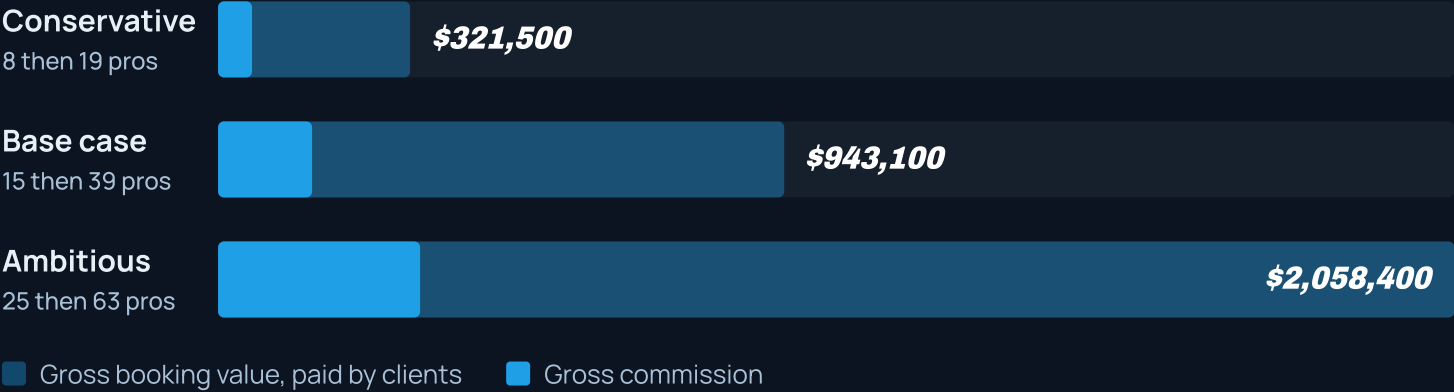
The same rates for everyone. The price on the first screen is the price paid. Tips go entirely to the pro. The more a pro works, the less they pay.

SERVICE	CLIENT SERVICE FEE, INCLUDED IN THE PRICE	PRO COMMISSION, BY ACTIVITY OVER 30 DAYS
Transfer	10%	20%, then 15% from 20 trips, 12% from 50
Charter	10%	15%, then 12% from 8 charters
Outing	10%	18%, then 15% from 10 outings
Food on board	10% of products	20%, then 15% from 60 orders
Helicopter	5%	10%

PROJECTIONS

Miami, from opening to the end of 2027

Three scenarios from our Miami business plan. These are projections, not results.



PROJECTED	CONSERVATIVE	BASE CASE	AMBITIOUS
Pros at opening, then end of 2027	8, then 19	15, then 39	25, then 63
Bookings	1,131	2,998	6,430
Gross booking value	\$321,500	\$943,100	\$2,058,400
Gross commission	\$55,600	\$156,200	\$338,200

Key assumptions: peak season December to April, slow start; average basket of \$180 for a transfer, \$800 for a charter, \$304 for an outing; charters make up 44% of volume. The projections were made before the client service fee, which lifts revenue from 15.2% to 20.8% of volume on the same plan. The model will be rebuilt on the first real figures.

COMPETITION

Day rentals exist. On-demand trips by independent pros do not

WHO	WHAT THEY DO	WHAT THEY DON'T DO
Boatsetter, GetMyBoat (Miami), Click&Boat (Europe)	Day charters	On-demand, dock-to-dock transfers
Traditional water taxis	One operator, its own fleet, phone booking	A marketplace of independent pros
Public shuttles	Fixed routes	A private trip at the time you choose

In Miami, Nava also offers on-demand boat transfers.

What sets GlideBlue apart

Pros set their own price. Transfers, charters, outings and more in one app. A commission that drops as pros work more. Each market’s rules built into the flow. Two markets with opposite seasons.

LEGAL AND COMPLIANCE

We connect clients and pros. The rules are built into the app

In both countries, GlideBlue owns and operates no boats; pros are independent and set their own prices.

MIAMI • USA

With a US Coast Guard OUPV license, a captain carries at most six paying passengers on an uninspected vessel. The app enforces this limit.

US cabotage law applies to paid transfers and outings: the app requires proof of eligibility for every boat before it can take a paid trip.

CÔTE D'AZUR • FRANCE

A commercial-use pleasure vessel (NUC) may not run a scheduled line or carry cargo. Pros hold the matching French license: BACPN for short trips, Capitaine 200 beyond.

ROADMAP

Miami this winter, the Riviera next summer

- OCTOBER AND NOVEMBER 2026**
Captains and charter owners, docks, the iPhone app.
- DECEMBER 14, 2026**
Miami opens, by invitation (target date).
- FEBRUARY AND MARCH 2027**
Miami International Boat Show, eMerge Americas.
- APRIL TO JUNE 2027**
Pre-seed round, on the first season's numbers.
- SUMMER 2027**
Saint-Tropez and the French Riviera.
- 2028**
Seed round, on two seasons and two cities.

Our written rule: by December 1, five captains signed and one dock confirmed.
Otherwise, opening moves, and we say so.

WHAT WE ARE LOOKING FOR

We are not raising today. We are building Miami

We are looking for partners and advice to open Miami well.

Marinas and docks, captains
and charter owners.

Concierges and hotels who
book for their guests.

A Florida attorney, an insurer,
people who know the market.

Next: a pre-seed round planned for April to June 2027, based on the first season's numbers. It will fund a Miami supply lead, capped marketing, the French Riviera launch and a reserve.

TEAM

A founder-led company

Nils Cazalens, founder, leads product, markets and partnerships. Planned: a Miami supply lead, funded by the round, and advisers: a Florida attorney, a US accountant and a French maritime lawyer.

CONTACT

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For a demo of the app or a meeting, in Miami
or on the French Riviera.

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SOURCES

- GlideBlue Miami business plan, October 2026: projections, assumptions, seasons.
- GlideBlue rate card, October 19, 2026: client service fees and pro commissions.
- Miami legal review, October 2026: cabotage, passenger limits; French maritime notes: NUC, BACPN, Capitaine 200.
- GlideBlue competitor review and investor plan, 2026: competitors, roadmap, round.
- GlideBlue production log, October 25, 2026: languages, boarding points, automated tests.
- glideblue.com, the public site: services, partners, Galley, safety.

The photographs marked Illustration, and the one at the top, are created images, not photographs of trips we have run. The app screens are captured from the GlideBlue app itself, with demonstration data (some from the French Riviera, in euros). Confidential, shared personally. Figures marked as projections are projections. This document is not an offer of securities, nor advice.