



Press Release  
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**Click&Boat acquires Nautal, its main European competitor, and reinforces its stance as the international leader.**

With the acquisition of the Spanish company Nautal, n°2 in the European market, Click&Boat reinforces its international leadership, especially in the UK, with more than 360 boats being listed for rental in the UK by Nautal. It will also see Click&Boat responsible for new, popular areas for boat rentals including in Galway, County Leitrim, Cheshire and Lancashire. The Click&Boat group now employs 150 employees and connects a community of one million users around the world.



**(Left to right: Octavi Uyà, Edouard Gorioux, Eduard Llovet, Jérémy Bismuth, Roger Llovet.)**

Despite the current context, Click&Boat is constantly breaking new ground and consolidating the boat rental market. The acquisition of the Spanish competitor Nautal, n°2 in the European market, comes just four months after the acquisition of the German company, Scansail. It is a testament to Click&Boat's excellent health, which has achieved more than 100% growth each year over the last five years, and offers a new opportunity to accelerate its international expansion while widening the gap between its competition. The fleet has grown from 35,000 to 45,000 boats.

Quote: "Click&Boat and Nautal share many values and commonalities. With the acquisition of Nautal, Click&Boat opens a new chapter in its development which allows it to reach a critical size promoting optimal quality of service. We are shaping the yachting of tomorrow together, making it accessible to as many people as possible." explains Jeremy Bismuth, co-founder of Click&Boat.

### **What does this mean for the United Kingdom?**

-Increase of 360 boats in the United Kingdom that benefit from Click&Boat's resources.

- Popular UK destinations:

- An increase of 117 boats in South-West England for the Click&Boat group.
- An Increase of 82 boats in Hampshire for the Click&Boat group.

Quote: "This acquisition is really exciting for our UK market as it dramatically increases the number of boats in the UK that will benefit from the Click&Boat group's ever-growing resources. Holiday makers in the UK booking boats through Nautal will now benefit from a much more complete package that the Click&Boat group offers - from customer-care to the experience that comes with being the world leader in boat rentals." - Jack Bowerman, press and marketing manager for the UK.

### **The group is targeting €100M GMV for 2021, compared to €50M in 2019.**

The Nautal team of 40 people will remain in Barcelona. Thanks to the acquisition of the European number 2, Click&Boat intends to develop new products and services for renters and owners. The user experience will be ever more complete and adapted to the needs of boaters. Owners will be able to rent their boat(s) even more easily and benefit from maximum visibility as well as services such as advanced planning and fleet management tools.

Quote: "The acquisition of Nautal allows the Click&Boat group to become the benchmark nautical tourism entity at the international level. At the same time, Nautal is becoming a strategic partner thanks to its experience, its attractiveness and its enhanced offer in key markets for yachting." says Octavi Uya.

### **A second international acquisition in four months.**

With an additional 10,000 new boats, notably in the UK, Netherlands, Spain, and Germany, Click&Boat is continuing to expand its consumer offer, illustrated by skippered charters. The desire for escape post-lockdown can be seen in the latest figures. A 60% increase in bookings made in France was noted on Click&Boat in June 2020 compared to the same period last year. The average length of rentals is up 11%, proof that the trend is to take the long way, while taking one's time. In just 6 years, Click&Boat have made five acquisitions: Sailsharing, Captain'Flit, Océans Evasion, Scansail and now Nautal. This comes at a time

when Spain happens to be the company's fourth largest market after France, Italy and Germany.

**ENDS**

**For further information about Click&Boat, please visit [www.clickandboat.com/uk/](http://www.clickandboat.com/uk/)**

**For media interview or press trip requests, please contact Jack and the team at [jack@clickandboat.com](mailto:jack@clickandboat.com)**

### **About Click&Boat**

Click&Boat is a boat rental site for private individuals and professionals created in 2013 by two French entrepreneurs: Edouard Gorioux and Jérémy Bismuth. The idea is simple- millions of boats remain idle at ports around the world, incurring maintenance costs for their owners. The platform matches boat owners who want to earn extra income with sailing enthusiasts who can rent a boat at surprisingly low costs. The company, dubbed "Airbnb of the Seas" by CNN, has quickly expanded beyond the French borders, establishing its presence in major boating destinations such as Spain, Italy, Greece and Croatia, as well as the UK. Since the end of 2018, the sailor François Gabart has been both an official ambassador and shareholder of Click&Boat, with a community of over 400,000 users worldwide.

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