



Click&Boat acquires Nautal, its main European competitor and now dominates the international boat rental sector

Paris, France (August 4, 2020)- World leader in boat rentals, [Click&Boat](#) has announced the acquisition of the Spanish company Nautal, Europe's #2. The platform signed its third acquisition in just one year, reinforcing its position as the international leader. The Click&Boat group now employs 150 employees and connects a community of approximately one million users worldwide.

Click&Boat's acquisition of its competitor [Nautal](#) is a major step for the company as it offers a new opportunity to accelerate its international expansion plan while also widening the gap between the competition. For Americans and users worldwide, this means that the platform will now offer 10,000 more boats. Both domestically in boating hotspots like Miami and Los Angeles, but also in top travel destinations loved by Americans, like in the Caribbean with an additional 1,570 boats and in Mexico with 300 more boats to choose from- just in time for the winter season. And due to the current context, the desire to escape has never been higher, Click&Boat reported a 130% increase in traffic on their US website in June 2020 compared to the same period last year. The news of the acquisition comes at a perfect time as the Click&Boat Group looks to take control of the US market.

"Since the start of both companies, commonalities and synergies between Click&Boat and Nautal have been many, and very strong. This acquisition represents a key point for us, which not only shows the great growth of the platform, but also allows us to continue to shape the boating sector by developing and expanding our offers to owners and customers," explains Jérémy Bismuth, co-founder of Click&Boat. The group aims to reach \$115M in 2021, compared to \$57M already achieved in 2019.

With this acquisition, Click & Boat intends to develop new products and services for their community worldwide. Offering a more complete and individually adapted user experience for the needs of boaters. While owners will be able to rent their boat(s) with more ease and benefit from an increase in visibility, as well as additional services such as advanced planning and fleet management tools.

A second international acquisition for Click&Boat

Nautal is no stranger to the US market. In 2016, the company established its presence stateside after receiving \$1.17M for expansion. Today, the Nautal team of 40 employees will remain at its headquarters in Barcelona. The company has managed to increase the value of its bookings by more than \$11.4M over the last 5 years, and has more than 31,000 boats in 67 countries. Nautal's previous efforts combined with Click&Boat's growing brand awareness in the US creates the perfect strategy to win over American

clients. Click&Boat has already achieved more than 100% growth annually over the past five years and expects to keep on growing.

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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 in the United States.

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