



Off The Hook YS, Inc. – NYSE American: OTH

Market Data

Fiscal Year	Dec. 31
Price	\$3.78
Market Cap	\$91.9M
Shares Out.	24.3M
Float	4.3M
Avg. Vol. (30-day)	67,146
Revenue (ttm)	\$120M
Cash (mrq)	\$12.4M

Price & share info as of April 9, 2026

offthehookyachts.com

Legal Counsel:

Sichenzia Ross Ference Carmel LLP

Auditor:

M&K CPAS, PLLC



Company Overview

Off The Hook is a vertically integrated, AI-powered marine marketplace transforming how boats are bought, sold, and financed. Positioned as a high-velocity “marine liquidity engine,” the company integrates direct boat acquisition, brokerage, online auctions, in-house marine financing, and increasingly, owned service and reconditioning infrastructure into a single platform designed to increase transaction speed and capture margin across the value chain. Unlike traditional marine dealers constrained by OEM mandates, territorial restrictions, and low inventory turns, OTH focuses on the used segment, where it operates as a market maker—driving superior inventory velocity, pricing control, and capital efficiency.

Following its recent IPO, the company has accelerated platform expansion through increased inventory financing capacity, rapid broker network growth, and strategic infrastructure investments, including new Mid-Atlantic and Northeast hubs, additional marina-based offices, and the buildout of a vertically integrated service and refit platform. Concurrently, OTH continues to enhance its proprietary technology stack, including the launch of NextBoat AI, a consumer-facing platform that leverages real-time data to improve buyer-seller matching and marketplace liquidity. With record revenue of \$120 million in FY2025 and projected 2026 revenue of \$150–\$155 million, OTH is scaling a technology-enabled, infrastructure-backed platform positioned to expand recurring finance income, increase inventory velocity, and consolidate share in the fragmented U.S. used boat market.

Investment Highlights

High-Velocity AI-Powered Marine Liquidity Platform Differentiated from Traditional Dealers

- Operates as a market maker in the fragmented \$10B+ U.S. used boat market
- Achieves ~5.0x annual inventory turnover versus 1.0x–2.0x industry norms
- Focused on pre-owned inventory (≈80% of volume), avoiding OEM mandates, quotas, and territorial constraints
- Secures inventory through proprietary sourcing channels at attractive discounts, embedding margin protection
- Model: asset arbitrage and liquidity provision rather than traditional dealership retail
- Enhanced by NextBoat AI, improving buyer-seller matching, demand visibility, and transaction velocity across the platform

Vertically Integrated Ecosystem Captures Margin Across the Transaction Lifecycle

- Integrated financing (Azure Funding) increases close rates and enhances CLV
- Warranty, insurance, and ancillary services provide high margin add-on incremental revenue streams
- Direct-to-consumer acquisition via WeBuyBoats.com
- Retail brokerage, wholesale, and digital auction platform (OffTheHookYachts.com & AutographYachts.com)

- Expanding into owned service, refit, and storage infrastructure, increasing margin capture and reducing third-party dependency
- Strategic acquisitions and facility buildout expected to improve reconditioning speed, cost efficiency, and quality control

AI-Driven Operating Platform Creates Durable Competitive Advantage

- Proprietary AI-assisted valuation tools improve pricing accuracy and reduce acquisition risk
- 13+ years of transaction data strengthens underwriting and sourcing algorithms
- Data-driven lead routing maximizes conversion across wholesale, brokerage, and auction channels
- NextBoat AI platform extends capabilities to consumers, leveraging real-time and off-market data to enhance marketplace liquidity
- Technology infrastructure designed to scale globally without proportional SG&A growth

Demonstrated Revenue Scale with Clear Path to Accelerated Growth

- Record \$120 million revenue in FY2025
- Management guidance of \$150–\$155 million revenue in FY2026
- Rapid broker network expansion (nearly tripling post-IPO) driving sourcing and transaction growth
- Early traction in Autograph Yacht Group with ~\$81M in transactions since launch
- Expansion into new geographies including Northeast, Great Lakes, Caribbean, and Latin America

Structural Operating Leverage and Margin Expansion Potential

- Fixed corporate infrastructure built to support materially higher transaction volume
- Commission-based broker network aligns costs with gross profit generation
- Increasing ownership of critical infrastructure (service hubs, storage, logistics) expected to reduce costs and improve margins
- Vertical integration of reconditioning and service expected to accelerate inventory turnover and speed-to-market
- Expanding ancillary product and service attachment rates expected to drive EBITDA margin expansion
- Scaling revenue base expected to amortize SG&A over larger volume

Scalable Broker Network and Platform Expansion Flywheel

- Newly launched five-tier broker model enables decentralized, network-driven growth and recruitment
- Brokers can operate remotely across markets, increasing geographic reach and transaction coverage
- Platform supports collaboration, shared inventory access, and cross-market transactions
- Growth driven by reinforcing cycle of capital availability + expanding broker network
- Designed to scale globally without traditional dealership footprint constraints

Capital Allocation Discipline and Insider Alignment

- IPO proceeds strategically expand inventory capacity and optimize balance sheet
- \$1.0 million share repurchase authorization shortly after IPO
- Management ownership and capital return actions signal confidence in intrinsic value
- Founder-led organization with public-company experience at board and executive levels

Value Proposition

Off The Hook represents an opportunity to invest in a structurally differentiated platform that the market continues to value as a cyclical marine retailer. OTH operates as a high-velocity marine liquidity engine—leveraging proprietary AI-driven sourcing, an expanding broker network, and a vertically integrated ecosystem to generate spread-based returns on pre-owned inventory. By acquiring boats at attractive discounts through direct-to-consumer channels and a growing global network of brokers, the company embeds margin at entry, accelerates turnover to approximately 5x annually, and monetizes transactions across brokerage, auctions, financing, warranty, and ancillary services.

Following its IPO, OTH has entered a new phase of execution, combining increased access to capital with rapid expansion of its broker network and physical infrastructure. Strategic investments in owned service, refit, storage, and logistics capabilities with additional marinas and the development of regional “Mega Hub” facilities—are transforming the platform into a more vertically integrated, infrastructure-backed model. These initiatives are expected to improve inventory throughput, reduce third-party costs, enhance margin capture, and increase control over the full transaction lifecycle. At the same time, the launch of NextBoat AI extends the company’s proprietary technology advantage to consumers, improving buyer-seller matching, enhancing marketplace liquidity, and further accelerating transaction velocity across the network.

With record revenue of \$120 million in FY2025 and projected 2026 revenue of \$150–\$155 million, OTH is scaling into a phase where incremental transaction volume can drive EBITDA margins. This outlook is further supported by an increase in inventory financing capacity post-IPO and continued geographic expansion across key U.S. and international boating markets. The used boat market remains highly fragmented, inefficient, and underserved by modern technology, creating a consolidation opportunity for a platform that integrates data, capital, distribution, and now physical infrastructure.

As incremental ancillary product’ attachment rates increase and service capabilities move in-house, OTH’s is positioned to evolve from transactional margin generation to platform-level cash flow optimization to a higher margin transaction plus service business. OTH seeks to accelerate growth, expand operating leverage, and reinforce drivers of scale—including AI, infrastructure ownership, and a globally scalable broker network.

AI + Data Advantage: Tools that Transform Marine Sales

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


Proprietary data gathered over 15 years:

10K+
Vessel Bids

3,500+
Transactions

70K+
Buyer / Seller Leads

AI-Driven Platform: Patent Pending



AI-DRIVEN PLATFORM

01 SMART PRICING
Real-time values from internal + market comps.

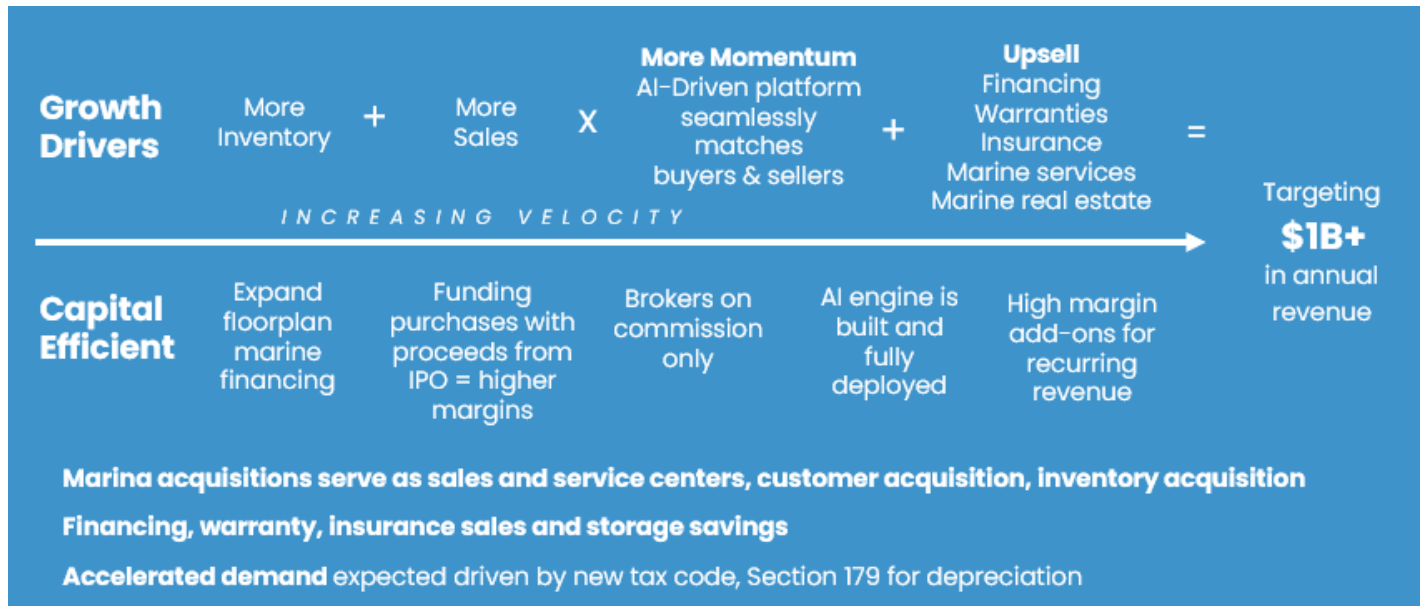
02 AUTO ROUTING
Leads assigned by behavior, role, and timing.

03 MARKET ALERTS
Off-market and auction intel delivered instantly.

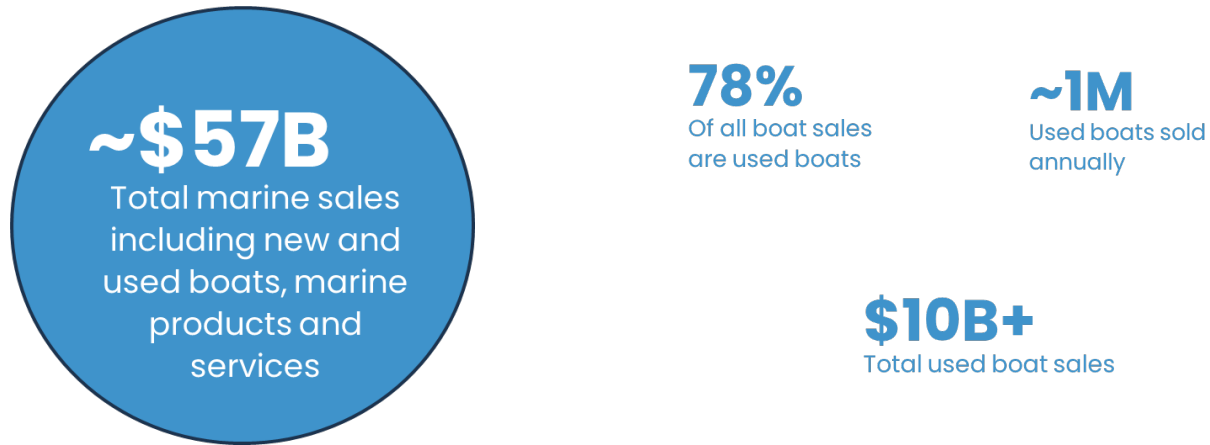
04 REAL-TIME DASHBOARDS
Track pipeline, broker performance, and inventory aging

05 INSTANT OFFERS
Custom wholesale pricing and liquidity triggers

Set to Scale: Capital Efficient Growth, Fast ROI



Annual Statistics U.S. Market



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