

ShipShare™

Voyage Revenue Accounting & Payable-Claims Orchestration

PROBLEM	SOLUTION	MARKET
Manual voyage accounting; fragmented systems (sheets, email); lenders lack immutable settlement logs; flag states demand compliance records.	Tokenized revenue splits. Event-driven payout cascades (Freight → Bunker → Ports → Crew → Lenders). Immutable ledger. Real-time reconciliation.	TAM: \$500B maritime finance. SAM: \$5B voyage accounting. Buyers: Maritime operators, ship-finance lenders, P&I clubs.
MVP SCOPE	REVENUE MODEL	FINANCIALS
Operators: 1 Voyages: 50/mo → 600/mo by Y3 Vessels: 5–15 Revenue: Freight only (expand bunker, fees later)	0.75% of settled revenue \$5K–20K/mo SaaS per operator Y1 Target: \$300K ARR (50 voyages/mo)	Ask: \$500K pre-seed Y1–Y5 ARR: \$300K → \$35M Breakeven: Q4 Y1
COMPETITIVE EDGE	USE OF FUNDS	TRACTION
Regulatory moat (immutable logs = auto-compliance). Network effect (multi-op hub scales value). Deep integration (real-time voyage state).	45% Engineering • 20% Ops & CS • 15% Sales • 15% Legal & Compliance • 5% Runway	LOI from Tier 1 operator (15 vessels). Ship-finance bank interest. Positive regulatory feedback. Team: 15+ yrs maritime + fintech.