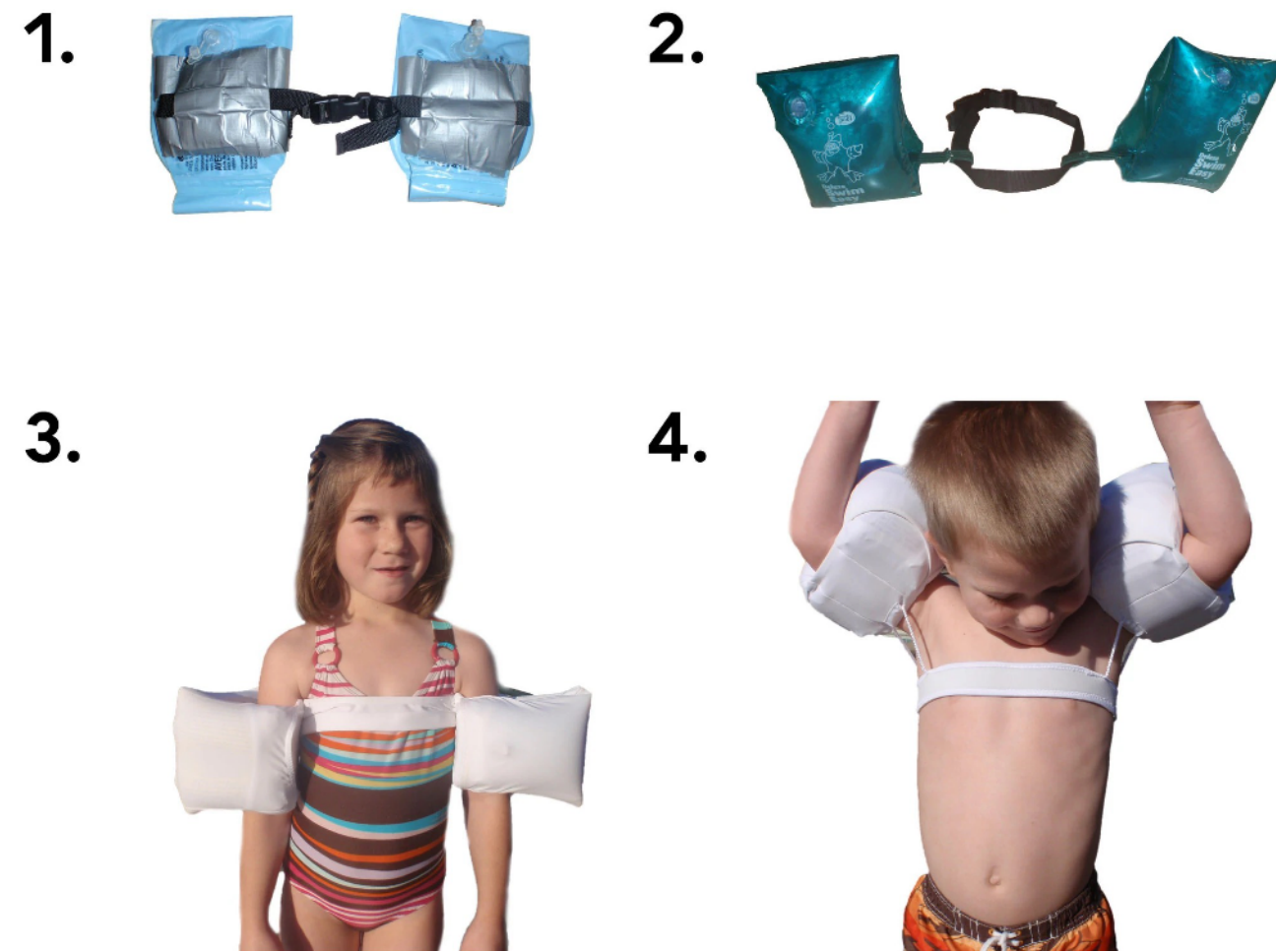


otter wings[®]

avoid the burn . . . enjoy the swim



from humble beginnings



to fashion and function



It all started when my 3yr old daughter jumped in the pool . . .

As soon as she hit the water, one of her water wings shot right off. I was right there so nothing bad happened but it terrified me as a dad and I told her it was life jackets only from then on out. Only one problem - she hated life jackets. Unable to find something that offered a balance of freedom of movement plus security, I decided to make it myself.

With that, otter wings were born.

**otter
wings®**



**otter
wings®**

the silent killer

The good news . . . In the past two decades, the number of children and teens who have died each year from an accidental drowning has **declined significantly** - from 1,127 in 1999 to 756 in 2019 according to the CDC.* The most common site for children ages 1 - 13 were swimming pools.

Improvements in children's PFDs is thought to be a contributing factor for the declining numbers and with continued innovation, those numbers can continue to decline even more.

the opportunity

Increasing consumer awareness about the importance of personal flotation devices and sun protection are key market opportunities for otter wings. Secure floatation and UPF 50+ sun protection are two of our greatest selling points.

The global Life Vests market size is projected to reach USD 2.5B in 2022 and is forecast to a readjusted size of USD 3.3B by 2028 with a CAGR of 4.9%**

*<https://www.cdc.gov/nchs/data/databriefs/db413-H.pdf>

**Research Reports World - Global Life Vests Market 2022 - 2028

the problem

While floatation devices for children have improved dramatically over the years, there is still vast room for improvement. Teaching children to swim is still the number one way to reduce / prevent drowning - no question. For those who do not learn to swim right away and prefer a device, USCGA life jackets are the safest, most secure option. Much like my own daughter however, many kids do not like to wear life jackets. That leaves a host of other products that may or may not be secure.

current landscape

The two most common options are the inflatable water wings and the swim-vest style.



inflatable wings

- cheap and easy to travel with
- available everywhere
- easy to slip off or remove
- terrible when combined with sun screen



swim-vest style

- foam construction
- good buoyancy
- heavy when wet
- wings slide off arms



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solution - otter wings

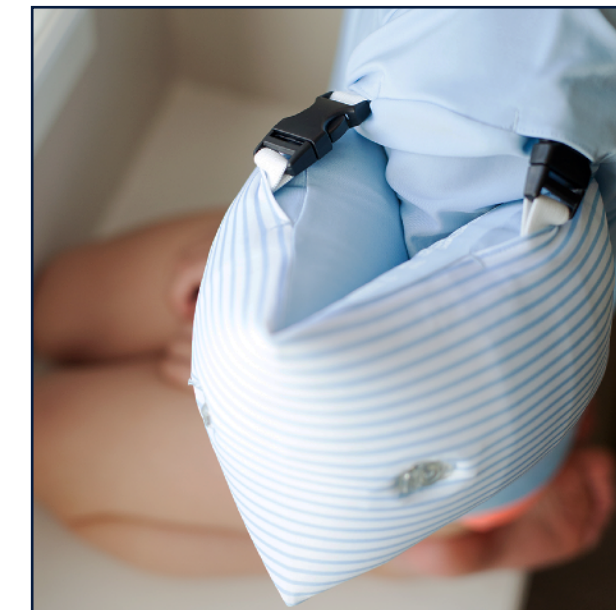
otter wings were born with security in mind. With our patented design, wings can't slip off during play and kids can't remove them on their own.

We currently offer a fabric-covered, inflatable wing version and are in the final stages of a swim-vest style. Both the wing and the vest versions connect securely to our UPF 50+ swim shirt. No slipping, no sun-burns, no stress.

how they work



sr buckles on shirt



sr buckles on wings



a secure connection

intellectual property

type	utility patent
issued by	uspto
identifier	#9,926,054 b2
expiration date	october 2035

type	trademark
issued by	uspto
identifier	#5,023,387
expiration date	n/a

about otter wings

- ▶ founded in 2015
- ▶ family owned and operated
- ▶ two manufacturing relationships in two countries
- ▶ Inflatable and foam versions*



* foam version in prototype phase



otter wings[®]



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otter wings is looking for a strategic licensing partner to leverage the otter wings brand and / or IP. Our modern style combined with our patented design would be the perfect add-in to any Learn-to-Swim lineup - particularly in the 4-6 age range. With approximately 14yrs left on the USPTO utility patent, a partner could be the only one to offer this design in the US and be first to market on the global stage. Two options proposed below . . .

licensing partnership

A standard licensing partnership consisting of a per unit royalty with annual minimums would be an efficient way to profit both companies. The specific amount for the royalty and the annual minimums would be negotiated at a fair rate, consistent with current industry standards. Manufacturing can continue to be handled by otter wings or be transferred to a partner.

acquisition

If a licensing partnership does not fit the partner's financial model then an acquisition would be the next option. The partner could acquire the otter wings brand, IP and manufacturing relationships. Both manufacturers have the ability for massive scale and are long time, trusted entities in the pfd industry. A purchase price would be negotiated that considers the brand, relationships and time left on the IP.

a perfect fit



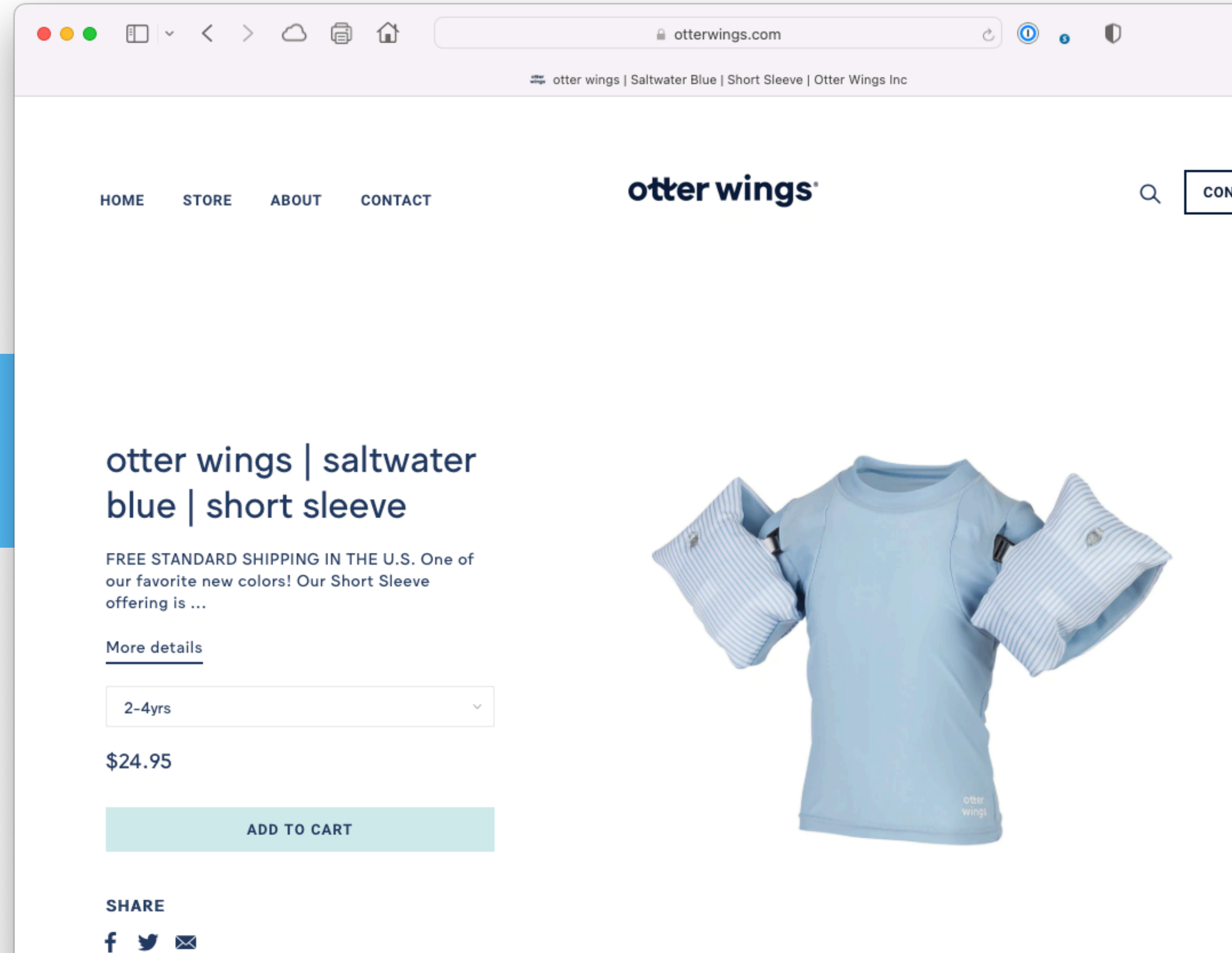
Partner

innovative	✓	✓
reliable	✓	✓
sporty	✓	✓
stylish	✓	✓

An otter wings relationship with the right partner would benefit both companies and more importantly, **the consumer.**

Swimways, Speedo, Body Glove, Stearns, Aqua Leisure etc. are all competing with the same products. By leveraging otter wings innovative / patented design and a partners existing worldwide distribution network, we can give even more kids a secure and enjoyable swimming experience.

The right partner and otter wings - helping kids avoid the burn and enjoy the swim.





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