

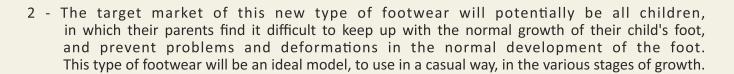




### -KIDS SIZING AND FFFTING IN SHOFS IS ALWAYS A PROBLEM...

- SPECIALLY IN THE SMALL SIZES 16-25 ...
- KIDS DO NOT SPFAK YFT... USUALLY NO CLAIM
- BAD DEFORMATIONS CAN BE CAUSED BY HARMFUL SHOES
- WHEN IS TIME TO CHANGE ?
  - GROWING UP TIME IS NOT SAME TO ALL.
  - PARENTS CAN SEE AND MEASURE THE PROCESS!!!
  - CAN BE ADJUSTABLE WITH THE INNER SOCKS TICKNESS DIFFERENCE...
- LONG LIFE SHOES
- A PAIR OF SHOES CAN BE USED FOR A LONG TIME
- SPECIALLY FOR POUR PEOPLE, WE CAN OFFER A PAIR OF SHOES THAT LAST LONGER......

( CHARITY INSTITUTIONS, SCHOOLS, GOVERNMENTS, COMPANIES, SOCIAL INSTITUTIONS, ETC... )



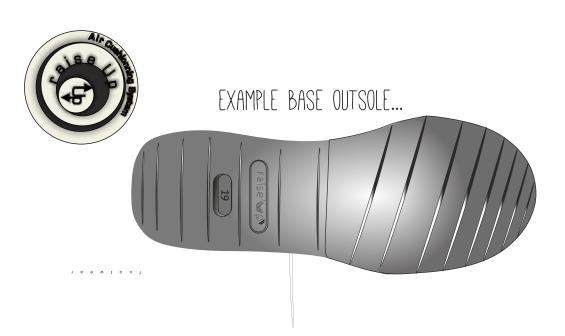




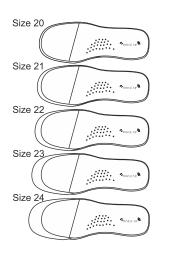


MAKE A PAIR OF SHOES, THAT CAN BE ADJUSTABLE, IN SIZE, IN TIME!



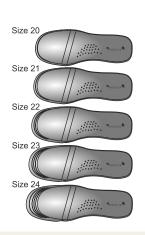






DEFORMATION SIZING 6,6MM SIZE GRADING SIZE BY SIZE

MAX ACCEPTABLE 5 SIZES

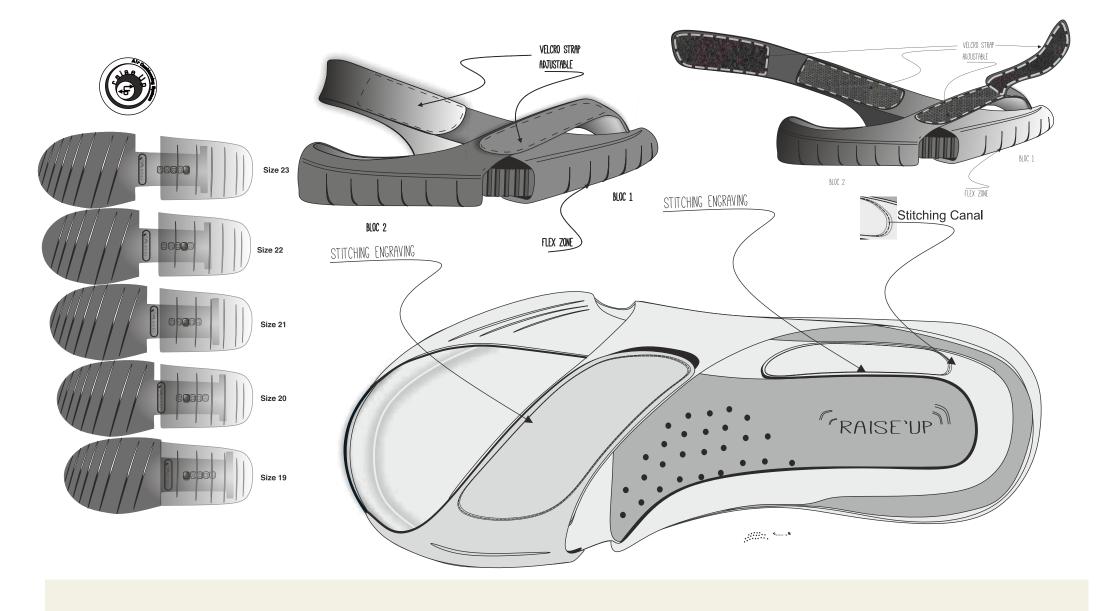


SOCK INNER TO BE MORE COMFORTABLE OR FOR AN QUALITATIVE RANGE

SIZES = ADJUSTMENT 5 SIZES = 1 PAIR



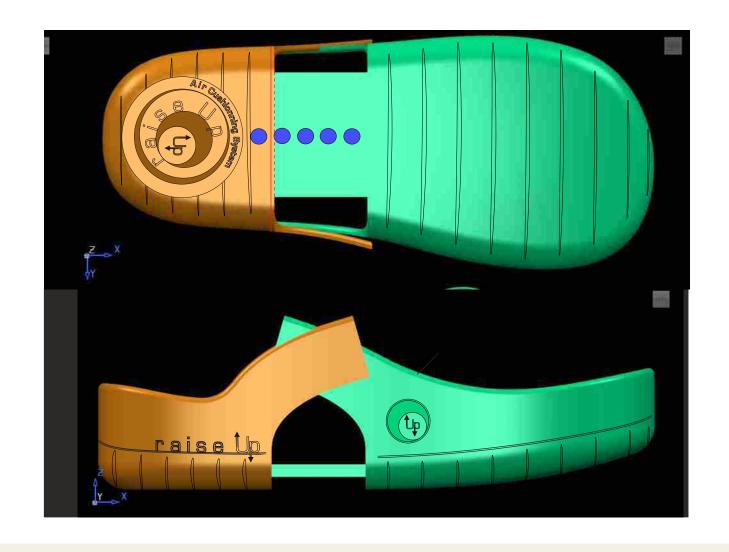




UPPER PART, DESIGN SOLUTION / CONCEPT / POSSIBLE COMBINATIONS...



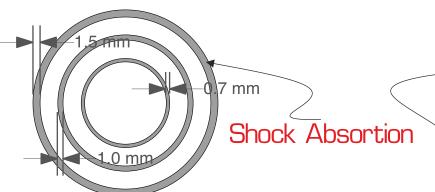




UPPER PART, DESIGN SOLUTION / CONCEPT / POSSIBLE COMBINATIONS...

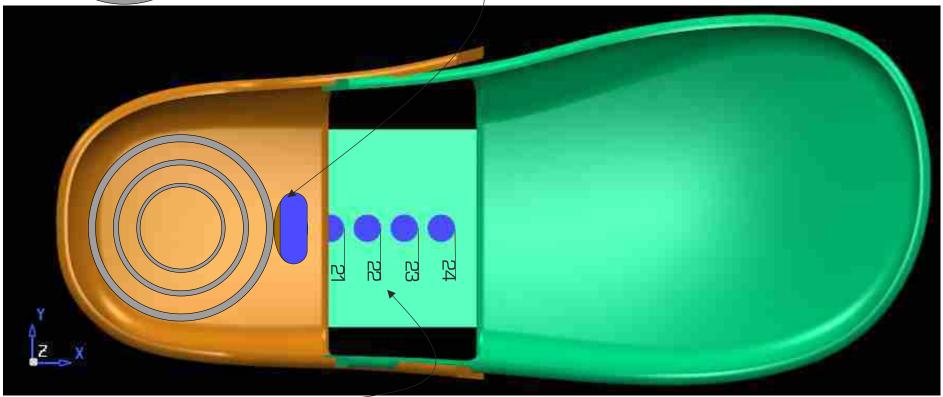






PIN to remove to size change - 5 sizes



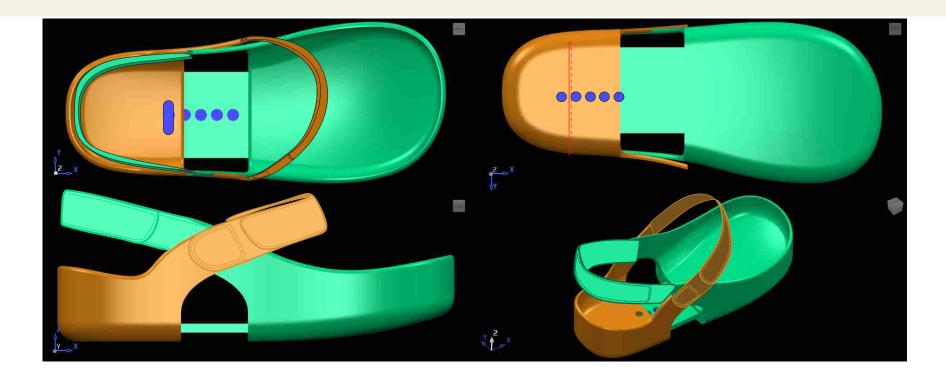


Inside Marking Molds Size in FR EU marking



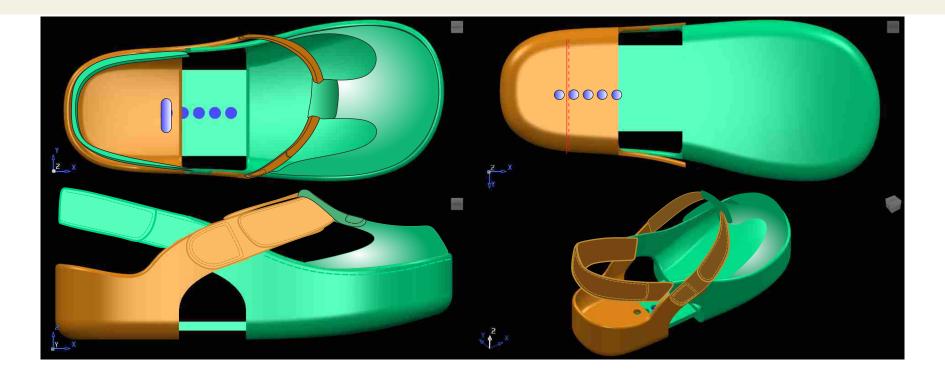


## VARIATION 1 OPEN SANDAL



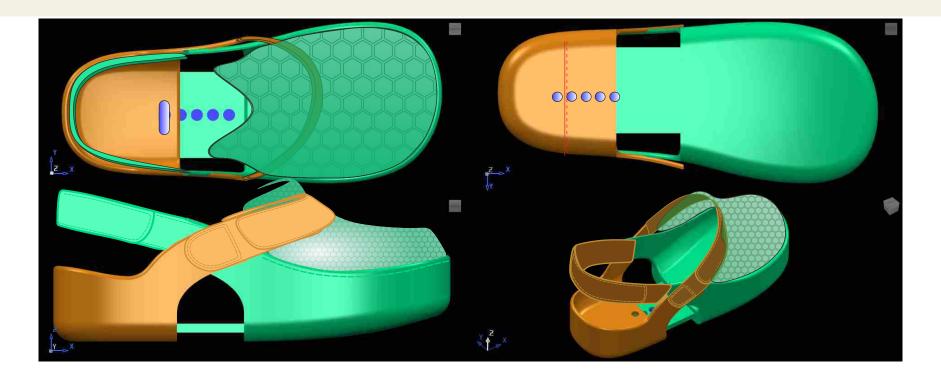


## VARIATION 2 SEMI OPEN TOE





## VARIATION 3 CLOSE TOES





BUSINESS MODEL : COMPETITION

All brands

Size by size shoes

Adjustable shoes 1 or 2 size up

- Medical footwear
- Prostheses
- Snow Footwear Sports
- Lycra sport shoes
- INCHworm shoe

Upper and Sole Adjustable 5 sizes

Upper Adjustable 5 sizes





SIZES = ADJUSTMENT 5 SIZES = 1 PAIR







# BUSINESS MODEL : MARKET SIZE

## -MARKET:

There are 250 babies born every minute in World - more tham 131,4 milions in 2018 year. (CIA)

- We expect to sell 0,001% pairs for the new born babies = 130 000Pairs/Year
- There are 5 075 millions in 2017 year in 28-EU. (Eurostat Fertelity Statistics )
- We expect to sell 0,001% pairs for the new born babies
- There are 26 millions in 2018 year in India, 51 per minute. ( MedIndiaClock )
- We expect to sell 0,001% pairs for the new born babies



- Population will pass from 1,3 billions to 2,5 billions in the year 2050 in Africa. (DW news)
- We expect to offer 1 pair over 3 pairs sold out.

SIZES = ADJUSTMENT 5 SIZES = 1 PAIR







## BUSINESS MODEL : STRATEGY

#### Product-

- Production Cost / Target Price : 5Euros/ Pair.
- Moulds Development / 5 Molds Sets (sizes: 19-40) 4 Molds/per size = 5000Euros/Size x 5 Molds Units = 25 000Euros
- Pilot Order, to test all the molds and make stock 5 000pairs. / = 25 000Euros
- PVP price 19,90 Euros.
- RaiseUp 50 000Euros to lunch product from 20% sale company. (will pay molds and 1st 5 000 pairs order + 5 Molds- sizess 19/40)

#### **SALES:**

- International Fair 2 per Year/ 2years +/- 10.000Euros per Fair ( Pitit Uomo, Project Sole NY,...)
- Contact big retailers for B2B distribution ( Decathlon, ElCorteIngles, Seaside, etc... )
- Co-branding with Large Kids Brands
- Colaboration with Humanitary ONG's / Governaments / Shoocls / Medical Instituitons
- On-Line sales On each 3 sold pairs, We'll offer 1 pairs for an charity institutions.

SIZES = ADJUSTMENT 5 SIZES = 1 PAIR/ 19,90EUROS





# TEAM:



Manager / Product - Designer
Jose Brochado



IT- Management - Back Office
Antonio Nunes



**Sales - Finances - Fiscal** Tiago Pinto

