



DO YOU HAVE WHAT IT TAKES TO BE THE MYSTERY SHARK?

When planning YBI Shark Tank 2024, YBI staff kept an empty seat for audience members to bid to be the Mystery Shark. All in attendance can bid for a coveted seat on the Shark stage.

HOW DO I BID?

A live auction will occur during the show after the rest of the Sharks have been announced.

BUT I DON'T KNOW ABOUT ANY OF THE COMPANIES!

The rest of the Sharks were briefed by YBI staff about each company last week, but their presentations and pitches were not revealed, so all Sharks are seeing the pitches for the first time today. However, more information about each company is on the reverse side of this sheet, and each company is available from 5:00 to 7:00 at the high-top tables in the front of the room.

BUT I DON'T KNOW IF I WANT TO INVEST IN A COMPANY!

If you win, your only financial obligation is for your bid amount. YBI Shark Tank is primarily a fundraiser for entertainment, and YBI would never recommend any company investment to anyone - especially non-accredited investors - without full vetting. That being said, the first-ever YBI Shark Tank winner eventually secured a \$1 million investment from the Sharks and audience from pitching at the event - so anything is possible at YBI Shark Tank!

COMPANY PROFILES

ARMA | Our proprietary 3D-printing process enables the creation of custom-fit gloves that feel like a second skin, ensuring optimal comfort without compromising on protection. These gloves are crafted using advanced materials that are anti-microbial, moisture-absorbent, and hypoallergenic, catering to the specific needs of our diverse user base. ARMA's innovation lies not just in our product but in our approach. The ARMA Sport line introduces pre-printed gloves for athletes, combining durability and customization with style, enhancing performance and fashion on the field.

For the medical and industrial sectors, the future of ARMA's Disposable gloves offers a spray-on solution that molds directly to the wearer's hands, providing a protective barrier that's both sustainable and effective for up to 8 hours. Our commitment to sustainability is evident in our products' design – they are washable, reusable, and crafted to reduce environmental impact without sacrificing quality or safety. Under the guidance of the Motley Brothers, we are steering ARMA towards disrupting the status quo, with ambitions stretching from transforming the sports industry to contributing to space exploration.

GEOFLOW | GeoFlow, founded in May 2023, quickly learned from talking to companies across various industries that there is no good way to find companies to do business with. Armed with a market-making insight, we set off to re-imagine business search. By July 2023, GeoFlow brought to life GeoFlow, the world's most extensive business knowledge graph capable of finding companies you could or should do business with within seconds. GeoFlow crawls billions of websites and, using Natural Language Processing and AI, extracts and updates trillions of organizational facts and relationships.

We provide an easy-to-use SaaS application for users to search and analyze more than 230 Million organizations with detailed company dossiers, including revenue, employee profiles (900 Million), capabilities, technologies, company relationships, business events, news, and facilities. Whether you are looking for new suppliers or customers, GeoFlow simplifies how you search, organize, analyze, and monitor your business relationships every day. As of August, Geoflow has 27 customers and over 120 users. We are on a path to cash flow positive in the coming months. While GeoFlow's journey is just beginning, with feedback from our growing customer base, we continue to strive to help our users complete their business development activities 10X faster and enable you to do tasks you never thought you had time for.

LITTLE TUSK | Founded in September 2023, Little Tusk is a women-owned ed-tech start-up that empowers students with essential financial literacy skills through holistic and intuitive software. Lauran Woolley, CEO, identified a growing need for financial education among her fifth-grade students and began using a classroom economy system to teach personal finance.

This experience inspired her to create Little Tusk, a groundbreaking platform designed to make learning about money engaging and accessible for all children. By early 2024, the company had completed the University of Akron's I-Corp program and earned second place in its pitch competition. Following team expansion, Little Tusk developed a prototype curriculum, which a focus group is now testing in Northeast Ohio and Northwestern Pennsylvania.

The company is progressing with its digital MVP, which will be available in early 2025. Little Tusk's innovative approach has attracted the attention of notable investors, including Michael Ma. The company's mission is to equip students with the skills and tools necessary for understanding today's economic system, while its vision is to create a brighter future for society through holistic advancements in educational technology.

SPOKBEE | Spokbee's configure, price, deliver, software platform enables businesses to quickly design and price custom products online. Our tools allow customers to visualize what they're purchasing, receive instant pricing, and place orders seamlessly. With Spokbee, businesses experience fewer errors, reduced labor, faster product launches, and improved order efficiency. We've streamlined the process of quoting customized products, cutting the time from 7 weeks to just 7 seconds.

While our primary focus is the automotive industry, we've also been approached by other sectors, including medical devices and industrial equipment, who have successfully adopted our product. Spokbee's transformative CPD platform is poised to redefine the AM landscape. By empowering mass customization, building an expansive digital design library, and accelerating material innovation, the company is set to propel the industry forward and unlock unprecedented levels of growth and creativity.

YO! CRASH | We are officially bringing Youngstown Grit to the Rage Room Industry! Yo! Crash is an unconventional entertainment company that has proudly served the community for over five years. It offers rage rooms as a unique and innovative way to relieve stress and have fun through purposeful destruction.

Celebrating its Grand Opening during the onset of a global pandemic, Yo! Crash has weathered its challenges and continues to grow and thrive into a regional experience. As the host of the Midwest's only Mobile Rage Room, Yo! Crash is committed to creating a welcoming and inclusive space for everyone. Our promise, 'The Place Where It's Okay To Be,' is the driving force behind our mission to offer, create, and innovate mindful entertainment space.