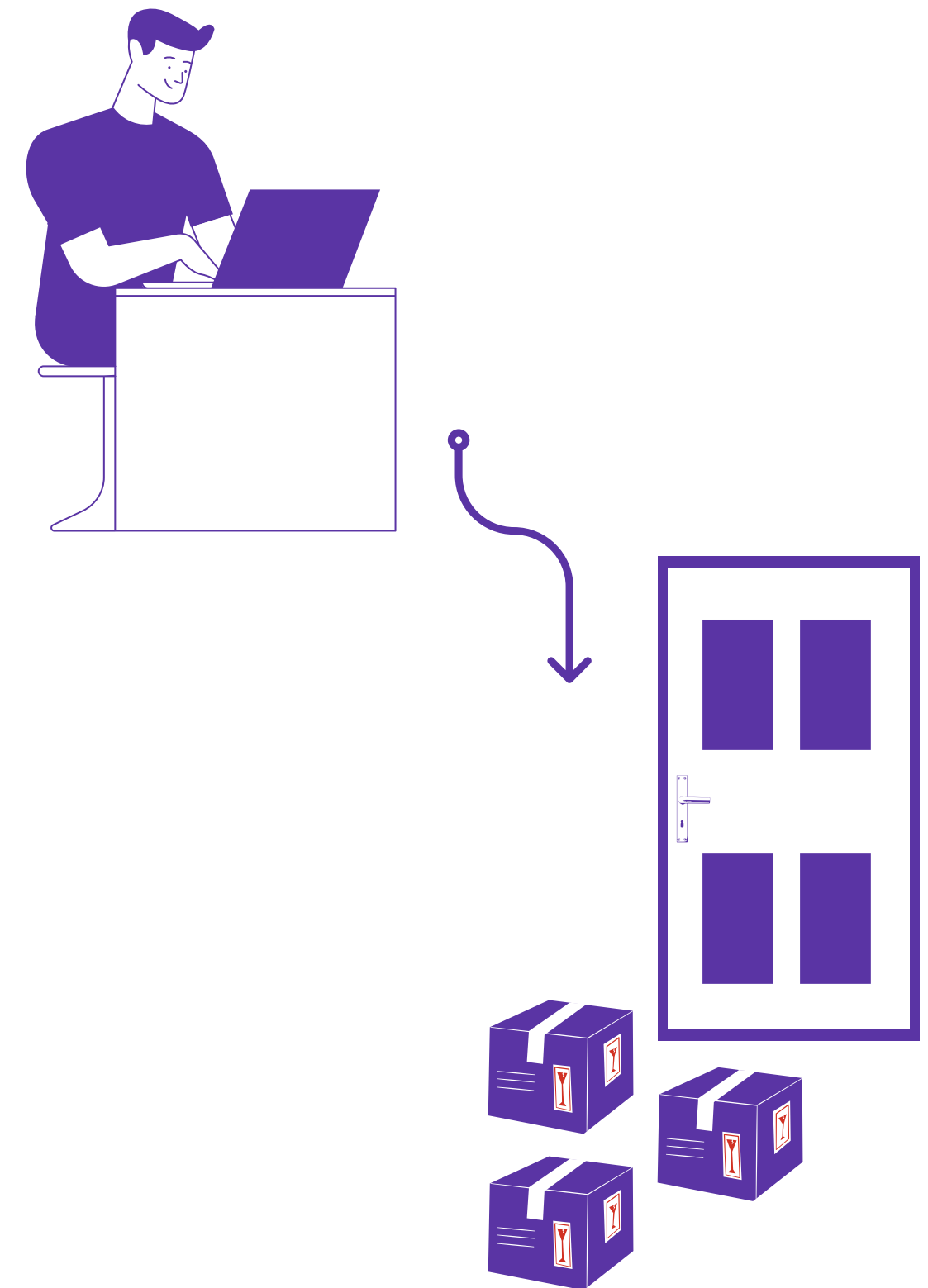


Mona

Rent anything and get it
delivered to your door

Own less, Live more



**We want to make it easier
to rent than to buy**

Mona

Renting items today is *really* inconvenient

Currently done on platforms like Fat Lama, Hygglo, Craigslist and Facebook Marketplace



Chat with multiple owners and wait for reply



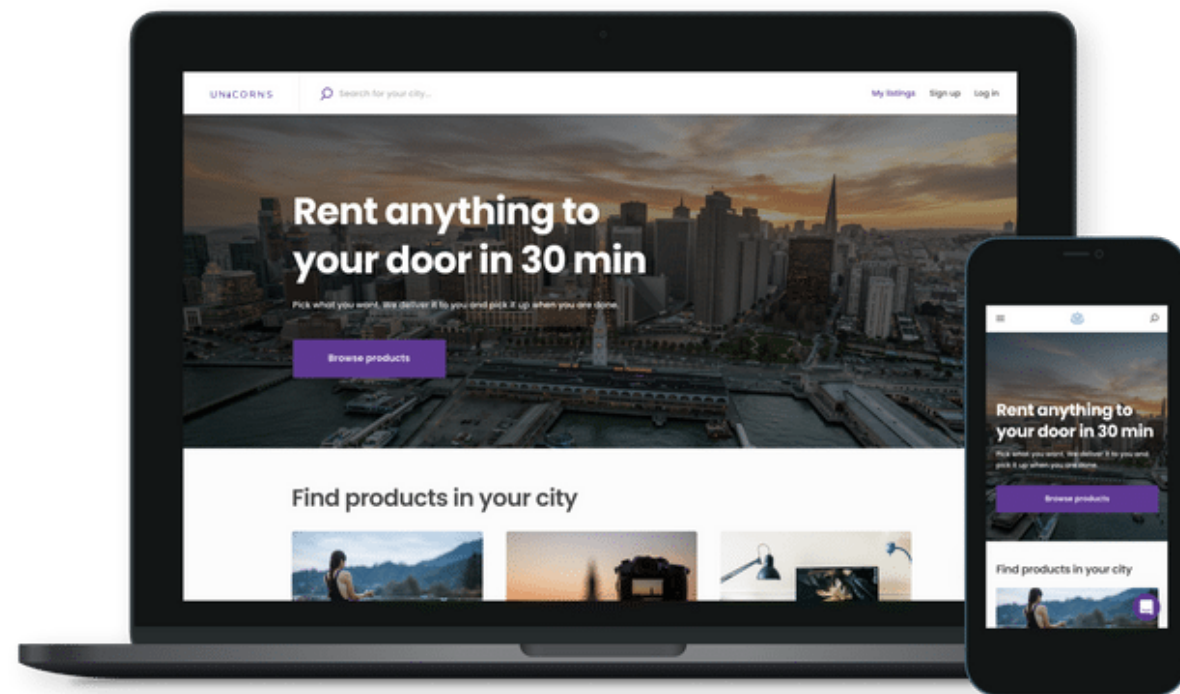
Travel to the owner's home to pick up and deliver item



If something doesn't work, there is no support

Rent anything to your door

www.rentunicorns.com



01

Simple UX - just like Foodora/Wolt

No need to chat with anyone. You get a countdown to when the order arrives at your doorstep. Think Gorillas for everyday necessities.

02

Delivery and Pick up to your door in as low as 30 min

No need to either pick up or return the item. We deliver it to your door within 30 minutes.

03

Everything is insured + 24/7 support

All the items on the platforms are insured for the owner. You can always chat or call us if anything is broken or doesn't work. 24/7 online.

We're growing rapidly

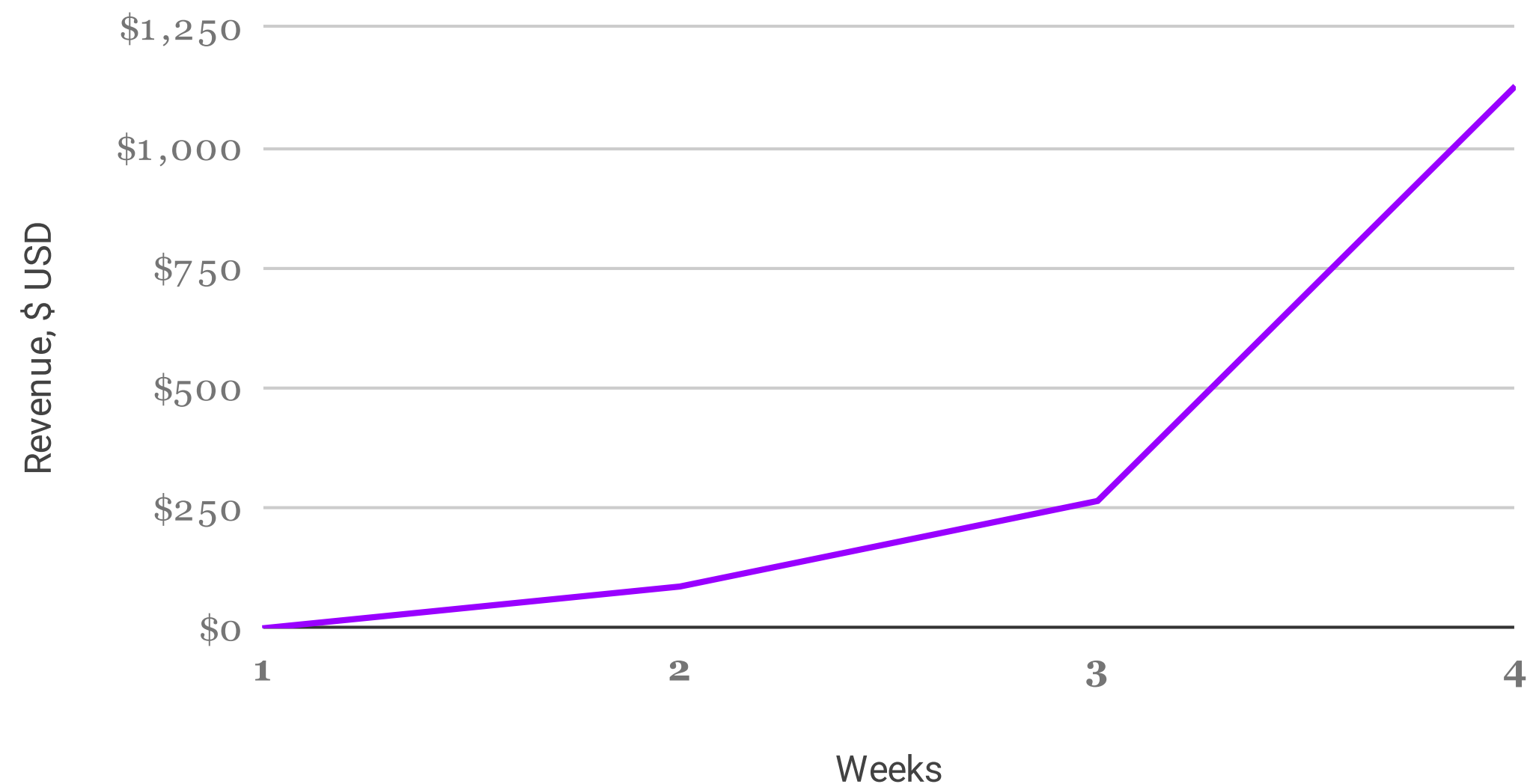
300% growth per week

80% refer the product to their friends

10% returning customers in 2 weeks

\$0 paid marketing

Weekly Revenues since launch



We have happy users

I was gonna have the party of a lifetime, but then our sound system broke down. In two hours (!) they were able to deliver a new sounboks, and the party was saved. Lovely service, faster delivery than I thought was possible, and all at an affordable price. Can not recommend enough!



Kapp/Gjærsaw Hitachi, I will take that one 😊 Okei, I will fix tmrw. Super service. I have already recommended you to many of my friends



and it is a big market

70%

Willingness to rent instead of buy
amongst millennials/Gen Z

\$60B USD

Rental of Consumer Goods in
the US, 2018

Competitive landscape



Meet the Team



Maiuran Loganathan

Product and Growth

- Founded and scaled YSI to 10k users from 170+ countries
- Product Manager at Jefa (Latin neobank with 100k on waitlist).

Studied in 7 countries at Minerva, world's most selective university.



Duy Pham

Operations Magician

- Built the first daily demand forecasting model at SCommerce (top logistics company in Vietnam)
- Used ML techniques to correlate gold and BTC during 2020 crisis.

Roommate at Minerva.

Product, Growth, Data Scientist in pipeline

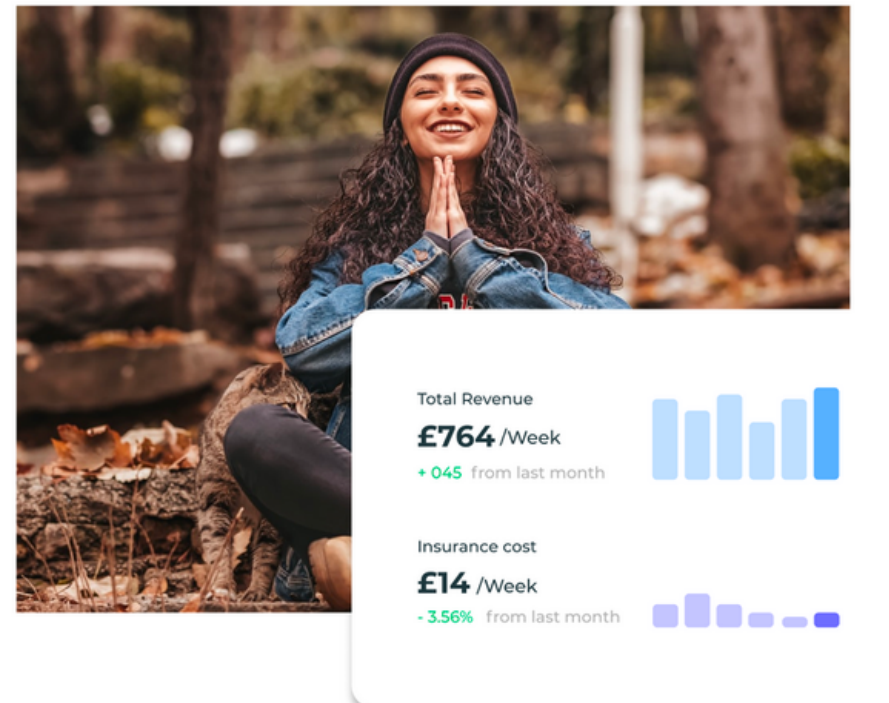
We initially operate B2B2C - Shopify for rental

We do insurance, delivery and marketing for retailers so they can get more money out of their existing inventory



Delivery and Pick-up

Mona delivers to the customer and picks the item up when she is done using it



Insurance

Everything is fully insured.
Don't worry about any damages/theft.



Marketplace

The retailer have their own marketfront where they can build their brand.



**Making
money**

#1: Camera for a weekend

Sony A7s II + 15-35MM f/2.8 lense
for a weekend getaway

€160 INCOME

+ €0 FREE DELIVERY

- €96 RETAILER SHARE (60%)

- €16 DELIVERY COST

- €5 FIXED COSTS (STG, INS, QA)

€43 PROFIT

#2: Speaker for a party

Soundboks delivered for a
houseparty

€30 INCOME

+ €5 PAID DELIVERY

€0 WE OWN THE ITEM

- €16 DELIVERY COST

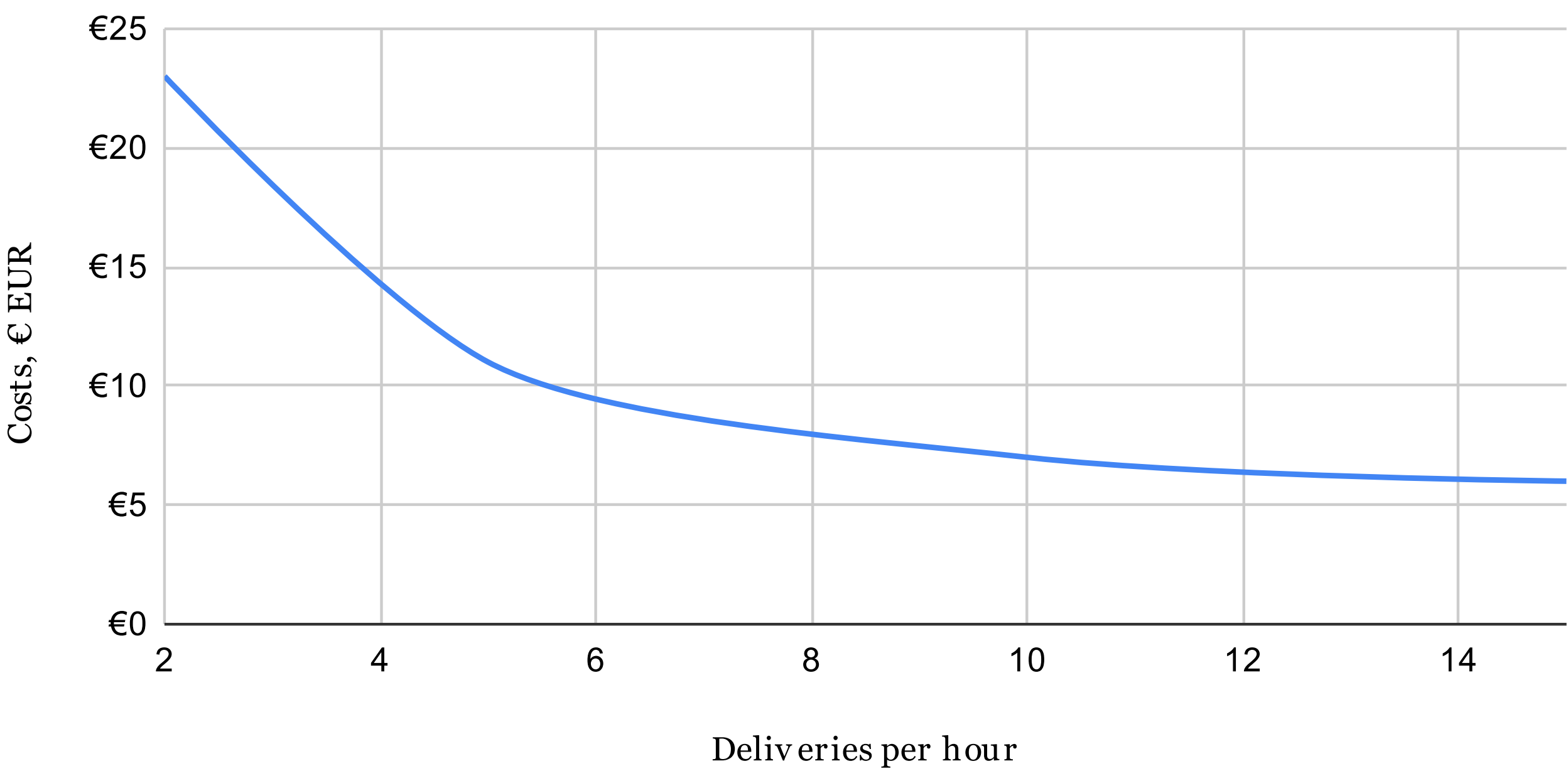
- €5 FIXED COSTS (STG, INS, QA)

€9 PROFIT

Costs would flatten out at €6-7

Costs with economies of scale

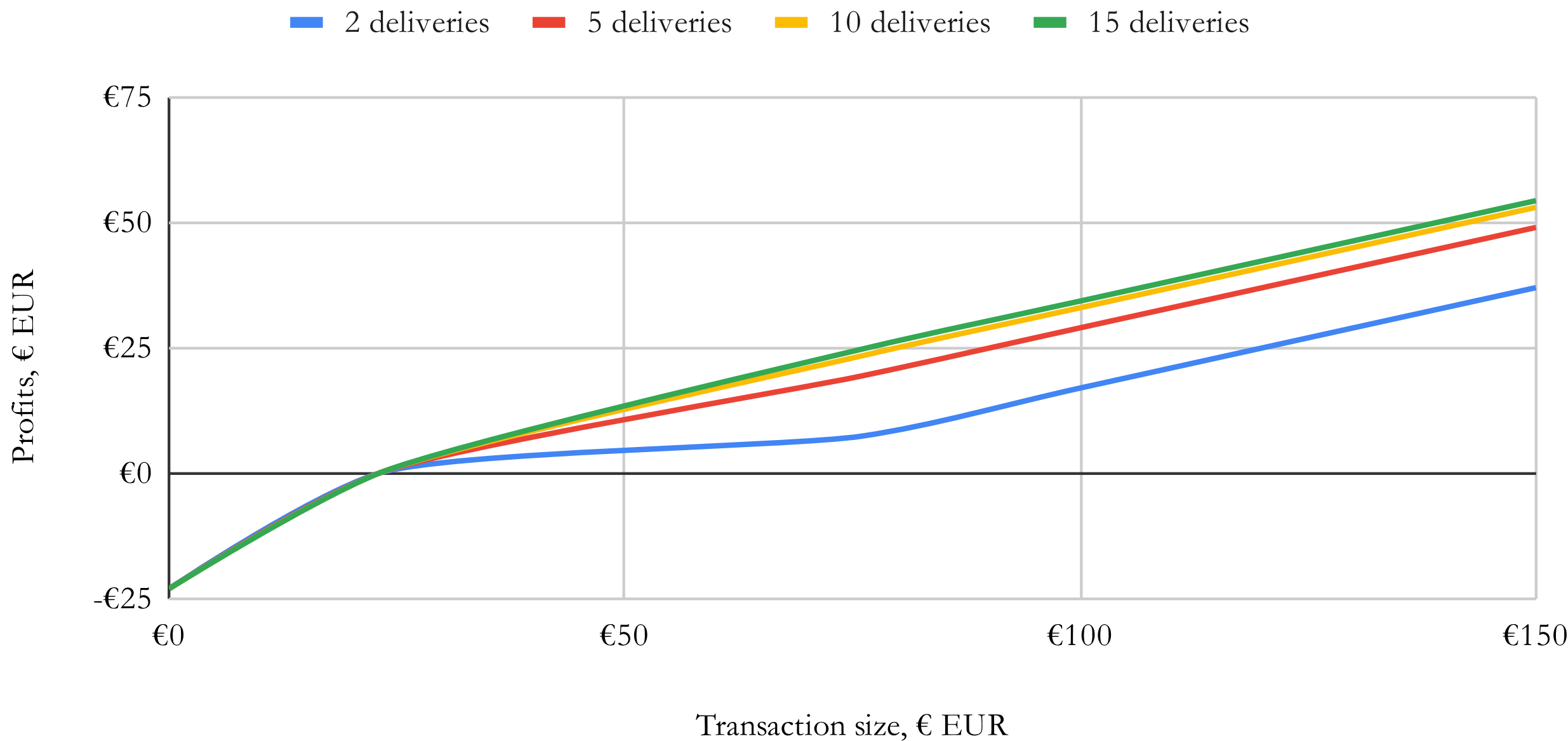
Costs include delivery, storage and insurance



Regardless we are profitable above €21

Profits with economies of scale

4 scenarios



The Future is Access without ownership

AirBnb did it for apartments.

Uber for cars.

Netflix did it for movies.

We want to do it for everything you have in your house.

Democratising access to items

The timing is perfect

- (1) Sharing economy is exploding - Trust is established.
- (2) People expect superfast delivery (Gorillas, Flink, Foodora, Wolt, Oda)
- (3) Future of work is distributed and remote.

Start in London, then expand globally

We will launch in London by end of 2021.

By mid 2022, we want to prove that the model works in London and raise our seed round to scale the efforts in London.

By end of 2022, we would like to launch in our first market outside the UK.

MILESTONES BY APR 2022:

1000 orders / week

60% customers from referrals

50% returning customers

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Own less, Live more

Asks from Mona :)

- Experience with setting up in London? (Hiring, legal, other things?)
- Optimising delivery costs?
- Growth hacking channels or ideas you would consider
- Setting up the company to raise the next round (Apr/May)



Contact Us

+47 48198693

maiuran1404@gmail.com

www.rentunicorns.com