• PRE-LAUNCH — VALIDATION PHASE

WEGOTU

> The trust layer for peer-to-peer rentals — deposits secured, condition proven, disputes resolved in hours, not weeks.

65%
AUSTRALIAN HOUSEHOLDS ALREADY OWN A CAR — A LOCAL HOST POOL, NOT JUST TOURISTS

300,000+
WORKING HOLIDAY TRAVELLERS ENTERING AUSTRALIA EVERY YEAR

$10,000
DEPOSITS SOME PEER-TO-PEER RENTALS ALREADY DEMAND TODAY

It started while I was travelling around **Australia**. I needed to rent a vehicle directly from another traveller — and the deal was simple: send the deposit and the rental payment straight to a stranger's bank account, and just hope it would work out.

It didn't sit right with me. So I started asking around — backpacker forums, working-holiday groups, communities of travellers coming to Australia every year. The same story kept repeating: renters wiring money on pure trust, hosts left with no real recourse if a vehicle came back damaged, and disputes that dragged on for weeks with no neutral referee.

Australia's peer-to-peer rental economy is **massive** — hundreds of thousands of travellers move through the country every year, renting vehicles, gear, and rooms from people they've never met. But the trust layer underneath all of it was simply missing.

That gap is why I built **WEGOTU**.

— Founder, WEGOTU

A trust gap hiding in plain sight

Peer-to-peer rentals rely entirely on deposits — and deposits are exactly where the process breaks down, for backpackers and local Australians alike.

What's structurally broken

- **Deposits sent on trust alone** — cash or direct bank transfer, with no escrow, no rules, and no protection if something goes wrong.
- **No neutral proof of condition** — when something is damaged, it's one person's word against the other's.
- **Slow, manual dispute handling** — resolving a disagreement can take one to three weeks, during which the deposit is frozen and the relationship turns sour.
- **Heavy admin for hosts** — photos, spreadsheets, bank transfers, and refund reminders repeated for every single rental.

Why it matters at scale

- Australia grants over **300,000 Working Holiday Maker visas a year**, with well over 130,000 travellers in the country at any given time — a constant flow of people who need to rent vehicles, gear, and rooms from strangers.
- The picture isn't just backpackers: **65% of Australian households already own at least one car** (Australian Bureau of Statistics), and the Australian car rental market itself is worth **$2.87 billion**, projected to reach **$4.7 billion by 2034** — a large, mostly local pool of potential hosts and renters.
- On established peer-to-peer platforms, security deposits already run **as high as $10,000**, with damage excess between $500 and $5,500 per incident.
- Every one of those transactions today — whether it's a backpacker or a local Australian — runs on the same fragile foundation: hope.

The bottom line: the peer-to-peer rental market in Australia is already large and growing — what's missing isn't demand, it's a trust layer both sides can actually rely on.

How WEGOTU works

One automated flow replaces cash deposits, spreadsheets, and "he-said-she-said" disputes with a transparent, timestamped, and enforceable process.

1

Verify identity

The renter's ID is scanned and cross-checked in real time against government document verification services — no fake identities, no anonymous risk.

2

Lock the deposit

Funds are escrowed instantly via instant payment rails and held in a licensed third-party trust account — never sitting in the host's personal bank account.

3

Condition report

Geo-tagged photos and video are captured at pickup and return, timestamped server-side, and sealed so they can't be edited after the fact.

4

Resolve & release

No issue reported — the deposit releases automatically within seconds. Issue reported — a structured mediation flow opens instantly, using the sealed evidence as the single source of truth.

Every action is written to a trust ledger — identity check, deposit lock, condition report, and outcome — each one timestamped, so both sides can verify exactly what happened, without relying on memory or goodwill.

What changes for hosts and renters

Both sides get the same thing: a process they can actually trust, without having to trust each other blindly.

For hosts

- **Absolute peace of mind** — deposits are secured the moment a booking starts, not chased after the fact.
- **Zero-friction deposit management** — no manual transfers, no bank juggling, no reminders to send.
- **Real financial protection** — sealed, timestamped evidence backs every claim if something is damaged.
- **Hours saved every month** — the entire check-in / check-out / refund cycle runs itself.
- **A more professional image** — renters see a serious, modern process instead of a cash handshake.

For renters

- **Total transparency** — renters see exactly where their deposit is and what stage the rental is at.
- **A genuinely fair process** — decisions rest on evidence, not on whoever argues loudest.
- **Fast fund release** — deposits return automatically, typically within seconds of confirmation.
- **No hidden fees** — the amount held is the amount returned, unless a documented issue is found.
- **A reusable trust profile** — once verified, that trust travels to the next rental, on any partner platform.

The numbers behind the opportunity

Real market data on the left. A modelled, illustrative example of what WEGOTU could unlock for a host and for the business on the right.

MARKET REALITY — REAL, SOURCED FIGURES

300,000+ Working Holiday Maker visas granted in Australia per year

65% of Australian households already own at least one car (ABS) — a huge local pool of potential hosts

$2.87B size of the Australian car rental market today, heading to $4.7B by 2034

$10,000 maximum security deposit already charged on established peer-to-peer rental platforms

$40,000+ earned per year by top hosts on an established peer-to-peer vehicle-sharing platform

ILLUSTRATIVE EXAMPLE — ONE HOST, ONE YEAR

Modelled on a host doing ~20 rentals a year at an $800 average deposit:

- **$16,000** a year in deposits moved from unclear cash handling to a secured, automatic process.
- **~13 hours a year** given back to the host by removing manual deposit chasing and refund admin.
- Dispute resolution time cut from an average **1–3 weeks** down to a target of **under 48 hours**, backed by sealed evidence.

ILLUSTRATIVE EXAMPLE — PLATFORM AT SCALE

Modelled on 5,000 rentals a month at an $800 average deposit and a 3% facilitation fee:

$4M in monthly deposit volume secured through the platform

$120K in potential monthly platform revenue at that scale

Figures on this card are a modelled scenario to illustrate potential, not current results — WEGOTU has not launched yet (see next slide).

Where we are today

CURRENT STAGE — PRE-LAUNCH / VALIDATION

The idea was born from firsthand experience and confirmed through direct conversations with backpacker and working-holiday communities across Australia. The core deposit-and-dispute flow is fully designed end-to-end. We are now running structured interviews with independent hosts and renters to validate the flow and pricing before building the first version of the product. **There is no live product yet** — the next milestone is building and testing an MVP with a small group of hosts.

PHASE 1 — NEXT

Deposit & dispute engine for vehicle hosts

Build and test the core loop — identity check, escrowed deposit, condition report, automated release, structured dispute resolution — with a small group of independent vehicle hosts in Australia.

PHASE 2 — EXPANSION

Full product: automated verification & embedded insurance

Add fully automated identity verification, guided digital condition walkthroughs, and an embedded insurance layer. Extend from vehicles into equipment rental and short stays.

PHASE 3 — PLATFORM

WEGOTU as infrastructure for every P2P market

Open WEGOTU as an API that any peer-to-peer marketplace can plug into: boating, professional equipment, specialised machinery, and beyond — one trust profile, reused everywhere.

Why join now

The problem is validated, the flow is designed, and the roadmap is clear — but the team is still small enough that every early contributor shapes the product, not just executes on it.

Tech / Dev

Full-stack engineers comfortable with escrow-style payment flows, identity verification integrations, and building tamper-evident ledger systems.

BizDev

People who can turn host conversations into partnerships — onboarding independent hosts and rental platforms, negotiating first integrations.

Legal / FinTech

Expertise in escrow regulation, licensed trust accounts, KYC/AML requirements, and dispute-resolution frameworks across relevant jurisdictions.

Advisors & Partners

Operators who've scaled marketplaces, payments, or insurance products — and platforms in vehicle, equipment, or short-stay rentals looking for a trust layer.

What collaborating brings you: a seat at the table on an ambitious, infrastructure-level project from day one, direct influence over product and architecture decisions, and exposure to a model designed to scale across multiple high-value peer-to-peer markets.

Let's build this together

This deck is a starting point, not a finished pitch. If the problem, the flow, or the roadmap speaks to you — let's talk.

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Ready to talk?

Reach out by email or WhatsApp for a quick call or coffee — no deck required, just bring your questions.