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March 13, 2019

BY OVERNIGHT COURIER - UNITED PARCEL SERVICE

Mr. Andre Haddad
Chief Executive Officer
Turo, Inc.
116 New Montgomery Street, 7th Floor
San Francisco, California 94105

Mr. Andre Haddad
Chief Executive Officer
Turo, Inc.
4110 N. Scottsdale Rd, Suite 110
Scottsdale, AZ 85251

RE: Turo Inc.'s Unauthorized and Unlawful Operation at Richmond International Airport

Dear Mr. Haddad:

We serve as legal counsel to the Capital Region Airport Commission ("Commission"). I write to inform you that the Commission has become aware that Turo, Inc. is engaging in a car rental operation at the Richmond International Airport ("Airport") without a permit, concessions contract, or concessions lease agreement with the Airport. Please accept this letter as the Commission's formal demand that Turo, Inc. cease and desist from engaging in such activities as further explained below.

The *Amended and Restated Rules and Regulations Regarding Conduct and Activities on the Property of the Capital Region Airport Commission* ("Rules and Regulations") applicable to Turo's activities provide the following:

No person shall engage in Commercial Activity on the Airport without the prior written approval of, and under terms and conditions prescribed by the President and CEO including, but not limited to, the payment of fees for lease of space and/or access rights.

The Rules and Regulations define "Commercial Activity" to mean:

Any activity on the Airport property which involves offering to exchange, trade, buy, barter, hire or sell commodities, goods, services, or property of any kind, whether for profit or not, and any revenue producing activity on the Airport property.

On its website, Turo improperly advertises and offers to provide car rental services at the Airport despite not having any authorization from the Commission to do so. For example, Turo

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and its host owners offer vehicle rentals to Airport patrons with delivery/key exchanges at the Airport. Further, on its website reservation platform, Turo has pre-populated the Airport as a designated location in Richmond, Virginia where a Turo host will deliver a rental vehicle. Additionally, most Turo hosts offering vehicles in the Richmond, Virginia area expressly offer free delivery of their vehicle to the Airport. These activities, by way of example alone, and not limitation, cannot be conducted by Turo or its hosts absent a prearranged agreement with the Commission authorizing and regulating such activities and services, and providing for the payment of an agreed-upon fee.

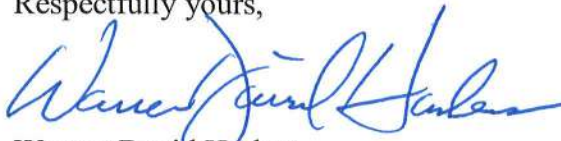
The current activities by Turo and its hosts at the Airport violate the Commission's Rules and Regulations. Each violation of the Commission's Rules and Regulations is deemed a Class 1 misdemeanor for which a convicted defendant may receive confinement in jail for not more than twelve (12) months and a fine of not more than \$2,500, either or both, for each violation.

The Commission hereby demands that Turo and its hosts cease car rental operations at the Airport. The Commission further demands that Turo and its hosts immediately remove from Turo's website and the associated host pages all references to such operations at the Airport. If Turo or its hosts continue to operate unlawfully at the Airport, or continue to falsely advertise on Turo's website that they are a legitimate Airport rental car business or that they may lawfully provide car rental services at the Airport for its patrons, the Commission will utilize any and all legal remedies available to it under federal and state law to combat such activities and conduct.

If Turo or its hosts wish to discuss with the Commission options for obtaining authorization for your activities at the Airport, please contact Russ L. Peaden at 804.226.8520 or RPeaden@flyrichmond.com.

If you have other questions regarding this letter, please contact me at the above phone number or email address.

Respectfully yours,



Warren David Harless

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cc: Jon E. Mathiasen, A.A.E., President and Chief Executive Officer
Russ L. Peaden, C.M., Director Real Estate and Facilities