

# OWN THE ADVENTURE



ETHAN WILSON

Senior Legal Counsel

[ethan@turo.com](mailto:ethan@turo.com)

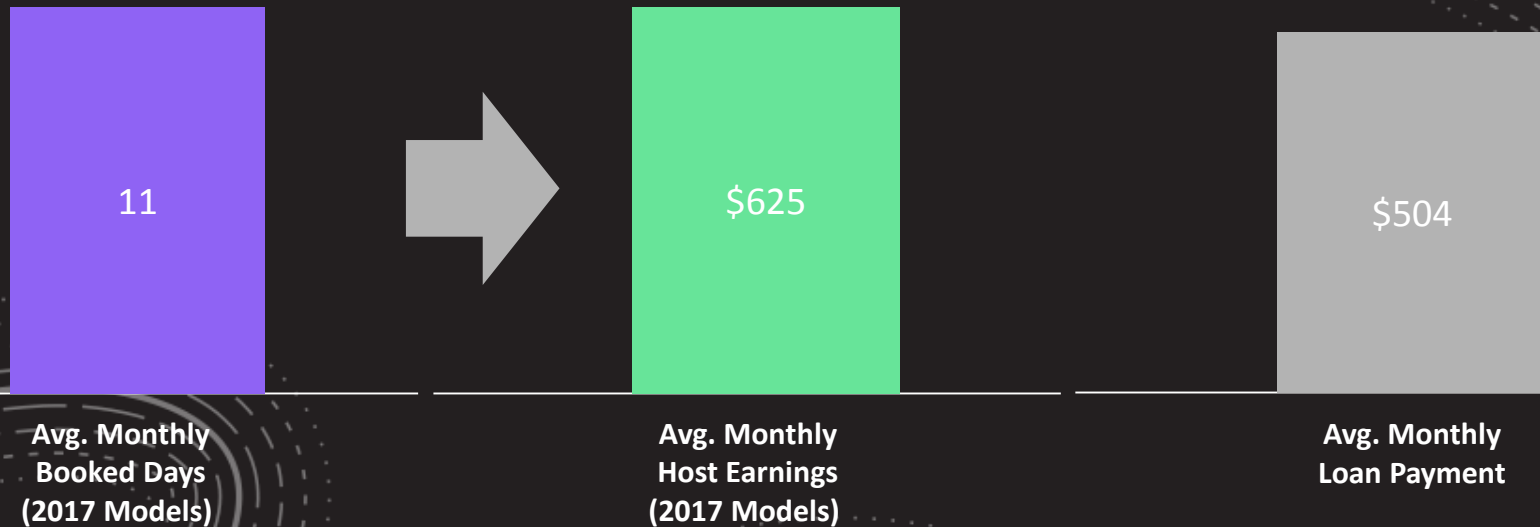
# OUR MISSION

Put the world's  
1,500,000,000+ cars  
to better use

# WHAT IS TURO?

- A peer-to-peer car sharing *marketplace* – Turo owns no cars
- Founded in 2010
- Turo is a vibrant community of men and women, parents, students, seniors, active and retired military members, first responders, teachers and many more across the US, Canada, the UK, and Germany
- Guests can choose from a unique selection of nearby and locally-sourced cars – full EVs, minivans, pickup trucks, convertibles, rare and exotic cars, 4x4/AWD, etc.
- Hosts can earn extra money to offset the increasing costs of car ownership

# CHANGING THE ECONOMICS OF CAR OWNERSHIP: ACTIVE VEHICLES PAY FOR THEMSELVES IN 9 DAYS OF BOOKINGS



# WHAT HOSTS DO WITH THEIR EARNINGS

75%

Pay down car loan

Cover primary expenses or add to savings

Pay down student loans or credit card debt

# WHY SHARE YOUR PERSONAL VEHICLE?



“[Turo] makes me feel empowered. I’m able to make money that I wouldn’t otherwise be able to make at my current job, and I’m able to do so at my own pace and with my own rules and timeframe. I love that feeling of empowerment and that now I can save more.”

- Elizabeth, Turo Host



“I’m active duty military and sharing my car enables me to supplement my income. My elderly father helps with the logistics and it has really helped lift his spirits and has helped save for his retirement. I’m also modeling for my daughter a behavior that I believe will be valuable in the future.”

- Ken, Turo Host



# OUR TURO COMMUNITY

17% Military/Active Duty or Veteran

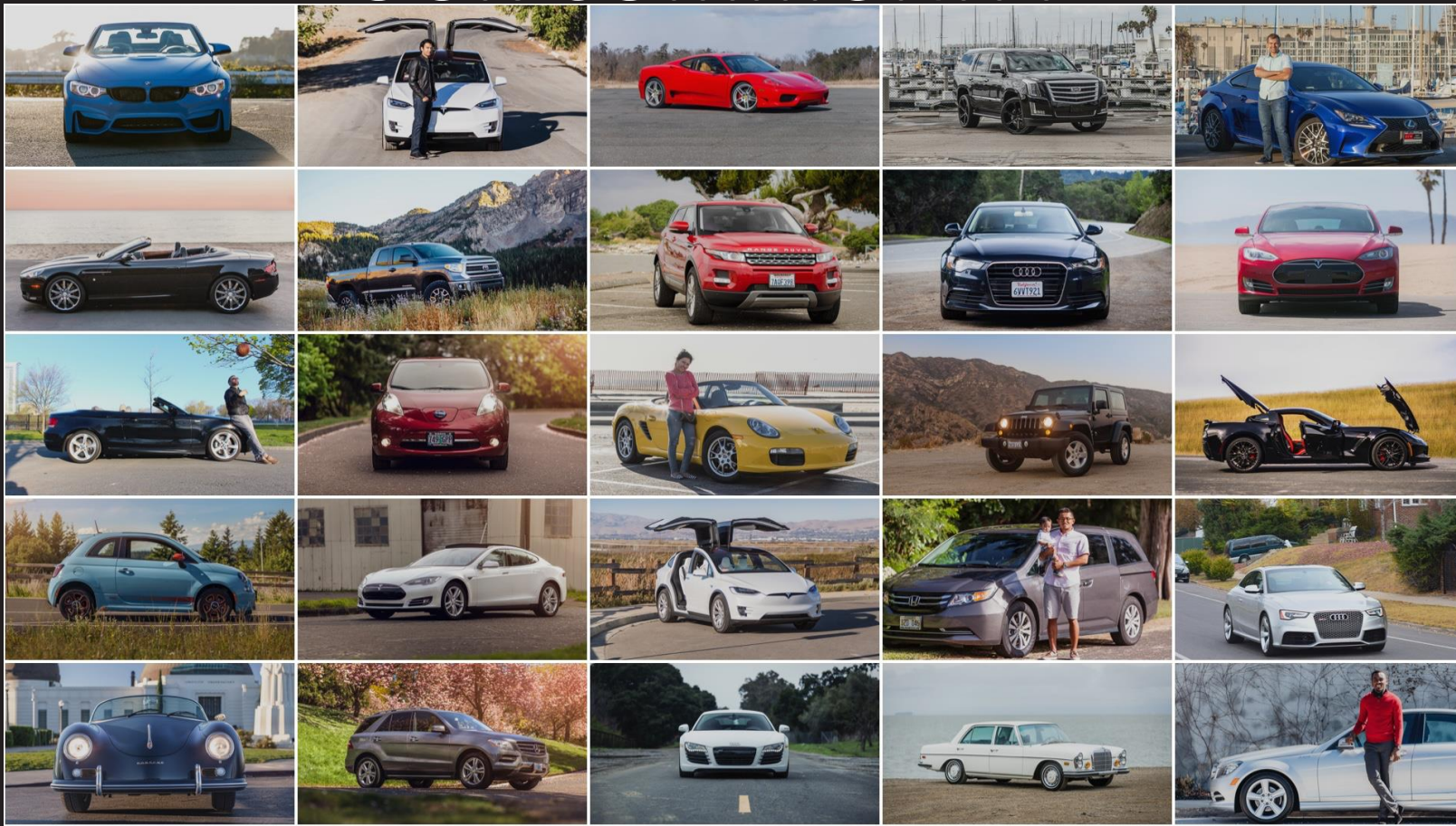
13% Teacher/Educator

13% AARP/Retired

8% Labor Union

6% Law Enforcement/Firefighter/Emergency Responder

# OUR COMMUNITY





## 2017 MOST POPULAR MODELS



#1 JEEP WRANGLER



#2 TOYOTA PRIUS



#3 BMW 3-SERIES



#4 TESLA MODEL S



#5 FORD MUSTANG

# SAFETY AT A GLANCE



## Extensive Trust & Safety Team



- 24 hour availability to Hosts and Guests
- Roadside assistance telephone number provided for every transaction



- Robust peer-to-peer and anonymous Host/Guest review process

TURO

# TAXATION OF PEER-TO-PEER CAR SHARING

TURO

# TAXATION OF PEER-TO-PEER CAR SHARING

# TURO WORKING PROACTIVELY WITH LEGISLATORS AND REGULATORS

Colorado (2019)

Indiana (2019)

Iowa (2019)

Maryland (2018)





# PEER-TO-PEER CAR SHARING MODEL LEGISLATION



SENATE BILL 19-090

BY SENATOR(S) Scott, Donovan, Gardner, Hill, Lundeen, Priola, Rankin, Tate, Woodward;  
also REPRESENTATIVE(S) Gray, Jaquez Lewis, Melton, Valdez A., Hooton.

CONCERNING THE OPERATION OF PEER-TO-PEER MOTOR VEHICLE SHARING BUSINESSES.

*Be it enacted by the General Assembly of the State of Colorado:*

**SECTION 1.** In Colorado Revised Statutes, **add** part 12 to article 1 of title 6 as follows:

PART 12  
PEER-TO-PEER CAR SHARING ACT

**6-1-1201. Short title.** THE SHORT TITLE OF THIS PART 12 IS THE "COLORADO PEER-TO-PEER CAR SHARING ACT".

**6-1-1202. Definitions.** AS USED IN THIS PART 12, UNLESS THE CONTEXT OTHERWISE REQUIRES:

First Regular Session of the 121st General Assembly (2019)

**PRINTING CODE.** Amendments: Whenever an existing statute (or a section of the Indiana Constitution) is being amended, the text of the existing provision will appear in this style type, additions will appear in **this style type**, and deletions will appear in **this style type**.

**Additions:** Whenever a new statutory provision is being enacted (or a new constitutional provision adopted), the text of the new provision will appear in **this style type**. Also, the word **NEW** will appear in that style type in the introductory clause of each SECTION that adds a new provision to the Indiana Code or the Indiana Constitution.

**Conflict reconciliation:** Text in a statute in *this style type* or *this style type* reconciles conflicts between statutes enacted by the 2018 Regular and Special Session of the General Assembly.

## HOUSE ENROLLED ACT No. 1362

AN ACT to amend the Indiana Code concerning trade regulation.

*Be it enacted by the General Assembly of the State of Indiana:*

SECTION 1. IC 9-25-6-3, AS AMENDED BY P.L.120-2017, SECTION 4, IS AMENDED TO READ AS FOLLOWS [EFFECTIVE JANUARY 1, 2020]: Sec. 3. (a) If the bureau:

(1) does not receive a certificate of compliance during the applicable compliance response period for a person identified under IC 9-25-5-2; or

(2) receives a certificate that does not indicate that financial responsibility was in effect with respect to the motor vehicle operated by the person or operation of the motor vehicle by the person on the date of the accident referred to in IC 9-25-5-2;

the bureau shall take action under subsection (d).



# getaround



Nicholas Green

Orrick, Herrington & Sutcliffe LLP

*National Legislative Counsel to Getaround, Inc.*

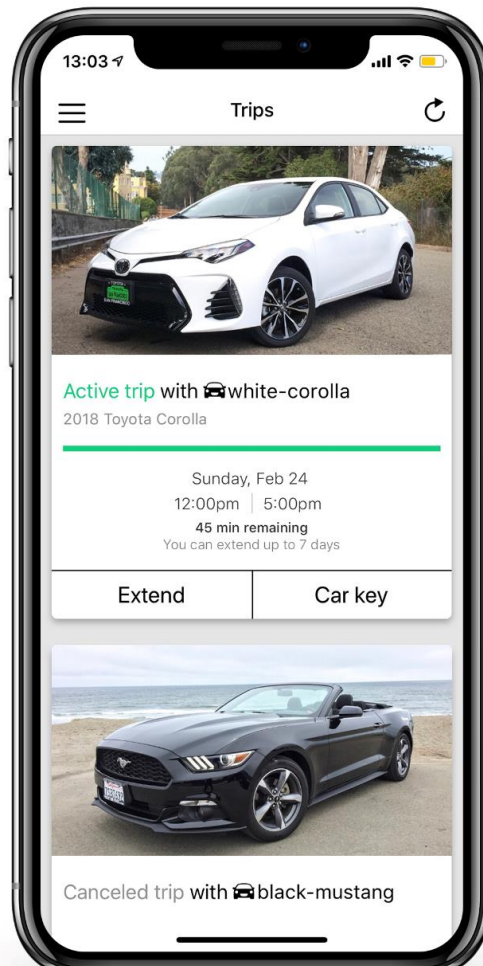
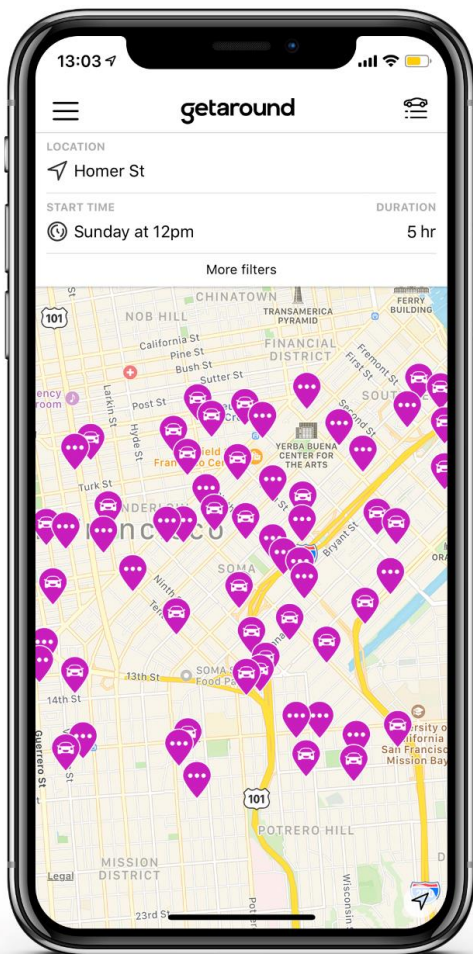
## Active US Markets Map



Staying local:

**9/10**

Getaround users are  
locals making local trips



## Car insurance

We provide comprehensive insurance for each trip that is completely distinct from your own personal insurance. The primary policy is \$1M, with a \$6M umbrella policy.

## Getaround Connect™

Getaround Connect allows renters to locate and unlock cars during a rental and adds security features like GPS tracking, tamper reduction, and engine lock.



# Huge benefits for our communities, residents, and the environment.

## Carsharing reduces congestion.

Sharing a single car can take as many as 10 cars off the road. Fewer cars means more parking, less pollution, and less traffic.

## Carsharing mobilizes communities.

Communities benefit from increased economic activity when cars are affordable, accessible, and convenient. That's true in urban areas where owning a car is cost-prohibitive for daily needs, and in smaller cities and rural areas that are underserved by rental car companies, livery services, or other mass transit options. And more money in the pockets of car owners and car users means more cash stays in the community, rather than going elsewhere in the form of car insurance premiums and auto loan interest.

## Carsharing increases usage of other community-friendly forms of transportation.

Carsharing increases the use of community-friendly mass transit, buses, and bikes as transportation options—that's because carsharers choose other transportation options rather than using personal vehicles for all trips.<sup>1</sup>

## Carsharing helps the environment.

Car sharing has positive impacts on the environment by reducing greenhouse gas emissions. Getaround is proud to partner with universities and government, including the City of Chicago, the White House, and the U.S. Department of Transportation, to further study its model's environmental and economic impact.

## Getaround: The Financial Transaction

**Owner – 60%**

**Getaround – 40%**

- Insurance
- Advertising
- Website & Platform Support
- Driver Checks & Verification
- Etc.

## Taxes Under Current Law

### Income

Getaround  
Owner

### Property

Owner (Vehicle)  
Getaround corporate

### Sales

Vehicle Purchase  
TPP Transfer  
Services (Getaround to Owner)

### Other

# Legislative Focus: Transaction/Sales Tax on Vehicle Lease

**Base**

**Rate**

**Collection & Remittance**