

To: jeevacation@gmail.com[jeevacation@gmail.com]; Jeffrey Epstein[jeevacation@gmail.com]
From: Ian Osborne
Sent: Thur 8/23/2012 5:36:31 PM
Subject: Peter

for your information
I will find out which of your NY or SF dates work better for him.

Begin forwarded message:

From: Peter Thiel
Subject: RE: Briefly,
Date: 23 August 2012 07:45:25 GMT+01:00
To: 'Ian Osborne'

Ian,

Good holiday, returned just in time for some media excitement... Thanks for helping with the FT.

I remain very interested in Airbnb. Two questions (no need to answer if you feel inappropriate):

- (1) Do you have a sense for where other investors are coming in on valuation?
- (2) Do you have a sense at what valuation DST would do its pro rata (macro concerns about the world notwithstanding, which I generally share)?

Will you be in SF on the 26th? May be headed out of town around middle of 27th.

Best,

Peter

From: Ian Osborne
Sent: Wednesday, August 22, 2012 4:53 PM
To: Peter Thiel
Subject: Briefly,

Peter,

I trust you had a decent holiday and could relax somewhat.

I spent quite a bit of time with Brian Chesky yesterday. I said that it would be terrific for all concerned if you lead the round - and he is very well disposed towards you.

Assuming your interest remains what it was at the time we met several weeks' ago, I think you are in pole position. Also I introduced Brian to Rohit at Temasek, with

whom he had an excellent first call, and Rohit will send a full team for DD early next month. They would be pleased to accept any price and terms that you set, which I relayed to Brian (and which makes things considerably easier for him).

I'm headed back to Germany and Italy for a few days but I'm back in SF for the first half of next week, and would like to reconnect if you are around.

Lastly you probably know by now the FT is profiling you as the "Person in the News" for the weekend edition. I've spoken to them on background and my office has been in touch with Jonathan on your team.

Best wishes,

Ian