



Porsche Cars North America, Inc.
One Porsche Drive
Atlanta, Georgia 30354

September 25, 2023

Dear PCNA Dealers and General Managers:

Re: 911 S/T Exclusive Lease Program

This year we celebrate 60 years of the unmatched driving experience of the Porsche 911. To commemorate this milestone, we recently announced the new 911 S/T – an homage to the original 911 Carrera ST, which raced successfully from Daytona to the Nuerburgring in the early 1970s. True to its roots in racing, the S/T boasts an RS engine in a “Touring” body, meaning this will be one of the greatest driver’s 911s ever made. Many of you will have an opportunity to see this magnificent automobile for the first time in person at Rennsport Reunion 7 this week!

Global production for this model is limited to 1,963 vehicles. As you know, interest in the 911 S/T is extraordinary, with demand sure to outstrip supply. Our goal in distributing such a special, limited-production vehicle is to ensure it ends up in the hands of true enthusiasts of the brand who intend to enjoy it as a prized possession for a significant period of time.

To that end, unless a customer is a current member of the 918 VIP program, the 911 S/T will be available exclusively on lease through Porsche Financial Services (PFS). These lessees may exercise a purchase option only after the fixed one-year lease expires. In effect, all 911 S/T purchasers will be subject to a minimum one-year holding period.

Following are the fixed terms of the 911 S/T Exclusive Lease Program:

- 12-month residual value: 84%
- Annual mileage: 5,000
- Unlimited MRM
- Standard rates apply
- Eligible for single pay



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Additional lease terms and conditions as well as an FAQ will be provided on October 3 with a PFS Communication, ahead of our allocation notification. PCNA also plans to release allocation slots of the 911 S/T in late October or early November so that you may communicate availability to your customers together with details of the 911 S/T Exclusive Lease Program.

All the best for a strong close to the month and the quarter, and I hope to see many of you at Laguna Seca!

Best regards,

A handwritten signature in blue ink, appearing to read "Joe Lawrence", with a long horizontal flourish extending to the right.

Joe Lawrence
Executive Vice President and COO