

Several 992 customers, especially in CARB states, have been impacted by sale date delays with vehicles being pushed back several times.

In the **near future your dealership will be receiving compensation corresponding to the dealer cost of a PSMP+1 or PSMP+2** for each vehicle experiencing a delay of over 30 and over 60 days (respectively) compared to the communicated vehicle ETA when it was customer-ordered or last changed.

Below is a table containing **(Porsche Dealer Name)** impacted 992 customer who meets the criteria outlined above:

Your car details will be shown here:

We ask for you to use this compensation to provide the complimentary PSMP to this affected customer. If a PSMP plan does not work for the customer, you may, in combination with any dealer contribution, provide the customer his choice of another compensation, excluding a discount on the price of the vehicle.

If the customer chooses an alternative to the PSMP being offered, here are some suggestions:

- An item from our Driver's Selection catalog such as watch, golf bag, or other item
- Tequipment for the vehicle once it arrives
- Credit on future service for this or another Porsche vehicle owned by the same customer
- A Porsche Driving Experience at PEC LA or PEC ATL, or a Porsche Track Experience

The program is fully described on PPN and is also attached to this email for your convenience.

PCNA hopes this goodwill gesture will alleviate some of the frustration created by this delay.

Best Regards/ Mit freundlichen Grüßen,
Jim Kennary
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