



Michael J. Stanton
President and CEO

May 24, 2022

Mr. Scott Keogh
President
VW Group of America
2200 Woodland Pointe Avenue
Herndon, VA 20171

Dear Scott,

We have been closely following the recent announcement from Volkswagen that the Scout brand will be returning to the U.S. market in the coming years. While these are early days, we encourage you to quickly and clearly communicate Scout's distribution plan to your dealers who have made significant investments to support VW's business model and transformation to electrification.

Scott, we appreciate that you have been a consistent and full-throated advocate for the franchise dealer retail model. We firmly believe this model has served Volkswagen well through good times and bad and is poised to take the brand into the future. As you well understand, the longer your dealers go without information and answers to their questions, the more that speculation will fill the void.

As plans begin to firm up for the launch of the Scout brand, we would appreciate you sharing what you can with us. We could also assist you with getting this information out to the many state association executives, who are currently getting questions from your dealers.

Lastly, seeing that we are neighbors, I'd like to invite you to our offices in Tysons when it's convenient for you to discuss Scout plans as well as other important industry issues.

Sincerest regards,

A handwritten signature in black ink, appearing to read "Michael J. Stanton". The signature is fluid and cursive, with a prominent initial "M".

Michael J. Stanton
President & CEO