Navistar Delivering on Its Commitments

Company Secures Orders for More Than 60,000 EPA Vehicles to Date

With Addition of MaxxForce® 15, Navistar Boasts Broadest, Most Comprehensive Line-Up of Integrated Truck-Engine Offerings Available to North American Commercial Truck Customers

LOUISVILLE, KY. (March 31, 2011) – This week at the Mid-America Trucking Show in Louisville, Ky., Navistar, Inc. continued on its path of delivering customer-focused products through leadership and differentiation, unveiling a production 2012 International® ProStar®+ with the all-new MaxxForce® 15. With the addition of the MaxxForce 15, Navistar is the first fully integrated commercial truck and engine manufacturer in North America with its own line of proprietary engines in Class 4-8 commercial vehicle classes.

“Today, I'm proud to say that we've answered the questions and delivered on our commitments to our customers," said Jack Allen, president, North American Truck, Navistar. "We've secured more than 60,000 orders for EPA 2010 vehicles to date."

Beyond even its most recent product launches, Navistar has transformed itself in recent years with a continuous focus on listening and responding to its customers.

“We are a different company. We now have a full-line-up of proprietary big bore engines and the most comprehensive line-up of fully integrated trucks and engines in the industry,” Allen added. “We’ve grown into new markets, new geographies and we have great momentum to continue that growth into the future.”

Fluid Economy Leadership

Last summer, Navistar introduced “fluid economy” to the industry—a new, more accurate measure to gauge the true operational costs associated with the competing emissions technologies. Through independent, third-party, industry-accepted testing methodologies*, the International ProStar+ with MaxxForce Advanced EGR consistently outperformed the Freightliner Cascadia® and Kenworth T660, both with liquid-urea SCR, by nearly 1 percent to 2.5 percent.

All-New Class 4/5 International TerraStarTM and TerraStar 4x4
Launched last year, the International TerraStar took the industry by storm in 2010, giving work truck buyers an exciting new product with a wide range of commercial duty features. Now, with a 4x4 option, the TerraStar is poised to win over an even broader range of customers with more severe demands.

The TerraStar created tremendous buzz in the industry and the recent addition of the TerraStar 4x4 will help maintain Navistar’s leadership in the medium-duty market moving forward. With the same commercial-duty bloodlines as the rest of the International truck line-up, the TerraStar delivers performance and durability that customers have come to expect from International.

Navistar: A Different Company
Navistar has prided itself on listening to customer needs to develop new and innovative products. With on-highway customers seeking increased fuel efficiency and enhanced driver comfort features, Navistar introduced the International ProStar and ProStar+, as well as the International LoneStar®—game-changing Class 8 trucks that have helped redefine the industry when it comes to fuel efficiency and driver appeal.

The company took tremendous strides in integration, leveraging the strengths of its commercial vehicle line-up to become a leading supplier of mine-resistant ambush-protected (MRAP) military vehicles to the U.S. Armed

Forces.

Navistar's differentiated thinking is at the core of the company's strategy of leveraging its own assets and those that others have built, as the company entered the RV business with the acquisition of Monaco RV, a proven leader in that segment. Listening and learning from customers, the company discovered that increased fuel efficiency and driver appeal could create a unique opportunity in this space as well. As a result, Navistar leveraged its expertise in aerodynamics and ergonomics and integrated its established strength in engine development, helping create new and differentiated products.

The addition of Continental Mixers reinforces that philosophy as well, where Navistar was able to leverage its in-depth knowledge of the severe service industry to create an integrated solution and provide customers with a one-stop shop, better vehicle performance and a customer-friendly emissions solution.

Investing in New Global Markets

In 2010, Navistar introduced an entire cab-over portfolio of commercial trucks for India through its joint venture with Mahindra & Mahindra. Later in the year, NC2—Navistar's global joint venture with Caterpillar—introduced the first ever Cat-branded on-highway trucks for Australia.

The NC2 joint venture has targeted additional markets in Brazil, Russia, and South Africa.

Navistar is currently pursuing a joint venture agreement with Anhui Jianghuai Automobile Co. Ltd. (JAC) to develop, build and market advanced diesel commercial engines in China. An affiliate of NC2 is also pursuing a joint venture agreement with JAC to develop, build and market advanced commercial vehicles in China. Both joint venture agreements are pending

approval by the necessary Chinese Government authorities.

“In some of the more challenging times for our industry, Navistar has continued to listen closely to its customers and apply a differentiated way of thinking to bring to market the most customer-friendly products available,” Allen added. “Over these last several years, we’ve continually made investments to deliver the best products and product support in the industry—but it’s only the start.”

* To help customers make informed decisions about which truck-engine combination is right for them, Navistar commissioned the Transportation Research Center Inc. (TRC Inc.) to conduct a head-to-head fluid economy comparison. TRC Inc. performed independent TMC (Technology & Maintenance Council) Type IV testing of three EPA 2010-compliant trucks: International ProStar+ with MaxxForce Advanced EGR vs. Freightliner Cascadia® and Kenworth T660, both with liquid-urea SCR.

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