International Newsroom

Navistar Continues Global Growth Efforts, Commitment To China With Strong Presence At Beijing Auto Show

Company Showcases New Global Cab-Over Truck, Highlights Natural Gas Product Leadership, School Bus Safety Expertise

BEIJING, CHINA – April 24, 2012 – This week at the Beijing International Automotive Exhibition (Auto China 2012), Navistar, Inc. continued to demonstrate its global growth capabilities with new, innovative product opportunities for the Chinese market. In addition, Navistar reinforced its commitment to the Chinese commercial vehicle market and its joint venture partnership with Chinese truck maker Anhui Jianghuai Automobile Co. Ltd. (JAC).

“Our vision is to leverage JAC’s capability to design a ‘Next Generation Vehicle’ for China and together, with Navistar’s product development capability and diesel emissions expertise, we can develop a truck for export to other markets around the world,” said Troy Clarke, president, Navistar Asia Pacific. “What makes Navistar different is our ability and willingness to collaborate with JAC beyond just a China joint venture, but to create a truly ‘global’ partnership. By taking the best of both companies, together we can develop intellectual property in China for China, and in China for other markets around the world.”

New Global Cab-over Truck, Potential Natural Gas Product Opportunities

At this year’s Auto China 2012, Navistar showcased its new International® AeroStar® concept truck, a state-of-the-art cab-over for global markets. First unveiled in Brazil this past October and with a version scheduled for production in 2013, the AeroStar design has gone through extensive aerodynamic analysis to deliver world-class aerodynamics and fuel efficiency. The AeroStar was on display alongside the International TranStar and ProStar —Navistar’s most aerodynamic and fuel efficient heavy-duty truck models. The TranStar and ProStar form the foundation of the company’s aero-nose

product-line-up for North America, and other global markets where aero-nose trucks drive customer preference.

In recent months, Navistar has helped to drive significant efforts to make natural gas a viable commercial transportation fuel in the United States. For its core North American market, Navistar is leveraging its existing commercial truck and engine platforms to offer the broadest portfolio of integrated products for the natural gas market in the United States.

Beyond the medium-duty natural gas powered International DuraStar® and WorkStar® trucks it offers today, Navistar is expanding its natural gas product portfolio to include three additional truck models—the all new International LoadStar® low cab-forward work truck targeted for waste and refuse applications, and the International TranStar® and ProStar® on-highway tractors. While these natural gas products are being initially targeted to the United States and Canada, Navistar will look for opportunities to leverage this technology to other markets around the world.

School Bus Safety Expertise

Beyond Navistar's commercial trucks and engines on display, Navistar also showcased its IC Bus brand school bus at the Beijing show. In addition, Navistar partnered with the United States Trade Development Agency (USTDA) to host a school bus safety symposium for bus fleet operators, Chinese government officials, members of the media, and other distinguished guests.

The symposium included information on Navistar's nearly 100-year history of leadership in the school bus industry and the landscape of today's U.S. and Canadian student transportation systems. In addition, presentations included an overview of the school bus specifications and federal regulations that help make school buses one of the safest modes of transportation as schoolchildren travel to and from school each and every day. The symposium

also included a panel discussion, featuring Professor Zhang Jinhaun from Tsinghua University and Mr. Lin Xiaohu, general manager of JAC Multi-Function Commercial Vehicle Company, a leading Chinese bus body manufacturer. JAC Tsinghua University is currently conducting comprehensive testing on U.S. school buses.

“Navistar is excited to be sharing our experience and school bus safety expertise with China and we look forward to additional opportunities in the future,” said John McKinney, president, Navistar Global Bus Group.

The transportation of students in China has received significant attention in recent months. China’s State Council recently announced the adoption of new regulations governing transportation safety for students. As China works to implement a world class student transportation system to meet unique local conditions and requirements, Navistar is in preliminary conversations with JAC to leverage its expertise in school bus design and manufacturing.

The United States and Canada have a well established student transportation system, traffic laws, school bus design and manufacturing requirements, funding mechanisms and a framework for operating the student transportation network. Navistar, through its IC Bus subsidiary is the leading manufacturer of school buses in the United States and Canada. IC Bus is also a founder and co-chair of the American School Bus Council, a coalition of the school transportation community—including concerned parents, public and private transportation providers, school bus manufacturers and local government officials responsible for student transportation.

“From medium trucks to heavy trucks to school buses, from 2.8-liter engines on up to 15-liter engines, diesel to natural gas, cab-over trucks to aero-nose trucks, Navistar has global expertise in a comprehensive portfolio of products,” Clarke added. “Navistar has an array of truck and engine designs that would

serve the Chinese commercial vehicle market today and innovative technologies for tomorrow as China's infrastructure and logistics needs continue to grow in the future."

**In September 2010, Navistar signed joint venture agreements with JAC to develop, build and market advanced diesel commercial engines and advanced commercial vehicles in China. Formation of the joint ventures is subject to finalization of certain procedural steps and the finalization of certain ancillary commercial agreements among the parties.*

About JAC

Anhui Jianghuai Automobile Co. Ltd. (JAC) is principally engaged in the development, manufacture and sale of sport recreational vehicles, passenger cars, commercial vehicles and related parts. The company offers business vehicles under the brand name of Refine, light and heavy trucks, sports recreation vehicles (SRVs) under the brand name of Rein, carriage chassis and cars. http://jacen.jac.com.cn.

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