



North America Commercial Vehicle Show

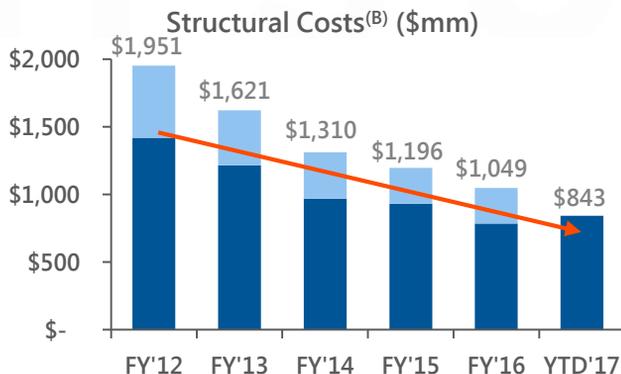
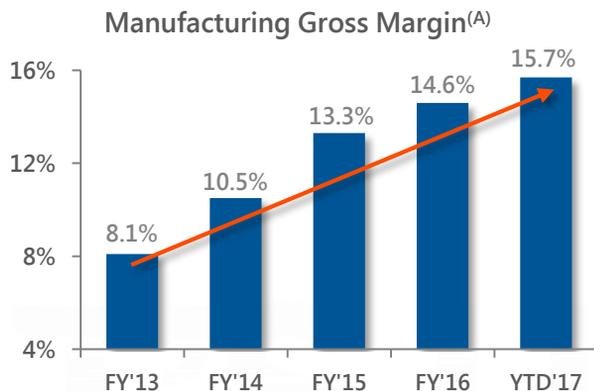
The New Navistar

September 25, 2017

Information provided and statements contained in this presentation that are not purely historical are forward-looking statements within the meaning of the federal securities laws. Such forward-looking statements only speak as of the date of this presentation and Navistar International Corporation assumes no obligation to update the information included in this presentation. Such forward-looking statements include information concerning our possible or assumed future results of operations, including the results of our alliance with Volkswagen Truck & Bus and descriptions of our business strategy. These statements often include words such as “believe,” “expect,” “anticipate,” “intend,” “plan,” “estimate,” or similar expressions. These statements are not guarantees of performance or results and they involve risks, uncertainties, and assumptions. For a further description of these factors, see the risk factors set forth in our filings with the Securities and Exchange Commission, including our annual report on Form 10-K for the year ended October 31, 2016. Although we believe that these forward-looking statements are based on reasonable assumptions, there are many factors that could affect our results of operations and could cause actual results to differ materially from those in the forward-looking statements. All future written and oral forward-looking statements by us or persons acting on our behalf are expressly qualified in their entirety by the cautionary statements contained herein or referred to above. Except for our ongoing obligations to disclose material information as required by the federal securities laws, we do not have any obligations or intention to release publicly any revisions to any forward-looking statements to reflect events or circumstances in the future or to reflect the occurrence of unanticipated events.

The financial information herein contains audited and unaudited information and has been prepared by management in good faith and based on data currently available to the Company.

Certain non-GAAP measures are used in this presentation to assist the reader in understanding our core manufacturing business. We believe this information is useful and relevant to assess and measure the performance of our core manufacturing business as it illustrates manufacturing performance. It also excludes financial services and other items that may not be related to the core manufacturing business or underlying results. Management often uses this information to assess and measure the underlying performance of our operating segments. We have chosen to provide this supplemental information to investors, analysts, and other interested parties to enable them to perform additional analyses of operating results. The non-GAAP numbers are reconciled to the most appropriate GAAP number in the appendix of this presentation.



- Profitable
- Stronger market share
- Restructuring actions to improve long-term competitive position
- Significant progress on legacy issues
 - Revised used truck strategy, accelerating sales and reducing inventories
 - Warranty returning to normal levels

Well positioned for the future

(A) Manufacturing gross margin is defined as Sales of manufactured products, net less Costs of products sold, divided by Sales of manufactured products, net.

Best In Class Product Offering



LONE Star



LT
INTERNATIONAL



RH
INTERNATIONAL



HX
INTERNATIONAL



HV
INTERNATIONAL



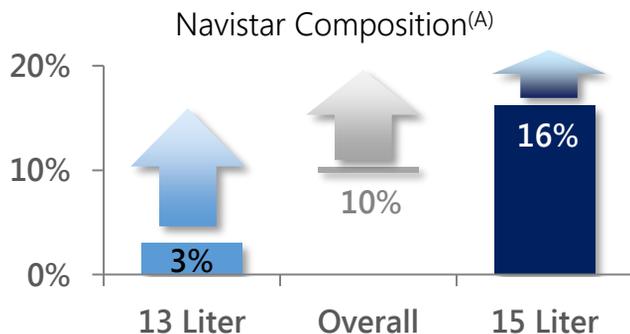
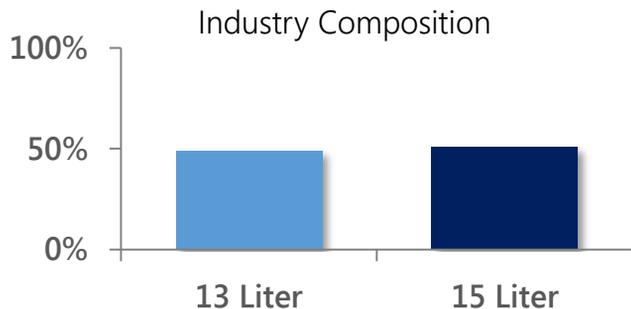
A26™



Renewed product line-up to grow market share

New Products Driving Class 8 Heavy Share Growth

2017 Class 8 Heavy Truck Market Share By Powertrain



- Class 8 Heavy industry powertrains split between 13L and 15L engines
- Navistar's 15L share outpaces 13L share
- International[®] A26 engine: Catalyst for share growth
 - >14,000 International[®] LT[™] truck series orders
 - >3,000 orders with International[®] A26 powertrain since launch in late February

Increasing customer consideration for our new products

(A) Figures computed through the first nine months of 2017.



**VOLKSWAGEN
TRUCK & BUS
NAVISTAR®**

- Pursuing medium-duty vehicle electric powertrain in late 2019 / early 2020
- Collaborating on fully integrated, next-generation diesel big bore powertrains launching in 2021
- Intend to converge connectivity activities of OnCommand Connection and RIO digital brands
- Delivering expected synergies with procurement joint venture
 - Met with 250 new or existing suppliers
 - Negotiations ongoing for \$1B of annual purchase value
 - Completed 40 joint bidding contracts

On track to deliver cumulative savings of \$500 million over the first five years, reaching an annual run rate of \$200 million by year 5



FIRST TO MARKET

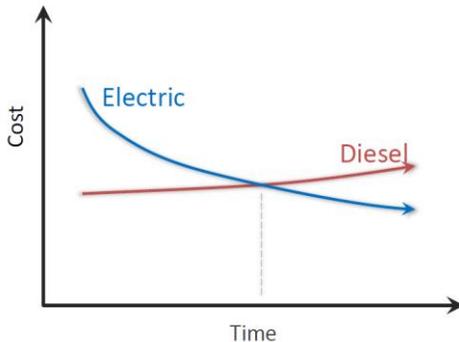
OCC is the digital backbone
providing solutions for our
customer's needs

- OnCommand Connection
 - Telematics
 - Electronic Driver Log
 - App Marketplace
- Over 325,000 Active VINs
- Over-the-Air Programming
- Live Fault Code Action Plans
- Automated Driver Vehicle Inspection Reports
- GPS Fleet Trailer Tracking



- Platooning Technology
- Autonomous Vehicles
- Electric Vehicles

An Inflection Point is Rapidly Approaching



Navistar will be a leader in the advanced technology space

- A Leading North American Truck Manufacturer with Strong Market Position in Multiple Segments
- Poised for Growth in a Strong Industry
 - Significant Investment in New Products
 - Well Established, Largest Dealer Network in North America
- New Products Driving Market Share Growth
- Strategic Alliance with Volkswagen Truck & Bus Tracking to Expectations
- Focused on Driving Operational Excellence
- Significant Margin Expansion and Cash Flow Improvement Opportunities
- Experienced Management Team Focused on Value Creation

