This presentation may contain statements that are forward looking. These statements are based on current expectations and assumptions that are subject to risks and uncertainties, which may cause actual results to differ materially. A summary of risks and uncertainties is described in more detail in our periodic reports filed with the Securities and Exchange Commission (SEC).

We undertake no duty to update or revise this presentation, whether as a result of new information, future events or otherwise. For the most recent financial, risk and other information about PACCAR, please see our SEC filings and most recent earnings release available on the Investor Resources page of www.paccar.com.
Quality

Technology

Innovation
>16T Truck Manufacturing
2013 Production (Units 000s)

Total >16T Production 2013 = 1.7 Million
PACCAR Revenues and Profit

76 consecutive years of net profit

Dividends every year since 1941

<table>
<thead>
<tr>
<th>($ Millions)</th>
<th>4th Quarter</th>
<th>12 Months</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>2014</td>
<td>2013</td>
</tr>
<tr>
<td></td>
<td>$5,119</td>
<td>$4,599</td>
</tr>
<tr>
<td>Net Income</td>
<td>394</td>
<td>334</td>
</tr>
<tr>
<td>Diluted EPS</td>
<td>1.11</td>
<td>0.94</td>
</tr>
</tbody>
</table>
## PACCAR Inc
### A+/A1 Credit Ratings

<table>
<thead>
<tr>
<th>Description</th>
<th>($ Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>12/31/14</td>
<td></td>
</tr>
<tr>
<td>Cash &amp; Securities</td>
<td>$2,937</td>
</tr>
<tr>
<td>Manufacturing Assets</td>
<td>5,765</td>
</tr>
<tr>
<td>Investment in Financial Services</td>
<td>2,393</td>
</tr>
<tr>
<td>Total Assets</td>
<td>$11,095</td>
</tr>
<tr>
<td>Manufacturing Debt</td>
<td>$0</td>
</tr>
<tr>
<td>Manufacturing Liabilities</td>
<td>4,342</td>
</tr>
<tr>
<td>Shareholders' Equity</td>
<td>6,753</td>
</tr>
<tr>
<td>Total Liabilities &amp; Equity</td>
<td>$11,095</td>
</tr>
</tbody>
</table>
PACCAR Overview – Q4 2014

Record Consolidated Sales & Revenues of $5.12 Billion

$394 Million Net Income

Financial Services Pretax Income of $96 million

Record PACCAR Parts Revenues of $789 million

$6.75B Stockholders’ Equity

A1/A+ Credit Ratings

Regular Dividend Increased Over 140% in Last 5 years
PACCAR
Excellent Financial Performance Throughout the Business Cycle

Revenue

Net Income

Operating Cash Flow

Capital Investments and R&D Expenses

Capital

R&D
PACCAR Revenue

2004 - $11.4 Billion

2014 - $18.9 Billion
Heavy Duty Commercial Vehicles

Units (000s)

1997 1999 2001 2003 2005 2007 2009 2011 2013 2015

US & Canada  Europe  South America

February 2015
New Product Introductions
New DAF Euro 6 XF, CF, LF
PACCAR Engines Worldwide

PACCAR PX-5
4.5 Liter

PACCAR PX-7
6.7 Liter

PACCAR PX-9
8.9 Liter

PACCAR PR
9.2 Liter

PACCAR MX-11
10.8 Liter

PACCAR MX-13
12.9 Liter
PACCAR Mississippi Engine Factory
PACCAR Heavy Duty Market Share

- S. America
- Europe
- U.S.
- Canada
- Mexico

2004
2014
Balanced Customer Mix

Large Fleet
Greater than 500 units

Small / Medium Fleet
10 – 500 units

Owner Operator
Less than 10 units

Vocational

Private Fleet

Full Service Leasing
PACCAR Parts Investments

Eindhoven

Lancaster

Renton

Ponta Grossa
PACCAR Global Dealer Network
Rigorous Cost Control

SG&A

Design for Six Sigma
- Reliability
- Fast & Easy Assembly
- Robust Design

LEAN
- Efficiency
- Productivity
- Streamlined Processes

Traditional Six Sigma
- Eliminate Defects
- Reduce Variation
- Consistent Performance

![Graph showing SG&A trends from 2005 to 2014 with green bars representing dollars and red line representing % to sales.](image-url)
Throughout the world, PACCAR has earned a reputation for unsurpassed quality. Much of the credit for this global success goes to PACCAR partner suppliers. We salute these companies who join with us to make product quality the ultimate competitive advantage.
>6t Regional Truck Market Growth

Growth Rate is Annualized 2014-2019
Units in Thousands

North America
- 2% Growth
  - 2014: 465
  - 2019: 505

Latin America
- 4% Growth
  - 2014: 190
  - 2019: 250

Europe
- 6% Growth
  - 2014: 290
  - 2019: 385

Russia/CIS
- 11% Growth
  - 2014: 100
  - 2019: 170

India
- 11% Growth
  - 2014: 210
  - 2019: 360

Rest of Asia
- 5% Growth
  - 2014: 285
  - 2019: 355

Africa & Middle East
- 2% Growth
  - 2014: 185
  - 2019: 200

Australia
- 3% Growth
  - 2014: 17
  - 2019: 25

China
- 2% Growth
  - 2014: 1,000
  - 2019: 1,100

>6t Global Market Size
- 2014: 2.7 Million
- 2019: 3.4 Million
PACCAR Global Expansion

DAF Brasil Truck Assembly Plant

Moscow Parts Distribution Center

PACCAR India Technical Center

PACCAR China Design Center
South America Growth Opportunities

PACCAR has 35,000 Trucks Operating in South America

Parts Distribution Centers Opened:
- 2010 Santiago
- 2013 Ponta Grossa

South America Heavy-Duty Truck Market 129k Units

$6B Latin America Parts Market

DAF Truck Production Started in late 2013
PACCAR Financial Services
Competitive Advantages

- A+/A1 Credit Ratings
- Quality Portfolio
- Technology Leadership
PACCAR Financial Services Assets

2004 - $7.0 Billion

2014 - $11.9 Billion
PACCAR Financial Europe

$2.5 Billion in Assets
240 DAF Dealers
15 European Countries
PACCAR Leasing

- 561 Service Locations
- 38,300 Vehicles
- $2.5 Billion Assets
PACCAR Financial Services Delivers Strong Performance

Low 30+ Days Past Due

Assets and Pretax Profit

Assets
$ Billions

Pretax Profit
$ Millions

Avg. Earning Assets

Pretax Profit

0
2
4
6
8
10
12
14
00
50
100
150
200
250
300
350
400

05 06 07 08 09 10 11 12 13 14
## PACCAR Financial Services

<table>
<thead>
<tr>
<th>Category</th>
<th>12/31/14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance &amp; Other Receivables</td>
<td>$9,043</td>
</tr>
<tr>
<td>Equipment on Operating Leases</td>
<td>2,306</td>
</tr>
<tr>
<td>Other Assets</td>
<td>568</td>
</tr>
<tr>
<td><strong>Total Financial Services Assets</strong></td>
<td>$11,917</td>
</tr>
<tr>
<td>Commercial Paper</td>
<td>$2,642</td>
</tr>
<tr>
<td>Term Notes &amp; Bank Loans</td>
<td>5,589</td>
</tr>
<tr>
<td>Deferred Taxes &amp; Other Liabilities</td>
<td>1,293</td>
</tr>
<tr>
<td><strong>Total Financial Services Liabilities</strong></td>
<td>9,524</td>
</tr>
<tr>
<td>Equity</td>
<td>2,393</td>
</tr>
<tr>
<td><strong>Total Financial Services Liabilities &amp; Equity</strong></td>
<td>$11,917</td>
</tr>
</tbody>
</table>
PACCAR Competitive Advantages

- Excellent Shareholder Return
- Experienced Management Team
- Highest Quality Products
- Rigorous Cost Control
- Balanced Global Diversification
- Excellent Supplier Partnerships
- Extensive Capital Investments
- Innovative Technology
- Global Aftermarket Parts Sales
- Profitable Financial Services
- Strongest Dealer Network