Disclosure Regarding Forward-Looking Statements

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 Relations page of www.paccar.com.
PACCAR
A Global Technology Company in Commercial Vehicles

| 2018 Revenues $23.5B | 2018 Net Income $2.2B | 2018 Dividend Yield 4.7% |

80 Years of Consecutive Profitability; Dividend Paid Every Year Since 1941

Truck and Other $18.3B Revenues
Premium Quality Light, Medium and Heavy Commercial Vehicles, Diesel Engines and Powertrain Components

Financial Svcs $1.4B Revenues
Finance and leasing portfolio of 198,000 trucks and trailers, with assets of $14.4B

Aftermarket Parts $3.8B Revenues
Distribute Aftermarket Parts through Global Network of over 2,200 Dealerships

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PACCAR is a company with a great culture and a bright future. Our focus is on doing things in an ethical and disciplined manner. We make decisions utilizing conservative financial principles and common sense for the long-term benefit of our customers, employees and shareholders.
PACCAR’s business segments include Commercial Vehicles, Powertrain, Aftermarket Parts, Financial Services and Information Technology. PACCAR’s premium brands Kenworth, Peterbilt and DAF are the premier light, medium and heavy duty commercial trucks in their markets. Other brands include PACCAR Powertrain, PACCAR Parts, PACCAR Financial, and PACCAR Leasing.
PACCAR’s product investments deliver industry-leading performance and value to our customers.

Our products reflect our core brand values of quality, innovation and technology.
The integrated PACCAR Powertrain is the most advanced powertrain in the market. The PACCAR MX-13 and MX-11 engines are optimally matched to the advanced PACCAR 12-Speed automated transmission and the efficient 40K tandem drive axle to achieve exceptional performance and fuel economy.

The PACCAR MX-13 engine offers 510 hp and 1,850 lb.-ft. of torque and the PACCAR MX-11 engine features 430 hp and 1,650 lb.-ft. of torque. PACCAR designs MX engines to an industry-leading B10 life of one million miles. This means 90% of PACCAR MX-13 and MX-11 engines are expected to reach one million miles without the need for a major overhaul.

In addition to the PACCAR tandem drive axle, Kenworth and Peterbilt offer the PACCAR steer axle. DAF trucks include a range of lightweight and durable PACCAR front and rear axles.
PACCAR Truck Production
Over 1.3 Million Trucks Produced 2009 - 2018

PACCAR produced a record 189,100 trucks in 2018
PACCAR
Excellent Financial Performance Throughout the Business Cycle

Revenues

- CAGR = 6%

Net Income

- CAGR = 9%

- Reputation for superior operational excellence

- Increase in revenues and net income reflect growth in market share in North America and Europe, record aftermarket parts sales and growth in financial services

- Maintain profitability throughout the cycle due to strong cost control discipline and experienced management team
• PACCAR’s operating margin has been at the top of the industry since 2012, reflecting the premium value of our products and our leadership in operating efficiency.

• This is a testament to the outstanding performance of PACCAR’s 28,000 employees.
PACCAR’s inventory turns are the highest in the industry, a result of the PACCAR Production System, Lean Manufacturing and Six Sigma.

Best-in-Class Operating Efficiency
Inventory Turns

- PACCAR
- Volvo
- Daimler
- Volkswagen
- CNH
- Navistar

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PACCAR’s SG&A as a percentage of sales is much lower than its peer group, reflecting strong financial discipline.
Net Income per Truck

- Net income per truck is PACCAR’s net income divided by total truck unit sales.

- Truck sales not only generate profit from the sale, but also parts and finance profit. This illustrates the strength of PACCAR’s business model, providing the highest quality trucks, aftermarket support and financing.

- PACCAR achieved record net income per truck in 2018.
PACCAR’s high profitability, strong working capital management and prudent investments resulted in best in class return on invested capital of 25.6% in 2018, and an average of 21.8% over the last five years.

ROIC = NOPAT/(Equity + Manufacturing Debt + Postemployment Benefit Liabilities)
Capital Allocation Strategy

- High ROI Capital Investments
  - ROIC 25.6% 2018
- Pay Regular Quarterly and Annual Dividend
  - Dividend paid every year since 1941
  - Total dividends paid approximately 50% of net income for many years
  - Regular quarterly dividend 20-year annualized growth of 11%
  - Total 2018 dividends declared increased 41% (yoy)
- Opportunistic Share Buybacks
  - $500 Million authorized; $484 Million remaining as of 6/30/19
- Strategic M&A
  - Disciplined valuation and screening process
  - Clear path to value creation
- No Unfunded Pension Obligation
Dividends Declared and Stock Repurchases

CAGR = 11%
Excellent Dividend Yield

- PACCAR’s dividend yield, reflects the total quarterly + special dividends declared in the year, divided by the average stock price for the year.
- PACCAR’s dividend yield has increased over the last 10 years, and averaged 3.1%.

Average Dividend Yield = 3.1%
Trucking is the lifeblood of the economy. In the U.S., the economy depends on trucks to deliver ten billion tons of virtually every commodity consumed - 70% of all the freight transported annually. 35 million commercial trucks, including 3.7 million heavy-duty trucks, move that freight. The percentage of tonnage by mode is stable over time.
>6t Truck Market
2013 - 2.7 Million
2018 - 3.3 Million

Europe
300 370

Russia/CIS
125 95

China
1,325

Rest of Asia
295 350

India
400

North America
300 410

South America
225 130

Africa & Middle East
195 180

Australia
22 27

PACCAR Truck Assembly

Units in Thousands
PACCAR competes globally with truck manufacturers from North America, Europe and Asia.

PACCAR was the 8th largest heavy-duty manufacturer in the world last year, 4th among the multinational competitors. (China had 4 of the top seven producers on record production in 2018.)

Total Production 2018 = 2.4 Million
### >16t Truck Market Size Outlook

<table>
<thead>
<tr>
<th>Region</th>
<th>2019 Market Forecast Estimate</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. and Canada</td>
<td>300,000 – 320,000</td>
</tr>
<tr>
<td>Europe</td>
<td>300,000 – 320,000</td>
</tr>
<tr>
<td>S. America</td>
<td>100,000 – 110,000</td>
</tr>
</tbody>
</table>

- **U.S. and Canada**: 300,000 – 320,000
- **Europe**: 300,000 – 320,000
- **S. America**: 100,000 – 110,000
PACCAR Strategy

Brand Values
- Quality
- Technology
- Innovation

Profitable Growth
- Premium Products and Services
- Profitable Market Share Growth
- Geographic Expansion
- Operating cash flow has averaged $2.5 billion for the last five years and has grown 8% annually over the last 20 years
- Strong operating cash flow enables PACCAR to invest in growth throughout the business cycle
- PACCAR has invested $6.1 billion in capital projects, innovative products and new technologies in the last decade
- Key investments:
  - International Truck of the Year 2018 DAF XF/CF trucks
  - PACCAR MX-13 and MX-11 engine factory in North America
  - Kenworth and Peterbilt 2.1 meter wide cab program in North America, South America, Australia
  - DAF Brasil factory
  - PACCAR Parts Distribution Centers
The PACCAR MX-13 is the flagship of PACCAR’s engine line-up with 454,000 engines in operation in Europe and 188,000 engines in operation in North America and a growing presence in South America and Australia.

Produced the 200,000th MX engine for North America in March 2019

PACCAR expanded its engine program in 2013 with the introduction of the PACCAR MX-11 in Europe. The MX-11 was launched in North America in January 2016.
Emerging Truck Technology Trends

PACCAR is deploying many emerging technologies to meet customer expectations and reduce operating costs.

**Connectivity**
- Vehicle Uptime
- Artificial Intelligence
- Advanced Fleet Management

**Human Centered Design**
- Driver Environment
- Human Machine Interface
- Augmented Reality

**Driver Assistance Systems**
- Road User Safety
- Driver Shortage
- Autonomous Trucks
PACCAR Emerging Technology Programs

- Alternative Powertrain Vehicles
- Connected Trucks
- Platooning
- Autonomous Truck Development
PACCAR has introduced several alternative powertrain trucks currently in field-testing with customers:

<table>
<thead>
<tr>
<th>Alternative Powertrain</th>
<th>Electric Range</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>DAF XF/CF</strong></td>
<td>20 Miles</td>
</tr>
<tr>
<td><strong>DAF CF Electric</strong></td>
<td>75 Miles</td>
</tr>
<tr>
<td><strong>Kenworth Hydrogen Port</strong></td>
<td>300 Miles</td>
</tr>
<tr>
<td><strong>Peterbilt Electric Refuse</strong></td>
<td>80 Miles</td>
</tr>
<tr>
<td><strong>Peterbilt Electric Port</strong></td>
<td>150 Miles</td>
</tr>
<tr>
<td><strong>Medium Duty Electric</strong></td>
<td>150 Miles</td>
</tr>
</tbody>
</table>
PACCAR Innovation Center in Silicon Valley enhances PACCAR’s access to emerging technologies and talent from around the world.

The Innovation Center collaborates with other PACCAR engineering teams to develop next generation technologies such as an SAE Level 4 autonomous truck.

The Innovation Center truck lab is equipped with the tools needed to integrate emerging technologies.
PACCAR has opened a digital technology center in Eindhoven, the Netherlands, adjacent to the DAF campus.

The center will accelerate embedded software development and connected vehicle solutions to benefit customers’ operating efficiency.
PACCAR Facility Investments

DAF Factory, Ponta Grossa, Brasil

Dynacraft, McKinney, Texas

PACCAR Engine Factories

Kenworth New Paint Facility, Chillicothe, OH
PACCAR Parts Strategy

PACCAR Parts achieved $3.8 billion in sales in 2018, a 15% increase over a year ago and a CAGR of 8% over the last 15 years.

Growth Drivers:

• Growing population of Kenworth, Peterbilt and DAF trucks due to geographic expansion and market share growth
• Growing population of PACCAR engines due to North America introduction in 2010
• Best-in-class Distribution Network
  – 18 parts distribution centers and 2,200+ dealer locations
• Proprietary, PACCAR Genuine and TRP branded parts enhance margins
• Growing network of TRP stores

Toronto Parts Distribution Center opened October 2018
PACCAR Parts Distribution Centers and Dealers
18 PDCs in 11 Countries; 2,200+ Dealer Locations

PACCAR Distribution Centers
KW, PB, DAF Dealers
PACCAR Global Dealer Network

- Independent dealer network of 2,200+ dealer locations
- Premium customer experience
- Strong dealer profitability and expanded opportunities from PACCAR engines and TRP stores
- Competitive flooring and retail financing provided by PACCAR Financial and PACCAR Leasing
Growth in Kenworth and Peterbilt Dealer Locations
U.S. and Canada

- PACCAR MX-13 Introduced in 2010
- Dealer Investments of $1.4 Billion since 2010
- 70% Growth in Dealer Locations
- Drives Long-Term PACCAR Parts Growth
PACCAR Financial Services Strategy

• PACCAR Financial Services supports truck sales by providing financing and leasing services to PACCAR customers

• In 2018, PACCAR Financial financed 24% of all Kenworth, Peterbilt and DAF trucks

• Geographical diversification, disciplined credit underwriting, and rigorous portfolio management have enabled PACCAR Financial to earn excellent profits throughout the business cycle.

• Key strategies and investments:
  – Predictive data analytics for credit quality
  – Expanded used truck centers
  – Mobile finance and credit system
  – E-Contract and e-signature
  – Customer on-line portal

Total Assets 12/31/18 = $14.4 Billion

- U.S. & Canada $7.0 Billion (48%)
- Europe $3.6 Billion (25%)
- PacLease $2.4 Billion (17%)
- Australia & Mexico $1.4 Billion (10%)

Low 30+ Days Past Due

<table>
<thead>
<tr>
<th>Year</th>
<th>91</th>
<th>94</th>
<th>97</th>
<th>00</th>
<th>03</th>
<th>06</th>
<th>09</th>
<th>12</th>
<th>15</th>
<th>18</th>
</tr>
</thead>
<tbody>
<tr>
<td>%</td>
<td>0</td>
<td>2</td>
<td>4</td>
<td>6</td>
<td>8</td>
<td>6</td>
<td>4</td>
<td>2</td>
<td>0</td>
<td></td>
</tr>
</tbody>
</table>
Since 1998, PACCAR’s above 16 tonne market share has increased in all home markets.

DAF achieved record 16.6% share in Europe in 2018.

Kenworth is the market leader in Australia.

PACCAR’s investment in truck manufacturing in Brasil supports PACCAR’s medium-term goal of 10% market share for Kenworth and DAF products in South America.
Long-Term Growth in PACCAR Medium Duty Market Share

- Since 1998, PACCAR’s medium duty market share has increased in the U.S. and Canada and in Europe.
- In the U.S. and Canada, Kenworth and Peterbilt had record share of 17.7% in 2018.
- DAF achieved 9.0% share in Europe in 2018.
DAF Brasil

- DAF Entered Market in 2013
- 36 Dealer Locations
- Heavy Duty Trucks Sales of 2,300 in 2018
- Market Share 6.7% in 2018
- Local Assembly of PACCAR MX Engines Since 2016
- Fenabrave Brand of the Year in 2016, 2017 & 2018
- Introduced PACCAR Financial in 2019
PACCAR Mexico

- Kenworth Began Producing Trucks in 1960
- 133 Dealer Locations
- 284,000 Units Built
- Heavy Duty Trucks Sales of 8,900 in 2018
- Heavy Duty Market Share of 34.7% in 2018
- Kenworth Launched 2.1m Trucks in 2013
- Introduced PACCAR MX-13 Engine in 2013
DAF Russia

- DAF Russia established in 2011
- Heavy Duty Market – 62,000 Trucks in 2018
- 50 DAF, Kenworth and TRP Dealer Locations
- Heavy Duty Trucks Sales of 2,700 in 2018
- Market Share 4.2%; 10.1% of European Brands in 2018
DAF Taiwan

- Started Production in 2006
- 17 Dealer Locations
- Introduced Medium Duty LF in 2013
- Delivered >6,000 units through 2018
- Trucks Sales of 1,000 in 2018
- Heavy Duty Market Share of 16.3% in 2018
### Environmental Leadership

#### CDP “A” Rating

PACCAR Earns “A” for its Environmental Practices; Top 2% of over 6,000 Reporting Companies

#### Ohio Environmental Protection Agency

Kenworth – Chillicothe Awarded the 2018 Encouraging Environmental Excellence Award from the Ohio EPA

#### Facilities

- 93% of PACCAR Manufacturing Locations have Achieved ISO 14001 Certification
- 75% of PACCAR Locations are “Zero Waste to Landfill”
- 93% of PACCAR Manufacturing Locations have Achieved ISO 14001 Certification
- Kenworth – Renton King County Gold Award for 4th Consecutive Year
Second Quarter 2019 Earnings
# PACCAR Revenues and Profit

- **80 consecutive years of net profit**
- **Dividends every year since 1941**

## 2nd Quarter Six Months

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>$6,628</td>
<td>$5,805</td>
<td>$13,116</td>
<td>$11,459</td>
</tr>
<tr>
<td>Net Income</td>
<td>$620</td>
<td>$560</td>
<td>$1,249</td>
<td>$1,072</td>
</tr>
<tr>
<td>Return on Revenues</td>
<td>9.3%</td>
<td>9.6%</td>
<td>9.5%</td>
<td>9.4%</td>
</tr>
<tr>
<td>Diluted EPS</td>
<td>$1.78</td>
<td>$1.59</td>
<td>$3.59</td>
<td>$3.04</td>
</tr>
<tr>
<td>New Truck Deliveries</td>
<td>52,300</td>
<td>46,400</td>
<td>103,800</td>
<td>90,900</td>
</tr>
</tbody>
</table>
2019 Financial Results
Second Quarter 2019 vs. Second Quarter 2018

- Record Sales and Revenues of $6.63 Billion
- Record Deliveries of 52,300 Trucks
- Excellent Net Income of $619.7 Million
- After-tax Return on Revenues of 9.3%
- Record PACCAR Parts Revenues of $1.03 Billion
- Record PACCAR Parts Pretax Income of $210.6 Million, a 20.5% Pretax Return on Revenues
- Financial Services Pre-Tax Income of $80.3 Million
- R&D Expenses of $82.5 Million
- Capital Investments of $174.0 Million

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales and Revenues (Billions of Dollars)</th>
<th>Net Income (Millions of Dollars)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>$5.81</td>
<td>$560</td>
</tr>
<tr>
<td>2019</td>
<td>$6.63</td>
<td>$620</td>
</tr>
</tbody>
</table>
Excellent Truck and Parts Gross Margins

- Truck margins have increased due to new products and operating efficiencies
- Parts margins have benefited from investments and growing populations of PACCAR trucks and engines
Sales Increased 17%

Pretax Profit Increased 18%

Record Quarterly Deliveries of 52,300 Trucks, a 13% Increase

Price Realization of 2%
• Sales Increased 6%
• Pretax Profit Increased 8%
• Results Driven by Investments in Parts Distribution Centers (PDCs); Increased Dealer Locations, Including TRP Stores; and increased PACCAR trucks and MX engines in operation
• New PDC opened in Toronto in October 2018
Financial Services
Second Quarter 2019 vs. Second Quarter 2018

- Revenues Increased 7%
- Pretax Profit Growth of 11%
- Increased Earning Assets
- Opening Used Truck Centers in Prague, Czech Republic, and Denton, Texas, in 2019
- Portfolio of 205,000 Trucks and Trailers
- Total Assets of $15.41 Billion

<table>
<thead>
<tr>
<th>Segment Pretax Profit (Millions of Dollars)</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues (Millions of Dollars)</td>
<td>$338</td>
<td>$361</td>
</tr>
<tr>
<td>Pretax Profit</td>
<td>$72</td>
<td>$80</td>
</tr>
</tbody>
</table>
PACCAR Inc
A+/A1 Credit Ratings

- Superb balance sheet
- $4.2 billion in cash and securities to support growth opportunities and investments in all phases of the cycle
- No manufacturing debt – a capital structure that has proven beneficial throughout the business cycle
- A+/A1 credit rating provides excellent access to the credit markets for PACCAR Financial Services

<table>
<thead>
<tr>
<th>($ Millions)</th>
<th>6/30/19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Securities</td>
<td>$4,181</td>
</tr>
<tr>
<td>Manufacturing Assets</td>
<td>7,577</td>
</tr>
<tr>
<td>Financial Services Assets</td>
<td>15,410</td>
</tr>
<tr>
<td>Total Assets</td>
<td>$27,168</td>
</tr>
<tr>
<td>Manufacturing Debt</td>
<td>$0</td>
</tr>
<tr>
<td>Manufacturing Liabilities</td>
<td>5,557</td>
</tr>
<tr>
<td>Financial Services Liabilities</td>
<td>11,976</td>
</tr>
<tr>
<td>Shareholders' Equity</td>
<td>9,635</td>
</tr>
<tr>
<td>Total Liabilities &amp; Equity</td>
<td>$27,168</td>
</tr>
</tbody>
</table>
### PACCAR Competitive Advantages

- Experienced Management Team
- Highest Quality Products
- Rigorous Cost Control
- Excellent Supplier Partnerships
- Innovative Technology
- Global Aftermarket Parts Sales
- Profitable Financial Services
- Strongest Dealer Network