# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## **FORM 10-Q**

**☑** Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

For the quarterly period ended March 31, 2016 Commission File No. 001-14817

## **PACCAR Inc**

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of incorporation or organization)

91-0351110 (I.R.S. Employer Identification No.)

777 - 106th Ave. N.E., Bellevue, WA (Address of principal executive offices)

98004 (Zip Code)

(425) 468-7400

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant wand (2) has been subject to such filing requirements for the past 90 days. Yes 🗵 No 🗆	· /
Indicate by check mark whether the registrant has submitted electronically and posted on its corporate interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during for such shorter period that the registrant was required to submit and post such files). Yes 🗵 No E	g the preceding 12 months (or
indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-acceptoring company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller report the Exchange Act.	,
Large accelerated filer ⊠	Accelerated filer
Non-accelerated filer	Smaller reporting company □
indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exch	nange Act). Yes □ No ⊠

Common Stock, \$1 par value - 350,462,850 shares as of April 30, 2016

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

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## PART I - FINANCIAL INFORMATION

#### ITEM 1. FINANCIAL STATEMENTS

Consolidated Statements of Comprehensive (Loss) Income (Unaudited) (Millions Except Per Share Amounts)

	Three Mor Marc	ch 31
TRUCK, PARTS AND OTHER:		2015
Net sales and revenues	\$4,010.6	\$4,548.0
Cost of sales and revenues	3,413.6	3,910.2
Research and development	59.6	56.2
Selling, general and administrative	110.3	109.5
European Commission charge	942.6	
Interest and other expense, net	1	4.5
	4,526.2	4,080.4
Truck, Parts and Other (Loss) Income Before Income Taxes	(515.6)	467.6
FINANCIAL SERVICES:		
Interest and fees	107.4	110.9
Operating lease, rental and other revenues	<u> 182.0</u>	173.8
Revenues	289.4	284.7
Interest and other borrowing expenses	30.3	29.1
Depreciation and other expenses	150.9	140.4
Selling, general and administrative	24.5	23.5
Provision for losses on receivables	3.4	2.7
	209.1	195.7
Financial Services Income Before Income Taxes	80.3	89.0
Investment income	5.7	5.1
Total (Loss) Income Before Income Taxes	(429.6)	561.7
Income taxes	165.0	183.3
Net (Loss) Income	<u>\$ (594.6)</u>	\$ 378.4
N. (d. ) Y. B. Cl		
Net (Loss) Income Per Share Basic	\$ (1.69)	\$ 1.07
Diluted	\$ (1.69) \$ (1.69)	\$ 1.06
		4
Weighted Average Number of Common Shares Outstanding		
Basic	351.3	355.1
Diluted	<u>351.3</u>	356.1
Dividends declared per share	<u>\$ .24</u>	\$ .22
Comprehensive (Loss) Income	<b>\$ (466.8)</b>	\$ 40.9

## **Consolidated Balance Sheets (Millions)**

ASSETS	March 31 2016 (Unaudited)	December 31 2015*
ASSETS		
TRUCK, PARTS AND OTHER:		
Current Assets		
Cash and cash equivalents	\$ 1,765.0	\$ 1,929.9
Trade and other receivables, net	1,066.1	879.0
Marketable debt securities	1,466.1	1,448.1
Inventories, net	829.1	796.5
Other current assets	266.3	245.7
Total Truck, Parts and Other Current Assets	5,392.6	5,299.2
Equipment on operating leases, net	1,041.3	992.2
Property, plant and equipment, net	2,207.7	2,176.4
Other noncurrent assets, net	393.1	387.4
Total Truck, Parts and Other Assets	9,034.7	8,855.2
ENANCIAL CERVICES		
FINANCIAL SERVICES:	02.2	06.5
Cash and cash equivalents	82.3	86.5
Finance and other receivables, net	9,279.8	9,303.6
Equipment on operating leases, net	2,458.7	2,380.8
Other assets	<u>501.4</u>	483.7
Total Financial Services Assets	12,322.2	12,254.6
	\$21,356.9	\$ 21,109.8

<sup>\*</sup> The December 31, 2015 consolidated balance sheet has been derived from audited financial statements.

LIABILITIES AND STOCKHOLDERS' EQUITY  TRUCK, PARTS AND OTHER:	\$ 2,071.7 492.6
LIABILITIES AND STOCKHOLDERS' EQUITY	·
	·
TRUCK PARTS AND OTHER.	·
	ĺ
Current Liabilities	ĺ
	492.6
European Commission liability 967.3	492.6
Dividend payable	.,
Total Truck, Parts and Other Current Liabilities 3,333.9	2,564.3
Residual value guarantees and deferred revenues 1,101.7	1,047.4
Other liabilities 747.7	720.2
Total Truck, Parts and Other Liabilities 5,183.3	4,331.9
FINANCIAL SERVICES:	
Accounts payable, accrued expenses and other 346.0	356.9
Commercial paper and bank loans 2,754.7	2,796.5
Term notes 5,822.6	5,795.0
Deferred taxes and other liabilities 907.1	889.1
Total Financial Services Liabilities 9,830.4	9,837.5
STOCKHOLDERS' EQUITY:	
Preferred stock, no par value - authorized 1.0 million shares, none issued	
Common stock, \$1 par value - authorized 1.2 billion shares, issued 351.5 million and 351.3 million	
shares 351.5	351.3
Additional paid-in capital 79.5	69.3
Treasury stock, at cost -1.1 million and nil shares (56.3)	
Retained earnings 6,857.7	7,536.8
Accumulated other comprehensive loss (889.2)	(1,017.0)
Total Stockholders' Equity 6,343.2	6,940.4
<u>\$21,356.9</u>	\$ 21,109.8

<sup>\*</sup> The December 31, 2015 consolidated balance sheet has been derived from audited financial statements.

# Condensed Consolidated Statements of Cash Flows (Unaudited) (Millions)

	Three Mon Marc 2016	
OPERATING ACTIVITIES:		
Net (loss) income	\$ (594.6)	\$ 378.4
Adjustments to reconcile net (loss) income to cash provided by operations:		
Depreciation and amortization:		
Property, plant and equipment	75.8	70.3
Equipment on operating leases and other	166.7	150.8
Provision for losses on financial services receivables	3.4	2.7
Other, net	(17.4)	(47.2)
European Commission charge	942.6	
Change in operating assets and liabilities:		
Trade and other receivables	(215.4)	(285.7)
Wholesale receivables on new trucks	73.7	(215.5)
Sales-type finance leases and dealer direct loans on new trucks	49.2	35.3
Inventories	(10.4)	10.0
Accounts payable and accrued expenses	210.5	313.5
Income taxes, warranty and other	<u>111.7</u>	63.6
Net Cash Provided by Operating Activities	795.8	476.2
INVESTING ACTIVITIES:		
Originations of retail loans and direct financing leases	(603.7)	(637.5)
Collections on retail loans and direct financing leases	592.3	625.4
Net decrease (increase) in wholesale receivables on used equipment	6.5	(1.6)
Purchases of marketable debt securities	(304.1)	(322.7)
Proceeds from sales and maturities of marketable debt securities	318.1	276.9
Payments for property, plant and equipment	(77.3)	(54.8)
Acquisitions of equipment for operating leases	(340.1)	(340.9)
Proceeds from asset disposals	<u>116.1</u>	123.0
Net Cash Used in Investing Activities	(292.2)	(332.2)
FINANCING ACTIVITIES:	(== < 0)	(422.4)
Payments of cash dividends	(576.9)	(432.4)
Purchases of treasury stock	(56.3)	( 2
Proceeds from stock compensation transactions	2.6	6.3
Net decrease in commercial paper and short-term bank loans	(117.9)	(347.9)
Proceeds from term debt	525.6	554.3
Payments on term debt	(500.0)	(20.2)
Net Cash Used in Financing Activities	(722.9)	(239.9)
Effect of exchange rate changes on cash	50.2	<u>(77.0</u> )
Net Decrease in Cash and Cash Equivalents	(169.1)	(172.9)
Cash and cash equivalents at beginning of period	2,016.4	1,737.6
Cash and cash equivalents at end of period	<u>\$1,847.3</u>	\$1,564.7

#### **Notes to Consolidated Financial Statements (Unaudited)**

(Millions, Except Share Amounts)

#### **NOTE A - Basis of Presentation**

The accompanying unaudited consolidated financial statements have been prepared in accordance with generally accepted accounting principles (GAAP) for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by GAAP for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals and the non-recurring European Commission charge) considered necessary for a fair presentation have been included. Operating results for the three months ended March 31, 2016 are not necessarily indicative of the results that may be expected for the year ending December 31, 2016. For further information, refer to the consolidated financial statements and footnotes included in PACCAR Inc's (PACCAR or the Company) Annual Report on Form 10-K for the year ended December 31, 2015.

Earnings (Loss) per Share: Basic earnings (loss) per common share are computed by dividing earnings (loss) by the weighted average number of common shares outstanding, plus the effect of any participating securities. Diluted earnings (loss) per common share are computed assuming that all potentially dilutive securities are converted into common shares under the treasury stock method. For the three months ended March 31, 2016, potentially dilutive options of 548,800 were excluded from the calculation of diluted loss per share as their inclusion would have been antidilutive due to the net loss. The dilutive and antidilutive options are shown separately in the table below.

Three Months Ended March 31,	2016	2015
Additional shares		1,030,900
Antidilutive options	2,878,700	1,178,900

New Accounting Pronouncements: In February 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2016-02, Leases (Topic 842) which amends the existing accounting standards for leases. Under the new lease standard, lessees will recognize a right-of-use asset and a lease liability for virtually all leases (other than short-term leases). Lessor accounting is largely unchanged. The ASU is effective for annual periods beginning after December 15, 2018 and interim periods within those annual periods. Early adoption is permitted. The Company is currently evaluating the impact on its consolidated financial statements.

In January 2016, the FASB issued ASU 2016-01, *Financial Instruments – Overall (Subtopic 825-10): Recognition and Measurement of Financial Assets and Financial Liabilities.* The amendment in this ASU addresses the recognition, measurement, presentation and disclosure of financial instruments. The ASU is effective for annual periods beginning after December 15, 2017 and interim periods within those annual periods. The Company is currently evaluating the impact on its consolidated financial statements.

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers*. This ASU amends the existing accounting standards for revenue recognition. Under the new revenue recognition model, a company should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the company expects to be entitled in exchange for those goods or services. This ASU is effective for annual periods beginning after December 15, 2017, including interim periods within that reporting period. Early adoption is permitted, but no sooner than the annual and interim periods beginning after December 15, 2016. The standard may be applied retrospectively to each prior period presented or retrospectively with the cumulative effect recognized as of the date of initial application. The Company is currently evaluating the transition alternatives and impact on the Company's consolidated financial statements.

#### **Notes to Consolidated Financial Statements (Unaudited)**

(Millions, Except Share Amounts)

The FASB also issued the following standards, which are not expected to have a material impact on the Company's consolidated financial statements.

STANDARD	DESCRIPTION	EFFECTIVE DATE*
2016-09	Compensation – Stock Compensation (Topic 718): Improvements to Employee Share-Based Payment Accounting.	January 1, 2017
2015-11	Inventory (Topic 330): Simplifying the Measurement of Inventory.	January 1, 2017

<sup>\*</sup> The Company expects to adopt on the effective date.

The Company adopted the following standards effective January 1, 2016, none of which had a material impact on the Company's consolidated financial statements.

STANDARD	DESCRIPTION
2015-07	Fair Value Measurement (Topic 820): Disclosures for Investments in Certain Entities That Calculate Net Asset Value per Share (or Its Equivalent).
2015-05	Intangibles – Goodwill and Other – Internal-Use Software (Subtopic 350-40): Customer's Accounting for Fees Paid in a Cloud Computing Arrangement.
2015-03	Interest – Imputation of Interest (Subtopic 835-30): Simplifying the Presentation of Debt Issuance Costs.
2015-15	Interest – Imputation of Interest (Subtopic 835-30): Presentation and Subsequent Measure of Debt Issuance Costs Associated with Line-of-Credit Arrangements.
2014-12	Compensation – Stock Compensation (Topic 718): Accounting for Share-Based Payments When the Terms of an Award Provide That a Performance Target Could Be Achieved After the Requisite Service Period.

#### **NOTE B - Investments in Marketable Debt Securities**

The Company's investments in marketable debt securities are classified as available-for-sale. These investments are stated at fair value with any unrealized gains or losses, net of tax, included as a component of accumulated other comprehensive income (loss) (AOCI).

The Company utilizes third-party pricing services for all of its marketable debt security valuations. The Company reviews the pricing methodology used by the third-party pricing services, including the manner employed to collect market information. On a quarterly basis, the Company also performs review and validation procedures on the pricing information received from the third-party providers. These procedures help ensure that the fair value information used by the Company is determined in accordance with applicable accounting guidance.

The Company evaluates its investment in marketable debt securities at the end of each reporting period to determine if a decline in fair value is other-than-temporary. Realized losses are recognized upon management's determination that a decline in fair value is other-than-temporary. The determination of other-than-temporary impairment is a subjective process, requiring the use of judgments and assumptions regarding the amount and timing of recovery. The Company reviews and evaluates its investments at least quarterly to identify investments that have indications of other-than-temporary impairments. It is reasonably possible that a change in estimate could occur in the near term relating to other-than-temporary impairment. Accordingly, the Company considers several factors when evaluating debt securities for other-than-temporary impairment, including whether the decline in fair value of the security is due to increased default risk for the specific issuer or market interest-rate risk.

In assessing default risk, the Company considers the collectability of principal and interest payments by monitoring changes to issuers' credit ratings, specific credit events associated with individual issuers as well as the credit ratings of any financial guarantor, and the extent and duration to which amortized cost exceeds fair value.

#### **Notes to Consolidated Financial Statements (Unaudited)**

(Millions, Except Share Amounts)

In assessing market interest rate risk, including benchmark interest rates and credit spreads, the Company considers its intent for selling the securities and whether it is more likely than not the Company will be able to hold these securities until the recovery of any unrealized losses.

Marketable debt securities at March 31, 2016 and December 31, 2015 consisted of the following:

At March 31, 2016	Amortized Cost	Unrealized Gains	Unrealized Losses		Fair Value
U.S. tax-exempt securities	\$ 490.0	\$ 1.7	\$ .1	\$	491.6
U.S. corporate securities	79.8	.3	.1	,	80.0
U.S. government and agency securities	16.3	.3			16.6
Non-U.S. corporate securities	600.1	2.4	.2		602.3
Non-U.S. government securities	171.3	1.4			172.7
Other debt securities	 102.6	 .4	 .1		102.9
	\$ 1,460.1	\$ 6.5	\$ .5	\$	1,466.1
	Amortized	 Unrealized	 Unrealized		г.
<u>At December 31, 2015</u>	Cost	Gains	Losses		Fair Value
At December 31, 2015 U.S. tax-exempt securities	\$	\$	\$ 	\$	
	\$ Cost	\$ Gains	\$ Losses	\$	Value
U.S. tax-exempt securities	\$ Cost 505.0	\$ Gains	\$ Losses	\$	Value 505.4
U.S. tax-exempt securities U.S. corporate securities	\$ Cost 505.0 76.7	\$ Gains	\$ Losses	\$	Value 505.4 76.7
U.S. tax-exempt securities U.S. corporate securities U.S. government and agency securities Non-U.S. corporate securities Non-U.S. government securities	\$ Cost 505.0 76.7 15.7	\$ Gains .7 .1 .1	\$ Losses	\$	Value 505.4 76.7 15.7
U.S. tax-exempt securities U.S. corporate securities U.S. government and agency securities Non-U.S. corporate securities	\$ Cost 505.0 76.7 15.7 585.6	\$ Gains .7 .1 .1 .1	\$ Losses	\$	Value 505.4 76.7 15.7 587.0

The cost of marketable debt securities is adjusted for amortization of premiums and accretion of discounts to maturity. Amortization, accretion, interest and dividend income and realized gains and losses are included in investment income. The cost of securities sold is based on the specific identification method. Gross realized gains were \$.8 and \$.8 and gross realized losses were \$.1 and nil for the three months ended March 31, 2016 and 2015, respectively.

Marketable debt securities with continuous unrealized losses and their related fair values were as follows:

	Marc	March 31, 2016		r 31, 2015
	Less than	Twelve Months	Less than	Twelve Months
	Twelve Months	or Greater	Twelve Months	or Greater
Fair value	\$ 337.1		\$ 579.0	
Unrealized losses	.5		1.1	

For the investment securities in gross unrealized loss positions identified above, the Company does not intend to sell the investment securities. It is more likely than not that the Company will not be required to sell the investment securities before recovery of the unrealized losses, and the Company expects that the contractual principal and interest will be received on the investment securities. As a result, the Company recognized no other-than-temporary impairments during the periods presented.

#### **Notes to Consolidated Financial Statements (Unaudited)**

(Millions, Except Share Amounts)

Contractual maturities on marketable debt securities at March 31, 2016 were as follows:

	Amortized	Fair
Maturities:	Cost	 Value
Within one year	\$ 483.1	\$ 483.6
One to five years	976.8	982.3
Six to ten years		.2
	<u>\$ 1,460.1</u>	\$ 1,466.1

## **NOTE C - Inventories**

Inventories are stated at the lower of cost or market. Cost of inventories in the U.S. is determined principally by the last-in, first-out (LIFO) method. Cost of all other inventories is determined principally by the first-in, first-out (FIFO) method.

Inventories include the following:

		March 31 2016	Dec	2015
Finished products	\$	513.9	\$	443.6
Work in process and raw materials		491.1		528.9
		1,005.0		972.5
Less LIFO reserve		(175.9)		(176.0)
	<u>\$</u>	829.1	\$	796.5

Under the LIFO method of accounting (used for approximately 49% of March 31, 2016 inventories), an actual valuation can be made only at the end of each year based on year-end inventory levels and costs. Accordingly, interim valuations are based on management's estimates of those year-end amounts.

#### **NOTE D - Finance and Other Receivables**

Finance and other receivables include the following:

	March 31 2016	De	ecember 31 2015
Loans	\$ 3,982.6	\$	4,011.7
Direct financing leases	2,787.5		2,719.5
Sales-type finance leases	928.2		969.8
Dealer wholesale financing	1,912.0		1,950.1
Operating lease receivables and other	144.0		131.9
Unearned interest: Finance leases	 (359.6)		(364.6)
	\$ 9,394.7	\$	9,418.4
Less allowance for losses:			
Loans and leases	(98.4)		(99.2)
Dealer wholesale financing	(7.1)		(7.3)
Operating lease receivables and other	 (9.4)		(8.3)
	\$ 9,279.8	\$	9,303.6

#### **Notes to Consolidated Financial Statements (Unaudited)**

(Millions, Except Share Amounts)

Recognition of interest income and rental revenue is suspended (put on non-accrual status) when the receivable becomes more than 90 days past the contractual due date or earlier if some other event causes the Company to determine that collection is not probable. Accordingly, no finance receivables more than 90 days past due were accruing interest at March 31, 2016 or December 31, 2015. Recognition is resumed if the receivable becomes current by the payment of all amounts due under the terms of the existing contract and collection of remaining amounts is considered probable (if not contractually modified) or if the customer makes scheduled payments for three months and collection of remaining amounts is considered probable (if contractually modified). Payments received while the finance receivable is on non-accrual status are applied to interest and principal in accordance with the contractual terms

#### **Allowance for Credit Losses**

The Company continuously monitors the payment performance of its finance receivables. For large retail finance customers and dealers with wholesale financing, the Company regularly reviews their financial statements and makes site visits and phone contact as appropriate. If the Company becomes aware of circumstances that could cause those customers or dealers to face financial difficulty, whether or not they are past due, the customers are placed on a watch list.

The Company modifies loans and finance leases in the normal course of its Financial Services operations. The Company may modify loans and finance leases for commercial reasons or for credit reasons. Modifications for commercial reasons are changes to contract terms for customers that are not considered to be in financial difficulty. Insignificant delays are modifications extending terms up to three months for customers experiencing some short-term financial stress, but not considered to be in financial difficulty. Modifications for credit reasons are changes to contract terms for customers considered to be in financial difficulty. The Company's modifications typically result in granting more time to pay the contractual amounts owed and charging a fee and interest for the term of the modification.

When considering whether to modify customer accounts for credit reasons, the Company evaluates the creditworthiness of the customers and modifies those accounts that the Company considers likely to perform under the modified terms. When the Company modifies loans and finance leases for credit reasons and grants a concession, the modifications are classified as troubled debt restructurings (TDR). The Company does not typically grant credit modifications for customers that do not meet minimum underwriting standards since the Company normally repossesses the financed equipment in these circumstances. When such modifications do occur, they are considered TDRs.

On average, modifications extended contractual terms by approximately three months in 2016 and seven months in 2015 and did not have a significant effect on the weighted average term or interest rate of the total portfolio at March 31, 2016 and December 31, 2015.

The Company has developed a systematic methodology for determining the allowance for credit losses for its two portfolio segments, retail and wholesale. The retail segment consists of retail loans and direct and sales-type finance leases, net of unearned interest. The wholesale segment consists of truck inventory financing loans to dealers that are collateralized by trucks and other collateral. The wholesale segment generally has less risk than the retail segment. Wholesale receivables generally are shorter in duration than retail receivables, and the Company requires periodic reporting of the wholesale dealer's financial condition, conducts periodic audits of the trucks being financed and in many cases, obtains guarantees or other security such as dealership assets. In determining the allowance for credit losses, retail loans and finance leases are evaluated together since they relate to a similar customer base, their contractual terms require regular payment of principal and interest, generally over 36 to 60 months, and they are secured by the same type of collateral. The allowance for credit losses consists of both specific and general reserves.

The Company individually evaluates certain finance receivables for impairment. Finance receivables that are evaluated individually for impairment consist of all wholesale accounts and certain large retail accounts with past due balances or otherwise determined to be at a higher risk of loss. A finance receivable is impaired if it is considered probable the Company will be unable to collect all contractual interest and principal payments as scheduled. In addition, all retail loans and leases which have been classified as TDRs and all customer accounts over 90 days past due are considered impaired. Generally, impaired accounts are on non-accrual status. Impaired accounts classified as TDRs which have been performing for 90 consecutive days are placed on accrual status if it is deemed probable that the Company will collect all principal and interest payments.

#### **Notes to Consolidated Financial Statements (Unaudited)**

(Millions, Except Share Amounts)

Impaired receivables are generally considered collateral dependent. Large balance retail and all wholesale impaired receivables are individually evaluated to determine the appropriate reserve for losses. The determination of reserves for large balance impaired receivables considers the fair value of the associated collateral. When the underlying collateral fair value exceeds the Company's recorded investment, no reserve is recorded. Small balance impaired receivables with similar risk characteristics are evaluated as a separate pool to determine the appropriate reserve for losses using the historical loss information discussed below.

The Company evaluates finance receivables that are not individually impaired on collective basis and determines the general allowance for credit losses for both retail and wholesale receivables based on historical loss information, using past due account data and current market conditions. Information used includes assumptions regarding the likelihood of collecting current and past due accounts, repossession rates, the recovery rate on the underlying collateral based on used truck values and other pledged collateral or recourse. The Company has developed a range of loss estimates for each of its country portfolios based on historical experience, taking into account loss frequency and severity in both strong and weak truck market conditions. A projection is made of the range of estimated credit losses inherent in the portfolio from which an amount is determined as probable based on current market conditions and other factors impacting the creditworthiness of the Company's borrowers and their ability to repay. After determining the appropriate level of the allowance for credit losses, a provision for losses on finance receivables is charged to income as necessary to reflect management's estimate of incurred credit losses, net of recoveries, inherent in the portfolio.

In determining the fair value of the collateral, the Company uses a pricing matrix and categorizes the fair value as Level 2 in the hierarchy of fair value measurement. The pricing matrix is reviewed quarterly and updated as appropriate. The pricing matrix considers the make, model and year of the equipment as well as recent sales prices of comparable equipment through wholesale channels to the Company's dealers (principal market). The fair value of the collateral also considers the overall condition of the equipment.

Accounts are charged-off against the allowance for credit losses when, in the judgment of management, they are considered uncollectible, which generally occurs upon repossession of the collateral. Typically the timing between the repossession and charge-off is not significant. In cases where repossession is delayed (e.g., for legal proceedings), the Company records a partial charge-off. The charge-off is determined by comparing the fair value of the collateral, less cost to sell, to the recorded investment.

For the following credit quality disclosures, finance receivables are classified into two portfolio segments, wholesale and retail. The retail portfolio is further segmented into dealer retail and customer retail. The dealer wholesale segment consists of truck inventory financing to PACCAR dealers. The dealer retail segment consists of loans and leases to participating dealers and franchises that use the proceeds to fund customers' acquisition of commercial vehicles and related equipment. The customer retail segment consists of loans and leases directly to customers for the acquisition of commercial vehicles and related equipment. Customer retail receivables are further segregated between fleet and owner/operator classes. The fleet class consists of customer retail accounts operating more than five trucks. All other customer retail accounts are considered owner/operator. These two classes have similar measurement attributes, risk characteristics and common methods to monitor and assess credit risk.

## Notes to Consolidated Financial Statements (Unaudited)

(Millions, Except Share Amounts)

The allowance for credit losses is summarized as follows:

						2016				
		Dea	ıler			Customer				
	W	/holesale		Retail		Retail		Other*		Total
Balance at January 1	\$	7.3	\$	10.3	\$	88.9	\$	8.3	\$	114.8
Provision for losses		(.5)		(.5)		3.2		1.2		3.4
Charge-offs						(5.4)		(.5)		(5.9)
Recoveries		.1				.6				.7
Currency translation and other		.2		.1		1.2		.4		1.9
Balance at March 31	\$	7.1	\$	9.9	\$	88.5	\$	9.4	\$	114.9
						2015				
		Dea	aler			Customer				
		Vholesale		Retail	ф.	Customer Retail	<u></u>	Other*	Φ.	Total
Balance at January 1		Vholesale 9.0	aler	11.9	\$	Customer Retail 93.6	\$	7.5	\$	122.0
Balance at January 1 Provision for losses		Vholesale			\$	Customer Retail	\$		\$	
		Vholesale 9.0		11.9	\$	Customer Retail 93.6	\$	7.5	\$	122.0
Provision for losses		Vholesale 9.0		11.9	\$	Customer Retail 93.6 1.9	\$	7.5 .7	\$	122.0 2.7
Provision for losses Charge-offs		Vholesale 9.0		11.9	\$	Customer Retail 93.6 1.9 (2.5)	\$	7.5 .7	\$	122.0 2.7 (3.0)

<sup>\*</sup> Operating leases and other trade receivables.

Information regarding finance receivables evaluated and determined individually and collectively is as follows:

	_		ıler		Customer	
At March 31, 2016	_	Wholesale		Retail	 Retail	 Total
Recorded investment for impaired finance						
receivables evaluated individually	\$	4.6			\$ 63.9	\$ 68.5
Allowance for impaired finance receivables						
determined individually		.3			4.7	5.0
Recorded investment for finance receivables						
evaluated collectively		1,907.4	\$	1,493.2	5,781.6	9,182.2
Allowance for finance receivables determined						
collectively		6.8		9.9	83.8	100.5
		D			0 1	
At Dagambar 21, 2015	_		aler	D -4-il	Customer	T-4-1
At December 31, 2015	_	De: Wholesale	aler	Retail	 Customer Retail	 Total
Recorded investment for impaired finance	_	Wholesale	aler	Retail	Retail	
Recorded investment for impaired finance receivables evaluated individually	\$		aler	Retail	\$	\$ Total 69.0
Recorded investment for impaired finance	\$	Wholesale	aler	Retail	\$ Retail	\$
Recorded investment for impaired finance receivables evaluated individually	\$	Wholesale	aler	Retail	\$ Retail	\$
Recorded investment for impaired finance receivables evaluated individually Allowance for impaired finance receivables	\$	Wholesale 5.0	aler	Retail	\$ Retail 64.0	\$ 69.0
Recorded investment for impaired finance receivables evaluated individually Allowance for impaired finance receivables determined individually Recorded investment for finance receivables evaluated collectively	\$	Wholesale 5.0	s s	Retail 1,561.3	\$ Retail 64.0	\$ 69.0
Recorded investment for impaired finance receivables evaluated individually Allowance for impaired finance receivables determined individually Recorded investment for finance receivables	\$	S.0			\$ 64.0 6.5	\$ 69.0 6.8

## **Notes to Consolidated Financial Statements (Unaudited)**

(Millions, Except Share Amounts)

The recorded investment for finance receivables that are on non-accrual status is as follows:

	March 31 2016	December 31 2015
Dealer:		
Wholesale	\$ 4.6	\$ 5.0
Customer retail:		
Fleet	53.7	50.7
Owner/operator	10.2	10.0
	\$ 68.5	\$ 65.7

## **Impaired Loans**

Impaired loans are summarized below. The impaired loans with specific reserve represent the unpaid principal balance. The recorded investment of impaired loans as of March 31, 2016 and December 31, 2015 was not significantly different than the unpaid principal balance.

Dealer			Customer Retail					
Whole	esale	Retail		Fleet				Total
	4.6		\$	21.9	\$	2.7	\$	29.2
	(.3)			(2.0)		(.5)		(2.8)
	4.3		\$	19.9	\$	2.2	\$	26.4
				5.8		.2		6.0
	4.3		\$	25.7	\$	2.4	\$	32.4
	4.4		\$	27.2	<b>s</b>	2.4	<b>S</b>	34.0
	Whole	Wholesale 4.6 (.3) 4.3	Wholesale Retail 4.6 (.3) 4.3	Wholesale         Retail           4.6         \$           (.3)         \$           4.3         \$	Wholesale         Retail         Fleet           4.6         \$ 21.9           (.3)         (2.0)           4.3         \$ 19.9           5.8           4.3         \$ 25.7	Wholesale         Retail         Fleet         Op Op           4.6         \$ 21.9         \$           (.3)         (2.0)         \$           4.3         \$ 19.9         \$           5.8         \$         25.7         \$	Wholesale         Retail         Fleet         Owner/Operator           4.6         \$ 21.9         \$ 2.7           (.3)         (2.0)         (.5)           4.3         \$ 19.9         \$ 2.2           5.8         .2           4.3         \$ 25.7         \$ 2.4	Wholesale         Retail         Fleet         Owner/Operator           4.6         \$ 21.9         \$ 2.7         \$           (.3)         (2.0)         (.5)           4.3         \$ 19.9         \$ 2.2         \$           5.8         .2           4.3         \$ 25.7         \$ 2.4         \$

<sup>\*</sup> Represents the average during the 12 months ended March 31, 2016.

	Dealer				Customer Retail				
1. D							Owner/		
At December 31, 2015		Wholesale	Retail		Fleet		Operator		Total
Impaired loans with a specific reserve	\$	5.0		\$	21.7	\$	2.4	\$	29.1
Associated allowance		(.3)			(3.5)		(.5)		(4.3)
	\$	4.7		\$	18.2	\$	1.9	\$	24.8
Impaired loans with no specific reserve					6.5		.3		6.8
Net carrying amount of impaired loans	\$	4.7		\$	24.7	\$	2.2	\$	31.6
Average recorded investment*	\$	7.7		\$	23.2	\$	2.6	\$	33.5

<sup>\*</sup> Represents the average during the 12 months ended March 31, 2015.

#### **Notes to Consolidated Financial Statements (Unaudited)**

(Millions, Except Share Amounts)

During the period the loans above were considered impaired, interest income recognized on a cash basis is as follows:

Three Months Ended March 31,	 2016	 2015
Interest income recognized:	 	 
Dealer wholesale		
Customer retail - fleet	\$ .3	\$ .3
Customer retail - owner/operator	 .1	 .1
	\$ .4	\$ .4

#### **Credit Quality**

The Company's customers are principally concentrated in the transportation industry in North America, Europe and Australia. The Company's portfolio assets are diversified over a large number of customers and dealers with no single customer or dealer balances representing over 5% of the total portfolio assets. The Company retains as collateral a security interest in the related equipment.

At the inception of each contract, the Company considers the credit risk based on a variety of credit quality factors including prior payment experience, customer financial information, credit-rating agency ratings, loan-to-value ratios and other internal metrics. On an ongoing basis, the Company monitors credit quality based on past due status and collection experience as there is a meaningful correlation between the past due status of customers and the risk of loss.

The Company has three credit quality indicators: performing, watch and at-risk. Performing accounts pay in accordance with the contractual terms and are not considered high-risk. Watch accounts include accounts 31 to 90 days past due and large accounts that are performing but are considered to be high-risk. Watch accounts are not impaired. At-risk accounts are accounts that are impaired, including TDRs, accounts over 90 days past due and other accounts on non-accrual status. The tables below summarize the Company's finance receivables by credit quality indicator and portfolio class.

	Dea	aler		Custom	er Re	tail	
At March 31, 2016	Wholesale		Retail	Fleet		Owner/ Operator	Total
Performing	\$ 1,892.0	\$	1,493.2	\$ 4,774.7	\$	973.5	\$ 9,133.4
Watch	15.4			25.1		8.3	48.8
At-risk	4.6			53.6		10.3	 68.5
	\$ 1,912.0	\$	1,493.2	\$ 4,853.4	\$	992.1	\$ 9,250.7
	Dea	aler		Custom	er Re	tail	
						Owner/	
At December 31, 2015	Wholesale		Retail	Fleet		Operator	Total
Performing	\$ 1,922.4	\$	1,561.3	\$ 4,680.6	\$	996.6	\$ 9,160.9
Watch	22.7			27.0		6.9	56.6
At-risk	5.0			53.8		10.2	69.0
	\$ 1,950.1	\$	1,561.3	\$ 4,761.4	\$	1,013.7	\$ 9,286.5

The tables below summarize the Company's finance receivables by aging category. In determining past due status, the Company considers the entire contractual account balance past due when any installment is over 30 days past due. Substantially all customer accounts that were greater than 30 days past due prior to credit modification became current upon modification for aging purposes.

Notes to	Consolidated	<b>Financial</b>	Statements (	(Unaudited)	)

(Millions, Except Share Amounts)

	 Dea	aler			Custome	er Re	tail	
At March 31, 2016	Wholesale		Retail		Fleet		Owner/ Operator	 Total
Current and up to 30 days past due	\$ 1,911.3	\$	1,493.2	\$	4,827.1	\$	979.7	\$ 9,211.3
31 – 60 days past due	.4				10.8		5.8	17.0
Greater than 60 days past due	 .3				15.5		6.6	 22.4
	\$ 1,912.0	\$	1,493.2	\$	4,853.4	\$	992.1	\$ 9,250.7
	 Dea	aler			Custome	er Ret	ail	
A. D 1 . 21 . 2015	****				771		Owner/	m . 1
At December 31, 2015	 Wholesale		Retail	_	Fleet		Operator	 Total
Current and up to 30 days past due	\$ 1,949.8	\$	1,561.3	\$	4,733.6	\$	1,002.7	\$ 9,247.4
31 – 60 days past due					8.3		5.4	13.7
Greater than 60 days past due	.3				19.5		5.6	 25.4
	\$ 1,950.1	\$	1,561.3	\$	4,761.4	\$	1,013.7	\$ 9,286.5

#### **Troubled Debt Restructurings**

The balance of TDRs was \$50.1 and \$52.3 at March 31, 2016 and December 31, 2015, respectively. At modification date, the premodification and post-modification recorded investment balances for finance receivables modified during the period by portfolio class are as follows:

Three Months Ended March 31,	20	016			20	15		
	Recorded	Investm	ient	Recorded Investment				
	 Pre-Modification		Post-Modification		Pre-Modification		Post-Modification	
Fleet	\$ 7.6	\$	7.5	\$	3.9	\$	3.8	
Owner/operator	 1.9		1.9		.9		.9	
	\$ 9.5	\$	9.4	\$	4.8	\$	4.7	

The effect on the allowance for credit losses from such modifications was not significant at March 31, 2016 and 2015.

TDRs modified during the previous twelve months that subsequently defaulted (i.e., became more than 30 days past due) during the period by portfolio class are as follows:

Three Months Ended March 31,	20	6	2015
Fleet			\$ 2.0
Owner/operator	<u>\$</u>	.2	.4
	\$	.2	\$ 2.4

The TDRs that subsequently defaulted did not significantly impact the Company's allowance for credit losses at March 31, 2016 and 2015.

### Repossessions

When the Company determines a customer is not likely to meet its contractual commitments, the Company repossesses the vehicles which serve as collateral for the loans, finance leases and equipment under operating leases. The Company records the vehicles as used truck inventory included in Financial Services other assets on the Consolidated Balance Sheets. The balance of repossessed inventory at March 31, 2016 and December 31, 2015 was \$21.3 and \$14.6, respectively. Proceeds from the sales of repossessed assets were \$12.4 and \$17.3 for the three months ended March 31, 2016 and 2015, respectively. These amounts are included in proceeds from asset disposals in the Condensed Consolidated Statements of Cash Flows. Write-downs of repossessed equipment on operating leases are recorded as impairments and included in Financial Services depreciation and other expenses on the Consolidated Statements of Comprehensive (Loss) Income.

## **NOTE E - Product Support Liabilities**

Product support liabilities are estimated future payments related to product warranties, optional extended warranties and repair and maintenance (R&M) contracts. The Company generally offers one year warranties covering most of its vehicles and related aftermarket parts. For vehicles equipped with engines manufactured by PACCAR, the Company generally offers two year warranties on the engine. Specific terms and conditions vary depending on the product and the country of sale. Optional extended warranty and R&M contracts can be purchased for periods which generally range up to five years. Warranty expenses and reserves are estimated and recorded at the time products or contracts are sold based on historical data regarding the source, frequency and cost of claims, net of any recoveries. The Company periodically assesses the adequacy of its recorded liabilities and adjusts them as appropriate to reflect actual experience. Revenue from extended warranty and R&M contracts is deferred and recognized to income generally on a straight-line basis over the contract period. Warranty and R&M costs on these contracts are recognized as incurred.

Changes in product support liabilities are summarized as follows:

Warranty Reserves		2016	2015
Balance at January 1	\$ 3	346.2	\$ 310.8
Cost accruals		52.3	74.7
Payments	(	(61.5)	(55.2)
Change in estimates for pre-existing warranties		4.6	(2.1)
Currency translation		2.1	(10.8)
Balance at March 31	\$ 3	343.7	\$ 317.4
Deferred Revenues on Extended Warranties and R&M Contracts		2016	2015
Balance at January 1	\$ 5	524.8	\$ 462.0
Deferred revenues		94.3	90.5
Revenues recognized	(	(65.9)	(61.4)
Currency translation		5.8	(22.3)
Balance at March 31	\$ 5	559.0	\$ 468.8

## **Notes to Consolidated Financial Statements (Unaudited)**

(Millions, Except Share Amounts)

## **NOTE F - Stockholders' Equity**

## Comprehensive (Loss) Income

The components of comprehensive (loss) income are as follows:

Three Months Ended March 31,	2016	2015
Net (loss) income	\$ (594.6)	\$ 378.4
Other comprehensive (loss) income (OCI):		
Unrealized losses on derivative contracts	(6.6)	(.2)
Tax effect	2.1	4
	(4.5)	.2
Unrealized gains on marketable debt securities	3.2	.5
Tax effect	(1.0)	(.2)
	2.2	.3
Pension plans	7.0	21.7
Tax effect	(2.4)	(6.8)
	4.6	14.9
Foreign currency translation gains (losses)	125.5	(352.9)
Net other comprehensive income (loss)	127.8	(337.5)
Comprehensive (loss) income	<u>\$ (466.8)</u>	\$ 40.9

## **Accumulated Other Comprehensive Income (Loss)**

The components of AOCI and the changes in AOCI, net of tax, included in the Consolidated Balance Sheets consisted of the following:

		Derivative Contracts	Marke	etable Debt Securities	 Pension Plans	 Foreign Currency Translation		Total
Balance at January 1, 2016	\$	(6.4)	\$	2.1	\$ (390.4)	\$ (622.3)	\$	(1,017.0)
Recorded into AOCI		(41.7)		2.7	.1	125.5		86.6
Reclassified out of AOCI		37.2		(.5)	4.5			41.2
Net other comprehensive (loss) income		(4.5)		2.2	4.6	 125.5		127.8
Balance at March 31, 2016	\$	(10.9)	\$	4.3	\$ (385.8)	\$ (496.8)	\$	(889.2)
		Derivative Contracts	Mark	etable Debt Securities	Pension Plans	Foreign Currency Translation		Total
Balance at January 1, 2015	\$	(13.5)	\$	5.3	\$ (433.1)	\$ (138.5)	\$	(579.8)
Recorded into AOCI		21.3		.9	8.1	(352.9)		(322.6)
Reclassified out of AOCI		(21.1)		(.6)	6.8			(14.9)
Net other comprehensive income (loss)	_	.2			 14.9	(352.9)	_	(337.5)
Balance at March 31, 2015	\$	(13.3)	\$	5.6	\$ (418.2)	\$ (491.4)	\$	(917.3)

#### **Notes to Consolidated Financial Statements (Unaudited)**

(Millions, Except Share Amounts)

Reclassifications out of AOCI during the three months ended March 31, 2016 and 2015 are as follows:

			nths Ended ch 31	
AOCI Components	Line Item in the Consolidated Statements of Comprehensive (Loss) Income	2016	2015	
Unrealized (gains) and losses on derivativ	e contracts:			
Truck, Parts and Other				
Foreign-exchange contracts	Net sales and revenues	\$ .5		
	Cost of sales and revenues	(5.3)		
	Interest and other expense, net	1.7	(1.9)	
Financial Services				
Interest-rate contracts	Interest and other borrowing expenses	57.9	(33.2)	
	Pre-tax expense increase (reduction)	54.8	(31.9)	
	Tax (benefit) expense	(17.6)	10.8	
	After-tax expense increase (reduction)	37.2	(21.1)	
Unrealized (gains) and losses on marketal	ole debt securities:			
Marketable debt securities	Investment income	(.7)	(.8)	
	Tax expense	.2	.2	
	After-tax income increase	(.5)	(.6)	
Pension plans:				
Truck, Parts and Other				
Actuarial loss	Cost of sales and revenues	3.4	5.4	
	Selling, general and administrative	2.9	4.3	
		6.3	9.7	
Prior service costs	Cost of sales and revenues	.2	.2	
	Selling, general and administrative	1	1	
		.3	.3	
Financial Services				
Actuarial loss	Selling, general and administrative	2	4	
	Pre-tax expense increase	6.8	10.4	
	Tax benefit	(2.3)	(3.6)	
	After-tax expense increase	4.5	6.8	
Total reclassifications out of AOCI		<b>\$ 41.2</b>	\$ (14.9)	

#### **Stock Compensation Plans**

Stock-based compensation expense was \$7.2 and \$7.8 for the three months ended March 31, 2016 and 2015, respectively. Realized tax benefits related to the excess of deductible amounts over expense recognized amounted to \$.1 and \$1.2 for the three months ended March 31, 2016 and 2015, respectively, and have been classified as a financing cash flow.

During the first quarter of 2016, the Company issued 213,814 common shares under deferred and stock compensation arrangements.

### **Other Capital Stock Changes**

During the first quarter of 2016, the Company purchased 1.1 million of treasury shares.

#### **Notes to Consolidated Financial Statements (Unaudited)**

(Millions, Except Share Amounts)

#### **NOTE G - Income Taxes**

The effective tax rate for the first quarter of 2016 was a negative 38.4% compared to 32.6% for the first quarter of 2015. Substantially all of the difference in tax rates was due to the non-deductible European Commission charge of \$942.6 in 2016.

#### **NOTE H - Segment Information**

PACCAR operates in three principal segments: Truck, Parts and Financial Services. The Company evaluates the performance of its Truck and Parts segments based on operating profits, which excludes investment income, other income and expense, the European Commission charge and income taxes. The Financial Services segment's performance is evaluated based on income before income taxes. The accounting policies of the reportable segments are the same as those applied in the consolidated financial statements as described in Note A of the Company's Annual Report on Form 10-K for the year ended December 31, 2015.

#### **Truck and Parts**

The Truck segment includes the design and manufacture of high-quality, light-, medium- and heavy-duty commercial trucks and the Parts segment includes the distribution of aftermarket parts for trucks and related commercial vehicles, both of which are sold through the same network of independent dealers. These segments derive a large proportion of their revenues and operating profits from operations in North America and Europe. The Truck segment incurs substantial costs to design, manufacture and sell trucks to its customers. The sale of new trucks provides the Parts segment with the basis for parts sales that may continue over the life of the truck, but are generally concentrated in the first five years after truck delivery. To reflect the benefit the Parts segment receives from costs incurred by the Truck segment, certain expenses are allocated from the Truck segment to the Parts segment. The expenses allocated are based on a percentage of the average annual expenses for factory overhead, engineering, research and development and selling, general and administrative (SG&A) expenses for the preceding five years. The allocation is based on the ratio of the average parts direct margin dollars (net sales less material and labor costs) to the total truck and parts direct margin dollars for the previous five years. The Company believes such expenses have been allocated on a reasonable basis. Truck segment assets related to the indirect expense allocation are not allocated to the Parts segment.

#### **Financial Services**

The Financial Services segment derives its earnings primarily from financing or leasing of PACCAR products and services provided to truck customers and dealers. Revenues are primarily generated from operations in North America and Europe.

#### Other

Included in Other is the Company's industrial winch manufacturing business. Also within this category are other sales, income and expense not attributable to a reportable segment, including the European Commission charge and a portion of corporate expenses.

Notes to Consolidated Financial Statements (Unaudited)	(Millions, Except Sha	re Amounts)
Three Months Ended March 31,	2016	2015
Net sales and revenues:		
Truck	\$ 3,472.4	\$ 3,980.8
Less intersegment	(201.9)	(211.7)
External customers	3,270.5	3,769.1
Parts	729.3	764.4
Less intersegment	(9.8)	(11.7)
External customers	719.5	752.7
Other	20.6	26.2
	4,010.6	4,548.0
Financial Services	289.4	284.7
	<u>\$ 4,300.0</u>	\$ 4,832.7
Income (loss) before income taxes:		
Truck	\$ 304.1	\$ 339.1
Parts	134.6	138.9
Other (includes European Commission charge of \$942.6 in 2016)	(954.3)	(10.4)
	(515.6)	467.6
Financial Services	80.3	89.0
Investment income	5.7	5.1
	<u>\$ (429.6)</u>	\$ 561.7
Depreciation and amortization:		
Truck	\$ 109.6	\$ 97.0
Parts	1.6	1.5
Other	3.9	3.6
	115.1	102.1
Financial Services	127.4	119.0
	\$ 242.5	\$ 221.1

#### **NOTE I - Derivative Financial Instruments**

As part of its risk management strategy, the Company enters into derivative contracts to hedge against interest rates and foreign currency risk. Certain derivative instruments designated as either cash flow hedges or fair value hedges are subject to hedge accounting. Derivative instruments that are not subject to hedge accounting are held as economic hedges. The Company's policies prohibit the use of derivatives for speculation or trading. At the inception of each hedge relationship, the Company documents its risk management objectives, procedures and accounting treatment. All of the Company's interest-rate and certain foreign-exchange contracts are transacted under International Swaps and Derivatives Association (ISDA) master agreements. Each agreement permits the net settlement of amounts owed in the event of default and certain other termination events. For derivative financial instruments, the Company has elected not to offset derivative positions in the balance sheet with the same counterparty under the same agreements and is not required to post or receive collateral. Exposure limits and minimum credit ratings are used to minimize the risks of counterparty default. The Company's maximum exposure to potential default of its swap counterparties is limited to the asset position of its swap portfolio. The asset position of the Company's swap portfolio is \$90.3 at March 31, 2016.

#### **Notes to Consolidated Financial Statements (Unaudited)**

(Millions, Except Share Amounts)

The Company uses regression analysis to assess effectiveness of interest-rate contracts on a quarterly basis. For foreign-exchange contracts, the Company performs quarterly assessments to ensure that critical terms continue to match. All components of the derivative instrument's gain or loss are included in the assessment of hedge effectiveness. Gains or losses on the ineffective portion of cash flow hedges are recognized currently in earnings. Hedge accounting is discontinued prospectively when the Company determines that a derivative financial instrument has ceased to be a highly effective hedge.

Interest-Rate Contracts: The Company enters into various interest-rate contracts, including interest-rate swaps and cross currency interest-rate swaps. Interest-rate swaps involve the exchange of fixed for floating rate or floating for fixed rate interest payments based on the contractual notional amounts in a single currency. Cross currency interest-rate swaps involve the exchange of notional amounts and interest payments in different currencies. The Company is exposed to interest-rate and exchange-rate risk caused by market volatility as a result of its borrowing activities. The objective of these contracts is to mitigate the fluctuations on earnings, cash flows and fair value of borrowings. Net amounts paid or received are reflected as adjustments to interest expense.

At March 31, 2016, the notional amount of the Company's interest-rate contracts was \$3,481.6. Notional maturities for all interest-rate contracts are \$950.6 for the remainder of 2016, \$762.3 for 2017, \$1,071.6 for 2018, \$362.9 for 2019, \$143.5 for 2020 and \$190.7 thereafter. Substantially all of these contracts are floating to fixed swaps that effectively convert an equivalent amount of commercial paper and other variable rate debt to fixed rates.

Foreign-Exchange Contracts: The Company enters into foreign-exchange contracts to hedge certain anticipated transactions and assets and liabilities denominated in foreign currencies, particularly the Canadian dollar, the euro, the British pound, the Australian dollar, the Brazilian real and the Mexican peso. The objective is to reduce fluctuations in earnings and cash flows associated with changes in foreign currency exchange rates. At March 31, 2016, the notional amount of the outstanding foreign-exchange contracts was \$318.2. Foreign-exchange contracts mature within one year.

#### **Notes to Consolidated Financial Statements (Unaudited)**

(Millions, Except Share Amounts)

The following table presents the balance sheet classification, fair value, gross and pro forma net amounts of derivative financial instruments:

	March 31, 2016					015		
		Assets		Liabilities		Assets		Liabilities
Derivatives designated under hedge accounting:								
Interest-rate contracts:								
Financial Services:								
Other assets	\$	90.3			\$	132.2		
Deferred taxes and other liabilities			\$	54.8			\$	46.7
Foreign-exchange contracts:								
Truck, Parts and Other:								
Other current assets		3.5				3.9		
Accounts payable, accrued expenses and other				3.7				.2
Total	\$	93.8	\$	58.5	\$	136.1	\$	46.9
-					_			
Economic hedges:								
Foreign-exchange contracts:								
Truck, Parts and Other:					Ф	0		
Other current assets	\$	.3	•	4.0	\$	.9	Ф	2
Accounts payable, accrued expenses and other			\$	1.3			\$	.3
Financial Services:								
Other assets		.2		2.0		.3		1.0
Deferred taxes and other liabilities				2.9				1.0
Total	\$	.5	\$	4.2	\$	1.2	\$	1.3
Gross amounts recognized in Balance Sheets	<u>s</u>	94.3	\$	62.7	\$	137.3	\$	48.2
Less amounts not offset in financial instruments:			_					
Truck, Parts and Other:								
Foreign-exchange contracts		(.8)		(.8)		(.4)		(.4)
Financial Services:						,		
Interest-rate contracts		(7.8)		(7.8)		(3.3)		(3.3)
Foreign-exchange contracts		(.1)		(.1)		(.2)		(.2)
Pro forma net amount	\$	85.6	\$	54.0	\$	133.4	\$	44.3

## **Fair Value Hedges**

Changes in the fair value of derivatives designated as fair value hedges are recorded in earnings together with the changes in fair value of the hedged item attributable to the risk being hedged. The (income) or expense recognized in earnings related to fair value hedges was included in interest and other borrowing expenses in the Financial Services segment of the Consolidated Statements of Comprehensive (Loss) Income as follows:

Three Months Ended March 31,	 2016	 2015
Interest-rate swaps	\$ (2.0)	\$ (1.4)
Term notes	1.6	1.1

#### **Notes to Consolidated Financial Statements (Unaudited)**

(Millions, Except Share Amounts)

#### **Cash Flow Hedges**

Substantially all of the Company's interest-rate contracts and some foreign-exchange contracts have been designated as cash flow hedges. Changes in the fair value of derivatives designated as cash flow hedges are recorded in AOCI to the extent such hedges are considered effective. Amounts in AOCI are reclassified into net income in the same period in which the hedged transaction affects earnings. The maximum length of time over which the Company is hedging its exposure to the variability in future cash flows is 5.2 years. The Company recognized no gains or losses on the ineffective portions for both of the three months ended March 31, 2016 and 2015.

The following table presents the pre-tax effects of derivative instruments recognized in other comprehensive (loss) income (OCI):

	20	16	2	015
	Interest- Rate	Foreig Exchan		Foreign- Exchange
Three Months Ended March 31,	Contracts	Contrac	cts Contracts	Contracts
Gain (loss) recognized in OCI:		' <u>'</u>		
Truck, Parts and Other		\$	.3	
Financial Services	<u>\$ (61.7)</u>		\$ 31.7	
Total	<u>\$ (61.7)</u>	\$	.3 \$ 31.7	

Expense (income) reclassified out of AOCI into income was as follows:

	20	16	20	15
	Interest- Rate	Foreign- Exchange	Interest- Rate	Foreign- Exchange
Three Months Ended March 31,	Contracts	Contracts	Contracts	Contracts
Truck, Parts and Other:				
Net sales and revenues		\$ .5		
Cost of sales and revenues		(5.3)		\$ 3.2
Interest and other expense, net		1.7		(1.9)
Financial Services:				
Interest and other borrowing expenses	<u>\$ 57.9</u>		\$ (33.2)	
Total	<u>\$ 57.9</u>	<b>\$</b> (3.1)	\$ (33.2)	\$ 1.3

The amount of loss recorded in AOCI at March 31, 2016 that is estimated to be reclassified into earnings in the following 12 months if interest rates and exchange rates remain unchanged is approximately \$6.2, net of taxes. The fixed interest earned on finance receivables will offset the amount recognized in interest expense, resulting in a stable interest margin consistent with the Company's risk management strategy.

The amount of losses reclassified out of AOCI into net income based on the probability that the original forecasted transactions would not occur was \$.6 and nil for the quarters ended March 31, 2016 and 2015, respectively.

#### Notes to Consolidated Financial Statements (Unaudited)

(Millions, Except Share Amounts)

#### **Economic Hedges**

For other risk management purposes, the Company enters into derivative instruments that do not qualify for hedge accounting. These derivative instruments are used to mitigate the risk of market volatility arising from borrowings and foreign currency denominated transactions. Changes in the fair value of economic hedges are recorded in earnings in the period in which the change occurs.

For the quarters ended March 31, 2016 and 2015, expense (income) recognized in earnings related to interest-rate contracts was nil for both periods. The expense (income) recognized in earnings related to foreign-exchange contracts was as follows:

Three Months Ended March 31,	2016	2015
Truck, Parts and Other:	 	
Cost of sales and revenues	\$ 1.0	\$ (1.7)
Interest and other expense, net	(.1)	2.1
Financial Services:		
Interest and other borrowing expenses	2.4	(14.5)
Selling, general and administrative	 (2.1)	 (.2)
Total	\$ 1.2	\$ (14.3)

#### **NOTE J - Fair Value Measurements**

Fair value represents the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Inputs to valuation techniques used to measure fair value are either observable or unobservable. These inputs have been categorized into the fair value hierarchy described below.

Level 1 – Valuations are based on quoted prices that the Company has the ability to obtain in actively traded markets for identical assets or liabilities. Since valuations are based on quoted prices that are readily and regularly available in an active market or exchange traded market, valuation of these instruments does not require a significant degree of judgment.

Level 2 – Valuations are based on quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, and model-based valuation techniques for which all significant assumptions are observable in the market.

Level 3 – Valuations are based on model-based techniques for which some or all of the assumptions are obtained from indirect market information that is significant to the overall fair value measurement and which require a significant degree of management judgment.

There were no transfers of assets or liabilities between Level 1 and Level 2 of the fair value hierarchy during the three months ended March 31, 2016. The Company's policy is to recognize transfers between levels at the end of the reporting period.

The Company uses the following methods and assumptions to measure fair value for assets and liabilities subject to recurring fair value measurements.

*Marketable Securities*: The Company's marketable debt securities consist of municipal bonds, government obligations, investment-grade corporate obligations, commercial paper, asset-backed securities and term deposits. The fair value of U.S. government obligations is determined using the market approach and is based on quoted prices in active markets and are categorized as Level 1.

#### **Notes to Consolidated Financial Statements (Unaudited)**

(Millions, Except Share Amounts)

The fair value of U.S. government agency obligations, non-U.S. government bonds, municipal bonds, corporate bonds, asset-backed securities, commercial paper and term deposits is determined using the market approach and is primarily based on matrix pricing as a practical expedient which does not rely exclusively on quoted prices for a specific security. Significant inputs used to determine fair value include interest rates, yield curves, credit rating of the security and other observable market information and are categorized as Level 2.

Derivative Financial Instruments: The Company's derivative contracts consist of interest-rate swaps, cross currency swaps and foreign currency exchange contracts. These derivative contracts are traded over the counter, and their fair value is determined using industry standard valuation models, which are based on the income approach (i.e., discounted cash flows). The significant observable inputs into the valuation models include interest rates, yield curves, currency exchange rates, credit default swap spreads and forward rates and are categorized as Level 2.

## Assets and Liabilities Subject to Recurring Fair Value Measurement

The Company's assets and liabilities subject to recurring fair value measurements are either Level 1 or Level 2 as follows:

At March 31, 2016	Level 1	Level 2	Total
Assets:			
Marketable debt securities			
U.S. tax-exempt securities		\$ 491.6	\$ 491.6
U.S. corporate securities		80.0	80.0
U.S. government and agency securities	\$ 15.8	.8	16.6
Non-U.S. corporate securities		602.3	602.3
Non-U.S. government securities		172.7	172.7
Other debt securities		102.9	102.9
Total marketable debt securities	<u>\$ 15.8</u>	\$1,450.3	<b>\$1,466.1</b>
Derivatives			
Cross currency swaps		\$ 87.4	\$ 87.4
Interest-rate swaps		2.9	2.9
Foreign-exchange contracts		4.0	4.0
Total derivative assets		\$ 94.3	<u>\$ 94.3</u>
Liabilities:			
Derivatives			
Cross currency swaps		\$ 39.2	\$ 39.2
Interest-rate swaps		15.6	15.6
Foreign-exchange contracts	<u></u>	<u>7.9</u>	7.9
Total derivative liabilities		<u>\$ 62.7</u>	<u>\$ 62.7</u>

Notes to Consolidated Financial Statements (Unaudited)	(N	(Millions, Except Share Amounts			
At December 31, 2015		Level 1	Level 2	Total	
Assets:					
Marketable debt securities					
U.S. tax-exempt securities			\$ 505.4	\$ 505.4	
U.S. corporate securities			76.7	76.7	
U.S. government and agency securities	\$	15.1	.6	15.7	
Non-U.S. corporate securities			587.0	587.0	
Non-U.S. government securities			193.7	193.7	
Other debt securities			69.6	69.6	
Total marketable debt securities	\$	15.1	\$1,433.0	\$1,448.1	
Derivatives					
Cross currency swaps			\$ 130.5	\$ 130.5	
Interest-rate swaps			1.7	1.7	
Foreign-exchange contracts	_		5.1	5.1	
Total derivative assets	_		\$ 137.3	\$ 137.3	
Liabilities:					
Derivatives					
Cross currency swaps			\$ 37.2	\$ 37.2	
Interest-rate swaps			9.5	9.5	
Foreign-exchange contracts			1.5	1.5	
Total derivative liabilities	_		\$ 48.2	\$ 48.2	

#### Fair Value Disclosure of Other Financial Instruments

For financial instruments that are not recognized at fair value, the Company uses the following methods and assumptions to determine the fair value. These instruments are categorized as Level 2, except cash which is categorized as Level 1 and fixed rate loans which are categorized as Level 3.

Cash and Cash Equivalents: Carrying amounts approximate fair value.

Financial Services Net Receivables: For floating-rate loans, wholesale financings, and operating lease and other trade receivables, carrying values approximate fair values. For fixed rate loans, fair values are estimated using the income approach by discounting cash flows to their present value based on current rates for comparable loans. Finance lease receivables and related allowance for credit losses have been excluded from the accompanying table.

*Debt:* The carrying amounts of financial services commercial paper, variable rate bank loans and variable rate term notes approximate fair value. For fixed rate debt, fair values are estimated using the income approach by discounting cash flows to their present value based on current rates for comparable debt.

#### **Notes to Consolidated Financial Statements (Unaudited)**

(Millions, Except Share Amounts)

The Company's estimate of fair value for fixed rate loans and debt that are not carried at fair value was as follows:

	March	March 31, 2016 December 3			
	Carrying Amount	Fair Value	Carrying Amount	Fair Value	
Assets:			<u> </u>		
Financial Services fixed rate loans	\$ 3,633.3	\$ 3,727.8	\$ 3,660.6	\$ 3,729.0	
Liabilities:					
Financial Services fixed rate debt	4,413.0	4,459.5	4,167.9	4,192.2	

#### **NOTE K - Employee Benefit Plans**

The Company has several defined benefit pension plans, which cover a majority of its employees. The following information details the components of net pension expense for the Company's defined benefit plans:

Three Months Ended March 31,		2016	2015
Service cost	\$	21.9	\$ 21.6
Interest on projected benefit obligation		23.6	22.9
Expected return on assets		(35.6)	(34.8)
Amortization of prior service costs		.3	.3
Recognized actuarial loss		6.5	10.1
Net pension expense	<u>\$</u>	16.7	\$ 20.1

During the three months ended March 31, 2016 and 2015, the Company contributed \$5.1 and \$2.7 to its pension plans, respectively.

#### **NOTE L - Commitments and Contingencies**

In January 2011, the European Commission (EC) commenced an investigation of all major European commercial vehicle manufacturers, including subsidiaries of the Company. In November 2014, the EC issued a Statement of Objections to the manufacturers, including DAF Trucks N.V., its subsidiary DAF Trucks Deutschland GmbH and the Company as their parent. The Statement of Objections is a procedural step in which the EC expressed its preliminary view that the manufacturers participated in anticompetitive practices in the European Union. The EC indicated it will seek to impose significant fines on the manufacturers. DAF is cooperating with the EC.

Based on recent developments, the Company recorded a charge of €850 (\$942.6) in the first quarter of 2016. The Company will continue to evaluate the amount of the charge pending final resolution of the proceeding. The charge is not tax deductible. The Company's subsidiary, DAF Trucks N.V., has sufficient liquidity to fund payment of the charge.

The Company and its subsidiaries are parties to various lawsuits incidental to the ordinary course of business. Except for the EC matter noted above, management believes that the disposition of such lawsuits will not materially affect the Company's business or financial condition.

# ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

#### **OVERVIEW:**

PACCAR is a global technology company whose Truck segment includes the design and manufacture of high-quality light-, mediumand heavy-duty commercial trucks. In North America, trucks are sold under the Kenworth and Peterbilt nameplates, in Europe, under the DAF nameplate and in Australia and South America, under the Kenworth and DAF nameplates. The Parts segment includes the distribution of aftermarket parts for trucks and related commercial vehicles. The Company's Financial Services segment derives its earnings primarily from financing or leasing PACCAR products in North America, Europe and Australia. The Company's Other business includes the manufacturing and marketing of industrial winches.

Consolidated net sales and revenues in the first quarter of 2016 were \$4.30 billion compared to \$4.83 billion in the first quarter of 2015. The Company's worldwide truck net sales and revenues in the first quarter of 2016 were \$3.27 billion compared to \$3.77 billion in the first quarter of 2015, primarily due to lower industry truck sales in the U.S. and Canada, partially offset by higher truck sales in Europe. The Company's worldwide parts net sales and revenues were \$719.5 million in the first quarter of 2016 compared to \$752.7 million in the first quarter of 2015, reflecting lower demand in North America, partially offset by higher demand in Europe. Financial Services revenues increased to \$289.4 million in the first quarter of 2016 from \$284.7 million in the first quarter of 2015. The increase in Financial Services revenues was primarily due to higher average earning assets partially offset by lower yields.

The Company reported a net loss of \$594.6 million (\$1.69 per diluted share) in the first quarter of 2016. Excluding a \$942.6 million non-recurring charge for the European Commission investigation of all European truck manufacturers, the Company earned adjusted net income (non-GAAP) of \$348.0 million (\$.99 per diluted share) in the first quarter of 2016. (See Reconciliation of Non-GAAP to GAAP Financial Measures on page 44). The Company earned net income of \$378.4 million (\$1.06 per diluted share) in the first quarter of 2015. Excluding the non-recurring charge, the results reflect lower truck and parts sales in North America, partially offset by increased truck sales in Europe.

In the first quarter of 2016, the Company's capital investments were \$62.1 million compared to \$37.3 million in the first quarter of 2015. Research and development (R&D) expenses were \$59.6 million in the first quarter of 2016 compared to \$56.2 million in the first quarter of 2015.

In April, PACCAR opened its new 160,000 square-foot parts distribution center (PDC) in Renton, Washington. The new PDC provides enhanced aftermarket support for dealers and customers in the Pacific Northwest and Western Canada.

During the first quarter of 2016, Peterbilt began construction of a 102,000 square-foot expansion to its truck manufacturing facility in Denton, Texas. The expansion is Peterbilt's largest facility investment since the construction of the Denton plant in 1980 and will enhance manufacturing efficiency and provide additional production capacity.

The PACCAR Financial Services (PFS) group of companies has operations covering four continents and 22 countries. The global breadth of PFS and its rigorous credit application process support a portfolio of loans and leases with total assets of \$12.32 billion. PFS issued \$500.0 million in medium-term notes during the quarter to support portfolio growth.

#### Truck Outlook

Truck industry retail sales in the U.S. and Canada in 2016 are expected to be 220,000 to 250,000 units compared to 278,400 in 2015. In Europe, the 2016 truck industry registrations for over 16-tonne vehicles are projected to increase to a range of 260,000 to 290,000 units, compared to the 269,100 truck registrations in 2015. In South America, heavy-duty truck industry sales in 2016 are estimated to be in a range of 70,000 to 80,000 units compared to 74,000 in 2015.

#### Parts Outlook

In 2016, PACCAR Parts sales in North America are expected to increase up to 3% and Europe aftermarket sales are expected to increase 2-4%, reflecting good freight markets and PACCAR Parts' innovative customer service programs.

#### Financial Services Outlook

Based on the truck market outlook, average earning assets in 2016 are expected to be comparable to the record levels achieved in 2015. Current strong levels of freight tonnage, freight rates and fleet utilization are contributing to customers' profitability and cash flow. If current freight transportation conditions decline due to weaker economic conditions, then past due accounts, truck repossessions and credit losses would likely increase from the current low levels and new business volume would likely decline.

#### Capital Spending and R&D Outlook

Capital investments in 2016 are expected to be \$325 to \$375 million, and R&D is expected to be \$240 to \$260 million focused on enhanced aftermarket support, manufacturing facilities and new product development.

See the Forward-Looking Statements section of Management's Discussion and Analysis for factors that may affect these outlooks.

#### **RESULTS OF OPERATIONS:**

(\$ in millions, except per share amounts) Three Months Ended March 31,	2016	2015
Net sales and revenues:	2010	2013
Truck	\$3,270.5	\$3,769.1
Parts	719.5	752.7
Other	20.6	26.2
Truck, Parts and Other	4,010.6	4,548.0
Financial Services	289.4	284.7
	<u>\$4,300.0</u>	\$4,832.7
Income (loss) before income taxes:		
Truck	\$ 304.1	\$ 339.1
Parts	134.6	138.9
Other (includes European Commission charge of \$942.6 in 2016)	(954.3)	(10.4)
Truck, Parts and Other	(515.6)	467.6
Financial Services	80.3	89.0
Investment income	5.7	5.1
Income taxes	<u>(165.0</u> )	(183.3)
Net (loss) income	<u>\$ (594.6)</u>	\$ 378.4
Diluted (loss) earnings per share	<u>\$ (1.69)</u>	\$ 1.06
Return on revenues	(13.8)%	7.8%
Adjusted return on revenues*	8.1%	7.8%

<sup>\*</sup> Calculated using adjusted net income of \$348.0 for the first quarter 2016. See page 44 for a reconciliation of non-GAAP to GAAP financial measures.

The following provides an analysis of the results of operations for the Company's three reportable segments - Truck, Parts and Financial Services. Where possible, the Company has quantified the impact of factors identified in the following discussion and analysis. In cases where it is not possible to quantify the impact of factors, the Company lists them in estimated order of importance. Factors for which the Company is unable to specifically quantify the impact include market demand, fuel prices, freight tonnage and economic conditions affecting the Company's results of operations.

#### 2016 Compared to 2015:

Pre-tax return on revenues

#### Truck

The Company's Truck segment accounted for 76% of revenues in the first quarter of 2016 compared to 78% in the first quarter of 2015.

(\$ in millions)			
Three Months Ended March 31,	2016	2015	% Change
Truck net sales and revenues:			
U.S. and Canada	\$ 1,947.5	\$ 2,625.9	(26)
Europe	1,009.4	772.5	31
Mexico, South America, Australia and other	313.6	370.7	(15)
	\$ 3,270.5	\$ 3,769.1	(13)
Truck income before income taxes	\$ 304.1	\$ 339.1	(10)

The Company's worldwide truck net sales and revenues in the first quarter of 2016 decreased to \$3.27 billion from \$3.77 billion in the first quarter of 2015, primarily due to lower truck deliveries in North America. This was partially offset by higher truck deliveries in Europe.

9.3%

9.0%

For the first quarter of 2016, Truck segment income before income taxes and pre-tax return on revenues reflect lower truck unit deliveries partially offset by higher gross margins.

The Company's new truck deliveries are summarized below:

Three Months Ended March 31,	2016	2015	% Change
U.S. and Canada	18,500	24,400	(24)
Europe	13,500	10,100	34
Mexico, South America, Australia and other	3,300	3,800	(13)
Total units	35,300	38,300	(8)

In the first quarter of 2016, industry retail sales in the heavy-duty market in the U.S. and Canada decreased to 57,200 units from 62,900 units in the same period of 2015. The Company's heavy-duty truck retail market share was 25.3% in the first quarter of 2016 compared to 27.3% in the first quarter of 2015. The medium-duty market was 23,400 units in the first quarter of 2016 compared to 21,000 units in the same period of 2015. The Company's medium-duty market share was 16.6% in the first quarter of 2016 compared to 17.4% in the first quarter of 2015.

The over 16-tonne truck market in Western and Central Europe in the first quarter of 2016 was 74,700 units compared to 62,500 units in the first quarter of 2015. DAF market share was 16.6% in the first quarter of 2016, an increase from 15.3% in the same period of 2015. The 6 to 16-tonne market in the first quarter of 2016 was 11,900 units compared to 9,900 units in the first quarter of 2015. DAF market share in the first quarter of 2016 was 9.7%, an increase from 8.9% in the same period of 2015.

The major factors for the changes in net sales and revenues, cost of sales and revenues and gross margin between the three months ended March 31, 2016 and 2015 for the Truck segment are as follows:

	Net	Cost	Gross
(\$ in millions)	Sales	of Sales	Margin
Three Months Ended March 31, 2015	\$ 3,769.1	\$ 3,343.2	\$ 425.9
(Decrease) increase			
Truck delivery volume	(420.9)	(354.0)	(66.9)
Average truck sales prices	(44.6)		(44.6)
Average per truck material, labor and other direct costs		(68.4)	68.4
Factory overhead and other indirect costs		(15.8)	15.8
Operating leases	25.3	25.0	.3
Currency translation	(58.4)	(53.9)	(4.5)
Total decrease	(498.6)	(467.1)	(31.5)
Three Months Ended March 31, 2016	<u>\$ 3,270.5</u>	<u>\$ 2,876.1</u>	<u>\$ 394.4</u>

- Truck delivery volume reflects lower truck unit deliveries in the U.S. and Canada which resulted in lower sales (\$621.3 million) and cost of sales (\$524.7 million), partially offset by higher truck deliveries in Europe which resulted in higher sales (\$226.1 million) and cost of sales (\$186.1 million).
- Average truck sales prices decreased sales by \$44.6 million, primarily due to lower price realization in the U.S. and Canada (\$41.8 million).
- Average cost per truck decreased cost of sales by \$68.4 million, primarily due to lower material costs, reflecting lower commodity prices.
- Factory overhead and other indirect costs decreased \$15.8 million, primarily due to lower salaries and related expenses (\$6.6 million) and lower maintenance costs (\$1.5 million).
- Operating lease revenues increased by \$25.3 million and cost of sales increased by \$25.0 million due to higher average asset balances.
- The currency translation effect on sales and cost of sales reflects a decline in the value of foreign currencies relative to the U.S. dollar, primarily the euro and the Canadian dollar.
- Truck gross margin in the first quarter of 2016 of 12.1% increased from 11.3% in the same period in 2015 due to the factors noted above.

Truck SG&A for the first quarter of 2016 increased to \$49.1 million from \$45.8 million in the first quarter of 2015. The increase was primarily due to higher salaries and related expenses (\$3.6 million). As a percentage of sales, Truck SG&A increased to 1.5% in the first quarter of 2016 compared to 1.2% in the same period of 2015, primarily due to lower net sales.

#### **Parts**

The Company's Parts segment accounted for 17% of revenues in the first quarter of 2016 compared to 16% in the first quarter of 2015.

(\$ in millions)				
Three Months Ended March 31,	2016		2015	% Change
Parts net sales and revenues:				
U.S. and Canada	\$ 455.2	\$	483.1	(6)
Europe	193.2		195.0	(1)
Mexico, South America, Australia and other	 71.1	_	74.6	(5)
	\$ 719.5	\$	752.7	(4)
Parts income before income taxes	\$ 134.6	\$	138.9	(3)
Pre-tax return on revenues	18.7%		18.5%	

The Company's worldwide parts net sales and revenues for the first quarter decreased to \$719.5 million in 2016 from \$752.7 million in 2015, primarily due to lower aftermarket demand in North America.

The decrease in Parts segment income before income taxes in the first quarter of 2016 was primarily due to lower sales volume, offset by higher gross margins. The pre-tax return on revenues in the first quarter of 2016 was comparable to the same period in the prior year.

The major factors for the changes in net sales and revenues, cost of sales and revenues and gross margin between the three months ended March 31, 2016 and 2015 for the Parts segment are as follows:

(\$ in millions)	Net Sales	0	Cost of Sales	Gross Margin
Three Months Ended March 31, 2015	\$ 752.7	\$	546.4	\$ 206.3
(Decrease) increase				
Aftermarket parts volume	(21.6)		(16.3)	(5.3)
Average aftermarket parts sales prices	(1.5)			(1.5)
Average aftermarket parts direct costs			(6.4)	6.4
Warehouse and other indirect costs			2.3	(2.3)
Currency translation	(10.1)		(6.9)	(3.2)
Total decrease	 (33.2)		(27.3)	(5.9)
Three Months Ended March 31, 2016	\$ 719.5	\$	519.1	\$ 200.4

- Aftermarket parts sales volume decreased by \$21.6 million and related cost of sales decreased by \$16.3 million, primarily due to lower market demand in the U.S. and Canada.
- Average aftermarket parts sales prices decreased sales by \$1.5 million reflecting slightly lower price realization.
- Average aftermarket parts direct costs decreased \$6.4 million due to lower material costs.
- Warehouse and other indirect costs increased \$2.3 million, primarily due to costs for start-up of the new distribution center in Renton, Washington, higher depreciation and higher maintenance expense.

- The currency translation effect on sales and cost of sales reflects a decline in the value of foreign currencies relative to the U.S. dollar, primarily the euro and the Canadian dollar.
- Parts gross margins in the first quarter of 2016 increased to 27.9% from 27.4% in the first quarter of 2015 due to the factors noted above.

Parts SG&A expense for the first quarter of 2016 decreased to \$47.8 million from \$48.2 million in the first quarter of 2015. The decrease was primarily due to the effects of currency translation (\$1.7 million), mostly related to a decline in the value of the Canadian dollar and the euro relative to the U.S. dollar, partially offset by higher salaries and related expenses (\$1.6 million). As a percentage of sales, Parts SG&A increased to 6.6% in the first quarter of 2016 from 6.4% in the first quarter of 2015, primarily due to lower net sales.

#### Financial Services

The Company's Financial Services segment accounted for 7% of revenues in the first quarter of 2016 compared to 6% in the same period of 2015.

(\$ in millions) Three Months Ended March 31,		2016		2015	% Change
New loan and lease volume:		2010	_	2013	76 Change
U.S. and Canada	\$	491.9	\$	560.6	(12)
Europe		269.2	Ψ.	238.0	13
Mexico and Australia		129.1		155.5	(17)
	<u> </u>	890.2	\$	954.1	(7)
New loan and lease volume by product:	Þ	090.2	Ф	934.1	(7)
Loans and finance leases	\$	632.7	\$	683.8	(7)
Equipment on operating lease	Ψ	257.5	Ψ	270.3	(5)
Equipment on operating tends			Ф		
Non-least and the constitution of	\$	890.2	\$	954.1	(7)
New loan and lease unit volume:  Loans and finance leases		( 770		6.700	
		6,770 2,570		6,790 2,640	(2)
Equipment on operating lease			_		(3)
		9,340		9,430	(1)
Average earning assets:					
U.S. and Canada		7,413.3	\$	7,077.6	5
Europe		2,686.1		2,453.4	9
Mexico and Australia		1,462.5		1,612.9	(9)
	\$1	1,561.9	\$1	1,143.9	4
Average earning assets by product:					
Loans and finance leases	\$ '	7,262.3	\$	7,189.6	1
Dealer wholesale financing		1,771.8		1,562.1	13
Equipment on lease and other		2,527.8		2,392.2	6
	\$1	1,561.9	\$1	1,143.9	4
Revenues:		,	•	,	
U.S. and Canada	\$	167.2	\$	160.9	4
Europe		69.7		68.1	2
Mexico and Australia		52.5		55.7	(6)
	\$	289.4	\$	284.7	2
Revenue by product:	4	2071.	Ψ.		_
Loans and finance leases	\$	92.7	\$	97.6	(5)
Dealer wholesale financing		14.7		13.3	11
Equipment on lease and other		182.0		173.8	5
	\$	289.4	\$	284.7	2
Income before income taxes	\$	80.3	\$	89.0	(10)
	4	33.0	4	37.0	(10)

New loan and lease volume was \$890.2 million in the first quarter of 2016 compared to \$954.1 million in the first quarter of 2015. In the first quarter of 2016, PFS finance market share on new PACCAR truck sales was 24.0%, comparable to 24.2% in the first quarter of 2015.

In the first quarter of 2016, PFS revenue increased to \$289.4 million from \$284.7 million in the first quarter of 2015. The increase was primarily due to revenue on higher average earning assets, partially offset by lower yields and the effects of translating weaker foreign currencies to the U.S. dollar. The effects of currency translation lowered PFS revenues by \$9.3 million in the first quarter of 2016. PFS income before income taxes decreased to \$80.3 million in the first quarter of 2016 from \$89.0 million in the first quarter of 2015, primarily due to lower yields and the effects of translating weaker foreign currencies into the U.S. dollar, partially offset by higher average earning asset balances.

The major factors for the changes in interest and fees, interest and other borrowing expenses and finance margin between the three months ended March 31, 2016 and 2015 are outlined below:

(\$ in millions)	Interest and Fees	]	Interest and Other Borrowing Expenses	Finance Margin
Three Months Ended March 31, 2015	\$ 110.9	\$	29.1	\$ 81.8
Increase (decrease)				
Average finance receivables	5.6			5.6
Average debt balances			1.4	(1.4)
Yields	(4.2)			(4.2)
Borrowing rates			1.2	(1.2)
Currency translation	 (4.9)		(1.4)	 (3.5)
Total (decrease) increase	 (3.5)		1.2	 (4.7)
Three Months Ended March 31, 2016	\$ 107.4	\$	30.3	\$ 77.1

- Average finance receivables increased \$460.5 million (excluding foreign exchange effects) in the first quarter of 2016 as a result
  of higher dealer wholesale balances and retail portfolio new business volume exceeding collections.
- Average debt balances increased \$391.0 million (excluding foreign exchange effects) in the first quarter of 2016. The higher average debt balances reflect funding for a higher average earning asset portfolio, including loans, finance leases, wholesale and equipment on operating lease.
- Lower portfolio yields (4.9% in 2016 compared to 5.1% in 2015) decreased interest and fees by \$4.2 million.
- Higher borrowing rates (1.5% in 2016 compared to 1.4% in 2015) were due to higher market rates.
- The currency translation effects reflect a decline in the value of foreign currencies relative to the U.S. dollar.

The following table summarizes operating lease, rental and other revenues and depreciation and other expenses:

(\$ in millions)			
Three Months Ended March 31,	 2016		2015
Operating lease and rental revenues	\$ 174.2	\$	168.4
Used truck sales and other	 7.8		5.4
Operating lease, rental and other revenues	\$ 182.0	\$	173.8
	404 5	Ф	1150
Depreciation of operating lease equipment	\$ 121.5	\$	115.3
Vehicle operating expenses	22.9		22.1
Cost of used truck sales and other	 6.5		3.0
Depreciation and other expenses	\$ 150.9	\$	140.4

The major factors for the changes in operating lease, rental and other revenues, depreciation and other expenses and lease margin between the three months ended March 31, 2016 and 2015 are outlined below:

(\$ in millions)	•	ating Lease, Rental and er Revenues	Depreciation and Other Expenses	Lease Margin
Three Months Ended March 31, 2015	\$	173.8	\$ 140.4	\$ 33.4
Increase (decrease)				
Used truck sales		2.2	3.5	(1.3)
Results on returned lease assets			3.1	(3.1)
Average operating lease assets		5.6	4.6	1.0
Revenue and cost per asset		4.4	2.7	1.7
Currency translation and other		(4.0)	 (3.4)	(.6)
Total increase (decrease)		8.2	 10.5	 (2.3)
Three Months Ended March 31, 2016	\$	182.0	\$ 150.9	\$ 31.1

- A higher volume of used truck sales increased operating lease, rental and other revenues by \$2.2 million, offset by lower price realization. Depreciation and other expenses increased by \$3.5 million due to higher volume and impairments of used trucks reflecting lower used truck prices.
- Results on returned lease assets increased depreciation and other expenses by \$3.1 million, primarily due to lower gains on sales of returned lease units.
- Average operating lease assets increased \$172.5 million (excluding foreign exchange effects), which increased revenues by \$5.6 million and related depreciation and other expenses by \$4.6 million.
- Revenue per asset increased \$4.4 million primarily due to higher fee income and higher rental rates, partially offset by lower fuel revenue. Cost per asset increased \$2.7 million, primarily due to higher depreciation expense, partially offset by lower fuel expense.
- The currency translation effects reflect a decline in the value of foreign currencies relative to the U.S. dollar.

The following table summarizes the provision for losses on receivables and net charge-offs:

(\$ in millions)

Three Months Ended March 31,	2016					20	2015		
	Pro	vision For			Pı	rovision For			
		Losses on		Net		Losses on		Net	
	R	eceivables	Ch	arge-Offs	]	Receivables		Charge-Offs	
U.S. and Canada	\$	2.1	\$	4.4	\$	.6	\$	.3	
Europe		.1		(.1)		1.1		.8	
Mexico and Australia		1.2		.9		1.0		1.0	
	\$	3.4	\$	5.2	\$	2.7	\$	2.1	

The provision for losses on receivables was \$3.4 million for the first quarter of 2016, an increase of \$.7 million compared to the first quarter of 2015, mainly due to a decline in portfolio performance in North America and higher portfolio balances in North America and Europe, partially offset by improved portfolio performance in Europe.

The Company modifies loans and finance leases as a normal part of its Financial Services operations. The Company may modify loans and finance leases for commercial reasons or for credit reasons. Modifications for commercial reasons are changes to contract terms for customers that are not considered to be in financial difficulty. Insignificant delays are modifications extending terms up to three months for customers experiencing some short-term financial stress, but not considered to be in financial difficulty. Modifications for credit reasons are changes to contract terms for customers considered to be in financial difficulty. The Company's modifications typically result in granting more time to pay the contractual amounts owed and charging a fee and interest for the term of the modification. When considering whether to modify customer accounts for credit reasons, the Company evaluates the creditworthiness of the customers and modifies those accounts that the Company considers likely to perform under the modified terms. When the Company modifies loans and finance leases for credit reasons and grants a concession, the modifications are classified as troubled debt restructurings (TDR).

The post-modification balance of accounts modified during the three months ended March 31, 2016 and 2015 are summarized below:

(\$ in millions) Three Months Ended March 31, 2016 2015 Recorded % of Total Recorded % of Total Investment Portfolio\* Portfolio\* Investment Commercial \$ 52.2 2.8% 31.7 1.8% Insignificant delay 29.3 15.9 .9% 1.6% Credit – no concession 5.0 14.5 .8% .3% Credit - TDR 9.4 .5% 4.7 .3% 95.9 5.2% 66.8 3.8%

\$

During the first quarter of 2016, total modification activity increased compared to the first quarter of 2015, primarily due to higher modifications for commercial reasons, insignificant delays and credit – TDRs, partially offset by lower credit – no concession. The increase in modifications for commercial reasons primarily reflects higher volumes of refinancing. The increase in modifications for insignificant delay reflects more fleet customers requesting contract modification. The increase in modification for credit – TDR primarily reflects the contract modification of one large fleet customer.

<sup>\*</sup> Recorded investment immediately after modification as a percentage of ending retail portfolio, on an annualized basis.

The following table summarizes the Company's 30+ days past due accounts:

	March 31 2016	December 31 2015	March 31 2015
Percentage of retail loan and lease accounts 30+ days past due:			
U.S. and Canada	.2%	.3%	.1%
Europe	.7%	.7%	1.3%
Mexico and Australia	<u>2.0</u> %	1.3%	<u>2.7</u> %
Worldwide		.5%	.7%

Accounts 30+ days past due were .5% at March 31, 2016 and December 31, 2015, as lower past due accounts in the U.S. and Canada were offset by higher past dues in Mexico and Australia. The Company continues to focus on maintaining low past due balances.

When the Company modifies a 30+ days past due account, the customer is then generally considered current under the revised contractual terms. The Company modified \$.4 million of accounts worldwide during the first quarter of 2016, \$2.6 million during the fourth quarter of 2015 and \$3.0 million during the first quarter of 2015 that were 30+ days past due and became current at the time of modification. Had these accounts not been modified and continued to not make payments, the pro forma percentage of retail loan and lease accounts 30+ days past due would have been as follows:

	March 31 2016	December 31 2015	March 31 2015
Pro forma percentage of retail loan and lease accounts 30+ days past due:			
U.S. and Canada	.2%	.3%	.1%
Europe	.7%	.7%	1.3%
Mexico and Australia	2.0%	1.6%	2.9%
Worldwide		.6%	.7%

Modifications of accounts in prior quarters that were more than 30 days past due at the time of modification are included in past dues if they were not performing under the modified terms at March 31, 2016, December 31, 2015 and March 31, 2015. The effect on the allowance for credit losses from such modifications was not significant at March 31, 2016, December 31, 2015 and March 31, 2015.

The Company's annualized pre-tax return on average earning assets for Financial Services was 2.8% for the first quarter of 2016 compared to 3.2% for the same period in 2015.

### Other

Other includes the winch business as well as sales, income and expenses not attributable to a reportable segment, including the European Commission charge and a portion of corporate expense. Other sales represent less than 1% of consolidated net sales and revenues for both the first quarter of 2016 and 2015. Other SG&A was \$13.5 million for the first quarter of 2016 and \$15.5 million for the first quarter of 2015. The decrease in SG&A was primarily due to lower professional fees. For the first quarter, other income (loss) before tax was a loss of \$954.3 million in 2016 compared to a loss of \$10.4 million in 2015. The higher loss in 2016 was primarily due to the European Commission charge and lower income before tax from the winch business which has been affected by lower oilfield related business.

Investment income was \$5.7 million in the first quarter of 2016 compared to \$5.1 million in the first quarter of 2015. The higher investment income in the first quarter of 2016 was primarily due to higher average portfolio balances, partially offset by the effects of translating weaker foreign currencies to the U.S. dollar and lower realized gains.

## Income Taxes

The effective tax rate for the first quarter of 2016 was a negative 38.4% compared to 32.6% for the first quarter of 2015. Substantially all of the difference in tax rates was due to the non-deductible European Commission charge of \$942.6 million in 2016.

(\$ in millions)		
Three Months Ended March 31,	2016	 2015
Domestic income before taxes	\$ 313.2	\$ 407.1
Foreign (loss) income before taxes	 (742.8)	 154.6
Total (loss) income before taxes	\$ (429.6)	\$ 561.7
Domestic pre-tax return on revenues	12.9%	13.9%
Foreign pre-tax return on revenues	(39.6)%	8.1%
Total pre-tax return on revenues	 (10.0)%	 11.6%

For the first quarter of 2016, the decline in income before income taxes and return on revenues for domestic operations was primarily due to lower revenues from truck operations. The European Commission charge of \$942.6 million resulted in a loss before income taxes and a negative return on revenues for foreign operations in the first quarter of 2016. Excluding the European Commission charge, foreign operations income before income taxes and return on revenues increased primarily due to improved revenues and margins from European truck operations.

## LIQUIDITY AND CAPITAL RESOURCES:

	March 31	Ι	December 31
(\$ in millions)	 2016		2015
Cash and cash equivalents	\$ 1,847.3	\$	2,016.4
Marketable debt securities	 1,466.1		1,448.1
	\$ 3,313.4	\$	3,464.5

The Company's total cash and marketable debt securities at March 31, 2016 decreased \$151.1 million from the balances at December 31, 2015, primarily due to a decrease in cash and cash equivalents.

The change in cash and cash equivalents is summarized below:

(\$ in millions)		
Three Months Ended March 31,	2016	2015
Operating activities:		
Net (loss) income	\$ (594.6)	\$ 378.4
Net income items not affecting cash	228.5	176.6
European Commission charge	942.6	
Changes in operating assets and liabilities, net	219.3	(78.8)
Net cash provided by operating activities	795.8	476.2
Net cash used in investing activities	(292.2)	(332.2)
Net cash used in financing activities	(722.9)	(239.9)
Effect of exchange rate changes on cash	 50.2	(77.0)
Net decrease in cash and cash equivalents	(169.1)	(172.9)
Cash and cash equivalents at beginning of period	2,016.4	1,737.6
Cash and cash equivalents at end of period	\$ 1,847.3	\$ 1,564.7

Operating activities: Cash provided by operations increased by \$319.6 million to \$795.8 million in the first quarter of 2016 compared to \$476.2 million in 2015. The net loss in 2016 reflects the European Commission non-cash charge of \$942.6 million. Higher operating cash flows reflect \$289.2 million from wholesale receivables as the first quarter of 2016 was a cash inflow of \$73.7 million vs. a cash outflow of \$215.5 million in 2015. In addition, higher cash from operations reflects a lower cash usage of \$70.3 million from accounts receivable as sales of goods and services exceeded cash receipts, which was offset by a lower cash inflow of \$103.0 million from accounts payable and accrued expenses as purchases of goods and services exceeding payments.

*Investing activities:* Cash used in investing activities decreased by \$40.0 million to \$292.2 million in the first quarter of 2016 from \$332.2 million in 2015. Lower net cash used in investing activities reflects \$59.8 million from marketable debt securities as there was \$14.0 million in net proceeds from sales of marketable debt securities in the first quarter of 2016 vs. \$45.8 million in net purchases of marketable debt securities in 2015. This was partially offset by higher payments for property, plant and equipment of \$22.5 million.

Financing activities: Cash used in financing activities was \$722.9 million for the first quarter of 2016 compared to cash used in financing activities of \$239.9 million in 2015, an increase of \$483.0 million. The Company paid \$576.9 million in dividends in the first quarter of 2016 compared to \$432.4 million in 2015; the increase of \$144.5 million was primarily due to an increase for the 2015 special dividend paid in January 2016. In addition, the Company repurchased 1.1 million shares of common stock for \$56.3 million in the first quarter of 2016. In the first quarter of 2016, the Company issued \$525.6 million of term debt, repaid term debt of \$500.0 million and reduced its outstanding commercial paper and short-term bank loans by \$117.9 million. In the first quarter of 2015, the Company issued \$554.3 million in term debt, reduced its outstanding commercial paper and short-term bank loans by \$347.9 million and repaid term debt of \$20.2 million. This resulted in cash used in borrowing activities of \$92.3 million in the first quarter of 2016, \$278.5 million lower than the cash provided by borrowing activities of \$186.2 million in 2015.

## **Credit Lines and Other**

The Company has line of credit arrangements of \$3.43 billion, of which \$3.24 billion were unused at March 31, 2016. Included in these arrangements are \$3.0 billion of syndicated bank facilities, of which \$1.0 billion expires in June 2016, \$1.0 billion expires in June 2019 and \$1.0 billion expires in June 2020. The Company intends to replace these credit facilities on or before expiration with facilities of similar amounts and duration. These credit facilities are maintained primarily to provide backup liquidity for commercial paper borrowings and maturing medium-term notes. There were no borrowings under the syndicated bank facilities for the three months ended March 31, 2016.

On September 23, 2015, PACCAR's Board of Directors approved the repurchase of up to \$300.0 million of the Company's common stock, and as of March 31, 2016, \$192.6 million of shares have been repurchased pursuant to the 2015 authorization.

## Truck, Parts and Other

The Company provides funding for working capital, capital expenditures, R&D, dividends, stock repurchases and other business initiatives and commitments primarily from cash provided by operations. Management expects this method of funding to continue in the future. Based on recent developments related to the European Commission investigation of all major European commercial vehicle manufacturers, the Company recorded a non-tax deductible charge of €850 million (\$942.6 million) in the first quarter of 2016. The Company's subsidiary, DAF Trucks N.V., has sufficient liquidity to fund payment of the charge.

Investments for property, plant and equipment in the first quarter of 2016 increased to \$61.4 million from \$37.0 million for the same period of 2015, primarily due to higher investments by DAF in Europe and the construction of a new parts distribution center in Renton, Washington. Over the past decade, the Company's combined investments in worldwide capital projects and R&D totaled \$6.0 billion, and have significantly increased the operating capacity and efficiency of its facilities and the competitive advantage of the Company's premium products.

In 2016, capital investments are expected to be \$325 to \$375 million and R&D is expected to be \$240 to \$260 million focused on enhanced aftermarket support, manufacturing facilities and new product development.

The Company conducts business in certain countries which have been experiencing or may experience significant financial stress, fiscal or political strain and are subject to the corresponding potential for default. The Company routinely monitors its financial exposure to global financial conditions, global counterparties and operating environments. As of March 31, 2016, the Company's exposures in such countries were insignificant.

#### Financial Services

The Company funds its financial services activities primarily from collections on existing finance receivables and borrowings in the capital markets. The primary sources of borrowings in the capital markets are commercial paper and medium-term notes issued in the public markets and, to a lesser extent, bank loans. An additional source of funds is loans from other PACCAR companies.

The Company issues commercial paper for a portion of its funding in its Financial Services segment. Some of this commercial paper is converted to fixed interest rate debt through the use of interest-rate swaps, which are used to manage interest-rate risk.

In November 2015, the Company's U.S. finance subsidiary, PACCAR Financial Corp. (PFC), filed a shelf registration under the Securities Act of 1933. The total amount of medium-term notes outstanding for PFC as of March 31, 2016 was \$4.40 billion. The registration expires in November 2018 and does not limit the principal amount of debt securities that may be issued during that period.

As of March 31, 2016, the Company's European finance subsidiary, PACCAR Financial Europe, had €293.2 million available for issuance under a €1.50 billion medium-term note program listed on the Professional Securities Market of the London Stock Exchange. This program replaced an expiring program in the second quarter of 2015 and is renewable annually through the filing of new listing particulars. The program will be renewed in the second quarter of 2016.

In April 2011, PACCAR Financial Mexico (PFM) registered a 10.00 billion peso medium-term note and commercial paper program with the Comision Nacional Bancaria y de Valores. The registration expired in April 2016 and limited the amount of commercial paper (up to one year) to 5.00 billion pesos. At March 31, 2016, 7.68 billion pesos were available for issuance. In April 2016, PFM renewed the registration. Under the new registration, 10.00 billion pesos of medium-term note and commercial paper are available for issuance. The new registration expires in April 2021 and limits the amount of commercial paper (up to one year) to 5.00 billion pesos.

In the event of a future significant disruption in the financial markets, the Company may not be able to issue replacement commercial paper. As a result, the Company is exposed to liquidity risk from the shorter maturity of short-term borrowings paid to lenders compared to the longer timing of receivable collections from customers. The Company believes its cash balances and investments, collections on existing finance receivables, syndicated bank lines and current investment-grade credit ratings of A+/A1 will continue to provide it with sufficient resources and access to capital markets at competitive interest rates and therefore contribute to the Company maintaining its liquidity and financial stability. A decrease in these credit ratings could negatively impact the Company's ability to access capital markets at competitive interest rates and the Company's ability to maintain liquidity and financial stability. PACCAR believes its Financial Services companies will be able to continue funding receivables, servicing debt and paying dividends through internally generated funds, access to public and private debt markets and lines of credit.

## RECONCILIATION OF NON-GAAP TO GAAP FINANCIAL MEASURES:

This Form 10-Q includes "adjusted net income (non-GAAP)" and "adjusted net income per diluted share (non-GAAP)", which are financial measures that are not in accordance with U.S. generally accepted accounting principles ("GAAP"), since they exclude the non-recurring European Commission charge. These measures differ from the most directly comparable measures calculated in accordance with GAAP and may not be comparable to similarly titled non-GAAP financial measures used by other companies.

Management utilizes these non-GAAP measures to evaluate the Company's performance and believes these measures allow investors and management to evaluate operating trends by excluding a significant non-recurring charge that is not representative of underlying operating trends.

Reconciliations of adjusted net income (non-GAAP) and adjusted net income per diluted share (non-GAAP) to the most directly comparable GAAP measures are as follows:

(\$ in millions)	Three Months Ended March 31, 2016
Adjusted net income (non-GAAP)	\$ 348.0
Non-recurring European Commission charge	(942.6)
Net loss	\$ (594.6)
	Three Months Ended March 31, 2016
Per diluted share:	
Per diluted share: Adjusted net income (non-GAAP)	
	March 31, 2016

Shares used in per share calculations: non-GAAP - 351.9 million and GAAP - 351.3 million.

#### FORWARD-LOOKING STATEMENTS:

This report contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include statements relating to future results of operations or financial position and any other statement that does not relate to any historical or current fact. Such statements are based on currently available operating, financial and other information and are subject to risks and uncertainties that may affect actual results. Risks and uncertainties include, but are not limited to: a significant decline in industry sales; competitive pressures; reduced market share; reduced availability of or higher prices for fuel; increased safety, emissions, or other regulations resulting in higher costs and/or sales restrictions; currency or commodity price fluctuations; lower used truck prices; insufficient or under-utilization of manufacturing capacity; supplier interruptions; insufficient liquidity in the capital markets; fluctuations in interest rates; changes in the levels of the Financial Services segment new business volume due to unit fluctuations in new PACCAR truck sales or reduced market shares; changes affecting the profitability of truck owners and operators; price changes impacting truck sales prices and residual values; insufficient supplier capacity or access to raw materials; labor disruptions; shortages of commercial truck drivers; increased warranty costs or litigation; or legislative and governmental regulations. A more detailed description of these and other risks is included under the heading Part 1, Item 1A, "Risk Factors" in the Company's Annual Report on Form 10-K for the year ended December 31, 2015.

## ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

There were no material changes in the Company's market risk during the three months ended March 31, 2016. For additional information, refer to Item 7A as presented in the 2015 Annual Report on Form 10-K.

## ITEM 4. CONTROLS AND PROCEDURES

The Company's management, with the participation of the Principal Executive Officer and Principal Financial Officer, conducted an evaluation of the effectiveness of the Company's disclosure controls and procedures (as defined in Exchange Act Rule 13a-15(e)) as of the period covered by this report. Based on that evaluation, the Principal Executive Officer and Principal Financial Officer concluded that the Company's disclosure controls and procedures were effective as of the end of the period covered by this report.

There have been no significant changes in the Company's internal controls over financial reporting that occurred during the fiscal quarter covered by this quarterly report that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

#### PART II – OTHER INFORMATION

For Items 3, 4 and 5, there was no reportable information for the three months ended March 31, 2016.

#### ITEM 1. LEGAL PROCEEDINGS

In January 2011, the European Commission (EC) commenced an investigation of all major European commercial vehicle manufacturers, including subsidiaries of the Company. In November 2014, the EC issued a Statement of Objections to the manufacturers, including DAF Trucks N.V., its subsidiary DAF Trucks Deutschland GmbH and the Company as their parent. The Statement of Objections is a procedural step in which the EC expressed its preliminary view that the manufacturers participated in anticompetitive practices in the European Union. The EC indicated it will seek to impose significant fines on the manufacturers. DAF is cooperating with the EC.

Based on recent developments, the Company recorded a charge of €850 million (\$942.6 million) in the first quarter of 2016. The Company will continue to evaluate the amount of the charge pending final resolution of the proceeding. The charge is not tax deductible. The Company's subsidiary, DAF Trucks N.V., has sufficient liquidity to fund a payment in the amount of the charge.

The Company and its subsidiaries are parties to various lawsuits incidental to the ordinary course of business. Except for the EC matter noted above, management believes that the disposition of such lawsuits will not materially affect the Company's business or financial condition

## ITEM 1A. RISK FACTORS

For information regarding risk factors, refer to Part I, Item 1A as presented in the 2015 Annual Report on Form 10-K. There have been no material changes in the Company's risk factors during the three months ended March 31, 2016.

## ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

For Items 2(a) and (b), there was no reportable information for the three months ended March 31, 2016.

## (c) Issuer purchases of equity securities.

On September 23, 2015, the Company's Board of Directors approved a plan to repurchase up to \$300 million of the Company's outstanding common stock. As of March 31, 2016, the Company has repurchased 3.8 million shares for \$192.6 million under this plan. The following are details of repurchases made under this plan for the first quarter of 2016:

<u>Period</u>	Total Number of Shares Purchased	Average Price Paid per Share	ximum Dollar Value that May Yet be urchased Under This Plan
January 1 - 31, 2016			\$ 163,723,038
February 1 - 29, 2016	1,097,611	\$ 50.23	\$ 108,595,042
March 1 - 31, 2016	22,259	\$ 52.13	\$ 107,434,709
Total	1,119,870	\$ 50.26	\$ 107,434,709

## ITEM 6. EXHIBITS

Any exhibits filed herewith are listed in the accompanying index to exhibits.

## **SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

	PACCAR Inc (Registrant)
Date May 4, 2016	By /s/ M. T. Barkley
	M. T. Barkley
	Senior Vice President and Controller
	(Authorized Officer and Chief Accounting Officer)

# INDEX TO EXHIBITS

# Exhibit (in order of assigned index numbers)

Exhibit Number		Exhibit Description		<u>Form</u>	Date of First Filing	Exhibit Number	File Number		
(3)	(i)	Articles of Incorporation:							
		Amended and Restated Certificate of Incorporation of PACCAR Inc*							
(ii)		Byla	Bylaws:						
			rth Amended and Restated Bylaws of PACCAR Inc	8-K	April 29, 2016	3(ii)	001-14817		
(4)		Instr	Instruments defining the rights of security holders, including indentures**:						
		(a)	Indenture for Senior Debt Securities dated as of November 20, 2009 between PACCAR Financial Corp. and The Bank of New York Mellon Trust Company, N.A.	S-3	November 20, 2009	4.1	333-163273		
		(b)	Forms of Medium-Term Note, Series M (PACCAR Financial Corp.)	S-3	November 20, 2009	4.2 and 4.3	333-163273		
		(c)	Forms of Medium-Term Note, Series N (PACCAR Financial Corp.)	S-3	November 7, 2012	4.2 and 4.3	333-184808		
		(d)	Forms of Medium-Term Note, Series O (PACCAR Financial Corp.)	S-3	November 5, 2015	4.2 and 4.3	333-207838		
		(e)	Form of InterNotes, Series C (PACCAR Financial Corp.)	S-3	November 5, 2015	4.4	333-207838		
		(f)	Terms and Conditions of the Notes applicable to the €1,500,000,000 Medium Term Note Programme of PACCAR Financial Europe B.V. prior to May 9, 2014	10-Q	November 7, 2013	4(i)	001-14817		
		(g)	Terms and Conditions of the Notes applicable to the €1,500,000,000 Medium Term Note Programme of PACCAR Financial Europe B.V. set forth in the Base Prospectus dated May 9, 2014	10-Q	November 6, 2014	4(h)	001-14817		
		(h)	Terms and Conditions of the Notes applicable to the €1,500,000,000 Medium Term Note Programme of PACCAR Financial Europe B.V. set forth in the Listing Particulars dated May 11, 2015	10-Q	August 6, 2015	4(g)	001-14817		

Exhibit Number	Exhil	bit Description	<u>Form</u>	Date of First Filing	Exhibit Number	File Number
	**	Pursuant to the Instructions to Exhibits, certain instruments defit the Company and its wholly owned subsidiaries are not filed be under any such instrument does not exceed 10 percent of the Co such instruments upon request of the Commission.	cause the	total amount of securi	ities authorize	ed
(10)		Material Contracts:				
	(a)	PACCAR Inc Amended and Restated Supplemental Retirement Plan	10-K	February 27, 2009	10(a)	001-14817
	(b)	Amended and Restated Deferred Compensation Plan	10-Q	May 5, 2012	10(b)	001-14817
	(c)	Deferred Incentive Compensation Plan (Amended and Restated as of December 31, 2004)	10-K	February 27, 2006	10(b)	001-14817
	(d)	Second Amended and Restated PACCAR Inc Restricted Stock and Deferred Compensation Plan for Non-Employee Directors	DEF14A	March 14, 2014	10(v)	001-14817
	(e)	PACCAR Inc Restricted Stock and Deferred Compensation Plan for Non-Employee Directors, Form of Restricted Stock Agreement for Non-Employee Directors	10-K	February 27, 2009	10(e)	001-14817
	(f)	PACCAR Inc Restricted Stock and Deferred Compensation Plan for Non-Employee Directors, Form of Deferred Restricted Stock Unit Agreement for Non-Employee Directors	8-K	December 10, 2007	99.3	001-14817
	(g)	Amendment to Compensatory Arrangement with Non- Employee Directors	10-K	February 26, 2015	10(g)	001-14817
	(h)	PACCAR Inc Senior Executive Yearly Incentive Compensation Plan	DEF14A	March 10, 2011	Appendix B	001-14817
	(i)	PACCAR Inc Senior Executive Yearly Incentive Compensation Plan (effective 01/01/16)	10-Q	August 6, 2015	10(i)	001-14817
	(j)	PACCAR Inc Long Term Incentive Plan	10-Q	August 6, 2015	10(j)	001-14817
	(k)	PACCAR Inc Long Term Incentive Plan, Nonstatutory Stock Option Agreement and Form of Option Grant Agreement	8-K	January 25, 2005	99.1	001-14817

Exhibit Number	Exhibit	t Description	Form	Date of First Filing	Exhibit Number	File Number
	(1)	Amendment One to PACCAR Inc Long Term Incentive Plan, Nonstatutory Stock Option Agreement and Form of Option Grant Agreement	10-Q	August 7, 2013	10(k)	001-14817
	(m)	PACCAR Inc Long Term Incentive Plan, 2014 Form of Nonstatutory Stock Option Agreement	10-Q	August 7, 2013	10(1)	001-14817
	(n)	PACCAR Inc Long Term Incentive Plan, Form of Restricted Stock Award Agreement	8-K	February 5, 2007	99.1	001-14817
	(o)	PACCAR Inc Long Term Incentive Plan, 2010 Form of Restricted Stock Award Agreement	10-K	February 26, 2010	10(m)	001-14817
	(p)	PACCAR Inc Long Term Incentive Plan, Alternate Form of Restricted Stock Award Agreement	10-K	March 1, 2011	10(n)	001-14817
	(q)	PACCAR Inc Long Term Incentive Plan, 2016 Restricted Stock Award Agreement	10-Q	August 6, 2015	10(q)	001-14817
	(r)	PACCAR Inc Savings Investment Plan, Amendment and Restatement effective January 1, 2009	10-K	March 1, 2011	10(r)	001-14817
	(s)	Memorandum of Understanding, dated as of May 11, 2007, by and among PACCAR Engine Company, the State of Mississippi and certain state and local supporting governmental entities	8-K	May 16, 2007	10.1	001-14817
	(t)	Letter Waiver Dated as of July 22, 2008 amending the Memorandum of Understanding, dated as of May 11, 2007, by and among PACCAR Engine Company, the State of Mississippi and certain state and local supporting governmental entities	10-Q	October 27, 2008	10(o)	001-14817
	(u)	Second Amendment to Memorandum of Understanding dated as of September 26, 2013, by and among PACCAR Engine Company, the Mississippi Development Authority and the Mississippi Major Economic Impact Authority	10-Q	November 7, 2013	10(u)	001-14817

Exhibit Number	Exhib	it Description	Form	Date of First Filing	Exhibit Number	File Number
	(v)	Second Amended and Restated PACCAR Inc Restricted Stock and Deferred Compensation Plan for Non-Employee Directors, Form of Amended Deferred Restricted Stock Unit Grant Agreement	10-K	February 26, 2015	10(t)	001-14817
	(w)	Second Amended and Restated PACCAR Inc Restricted Stock and Deferred Compensation Plan for Non-Employee Directors, Form of Amended Restricted Stock Grant Agreement	10-K	February 26, 2015	10(u)	001-14817
(31)		Rule 13a-14(a)/15d-14(a) Certifications:				
	(a)	Certification of Principal Executive Officer*				
	(b)	Certification of Principal Financial Officer*				
(32)		Section 1350 Certifications:				
		Certification pursuant to rule 13a-14(b) and section 906 of the \$1350)*	Sarbane	s-Oxley Act of 2002	(18 U.S.C	C. section
(101.INS)		XBRL Instance Document*				
(101.SCH)		XBRL Taxonomy Extension Schema Document*				
(101.CAL)		XBRL Taxonomy Extension Calculation Linkbase Document*				
(101.DEF)		XBRL Taxonomy Extension Definition Linkbase Document*				
(101.LAB)		XBRL Taxonomy Extension Label Linkbase Document*				
(101.PRE)		XBRL Taxonomy Extension Presentation Linkbase Document*				

<sup>\*</sup> filed herewith

# AMENDED AND RESTATED CERTIFICATE OF INCORPORATION OF PACCAR Inc

The Corporation's original certificate of incorporation was filed with the Secretary of State of the State of Delaware on November 19, 1971. The following Amended and Restated Certificate of Incorporation was duly proposed by the Corporation's Board of Directors and adopted by the Corporation's stockholders in accordance with the provisions of Sections 242 and 245 of the General Corporation Law of the State of Delaware. As a result of the foregoing, the certificate of incorporation of the Corporation is restated in its entirety as follows:

FIRST: The name of this Corporation shall be

#### "PACCAR Inc".

SECOND: The Corporation's Registered Office shall be at 2711 Centerville Road, Suite 400, Wilmington, County of New Castle, Delaware 19808. The Corporation's Registered Agent shall be The Prentice-Hall Corporation System, Inc., a Delaware corporation, the business office of which is identical with the Corporation's Registered Office.

THIRD: The purpose of the Corporation is to engage in any lawful act or activity for which corporations may be organized under the General Corporation Law of the State of Delaware.

FOURTH: The Corporation is authorized to issue 1,201,000,000 shares of stock of all classes, consisting of 1,200,000,000 shares of common stock having a par value of \$1 per share and 1,000,000 shares of preferred stock having no par value. Each holder of record of shares of common stock shall be entitled to one vote for each share of stock outstanding in his name of record on the books of the Corporation. The holders of shares of preferred stock shall have no vote other than as may be provided by resolution of the Board of Directors. Other than as here expressly provided, the Board of Directors of the Corporation is expressly granted the authority to fix by resolution or resolutions, the voting power, designations, preferences and relative participating optional or other special rights and the qualifications, limitations or restrictions thereof in respect of any class or classes of stock or any shares of any class of stock of the Corporation to the full extent permitted by the General Corporation Law of the State of Delaware.

Pursuant to the foregoing authority, the Board of Directors has previously authorized the issuance of Series A Junior Participating Preferred Stock by filing a Certificate of Designations of Series A Junior Participating Preferred Stock dated January 22, 1990 with the Secretary of State of the State of Delaware on January 31, 1990, and amended same by filing an Amended Certificate of Designations of Series A Junior Participating Preferred Stock dated February 25, 1999 with the Delaware Secretary of State on March 1, 1999. The number of shares included in the Series A Junior Participating Preferred Stock, and the rights, qualifications, limitations and restrictions thereof are set forth in Appendix A hereto.

FIFTH: The original Bylaws of the Corporation may be adopted by the incorporator. Thereafter the power to make, alter or repeal Bylaws is conferred upon the Directors of the Corporation.

SIXTH: The Corporation shall have and may exercise all powers and rights, including but not limited to the power to indemnify its directors, officers, employees and agents, or any of them, in all respects as and to the full extent authorized or permitted by the General Corporation Law of the State of Delaware as the same has been heretofore or may be hereafter amended and by the provisions of this Certificate.

SEVENTH: The affirmative vote of holders of two-thirds (2/3) of the outstanding shares of stock entitled to vote shall be necessary for the following corporate actions:

- 1. The removal, with or without cause, of any Director or the entire Board of Directors;
- 2. Amendment of this Certificate of Incorporation;
- 3. Adoption of an agreement of merger or consolidation;
- 4. The sale, lease or exchange of all or substantially all of the Corporation's property and assets;
- 5. Dissolution of the Corporation; and
- 6. Approval of a stockholder action to make, alter or repeal the Bylaws.

EIGHTH: If any "Unfriendly Suitor" (as described below, hereafter "Suitor") becomes the beneficial owner after the record date for the 1986 stockholders' meeting, directly or indirectly, of twenty percent (20%) or more of the outstanding shares of stock of the Corporation, then in addition to the two-thirds (2/3) voting requirement for any transactions described in paragraphs 3, 4 or 5 of Article SEVENTH (each called "a Business Combination"), the following shall also be necessary:

- 1. The cash, or fair market value of other consideration, to be received per share by stockholders of the Corporation in any Business Combination in which the Suitor has a direct or indirect material interest, other than solely as a Stockholder of the Corporation, shall not be less than the highest per share price (including brokerage commissions and/or soliciting dealers' fees) paid by the Suitor in acquiring any of its holdings of the Corporation's common stock.
- 2. The Suitor shall not have received the benefit, directly or indirectly of any loans, advances, guarantees, pledges or other financial assistance or tax benefits provided by the Corporation.

The term Suitor includes any person, corporation, or affiliate and any party with which the Suitor has a direct or indirect agreement, understanding or arrangement for the purpose of acquiring, holding or voting stock of the Corporation.

The affirmative vote of two-thirds (2/3) of the outstanding shares of stock entitled to vote, other than stock held by the Suitor, shall be necessary to amend this Article EIGHTH.

## NINTH:

- 1. The number of the directors of the Corporation shall be fixed from time to time by or pursuant to the Bylaws of the Corporation. At each annual meeting of the stockholders of the Corporation, the successors of each director whose term expires at that meeting shall be elected to hold office for a term expiring at the next annual meeting of stockholders and until such director's successor shall have been elected and qualified.
- 2. Newly created directorships resulting from any increase in the number of directors and any vacancies on the Board of Directors resulting from death, resignation, disqualification, removal or other cause shall be filled by the affirmative vote of a majority of the remaining directors then in office, even though less than a quorum of the Board of Directors. Any director elected in accordance with the preceding sentence shall hold office for a term expiring at the next annual meeting of stockholders and until such director's successor shall have been elected and qualified. No decrease in the number of directors constituting the Board of Directors shall shorten the term of any incumbent director.

TENTH: Any action required or permitted to be taken by the stockholders of the Corporation must be effected at a duly called annual or special meeting of stockholders and may not be effected by any consent in writing by the stockholders. Except as otherwise required by law and subject to the rights of the holders of any class or series of stock having a preference over the Common Stock as to dividends or upon liquidation, special meetings of stockholders of the Corporation may be called only by the Board of Directors pursuant to a resolution approved by a majority of the entire Board of Directors.

ELEVENTH: The liability of the Corporation's directors to the Corporation or its stockholders shall be eliminated or limited to the fullest extent permitted by the Delaware General Corporation Law as amended from time to time. Any amendment or repeal of this Article ELEVENTH shall not adversely affect any right or protection of a director for acts or omissions prior to such amendment or repeal.

#### TWELFTH:

- Right to Indemnification. Each person made or threatened to be made a party to or involved in any action, suit or proceeding, whether civil, criminal, administrative or investigative (a "proceeding"), by reason of the fact that he or she (or a person of whom he or she is the legal representative) is or was a director or officer of the Corporation or is or was serving at the request of the Corporation as a director, officer, employee or agent of another corporation or of a partnership, joint venture, trust or other enterprise, including service with respect to employee benefit plans, whether the basis of the proceeding is alleged action in an official capacity as a director, officer, employee or agent or in any other capacity while serving as a director, officer, employee or agent, shall be indemnified and held harmless by the Corporation to the fullest extent authorized by the Delaware General Corporation Law, as it now exists or may be amended, against all expense, liability and loss (including attorneys' fees, judgments, fines, ERISA excise taxes or penalties and amounts paid or to be paid in settlement) reasonably incurred or suffered by a person in connection with a proceeding. The indemnification shall continue as to a person who has ceased to be a director, officer, employee or agent and shall inure to the benefit of his or her heirs, executors and administrators; provided, however, that, except as provided in paragraph 2 of this Article TWELFTH, the Corporation shall indemnify any person seeking indemnification in connection with a proceeding (or part thereof) initiated by such person only if the proceeding (or part thereof) was authorized by the Board of Directors of the Corporation. The right to indemnification conferred in this Article TWELFTH shall be a contract right and shall include the right to be paid by the Corporation the expenses incurred in defending any proceeding in advance of its final disposition; provided, however, that, if the Delaware General Corporation Law requires, the payment of expenses incurred by a director or officer in his or her capacity as a director or officer (and not in any other capacity in which service was or is rendered by a person while a director or officer, including, without limitation, service to an employee benefit plan) in advance of the final disposition of a proceeding, shall be made only upon delivery to the Corporation of an undertaking, by or on behalf of the director or officer, to repay all amounts so advanced if it shall ultimately be determined that the director or officer is not entitled to be indemnified under this Article TWELFTH or otherwise. The Corporation may, by action of its Board of Directors, provide indemnification to employees and agents of the Corporation with the same scope and effect as the foregoing indemnification of directors and officers.
- 2. If a claim under paragraph 1 of this Article TWELFTH is not paid in full by the Corporation within thirty days after a written claim has been received by the Corporation, the claimant may at any time thereafter bring suit against the Corporation to recover the unpaid amount of the claim and, if successful in whole or in part, the claimant shall be entitled to be paid also the cost and expense (including attorneys' fees) of prosecuting the claim. It shall be a defense to an action (other than an action brought to enforce a claim for expenses incurred in defending any proceeding in advance of its final disposition where the required undertaking, if any is required, has been tendered to the Corporation) that the claimant has not met the standards of conduct which make it permissible under the Delaware General Corporation Law for the Corporation to indemnify the claimant for the amount claimed, but the burden of proving such defense shall be on the Corporation. Neither the failure of the Corporation (including its Board of Directors, independent legal counsel, or its stockholders) to have made a determination prior to the commencement of the action that indemnification of the claimant is proper in the circumstances because he or she has met the applicable standard of conduct set forth in the Delaware General Corporation Law, nor an actual determination by the Corporation (including its Board of Directors, independent legal counsel, or its stockholders) that the claimant has not met the applicable standard of conduct, shall be a defense to the action or create a presumption that the claimant has not met the applicable standard of conduct.
- 3. The right to indemnification and the payment of expenses incurred in defending a proceeding in advance of its final disposition conferred in this Article TWELFTH shall not be exclusive of any other right which any person may have or hereafter acquire under any statute, provision of the Certificate of Incorporation, bylaw, agreement, vote of stockholders or disinterested directors or otherwise.
- 4. The Corporation may maintain insurance, at its expense, to protect itself and any director, officer, employee or agent of the Corporation or another corporation, partnership, joint venture, trust or other enterprise against any expense, liability or loss, whether or not the Corporation would have the power to indemnify such person against the expense, liability or loss under the Delaware General Corporation Law.

## CERTIFICATE OF DESIGNATIONS OF

## SERIES A JUNIOR PARTICIPATING PREFERRED STOCK

OF

#### **PACCAR Inc**

(Pursuant to Section 151 of the Delaware General Corporation Law)

Section 1. <u>Designation and Amount</u>. The shares of such series shall be designated as "Series A Junior Participating Preferred Stock" (the "Series A Preferred Stock") and the number of shares constituting the Series A Preferred Stock shall be 50,000. Such number of shares may be increased or decreased by resolution of the Board of Directors; <u>provided</u>, that no decrease shall reduce the number of shares of Series A Preferred Stock to a number less than the number of shares then outstanding plus the number of shares reserved for issuance upon the exercise of outstanding options, rights or warrants or upon the conversion of any outstanding securities issued by the Corporation convertible into Series A Preferred Stock.

### Section 2. Dividends and Distributions.

- (A) Subject to the rights of the holders of any shares of any series of Preferred Stock, no par value per share (the "Preferred Stock"), of the Corporation (or any similar stock) ranking prior and superior to the Series A Preferred Stock with respect to dividends, the holders of shares of Series A Preferred Stock, in preference to the holders of Common Stock, par value \$1.00 per share (the "Common Stock"), of the Corporation, and of any other junior stock, shall be entitled to receive, when, as and if declared by the Board of Directors out of funds legally available for the purpose, quarterly dividends payable in cash on the first day of March, June, September and December in each year (each such date being referred to herein as a "Quarterly Dividend Payment Date"), commencing on the first Quarterly Dividend Payment Date after the first issuance of a share or fraction of a share of Series A Preferred Stock, in an amount per share (rounded to the nearest cent) equal to the greater of (a) \$1 or (b) subject to the provision for adjustment hereinafter set forth, 10,000 times the aggregate per share amount of all cash dividends, and 10,000 times the aggregate per share amount (payable in kind) of all non-cash dividends or other distributions, other than a dividend payable in shares of Common Stock or a subdivision of the outstanding shares of Common Stock (by reclassification or otherwise), declared on the Common Stock since the immediately preceding Quarterly Dividend Payment Date or, with respect to the first Quarterly Dividend Payment Date, since the first issuance of any share or fraction of a share of Series A Preferred Stock. In the event the Corporation shall at any time declare or pay any dividend on the Common Stock payable in shares of Common Stock, or effect a subdivision or combination or consolidation of the outstanding shares of Common Stock (by reclassification or otherwise than by payment of a dividend in shares of Common Stock) into a greater or lesser number of shares of Common Stock, then in each such case the amount to which holders of shares of Series A Preferred Stock were entitled immediately prior to such event under clause (b) of the preceding sentence shall be adjusted by multiplying such amount by a fraction, the numerator of which is the number of shares of Common Stock outstanding immediately after such event and the denominator of which is the number of shares of Common Stock that were outstanding immediately prior to such event.
- (B) The Corporation shall declare a dividend or distribution on the Series A Preferred Stock as provided in paragraph (A) of this Section immediately after it declares a dividend or distribution on the Common Stock (other than a dividend payable in shares of Common Stock); provided that, in the event no dividend or distribution shall have been declared on the Common Stock during the period between any Quarterly Dividend Payment Date and the next subsequent Quarterly Dividend Payment Date, a dividend of \$1 per share on the Series A Preferred Stock shall nevertheless be payable on such subsequent Quarterly Dividend Payment Date.

(C) Dividends shall begin to accrue and be cumulative on outstanding shares of Series A Preferred Stock from the Quarterly Dividend Payment Date next preceding the date of issue of such shares, unless the date of issue of such shares is prior to the record date for the first Quarterly Dividend Payment Date, in which case dividends on such shares shall begin to accrue from the date of issue of such shares, or unless the date of issue is a Quarterly Dividend Payment Date or is a date after the record date for the determination of holders of shares of Series A Preferred Stock entitled to receive a quarterly dividend and before such Quarterly Dividend Payment Date, in either of which events such dividends shall begin to accrue and be cumulative from such Quarterly Dividend Payment Date. Accrued but unpaid dividends shall not bear interest. Dividends paid on the shares of Series A Preferred Stock in an amount less than the total amount of such dividends at the time accrued and payable on such shares shall be allocated pro rata on a share-by-share basis among all such shares at the time outstanding. The Board of Directors may fix a record date for the determination of holders of shares of Series A Preferred Stock entitled to receive payment of a dividend or distribution declared thereon, which record date shall be not more than 60 days prior to the date fixed for the payment thereof.

## Section 3. Voting Rights. The holders of shares of Series A Preferred Stock shall have the following voting rights:

- (A) Subject to the provision for adjustment hereinafter set forth, each share of Series A Preferred Stock shall entitle the holder thereof to 10,000 votes on all matters submitted to a vote of the stockholders of the Corporation. In the event the Corporation shall at any time declare or pay any dividend on the Common Stock payable in shares of Common Stock, or effect a subdivision or combination or consolidation of the outstanding shares of Common Stock (by reclassification or otherwise than by payment of a dividend in shares of Common Stock) into a greater or lesser number of shares of Common Stock, then in each such case the number of votes per share to which holders of shares of Series A Preferred Stock were entitled immediately prior to such event shall be adjusted by multiplying such number by a fraction, the numerator of which is the number of shares of Common Stock outstanding immediately after such event and the denominator of which is the number of shares of Common Stock that were outstanding immediately prior to such event.
- (B) Except as otherwise provided herein, in any other Certificate of Designations creating a series of Preferred Stock or any similar stock, or by law, the holders of shares of Series A Preferred Stock and the holders of shares of Common Stock and any other capital stock of the Corporation having general voting rights shall vote together as one class on all matters submitted to a vote of stockholders of the Corporation.
- (C) Except as set forth herein, or as otherwise provided by law, holders of Series A Preferred Stock shall have no special voting rights and their consent shall not be required (except to the extent they are entitled to vote with holders of Common Stock as set forth herein) for taking any corporate action.

## Section 4. Certain Restrictions.

- (A) Whenever quarterly dividends or other dividends or distributions payable on the Series A Preferred Stock as provided in Section 2 are in arrears, thereafter and until all accrued and unpaid dividends and distributions, whether or not declared, on shares of Series A Preferred Stock outstanding shall have been paid in full, the Corporation shall not:
  - (i) declare or pay dividends, or make any other distributions, on any shares of stock ranking junior (either as to dividends or upon liquidation, dissolution or winding up) to the Series A Preferred Stock;
  - (ii) declare or pay dividends, or make any other distributions, on any shares of stock ranking on a parity (either as to dividends or upon liquidation, dissolution or winding up) with the Series A Preferred Stock, except dividends paid ratably on the Series A Preferred Stock and all such parity stock on which dividends are payable or in arrears in proportion to the total amounts to which the holders of all such shares are then entitled;
  - (iii) redeem or purchase or otherwise acquire for consideration shares of any stock ranking junior (either as to dividends or upon liquidation, dissolution or winding up) to the Series A Preferred Stock, provided that the Corporation may at any time redeem, purchase or otherwise acquire shares of any such junior stock in exchange for shares of any stock of the Corporation ranking junior (either as to dividends or upon dissolution, liquidation or winding up) to the Series A Preferred Stock; or
  - (iv) redeem or purchase or otherwise acquire for consideration any shares of Series A Preferred Stock, or any shares of stock ranking on a parity with the Series A Preferred Stock, except in accordance with a purchase offer made in writing or by publication (as determined by the Board of Directors) to all holders of such shares upon such terms as the Board of Directors, after consideration of the respective annual dividend rates and other relative rights and preferences of the respective series and classes, shall determine in good faith will result in fair and equitable treatment among the respective series or classes.
- (B) The Corporation shall not permit any subsidiary of the Corporation to purchase or otherwise acquire for consideration any shares of stock of the Corporation unless the Corporation could, under paragraph (A) of this Section 4, purchase or otherwise acquire such shares at such time and in such manner.
- Section 5. <u>Reacquired Shares</u>. Any shares of Series A Preferred Stock purchased or otherwise acquired by the Corporation in any manner whatsoever shall be retired and cancelled promptly after the acquisition thereof. All such shares shall upon their cancellation become authorized but unissued shares of Preferred Stock and may be reissued as part of a new series of Preferred Stock subject to the conditions and restrictions on issuance set forth herein, in the Certificate of Incorporation, or in any other Certificate of Designations creating a series of Preferred Stock or any similar stock or as otherwise required by law.
- Section 6. <u>Liquidation</u>, <u>Dissolution or Winding Up</u>. Upon any liquidation, dissolution or winding up of the Corporation, no distribution shall be made (1) to the holders of shares of stock ranking junior (either as to dividends or upon liquidation, dissolution or winding up) to the Series A Preferred Stock unless, prior thereto, the holders of shares of Series A Preferred Stock shall have received \$10,000 per share, plus an amount equal to accrued and unpaid dividends and distributions thereon, whether or not declared, to the date of such payment, provided that the holders of shares of Series A Preferred Stock shall be entitled to receive an aggregate amount per share, subject to the provision for adjustment hereinafter set forth, equal to 10,000 times the aggregate amount to be distributed per share to holders of shares of Common Stock, or

(2) to the holders of shares of stock ranking on a parity (either as to dividends or upon liquidation, dissolution or winding up) with the Series A Preferred Stock, except distributions made ratably on the Series A Preferred Stock and all such parity stock in proportion to the total amounts to which the holders of all such shares are entitled upon such liquidation, dissolution or winding up. In the event the Corporation shall at any time declare or pay any dividend on the Common Stock payable in shares of Common Stock, or effect a subdivision or combination or consolidation of the outstanding shares of Common Stock (by reclassification or otherwise than by payment of a dividend in shares of Common Stock) into a greater or lesser number of shares of Common Stock, then in each such case the aggregate amount to which holders of shares of Series A Preferred Stock were entitled immediately prior to such event under the proviso in clause (1) of the preceding sentence shall be adjusted by multiplying such amount by a fraction the numerator of which is the number of shares of Common Stock outstanding immediately after such event and the denominator of which is the number of shares of Common Stock that were outstanding immediately prior to such event.

Section 7. Consolidation, Merger, etc. In case the Corporation shall enter into any consolidation, merger, combination or other transaction in which the shares of Common Stock are exchanged for or changed into other stock or securities, cash and/or any other property, then in any such case each share of Series A Preferred Stock shall at the same time be similarly exchanged or changed into an amount per share, subject to the provision for adjustment hereinafter set forth, equal to 10,000 times the aggregate amount of stock, securities, cash and/or any other property (payable in kind), as the case may be, into which or for which each share of Common Stock is changed or exchanged. In the event the Corporation shall at any time declare or pay any dividend on the Common Stock payable in shares of Common Stock, or effect a subdivision or combination or consolidation of the outstanding shares of Common Stock (by reclassification or otherwise than by payment of a dividend in shares of Common Stock) into a greater or lesser number of shares of Common Stock, then in each such case the amount set forth in the preceding sentence with respect to the exchange or change of shares of Series A Preferred Stock shall be adjusted by multiplying such amount by a fraction, the numerator of which is the number of shares of Common Stock that were outstanding immediately prior to such event.

Section 8. No Redemption. The shares of Series A Preferred Stock shall not be redeemable.

Section 9. <u>Rank</u>. The Series A Preferred Stock shall rank, with respect to the payment of dividends and the distribution of assets, junior to all series of any other class of the Corporation's Preferred Stock.

Section 10. <u>Amendment</u>. The Certificate of Incorporation of the Corporation shall not be amended in any manner which would materially alter or change the powers, preferences or special rights of the Series A Preferred Stock so as to affect them adversely without the affirmative vote of the holders of at least two-thirds of the outstanding shares of Series A Preferred Stock, voting together as a single class.

#### **CERTIFICATIONS**

- I, Ronald E. Armstrong, certify that:
- 1. I have reviewed this quarterly report on Form 10-Q of PACCAR Inc;
- 2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- 3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
- 4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f)) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
- 5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date May	4 2016		
Date may	1, =010		

/s/ Ronald E. Armstrong

Ronald E. Armstrong Chief Executive Officer (Principal Executive Officer)

#### **CERTIFICATIONS**

- I, Robert J. Christensen, certify that:
- 1. I have reviewed this quarterly report on Form 10-Q of PACCAR Inc;
- 2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- 3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
- 4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
- 5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date May	4 2016		
Date may	1, =010		

/s/ Robert J. Christensen

Robert J. Christensen
President and Chief Financial Officer
(Principal Financial Officer)

## CERTIFICATION PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002 (18 U.S.C. SECTION 1350)

In connection with the Quarterly Report of PACCAR Inc (the "Company") on Form 10-Q for the quarter ended March 31, 2016 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), the undersigned certify, pursuant to section 906 of the Sarbanes-Oxley Act of 2002 (18 U.S.C. section 1350), that to the best of our knowledge and belief:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Date May 4, 2016 By /s/ Ronald E. Armstrong

Ronald E. Armstrong Chief Executive Officer PACCAR Inc (Principal Executive Officer)

By /s/ Robert J. Christensen

Robert J. Christensen
President and Chief Financial Officer
PACCAR Inc
(Principal Financial Officer)

A signed original of this written statement required by Section 906 has been provided to the Company and will be retained by the Company and furnished to the Securities and Exchange Commission or its staff upon request.