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APPLICABLE TO UNITED STATES DEALERS ONLY

# Tariff-Driven Surcharge and Pricing Update

## Update 5/6/2025:

To support your planning efforts amid ongoing uncertainty, we are providing firm surcharge values for vehicles scheduled for production in May 2025. While we previously communicated capped surcharges, the evolving tariff landscape has made it necessary to take a more measured, responsive approach going forward. By confirming May 2025 surcharge amounts now, our goal is to offer near-term clarity while preserving flexibility to adapt to changing conditions. Please ensure that tariff reductions are passed on to the end customers, reinforcing trust and transparency during uncertain times. We remain committed to keeping you informed and supported every step of the way and will continue to share updates as the situation develops.

At International\*, we recognize that our dealers are the foundation of our success, and we deeply appreciate your partnership during this time of economic uncertainty. The ongoing tariff situation has necessitated adjustments to our pricing structure, and we are committed to working closely with you to navigate these challenges together. As the legislative landscape continues to evolve, we will keep you informed of any changes and their potential impact as soon as new information becomes available. Please find below important details regarding the tariff-driven surcharge and related policies.

## Application:

- The following update applies to all International® truck models, including CV™, MV™, HV™, HX®, LT®, and RH™ Series models, regardless of production location
- This letter does not apply to Battery Electric Vehicles (BEVs); a separate communication will address tariff implications for BEVs

## Surcharge:

- **Units built on or before May 2, 2025**
  - These units are protected from any tariff-related price increase
  - Per Order Change and Cancellation Policy G-1873, all units within this window are non-cancellable.
- **Units built between May 5 and July 4, 2025**
  - These units will be subject to a tariff-driven price adjustment.
  - The following tariff surcharges will apply, to be reflected on the factory invoice:

INTERNATIONAL® MODEL	TARIFF SURCHARGE (PER UNIT)
International® MV™ Series models	\$2,000
International® HV™ Series Medium Duty models	
International® HV™ Series Heavy Duty models	\$3,200
International® HX® Series models	
International® RH™, LT® Series models	
International® CV™ Series models	\$500

- Effective **May 1**, all units scheduled for production on or before **July 4** will be non-cancellable.
- International reserves right to pull ahead production of units currently scheduled in this build window by a maximum of 30 days.
  - Note: International will not provide incremental floor plan for impacted units.

- **Units Scheduled On or After July 7, 2025**

- These units will be subject to fully implemented tariff-related increases as assessed to International.
- New orders placed between March 25 and July 4 and scheduled to build between July 7 and September 30 can be cancelled at no charge provided the order is 45 days or more from the scheduled build date and/or is not line-set (Step 28).

- **Additional notes:**

- International is continuing to thoroughly evaluate all cost impacts that tariffs will have on our supply chain to explore all potential alternatives and opportunities to mitigate tariff impacts to ensure cost competitiveness.
- Build & Hold Policy: International reserves the right to build and hold units for 60 days at Escobedo.
- Scheduling Limitations: Orders with long lead-time components may not qualify for the surcharge cap build window.
  - Please refer to the Production Availability Matrix and Component & Axle Lead Time Guide for further information.
- Limited Component Availability: Cummins L9 engines and Allison 4000 Series transmissions will be allocated on a first-come, first-served basis.

We sincerely appreciate your patience and ongoing partnership as we navigate these market conditions together. Your commitment to serving customers with International® trucks is invaluable, and we remain dedicated to supporting you throughout this process. Please know that we will continue to provide updates as we receive more information.

For scheduling-related questions, please contact CRC. For pricing-related inquiries, please reach out to CSA. If you have any further concerns, your International sales representatives are available to assist you.

International reserves the right to cancel or modify these surcharges and the pricing structure at any time. All vehicles line-set prior to modification or cancellation will be honored, as indicated above.

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\*International Motors, LLC d/b/a International Motors USA LLC in Illinois and Ohio.