

UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D. C. 20549

**FORM 10-Q**

**(X) QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934**

For the quarterly period ended July 31, 2003

OR

**( ) TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934**

For the transition period from \_\_\_ to  
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Commission File Number 1-4146-1  
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**NAVISTAR FINANCIAL CORPORATION**

(Exact name of Registrant as specified in its charter)

Delaware  
(State or other jurisdiction of  
incorporation or organization)

36-2472404  
(I.R.S. Employer Identification No.)

2850 West Golf Road Rolling Meadows, Illinois  
(Address of principal executive offices)

60008  
(Zip Code)

Registrant's telephone number including area code 847-734-4000

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months and (2) has been subject to such filing requirements for the past 90 days Yes X No       

**APPLICABLE ONLY TO ISSUERS INVOLVED  
IN BANKRUPTCY PROCEEDINGS DURING  
THE PRECEDING FIVE YEARS:**

Indicate by check mark whether the registrant has filed all documents and reports required to be filed by Sections 12, 13 or 15 (d) of the Securities Exchange Act of 1934 subsequent to the distribution of securities under a plan confirmed by a court. Yes        No       

**APPLICABLE ONLY TO CORPORATE ISSUERS:**

As of August 31, 2003, the number of shares outstanding of the registrant's common stock was 1,600,000.

THE REGISTRANT IS A WHOLLY-OWNED SUBSIDIARY OF INTERNATIONAL TRUCK AND ENGINE CORPORATION AND MEETS THE CONDITIONS SET FORTH IN GENERAL INSTRUCTIONS H(1)(a) AND (b) OF FORM 10-Q AND IS THEREFORE FILING THIS FORM WITH THE REDUCED DISCLOSURE FORMAT.

**NAVISTAR FINANCIAL CORPORATION  
AND SUBSIDIARIES**

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## Part I – Financial Information

### Item 1. Financial Statements

| <b>Navistar Financial Corporation and Subsidiaries</b>   |                           |          |                          |          |
|--|---------------------------|----------|--------------------------|----------|
| <b>Statements of Consolidated Income and Retained Earnings (Unaudited)</b>                           |                           |          |                          |          |
|  | <b>Three Months Ended</b> |          | <b>Nine Months Ended</b> |          |
|  | <b>July</b>               | July     | <b>July</b>              | July     |
| Millions of Dollars  | <b>2003</b>               | 2002     | <b>2003</b>              | 2002     |
| <b>Revenues</b>  |                           |          |                          |          |
| Retail Notes and Finance Leases. . . . .   | <b>\$ 12.5</b>            | \$ 12.3  | <b>\$ 34.9</b>           | \$ 38.4  |
| Income Related to Sales of Finance   |                           |          |                          |          |
| Receivables. . . . .   | <b>28.2</b>               | 3.1      | <b>63.6</b>              | 36.6     |
| Operating Leases. . . . .  | <b>14.7</b>               | 19.3     | <b>51.2</b>              | 57.5     |
| Wholesale Notes. . . . .   | <b>8.6</b>                | 7.5      | <b>23.5</b>              | 20.6     |
| Accounts. . . . .  | <b>4.0</b>                | 4.1      | <b>13.1</b>              | 14.1     |
| Servicing Fees. . . . .  | <b>6.5</b>                | 6.3      | <b>19.1</b>              | 18.1     |
| Other Revenue. . . . .   | <b>1.2</b>                | 2.2      | <b>4.4</b>               | 7.2      |
| <b>Total. . . . .</b>  | <b>75.7</b>               | 54.8     | <b>209.8</b>             | 192.5    |
| <b>Expenses</b>  |                           |          |                          |          |
| Cost of Borrowing  |                           |          |                          |          |
| Interest Expense. . . . .  | <b>12.0</b>               | 14.0     | <b>38.1</b>              | 43.5     |
| Other. . . . .   | <b>2.3</b>                | 2.1      | <b>6.2</b>               | 6.0      |
| Credit, Collection and Administrative. . . . .   | <b>10.7</b>               | 10.5     | <b>31.9</b>              | 30.7     |
| Provision for Credit Losses. . . . .   | <b>4.0</b>                | 5.1      | <b>11.9</b>              | 15.6     |
| Depreciation on Operating Leases. . . . .  | <b>10.9</b>               | 13.9     | <b>35.5</b>              | 41.7     |
| Other Expense. . . . .   | <b>1.2</b>                | 0.6      | <b>3.3</b>               | 1.8      |
| <b>Total. . . . .</b>  | <b>41.1</b>               | 46.2     | <b>126.9</b>             | 139.3    |
| <b>Income Before Taxes. . . . .</b>  | <b>34.6</b>               | 8.6      | <b>82.9</b>              | 53.2     |
| Income Tax Expense. . . . .  | <b>12.3</b>               | 2.9      | <b>31.6</b>              | 20.3     |
| <b>Income from Continuing Operations. . . . .</b>  | <b>22.3</b>               | 5.7      | <b>51.3</b>              | 32.9     |
| Gain on Disposal of Discontinued Operations,<br>(net tax of \$0.0, \$0.0, \$0.0 and \$0.5) . . . . . | -                         | -        | -                        | 0.7      |
| <b>Net Income. . . . .</b>   | <b>22.3</b>               | 5.7      | <b>51.3</b>              | 33.6     |
| <b>Retained Earnings</b>   |                           |          |                          |          |
| Beginning of Period. . . . .   | <b>216.1</b>              | 191.3    | <b>197.1</b>             | 163.4    |
| Dividends Paid. . . . .  | <b>(5.0)</b>              | -        | <b>(15.0)</b>            | -        |
| End of Period. . . . .   | <b>\$ 233.4</b>           | \$ 197.0 | <b>\$ 233.4</b>          | \$ 197.0 |

See Notes to Consolidated Financial Statements.

**Navistar Financial Corporation and Subsidiaries**  
**Statements of Consolidated Financial Condition (Unaudited)**

| Millions of Dollars   | July<br>2003      | October<br>2002   | July<br>2002      |
|---|-------------------|-------------------|-------------------|
| <b>ASSETS</b>   |                   |                   |                   |
| Cash and Cash Equivalents. . . . .  | \$ 5.2            | \$ 32.0           | \$ 57.4           |
| Finance Receivables   |                   |                   |                   |
| Finance Receivables Held for Sale. . . . .  | 533.6             | 1,006.7           | 702.3             |
| Other Finance Receivables. . . . .  | 242.5             | 294.3             | 96.2              |
| Allowance for Losses. . . . .   | (15.1)            | (16.0)            | (13.6)            |
| Finance Receivables, net. . . . .   | 761.0             | 1,285.0           | 784.9             |
| Amounts Due from Sales of Receivables. . . . .  | 456.7             | 357.7             | 488.9             |
| Net Investment in Operating Leases. . . . .   | 192.5             | 248.2             | 263.6             |
| Repossessions. . . . .  | 30.0              | 26.0              | 33.8              |
| Restricted Marketable Securities. . . . .   | 430.1             | 104.6             | 255.0             |
| Other Assets. . . . .   | 39.1              | 53.4              | 34.3              |
| <b>Total Assets</b> . . . . .   | <b>\$ 1,914.6</b> | <b>\$ 2,106.9</b> | <b>\$ 1,917.9</b> |
| <b>LIABILITIES AND SHAREOWNER'S EQUITY</b>  |                   |                   |                   |
| Net Accounts Payable to Affiliates. . . . .   | \$ 26.2           | \$ 52.2           | \$ 51.3           |
| Senior and Subordinated Debt. . . . .   | 1,348.5           | 1,562.5           | 1,376.7           |
| Other Liabilities. . . . .  | 138.5             | 127.4             | 124.4             |
| <b>Total Liabilities</b> . . . . .  | <b>1,513.2</b>    | <b>1,742.1</b>    | <b>1,552.4</b>    |
| Shareowner's Equity   |                   |                   |                   |
| Capital Stock (par value \$1.00, 1,600,000 shares<br>issued and outstanding) and Paid-In Capital. . . . . | 171.0             | 171.0             | 171.0             |
| Retained Earnings. . . . .  | 233.4             | 197.1             | 197.0             |
| Accumulated Other Comprehensive Loss. . . . .   | (3.0)             | (3.3)             | (2.5)             |
| <b>Total Shareowner's Equity</b> . . . . .  | <b>401.4</b>      | <b>364.8</b>      | <b>365.5</b>      |
| <b>Total Liabilities and Shareowner's Equity</b> . . . . .  | <b>\$ 1,914.6</b> | <b>\$ 2,106.9</b> | <b>\$ 1,917.9</b> |

See Notes to Consolidated Financial Statements.

**Navistar Financial Corporation and Subsidiaries**  
**Statements of Consolidated Cash Flow (Unaudited)**

| Millions of Dollars  | <b>Nine Months Ended</b> |                       |
|--|--------------------------|-----------------------|
|  | <b>July<br/>2003</b>     | <b>July<br/>2002</b>  |
| <b>Cash Flow From Operations</b>   |                          |                       |
| Net Income .....   | \$ 51.3                  | \$ 33.6               |
| Adjustments to reconcile net income to cash provided from operations:  |                          |                       |
| Gains on sales of receivables .....  | (59.3)                   | (28.8)                |
| Depreciation, amortization and accretion .....   | 43.8                     | 47.2                  |
| Provision for credit losses .....  | 11.9                     | 15.6                  |
| Net change in accounts payable to affiliates .....   | (26.0)                   | 37.1                  |
| Other .....  | 33.4                     | 35.5                  |
| Total .....  | <u>55.1</u>              | <u>140.2</u>          |
| <b>Cash Flow From Investing Activities</b>   |                          |                       |
| Originations of finance receivables held for sale .....  | (764.6)                  | (712.5)               |
| Proceeds from sales of finance receivables held for sale .....   | 1,347.2                  | 999.0                 |
| Net change in restricted marketable securities .....   | (325.5)                  | (41.4)                |
| Collections of retail notes and finance lease receivables,<br>net of change in unearned finance income ..... | 36.9                     | 50.8                  |
| Repurchase of sold retail receivables .....  | (163.5)                  | (165.0)               |
| Net change in wholesale notes and accounts receivables .....   | 51.8                     | 139.1                 |
| Change in amounts due from sales of receivables .....  | (39.5)                   | (124.9)               |
| Purchase of equipment leased to others .....   | (25.1)                   | (51.7)                |
| Sale of equipment leased to others .....   | 45.5                     | 23.6                  |
| Receipts from derivative contracts .....   | 3.1                      | 2.3                   |
| Payments on derivative contracts .....   | (15.0)                   | (3.7)                 |
| Proceeds from sale of discontinued operations .....  | -                        | 63.3                  |
| Total .....  | <u>151.3</u>             | <u>178.9</u>          |
| <b>Cash Flow From Financing Activities</b>   |                          |                       |
| Net change in bank revolving credit facility usage .....   | (147.0)                  | (324.0)               |
| Proceeds from issuance of convertible debt .....   | -                        | 169.5                 |
| Debt issuance costs on convertible debt .....  | -                        | (6.2)                 |
| Proceeds from long-term debt .....   | 28.4                     | 70.4                  |
| Principal payments on long-term debt .....   | (99.6)                   | (193.7)               |
| Dividends paid to International .....  | (15.0)                   | -                     |
| Total .....  | <u>(233.2)</u>           | <u>(284.0)</u>        |
| <b>Change in Cash and Cash Equivalents .....</b>   | <b>(26.8)</b>            | <b>35.1</b>           |
| <b>Cash and Cash Equivalents, Beginning of Period .....</b>  | <b><u>32.0</u></b>       | <b><u>22.3</u></b>    |
| <b>Cash and Cash Equivalents, End of Period .....</b>  | <b><u>\$ 5.2</u></b>     | <b><u>\$ 57.4</u></b> |
| <b>Supplementary disclosure of cash flow information:</b>  |                          |                       |
| Interest paid .....  | \$ 37.3                  | \$ 46.3               |
| Income taxes paid, net of refunds .....  | \$ 9.4                   | \$ 16.4               |
| <b>Noncash investing activities:</b>   |                          |                       |
| Transfers to reposessions .....  | \$ 72.7                  | \$ 72.3               |

See Notes to Consolidated Financial Statements.

**NAVISTAR FINANCIAL CORPORATION  
AND SUBSIDIARIES**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
(Unaudited)**

**1. BASIS OF PRESENTATION**

The consolidated financial statements include the accounts of Navistar Financial Corporation and its wholly-owned subsidiaries ("Corporation"). International Truck and Engine Corporation ("International"), which is wholly owned by Navistar International Corporation ("Navistar"), is the parent company of the Corporation.

The accompanying unaudited financial statements have been prepared in accordance with accounting policies described in the Corporation's 2002 Annual Report on Form 10-K and the accounting policies adopted in the first, second, and third quarters of fiscal year 2003, and should be read in conjunction with the disclosures therein. The accounting policy adopted in the first quarter of fiscal year 2003 was a result of the adoption of Statement of Position 01-6.

In November 2002, the Corporation adopted Statement of Position 01-6, *Accounting by Certain Entities that Lend to or Finance the Activities of Others*. The Statement requires that certain finance receivables be classified as held for sale. The Corporation classifies certain finance receivables as held for sale. Finance receivables held for sale are carried at the lower of cost or estimated market value in the aggregate. Net unrealized losses are recognized through a valuation allowance by charges to income.

In November 2002, the Financial Accounting Standards Board ("FASB") issued Interpretation No. 45 ("FIN 45"), *Guarantor's Accounting and Disclosure Requirements for Guarantees, Including Indirect Guarantees of Indebtedness of Others*. FIN 45 requires that additional disclosures be made by a guarantor in its interim and annual financial statements about its obligations under certain guarantees that it has issued. It also requires a guarantor to recognize, at inception of a guarantee, a liability for the fair value of the obligation undertaken in issuing the guarantee. Provisions related to recognizing a liability at inception do not apply to a subsidiary's guarantee of debt owed to a third party by either its parent or another subsidiary of that parent. The initial recognition and measurement provisions of FIN 45 are applicable on a prospective basis to guarantees issued or modified after December 31, 2002. The disclosure requirements are effective for financial statements of interim or annual periods ending after December 15, 2002. The Corporation provided disclosures about guarantees in Note 9.

In January 2003, the FASB issued Interpretation No. 46 ("FIN 46"), *Consolidation of Variable Interest Entities*. FIN 46 addresses consolidation requirements of variable interest entities. Transferors to qualifying special purpose entities ("QSPE's") subject to the reporting requirements of FASB Statement No. 140, *Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities*, are excluded from the scope of this interpretation. The Corporation currently sells receivables to entities meeting the requirements of QSPE's.

In April 2003, the FASB issued Statement of Financial Accounting Standards No. 149 ("SFAS 149"), *Amendment of Statement 133 on Derivative Instruments and Hedging Activities*. This Statement amends and clarifies financial accounting and reporting for derivative instruments, including certain derivative instruments embedded in other contracts. SFAS 149 is effective for contracts entered into or modified after June 30, 2003, and for hedging relationships designated after June 30, 2003. Prior to the issuance of SFAS 149, the Corporation reported net cash received from and paid on derivatives contracts in "other" under adjustments to reconcile net income to cash provided from operations. Currently, the Corporation reports cash received from, or paid on, derivative contracts consistently with the underlying assets under investing activities on its Statements of Consolidated Cash Flow. There is no material effect on the financial statement as a result of this adoption.

**NAVISTAR FINANCIAL CORPORATION  
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**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
(Unaudited)**

**1. BASIS OF PRESENTATION (continued)**

In the opinion of management, these interim financial statements reflect all adjustments, consisting of normal recurring items, necessary to present fairly the results of operations, financial condition and cash flow for the interim periods presented. Interim results are not necessarily indicative of results to be expected for any other interim period or for the full year. Certain amounts in the prior period financial statements have been reclassified to conform with current period presentations.

**2. DISCONTINUED OPERATIONS**

On November 30, 2001, the Corporation completed the sale of all of the stock of Harco National Insurance Company ("Harco"), a wholly-owned insurance subsidiary, to IAT Reinsurance Syndicate Ltd., a Bermuda reinsurance company. Cash proceeds of \$63.3 million were received. The Harco insurance segment was accounted for as a discontinued operation, and accordingly, amounts in the consolidated financial statements and notes thereto, for all periods affected, have been restated to reflect discontinued operations accounting.

**3. COMPREHENSIVE INCOME**

The Corporation's total comprehensive income was as follows:

| Millions of Dollars                               | Three Months<br>Ended July 31 |               | Nine Months<br>Ended July 31 |                |
|---|-------------------------------|---------------|------------------------------|----------------|
|   | 2003                          | 2002          | 2003                         | 2002           |
| Net income. . . . .                               | \$ 22.3                       | \$ 5.7        | \$ 51.3                      | \$ 33.6        |
| Change in net unrealized gain on derivative . . . | 0.2                           | -             | 0.3                          | 0.6            |
| Total comprehensive income . . . . .              | <u>\$ 22.5</u>                | <u>\$ 5.7</u> | <u>\$ 51.6</u>               | <u>\$ 34.2</u> |

**4. FINANCE RECEIVABLES**

Finance receivables are summarized as follows:

| Millions of Dollars                              | July 31,<br>2003 | October 31,<br>2002 | July 31,<br>2002 |
|--|------------------|---------------------|------------------|
| Retail notes, net of unearned income . . . . .   | \$ 410.5         | \$ 827.1            | \$ 519.9         |
| Finance leases, net of unearned income . . . . . | 123.1            | 179.6               | 182.4            |
| Wholesale notes . . . . .                        | 34.3             | 37.8                | 17.8             |
| Accounts:  |                  |                     |                  |
| Retail . . . . .                                 | 140.1            | 181.1               | 7.3              |
| Wholesale . . . . .                              | 68.1             | 75.4                | 71.1             |
| Total accounts . . . . .                         | <u>208.2</u>     | <u>256.5</u>        | <u>78.4</u>      |
| Total finance receivables . . . . .              | 776.1            | 1,301.0             | 798.5            |
| Less: Allowance for losses . . . . .             | 15.1             | 16.0                | 13.6             |
| Total finance receivables, net . . . . .         | <u>\$ 761.0</u>  | <u>\$ 1,285.0</u>   | <u>\$ 784.9</u>  |

**NAVISTAR FINANCIAL CORPORATION  
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**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
(Unaudited)**

**4. FINANCE RECEIVABLES (continued)**

Finance receivables held for sale consisted of \$533.6 million, \$1,006.7 million, and \$702.3 million in retail notes and finance leases, net of unearned income, as of July 31, 2003, October 31, 2002, and July 31, 2002, respectively.

**5. ALLOWANCE FOR LOSSES**

The allowance for losses is summarized as follows for the fiscal period ended:

| Millions of Dollars                            | July 31,<br>2003 | October 31,<br>2002 | July 31,<br>2002 |
|--|------------------|---------------------|------------------|
| Allowance for losses, beginning of period..... | \$ 16.0          | \$ 13.3             | \$ 13.3          |
| Provision for credit losses.....               | 11.9             | 20.5                | 15.6             |
| Net losses charged to allowance.....           | (5.0)            | (5.3)               | (3.4)            |
| Transfers to finance receivables sold.....     | <u>(7.8)</u>     | <u>(12.5)</u>       | <u>(11.9)</u>    |
| Allowance for losses, end of period.....       | <u>\$ 15.1</u>   | <u>\$ 16.0</u>      | <u>\$ 13.6</u>   |

The average outstanding balance of impaired finance receivables was not material for the nine months ended July 31, 2003 and 2002 or for the year ended October 31, 2002. Interest income that would have been recognized on impaired finance receivables during the nine months ended July 31, 2003 and 2002 or for the year ended October 31, 2002 was not material.

Balances with payments past due over 90 days on owned finance receivables, including held for sale, totaled \$3.6 million as of July 31, 2003.

**6. SENIOR AND SUBORDINATED DEBT**

Senior and subordinated debt outstanding is summarized as follows:

| Millions of Dollars   | July 31,<br>2003  | October 31,<br>2002 | July 31,<br>2002  |
|---|-------------------|---------------------|-------------------|
| Bank revolving credit facility, at variable rates,<br>due December 2005.....                      | \$ 435.0          | \$ 582.0            | \$ 368.0          |
| Revolving retail warehouse facility, at variable<br>rates, due October 2005.....                  | 500.0             | 500.0               | 500.0             |
| Borrowings secured by operating leases, 3.71%<br>to 6.65%, due serially through December 2010.... | 236.6             | 307.8               | 337.3             |
| Convertible debt, 4.75%, due April 2009.....  | <u>176.9</u>      | <u>172.7</u>        | <u>171.4</u>      |
| Total senior and subordinated debt.....   | <u>\$ 1,348.5</u> | <u>\$ 1,562.5</u>   | <u>\$ 1,376.7</u> |

As of July 31, 2003, October 31, 2002, and July 31, 2002 the Corporation had unaccreted discount of \$43.1 million, \$47.3 million, and \$48.6 million respectively, related to the convertible debt.



**NAVISTAR FINANCIAL CORPORATION  
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**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
(Unaudited)**

**7. DERIVATIVE FINANCIAL INSTRUMENTS**

The Corporation uses derivative financial instruments as part of its overall interest rate risk management strategy as further described under Footnote 13 of the 2002 Annual Report on Form 10-K.

The Corporation manages its exposure to fluctuations in interest rates by limiting the amount of fixed rate assets funded with variable rate debt. This is accomplished by selling fixed rate receivables on a fixed rate basis and by utilizing derivative financial instruments. These derivative financial instruments may include forward contracts, interest rate swaps, and interest rate caps. The fair value of these instruments is estimated based on quoted market prices and is subject to market risk as the instruments may become less valuable due to changes in market conditions or interest rates. The Corporation manages exposure to counterparty credit risk by entering into derivative financial instruments with major financial institutions that can be expected to fully perform under the terms of such agreements. The Corporation does not require collateral or other security to support derivative financial instruments with credit risk. The Corporation's counterparty credit exposure is limited to the positive fair value of contracts at the reporting date. As of July 31, 2003, the Corporation's derivative financial instruments had a negative net fair value. Notional amounts of derivative financial instruments do not represent exposure to credit loss.

As of July 31, 2003, the notional amounts and fair values of the Corporation's derivative financial instruments are summarized as follows:

| Inception             | Maturity      | Instrument             | Notional | Fair Value |
|-----------------------|---------------|------------------------|----------|------------|
| (Millions of Dollars) |               |                        |          |            |
| October 2000          | November 2012 | Interest rate cap      | \$ 500.0 | \$ (3.8)   |
|                       | November 2012 | Interest rate cap      | 500.0    | 3.8        |
| December 2000         | January 2004  | Interest rate swap*    | 5.2      | (0.1)      |
| July 2001             | April 2006    | Interest rate swap     | 29.5     | (1.6)      |
| November 2001         | June 2004     | Interest rate swap*    | 100.8    | (0.9)      |
|                       | July 2006     | Interest rate swap*    | 114.3    | 1.1        |
| November 2002         | March 2007    | Interest rate swap*    | -        | -          |
| February 2003         | July 2005     | Forward starting swap* | 300.0    | (0.7)      |
| April 2003            | July 2005     | Forward starting swap* | 100.0    | (0.2)      |

\* Accounted for as non-hedging instruments.

The fair values of all derivatives are recorded in Other Liabilities on the Statements of Consolidated Financial Condition.

In November 2002, the Corporation entered into an interest rate swap agreement in connection with a sale of retail notes and lease receivables. The purpose of the swap was to convert the floating rate portion of the asset-backed securities issued into fixed rate interest to match the interest basis of the receivables pool sold to the owner trust, and to protect the Corporation from interest rate volatility. The notional amount of this swap is calculated as the difference between the actual pool balances and the projected pool balances. As of July 31, 2003, the notional amount was zero. The outcome of the swap results in the Corporation paying a fixed rate of interest on the projected balance of the pool. To the extent that actual pool balances differ from the projected balances, the Corporation has retained interest rate exposure on this difference. This transaction is accounted for as non-hedging derivative instrument.

**NAVISTAR FINANCIAL CORPORATION  
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**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
(Unaudited)**

**8. SALES OF RECEIVABLES**

The Corporation securitizes and sells receivables through Navistar Financial Retail Receivables Corporation, Navistar Financial Securities Corporation, Truck Retail Accounts Corporation and Truck Engine Receivables Financing Corporation, all special purpose, wholly-owned subsidiaries ("SPC's") of the Corporation. The sales of receivables in each securitization constitute sales under accounting principles generally accepted in the United States of America, with the result that the sold receivables are removed from the Corporation's balance sheet and the investor's interests in the related trust or conduit are not reflected as liabilities.

The SPC's have limited recourse on the sold receivables. The SPC's assets are available to satisfy the creditors' claims prior to such assets becoming available for the SPC's own uses or to the Corporation or affiliated companies. The terms of receivable sales generally require the Corporation to provide credit enhancements in the form of overcollateralizations and/or cash reserves with the trusts and conduits. The use of such cash reserves by the Corporation is restricted under the terms of the securitized sales agreements. The maximum exposure under all receivable sale recourse provisions as of July 31, 2003 was \$456.7 million. The allowance for losses allocated to sold receivables totaled \$14.9 million, \$14.0 million, and \$16.4 million at July 31, 2003, October 31, 2002, and July 31, 2002, respectively.

The SPC's retained interests in the related trusts or assets held by the trusts are reflected on the Corporation's Statement of Consolidated Financial Condition in Amounts Due From Sales of Receivables. The following is a summary of Amounts Due from Sales of Receivables:

| Millions of Dollars   | July 31,<br>2003 | October 31,<br>2002 | July 31,<br>2002 |
|---|------------------|---------------------|------------------|
| Cash held and invested by trusts .....                                      | \$ 123.0         | \$ 105.6            | \$ 180.4         |
| Subordinated retained interests in wholesale notes .....                    | 198.1            | 138.9               | 143.3            |
| Subordinated retained interests in retail notes and<br>finance leases ..... | 86.4             | 96.4                | 143.0            |
| Interest-only receivables .....   | <u>49.2</u>      | <u>16.8</u>         | <u>22.2</u>      |
| Total amounts due from sales of receivables .....                           | <u>\$ 456.7</u>  | <u>\$ 357.7</u>     | <u>\$ 488.9</u>  |

Subordinated retained interests in wholesale notes consist principally of wholesale notes or marketable securities. Subordinated retained interests in retail notes and finance leases consist principally of collections held as cash and marketable securities. Due to the short-term nature of these assets, their fair value approximates carrying value.

Management estimates the prepayment speed for the receivables sold and the discount rate used to present value the interest-only receivables in order to calculate the gain or loss. Estimates of prepayment speeds and discount rates are based on historical experience and other factors and are made separately for each securitization transaction. In addition, the Corporation estimates the fair value of the interest-only receivables on a quarterly basis.

**NAVISTAR FINANCIAL CORPORATION  
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**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
(Unaudited)**

**8. SALES OF RECEIVABLES (continued)**

Key economic assumptions used in measuring the interest-only receivables at the date of the sale for sales of retail notes and finance leases completed during the quarter ended July 31 were:

|   | <b>2003</b>      | <b>2002</b> |
|---|------------------|-------------|
| Prepayment speed (annual rate).....         | <b>1.4</b>       | 1.4         |
| Weighted average life.....                  | <b>41 months</b> | 40 months   |
| Interest-only receivable discount rate..... | <b>4.93%</b>     | 6.93%       |

The impact of hypothetical 10% and 20% adverse changes in these assumptions would have no material effect on the fair value of the interest-only receivables as of July 31, 2003. These sensitivities are hypothetical and should be used with caution. The effect of a variation of a particular assumption on the fair value of the interest-only receivables is calculated without changing any other assumption; in reality, changes in one factor may result in changes in another.

Sold receivables balances are summarized below.

| Millions of Dollars                         | <b>July 31,<br/>2003</b> | October 31,<br>2002 | July 31,<br>2002  |
|---|--------------------------|---------------------|-------------------|
| Retail notes, net of unearned income.....   | \$ 1,873.8               | \$ 1,521.8          | \$ 1,805.2        |
| Finance leases, net of unearned income..... | 38.4                     | -                   | -                 |
| Wholesale notes.....                        | 872.7                    | 801.4               | 696.8             |
| Retail accounts.....                        | <u>94.6</u>              | <u>126.9</u>        | <u>163.8</u>      |
| Total sold finance receivables, net.....    | <u>\$ 2,879.5</u>        | <u>\$ 2,450.1</u>   | <u>\$ 2,665.8</u> |

Serviced portfolio balances are summarized below.

| Millions of Dollars                     | <b>July 31,<br/>2003</b> | October 31,<br>2002 | July 31,<br>2002  |
|---|--------------------------|---------------------|-------------------|
| Gross serviced receivables              |                          |                     |                   |
| Retail notes.....                       | \$ 2,517.4               | \$ 2,529.1          | \$ 2,573.5        |
| Finance leases.....                     | 178.3                    | 205.7               | 209.8             |
| Wholesale notes.....                    | 907.0                    | 839.2               | 714.6             |
| Accounts.....                           | <u>302.8</u>             | <u>383.4</u>        | <u>242.2</u>      |
| Total gross serviced receivables.....   | 3,905.5                  | 3,957.4             | 3,740.1           |
| Net investment in operating leases..... | <u>192.5</u>             | <u>248.2</u>        | <u>263.6</u>      |
| Total serviced portfolio.....           | <u>\$ 4,098.0</u>        | <u>\$ 4,205.6</u>   | <u>\$ 4,003.7</u> |

**NAVISTAR FINANCIAL CORPORATION  
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**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
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**8. SALES OF RECEIVABLES (continued)**

Additional financial data for gross serviced portfolio as of July 31, 2003 and for the nine months then ended is summarized below.

| Millions of Dollars                    | Retail<br>Notes | Finance and<br>Operating Leases | Wholesale<br>Notes | Accounts |
|--|-----------------|---------------------------------|--------------------|----------|
| Balances with payments                 |                 |                                 |                    |          |
| past due over 60 days (1).....         | \$ 10.5         | \$ 2.1                          | \$ 3.7             | \$ 2.5   |
| Credit losses (net of recoveries)..... | 11.0            | 0.8                             | 0.1                | -        |

(1) Includes rent past due over 60 days for Operating Leases

Certain cash flows received from (paid to) securitization trusts/conduits were as follows:

| Millions of Dollars                                   | Nine Months<br>Ended July 31 |          |
|---|------------------------------|----------|
|   | 2003                         | 2002     |
| Proceeds from sales of finance receivables            |                              |          |
| held for sale.....                                    | \$ 1,347.2                   | \$ 999.0 |
| Proceeds from sales of finance receivables into       |                              |          |
| revolving facilities.....                             | 3,748.9                      | 3,385.3  |
| Servicing fees received.....                          | 19.6                         | 18.1     |
| Repurchase of receivables in breach of terms (1)..... | (24.0)                       | (120.4)  |
| Cash used in exercise of purchase option.....         | (139.5)                      | (44.6)   |
| All other cash received from trusts.....              | 127.4                        | 179.3    |

(1) The Corporation, as servicer, covenants that it will not amend the terms of the receivables. A breach of this covenant requires the Corporation to repurchase the receivables from the trust/conduit.

The following table summarizes income related to sales of finance receivables:

| Millions of Dollars                      | Three Months<br>Ended July 31 |        | Nine Months<br>Ended July 31 |         |
|--|-------------------------------|--------|------------------------------|---------|
|  | 2003                          | 2002   | 2003                         | 2002    |
| Gains on sales of receivables.....       | \$ 26.1                       | \$ 1.9 | \$ 59.3                      | \$ 28.8 |
| Excess spread.....                       | 2.6                           | 2.9    | 10.8                         | 12.2    |
| Derivative gains (losses).....           | (1.0)                         | (2.4)  | (7.8)                        | (5.7)   |
| Interest income from retained securities |                               |        |                              |         |
| and other.....                           | 0.5                           | 0.7    | 1.3                          | 1.3     |
| Total income related to                  |                               |        |                              |         |
| sales of finance receivables.....        | \$ 28.2                       | \$ 3.1 | \$ 63.6                      | \$ 36.6 |

**NAVISTAR FINANCIAL CORPORATION  
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**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
(Unaudited)**

**9. COMMITMENTS AND CONTINGENCIES**

**Leases**

The Corporation is obligated under non-cancelable operating leases for the majority of its office facilities. These leases are generally renewable and provide that property taxes and maintenance costs are to be paid by the lessee. As of July 31, 2003, future minimum lease commitments under non-cancelable operating leases with remaining terms in excess of one year are as follows:

| Twelve month period ended July 31, | (Millions of Dollars) |
|------------------------------------|-----------------------|
| 2004.....                          | \$ 1.8                |
| 2005.....                          | 1.6                   |
| 2006.....                          | <u>1.5</u>            |
| Total.....                         | <u>\$ 4.9</u>         |

The total operating lease expense for the nine month period ended July 31, 2003 and 2002 was \$1.8 million and \$1.6 million, respectively.

**Guarantees of Debt**

The Corporation periodically guarantees the outstanding debt of affiliates. The guarantees allow for diversification of funding sources for the affiliates. As of July 31, 2003, the Corporation has four guarantees related to Navistar's three Mexican finance subsidiaries, Servicios Financieros Navistar, S.A. de C.V. ("SOFOL"), Arrendadora Financiera Navistar, S.A. de C.V. ("Arrendadora") and Navistar Comercial S.A. de C.V. The Corporation has no recourse as guarantor in case of default.

The following table summarizes the borrowings as of July 31, 2003:

| Type of Funding            | Maturity      | Amount of Guaranty    | Outstanding Balance |
|----------------------------|---------------|-----------------------|---------------------|
|                            |               | (Millions of Dollars) |                     |
| Revolving credit facility  | December 2005 | \$ 100.0              | \$ 32.0             |
| Medium term note*          | November 2004 | 47.5                  | 47.5                |
| Revolving credit facility* | March 2006    | 10.6                  | 10.6                |
| Revolving credit facility* | July 2006     | 19.0                  | 19.0                |

\* Peso-denominated

**Guarantees of Derivatives**

As of July 31, 2003, the Corporation had guaranteed derivative contracts for interest rate swaps and cross currency swaps related to SOFOL and Arrendadora. The Corporation is liable up to the fair market value of these derivative contracts only in cases of default by SOFOL and Arrendadora.

**NAVISTAR FINANCIAL CORPORATION  
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**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
(Unaudited)**

**9. COMMITMENTS AND CONTINGENCIES (continued)**

**Guarantees of Derivatives (continued)**

The following table summarizes the guaranteed derivative contracts as of July 31, 2003:

| Instrument                                       | Maturity   | Guaranteed<br>Notional | Outstanding<br>Balance | Fair<br>Value |
|--|------------|------------------------|------------------------|---------------|
| (Millions of Dollars)                            |            |                        |                        |               |
| Interest rate swaps and<br>cross currency swaps* | April 2004 | \$ 50.4                | \$ 44.8                | \$ 0.4        |

\* Peso-denominated

**Other**

The Corporation has entered into an agreement for the repurchase of equipment. Under this agreement, which matures in August 2004, the Corporation would be required to make a maximum potential future payment of \$11.9 million. Under the provisions of this agreement, the Corporation can liquidate the repurchased assets to recover all or a portion of the payment. The Corporation has potential exposure to the extent that there is a difference between the fair value of the repurchased asset and the guaranteed repurchase amount. The Corporation's current exposure under this agreement is estimated to be immaterial.

As part of its sales agreement with IAT Reinsurance Syndicate Ltd. ("IAT"), the Corporation has agreed to guarantee the adequacy of Harco's loss reserves as of November 30, 2001, the close date of the sale. There is no limit to the potential amount of future payments required under this agreement, which is scheduled to expire November 2008. As security for its obligation under this agreement, the Corporation has escrowed \$5.0 million, which is included in Other Assets in the Consolidated Statements of Financial Condition. The escrowed funds will become available for use in February 2004. The carrying amount of the Corporation's liability under this guarantee is estimated at \$0.6 million as of July 31, 2003 and is included in Other Liabilities in the Consolidated Statements of Financial Condition. Management believes this reserve is adequate to cover any future potential payments to IAT.

## NAVISTAR FINANCIAL CORPORATION AND SUBSIDIARIES

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

Certain statements under this caption purely constitute "forward-looking statements" under the Securities Reform Act. Navistar Financial Corporation's ("Corporation") actual results may differ significantly from the results discussed in such forward-looking statements. Factors that might cause such a difference include, but are not limited to, those discussed under the heading "Business Outlook."

#### Overview

Navistar Financial Corporation, was incorporated in Delaware in 1949 and is a wholly-owned subsidiary of International Truck and Engine Corporation ("International"), which is a wholly-owned subsidiary of Navistar International Corporation ("Navistar"). As used herein, the "Corporation" refers to Navistar Financial Corporation and its wholly-owned subsidiaries unless the context otherwise requires.

The Corporation is a commercial financing organization that provides wholesale, retail and lease financing in the United States for sales of new and used trucks sold by International and International's dealers. The Corporation also finances wholesale accounts and selected retail accounts receivable of International. Sales of new products (including trailers) of other manufacturers are also financed regardless of whether they are designed or customarily sold for use with International's truck products.

#### Critical Accounting Policies

The consolidated financial statements are prepared in conformity with accounting principles generally accepted in the United States of America. The preparation of these financial statements requires the use of estimates, judgments, and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the periods presented. In preparing these financial statements, management has made its best estimates and judgments of certain amounts included in the financial statements, giving due consideration to materiality. The significant accounting principles which management believes are the most important to aid in fully understanding the Corporation's financial results are:

- Sales of Receivables
- Allowance for Losses

Details regarding the Corporation's use of these policies and the related estimates are described in the Corporation's 2002 Annual Report on Form 10-K.

#### Results of Continuing Operations

##### *Third Quarter 2003 Compared with Third Quarter 2002*

Net income was \$22.3 million for the third quarter of 2003. Net income increased \$16.6 million compared with net income of \$5.7 million for the third quarter of 2002. The increase in earnings was primarily due to higher gains on sales of receivables. During the third quarter of fiscal 2003, the Corporation sold \$500.0 million of retail notes and leases for a pre-tax gain of \$26.1 million. During the third quarter of fiscal 2002, the Corporation sold \$112.0 million of retail notes for a pre-tax gain of \$1.9 million.

**NAVISTAR FINANCIAL CORPORATION  
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**ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS  
AND FINANCIAL CONDITION**

**Results of Continuing Operations (continued)**

*Fiscal Nine Months Period 2003 Compared with 2002*

Net income was \$51.3 million for the first nine months of fiscal 2003, an increase of \$17.7 million compared with net income of \$33.6 million for the first nine months of fiscal 2002. The increase in earnings was primarily due to greater gains on sales of receivables during the first nine months of fiscal 2003, compared with the same period of fiscal 2002. In the first nine months of fiscal 2003, the Corporation sold \$1,350.0 million of retail receivables for a pre-tax gain of \$59.3 million. During the same period of fiscal 2002, the Corporation sold \$1,000.0 million of retail receivables for a pre-tax gain of \$28.8 million. These gains were slightly offset by a pre-tax loss on derivatives of \$7.8 million and \$5.7 million during the first nine months of fiscal 2003 and 2002, respectively.

**Financial Condition**

*Finance Volume and Finance Market Share*

During the first nine months of fiscal 2003, the Corporation's net retail notes and leases originations were \$789.7 million, compared with \$764.2 million during the same period of fiscal 2002. Net serviced retail notes and leases balances were \$2,638.3 million and \$2,776.1 million as of July 31, 2003 and 2002, respectively. The Corporation's finance market share of new International trucks sold in the U.S. decreased to 15.1% at July 31, 2003 compared to 20.2% at July 31, 2002, primarily due to the financing of a purchase by a large truck customer in fiscal 2002, which was not present in fiscal 2003.

The Corporation provided 96.0% of the wholesale financing of new trucks sold to International's dealers during the first nine months of fiscal 2003 and 2002. Wholesale note originations were \$2,239.2 million for the first nine months of fiscal 2003, compared with \$1,976.1 million for the same period of fiscal 2002. Serviced wholesale notes balances were \$907.0 million and \$714.6 million as of July 31, 2003 and 2002, respectively. The increases in wholesale notes balances and originations are a result of dealers' anticipated sales due to an increase in industry orders.

*Allowance for Losses*

The allowance is maintained at an amount management considers appropriate in relation to the outstanding portfolio based on factors such as overall portfolio credit risk quality, historical loss experience, and current economic conditions. Finance receivables and investments in operating leases are charged off to the allowance for losses when amounts due from the customers are determined to be uncollectible.

Allowance for losses, including the portion allocated to sold notes, as a percentage of net serviced finance receivables and investments in operating leases was 0.78% as of July 31, 2003, compared with 0.80% as of July 31, 2002.



**NAVISTAR FINANCIAL CORPORATION  
AND SUBSIDIARIES**

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

**Funds Management**

The Corporation has traditionally obtained the funds to provide financing to International's dealers and retail customers from sales of finance receivables, commercial paper, short and long-term bank borrowings, and medium and long-term debt. The Corporation's current debt ratings have made sales of finance receivables the most economical source of funding.

***Credit Ratings***

The Corporation's current debt ratings are as follows:

|                       | <u>Fitch</u> | <u>Moody's</u> | <u>Standard<br/>and Poor's</u> |
|-----------------------|--------------|----------------|--------------------------------|
| Senior unsecured debt | BB           | Ba3            | BB-                            |
| Subordinated debt     | B+           | B2             | B                              |
| Outlook               | Negative     | Stable         | Stable                         |

In December 2002, Fitch IBCA, Standard and Poor's, and Moody's lowered the Corporation's senior unsecured and subordinated debt ratings. Fitch IBCA lowered the Corporation's senior unsecured debt to BB from BB+ and the subordinated debt rating to B+ from BB-. Standard and Poor's lowered the Corporation's senior unsecured debt rating to BB- from BB and the subordinated debt rating to B from B+. Moody's lowered the Corporation's senior unsecured debt rating to Ba3 from Ba1 and the subordinated debt rating to B2 from Ba2.

***Funding Facilities***

Receivable sales are a significant source of funding. Through the asset-backed public market and private placement sales, the Corporation has been able to fund fixed rate retail notes and finance leases at rates which are more economical than those available to the Corporation in the public unsecured bond market. The Corporation sells retail notes and finance leases through Navistar Financial Retail Receivables Corporation ("NFRRC"), a special purpose, wholly-owned subsidiary of the Corporation. During the first nine months of fiscal 2003 and 2002, the Corporation sold \$1,350.0 million and \$1,000.0 million, respectively, of retail notes and finance leases to an owner trust which, in turn, issued asset-backed securities that were sold to investors. As of July 31, 2003, the remaining shelf registration available to NFRRC for the public issuance of asset-backed securities was \$1,150.0 million.

Truck Engine Receivables Financing Corporation, a special purpose, wholly-owned subsidiary of the Corporation, has in place a trust that provides for the funding of \$100.0 million of unsecured trade receivables generated by the sale of diesel engines and engine service parts from International to Ford Motor Company. The facility matures in 2006. As of July 31, 2003, the Corporation had utilized \$94.6 million of this facility.

Truck Retail Accounts Corporation, a special purpose, wholly-owned subsidiary of the Corporation, has in place a revolving retail account conduit that provides for the funding of \$100.0 million of eligible retail accounts. As of July 31, 2003, the Corporation was not utilizing any of this facility. The facility expired in August 2003. The Corporation is in the process of obtaining refinancing for the retail accounts.

**NAVISTAR FINANCIAL CORPORATION  
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**ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS  
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**Funds Management (continued)**

*Funding Facilities (continued)*

Navistar Financial Securities Corporation, a special purpose, wholly-owned subsidiary of the Corporation, has in place a revolving wholesale note trust that provides for the funding of \$1,224.0 million of eligible wholesale notes. As of July 31, 2003, it is comprised of three \$200.0 million tranches of investor certificates maturing in 2003, 2004 and 2008, two \$212.0 million tranches of investor certificates maturing in 2005 and 2006, and variable funding certificates with a maximum capacity of \$200.0 million maturing in January 2004. During the third quarter, a \$212.0 million tranche was issued in anticipation of the maturity, on August 25, 2003, of a \$200.0 million tranche of investor certificates. As of July 31, 2003, the Corporation had utilized \$872.7 million of the revolving wholesale note trust.

As of July 31, 2003, cash available to fund finance receivables under the bank revolving credit facilities, the revolving retail warehouse facility and the revolving wholesale note trust was \$886.8 million. When combined with unrestricted cash and cash equivalents, \$892.0 million was available to fund the general business purposes of the Corporation.

The weighted average borrowing rate on all debt outstanding for the first nine months of fiscal 2003 decreased to 3.67% from 4.05% for the same period in 2002. The decrease in the Corporation's weighted average borrowing rate is primarily a result of lower LIBOR rates.

*Liquidity and Cash Flow*

During the first nine months of fiscal 2003, cash and cash equivalents decreased \$26.8 million to \$5.2 million. For the first nine months of fiscal 2003, the Corporation generated \$55.1 million and \$151.3 million from operating and investing activities, respectively. The Corporation also utilized \$233.2 million in financing activities during this period. See also the Statements of Consolidated Cash Flow on page 4.

Total cash generated from investing activities was \$151.3 million. The Corporation's primary source of cash during the first nine months of fiscal 2003 was proceeds from sales of finance receivables held for sale. The aggregate source of cash flow related to the sale of finance receivables held for sale was \$93.6 million. This includes cash proceeds of \$1,347.2 million, offset by cash utilization from a net change in restricted marketable securities of \$325.5 million, repurchase of sold retail receivables of \$163.5 million, and originations of finance receivables held for sale of \$764.6 million. See Footnote 1 of the 2002 Annual Report on Form 10-K for further descriptions of the Corporation's Restricted Marketable Securities.

Total cash used in financing activities during the first nine months of fiscal 2003 was \$233.2 million. During the first nine months of fiscal 2003, the Corporation reduced its utilization of the bank revolving credit facility by \$147.0 million and made payments on long-term debt of \$99.6 million.

**NAVISTAR FINANCIAL CORPORATION  
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**ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS  
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**New Accounting Pronouncements**

In November 2002, the Financial Accounting Standards Board ("FASB") issued Interpretation No. 45 ("FIN 45"), *Guarantor's Accounting and Disclosure Requirements for Guarantees, Including Indirect Guarantees of Indebtedness of Others*. FIN 45 requires that additional disclosures be made by a guarantor in its interim and annual financial statements about its obligations under certain guarantees that it has issued. It also requires a guarantor to recognize, at inception of a guarantee, a liability for the fair value of the obligation undertaken in issuing the guarantee. Provisions related to recognizing a liability at inception do not apply to a subsidiary's guarantee of debt owed to a third party by either its parent or another subsidiary of that parent. The initial recognition and measurement provisions of FIN 45 are applicable on a prospective basis to guarantees issued or modified after December 31, 2002. The disclosure requirements are effective for financial statements of interim or annual periods ending after December 15, 2002. The Corporation provided disclosures about guarantees in Note 9.

In January 2003, the FASB issued Interpretation No. 46 ("FIN 46"), *Consolidation of Variable Interest Entities*. FIN 46 addresses consolidation requirements of variable interest entities. Transferors to qualifying special purpose entities ("QSPE's") subject to the reporting requirements of FASB Statement No. 140, *Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities*, are excluded from the scope of this interpretation. The Corporation currently sells receivables to entities meeting the requirements of QSPE's.

In April 2003, the FASB issued Statement of Financial Accounting Standards No. 149 ("SFAS 149"), *Amendment of Statement 133 on Derivative Instruments and Hedging Activities*. This Statement amends and clarifies financial accounting and reporting for derivative instruments, including certain derivative instruments embedded in other contracts. SFAS 149 is effective for contracts entered into or modified after June 30, 2003, and for hedging relationships designated after June 30, 2003. Prior to the issuance of SFAS 149, the Corporation reported net cash received from and paid on derivatives contracts in "other" under adjustments to reconcile net income to cash provided from operations. Currently, the Corporation reports cash received from, or paid on, derivative contracts consistently with the underlying assets under investing activities on its Statements of Consolidated Cash Flow. There is no material effect on the financial statement as a result of this adoption.

**Business Outlook**

Certain statements, which involve risks and uncertainties, constitute "forward-looking statements" under the Securities Reform Act. The Corporation's actual results may differ significantly from the results discussed in such forward-looking statements.

The company currently projects 2003 U.S. and Canadian Class 8 heavy truck demand to be 156,000 units, down 4% from 2002. Class 6 and 7 medium truck demand, excluding school buses, is forecast at 72,700 units, approximately the same as 2002. Demand for school buses is expected to be 27,500 units, consistent with 2002. Mid-range diesel engine shipments by the company to OEMs in 2003 are expected to be 335,000 units, 6% higher than 2002.

Management believes that collections on the outstanding finance receivables portfolio plus cash available from the Corporation's various funding sources will permit the Corporation to meet the financing requirements of International's dealers and retail customers through 2003 and beyond.

**NAVISTAR FINANCIAL CORPORATION  
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**ITEM 4. CONTROLS AND PROCEDURES**

**Evaluation of Disclosure Controls and Procedures**

The Corporation's principal executive officer and principal financial officer, along with other management of the Corporation, evaluated the Corporation's disclosure controls and procedures (as defined in rule 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as amended) as of July 31, 2003. Based on that evaluation, the principal executive officer and principal financial officer of the Corporation concluded that, as of July 31, 2003, the disclosure controls and procedures in place at the Corporation were (1) designed to ensure that material information relating to the Corporation is made known to them to allow timely decisions regarding required disclosure and (2) effective, in that such disclosure controls and procedures provide reasonable assurance that information required to be disclosed by the Corporation in reports that the Corporation files or submits under the Exchange Act, is recorded, processed, summarized and reported on a timely basis in accordance with applicable rules and regulations. Although the Corporation's principal executive officer and principal financial officer believe the Corporation's existing disclosure controls and procedures are adequate to enable the Corporation to comply with its disclosure obligations, the Corporation is in the process of formalizing and documenting the procedures already in place.

**Changes in Internal Controls**

The Corporation has not made any change to its internal control over financial reporting (as defined in rule 13a-15(f) and 15d-15(f) under the Exchange Act) during the fiscal quarter ended July 31, 2003 that have materially affected, or are reasonably likely to materially affect, the Corporation's internal control over financial reporting.

**NAVISTAR FINANCIAL CORPORATION  
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**PART II - OTHER INFORMATION (continued)**

**ITEM 1. LEGAL PROCEEDINGS**

There were no material pending legal proceedings other than ordinary, routine litigation incidental to the business of the Corporation.

**ITEM 5. OTHER INFORMATION**

Effective March 1, 2003, Phyllis E. Cochran became Chief Executive Officer and General Manager of the Corporation upon the retirement of John J. Bongiorno, President and Chief Executive Officer.

Effective August 1, 2003, Paul Martin replaced Ronald D. Markle as Vice President and Controller.

**ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K**

(a) Exhibits:

|      |   |     |
|------|---|-----|
| 3    | Articles of Incorporation and By-Laws .....   | E-1 |
| 4    | Instruments Defining Rights of Security Holders,<br>including Indentures.....       | E-2 |
| 10   | Material Contracts .....  | E-3 |
| 31.1 | CEO Certification Pursuant to<br>Section 302 of the Sarbanes-Oxley Act of 2002..... | E-4 |
| 31.2 | CFO Certification Pursuant to<br>Section 302 of the Sarbanes-Oxley Act of 2002..... | E-6 |
| 32.1 | CEO Certification Pursuant to<br>Section 906 of the Sarbanes-Oxley Act of 2002..... | E-8 |
| 32.2 | CFO Certification Pursuant to<br>Section 906 of the Sarbanes-Oxley Act of 2002..... | E-9 |

(b) No reports on Form 8-K were filed during the quarter ended July 31, 2003.

**NAVISTAR FINANCIAL CORPORATION  
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**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.

Navistar Financial Corporation  
(Registrant)

Date September 12, 2003

/s/ Paul Martin  
Paul Martin  
Vice President and Controller  
(Principal Accounting Officer)

**NAVISTAR FINANCIAL CORPORATION  
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**ARTICLES OF INCORPORATION AND BY-LAWS**

The following documents of Navistar Financial Corporation are incorporated herein by reference:

- 3.1 Restated Certificate of Incorporation of Navistar Financial Corporation (as amended and in effect on December 15, 1987). Filed on Form 8-K dated December 17, 1987. Commission File No. 1-4146-1.
- 3.2 The By-Laws of Navistar Financial Corporation (as amended February 29, 1988). Filed on Form 10-K dated January 19, 1989. Commission File No. 1-4146-1.

**NAVISTAR FINANCIAL CORPORATION  
AND SUBSIDIARIES**

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**INSTRUMENTS DEFINING RIGHTS OF SECURITY HOLDERS,  
INCLUDING INDENTURES**

The following instruments of Navistar Financial Corporation defining the rights of security holders are incorporated herein by reference:

- 4.1 Guarantee, dated as of December 8, 2000, made by Navistar International Corporation, in favor of JP Morgan Chase Bank (survivor in the merger between JP Morgan and The Chase Manhattan Bank), as Administrative Agent, for the lenders parties to the Credit Agreement, dated as of December 8, 2000, among Navistar Financial Corporation and Arrendadora Financiera Navistar, S.A. DE C.V., Servicios Financieros Navistar, S.A. DE C.V. and Navistar Comercial, S.A. DE C.V., the Lenders, Bank of America, N.A., as syndication agent, The Bank of Nova Scotia, as documentation agent, and the Administrative Agent.
- 4.2 Indenture dated as of March 25, 2002 by and between the Corporation and The BNY Midwest Trust Company, as Trustee, for 4.75% Subordinated Exchangeable Notes due 2009 for \$200,000,000. Filed on Registration No. 333-87716.



**NAVISTAR FINANCIAL CORPORATION  
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**MATERIAL CONTRACTS**

The following documents of Navistar Financial Corporation are incorporated herein by reference:

- 10.45 Indenture dated as of June 5, 2003, between Navistar Financial 2003-A Owner Trust and The Bank of New York, as Indenture Trustee, with respect to Navistar Financial 2003-A Owner Trust. Filed as Exhibit 4.2 to Navistar Financial Retail Receivables Corporation's Form 8-K dated June 11, 2003. Registration No. 333-67112.
- 10.46 Series 2003-1 Supplement to the Pooling and Servicing Agreement dated as of July 13, 2003, among Navistar Financial Corporation, as Servicer, Navistar Financial Securities Corporation, as Seller, and the Bank of New York, as Master Trust Trustee on behalf of the Series 2003-1 Certificateholders. Filed as Exhibit 4.1 to Navistar Financial Securities Corporation's Form 8-K dated July 11, 2003. Registration No. 333-102345-01.

**NAVISTAR FINANCIAL CORPORATION  
AND SUBSIDIARIES**

**CERTIFICATIONS**

I, Phyllis E. Cochran, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Navistar Financial Corporation, subsidiary of International Truck and Engine Corporation;
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 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)) 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) 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
  - c) Disclosed in this report any change in the registrant's internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) 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

NAVISTAR FINANCIAL CORPORATION  
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5. The registrant's other certifying officer 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 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 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 controls over financial reporting.

Date September 12, 2003

/s/Phyllis E. Cochran  
Phyllis E. Cochran  
(Principal Executive Officer)

A signed original of this written statement required by Section 302 has been provided to Navistar Financial Corporation and will be retained by Navistar Financial Corporation and furnished to the Securities and Exchange Commission or its staff upon request.

**NAVISTAR FINANCIAL CORPORATION  
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**CERTIFICATIONS**

I, Andrew J. Cederoth, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Navistar Financial Corporation, subsidiary of International Truck and Engine Corporation;
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 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)) 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) 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
  - c) Disclosed in this report any change in the registrant's internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) 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

NAVISTAR FINANCIAL CORPORATION  
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5. The registrant's other certifying officer 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 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 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 controls over financial reporting.

Date September 12, 2003

/s/Andrew J. Cederoth  
Andrew J. Cederoth  
(Principal Financial Officer)

A signed original of this written statement required by Section 302 has been provided to Navistar Financial Corporation and will be retained by Navistar Financial Corporation and furnished to the Securities and Exchange Commission or its staff upon request.

**CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Quarterly Report of Navistar Financial Corporation (the "Corporation"), subsidiary of International Truck and Engine Corporation, on Form 10-Q for the period ended July 31, 2003 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Phyllis E. Cochran, Principal Executive Officer of the Corporation, certify, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that:

- (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 result of operations of the Corporation.

/s/ Phyllis E. Cochran  
Phyllis E. Cochran  
Principal Executive Officer  
September 12, 2003

This certification accompanies the Report pursuant to § 906 of the Sarbanes-Oxley Act of 2002 and shall not be deemed filed by the Corporation for purposes of Section 18 of the Securities Exchange Act of 1934, as amended.

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

**CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Quarterly Report of Navistar Financial Corporation (the "Corporation"), subsidiary of International Truck and Engine Corporation, on Form 10-Q for the period ended July 31, 2003 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Andrew J. Cederoth, Principal Financial Officer of the Corporation, certify, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that:

- (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 result of operations of the Corporation.

/s/ Andrew J. Cederoth  
Andrew J. Cederoth  
Principal Financial Officer  
September 12, 2003

This certification accompanies the Report pursuant to § 906 of the Sarbanes-Oxley Act of 2002 and shall not be deemed filed by the Corporation for purposes of Section 18 of the Securities Exchange Act of 1934, as amended.

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