

September 06, 2023

Isuzu Customers,


Late last year, the U.S. Environmental Protection Agency approved the California Air Resources Board's plan to implement its Omnibus Low NO<sub>x</sub> Initiative, effective with the 2024 calendar year.

Since that time, we (along with the Engine Manufacturers Association (EMA) and other OEMs) have been engaged in negotiations with CARB concerning possible changes in the initiative that would make it possible for us to provide our N-Diesel product in 2024 and beyond. Due to the fact that we will be unable to meet this new regulation with the Isuzu 4H diesel engine and we have been unable to attain a compromise with CARB on the upcoming regulations, we have made the difficult decision to discontinue the sale of our N-Series diesel trucks in the state of California, effective with 2025 model-year trucks scheduled for production on and after January 1, 2024. This decision may also affect the sale of our N-Series diesel models in other "CARB states" (assuming the EPA provides the necessary waiver for those states that follow CARB regulations).

While we regret the impact this decision will have on our dealers and loyal customers, we want to reassure you that Isuzu will continue to offer a wide range of medium-duty trucks to meet the needs of our customers. With the recent addition of the 6.6-liter V8 to our NQR and NRR gas models, our N-Gas line-up now covers classes 3-5 -- offering dealers and customers an alternative to the N-Diesel. Additionally, we will be offering our F-Series product for sale in all 50 states in 2024. Lastly, as we announced in early March, at NTEA Work Truck Week 2023, production of the N-Series EV for the US market is scheduled to begin early in 2024. The addition of an EV to our N-Series line-up will help provide more options for our customers as regulations and business needs evolve.

Rest assured that all of us at Isuzu are committed to your success, to meeting the transportation needs of all our customers, and to providing the widest range of models and powertrains in the medium-duty low-cab-forward marketplace.

Sincerely,



Shaun Skinner

President

Isuzu Commercial Truck of America, Inc.