



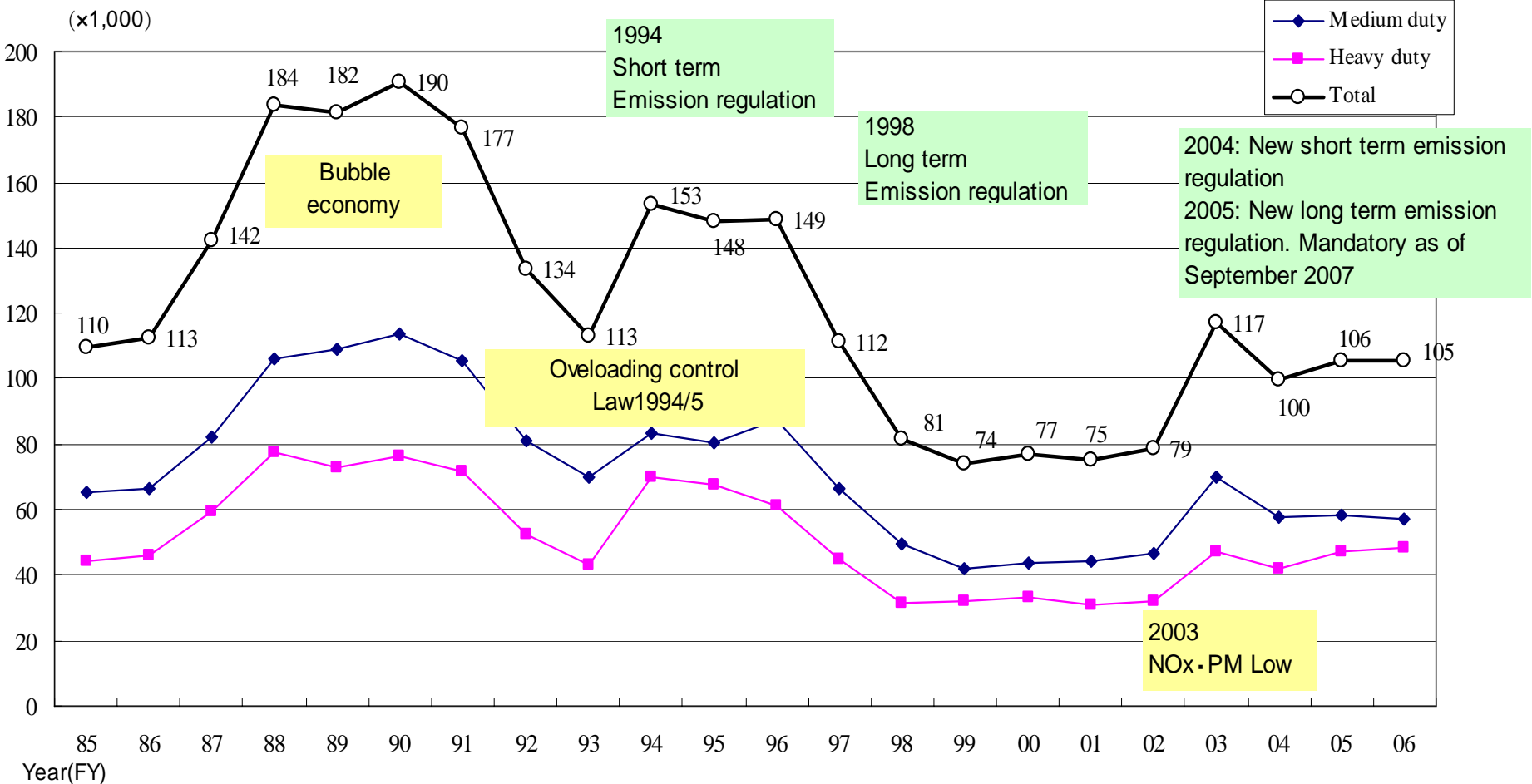
Truck Market in Japan and Nissan Diesel

1. Truck Market in Japan
2. Company Profile
3. Business Performance
4. Topics

Corporate Planning Office
Executive Officer
Koji Sakurai

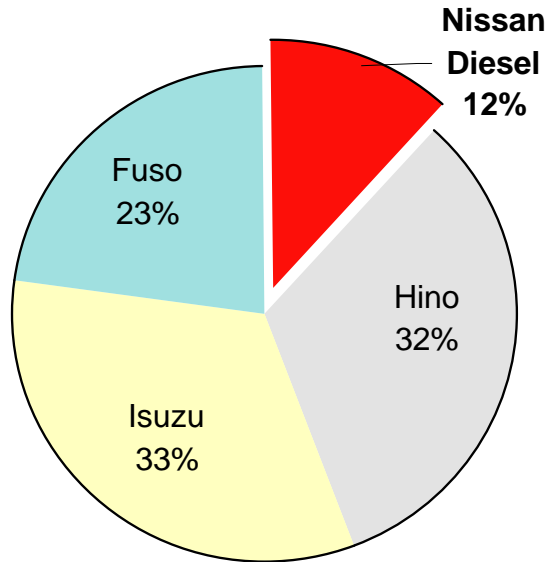
1. Truck Market in Japan

Total Volume in Japan (Heavy & Medium)



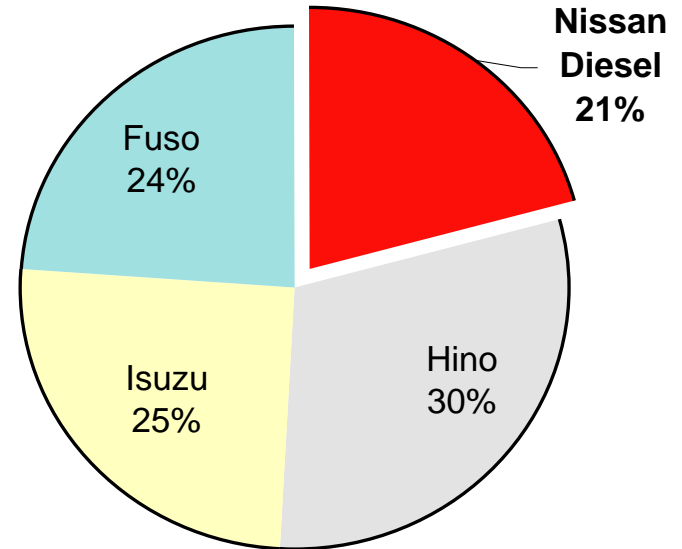
Truck Market Shares in FY2006

Medium duty



Nissan Diesel
Condor
Medium duty

Heavy duty



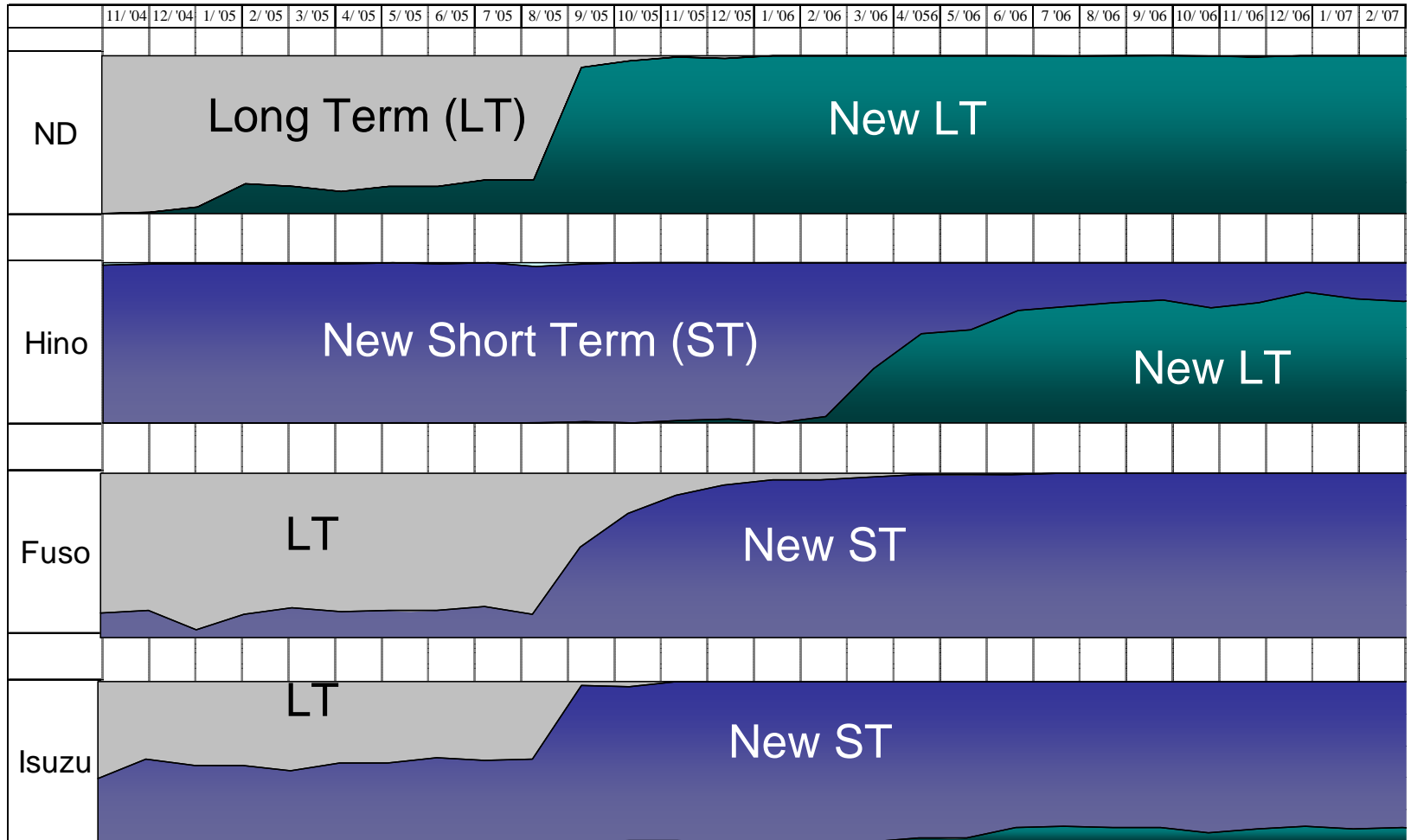
Nissan Diesel
Quon
Heavy duty

- Achievement of NLT emission regulation one year ahead.
- Balanced between “Fuel Consumption” and “Environment Needs” by global first Urea SCR system.

Market Penetration of Regulated Trucks

Registration rate by emission code

Heavy duty Quon & its equivalents: from Nov.2004 to Mar.2007



2. Company Profile

Business Base

Ageo Plant

Headquarters & Major Plant

Vehicle Production & R&D
403,000m²

Kounosu Plant

Casting
62,000m²

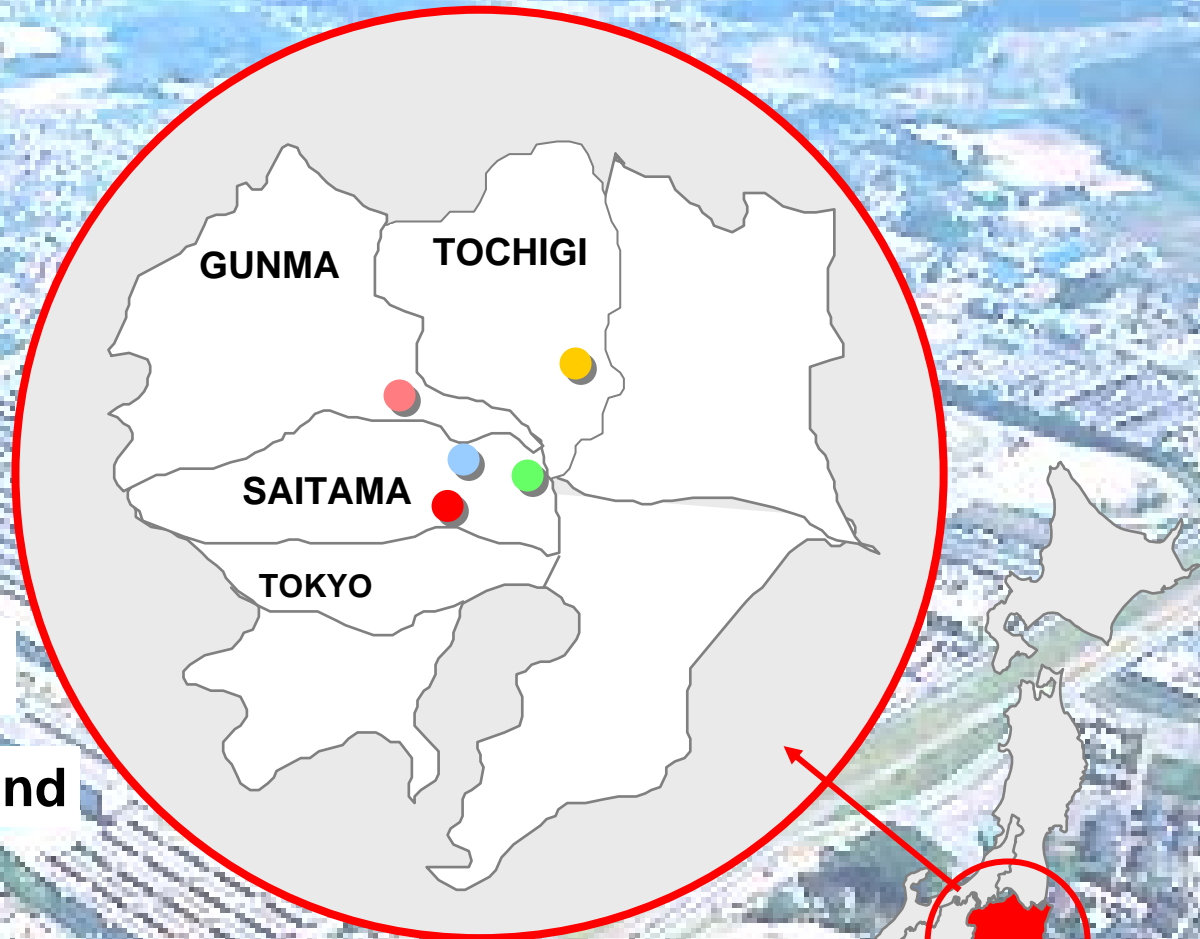
Hanyuu Plant

TM Component
20,000m²

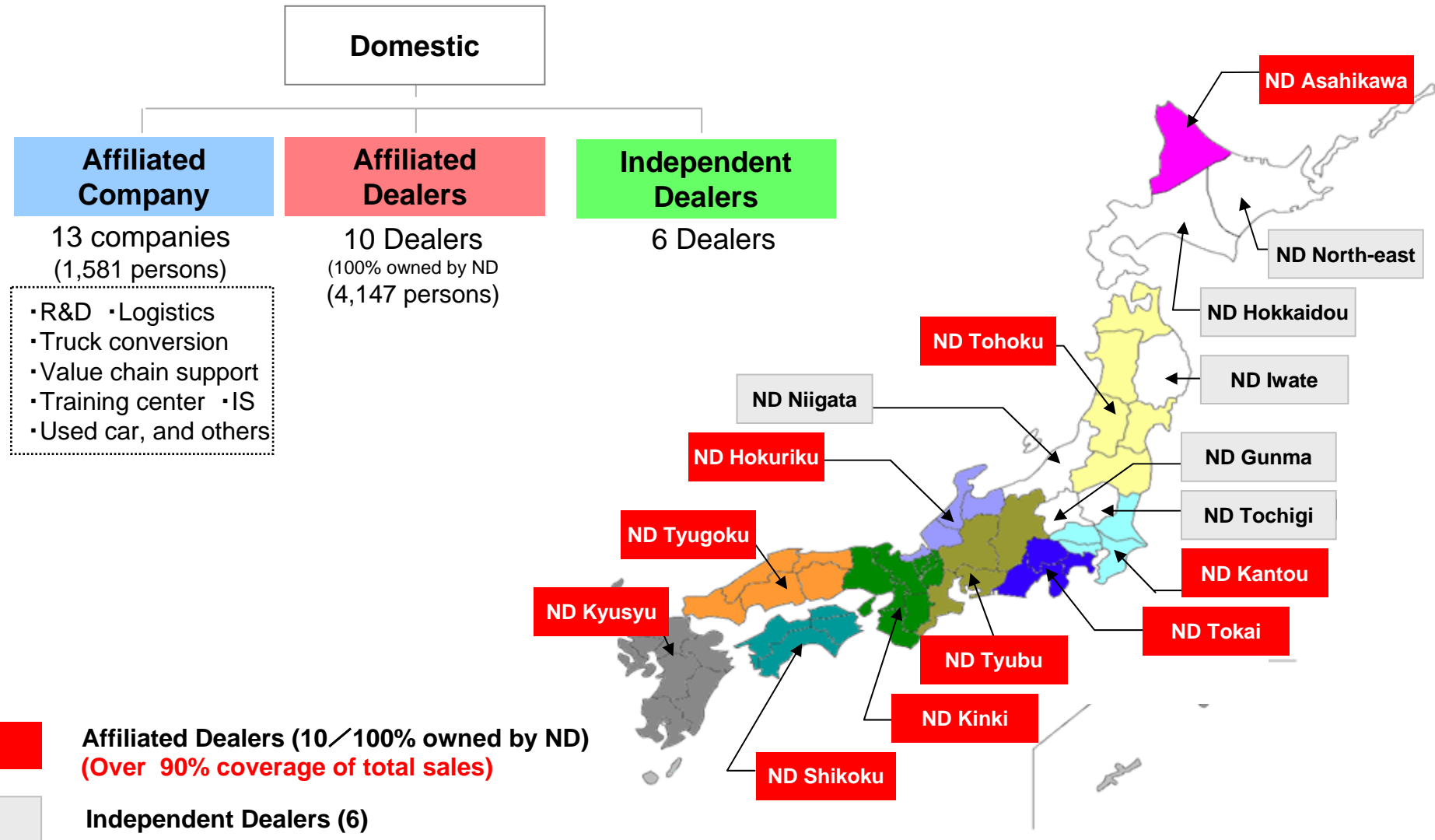
Gunma Parts Center

Motegi Proving Ground

(Joint use with Nissan and Jatco)

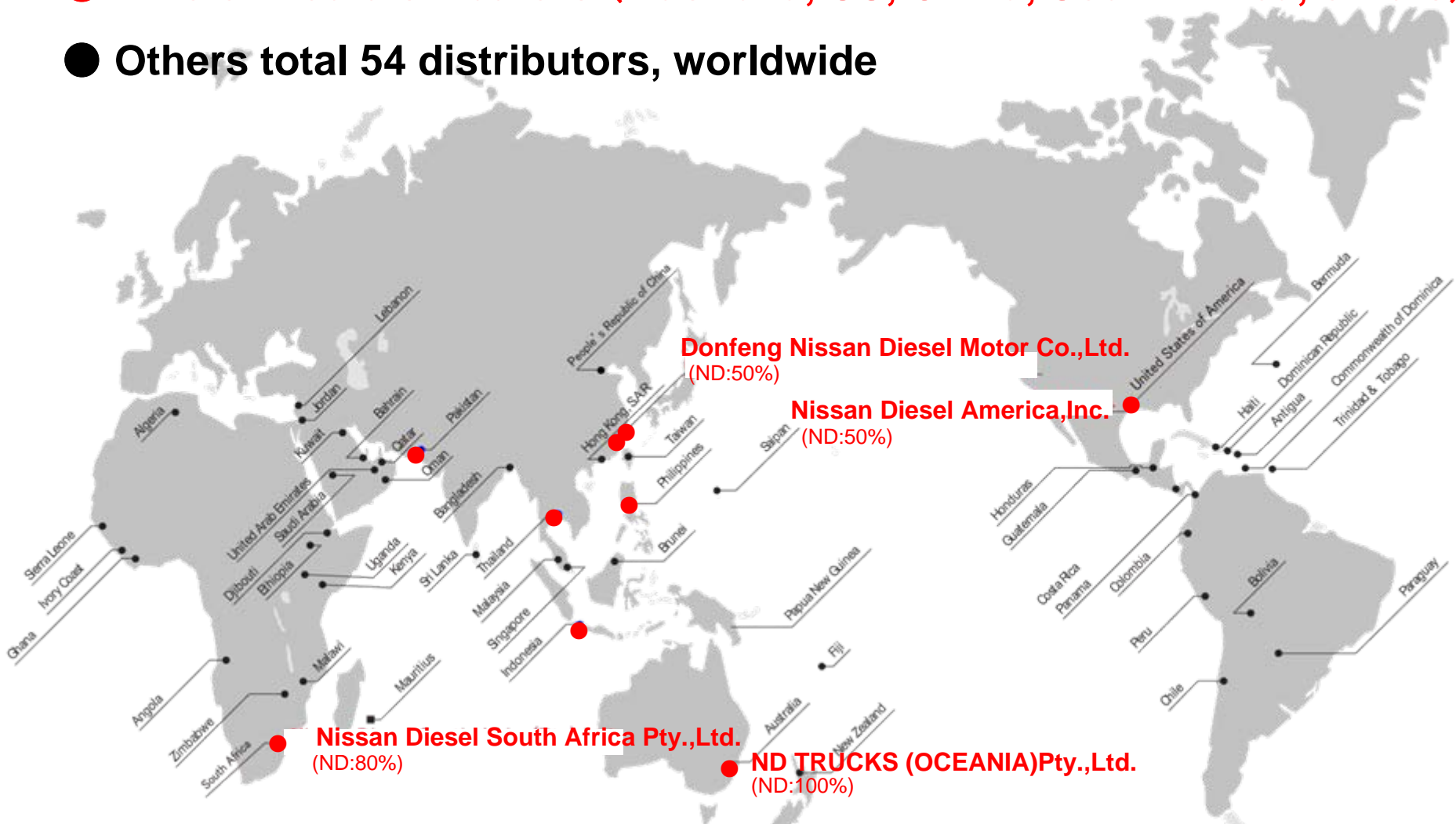


Domestic Business Base



Export Business Base

- **Nine owned distributors (Australia, US, China, South Africa, others)**
- **Others total 54 distributors, worldwide**



Products

Heavy Duty Truck (GVW Over 15ton)
Quon



Medium Duty Truck (GVW Over 8-15ton)
Condor



Light Duty Truck
(GVW under 6.5ton)
Condor



Bus

SPACE ARROW



Engine

GE13L
(350 – 520 HP)



ZD30
(114 – 154 HP)



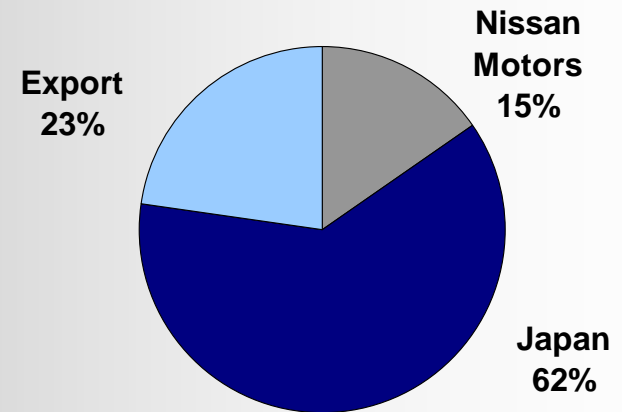
3. Business Performance

Recent Performance

LDT for Nissan: 26,587 units



<u>Sold trucks (units)</u>	<u>FY2006</u>
Light duty	5,600
Medium duty	17,600
Heavy	16,900
Buses	1,400



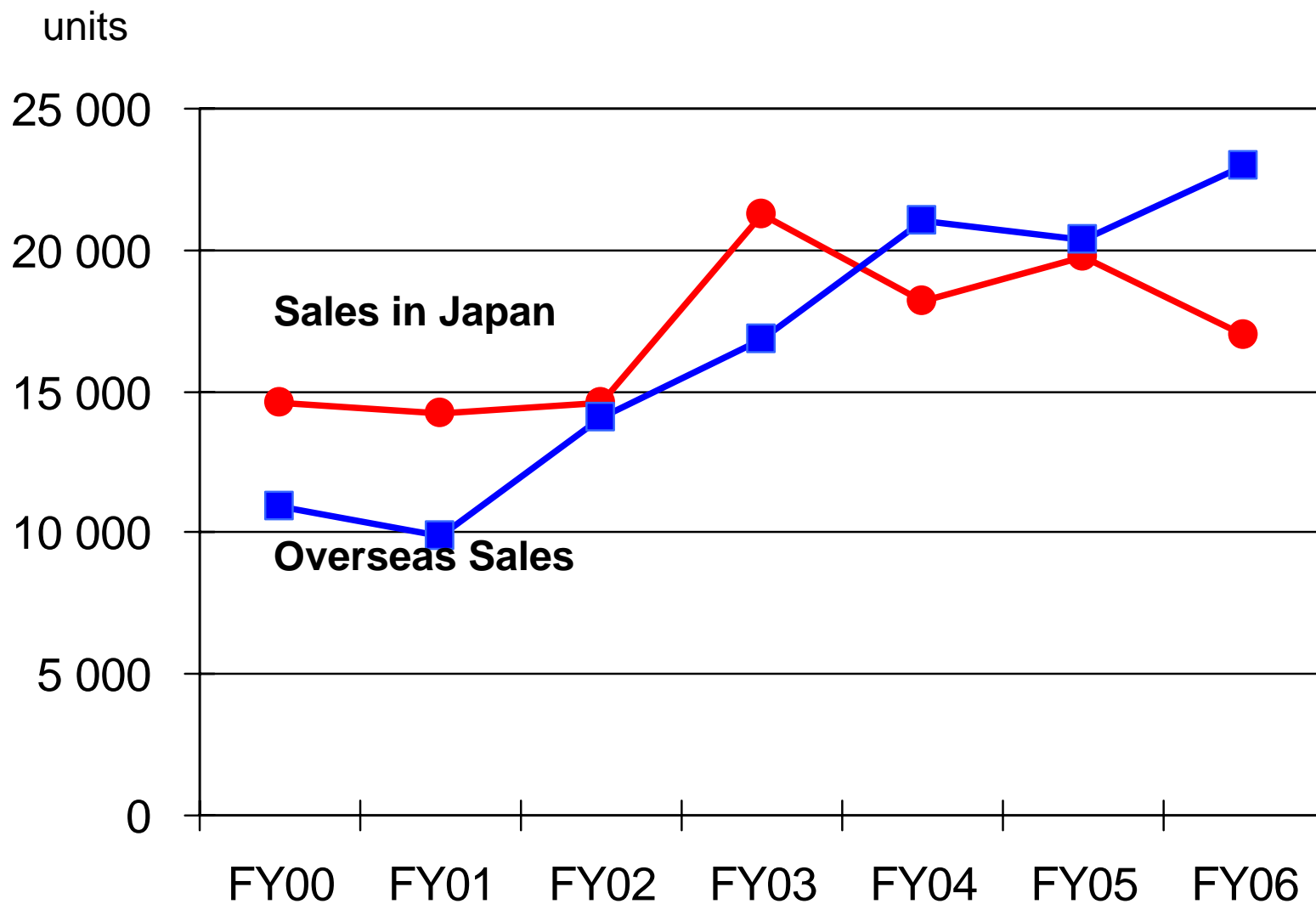
Sales JPY bn,	466.3
Operating profit JPY bn,	26.1
Operating margin, %	5.6

No. of employees	9,032
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Japanese GAAP

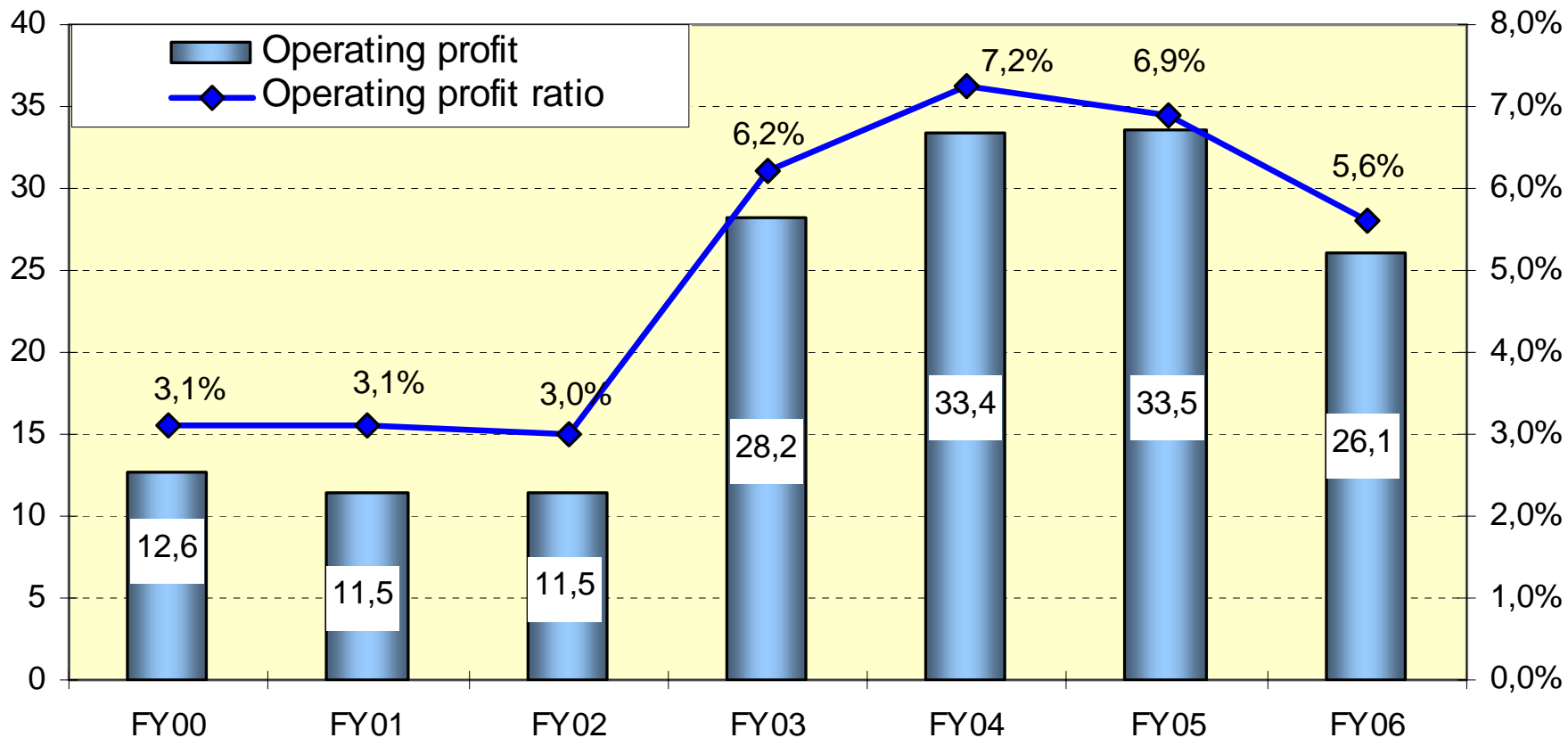


Trend of Sales Units



Operating Performance

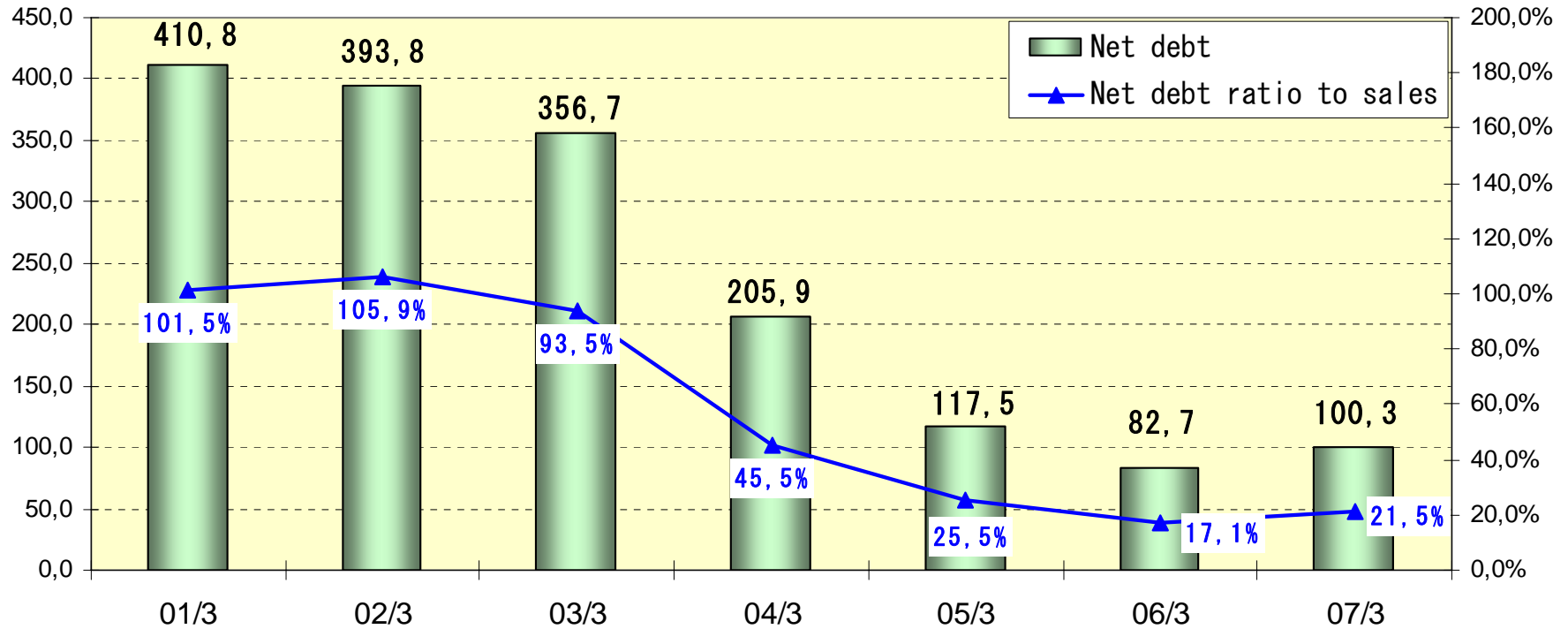
JPY bn



Japanese GAAP

Debt Reduction

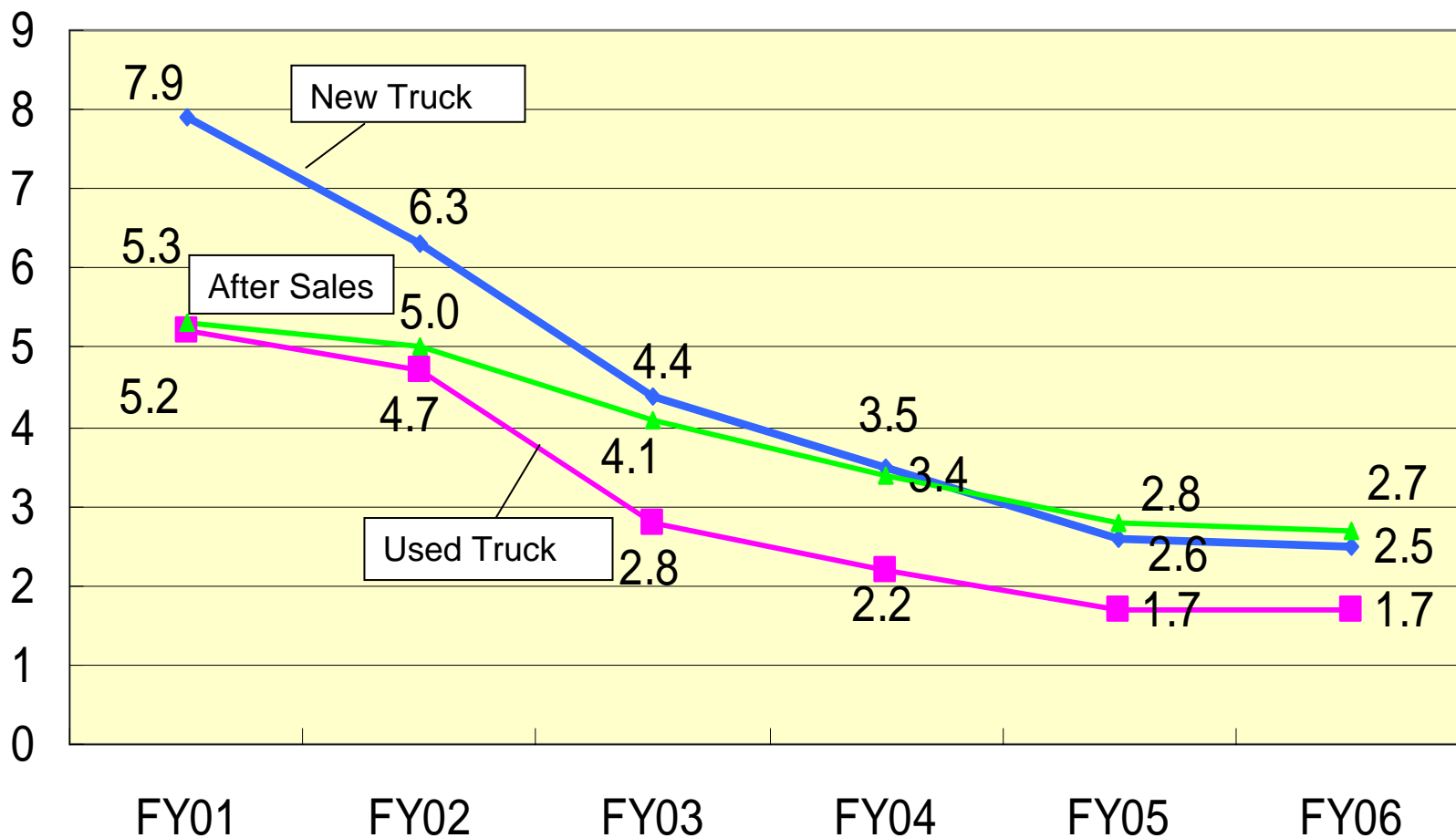
JPY bn



Japanese GAAP

Turnover of Account Receivable

Months



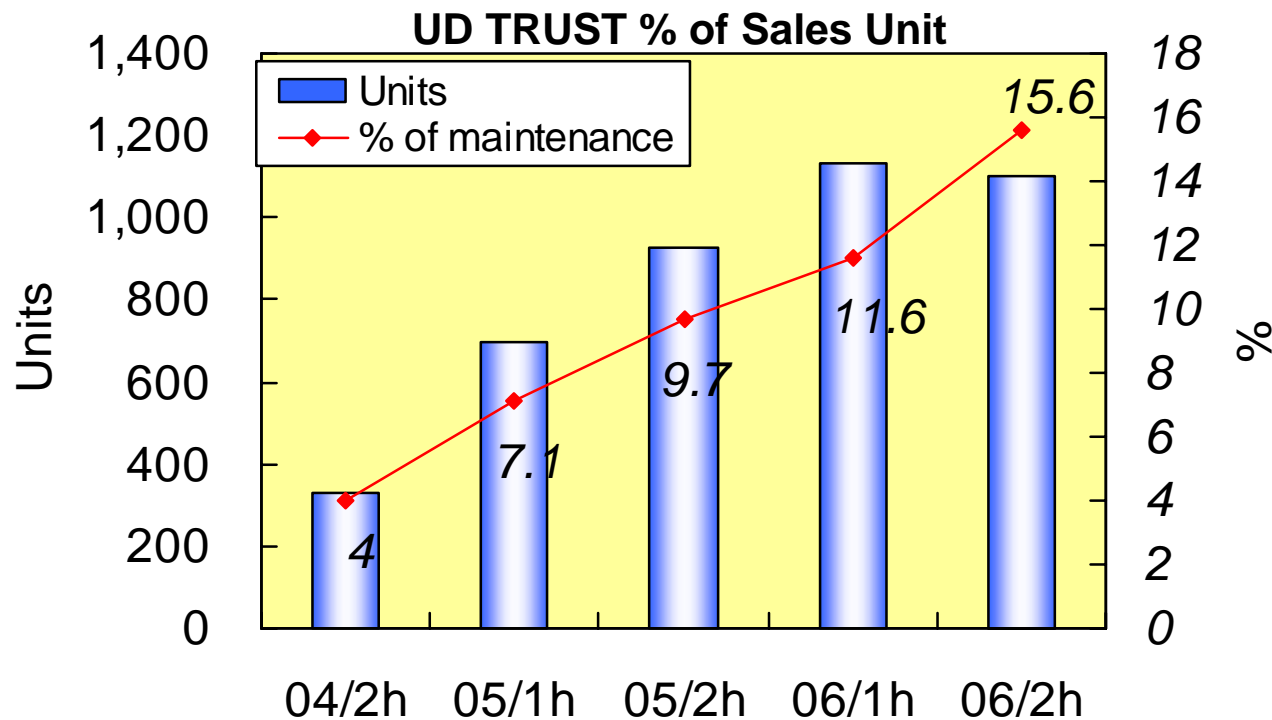
4. Topics

New Value for Customer

- Launched new maintenance leasing program as “UD-TRUST”

UD-TRUST

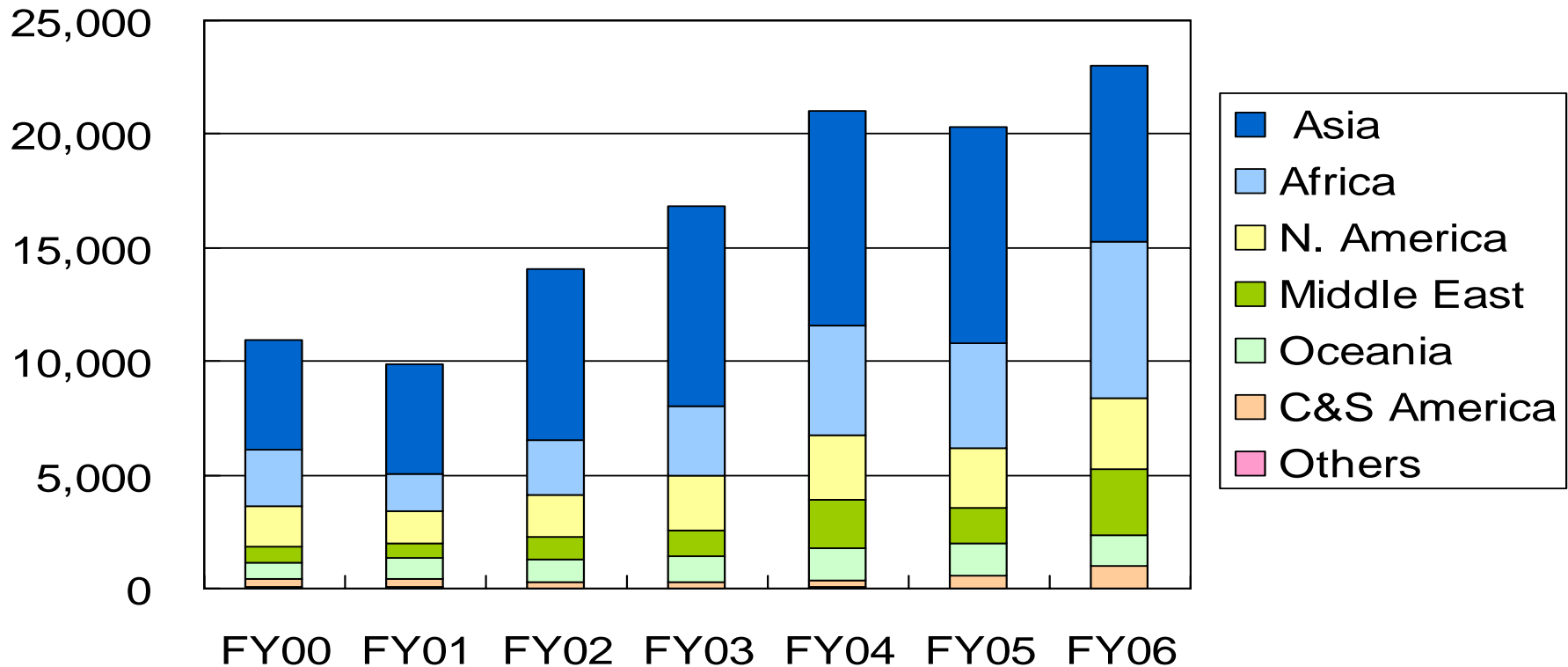
Provides a high value-added in all truck throughout the life cycle



Overseas Sales Growth

Double volume in three years

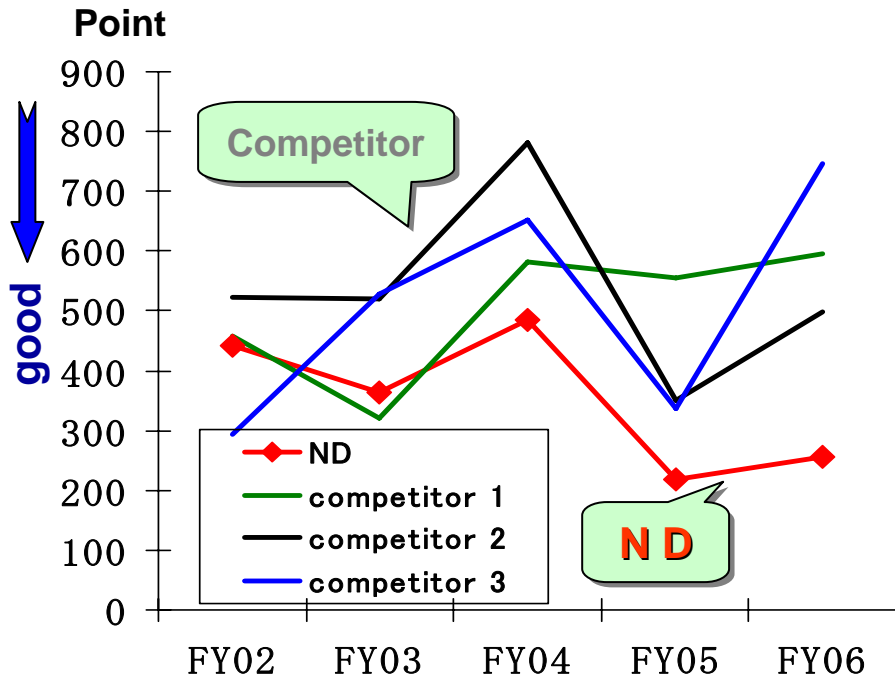
Overseas Sales Units: Thousands



Quality Advantage

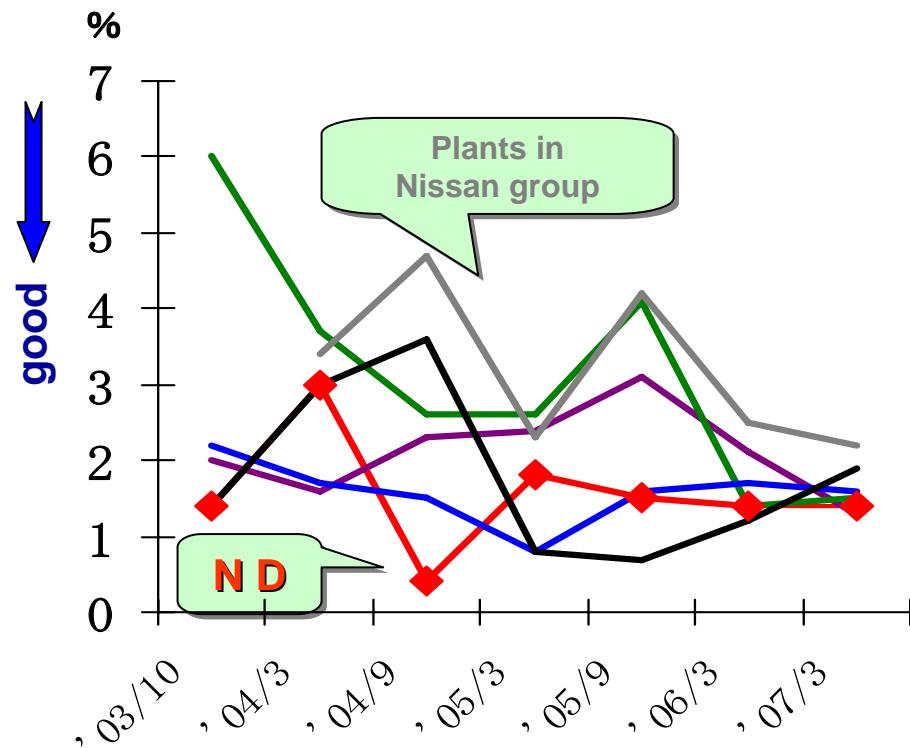
Highest quality level in Japan

< Heavy duty truck >
CSI* overall assessment

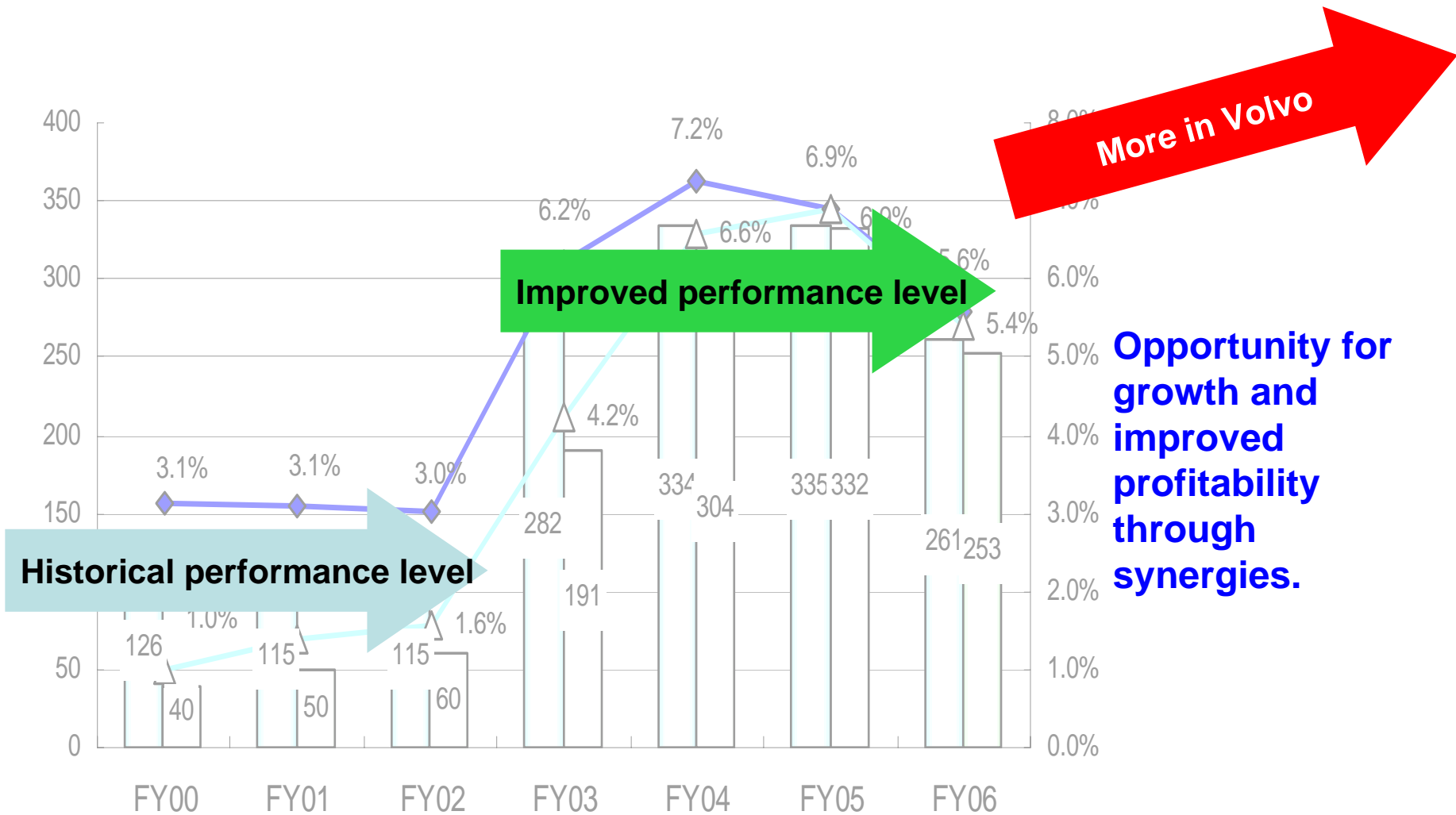


* Internal research

< Light duty vehicle >
Defect ratio in Nissan Group



New Stage in Volvo





 **NISSAN DIESEL**

Thank you very much.