

Agenda

- ❖ Introduction
- ❖ Marketing concept
- ❖ F series Product information
 - a. Product features
 - b. Specification & Lineup
- ❖ “Touch and Feel” the Actual vehicle



INTRODUCTION

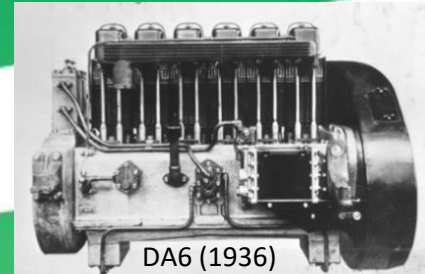
We are Innovative Truck Manufacturer
First car builders of Japan
First truck rolled out over 80 years ago

We are Worlds Leading Diesel Manufacturer
N and F series is the best selling trucks
in the world.

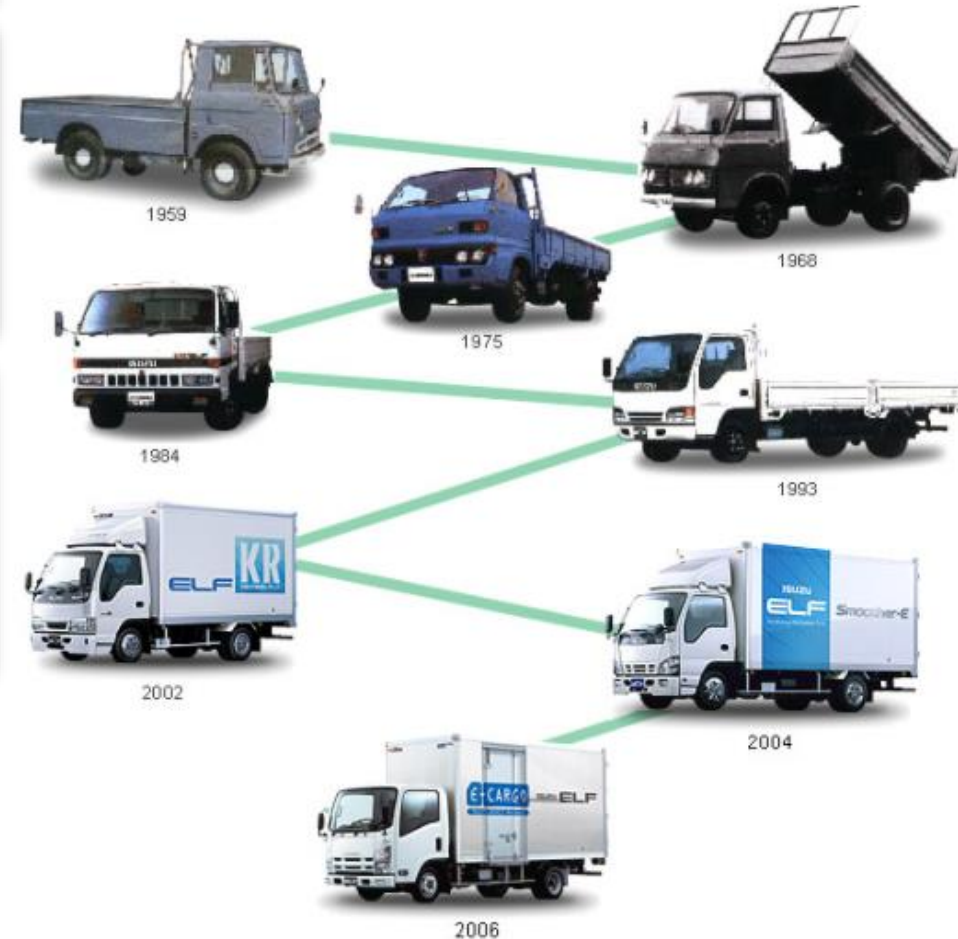
700P is the 7th generations of the best truck
Introduced in 2008 as the best quality and
Best performance truck in the world.



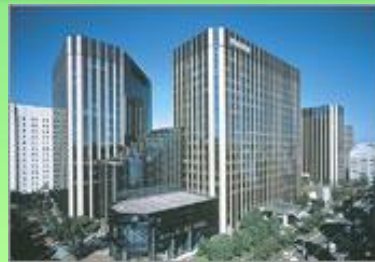
Type TX35 (1933)



DA6 (1936)



1937 Tokyo



2018 All Over The World



Marketing Concept



High
QUALITY &
Performance

Reliable Quality and High Performance

TESTED
TOUGH

PROVEN

High Market share

Durability & Safety

Contribute To The
Customer's Benefit &
Environmental Conservation

Regulation

Euro2 will be mandatory from 1st Jan, 2021

Revision of emission requirements for road vehicle (Minutes from RVTC)

A sub committee involving NTSA and the motor industry experts had been working the proposal for emissions to be captured in the standards. Members deliberated on the same and it was agreed that:

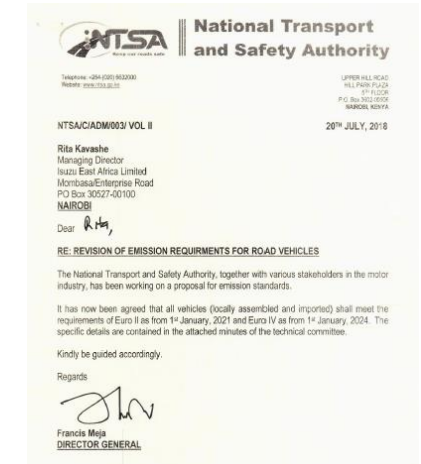
- a) All vehicles (locally assembled & imported) shall meet the requirements of Euro II as from 1st January 2021 and Euro IV as from 1st January 2024. The specific details were as follows:

Emission Standard	Petrol (Gasoline)	Diesel	Implementation Date
Euro II	CO: 2.2g/km HC + NOx: 0.5g/km	CO: 1.0g/km HC + NOx: 0.7g/km PM: 0.08g/km	1 st January 2021
Euro IV	CO: 1.0g/km THC: 0.10g/km NOx: 0.08g/km	CO: 0.50g/km HC + NOx: 0.30g/km NOx: 0.25g/km PM: 0.025g/km	1 st January 2024

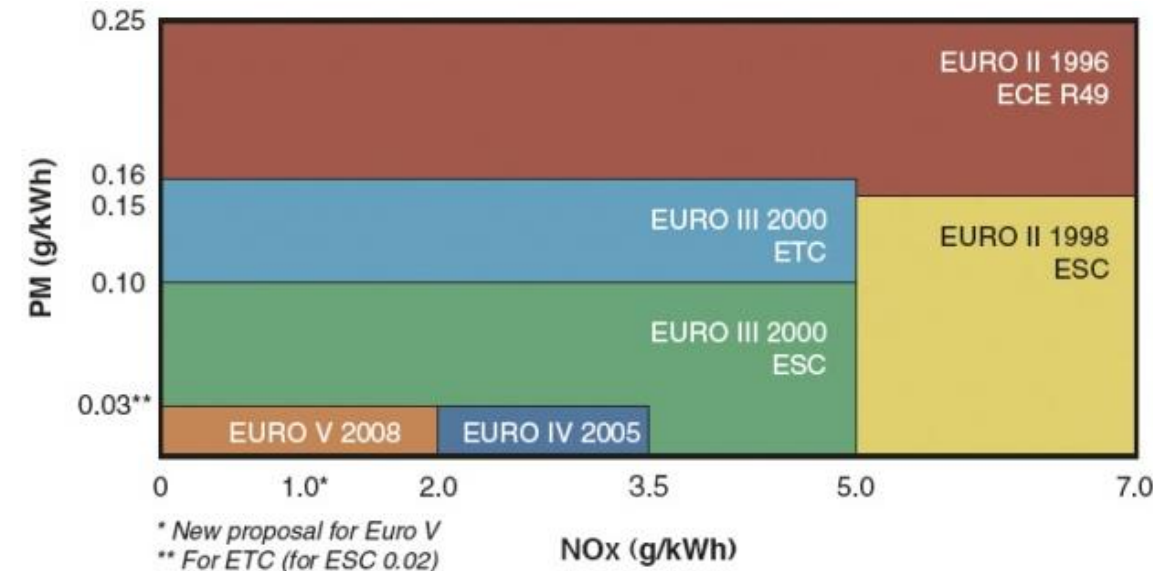
The above decision was informed by the changeover planning that is required to be put in place by all manufacturers.

- b) The current emission requirements for in service vehicles be retained and the new requirements as stated in a) above be included in the revision of KS 1515. During the next revision, the in-service vehicles emission requirements will be updated.

MINUTES			
Date: 2018-07-17			
Time: 10:00 a.m.			
Location: KESSTI ROOM 2			
NAME OF COMMITTEE	KESBO TO 102 ROAD VEHICLES TECHNICAL COMMITTEE		
CHAIR PERSON	Eng. Peter Muthira Wanjohi		
SECRETARY	Zacharia Lukito Chelani		
ATTENDEES	See Annex I		
AGENDA	1. Introduction and welcome remarks 2. Electric vehicles' standards 3. KS 1515 - Revision 4. KS 372 Revision and BRTs 5. A.O.B		
OPENING PRAYER	None		
MIN 012018: INTRODUCTION & WELCOME REMARKS			
DISCUSSION	The TC members were welcomed to KESBO by the Secretary and a word of prayer given by Tony Caturin.		
	The chairperson thanked the members for turning up for the meeting and for their continued commitment in developing standards for road vehicles to ensure that road safety in the country is enhanced.		
RESOLUTIONS	None		
ACTION ITEM		RESPONSIBLE	DEADLINE
None			
MIN 022018: ELECTRIC VEHICLES' STANDARDS			
DISCUSSION	It was reported that following a retreat organized by KESBO together with UN Environment on Electric mobility in Nairobi, all the 24 ISO Standards as discussed by the members had been approved in June 2018. The report for the Nairobi retreat had been shared with all the members.		
	The next step was to finalize the guideline Standard for electric mobility of which the working group had started working on.		
RESOLUTIONS	It was agreed that a 2 day retreat be organized in August/September to finalize the guideline standards.		
ACTION item		responsible	Deadline
Source for approval of funding for the retreat and firm up the date for the retreat.		Secretariat	Mid-August



Minutes of the discussion by ROAD VEHICLES TECHNICAL COMMITTEE
And Letter from National Transport And Safety Authority



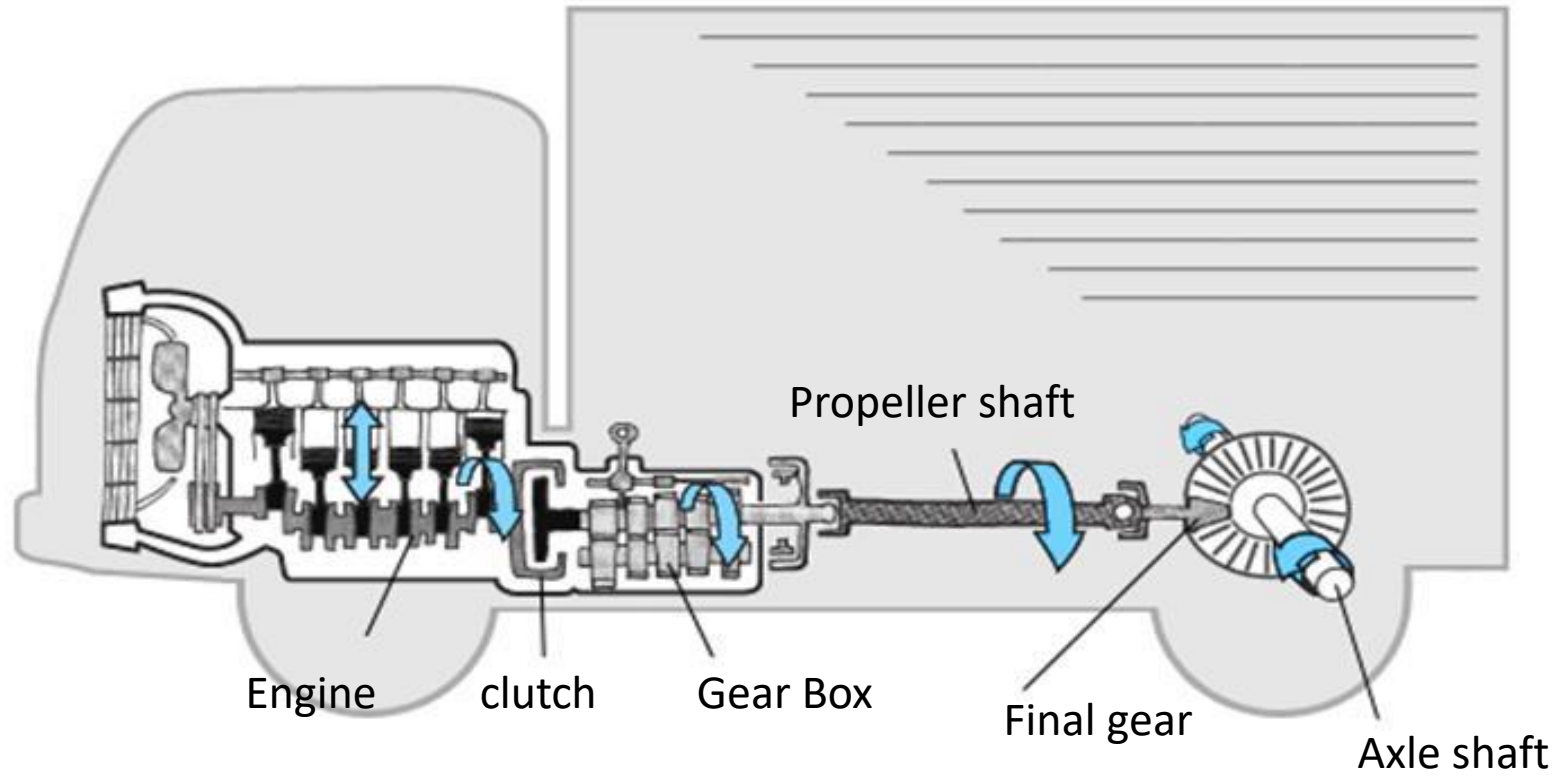
Emission standard

F- Series

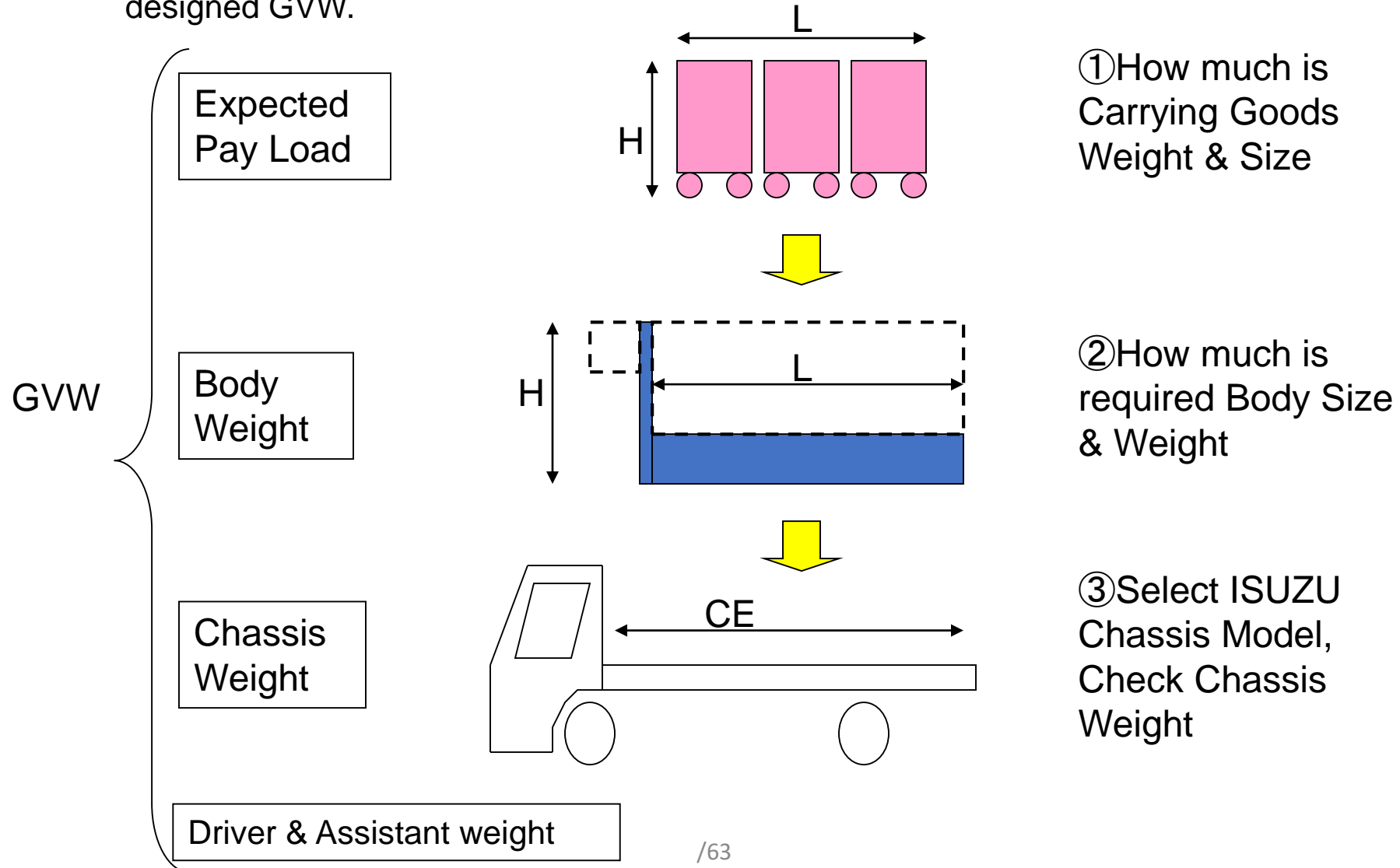
Product features

- 1, VIN/ID PLATE
- 2, Exterior/Interior
- 3, Engine
- 4, Durability
- 5, Safety
- 6, Maintenance



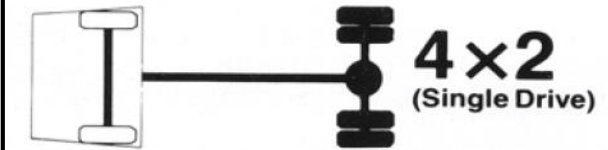


(1) Total vehicle weight (Chassis+Rear Body+Carrying Goods) should be under ISUZU designed GVW.



4X2 Trucks:

A four-wheeler truck with two rear deriving wheels.



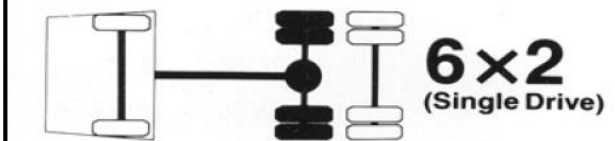
4X4 Trucks:

Truck with front & rear axle getting the Drive



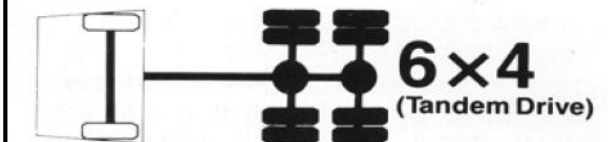
6x2 Trucks:

The truck that employs six wheel but getting drive only for rear two wheels



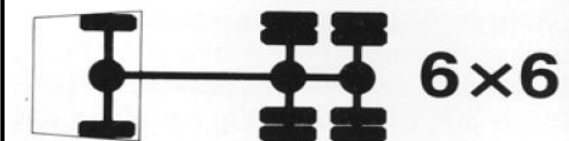
6x4 Trucks:

Truck that employs six wheel, getting drive rear four wheels



6X6 Trucks:

Truck that employs six wheel, getting drive all six wheels



F- Series

EXTERIOR / INTERIOR



Standard Cab
(4x Cab with bed space)



Wide Cab
(5x Cab with bed space)

Cabin size variety

STD Cab



Wide Cab



2 variety cabin size & design for customer usage

Aerodynamic design

Wind tunnel test



Computing analyze



Highly developed smooth air flow contribute to less resistance

Features

Gentleness & Toughness front face design

Flat surface + Round corner

Advantage

Modern outlook

Minimize air resistance

Benefit (Customer)

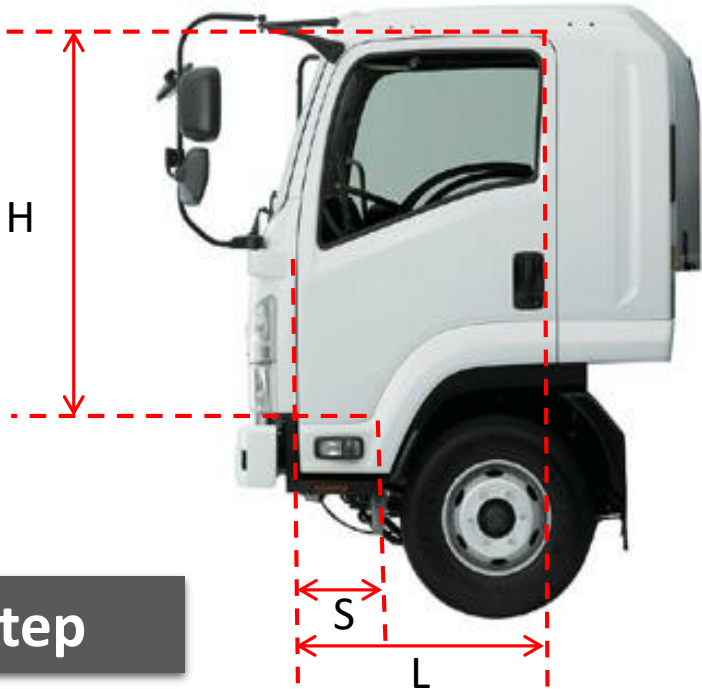
Pride owner ship

Enhance fuel efficiency

Wide door opening

Wider

	700P		200P	FUSO
Height (H)	1730mm		1710mm	1630mm
Length (L)	950mm		910mm	940mm
Step Width(S)	360mm	480mm	320mm	285mm



Door handles

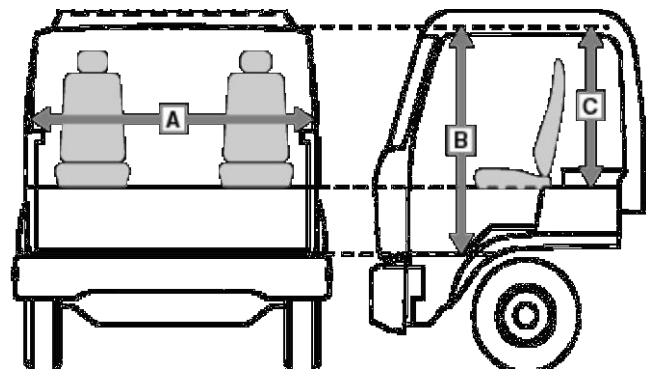


Door Step



Feature	Advantage	Benefit (Customer)
Widest door opening space and steps	Easy get on & off	Less fatigue to get on & off
Vertical door handle	Get more firm grip	Easy operate

Inside space

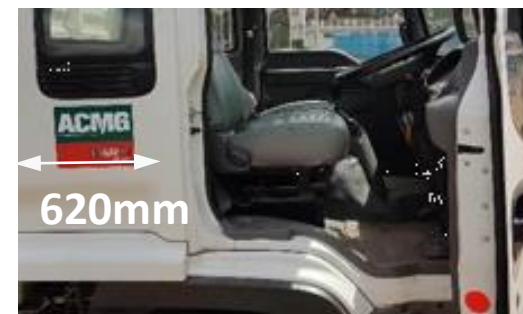


Bed space

700P

**All Dimension ISUZU > HINO > FUSO !**

200P



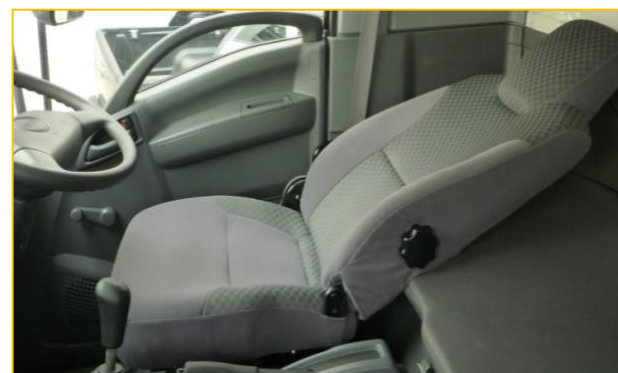
FUSO



	A	B	C
	Width (mm)	Height (mm)	Height (mm)
700P	2100	1495	1125
200P	1980	1300	1110
FUSO	1855	1360	860

Seat reclining

700P



Feature

Advantage

Benefit (Customer)

Wider cabin space

Large room for work space

High roominess & conformity

Flexibility angle seat & wider bed space

Feel relax on rest time

High conformity ²⁰

Storage pocket ISUZU 10 Pockets > HINO 8 Pockets > FUSO 4 Pockets !



a OVERHEAD STORAGE



b DOOR POCKET



c DIN SPACE



d CARD HOLDER



e CUP HOLDER



f BAG HOOK



g GLOVE BOX



h DOOR ASHTRAY



Features

Many storage space

Advantage

High utility

Benefit (Customer)

Support to smooth operation
Enhance convenience

More convenient space for work

SEAT

Overhead storage

Door panel

ISUZU



Bucket seat

Center. console



With lid



Pocket, ash tray,
pull case

**FUSO
FI**



Flat seat



No lid



No function

Features

Advantage

Benefit (Customer)

Utility Functions

More function than FUSO

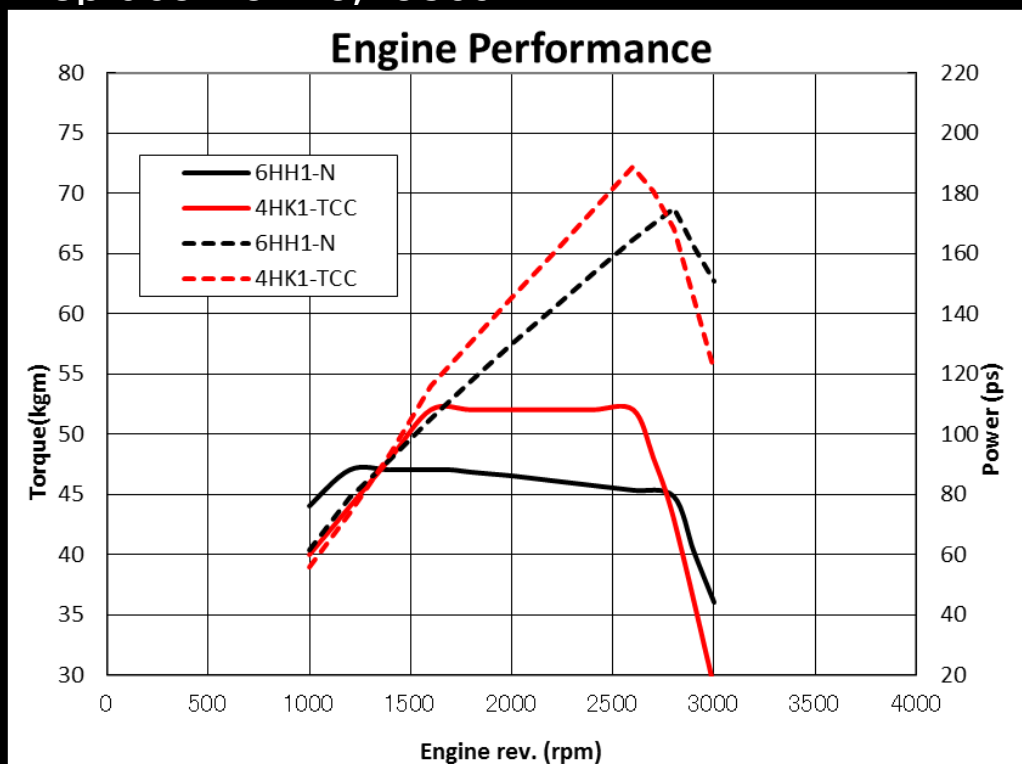
Support to smooth operation
Enhance convenience

F- Series

Engine

4HK1-TCC(EURO II)

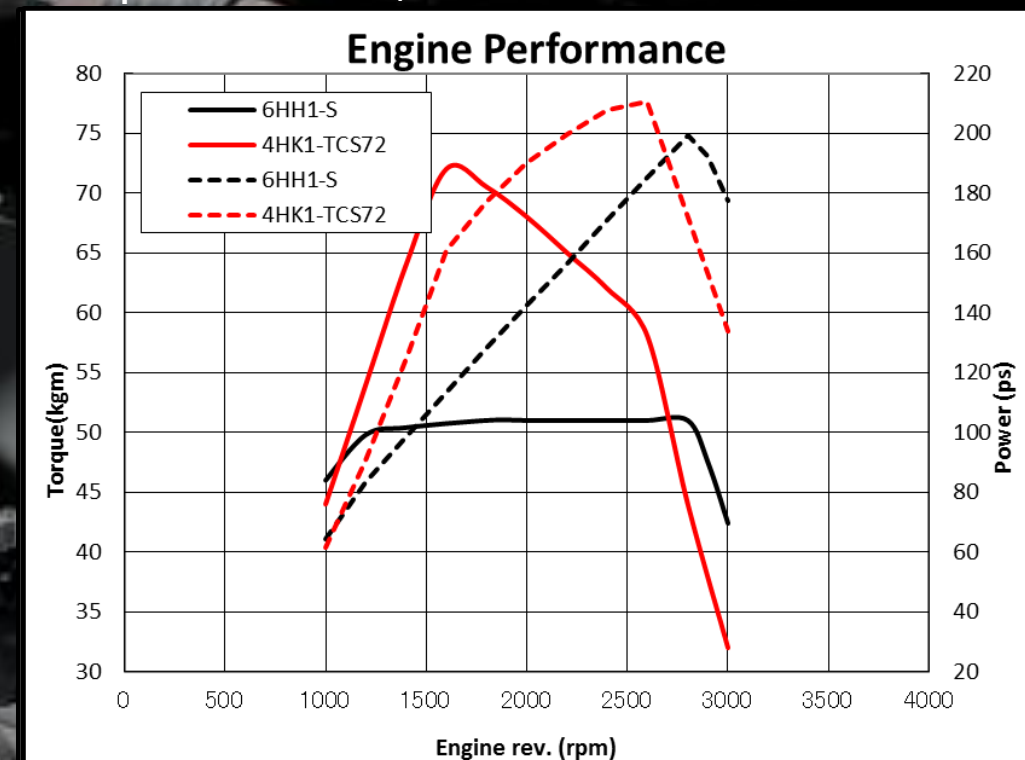
Displacement 5,193cc



Max. Output 140kW(190PS)/2,600rpm
Max. Torque 510N•m(52.0kg•m)/1,600rpm

4HK1-TCS(EURO II)

Displacement 5,193cc



Max. Output 154kW(210PS)/2,600rpm
Max. Torque 637or706N•m(65or72kg•m)/1,600rpm

Feature

4 Cylinder with
High Technology

Advantage

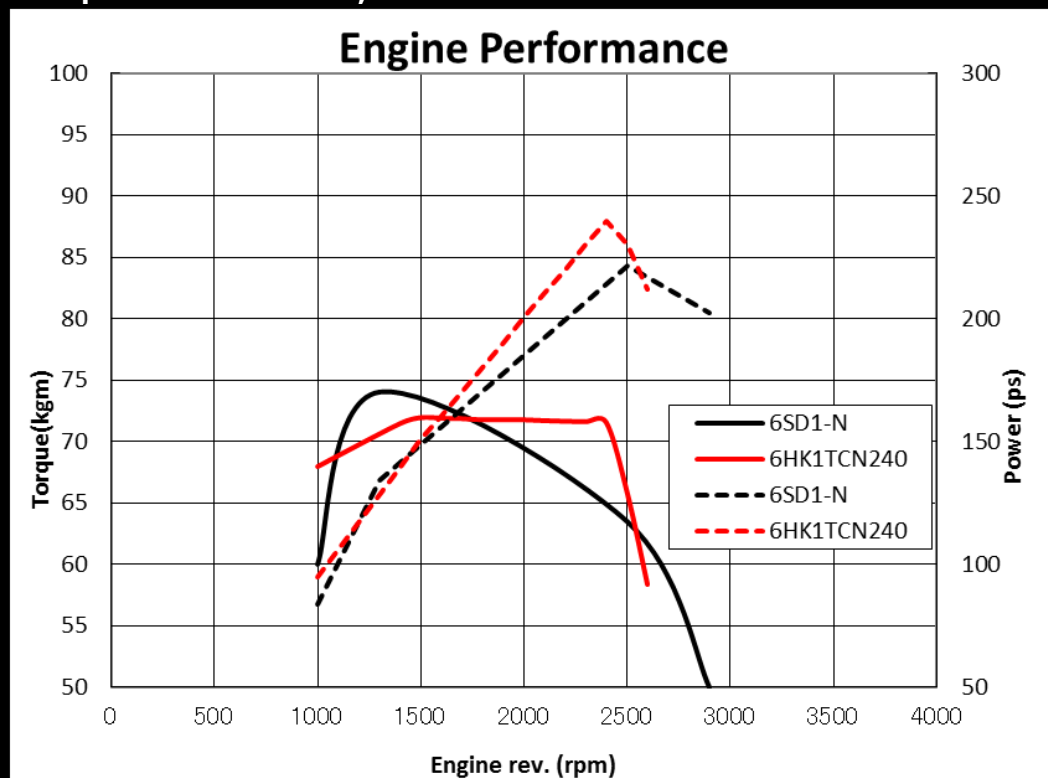
High fuel economy
Big Power/Torque

Benefit (Customer)

Low fuel cost
High speed and Acceleration

6HK1-TCN(EURO II)

Displacement 7,790cc

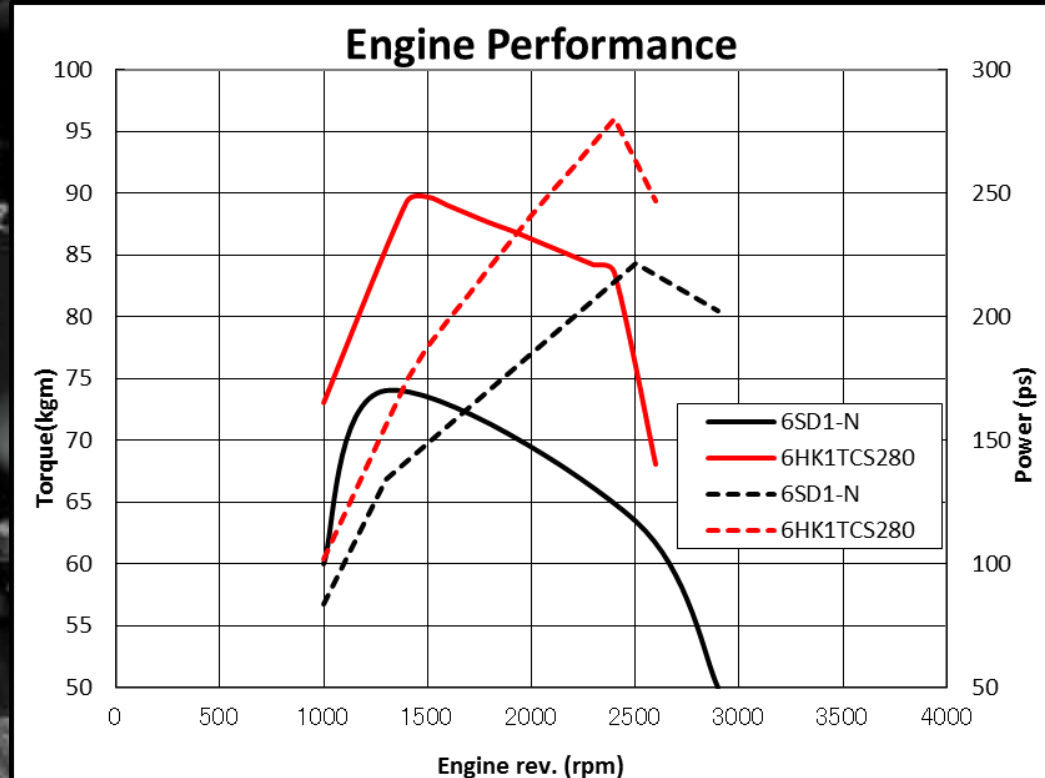


Max. Output 177kW(240PS)/2,400rpm

Max. Torque 706N•m(72.0kg•m)/1,450rpm

6HK1-TCS(EURO II)

Displacement 7,790cc



Max. Output 206kW(280PS)/2,400rpm

Max. Torque 882N•m(90.0kg•m)/1,450rpm

Feature

6 Cylinder with
High Technology

Advantage

High fuel economy
Big Power/Torque

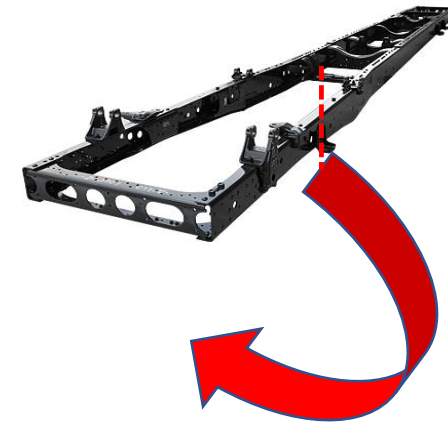
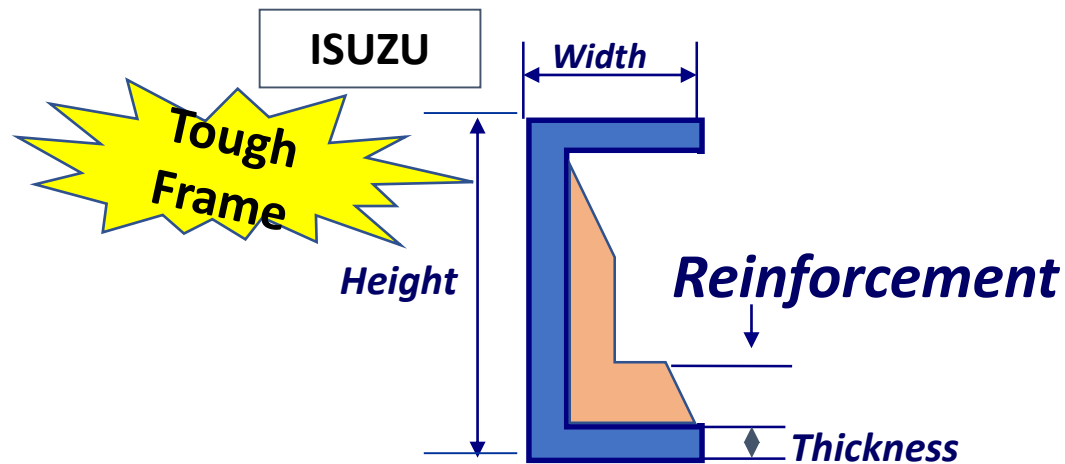
Benefit (Customer)

Low fuel cost
High speed and Acceleration

F- Series

Durability

GVW[t]	Model	ISUZU	
		Thickness[mm]	TOTAL
11.0	FRR90	6 + 4.5	10.5
14.2	FTR90	8	8
18.0	FVR34	10 + 4.5 + 6	20.5



Feature

Advantage

Benefit (Customer)

Thick chassis frame

Stronger chassis frame

Higher capability for loading

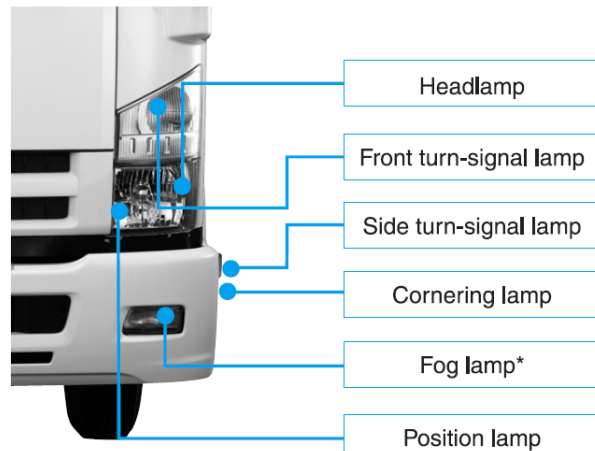
F- Series

Safety

Head lamp



FRR,FSR
FVR,FVZ,FTS



Cab headlamp configuration

*Standard on wide cab

FUSO



HINO



Rain drop protector

ISUZU



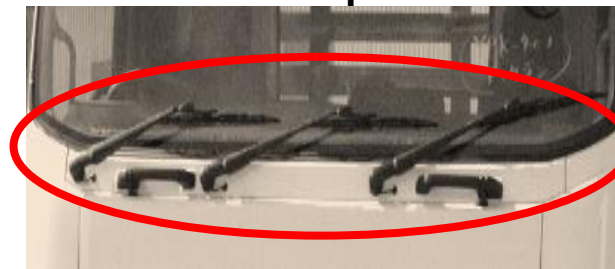
HINO



Wiper & Grip

ISUZU

3 Wiper



Only 2 wiper

FUSO



Features

Functional ramp layout

Advantage

Get better visibility

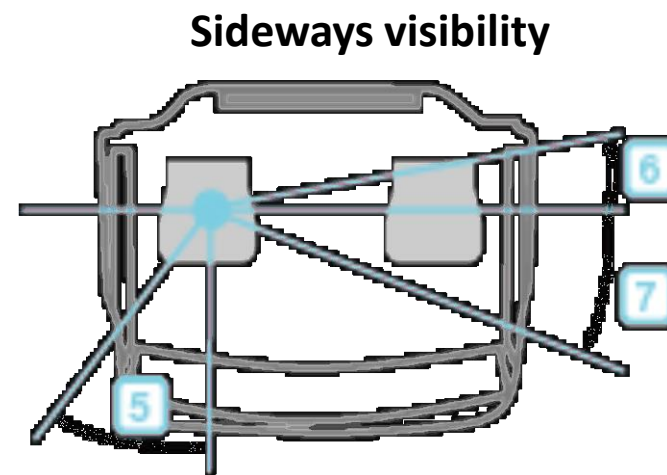
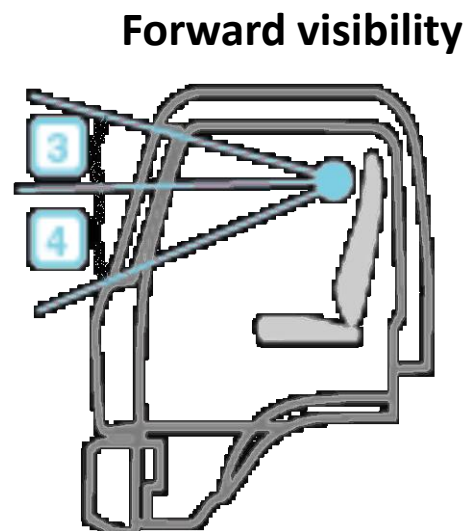
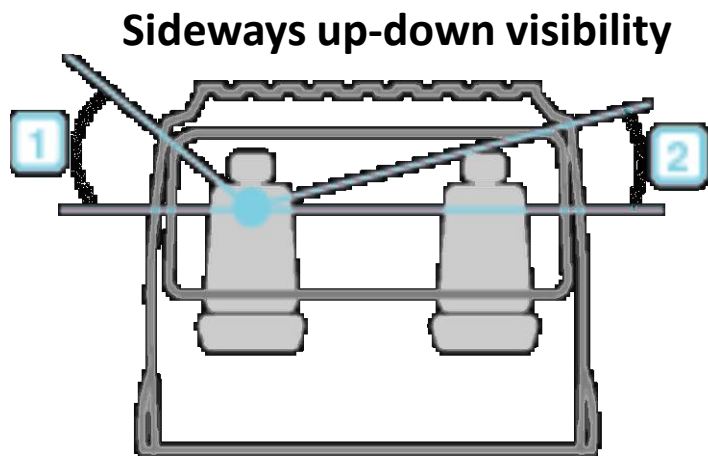
Benefit (Customer)

Enhance safety

Rain protector & many wiper

Get better visibility in rain

Enhance safety



(deg.)	1. Right-side upward	2. Left-side upward	3. Forward Upward	4. Forward Downward	5. Forward sideways	6. Left-side rearward	7. Left-side forward
ISUZU	25.4	7	19	27	27	10	22
FUSO	13	2	19	27	21	5	22

Feature

Advantage

Benefit (Customer)

Boxy cab design with big window areas

Gives a superior direct visibility

Enhance safety

F- Series

Maintainability

Easy access for inside front panel!!



One touch

FUSO



HINO



No access to front panel !!

Interior and outside air filters



Clutch oil tank Washer tank Wiper link and motor

Feature

Advantage

Benefit (Customer)

One pull front open lid

Easy maintenance of components such as the brake valve ,clutch oil tank and other parts

Minimize downtime

F- Series

Actual Testing Results

(Move to Another Material)

FRR33 (200P)



FRR90 (700P)



Comparison of Braking performance

**Main Brake &
Engine Brake /Exhaust Brake
Performance**

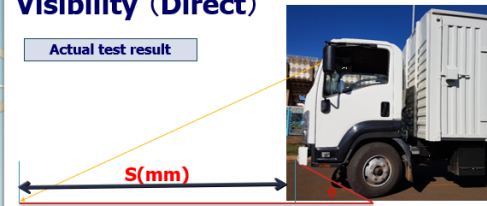
Main Brake performance of FRR33 nearly equals to that of FRR90.



11

Visibility (Direct)

Actual test result



	S
FRR33	3020
FRR90	3810

Better downward view of FRR33
(Eyes point of FRR33 higher)

	θ
FRR33	24.3°
FRR90	23.8°

FRR33 better approaching angle.

Roominess

Actual test result



→ FRR33 has more room

24

FTR33 (200P)



FTR90 (700P)



Comparison of Braking performance

**Main Brake &
Engine Brake /Exhaust Brake
Performance**

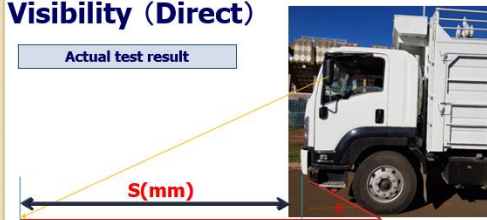
Main Brake performance of FTR33 nearly equals to that of FTR90.



11

Visibility (Direct)

Actual test result



	S
FTR33	3030
FTR90	4500

Better downward view
of FTR33.

	θ
FTR33	27.3°
FTR90	24.5°

FTR33 better
approaching angle.

Roominess

Actual test result



→FTR90 has more room

23

F - Series

Specification and Line up

Specifications

ISUZU F SERIES TRUCKS								
	FRR90N	FTR90L LSD	FTR90L non LSD	FTS34L, Double Rear Tire	FTS34L, Single Rear Tire	FVR34P	FVZ34T, Cargo truck Chassis	FVZ34T, Tipper Chassis
MODEL	FRR90SU-NCYN	FTR90SU-LDYN	FTR90SU-LDYS	FTS34SU-LDYN	FTS34SU-LDYN	FVR34UU-PDYN	FVZ34UU-TDYS	FVZ34UU-LDYS
Axle layout	4x2	4x2	4x2	4x2	4x2	4x2	6x4	6x4
ENGINE								
Model	4HK1-TCC	4HK1-TCC	4HK1-TCS	6HK1-TCN	6HK1-TCN	6HK1-TCN	6HK1-TCS	6HK1-TCS
Type	Desiel 4 cylinder , Common Rail Turbocharged with Intercooler			Desiel 6 cylinder , Common Rail Turbocharged with Intercooler				
Displacement(L)	5193	5193	5193	7790	7790	7790	7790	7790
Max Output kW (hp) @ rpm	140(190) @ 2,600	140(190) @ 2,600	154(210) @ 2,600	177 (240)@ 2,400	177 (240)@ 2,400	177 (240)@ 2,400	206(280) @ 2,400	206(280) @ 2,400
Max Torque Kgm (Nm) @ rpm	52(510) @ 1,600	52(510) @ 1,600	72(705) @ 1,600	(72)706 @ 1,450	(72)706 @ 1,450	(72)706 @ 1,450	90(882)@ 1,450	90(882)@ 1,450
Pre-air cleaner & high air intake pipe	Standard	Standard	Standard	Standard	Standard	Standard	Standard	Standard
Fuel water sedimentors	Standard	Standard	Standard	Standard	Standard	Standard	Standard	Standard
Heavy duty radiator	Standard	Standard	Standard	Standard	Standard	Standard	Standard	Standard
Emission	Euro 2	Euro 2	Euro 2	Euro 2	Euro 2	Euro 2	Euro 2	Euro 2
CLUTCH								
Type	DRY SINGLE PLATE	DRY SINGLE PLATE	DRY SINGLE PLATE	DRY SINGLE PLATE	DRY SINGLE PLATE	DRY SINGLE PLATE	DRY SINGLE PLATE	DRY SINGLE PLATE
Diameter (mm/inch)	350/14"	350/14"	350/14"	380/15"	380/15"	380/15"	380/15"	380/15"
Operation	HYDRAULIC CONTROL	HYDRAULIC CONTROL	HYDRAULIC CONTROL	HYDRAULIC CONTROL	HYDRAULIC CONTROL	HYDRAULIC CONTROL	HYDRAULIC CONTROL	HYDRAULIC CONTROL

Specifications



TRANSMISSION								
Crawler Gear Ratio (:1)	-	-	-	-	-	-	12.728	12.728
1st Gear Ratio (:1)	6.369	6.369	6.615	6.615	6.615	6.615	8.829	8.829
2nd Gear Ratio (:1)	3.767	3.767	4.095	4.095	4.095	4.095	6.281	6.281
3rd Gear Ratio (:1)	2.358	2.358	2.358	2.358	2.358	2.358	4.644	4.644
4th Gear Ratio (:1)	1.422	1.422	1.531	1.531	1.531	1.531	3.478	3.478
5th Gear Ratio (:1)	1	1	1	1	1	1	2.538	2.538
6th Gear Ratio (:1)	0.72	0.72	0.722	0.722	0.722	0.722	1.806	1.806
7th Gear Ratio (:1)	-	-	-	-	-	-	1.335	1.335
8th Gear Ratio (:1)	-	-	-	-	-	-	1	1
9th Gear Ratio (:1)							-	-
Reverse Gear Ratio (:1)	6.639	6.639	6.615	6.615	6.615	6.615	12.04	12.04
Transfer Case Ratio (:1)	-	-	-	1.913	1.913	-	-	-
Limited slip diff equipped		Standard						
SUSPENSION								
Front: Multi Leaf Spring Shock Absorbers - Double acting	Standard	Standard	Standard	Standard	Standard	Standard	Standard	Standard
Rear: Multi Leaf Spring with Helper Spring	Standard	Standard	Standard	Standard	Standard	Standard	Standard	Standard

Specifications



BRAKES								
System	AOH	AOH	AOH	AOH	AOH	FULL AIR	FULL AIR	FULL AIR
Park Brake	CENTER DRUM PARKING	CENTER DRUM PARKING	CENTER DRUM PARKING	CENTER DRUM PARKING	CENTER DRUM PARKING	REAR WHEEL PARKING	REAR WHEEL PARKING	REAR WHEEL PARKING
Front& rear	DRUM	DRUM	DRUM	DRUM	DRUM	DRUM	DRUM	DRUM
Auxiliary	EXHAUST BRAKE	EXHAUST BRAKE	EXHAUST BRAKE	EXHAUST BRAKE	EXHAUST BRAKE	EXHAUST BRAKE	EXHAUST BRAKE	EXHAUST BRAKE
Speed limiter	80km/h	80km/h	80km/h	80km/h	80km/h	80km/h	80km/h	80km/h
STEERING								
Operation	POWER	POWER	POWER	POWER	POWER	POWER	POWER	POWER
Tilt	Standard	Standard	Standard	Standard	Standard	Standard	Standard	Standard
CAB								
Type	Tilt Cabin construction							
Sleeper Cab	Standard	Standard	Standard	Standard	Standard	Standard	Standard	Standard
Windshield	Laminated , Curved							
Seat belt	3 point x 2 for driver & Assistant, 2 Point x 1 for center seat							
CD player w/USB	Standard	Standard	Standard	Standard	Standard	Standard	Standard	Standard
WHEELS & TYRES								
Tyre Tubeless	Standard	Standard	Standard	Standard	Standard	Standard	Standard	Standard
Tyre Size	9.5R17.5	11R22.5-16PR	11R22.5-16PR	11R22.5-16PR	11R22.5-16PR	12.00R22.5	12.00R22.5	12.00R22.5
Rim Size	17.5x6.00	7.5x22.5	7.5x22.5	7.5x22.5	7.5x22.5	8.25x22.5	8.25x22.5	8.25x22.5
FUEL TANK								
Capacity (Litres)	200	200	200	200	200	200	370	370
Fuel tank lock	Standard	Standard	Standard	Standard	Standard	Standard	Standard	Standard
FRONT AXLE								
Front Capacity (kg)	3600	6300	6300	4700	4700	7500	7500	7500
Type: Reverse Elliot I-Beam	Standard	Standard	Standard	Full Floating Banjo	Full Floating Banjo	Standard	Standard	Standard
Full Floating Axle Control; Banjo Type	Standard	Standard	Standard	Standard	Standard	Standard	Standard	Standard

Specifications



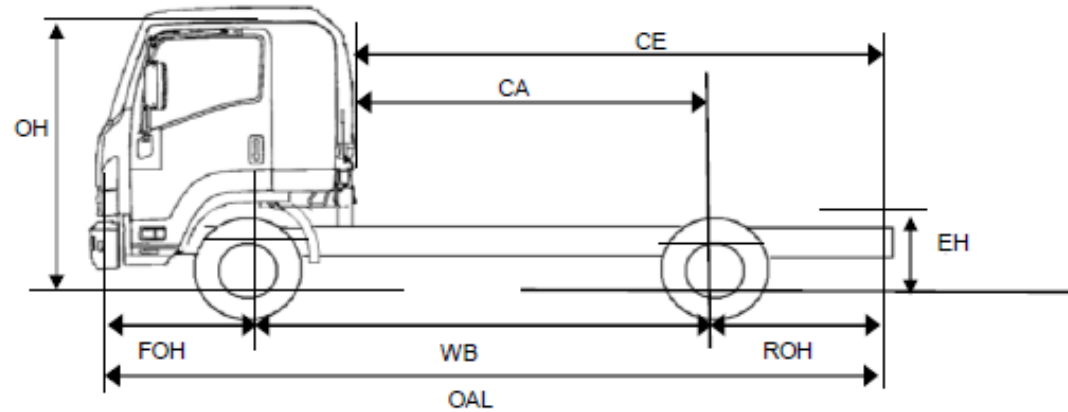
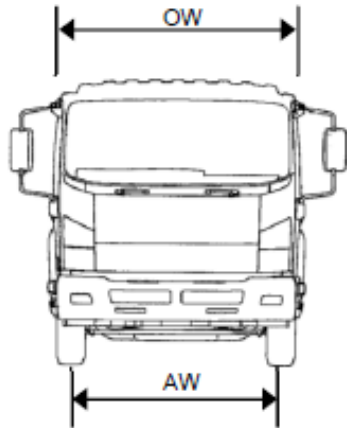
REAR AXLE								
Capacity (kg)	7700	9200	9200	9200	9200	13000	25000	25000
Type: Single banjo, Full Floating, Integral Shaft & Drive Flange	Standard	Standard	Standard	Standard	Standard	Standard	Standard	Standard
Final Drive Ratio (:1)	5.125	6.833	6.833	5.571	5.571	6.143	6.143	6.143
ELECTRICAL SYSTEM								
Battery	12V-NS70X2	12V-NS70X2	12V-NS70X2	12V-NS70X2	12V-NS70X2	12V-NS70X2	12V-NS70X2	12V-NS70X2
Alternator (Amps)	60	60	60	60	60	80	80	80
DIMENSIONS (mm)								
OL – Overall Length	8155	7405	7405	7405	7405	8505	9730	7630
OW – Overall Width	2200	2400	2400	2400	2400	2400	2400	2400
OH – Overall Height	2600	2720	2720	2910	2910	2860	2905	2905
WB – Wheelbase	4860	4250	4250	4250	4250	5050	6350	4250
FOH – Front Overhang	1170	1440	1440	1255	1255	1440	1440	1440
ROH – Rear Overhang	2125	1715	1715	1900	1900	2015	1940	1940
BW – Rear Axle Width	2165	2350	2350	2350	2350	2445	2445	2445
FT – Front Track	1790	1990	1990	1965	1965	1970	1970	1970
RT – Rear Track	1660	1790	1790	1790	1790	1845	1845	1845
EH – Chassis Rear Height at Axle	955	1015	1015	1120	1120	1250	1220	1220
CWF - Front Chassis Width	840	850	850	850	850	850	850	850
CWR – Rear Chassis Width	840	850	850	850	850	870	870	870
HH – Rear Ground Clearance	197	275	275	275	275	245	265	265
CE – Cab to Chassis End	6595	5335	5335	5335	5335	6435	7660	5560
CA – Cab to Axle	4430	3620	3620	3435	3435	4420	5070	2970
WEIGHT (kg)								
Gross vehicle weights (GVW)	11000	13500	14200	13000	13000	18000	26000	26000
Cab chassis mass	3120	4560	4560	5140	5140	5130	7155	6500

Specifications

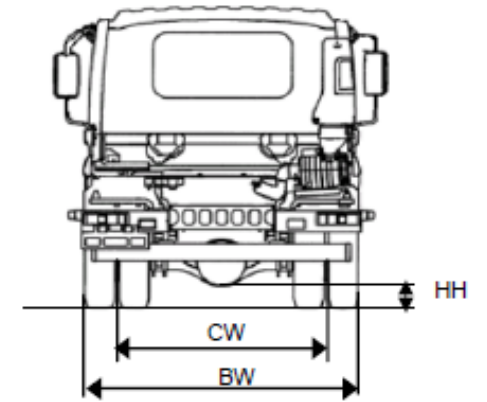
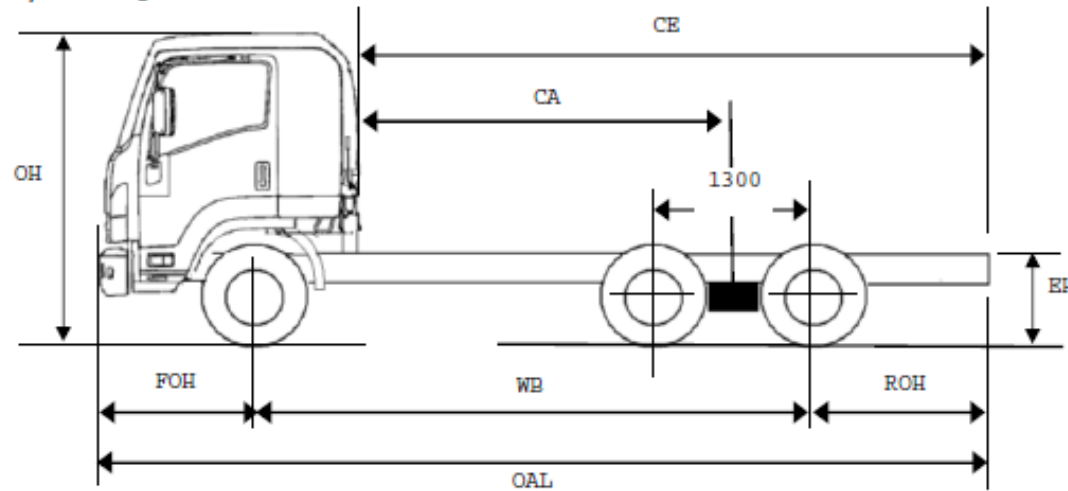
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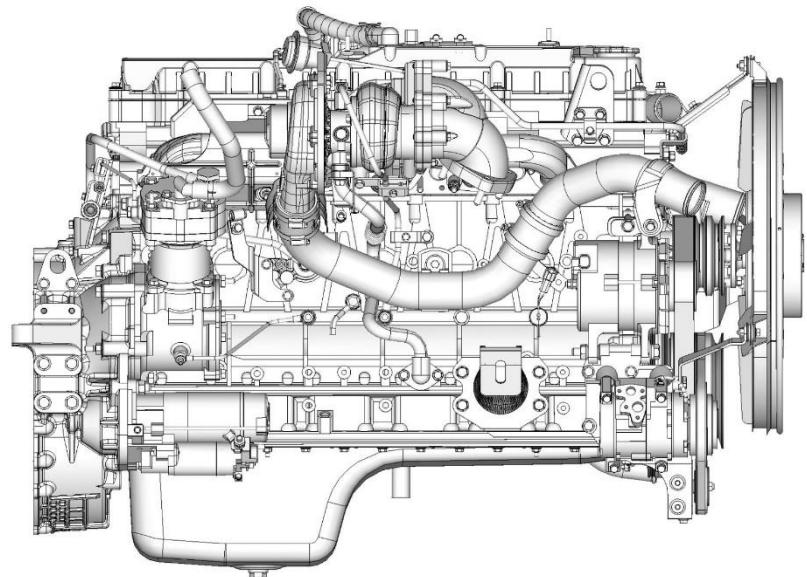
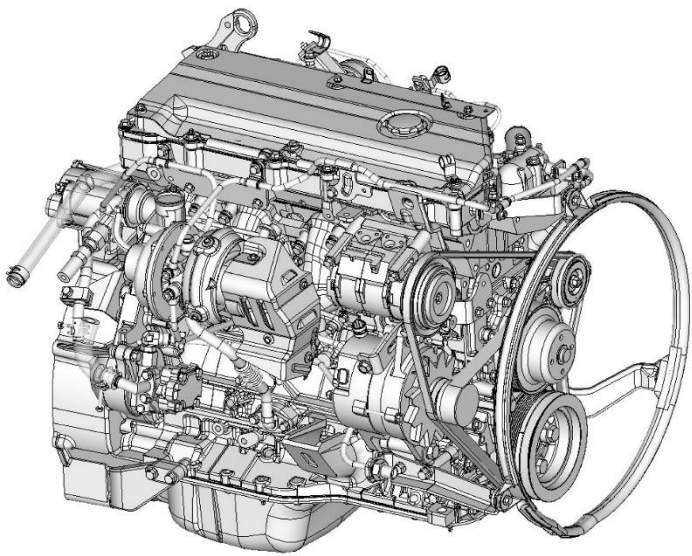
DIMENSION

[FRR/FSR/FTR/FVR/GVR/FSS/FTS]



[FVM/FVZ]





Engine Oil and filter 4HK1 : 15,000 km 6HK1 : 10,000 km
Engine Oil Separator 6HK1 : 12 months 4HK1 : 12 months
Air cleaner 4HK1 : 60,000 km 6HK1 : 40,000km
Engine Coolant 24 months
Fuel filter 4HK1 : 30,000 km 6HK1 : 20,000 km
Valve Clearance 4HK1 : 60,000 km 6HK1 : 40,000 km
Warranty Cover FRR/FTR90/FTS34/FVR34 : 1yr/100,000 km FVZ34 : 1yr/Unlimited mileage

F- Series

Summary

How do you feel? Can you summarize your understandings?

◆ FEATURE

New Euro II engine and new cabin bring superior performance, comfort, safety and maintainability for efficient and stable usability.

◆ LINE-UP

All Models are upgraded and got more power with shifting Euro II common rail electrical engine with new cabin and considerable line-up.

◆ SPECIFICATION

The combination of all new engine with suitable gear box, new cabin, new chassis can fit all kinds of usage. Customers can find the best specification from our products.

Discussion about Sales Points of 7th Generation F Series

Key word (Back ground / Truth)

Japan Quality and Performance

Proven

Tested Tough

Buy Kenya Build Kenya

7th Generation

New Look Wider Cabin (Fresh) / Aerodynamic

More Power

Environment / Health (Eco-Conscious New Kenyan Society)

Handling / Convenience (Driver in mind) : Low Noise / Smooth Gear Shifting

Safety / Fatigue Driver

More Application / All kinds of usage

Sustainability - Business and Environment

***Thank you for your
attention***