

Isuzu ELF CNG Truck Sales

Hits 5,000-unit Mark

Isuzu Motors Limited (TSE code: 7202) today announced that it sold more than 5,000 units ELF CNG light-duty trucks*1 in Japan since 1993. The ELF CNG trucks were accredited by then-Transport Minister (current Minister of Land, Infrastructure and Transport) in 1993. (As of June, total sales was 5,034 units *2)

Isuzu made a head start in developing and disseminating environmentally clean vehicles by using alternative energy, in an effort to cope with the depletion of fossil fuels such diesel oil and gasoline while conserving global environment.

Among others, Isuzu placed an extra emphasis on developing CNG-powered*3 vehicles. After obtaining necessary approval from then-Transport Minister, the first on-highway test of the ELF CNG truck began in 1993. General sales and distribution of the CNG-powered trucks started in 1996. Later, in 1998, the ELF CNG assembly operation was integrated at Isuzu Fujisawa Plant.

In recent years, there is a marked increase of demand for low emission, environmentally friendly vehicles. Local governments, carriers and trucking companies are increasing the CNG vehicles in their fleet. This is largely because of aggravating environmental conditions as seen in the degradation of air quality in metropolitan areas.

Against this backdrop, the superb quality and performance of ELF CNG trucks have earned unrivaled customer support, resulting in a strong sales growth and significant increase in vehicle registration year after year. In June 2003, cumulative registration count hit the 5,000-unit mark. Isuzu commands approximately 68%*4 of the market (the ELF class).

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<Note>

*1. CNG stands for compressed natural gas. CNG-powered vehicles use natural gas compressed at high pressure (20Mpa) and stored in the on-board gas tank

*2. Source: Isuzu Motors Limited

ELF CNG truck registration and market share

Units/Year	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003*
Isuzu	8	5	12	32	134	376	359	743	1544	1655	166
Industry	14	31	44	72	205	526	581	1059	2124	2431	241
Isuzu Share (%)	57.1	16.1	27.3	44.4	65.4	71.5	61.8	70.2	72.7	68.1	68.9

* (Apr - Jun) 3-month actual for 2003

*3. Primarily made of methane, natural gas is clean fuel with no such impurities as sulfur. When burnt, natural gas does not produce SOx or soot. CO2 emission is approximately 20 to 30% less than petroleum. Vehicles powered by natural gas fuel produces very little particulate matters (PM) or black smoke. With the use of three-way catalytic converter, emissions of NOx, CO and HC can be contained to extremely low level.

*4. Actual figure for CY2002 (source: Isuzu Motors Limited)

(Translation from original Japanese Release)