

SPRING 2019



Innovation
that excites

Nissan Fleet

We Mean Business



Our best-seller just got better

Acenta Premium has wholelife figures that will appeal to fleets

Focus groups highlight need for sound advice

We meet fleets to help form our strategy

Nissan Intelligent Mobility enhances driving experience

NIM aids hold key to the future

Need a top quality van? Nissan has the answer

We have models to suit all requirements



Innovation
that excites

NISSAN NAVARA N-GUARD

WHATEVER YOUR DAY LOOKS LIKE,
TAKE IT ON, N-GUARD STYLE.

Tough by design, with a commanding 3.5 tonne towing capacity and 1 tonne payload. Stylish in the details, with a premium interior and new striking black exterior features. The award-winning Navara. Take the heavy work head on.



BIK	£111.83 - £55.83**
CO2 FROM	167G/KM
NCAP	★★★★
MPG COMBINED	44.9 MPG
TCO	£21,219^

NISSAN FLEET. WE MEAN BUSINESS.

Fuel consumption figures for Navara N-Guard (Euro6): URBAN 41.0mpg; EXTRA URBAN 47.1mpg; COMBINED 44.9mpg; CO2 emissions 167g/km.

BUSINESS USERS ONLY. Model shot is for illustration purposes only. Towing capacity of 3,500kg is for all 4WD across Navara range. For terms and conditions relating to Nissan technologies please visit www.nissan.co.uk/techterms. Model shown is Navara N-Guard Double Cab, 2.3L dCi 190 4WD manual with Twilight Grey metallic paint at £34,595 (incl. VAT). Information correct at time of going to print. 5 year/100,000 miles (whichever comes first) manufacturer warranty, visit nissan.co.uk/lcvwarranty, new vehicles only, exclusions and terms apply. *Figures quoted are for Navara N-Guard Double Cab, 2.3L dCi 190 4WD manual. TCO supplied by CAP HPI. Nissan Motors (GB) Limited does not offer tax advice and recommends that all Company Car Drivers consult their own accountant with regards to their particular tax situation. Nissan Motor (GB) Ltd, The Rivers Office Park, Denham Way, Rickmansworth, Hertfordshire WD3 9YS. Registered in England (No 2514418). Authorised and regulated by the Financial Conduct Authority. MPG figures are obtained from laboratory testing, in accordance with 2004/3/EC and intended for comparisons between vehicles and may not reflect real driving results. (Optional equipment, maintenance, driving behaviour, road and weather conditions may affect the official results.)

WELCOME



Welcome to the latest edition of Nissan Fleet: We Mean Business.

As I write, there are a number of challenges facing UK fleets – not to mention manufacturers, leasing

companies and others who rely on the company car and van market.

At Nissan, we're doing everything we can to support your businesses and provide the consistency and certainty you need in order to run efficient and effective fleet operations.

Inside, we update you on our current fleet strategy and how customer focus groups have helped to shape our plans. This includes our new one-stop-shop fleet hub which provides best practice fleet management info and enables you to manage your contracts, orders and purchase history with us.

We are listening to all our customers and addressing their concerns. Consultations have led to the introduction of our Leasing Improvement Plan last year which has helped us to increase business with the FN50 leasing companies by improving our communications and our support terms.

Our fleet customers told us they wanted Nissan to add more value to our relationships and to drive forward our partnerships. So, we now ask ourselves 'what's the one thing' that we need to do or change for customers to ensure they leave our meetings with tangible benefits?

We're also on a never-ending quest to develop products that prioritise safety and value and in this edition we put the spotlight on our latest fleet-specific Qashqai Acenta Premium and our Navara special editions.

Enjoy your latest issue of Nissan Fleet: We Mean Business and, remember, we're here to help.



Iker Lazzari, Fleet Director, Nissan GB

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Nissan now stronger after WLTP changes

Many in fleet didn't fully appreciate the impact of the new emissions test procedure. But we kept communicating with our customers and now – with a full supply of models – we stand ready to build on the quality relationships we have worked hard to develop, says Nissan GB Fleet Director Iker Lazzari



LAST YEAR WAS A DIFFICULT ONE FOR THE WHOLE MARKET WITH THE NEW EMISSIONS TESTING REGIME. HOW HAS NISSAN REACTED?

There was an underestimation across the fleet market on the impact of the Worldwide harmonised Light vehicle Test Procedure (WLTP). We – manufacturers, dealers, leasing companies and fleets – have all been working hard to navigate through the requirements of each stakeholder. All our KPIs are positive given the fall in supply we had during that period. We have maintained our share in our key products because we continued to engage with fleet customers, even though many slowed down their ordering and extended their vehicle contracts. We are now taking those learnings from cars to ensure we have a clear and concise LCV plan.

There has been so much change happening at the same time, we hope to be able to get back to the day job in 2019. We look forward with optimism now we have full supply of all our models, including our number one-selling Qashqai for petrol, diesel and auto. We also have the Acenta Premium, our business-ready specification, which comes in at 100g/km – the magic number for a lot of fleets. This is a positive story. In tough times we built strong relationships by maintaining our communications and this will give us long-term partnerships with fleets and leasing companies.

We also have a full year of electric Leaf and e-NV200 but we have to balance our supply and demand ratio. At the moment demand is greatly outstripping supply, coming from the public sector to large corporate fleets.

We will look to achieve this balance in 2019.

ARE YOUR ELECTRIC MODELS HELPING TO ATTRACT NEW BUSINESS TO THE BRAND?

We are seeing more fleets come forward wanting to add electric vehicles in greater volumes to their fleets. We are also generating lots of leads through our events and our website – fleets are coming to us to book meetings which is a really positive shift. It comes down to our EV knowledge and experience with the products, charging points and infrastructure advice. It is opening doors to new fleet customers.

HOW DO YOU LOOK BACK ON YOUR SUCCESSES DURING YOUR FIRST 16 MONTHS AS FLEET DIRECTOR?

We've never had a more controlled supply chain from a Nissan and dealer perspective and that's important for our sustainability. Our new business strategy has seen a balancing of sales in the optimum way to protect residual values so we will continue to manage volume through rental, captives and motability and drive fleet sales through corporate, SME and the dealer network.

We have improved our residual values versus our competitive basket by rebalancing our volumes and that means competitive leasing rates for customers. Overall, we have lost market share, but we have held it in the profitable channels.

We have also built – and continue to build – a sense of dealer community within the network. From a fleet point of view, this means a better service in quote and ordering but also in-life management – we are better supporting fleets. As part of our 'Easy to do business with' approach we have reduced our contracts and manage those more seamlessly.

We have an obsessive desire to understand customer needs and make it simple to do business with us.

'WE HAVE AN OBSESSIVE DESIRE TO UNDERSTAND CUSTOMER NEEDS AND MAKE IT EASY TO DO BUSINESS WITH US'

YOU HAVE INTRODUCED FLEET FOCUS GROUPS THIS YEAR. WHAT DO YOU HOPE THESE WILL ACHIEVE?

This is a fresh idea. We have held one with 15 fleets in the north and one with the same number in the south with a range of customers from small to large, car, commercial and electric vehicle. We played back our strategy to them, tested our three-year roadmap and got their feedback. We took their views away and reflected on what they told us. Broadly speaking, they support our aspirations but they want to see greater visibility and for us to drive the partnership. They want us to add more value, informing them about things they don't know and how we can help them. This is our challenger mindset. From every meeting, all parties need to come away with tangible benefits. We call it 'what's the one thing?' we need to do or change for the customer. We will run the focus groups every six months as a temperature check and to pilot new ideas.

HOW WOULD YOU DEPICT THE NISSAN VISION FOR 2019?

We are on an ongoing quest to develop products that have safety and value at the forefront. We will continue to drive the fleet agenda by offering more vehicles like the business-focused Acenta Premium Qashqai. This year we will have a fleet grade within our line-up for all products. From an operational aspect we have digital terms that leasing companies can upload and contracts that can be exchanged. They are all elements around our 'easy to do business with' strategy in 2019. And we will continue to improve all these areas.

Focus groups highlight need for sound advice

Meetings with customers will now be part of the calendar and the groups' comments will help shape Nissan corporate strategy, explains Head of National Corporate Sales Adam Connelly



Our new customer focus groups are helping us to better understand the challenges faced by fleets and how we can evolve our services to offer viable solutions.

Two meetings were held last year – in London and Sunderland – and they will become a regular diary date for our customers.

"It's about how our customers can contribute to the shape of our corporate strategy," explains Adam Connelly, Nissan Head of National Corporate Sales. "We need to understand their challenges, changing needs and future priorities, and then encompass all that into 'why Nissan?'"

Issues raised at the first meetings included driver compliance and de-fleeting. Fleets were concerned about future regulations and wanted manufacturer partners who could give advice on connected services and offer the right products to suit their business needs.

"This reinforced our continued commitment to be easy to do business with, which led to the launch of our one-stop-shop fleet hub in Q1 2019," Connelly says.

The hub enables fleets to manage their contracts, customer terms, performance, electric vehicles (EVs) and purchase history, while accessing best practice advice, our communications and bulletins – everything they require, all in one place.

However, we recognise that relationships remain an important part of the fleet experience, so we will always have trained staff available to speak to customers.

"Fleets want someone to showcase intelligent driving, to understand our vision of the future and to build their knowledge around fleet, especially if they have different core job functions," says Connelly. "They also rely on us for our knowledge on EVs and the future of mobility."

We have seen demand for EVs from corporates rise significantly in recent months, as they learn from our field teams about how our models can fit into their fleets.



As part of our fleet action plan, we visit customers to discuss the cost of ownership, the infrastructure both existing and new, whether charging is available and needed at home, at the workplace or on route, financial reimbursement on business mileage and case studies highlighting achievable range and how driving behaviour impacts range.

Connelly says: "We have bluechips taking batches of 20-30 EVs, with some looking at hundreds, and we are linking that into our future supply so we can meet demand. But we are also seeing companies of all sizes, including SMEs, placing orders because they can see the environmental benefits and the savings from a total cost of ownership point of view."

Once fleets are used to operating EVs, the next phase for them will be to consider additional revenue streams.

"It's early stages, but there is more interest in intelligent charging and battery storage which can earn the company or the individual money, all of which we offer solutions for," Connelly says.

"At the moment, the focus is on understanding the immediate benefits, but, eventually, all these bits will be part of the package that we discuss with fleets."

We are also building goodwill with customers through our renewed focus on aftersales. We are working on programmes that exceed their expectations by becoming more flexible, such as introducing 24/7 servicing through some of our retailers which will help ensure their vehicles remain on the road during operating hours.

MEET THE TEAM



Karen Reid, Corporate Sales Manager – North
Priorities for 2019: To grow Nissan market share. Develop and grow existing corporate accounts. Win new business. Create more desire for adding electric vehicles to policies.



Liz Redmayne, Corporate Sales Manager – Midlands
Priorities for 2019: Continue to achieve the core responsibilities while navigating the challenging economic environment expected in 2019.

We respond to call for terms consistency

Leasing companies tell us what they need – and Nissan delivers



Consistency and communications are key reasons why we increased business with almost every FN50 leasing company last year.

The Nissan Leasing Improvement Plan was conceived in early 2018, following research carried out by

Expert Eye which provided an index of performance, strength of relationships and areas to improve. Feedback from the latest survey in September revealed support terms and a lack of understanding on our future strategy were two big concerns.

Iker Lazzari, UK Fleet Director, says: "We are up year-on-year with most leasing companies in terms of sales and that success was based on keeping a steady level of support terms in a consistent way with the leasing companies. We haven't changed month-on-month like we used to which meant the leasing companies had to reload the terms all the time." We have kept our terms the same for the past nine months and they will remain unchanged during the first quarter of 2019.

"We also don't massively deviate between the grades which is what the leasing companies told us they want," Lazzari adds. "And we managed to do this during WLTP. That consistency has been the key to our success."

We have improved communications by encouraging our leasing team to be out in the field every day meeting leasing companies.

"There's no point being in the office – we need to be understanding the leasing companies' needs and how we can help them," says Lazzari.

Those views are then fed back to us during our quarterly updates, with any pressing concerns identified. Areas to build on include, tackling downtime management on LCVs and creating an electronic infrastructure for payments processing.

Leasing companies have also welcomed our rebalancing of sales to protect residual values.

"We will continue to manage volume through rental, captives and Motability and we can show leasing companies that we are taking action not to distress volumes," Lazzari says.

Dealer power strategy helps LBDMs to become even more competitive

Success as 94% of Nissan fleet now delivered through our business centres

A growing sense of community and healthy competition among Nissan's Local Business Development Managers (LBDMs) is boosting morale and performance in the Business Centre network.

Efforts have been made in recent months to develop greater transparency and consistency in a bid to build on a successful 12 months for the fleet dealer network. The results are there for all to see, according to Nissan Head of National Dealer Fleet, Marco Capozzoli.

At the heart of delivering the 'dealer power' strategy is the empowerment of LBDMs to become more competitive among SMEs in their local areas. Underpinned with strong campaign offers and consistency, the strategy has a clear roadmap for 2019 for further developments. Marketing and communications have evolved to support these strong offers underpinned by the 'Works for You' marketing campaign – a direct response to the dealer network request.

Alongside the creation of the fleet dealer working group, which Capozzoli says has become "the voice of the business centres", the LBDMs are a fundamental part of Nissan Fleet and its success. The launch of the 'Focus on Fleet' programme has ensured professionalism and an identity of all Business Centre Fleet experts. He adds: "We wanted recognition to be part of the scheme and, with plenty of success worthy activity in the network, I think we have achieved that." A chatroom-style function where dealers can share best



"NOT ONLY DO WE HAVE A POSITIVE FEEL WITHIN THE NETWORK, WE'RE ALSO EXCEEDING TARGETS"

Marco Capozzoli, Head of National Dealer Fleet, Nissan

practice, an LBDM Toolbox dashboard with details of offers, marketing tools and strategic sales advice have all been centralised within the programme.

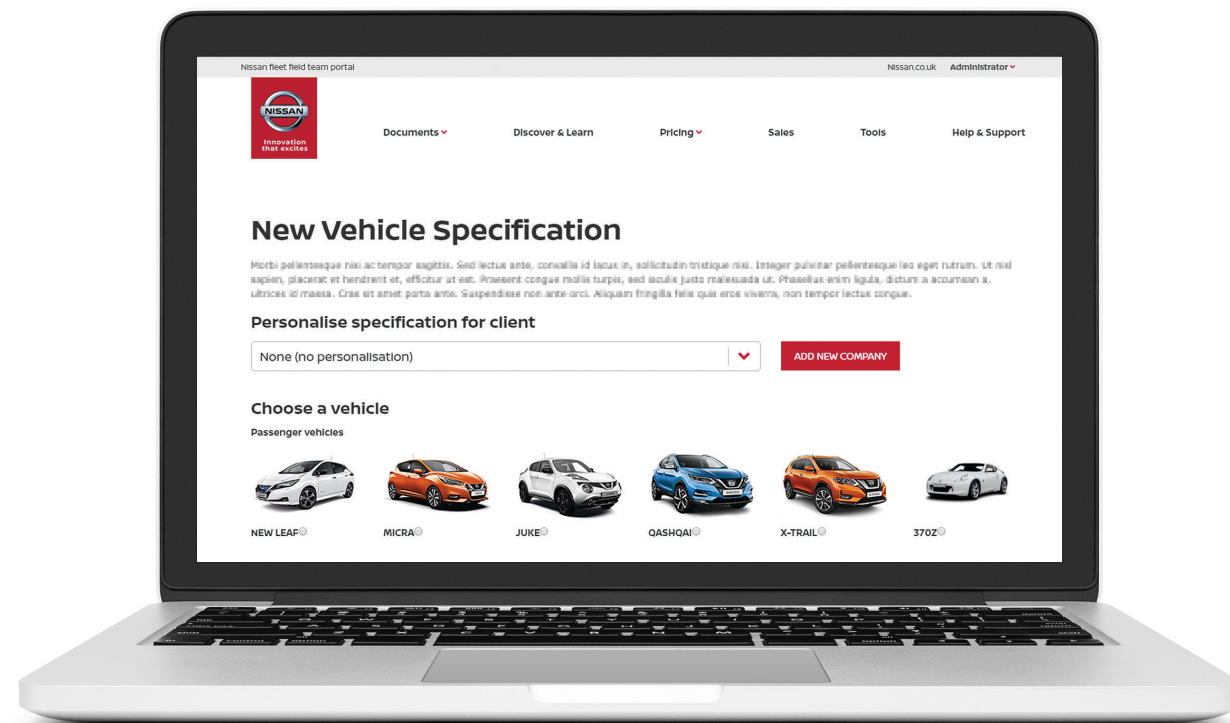
Capozzoli believes the results have been seen in black and white since the changes. "Not only do we have a really positive feel within the network – that everyone is pulling in the same direction – but we're also exceeding targets," he says.

Making the LBDMs more competitive in their dealings with local SMEs has had the effect of reducing the number of broker introductions and a resultant rise in the productivity of the network. "In Q2 we achieved 104% of our target and during Q3, 94% of Nissan fleet has been delivered through our business centres. It's been a real success story," says Capozzoli.

Support for the 42 nationwide business centres is underpinned by a 12-point Dealer Fleet Coach Commitment (below), with a strong focus on continuous improvement and development of their fleet business.

THE 12-POINT DEALER COACH COMMITMENT

1. Campaign roll-out	2. Dealer development plans	3. Dealer marketing plans	4. Business Centre standards	5. Quarterly performance reviews	6. Weekly visits and support
7. LBDM Toolbox, prospecting help	8. LBDM recruitment/support	9. Activity management	10. LBDM 'Focus on Fleet'	11. Nissan Finance Penetration	12. LCV stock visibility



New online fleet hub will supply all answers and tools in one place

It's all part of the ongoing drive to make it easier to do business with us

As well as offering a range of vehicles, we realise the importance of being as easy to do business with as possible. That is why we are in the process of launching a new online fleet hub which will allow our major corporate and leasing company clients to have access to all the information they need in one, easy-to-use place.

It will feature our latest news bulletins, information about our current products and new launches, as well as videos and training materials.

There will also be a selection of tools which will allow the user to calculate costs such as the benefit-in-kind (BIK) tax drivers will pay for different vehicles.

Users will also be able to find information about the entire Nissan range, which will include all the important

data about the vehicles, such as the engines, fuel economy, CO2 emissions, trim levels and equipment.

Additional information will also be featured for our commercial vehicles, such as payload and maximum load length/height.

Leasing companies, for example, will be able to send the fleet range guide on to their customers to ensure they are fully informed.

Each user will have a unique log-in to give them access to the information which is relevant and important to them.

For example, if they work for a leasing company and are buying vehicles from us, they will be able to see any invoices and their status.

However, if they work in a sales team, they will be able to see the information on the vehicles which will help both them and their customers.

NIM technologies help to make driving even more enjoyable

Assistance with parking, distance control and helping to ensure drivers have no blind spots are just some of our aids

N

issan has always been at the forefront of vehicle technology, and Nissan Intelligent Mobility (NIM) is playing an important role for us.

Several NIM technologies look to the future, such as our Vehicle-to-Grid (V2G) which allows customers to bi-directionally charge their vehicles (see page 17). However, many NIM technologies are already fitted in our vehicles, helping them become more convenient and instill driver confidence.

Here we look at a selection of technologies available on some models within our current range*:

ProPILOT

Activate ProPILOT to let your car automatically follow the car ahead at a pre-set distance and keep you centred in your lane (even around a gentle curve). ProPILOT can even bring your car to a complete stop based on the traffic flow, then take it back up to speed when traffic moves again.

ProPILOT Park

Push the ProPILOT Park button to let your car take control of steering, acceleration, braking and shifting to automatically manoeuvre into a parking spot.

Intelligent Forward Collision Warning

Watches two cars ahead and warns you to slow down before you can even see what's stopping traffic.

Intelligent Blind Spot Intervention

Change lanes with confidence. This feature spots a vehicle in the blind spot area, alerts you, and gives you a nudge back if you start to move over.

Intelligent Trace Control

Enjoy hugging curves with handling that feels effortless. Intelligent Trace Control reads the situation and, if needed, brakes each wheel individually to help you steer an optimal line through the turn.

Intelligent Lane Intervention

Keeps you between the lines if you start to drift out of your lane.

Intelligent Back-Up Intervention

Looks out behind you and automatically brakes for things you can't see when reversing.

Intelligent Around View Monitor

Tight parking space? Now you have a bird's eye view of your surroundings, so you can see what you might have missed. Using four cameras, the Intelligent Around View Monitor delivers a panoramic view, making reversing and parking easier.

Intelligent Distance Control

Monitors the flow of traffic, so you're always following at a safe distance.

Intelligent Ride Control

Smooth out the bumps in the road. Intelligent Ride Control can automatically apply the brakes and adjust engine torque to smooth out your ride.

e-Pedal

Accelerate, brake and come to a complete stop all with one pedal. The effortless e-Pedal is all you need in the New Nissan Leaf. It's simple, fun and gives you more control too.

* Features available on selected models and grades. Do not rely solely on driver convenience features. Some features may not work in all conditions and circumstances. Speed and other limitations apply. For terms and conditions relating to Nissan technologies, see www.nissan.co.uk/legal/terms-conditions.html#technology

Three areas of innovation are at the core of Nissan Intelligent Mobility

Nissan Intelligent Driving

We are developing a car that helps take the stress out of driving and leaves only joy. It will navigate heavy traffic and park all on its own. It can even communicate with other cars and pedestrians. We are already testing advanced autonomous driving on public roads.

Nissan Intelligent Power

As the UK's best-selling EV, Nissan LEAF is redefining the power you crave behind the wheel. LEAF beats just about any car off the line with instant torque and zero emissions while driving. It's proof that sustainable transportation doesn't have to compromise the thrill of driving. We are committed to expanding our range of 100% electric vehicles.

Nissan Intelligent Integration

A connected ecosystem of drivers, cars and communities is key to a safer world. We are playing a central role in defining what the roads of the future will look like, from autonomous cars to traffic management systems to car sharing. Seamless Autonomous Mobility, for example, is a system designed to make autonomous cars smarter with every trip.

Our best-selling crossover just got better

Acenta Premium has wholelife figures that will appeal to fleets



ur best-selling crossover is now even better suited to fleet drivers. We've given the MY18.5 Qashqai a number of updates, including all-new powertrains, new driver assist technologies and a new NissanConnect infotainment system.

Sharp styling and high levels of practicality combine with class-leading efficiency – further enhancing the key factors that made the original Qashqai a success.

Wholelife figures are also extremely competitive thanks to the Qashqai's strong residual values and low running costs.

Company car drivers can enjoy low benefit-in-kind (BIK) tax, with CO₂ emissions for the range starting from as little as 100g/km.

NissanConnect

Following customer feedback, we have totally redesigned our NissanConnect infotainment system.

Fitted on Acenta Premium grade and above, the new system introduces Android Auto™ and Apple Carplay™ connectivity for total smartphone integration.

The satellite navigation features TomTom Premium Traffic™, which provides highly accurate real-time traffic data to optimise travel time.

There is also an all-new app called Door-to-Door Navigation. It unlocks enhanced functionality, such as planning a route before the driver leaves their home or office on their phone. Once complete, they can send the destination directly to the car to start route guidance the moment they're behind the wheel.

Controlled via a seven-inch touchscreen, new NissanConnect has streamlined menus and a new customisable home screen to further enhance the user experience.



Acenta Premium

Perfect for fleet customers, the Qashqai Acenta Premium comes packed with all the equipment needed for the business motorist and highly competitive running costs.

The Acenta Premium features our NissanConnect Navigation, with smartphone integration and connected services, 17-inch alloy wheels, dual-zone climate control, front and rear parking sensors with



Intelligent Mobility

Nissan Intelligent Mobility makes drivers feel more confident, excited and connected, while also enhancing road safety. Visit our website or talk to your Nissan representative to find out more.

Powertrains

An all-new petrol engine is now available alongside a revised diesel. The 1.3-litre DIG-T turbocharged petrol unit is offered in two powers: 140PS and 160PS.

It replaces the Qashqai's existing petrol engines and sets a new standard for drivability.

Customers will notice improved response and acceleration through more power and torque, smoother and more linear power delivery, and a quieter driving experience. Service intervals are also extended to 18,000 miles.

An all-new seven-speed DCT is available with the 160PS engine.

Both versions of the new 1.3-litre petrol engine emit from 121g/km of CO₂, with average fuel consumption of up to 53.3mpg.

The DCT-equipped vehicles emit from 122g/km. Torque figures are 240Nm for the 140PS, 260Nm for the 160PS manual and 270Nm for the 160PS DCT.

Enhancements to the 1.5-litre dCi diesel engine result in a power boost of 5PS, giving a total output of 115PS and 285Nm of torque.

CO₂ emissions of 100g/km are the lowest in the segment and the diesel-powered Qashqai can achieve average fuel consumption of up to 74.3mpg.

rear-view camera, intelligent emergency braking and lane departure warning.

Company car tax starts from just £94.50 per month for the 20% taxpayer choosing the 1.3 DIG-T Acenta Premium 140PS manual. Running costs are also among the best in class, costing from 33p per mile (ppm) over a four-year/80,000-mile operating cycle (1.5 dCi Acenta Premium).

Information correct at the time of printing.



There's no denying the real pulling power of the robust, tough Navara

Long warranty provides additional peace of mind for pick-up's customers

Tougher and smarter than ever, the Nissan Navara sets a benchmark in the one-tonne pick-up sector. It combines the best of our crossover leadership with more than 80 years of experience in designing and manufacturing robust and cleverly engineered pick-ups.

The model has a robust and tough chassis which is designed to further improve drivability and practicality, without affecting the Navara's acclaimed off-road ability.

Our five-year/100,000 mile manufacturer warranty is further testament to the Navara's credentials, providing additional peace of mind for customers.

There is a choice of two powertrains: the 163PS single-turbo and 190PS twin-turbo 2.3-litre dCi.

CO₂ emissions start from as low as 159g/km with average fuel economy of more than 46mpg.

The Navara's load-carrying and towing ability is among the best-in-class with payload ratings in excess of one tonne across the range and an impressive towing capacity of up to 3,500kg.

N-Guard



The N-Guard special version makes the Navara even more desirable. Based on the flagship Tekna grade, the front grille, fog lamp surrounds, mirror covers, door handles and rear bumper are all finished in black. Matching side steps and roof rails have been added, along with unique black 18-inch alloys. The headlamp interiors have been darkened, and a powered sunroof with tinted glass is standard. Three exterior colours are available – Dark Grey, Metallic Black or Storm White. The look is completed with decals at the base of the doors, extending on to the load bed behind the rear wheel.

Off-Roader AT32



The OFF-ROADER AT32 is the most capable Navara ever. Standard features include bespoke suspension that increases ride height by 20mm, full protection of key underbody components and larger off-road tyres.

For the ultimate performance, optional extras include a snorkel to improve wading depth and a front differential locker.

The vehicle is engineered by Arctic Trucks, a highly respected Icelandic company that specialises in building 4WD vehicles to take on the world's harshest terrains.

Government opts to focus its grants on zero-emission models

Cars like the Nissan LEAF continue to qualify, but hybrids no longer eligible



rganisations are able to claim grants of thousands of pounds from the Government to help them add electric vehicles (EVs) – cars and vans – to their fleets.

Under the Plug-in Car Grant (PICG) initiative, organisations can claim up to £3,500 – or 35% of the purchase price, whichever is the lower – towards the cost of a car.

The PICG was introduced in 2011 and, so far, has provided a discount on more than 160,000 new, ultra-low emission vehicles (ULEVs).

Until last November, cars with CO₂ of up to 75g/km and a zero emission range of more than 20 miles qualified for funding.

Now, however, the grant is only available for electric cars with CO₂ emissions of less than 50g/km which are able to travel 70 zero-emission miles.

All of these funded cars helped the plug-in hybrid market become more established. But the Government now wants to focus its support on zero-emission models such as pure electric, like the Nissan LEAF, and hydrogen fuel cell cars.

Such cars also continue to qualify for the Electric Vehicle Homecharge scheme, which means users can

get up to £500 (including VAT) off the cost of installing a charger at home.

Companies can also secure help from the Government to install charge points at their sites. Under the Workplace Charging Scheme, eligible applicants can receive up to 75% of the purchase and installation costs, up to a maximum of £500 for each socket, up to a maximum of 20 across all sites for each applicant.

Organisations wanting to take on ultra-low emission vans with CO₂ emissions of less than 75g/km which can travel at least 10 miles on zero emissions, such as Nissan's eNV200, can claim up to £8,000 – or 20% of the purchase price of the vehicle, whichever is the lower – under the Plug-in Van Grant scheme.

**HELP OF UP TO £500
TOWARDS THE COST OF
INSTALLING A CHARGER AT
HOME IS STILL AVAILABLE**



Big companies require big solutions

ISS UK needed someone to come in and understand its business. Step forward Nissan Corporate Sales Manager Paul McCann

Businesses need suppliers that understand them and our approach has seen our models increasingly appear at the top of facilities management company ISS UK's vehicle choice lists.

The company, which was founded in Copenhagen in 1901, has 500,000 staff worldwide and its UK business has a fleet of around 2,000 vehicles based at more than 25 locations nationwide.

Nissan is one of ISS UK's preferred suppliers and we currently provide Micra, Juke, Qashqai, X-Trail, NV200 and e-NV200 to ISS.

Simon Wakeford, senior procurement manager, (fleet and property) at ISS UK, says working with dedicated account manager Paul McCann, Nissan Corporate Sales Manager for London and the South East, has made all the difference compared with the competition.

Wakeford says: "We're a big company and we operate at scale and you really need someone that is willing to come in and understand the business."

"Paul has been really great at getting to know what we do and exactly what we need."

"He's always available and I catch up with him at least once a month to talk through new products, potential promotions that will save us money and what we have coming around the corner."

ISS has 109 Nissans on its fleet with Qashqais and NV200s making up the biggest proportion.

Wakeford said the Qashqai is especially popular due

"EACH PERSON THAT HAS CHOSEN A QASHQAI ALWAYS ASKS FOR ANOTHER WHEN THE TIME COMES TO RENEW"

Simon Wakeford, ISS UK

to its competitive running costs, fuel efficiency and low CO₂.

He said: "The Qashqai has a really good renewal rate with our drivers. Each person that has chosen one always asks for another when the time comes to renew and I think that speaks volumes about the quality of the product."

There are currently five e-NV200s on test in the ISS fleet, but Wakeford is expecting those numbers to increase next year, particularly in areas where ISS has vehicles operating on one site with lower mileage, such as hospitals.

Wakeford adds: "We've been really impressed with the e-NV200 and since starting out with that small fleet, we've seen that the running costs are virtually nothing."

"We're going to be ramping up our electric fleet in the next couple of years and I'm sure Nissan's electric light commercial van expertise is going to put them ahead of the pack."

Nissan shows the smart way to harness energy for home and car

And the even better news is it might help owners reduce costs too

Electric vehicle (EV) owners can start using the energy stored in their vehicles as a virtual power plant to help reduce costs with our new vehicle-to-grid (V2G) solutions.

V2G allows the use of the bi-directional charging capability of the LEAF to be integrated into the electric grid to reduce running costs, add energy capacity to the grid at peak demands and utilise charging at cheaper tariffs. Drivers can also combine V2G and Nissan Energy Solar, including x-Storage, to kit out homes or businesses with panels for a complete EV ecosystem package.

Traditionally, solar energy has been used to power home appliances during daylight hours, but now, with Nissan Energy Solar, householders can use the x-Storage Home battery storage system to store excess energy from their solar panels and use it during the night and at periods of their own choosing.

Nissan Energy Solar includes a home energy management system that allows owners to control how and when they want to use their energy with a dedicated web app.

For those looking at EV infrastructure for business, a scalable commercial & industrial storage solution is available, reaping the benefits of households but at scale.

These solutions transform the innovative battery technology from our EVs into a more efficient, reliable and sustainable way to power a business.

We took our Home of Nissan Intelligent Mobility on tour throughout the UK last year, with a special



showcase at the Ideal Home Show Christmas at the Olympia exhibition centre in London between 21-25 November. The stand at the show displayed how the NISSAN ELECTRIC HOME creates smart ways to harness energy for home and car to help reduce costs, with live demos and immersive virtual reality experiences.

The tour helped to demonstrate the benefits of our EVs and how the Nissan Energy Solar ecosystem works together with models like the LEAF and e-NV200.

For further information and to make a configuration visit Nissan.co.uk/solar.

There is a 10-year warranty for new x-Storage units, a five-year warranty for 2nd life LEAF battery-x.Storage units and a 25-year warranty on solar panels, and five years for workmanship.





Need a top quality van? Nissan has the answer

Specialised dealership network is confident of finding the right solutions

From the multi-award winning Navara pick-up, through to the game-changing 100% electric e-NV200, our comprehensive light commercial vehicle (LCV) line-up has something to suit every need.

We have a specialised network of LCV dealerships across England, Wales and Scotland that can support your specific LCV requirements.

Customers can test drive any model and, once you have made your decision, we have competitive financing solutions available to support the purchase.

Each Nissan Business Centre has a dedicated team with LCV sales and aftersales support staff ready to help kit you out with the right tools to keep your business running, whether that's an NV200 small van, the NV300 medium or NV400 large van.

We have our Customer 1st Aftersales Charter in place across all those centres to make sure you receive comprehensive support from your aftersales team every step of the way. It's our way of ensuring that managing and maintaining your fleet is as easy as possible.

Nissan Business Ready

Once you've chosen the right LCV we can customise it further with a Business Ready conversion.

Simply speak to your Business Centre and they will appoint a single point of contact to guide you through the process and delivery schedule for your custom model.

We offer both the ready-to-go factory conversions, including dropsides and tippers, plus, bespoke conversions built by our certified body builders.

The Nissan Business Ready objective is to offer you variety and give you assurance of quality and reliability when buying a converted commercial vehicle.

Bumper-to-bumper protection with five-year warranty

Every Nissan LCV* is backed up by full warranty cover for five years/100,000 miles, whichever comes first, because even tough 'guys' need a little care.

The warranty covers the entire vehicle for manufacturing defects, from the front bumper to the rear, including the electrics. A technician will repair or replace parts covered by the warranty free of charge.

That five-year cover also includes the paintwork. If the body paint develops any defects, it's covered as part of the package.

We'll even sort you out with five-years' roadside assistance.

The balance of the warranty package is fully transferable provided the van is less than five years old and has covered fewer than 100,000 miles. That means that, if the van is sold on, the warranty can transfer to the new owner, adding extra value.

For full details, visit the Nissan website.

*e-NV200 comes with a 5-year/60,000 mile vehicle warranty.



The Rag and Bone Man

We recently teamed up with Paul Firbank, aka The Rag and Bone Man, to put our vans through their paces with some challenging cargo.

His business salvages large pieces of scrap from trains, planes and automobiles and turns them into contemporary lighting, furniture and accessories.

Paul said: "Things end up in a scrapyard because people don't see a future in them. It's massively rewarding to see potential in something that's unloved and chucked away."

"We like to work with what we call 'scrap with heritage'. It's coming across hidden gems that have a really interesting story."

"You're working with something that's already been made and rethinking how it works and what it lends itself to best."

Paul started his business in Hackney with nothing more than a push-bike and this meant dragging scrap to the yard was a taxing affair.

We're not saying you can fit an entire jumbo jet in an NV400, but one did manage to carry the side of an aircraft for a project Paul is working on.

Paul said: "Using the pushbike at the start of the business was near killing me."

"For the amount of scrap we need to source, we just couldn't do it without a van. It's an essential tool in our kit."

Market settling down after WLTP disruption

Lessons have been learnt and will be applied to smooth the path for LCVs

The market has now settled down after the disruption caused by the switch to Worldwide harmonised Light vehicle Test Procedure (WLTP), which replaced the old NEDC fuel/emissions regime for all cars last September.

Cars which had become unavailable because they had not been through the new testing process have now been tested and are back on the market, freeing the pent-up demand which had been growing in the second half of 2018.

From the start of this year, all figures published by manufacturers on fuel efficiency and CO₂ are the new WLTP figures. However, those amounts will not be used for employees' benefit-in-kind (BIK) tax, vehicle excise duty (VED) and employers' national insurance contributions (NICs) until April 2020.

Until then, the calculations will be based on an 'NEDC-correlated' figure, which applies an equation to the WLTP figure to make it NEDC-equivalent. The figure is typically 10-15% higher than NEDC, while the full WLTP is expected to add another 10-15% to the fuel efficiency (the amount varies by manufacturer, model and engine type).

The majority of our Nissan cars were available to be ordered in the final months of 2018 and they are still delivering low CO₂ and low BIK. However, we recognise the impact the new testing procedure had on the market.

Our RV/TCO manager Phil Jones says: "WLTP had an impact on sales because fleets and leasing companies were waiting to place orders until all manufacturers released their figures. We saw lots of vehicles on informal extension for six months and this continued to

affect the whole market until we had a level playing field.

"We have been sending out regular WLTP bulletins to leasing companies and Fleet customers. We recognise the turmoil for them but Nissan has its key models open for order (i.e. Qashqai 1.3 DiG-T 160 Acenta Premium 5dr DCT). Speak to us if you need any further assistance."

Jones adds: "There is confusion, especially with BIK. There is no clarity and drivers will be taking cars with a gamble on the tax they will pay in two or three years.

"But the market can't stand still with cars that are four or five years old. Leasing companies will want cars to be returned, they can't keep extending. Something has to give and I believe there will be a lot of movement in the market within the first quarter of 2019."

WLTP starts up again for vans this year. All models will need to have been retested by September, but we are already getting ahead of the game.

"We started looking at LCVs towards the end of 2018," said Jones. "We have a picture of the market and we have learned lessons from cars. There are some questions that are still not answered, such as whether the test will happen when the vehicle is fully laden or half laden etc, but we expect the process to be much smoother."

The European Union recommended that the move to WLTP should not negatively impact vehicle taxation by increasing costs for owners. The UK Government is currently reviewing the impact of WLTP on car taxation and has promised to make an announcement about the BIK thresholds in spring.

For more information on Nissan and WLTP, please visit our website.



HOW WLTP WORKS:

The WLTP driving cycle is divided into four parts with average speeds: low, medium, high and extra high.

Each part contains a variety of driving phases, stops, acceleration and braking. For a certain car type, each powertrain configuration is tested for the car's lightest (most economical) and heaviest (least economical) version.

WLTP introduces much more realistic testing conditions.

These include:

- More realistic driving behaviour
- Longer test distances
- Higher average and maximum speeds
- More dynamic and representative accelerations and decelerations
- Optional equipment: CO₂ values and fuel consumption are provided for individual vehicles as built
- Stricter car set-up and measurement conditions
- Enables best- and worst-case values on consumer information, reflecting the options available for similar car models.

Nissan AR tech allows drivers to 'see' around corners



Nissan has unveiled a new augmented reality (AR) system that allows drivers to "see" around corners by merging information from sensors outside and inside the vehicle with real-time data from the cloud.

Invisible-to-Visible (I2V), which was unveiled at the Consumer Electronics Show (CES) in Las Vegas, enables the vehicle not only to track its immediate surroundings, but also to anticipate what is up ahead – even showing what is behind a building or around a corner.

I2V is powered by Nissan's Omni-Sensing technology, which gathers data from the vehicle, in conjunction with Nissan's Seamless Autonomous Mobility (SAM) technology, which analyses the road environment ahead, and the ProPILOT semi-autonomous driver support system.

The technology maps a 360-degree virtual space around the car to provide information such as road

and intersection status, visibility, signage or nearby pedestrians.

During manual driving, I2V overlays information in the driver's field of view, helping them to assess and prepare for things such as corners with poor visibility, irregular road surface conditions or oncoming traffic. As an additional safety measure, I2V can monitor drivers to anticipate when they require help finding something or even need a coffee break to stay alert.

I2V can also provide drivers with personal, real-time instruction from local guides or even professional drivers, via three-dimensional, augmented-reality avatars from Nissan's 'Metaverse' virtual world. Passengers can also use the system to contact family or friends.*

** This is a future product, please visit our website for more information.*

Nissan e-NV200 wins What Van? 'Green' award

The Nissan e-NV200 electric van has won the 'Green' category at the What Van? Awards 2019. Judges praised the Nissan e-NV200's impressive real-world range, flexible charging options and payload.

The Nissan e-NV200 can cover 124-187 miles (WLTP city and combined cycle**) between charges, can be charged from 20% to 80% in 40-60 minutes, and can carry a payload of up to 705kg in a hold large enough to accommodate two Euro pallets.

James Dallas, the editor of What Van?, said the new e-NV200 was "a compelling proposition for businesses making deliveries in inner cities".

As well as offering zero emissions (while driving), low running and SMR costs, one of the UK's top-selling pure electric van is exempt



from road tax, the London Congestion Charge, and from all proposed LEZ (Low Emissions Zone) and ULEZ (Ultra Low Emissions Zone) charges.

***Stated range is based on Worldwide Harmonised Light Vehicles Test Procedure (WLTP). Range figures are obtained from laboratory testing and intended for comparisons between vehicles and may not reflect real driving results. Actual range may vary due to driving style, road condition, air conditioning and other factors outside of our control.*

On-demand audio listeners double

Fewer motorists are listening to the radio or CDs in their cars due to the impact of smartphones and in-car connectivity, according to a Nissan study.

The number of drivers who mostly listen to on-demand entertainment via smartphones has more than doubled in five years, driven by smartphone integration systems such as Apple CarPlay™, Android Auto™ and NissanConnect, the research found.

In a survey of 2,000 UK motorists, one in six (15.4%) said they prefer to listen to podcasts, audiobooks, downloaded playlists or streamed music direct from their smartphones. Five years ago, this was the case for just one in 12 drivers (8%). Though, of course, this still means more than 70% still like the radio.

Compact discs have suffered a steep decline in usage as a result. Just 11% of drivers still listen to physical audio formats, such as CDs, compared with more than a quarter (27%) five years ago.



Enormous solar roof cuts Nissan's CO2 output

As part of its commitment to make its operations more sustainable, Nissan has switched on the largest solar roof in the Netherlands.

Part-financed through a national crowdfunding scheme, the installation on the roof of Nissan Motor Parts Center (NMPC) in Amsterdam consists of almost 9,000 photovoltaic panels and produces enough renewable electricity annually to power up to 900 households via its connection to the national grid. With the ability to produce almost 70% of NMPC's annual energy, it will also significantly reduce the facility's CO2 output, saving an estimated 1.17 million kg of CO2 a year.



New models include longer-range LEAF e+ 3.ZERO

Nissan has announced two new models of the LEAF – the Nissan LEAF 3.ZERO and the limited edition, higher-range Nissan LEAF e+ 3.ZERO.

The LEAF 3.ZERO adds an eight-inch infotainment screen, enabling additional connectivity services such as door-to-door navigation, a new and improved NissanConnect EV app, as well as new body colours and two-tone colour combinations, to Europe's best-selling electric vehicle (EV).

The LEAF e+ 3.ZERO – only 5,000 units will be produced for Europe – will feature a higher output 62 kWh battery, which will deliver an expected range of 239 miles (40% more than the new LEAF 3.ZERO's 40 kWh unit). Both batteries come with the same eight-year/100,000 miles Nissan warranty as other versions of the LEAF.

The new LEAF 3.ZERO starts at £31,095 (40kWh), while the new LEAF e+ 3.ZERO Limited Edition will be available



for sale from £37,105*. All models of the new LEAF qualify for the Government's £3,500 plug-in car grant and are exempt from the London Congestion Charge.

Both cars are available to order now. For full information, visit the Nissan website.

**Prices correct at time of printing.*

MICRA N-Sport IG-T 100

BIK FROM	22%
CO ₂ *	105G/KM
NCAP	★★★★★
MPG**	50.4
INSURANCE	GROUP 8
TCO***	£17,139

*combined NEDC-BT


NEW QASHQAI 1.5 dCi 115 Acenta Premium

BIK FROM	25%
CO ₂ FROM	100G/KM
NCAP	★★★★★
MPG**	53.5
INSURANCE	GROUP 15
TCO***	£19,973


NEW LEAF Tekna

BIK FROM	13%
CO ₂ FROM	0G/KM
NCAP	★★★★★
MPG**	N/A
INSURANCE	GROUP 21
TCO***	£15,018

X-TRAIL 130 DCI 5 Seater Tekna

BIK FROM	31%
CO ₂ FROM	133G/KM
NCAP	★★★★
MPG**	N/A
INSURANCE	GROUP 18
TCO***	£21,309


JUKE 1.5 dCi Bose Personal Edition

BIK FROM	29%
CO ₂ FROM	123G/KM
NCAP	★★★★★
MPG**	49.6
INSURANCE	GROUP 14
TCO***	£20,848


NAVARA Tekna 2.3 190 4WD Auto

BIK (40%/20%)	£111.67-£55.83
CO ₂ FROM	183G/KM
NCAP	★★★★
MPG**	N/A
INSURANCE	GROUP 12
TCO***	£18,146





ALL AVAILABLE WITH OUR FIVE- YEAR/100,000 MILES WARRANTY*

e-NV200 Tekna Auto



BIK (40%/20%)	£44,66-£22,33	MPG TO	N/A
CO2 FROM	0G/KM	INSURANCE	GROUP 8

NV200 1.5 dCi 90 Acenta van Euro-6



BIK (40%/20%)	£111,67-£55,83	MPG TO	61.4
CO2 FROM	131G/KM	INSURANCE	GROUP 7
		TCO	£13,676

NV300 22.7T L1 Diesel 1.6 dCi 120PS H1 Acenta



CO2 FROM	170G/KM	INSURANCE	GROUP 36
MPG TO	43.5	TCO	£15,244

NV400 F33 L1 Diesel 2.3 dCi 110PS H1 SE



CO2 FROM	207G/KM	INSURANCE	GROUP 36
MPG TO	35.8	TCO	£19,202

BIK: Based on latest VED rates announced by HMRC. Rates are subject to change. Nissan Motors GB does not offer tax advice and recommends that all Company Car Drivers consult their own accountant with regards to their particular tax position.

TCO: for full T&C's visit <https://corporate-sales.nissan.co.uk/fleet-cars/tools/tco/full/passenger>.

Warranty: 5-Year/100,000 miles (whichever comes first) Manufacturer Warranty for the LCV range (with the exception of e-NV200: 5-Year/60,000 miles Manufacturer Warranty for EV system parts, 3-Year/60,000 miles for the rest of the vehicle). For full terms and conditions please visit: https://www.nissan.co.uk/content/dam/Nissan/gb/brochures/Warranties/WarrantyBooklet_EN.pdf.

CO2: MPG figures are obtained from laboratory testing, are intended for comparisons between vehicles and may not reflect real life driving results. Optional equipment, maintenance, driving behaviour, road and weather conditions may affect the official results.



Innovation
that excites

Nissan Fleet. We mean business.

Welcome to our world of innovation.

From the UK's best-selling electric vehicle, the Nissan LEAF, to the Nissan Qashqai - the world's first crossover. Pioneering zero emissions and intelligent mobility, its what sets us apart.

We've been supporting British manufacturing for over 30 years and have made over 8 million vehicles in the UK. Not only that, we only employ the best people in the industry, people who understand the specific needs of every customer within the fleet market.

Let us show you how we mean business, speak to one of our team today:

0800 2940579

www.nissan.co.uk/fleet





Innovation
that excites

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