

Car & General, Flexpay ink deal for flexible payments

It is now easier to acquire Car and General products after the NSE-listed firm entered an agreement with online platform Flexpay. Through the partnership, customers will make partial payments as an alternative way of product acquisition.

This agreement is part of Car and General's strategic focus on empowering small and medium enterprises and individual customers to enable them to purchase the company's products. Under the offering, customers can acquire Piaggio tuktuks, TVS motorbikes and Garmin wearable fitness devices via the firm's online shop (<https://www.cargen.com/onlineshop/>) by paying in instalments at zero interest.

"We are focused on enhancing access especially to SMEs for assets to help them recover from the vagaries of Covid-19 pandemic, as well as cushioning them against the current economic challenges. This will help them maximise their returns and create more opportunities for income generation," said Car and General Trading Managing Director David Chesoni during the signing ceremony.

Other products available in the package include GPS devices and Briggs and Stratton products. The payment tenure is 90 days from the date of the first instalment of up to 25 per cent of the value of the product.

Speaking at the launch of the deal, Flexpay Managing Director Johnson Gituma said, "Boda bodas and tuk tuks are a growing source of income for many Kenyans and have created many jobs especially for the youth. However, making a one-off purchase is most times an uphill task. This is why Flexpay has partnered with Car and General to provide a friendly solution to this problem."

Established 85 years ago in Nakuru and now a listed company on the Nairobi Securities Exchange, Car & General is a franchise-holder of a wide range of leading global power generation, automotive and engineering brands including two- and three-wheeler vehicles, tractors, outboard engines, air compressors, laundry equipment and water pumps. Car & General Limited has subsidiary companies in Uganda and Tanzania, and branches in Arusha and Rwanda where it is the main distributor for Cummins diesel generators, engines and parts.