



## Kawasaki

In 1996, as Kawasaki was producing their 10 millionth motorcycle, Kawasaki and GE Capital Bank signed an agreement making GE Capital Bank Kawasaki and their 174 dealers' exclusive financing partner in France.

Besides providing Kawasaki with a wide global arrangement covering a large range of motorcycle-related financing products, GE Capital Bank designs customized services to help Kawasaki conquer market shares.

GE Capital Bank supports Kawasaki for every new product launch, for example, to turn the Z1000 into a tremendous success, GE Capital Bank designed a customized financing solution, a loan starting at only 99 euros a month !!!



GE Capital Bank's Profibike provides Kawasaki's dealers and their salesmen with financial and insurance products sales training ("buying process").

Furthermore, GE Capital Bank organizes a contest between Kawasaki sellers and rewards the best Kawasaki-selling ones.

Finally, owing to its information technology expertise, GE Capital Bank has developed fast and easy to use internet solutions to serve Kawasaki dealers. Our award winning extranet, Gefiservices.com is the first extranet dedicated to dealers in France. Gefiservices.com allows dealers to get immediate online responses to their loan applications, use "sale wizards", simulation tools, and print loan contracts on the spot.