



FREQUENTLY ASKED QUESTIONS

Car & General is the company behind a wide range of power generation, automotive and engineering products in East Africa for over 85 years.

When was C&G established?

C&G was established in 1936 in Nakuru before relocating to Nairobi. Initial objectives were to import and distribute automotive parts, white goods and retreading.

When was C&G quoted on the Nairobi Securities Exchange?

C&G was listed on the NSE in 1950. We have remained quoted since then.

What does C&G deal in?

Car & General's Consumer product range includes TVS motorcycles, Piaggio three wheelers, Briggs & Stratton small petrol engine power products, Garmin satellite navigation devices, Mercury outboard engines, Electrolux laundry equipment, MRF tyres and Motorola lubricants.

Our Equipment business range consists of Cummins diesel generators, Ingersoll-Rand air compressors, Kubota agricultural tractors, Toyota forklifts, BT lifting equipment, Doosan excavators and wheel loaders and ACE back hoes and graders.

We offer quality aftersales service including on shelf genuine parts and service by qualified personnel.

We also play in micro-finance (Watu Credit), real estate (Nairobi Mega Mall) and manufacturing (Bodaplus Limited; which manufactures helmets and other safety accessories) space and operate a poultry farm (Kibo Poultry Products Limited) in Tanzania.

What is C&G Vision and Mission?

Our Vision is to make customers smile in every street, in every town. Our Mission is to achieve leadership position in all power generation, automotive and engine-related products in East Africa.

What are C&G Values?

Our values are: Making customers smile, Quality, Integrity, Innovation and Empowerment.

Does C&G have branches? Where are they located?

Car & General is headquartered in Nairobi with branches in Mombasa, Nakuru, Kisumu, Kisii, Kitale, Kitengela, Kericho, Eldoret, Bungoma, Nanyuki, Voi and Malindi.

In Tanzania we are in Dar-es-Salaam, Arusha and Dodoma and Kampla in Uganda. We have representation in Seychelles, Rwanda, Burundi, Somalia, Eritrea, Djibouti and Ethiopia.

What are C&G strengths?

Today, C&G has a solid product balance – equipment and consumer lines, and boasts of reputable brands with high market share potential. We are a strong corporate brand, strong capital base and good infrastructure. We have a solid team of great people in place. We have fully embraced digitization.

How many employees does C&G have?

C&G has over 3,500 people as a Group, including its associates.

What are our core businesses?

Our core businesses are: Automotive and equipment distribution, financial services, real estate, agriculture and manufacturing.

Any CSR projects at C&G?

Car & General's commitment to corporate social investment includes, not only making ethical business but also serving and improving communities in key areas of health, technical education, environment, road safety and philanthropy.

This ranges from free eye camps and blood donations, collaboration with TVETA to promote technical education that includes donating training equipment, offering internship and attachments and training of juakali mechanics across Kenya. We offer safety training with partners that targets two and three wheeler drivers. We have constructed water pans for harvesting rain water and we partner with other stakeholders to plant trees. We donate to needy communities with a view of improving their quality of life.

Why does C&G want to change financial year end to December?

C&G has proposed a change of financial year end of the Company from September. Changing it to December will align Car & General with its other associates. This will save us from double audit processes.

What is the stake of C&G in Watu Credit?

C&G holds a 29% stake in Watu Credit. This translates to an investment of KShs 38.6 million.

Has C&G acquired Cummins C&G?

C&G has entered a share purchase agreement with CMI Cummins BV for the acquisition of 50% of the shares in Cummins C&G. The transaction will be completed after approval from the regulatory authorities is obtained. Following the completion, C&G will own 100% of the shares of Cummins C&G. It will continue to operate as a wholly owned subsidiary of C&G and an authorized Cummins distributor.

Where is C&G going?

Over the next few years, we intend to strengthen our foothold in our now balanced business lines – automotive and equipment distribution, real estate development, financial services, agriculture and manufacturing. This diversity is the backbone of our sustainability. We also want to lead the conversation of the electric vehicle mobility in Kenya. We will be introducing EV three-wheelers soon and we are working on fit for market two wheelers. We have also invested in EV companies in Kenya and Uganda (ourselves and through our associates).