

GE Financial

*GE Financial
Auto Warranty Services
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**GE AUTO WARRANTY SERVICES AND IAS TEAM UP
TO OFFER MORE MOTORISTS 'PEACE OF MIND'**

MARKETING AGREEMENT EXPANDS REACH OF VEHICLE SERVICE CONTRACT BUSINESS

LAKEWOOD, Colo. – June 6, 2003— Two great brands serving the automotive aftermarket industry, GE Auto Warranty Services and Innovative Aftermarket Systems (IAS) are teaming up to offer value, security and protection to millions of motorists.

Under the terms of a new nationwide marketing agreement, GE Auto Warranty Services and IAS will each market the other company's products through their respective agents across the United States. The agreement is effective immediately.

"The combination of GE's high tech administration, competitive programs and strong consumer insurance expertise along with IAS' distribution system and Smart Dealer Products is truly a winning combination," said Jim Slavik, President of GE Auto Warranty Services. "We feel it will be an instant win for both hour independent agents and dealers, as well as provide protection and peace of mind to many more motorists."

"Adding GE Auto Warranty Service's Vehicle Service contracts to the IAS aftermarket product line is the best addition I could have imagined," said Bob Corbin, President and COO of IAS. "We liked the security and broad consumer appeal that comes with the GE program. Also, the fact that dealers can choose to get their claims paid within two hours of completion of a repair via a major credit card—that gives dealer's a huge cash flow advantage over other independent administrators."

About IAS :

Innovative Aftermarket Systems (IAS) is the leading provider of F&I aftermarket programs to automotive dealerships. IAS offers a variety of products including, GAP insurance, Invisible Phantom Footprints, Theft Avert, Super Polyshield, The Preferred Advantage, R.O.A.D. In Tire, among others. Additionally, IAS' flagship software suite,

SmartDealerProducts, provides revolutionary F&I software solutions for dealerships and their customers. Headquartered in Austin, Texas, IAS has hundreds of certified agents throughout the United States and provides technology solutions and aftermarket products for many of the top-100 dealer groups. For more information, please visit <http://www.smartdealerproducts.com>.

ABOUT GEA UTO WARRANTY SERVICES:

GE Auto Warranty Services is a leading provider of Vehicle Service contracts and related products. See more at <http://www.geaws.com>. Auto Warranty Services is a part of GE Financial, which provides products and services that help people invest, protect and retire. Its consumer insurance and investment offerings are sold through multiple distribution channels and include: life insurance, annuities, mutual funds, retirement investment plans, long term care coverage, supplemental employee benefits, auto coverage, and lifestyle enhancement products like roadside assistance programs and pre-paid legal services. Headquartered in Richmond, Virginia, GE Financial operates in 17 countries and has \$119 billion of assets under management. For more, visit <http://www.gefinancial.com>.

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