

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GENERAL MOTORS CORP  
Form 8-K  
December 02, 2003

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, DC 20549-1004

=====

FORM 8-K

CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF  
THE SECURITIES EXCHANGE ACT OF 1934

Date of Report  
(Date of earliest event reported) December 2, 2003

GENERAL MOTORS CORPORATION  
-----  
(Exact Name of Registrant as Specified in its Charter)

STATE OF DELAWARE ----- (State or other jurisdiction of Incorporation or Organization)	38-0572515 ----- (I.R.S. Employer Identification No.)
300 Renaissance Center, Detroit, Michigan ----- (Address of Principal Executive Offices)	48265-3000 ----- (Zip Code)

Registrant's telephone number, including area code (313) 556-5000  
-----

## Edgar Filing: GENERAL MOTORS CORP - Form 8-K

### ITEM 5. OTHER EVENTS

On December 2, 2003, General Motors Corporation (GM) issued a news release announcing November sales. The release is as follows:

GM Reports November Sales of 363,181, Up 22 Percent

Truck Sales Up 30 Percent; GM Sets Monthly Utility Sales Record for Industry  
Cadillac Has Best November Sales Since 1989

DETROIT - General Motors dealers sold 363,181 new cars and trucks in November, up 22 percent compared with November 2002. GM's overall truck sales (214,149) were up 30 percent. Car sales (149,032) were up 13 percent.

"GM's November sales reflected substantial increases across nearly every segment, led by strong sales of our full-size pickups, the Chevrolet Silverado and Avalanche and GMC Sierra," said John Smith, group vice president of GM North America Vehicle Sales, Service and Marketing. "We've achieved year-over-year gains at Chevrolet, GMC, Saab, HUMMER and Cadillac, with Cadillac on track to achieve sales of over 200,000 units for the first time in nearly 10 years. With great new vehicles like the Chevrolet Malibu and Malibu Maxx, Cadillac SRX and XLR, GMC Canyon, Pontiac GTO and Buick Rainier and the launch of 12 all-new cars and trucks next year, we feel like we're really hitting on all cylinders as we wrap up 2003."

#### GM Truck Sales

GM's industry-leading truck lineup posted exceptionally strong sales results in November. GM truck sales for the month were up 30 percent, driven by sales of full-size pickups (68,804), which were up 23.5 percent and led the industry. Chevrolet full-size pickup sales were 54,553, which was a 25 percent improvement over last year. Additionally, GMC Sierra deliveries (14,251) were up 17 percent. Sales of sport utility vehicles (106,671) set a monthly record and were 39 percent higher than year-ago levels. This was the seventh time in the last eight months that sales of GM utilities surpassed 100,000 units. Medium utility deliveries were 47,591, up 55 percent, and full-size utilities improved 45.5 percent with 49,502 deliveries.

#### GM Car Sales

GM car sales were up 13 percent in November, driven by strong sales in the important luxury segment (22,070), which was up 18.5 percent. Cadillac DeVille deliveries (8,090) increased 35 percent, and Saab 9-3 sales were up 75 percent with 2,586 deliveries. GM sales in the entry-level segment (38,102) were up 56 percent. Chevrolet Cavalier had 18,354 deliveries, a 53 percent improvement over year-ago levels. Mid-size car sales (80,693) improved 1.5 percent, with Pontiac Grand Prix deliveries (12,582) up 16 percent over last year.

#### Divisional Highlights

Chevrolet - Chevrolet sales (196,244) were up 30 percent in November. Car sales (59,556) improved 33 percent, and truck sales (136,688) jumped 29 percent. Truck sales were led by Chevrolet's full-size pickups. Silverado sales (47,599) were up 22 percent from year-ago levels, and Avalanche had a 56 percent sales increase with 6,954 deliveries. TrailBlazer sales (20,595) were up 36 percent. Tahoe sales (15,055) improved 44 percent, and Suburban sales jumped 50 percent with 11,743 deliveries.

Cadillac - Cadillac had its best November since 1989 with 21,703 deliveries, up

## Edgar Filing: GENERAL MOTORS CORP - Form 8-K

43 percent over last year and remained on track to sell more than 200,000 vehicles for the calendar year for the first time in nearly 10 years. Truck sales (7,425) improved 108 percent, paced by a 35.5 percent increase in Escalade sales (3,398) and SRX deliveries, which totaled 1,703 in November. Cadillac car sales (14,278) improved 23 percent from year-ago levels, driven by strong DeVille sales (8,090), which were up 35 percent.

GMC - GMC remained on a record sales pace with solid sales in November (43,572), 33 percent higher than last year. Utility sales set a monthly record with 23,210 deliveries.

Envoy had 9,065 deliveries, up 31 percent. Yukon sales (7,348) improved by 64 percent, and Yukon XL sales (6,797) were up 73 percent. Both achieved monthly sales records.

HUMMER's November sales were 2,837. H2 sales in November were 2,784. For the calendar year-to-date, H2 sales were 30,778, up 104.5 percent.

Saab - Saab continued its strong sales performance with 3,600 deliveries in November, a 35 percent improvement over year-ago levels. Sales of the Saab 9-3 (2,586) were up 75 percent.

Pontiac - November deliveries were 41,722, a 38 percent increase. Pontiac car sales (35,955) improved 36 percent, driven by the Grand Prix, up 16 percent with 12,582 deliveries, its best November sales since 1978, and Grand Am with 14,466 deliveries, up 90 percent. Pontiac truck sales (5,767) increased 51 percent.

Saturn - Saturn car sales (11,809) in November increased 9 percent over last year, led by ION with 9,523 deliveries. ION sales for the calendar year-to-date (107,826) have surpassed 100,000 units.

Buick - Buick truck sales in November totaled 10,228. Rendezvous had its best-ever month with 8,593 sales, up 176 percent from last year. Rainier achieved 1,635 sales in November.

### Certified Used Vehicles

GM Certified Used Vehicles posted 31,756 sales in November, comparable to last year (-0.2 percent). Calendar year-to-date sales (364,739) were up 21 percent. Cadillac Certified Pre-Owned sales in November were 2,428, down 14 percent, and sales for the calendar year-to-date were 29,981, a 10 percent improvement. Saturn Certified Used posted 2,949 sales in November, up 35 percent, and calendar year-to-date sales of 33,076, up 47 percent from last year. Saab Certified Pre-Owned sales (786) improved 85 percent, and calendar year-to-date (8,823) were up 128 percent. "GM Certified Used Vehicles continues its industry leadership in the certified used category, increasing its market share in the segment by 1.5 points in 2003, to more than 26.7 percent through October," Smith said.

### GM Announces November Production Results, Revised 2003 Fourth-Quarter Production Forecast, and Initial 2004 First-Quarter Production Forecast

In November, GM North America produced 437,000 vehicles (180,000 cars and 257,000 trucks), compared to 465,000 vehicles (200,000 cars and 265,000 trucks) produced in November 2002. Production totals include joint venture production of approximately 10,000 vehicles in November and 10,500 vehicles in November 2002.

GM also is revising its fourth-quarter production forecast for North America to 1.37 million vehicles (550,000 cars and 820,000 trucks), up 10,000 units from

## Edgar Filing: GENERAL MOTORS CORP - Form 8-K

last month's forecast of 1.36 million vehicles (553,000 cars and 807,000 trucks). In the fourth quarter of 2002, GM North America production was 1.426 million vehicles (602,000 cars and 824,000 trucks).

Additionally, GM's initial 2004 first-quarter forecast for units produced in North America is 1.35 million vehicles (533,000 cars and 817,000 trucks), down approximately 7 percent from 2003 first-quarter production of 1.451 million vehicles (591,000 cars and 860,000 trucks).

GM also announced revised 2003 fourth-quarter and initial 2004 first-quarter production forecasts for its international regions:

GM Europe - The region's revised 2003 fourth-quarter production forecast is 446,000 vehicles, up 1,000 vehicles from last month's forecast. GM Europe built 453,000 vehicles in the fourth quarter of 2002. In addition, the region's initial 2004 first-quarter forecast is 480,000 vehicles. In the first quarter of 2003, the region built 491,000 vehicles.

GM Asia Pacific - The region's revised 2003 fourth-quarter production forecast is 123,000 vehicles, up 9,000 vehicles from last month's forecast. The region built 81,000 vehicles in the fourth quarter of 2002. In addition, the region's initial 2004 first-quarter production forecast is 122,000 units, compared to 2003 first-quarter production of 77,000 vehicles.

GM Latin America, Africa and the Middle East - The region's revised 2003 fourth-quarter forecast is 155,000 vehicles, down 1,000 vehicles from last month's forecast. The region built 157,000 vehicles in the fourth quarter of 2002. In addition, the region's initial 2004 first-quarter production is 151,000 vehicles, compared to 2003 first-quarter production of 127,000 vehicles.

General Motors Corp. (NYSE: GM), the world's largest vehicle manufacturer, employs 340,000 people globally in its core automotive business and subsidiaries. Founded in 1908, GM has been the global automotive sales leader since 1931. GM today has manufacturing operations in 32 countries and its vehicles are sold in more than 190 countries. In 2002, GM sold more than 8.6 million cars and trucks, nearly 15 percent of the global vehicle market. GM's global headquarters is at the GM Renaissance Center in Detroit. More information on GM and its products can be found on the company's consumer website at [www.gm.com](http://www.gm.com).

Note: GM sales and production results are available on GM Media OnLine at <http://media.gm.com> by clicking on News, then Sales/Production. In this press release and related comments by General Motors management, our use of the words "expect," "anticipate," "estimate," "forecast," "objective," "plan," "goal" and similar expressions is intended to identify forward looking statements. While these statements represent our current judgment on what the future may hold, and we believe these judgments are reasonable, actual results may differ materially due to numerous important factors that are described in GM's most recent report on SEC Form 10-K (at page II-18) which may be revised or supplemented in subsequent reports on SEC Forms 10-Q and 8-K. Such factors include, among others, the following: changes in economic conditions, currency exchange rates or political stability; shortages of fuel, labor strikes or work stoppages; market acceptance of the corporation's new products; significant changes in the competitive environment; changes in laws, regulations and tax rates; and, the ability of the corporation to achieve reductions in cost and employment levels to realize production efficiencies and implement capital expenditures at levels and times planned by management.

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

# # #

Detroit -- General Motors dealers in the United States today reported the following vehicle sales:

Curr S/D: 25 Prev S/D: 26	November			Calendar Year-to-Date January - November		
	2003	2002	% Chg per S/D	2003	2002	%Chg
Vehicle Total	363,181	309,263	22.1	4,308,503	4,385,043	-1.7
Car Total	149,032	137,401	12.8	1,791,188	1,897,071	-5.6
Truck Total	214,149	171,862	29.6	2,517,315	2,487,972	1.2
Light Truck Total	210,784	168,739	29.9	2,480,748	2,453,328	1.1
Light Vehicle Total	359,816	306,140	22.2	4,271,936	4,350,399	-1.8

Market Division Vehicle Total	November			Calendar Year-to-Date January - November		
	2003	2002	% Chg per S/D	2003	2002	%Chg
Buick	25,877	32,420	-17.0	307,967	388,477	-20.7
Cadillac	21,703	15,743	43.4	194,028	179,876	7.9
Chevrolet	196,244	156,821	30.1	2,403,494	2,376,735	1.1
GMC	43,572	34,173	32.6	516,382	497,070	3.9
HUMMER	2,837	3,933	-25.0	31,447	15,717	100.1
Oldsmobile	9,397	10,101	-3.2	115,701	145,364	-20.4
Other - Isuzu	966	1,015	-1.0	11,560	12,293	-6.0
Pontiac	41,722	31,531	37.6	431,522	474,878	-9.1
Saab	3,600	2,772	35.1	44,408	35,062	26.7
Saturn	17,263	20,754	-13.5	251,994	259,571	-2.9

Sales of Domestically Produced Vehicles

Car	141,990	134,626	9.7	1,743,323	1,861,768	-6.4
Light Truck	210,784	168,739	29.9	2,480,748	2,453,328	1.1

Twenty-five selling days for the November period this year and twenty-six for last year.

\*American Isuzu Motors, Inc., dealer sales of commercial vehicles distributed by General Motors Corporation as reported to General Motor by American Isuzu Motors, Inc.

2-1P

GM Car Deliveries - (United States)

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Nov 2003

	November			Calendar Year-to-Date January - November		
	2003	2002	%Chg per S/D	2003	2002	%Chg
	Selling Days (S/D)					
	25	26				
Century	5,870	16,247	-62.4	87,420	146,870	-40.5
LeSabre	6,031	6,647	-5.6	106,740	121,309	-12.0
Park Avenue	1,884	2,014	-2.7	24,416	27,803	-12.2
Regal	1,864	4,278	-54.7	22,127	36,985	-40.2
Buick Total	15,649	29,186	-44.2	240,703	332,967	-27.7
Catera	0	3	***.*	15	241	-93.8
CTS	4,110	4,173	2.4	45,183	33,353	35.5
DeVille	8,090	6,233	35.0	74,764	76,840	-2.7
Eldorado	1	181	-99.4	193	5,447	-96.5
Seville	1,815	1,442	30.9	17,699	19,619	-9.8
XLR	262	0	***.*	588	0	***.*
Cadillac Total	14,278	12,032	23.4	138,442	135,500	2.2
Aveo	3,442	0	***.*	3,442	0	***.*
Camaro	11	803	-98.6	1,103	27,668	-96.0
Cavalier	18,354	12,479	53.0	234,888	219,867	6.8
Classic	7,501	0	***.*	38,500	0	***.*
Corvette	1,596	2,163	-23.3	26,149	29,696	-11.9
Impala	15,889	16,183	2.1	247,415	177,184	39.6
Lumina	0	0	***.*	15	34	-55.9
Malibu	7,493	10,396	-25.0	114,799	154,211	-25.6
Metro	0	0	***.*	1	13	-92.3
Monte Carlo	4,625	4,376	9.9	60,568	59,705	1.4
Prizm	1	17	-93.9	17	14,280	-99.9
SSR	644	0	***.*	731	0	***.*
Chevrolet Total	59,556	46,417	33.4	727,628	682,658	6.6
Alero	8,107	7,155	17.8	90,001	88,958	1.2
Aurora	68	390	-81.9	3,082	8,435	-63.5
Intrigue	10	617	-98.3	786	14,396	-94.5
Oldsmobile Total	8,185	8,162	4.3	93,869	111,789	-16.0
Bonneville	2,113	1,930	13.9	21,793	33,843	-35.6
Firebird	12	603	-97.9	912	20,003	-95.4
Grand Am	14,466	7,937	89.6	142,098	139,447	1.9
Grand Prix	12,582	11,252	16.3	110,884	118,813	-6.7
Sunfire	3,410	2,221	59.7	40,025	59,512	-32.7
Vibe	3,372	3,617	-3.0	53,415	34,079	56.7
Pontiac Total	35,955	27,560	35.7	369,127	405,697	-9.0
9-3	2,586	1,536	75.1	31,596	18,835	67.8
9-5	1,014	1,236	-14.7	12,812	16,227	-21.0
Saab Total	3,600	2,772	35.1	44,408	35,062	26.7
ION	9,523	2,465	301.8	107,826	3,474	***.*
Saturn L Series	2,286	4,230	-43.8	62,139	75,985	-18.2
Saturn S Series	0	4,577	***.*	7,046	113,939	-93.8
Saturn Total	11,809	11,272	9.0	177,011	193,398	-8.5
GM Total	149,032	137,401	12.8	1,791,188	1,897,071	-5.6

## Edgar Filing: GENERAL MOTORS CORP - Form 8-K

### GM Car Deliveries by Production Source

	2003	2002	%Chg	2003	2002	%Chg
GM North America *	141,990	134,626	9.7	1,743,323	1,861,768	-6.4
GM Import	7,042	2,775	163.9	47,865	35,303	35.6
GM Total	149,032	137,401	12.8	1,791,188	1,897,071	-5.6

\* Includes U.S./Canada/Mexico

2-1P

### GM Car Deliveries - (United States) Nov 2003

	November			Calendar Year-to-Date January - November		
	2003	2002	%Chg per S/D	2003	2002	%Chg
Selling Days (S/D)	25	26				

### GM Car Deliveries by Production Source and Marketing Division

Buick Total	15,649	29,186	-44.2	240,703	332,967	-27.7
Cadillac Total	14,278	12,029	23.4	138,427	135,259	2.3
Chevrolet Total	56,114	46,417	25.7	724,186	682,658	6.1
Oldsmobile Total	8,185	8,162	4.3	93,869	111,789	-16.0
Pontiac Total	35,955	27,560	35.7	369,127	405,697	-9.0
Saturn Total	11,809	11,272	9.0	177,011	193,398	-8.5
GM North America Total;*	141,990	134,626	9.7	1,743,323	1,861,768	-6.4
Cadillac Total	0	3	***.*	15	241	-93.8
Chevrolet Total	3,442	0	***.*	3,442	0	***.*
Saab Total	3,600	2,772	35.1	44,408	35,062	26.7
GM Import Total	7,042	2,775	163.9	47,865	35,303	35.6

### GM Vehicle Deliveries by Marketing Division

Buick Total	25,877	32,420	-17.0	307,967	388,477	-20.7
Cadillac Total	21,703	15,743	43.4	194,028	179,876	7.9
Chevrolet Total	196,244	156,821	30.1	2,403,494	2,376,735	1.1
GMC Total	43,572	34,173	32.6	516,382	497,070	3.9
HUMMER Total	2,837	3,933	-25.0	31,447	15,717	100.1
Oldsmobile Total	9,397	10,101	-3.2	115,701	145,364	-20.4
Other-Isuzu Total	966	1,015	-1.0	11,560	12,293	-6.0
Pontiac Total	41,722	31,531	37.6	431,522	474,878	-9.1
Saab Total	3,600	2,772	35.1	44,408	35,062	26.7
Saturn Total	17,263	20,754	-13.5	251,994	259,571	-2.9
GM Total	363,181	309,263	22.1	4,308,503	4,385,043	-1.7

\* Includes US/Canada/Mexico

3-1P

### GM Truck Deliveries - (United States) November 2003

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

	November			Calendar Year-to-Date January - November		
	2003	2002	%Chg per S/D	2003	2002	%Chg
Selling Days (S/D)	25	26				
Rainier	1,635	0	***.*	2,780	0	***.*
Rendezvous	8,593	3,234	176.3	64,484	55,510	16.2
Total Buick	10,228	3,234	228.9	67,264	55,510	21.2
Escalade	3,398	2,608	35.5	31,174	32,412	-3.8
Escalade ESV	1,275	0	***.*	11,285	0	***.*
Escalade EXT	1,049	1,103	-1.1	9,992	11,964	-16.5
SRX	1,703	0	***.*	3,135	0	***.*
Total Cadillac	7,425	3,711	108.1	55,586	44,376	25.3
Astro	2,423	2,848	-11.5	36,811	47,335	-22.2
C/K Suburban(Chevy)	11,743	8,131	50.2	119,794	133,455	-10.2
Chevy C/T Series	37	192	-80.0	705	4,172	-83.1
Chevy W Series	139	169	-14.5	1,957	2,063	-5.1
Colorado	374	0	***.*	374	0	***.*
Express Cutaway/G Cut	1,276	1,323	0.3	16,846	18,852	-10.6
Express Panel/G Van	4,908	3,736	36.6	61,464	59,359	3.5
Express/G Sportvan	883	1,034	-11.2	14,168	13,634	3.9
Kodiak 4/5 Series	679	309	128.5	6,625	1,416	367.9
Kodiak 6/7/8 Series	241	120	108.9	2,293	209	997.1
S/T Blazer	5,478	3,838	48.4	48,631	91,482	-46.8
S/T Pickup	7,054	6,824	7.5	131,478	137,429	-4.3
Tahoe	15,055	10,855	44.2	177,943	184,637	-3.6
Tracker	2,421	3,050	-17.4	33,256	39,364	-15.5
TrailBlazer	20,595	15,764	35.9	238,090	219,373	8.5
Venture	8,829	6,950	32.1	85,174	83,815	1.6
Avalanche	6,954	4,633	56.1	84,118	81,596	3.1
Silverado-C/K Pickup	47,599	40,628	21.8	616,139	575,886	7.0
Chevrolet Fullsize Pickups	54,553	45,261	25.4	700,257	657,482	6.5
Chevrolet Total	136,688	110,404	28.8	1,675,866	1,694,077	-1.1
Canyon	241	0	***.*	241	0	***.*
Envoy	9,065	7,218	30.6	114,879	96,976	18.5
GMC C/T Series	51	746	-92.9	1,479	9,756	-84.8
GMC W Series	297	277	11.5	3,969	3,715	6.8
S/T Jimmy	0	12	***.*	52	940	-94.5
Safari (GMC)	642	740	-9.8	10,200	12,750	-20.0
Savana Panel/G Classic	1,469	1,103	38.5	17,996	19,419	-7.3
Savana Special/G Cut	295	336	-8.7	9,438	7,593	24.3
Savana/Rally	234	193	26.1	2,853	2,477	15.2
Sierra	14,251	12,669	17.0	176,741	179,885	-1.7
Sonoma	1,927	1,832	9.4	33,093	37,792	-12.4
Topkick 4/5 Series	601	196	218.9	4,400	802	448.6
Topkick 6/7/8 Series	354	99	271.9	3,579	218	***.*
Yukon	7,348	4,662	63.9	75,957	65,814	15.4
Yukon XL	6,797	4,090	72.8	61,505	58,933	4.4
GMC Total	43,572	34,173	32.6	516,382	497,070	3.9
HUMMER H1	53	62	-11.1	669	664	0.8
HUMMER H2	2,784	3,871	-25.2	30,778	15,053	104.5



Edgar Filing: GENERAL MOTORS CORP - Form 8-K

HUMMER Total	2,837	3,933	-25.0	31,447	15,717	100.1
Bravada	336	681	-48.7	7,697	13,175	-41.6
Silhouette	876	1,258	-27.6	14,135	20,400	-30.7
Oldsmobile Total	1,212	1,939	-35.0	21,832	33,575	-35.0
Other-Isuzu F Series	98	155	-34.2	1,298	1,785	-27.3
Other-Isuzu N Series	868	860	5.0	10,262	10,508	-2.3
Other-Isuzu Total	966	1,015	-1.0	11,560	12,293	-6.0
Aztek	1,889	1,168	68.2	25,800	25,364	1.7
Montana	3,878	2,803	43.9	36,595	43,817	-16.5
Pontiac Total	5,767	3,971	51.0	62,395	69,181	-9.8
VUE	5,454	9,482	-40.2	74,983	66,173	13.3
Saturn Total	5,454	9,482	-40.2	74,983	66,173	13.3
GM Total	214,149	171,862	29.6	2,517,315	2,487,972	1.2
GM TRUCK Deliveries by Production Source						
GM North America *	213,055	170,840	29.7	2,504,236	2,474,991	1.2
GM Import	1,094	1,022	11.3	13,079	12,981	0.8
GM Total	214,149	171,862	29.6	2,517,315	2,487,972	1.2
GM Light Duty Truck Deliveries by Production Source						
GM North America *	210,784	168,739	29.9	2,480,748	2,453,328	1.1
GM Import	0	0	***.*	0	0	***.*
GM Total	210,784	168,739	29.9	2,480,748	2,453,328	1.1

\* Includes U.S./Canada/Mexico

3-1P  
GM Truck Deliveries - (United States)  
November 2003

	November		%Chg per S/D	Calendar Year-to-Date January - November		
	2003	2002		2003	2002	%Chg
Selling Days (S/D)	25	26				

GM TRUCK Deliveries by Production Source and Marketing Division						
Buick Total	10,228	3,234	228.9	67,264	55,510	21.2
Cadillac Total	7,425	3,711	108.1	55,586	44,376	25.3
Chevrolet Total	136,598	110,287	28.8	1,674,595	1,692,707	-1.1
GMC Total	43,341	33,973	32.7	513,306	494,557	3.8
HUMMER Total	2,837	3,933	-25.0	31,447	15,717	100.1
Oldsmobile Total	1,212	1,939	-35.0	21,832	33,575	-35.0
Other-Isuzu Total	193	310	-35.3	2,828	3,195	-11.5
Pontiac Total	5,767	3,971	51.0	62,395	69,181	-9.8
Saturn Total	5,454	9,482	-40.2	74,983	66,173	13.3
GM North America						

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Total*	213,055	170,840	29.7	2,504,236	2,474,991	1.2
Chevrolet Total	90	117	-20.0	1,271	1,370	-7.2
GMC Total	231	200	20.1	3,076	2,513	22.4
Other-Isuzu Total	773	705	14.0	8,732	9,098	-4.0
GM Import Total	1,094	1,022	11.3	13,079	12,981	0.8

GM Light Truck Deliveries by Production Source and Marketing Division

Buick Total	10,228	3,234	228.9	67,264	55,510	21.2
Cadillac Total	7,425	3,711	108.1	55,586	44,376	25.3
Chevrolet Total	135,592	109,614	28.6	1,664,286	1,686,217	-1.3
GMC Total	42,269	32,855	33.8	502,955	482,579	4.2
HUMMER Total	2,837	3,933	-25.0	31,447	15,717	100.1
Oldsmobile Total	1,212	1,939	-35.0	21,832	33,575	-35.0
Pontiac Total	5,767	3,971	51.0	62,395	69,181	-9.8
Saturn Total	5,454	9,482	-40.2	74,983	66,173	13.3
GM North America Total*	210,784	168,739	29.9	2,480,748	2,453,328	1.1

GM Light Truck Deliveries by Marketing Division

Buick Total	10,228	3,234	228.9	67,264	55,510	21.2
Cadillac Total	7,425	3,711	108.1	55,586	44,376	25.3
Chevrolet Total	135,592	109,614	28.6	1,664,286	1,686,217	-1.3
GMC Total	42,269	32,855	33.8	502,955	482,579	4.2
HUMMER Total	2,837	3,933	-25.0	31,447	15,717	100.1
Oldsmobile Total	1,212	1,939	-35.0	21,832	33,575	-35.0
Pontiac Total	5,767	3,971	51.0	62,395	69,181	-9.8
Saturn Total	5,454	9,482	-40.2	74,983	66,173	13.3
GM Total	210,784	168,739	29.9	2,480,748	2,453,328	1.1

\* Includes US/Canada/Mexico

GM Production Schedule - 12/02/03

Units 000s	GMNA			GME2	GMLAAM	GMAP	Total Worldwide	Memo: JV*	
	Carl	Truck1	Total					Car	Truck
2003 Q4 #	550	820	1,370	446	155	123	2,094	16	20
O/(U) prior forecast:@	(3)	13	10	1	(1)	9	19	0	0
2004 Q1 #	533	817	1,350	480	151	122	2,103	19	25
O/(U) prior forecast:@	0	0	0	0	0	0	0	0	0

Units 000s	GMNA			GME	GMLAAM	GMAP	Total Worldwide	Memo: JV*	
	Car	Truck	Total					Car	Truck
2000 1st Qtr.	746	775	1,521	572	118	40	2,251	24	13

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

2nd Qtr.	787	781	1,568	534	140	45	2,287	19	17
3rd Qtr.	689	630	1,319	374	151	53	1,897	16	18
4th Qtr.	670	694	1,364	513	135	47	2,059	18	17
	-----	-----	-----	-----	-----	-----	-----	-----	-----
CY	2,892	2,880	5,772	1,993	544	185	8,494	77	65
2001									
1st Qtr.	581	633	1,214	538	138	51	1,941	13	14
2nd Qtr.	638	726	1,364	491	165	64	2,084	13	16
3rd Qtr.	573	665	1,238	373	146	74	1,832	11	15
4th Qtr.	573	721	1,294	441	127	67	1,929	9	16
	-----	-----	-----	-----	-----	-----	-----	-----	-----
CY	2,365	2,745	5,110	1,842	575	256	7,786	46	61
2002									
1st Qtr.	600	753	1,353	456	131	65	2,005	12	11
2nd Qtr.	688	865	1,553	453	141	74	2,221	15	17
3rd Qtr.	567	740	1,307	408	132	87	1,934	19	20
4th Qtr.	602	824	1,426	453	157	81	2,117	16	20
	-----	-----	-----	-----	-----	-----	-----	-----	-----
CY	2,457	3,182	5,639	1,770	561	307	8,277	62	68
2003									
1st Qtr.	591	860	1,451	491	127	77	2,146	19	24
2nd Qtr.	544	837	1,381	488	128	90	2,087	19	24
3rd Qtr.	492	752	1,244	393	135	120	1,892	21	16
4th Qtr. #	550	820	1,370	446	155	123	2,094	16	20
	-----	-----	-----	-----	-----	-----	-----	-----	-----
CY #	2,177	3,269	5,446	1,818	545	410	8,219	75	84
2004									
1st Qtr. #	533	817	1,350	480	151	122	2,103	19	25
	-----	-----	-----	-----	-----	-----	-----	-----	-----

@ Numbers may vary due to rounding

1 JOINT VENTURE - NUMMI units included in GMNA Car, HUMMER and CAMI units included in GMNA Truck.

2 GME includes Saab back to 1999

# Denotes estimate

Note: Beginning with Q1 2001, a reclassification has been made in the International regions to count vehicles as production in the region of final assembly. 1999 and 2000 data has been adjusted to reflect this reclassification.

This report is governed by the Safe Harbor language found in the Terms and Conditions on the GM Institutional Investor website.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Date: December 2, 2003

GENERAL MOTORS CORPORATION  
(Registrant)

By: /s/PETER R. BIBLE.  
-----

(Peter R. Bible,  
Chief Accounting Officer)