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GENERAL MOTORS CORP  
Form 8-K  
September 04, 2001

SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549-1004

FORM 8-K  
CURRENT REPORT PURSUANT TO SECTION 13 OF  
THE SECURITIES EXCHANGE ACT OF 1934

Date of Report  
(Date of earliest event reported) September 4, 2001  
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GENERAL MOTORS CORPORATION  
-----  
(Exact name of registrant as specified in its charter)

STATE OF DELAWARE	1-143	38-0572515
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(State or other jurisdiction of incorporation)	(Commission File Number)	(I.R.S. Employer Identification No.)

300 Renaissance Center, Detroit, Michigan	48265-3000
-----	-----
(Address of principal executive offices)	(Zip Code)

Registrant's telephone number, including area code	(313) 556-5000
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ITEM 5. OTHER ITEMS

On September 4, 2001, General Motors Corporation (GM) issued a news release announcing August production results and third and fourth quarter forecast. The

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release is as follows:

### GM Truck Sales Continue Momentum: SUVs on Industry Record Pace

- Industry on target for Third-Best All-Time Sales
- GM Truck Sales Up 7%; Passenger Cars Down 20%
- Overall August Sales Down 7%

### GM Announces August Production Results and 3rd and 4th Quarter Estimates

DETROIT -- General Motors dealers sold 403,258 new cars and trucks in August in the United States, a 7 percent decline from August 2000. Industry sales moderated in August but are on track for the third-best sales year.

"We are very pleased that GM's leading lineup of truck brands continued to pace the industry, especially our midsize and full-size utilities and full-size pickups," said Bill Lovejoy, group vice president of North America Vehicle Sales, Service and Marketing. "Despite an extremely competitive market, GM's share continued to stabilize and we have made good progress in improving our product mix, managing our fleet volumes, reducing our total inventory and moving out our 2001 models."

### GM Sales Highlights

GM and its dealers continued to have robust truck sales in August led by midsize utilities, full-size utilities and full-size pickups. The strongest results in August came once again from sport utility vehicle (SUV) sales, keeping GM on pace to set an all-time industry SUV calendar year sales record. GM's full-size utilities (41,352) dominated the industry once again in August on the strength of Chevrolet Tahoe, GMC Yukon and Yukon XL as well as increased sales of the all-new Cadillac Escalade. GM's all-new midsize SUV lineup, the Chevrolet TrailBlazer, GMC Envoy and Oldsmobile Bravada and Buick Rendezvous continued to gain sales momentum. GM maintained its leadership in full-size pickups in August (76,586) and is on pace for the best year since 1978.

As new and innovative entries Buick Rendezvous, Chevrolet Avalanche and Cadillac Escalade increase in availability, GM expects its strong truck sales performance will continue in the second half.

### August Sales Records

- o GM Trucks
- o Chevrolet Trucks
- o GM Utilities
- o Chevrolet Utilities
- o GMC Utilities
- o GM Large Utilities
- o Chevrolet Large Utilities
- o GMC Large Utilities
- o Chevrolet Tahoe
- o GMC Yukon and Yukon XL
- o Cadillac Escalade
- o Chevrolet Impala
- o Saab
- o Saab 9-5

### CYTD Records

- o GM Utilities
- o GM Large Utilities
- o Chevrolet Utilities
- o GMC Utilities
- o GM Small Utilities
- o GM Mid-Utilities
- o Chevrolet Tahoe and Suburban
- o GMC Yukon and Yukon XL
- o Cadillac Escalade
- o Chevrolet Tracker
- o Chevrolet Impala
- o Saab 9-5

### GM Announces August and 3rd- & 4th-Quarter 2001 Estimates

In August, GM produced 508,000 vehicles (236,000 cars and 272,000 trucks)

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in North America, down from 561,000 vehicles (295,000 cars and 266,000 trucks) produced in August 2000. (Production totals include joint venture production of 11,600 vehicles in August 2001 and 14,000 vehicles in August 2000.)

GM announced that the third-quarter production estimate will be largely unchanged from recent guidance at 1.232 million vehicles (569,000 cars and 663,000 trucks), up slightly from the prior estimate of 1.230 million vehicles (567,000 cars and 663,000 trucks). It is a 6.6 percent decline from the 1.319 million vehicles (689,000 cars and 630,000 trucks) GM produced in the third quarter of 2000.

Additionally, GM announced that the fourth-quarter production estimate will be 1.318 million vehicles (597,000 cars and 721,000 trucks), down 3.3 percent from 1.364 million vehicles (670,000 cars and 694,000 trucks) produced in the fourth quarter of 2000.

GM also announced the following production estimates for its international regions:

- GM Europe - The third-quarter estimate is 378,000, down from the previous estimate of 387,000 vehicles. The fourth-quarter estimate is 436,000, down from the 513,000 vehicles produced in the fourth quarter 2000.
- GM Asia Pacific - The third-quarter estimate is 75,000 vehicles, down from the previous estimate of 81,000. The fourth-quarter estimate is 84,000, up from the 47,000 produced in the fourth quarter 2000.
- GM Latin America, Africa and the Middle East - The third-quarter estimate is 146,000 vehicles, down from the previous estimate of 157,000. The fourth-quarter estimate is 154,000, up from the 135,000 vehicles produced in the fourth quarter 2000.

Note: GM sales and production results are available on GM Media Online at <http://media.gm.com> by clicking on the Sales/Production icon.

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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 judgement on what the future may hold, and we believe these judgements 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-20) 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.

# # #

2-1P

GM Car Deliveries - (United States)  
August 2001

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		Calendar Year-to-Date
(1)	August	January - August

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	2001	2000	%Chg per S/D	2001	2000	%Chg
Selling Days (S/D)	27	27				
Century	17,630	15,089	16.8	94,326	106,650	-11.6
LeSabre	15,590	18,116	-13.9	99,053	101,373	-2.3
Park Avenue	3,410	4,433	-23.1	24,033	32,284	-25.6
Regal	6,135	5,076	20.9	36,016	44,426	-18.9
Riviera	1	1	0.0	3	40	-92.5
Buick Total	42,766	42,715	0.1	253,431	284,773	-11.0
Catera	782	1,295	-39.6	8,230	12,480	-34.1
DeVille	8,235	10,147	-18.8	61,139	73,876	-17.2
Eldorado	888	1,040	-14.6	6,152	7,576	-18.8
Seville	1,376	2,630	-47.7	15,508	18,573	-16.5
Cadillac Total	11,281	15,112	-25.4	91,029	112,505	-19.1
Camaro	2,681	3,640	-26.3	22,339	30,042	-25.6
Cavalier	12,740	22,624	-43.7	156,532	168,143	-6.9
Corvette	2,789	2,861	-2.5	20,811	20,808	0.0
Impala	15,449	13,345	15.8	133,119	121,340	9.7
Lumina	22	3,918	-99.4	17,557	28,547	-38.5
Malibu	16,517	18,554	-11.0	131,437	153,680	-14.5
Metro	8	2,580	-99.7	6,464	24,435	-73.5
Monte Carlo	5,606	5,671	-1.1	46,906	48,264	-2.8
Prizm	2,667	4,915	-45.7	36,669	37,214	-1.5
Chevrolet Total	58,479	78,108	-25.1	571,834	632,473	-9.6
Alero	9,786	9,978	-1.9	83,143	90,233	-7.9
Aurora	1,349	2,917	-53.8	18,130	17,607	3.0
Cutlass	3	42	-92.9	19	1,154	-98.4
Cutlass Supreme	0	0	***.*	0	0	***.*
Eighty Eight	0	4	***.*	3	439	-99.3
Intrigue	3,606	5,590	-35.5	29,044	44,144	-34.2
Oldsmobile Total	14,744	18,531	-20.4	130,339	153,577	-15.1
Bonneville	4,123	5,962	-30.8	33,663	41,907	-19.7
Firebird	1,870	2,631	-28.9	16,225	22,542	-28.0
Grand Am	19,125	21,288	-10.2	132,255	152,385	-13.2
Grand Prix	12,167	15,612	-22.1	85,123	107,976	-21.2
Sunfire	4,489	7,454	-39.8	52,817	59,099	-10.6
Pontiac Total	41,774	52,947	-21.1	320,083	383,909	-16.6
900	0	1	***.*	0	57	***.*
9000	0	0	***.*	0	18	***.*
9-3	1,415	1,628	-13.1	12,466	13,743	-9.3
9-5	2,808	2,124	32.2	11,873	11,315	4.9
Saab Total	4,223	3,753	12.5	24,339	25,133	-3.2
Saturn EV1	0	8	***.*	0	245	***.*
Saturn L Series	5,348	9,647	-44.6	69,698	68,118	2.3
Saturn S Series	11,751	16,234	-27.6	113,735	126,623	-10.2
Saturn Total	17,099	25,889	-34.0	183,433	194,986	-5.9
GM Total	190,366	237,055	-19.7	1,574,488	1,787,356	-11.9
GM Car Deliveries by Production Source						
GM North America *	185,361	232,007	-20.1	1,541,919	1,749,743	-11.9
GM Import	5,005	5,048	-0.9	32,569	37,613	-13.4

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GM Total	190,366	237,055	-19.7	1,574,488	1,787,356	-11.9
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\* Includes U.S./Canada/Mexico

## 2-1P GM Car Deliveries - (United States) August 2001

(1)	August		Calendar Year-to-Date January - August			
	2001	2000	%Chg per S/D	2001	2000	%Chg
Selling Days (S/D)	27	27				

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

Buick Total	42,766	42,715	0.1	253,431	284,773	-11.0
Cadillac Total	10,499	13,817	-24.0	82,799	100,025	-17.2
Chevrolet Total	58,479	78,108	-25.1	571,834	632,473	-9.6
Oldsmobile Total	14,744	18,531	-20.4	130,339	153,577	-15.1
Pontiac Total	41,774	52,947	-21.1	320,083	383,909	-16.6
Saturn Total	17,099	25,889	-34.0	183,433	194,986	-5.9
GM North America Total *	185,361	232,007	-20.1	1,541,919	1,749,743	-11.9
Cadillac Total	782	1,295	-39.6	8,230	12,480	-34.1
Saab Total	4,223	3,753	12.5	24,339	25,133	-3.2
GM Import Total	5,005	5,048	-0.9	32,569	37,613	-13.4

### GM Vehicle Deliveries by Marketing Division

Buick Total	46,764	42,715	9.5	263,809	284,773	-7.4
Cadillac Total	13,772	16,816	-18.1	108,028	128,994	-16.3
Chevrolet Total	208,902	222,994	-6.3	1,745,577	1,834,138	-4.8
GMC Total	43,694	42,047	3.9	350,257	370,670	-5.5
Hummer Total	48	53	-9.4	527	649	-18.8
Oldsmobile Total	19,205	22,577	-14.9	172,688	202,001	-14.5
Other-Isuzu Total	1,559	0	***.*	10,834	0	***.*
Pontiac Total	47,992	58,753	-18.3	375,618	429,617	-12.6
Saab Total	4,223	3,753	12.5	24,339	25,133	-3.2
Saturn Total	17,099	25,889	-34.0	183,433	194,986	-5.9
GM Total	403,258	435,597	-7.4	3,235,110	3,470,961	-6.8

\* Includes US/Canada/Mexico

## 3-1P GM Truck Deliveries - (United States) August 2001

(1)	August		Calendar Year-to-Date January - August			
	2001	2000	%Chg per S/D	2001	2000	%Chg
Selling Days (S/D)	27	27				

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Rendezvous	3,998	0	***.*	10,378	0	***.*
Total Buick	3,998	0	***.*	10,378	0	***.*
<hr/>						
Escalade	2,491	1,704	46.2	16,999	16,489	3.1
Total Cadillac	2,491	1,704	46.2	16,999	16,489	3.1
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Astro	4,693	6,738	-30.4	42,981	70,196	-38.8
C/K Suburban (Chevy)	10,882	11,645	-6.6	95,126	89,602	6.2
Chevy C/T Series	357	614	-41.9	4,320	6,201	-30.3
Chevy P Models & Mtr Hms	2	24	-91.7	60	508	-88.2
Chevy W Series	152	259	-41.3	1,358	1,549	-12.3
Express Cutaway/G Cut	1,756	1,823	-3.7	10,617	14,587	-27.2
Express Panel/G Van	5,840	8,317	-29.8	45,171	54,793	-17.6
Express/G Sportvan	1,193	838	42.4	11,401	10,348	10.2
S/T Blazer	9,620	17,966	-46.5	116,414	163,213	-28.7
S/T Pickup	16,695	17,991	-7.2	114,474	155,081	-26.2
Tahoe	16,110	12,253	31.5	128,186	95,283	34.5
Tracker	4,757	4,192	13.5	36,828	33,930	8.5
TrailBlazer	11,114	0	***.*	42,935	0	***.*
Venture	7,438	7,203	3.3	62,967	68,466	-8.0
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Avalanche	6,015	0	***.*	15,434	0	***.*
Silverado-C/K Pickup	53,799	55,023	-2.2	445,471	437,908	1.7
Chevrolet Fullsize						
Pickups	59,814	55,023	8.7	460,905	437,908	5.3
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Chevrolet Total	150,423	144,886	3.8	1,173,743	1,201,665	-2.3
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C/K Suburban (GMC)	1	59	-98.3	31	4,646	-99.3
Envoy	4,639	0	***.*	22,169	0	***.*
GMC C/T Series	733	1,517	-51.7	9,139	17,500	-47.8
GMC W Series	355	373	-4.8	2,819	3,091	-8.8
P Models & Mtr Hms (GMC)	1	9	-88.9	15	411	-96.4
S/T Jimmy	1,129	5,833	-80.6	27,760	54,833	-49.4
Safari (GMC)	1,348	2,520	-46.5	13,803	24,470	-43.6
Savana Panel/G Classic	1,712	2,037	-16.0	17,004	21,763	-21.9
Savana Special/G Cut	697	595	17.1	8,221	6,972	17.9
Savana/Rally	189	301	-37.2	1,809	2,667	-32.2
Sierra	16,772	15,605	7.5	126,957	131,093	-3.2
Sonoma	4,298	4,681	-8.2	29,454	36,298	-18.9
Yukon	6,585	4,692	40.3	48,944	36,668	33.5
Yukon XL	5,235	3,825	36.9	42,132	30,258	39.2
GMC Total	43,694	42,047	3.9	350,257	370,670	-5.5
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Hummer H1	48	53	-9.4	527	649	-18.8
Hummer Total	48	53	-9.4	527	649	-18.8
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Bravada	1,618	1,583	2.2	15,329	21,600	-29.0
Silhouette	2,843	2,463	15.4	27,020	26,824	0.7
Oldsmobile Total	4,461	4,046	10.3	42,349	48,424	-12.5
<hr/>						
Other-Isuzu F Series	202	0	***.*	1,532	0	***.*
Other-Isuzu N Series	1,357	0	***.*	9,302	0	***.*
Other-Isuzu Total	1,559	0	***.*	10,834	0	***.*
<hr/>						
Aztek	1,940	1,449	33.9	20,141	1,746	***.*
Montana	4,278	4,356	-1.8	35,394	43,928	-19.4
Trans Sport	0	1	***.*	0	34	***.*
Pontiac Total	6,218	5,806	7.1	55,535	45,708	21.5
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GM Total	212,892	198,542	7.2	1,660,622	1,683,605	-1.4
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## GM TRUCK Deliveries by Production Source

GM North America *	211,316	198,089	6.7	1,649,995	1,680,419	-1.8
GM Import	1,576	453	247.9	10,627	3,186	233.6
GM Total	212,892	198,542	7.2	1,660,622	1,683,605	-1.4

## GM Light Duty Truck Deliveries by Production Source

GM North America *	209,733	195,746	7.1	1,632,077	1,654,345	-1.3
GM Import	0	0	***.*	0	0	***.*
GM Total	209,733	195,746	7.1	1,632,077	1,654,345	-1.3

\* Includes U.S./Canada/Mexico

3-1P

## GM Truck Deliveries - (United States) August 2001

	(1)	August		Calendar Year-to-Date January - August		
	2001	2000	%Chg per S/D	2001	2000	%Chg
Selling Days (S/D)	27	27				

## GM TRUCK Deliveries by Production Source and Marketing Division

Buick Total	3,998	0	***.*	10,378	0	***.*
Cadillac Total	2,491	1,704	46.2	16,999	16,489	3.1
Chevrolet Total	150,306	144,681	3.9	1,172,813	1,200,542	-2.3
GMC Total	43,459	41,799	4.0	348,618	368,607	-5.4
Hummer Total	48	53	-9.4	527	649	-18.8
Oldsmobile Total	4,461	4,046	10.3	42,349	48,424	-12.5
Other-Isuzu Total	335	0	***.*	2,776	0	***.*
Pontiac Total	6,218	5,806	7.1	55,535	45,708	21.5
GM North America Total *	211,316	198,089	6.7	1,649,995	1,680,419	-1.8
Chevrolet Total	117	205	-42.9	930	1,123	-17.2
GMC Total	235	248	-5.2	1,639	2,063	-20.6
Other-Isuzu Total	1,224	0	***.*	8,058	0	***.*
GM Import Total	1,576	453	247.9	10,627	3,186	233.6

## GM Light Truck Deliveries by Production Source and Marketing Division

Buick Total	3,998	0	***.*	10,378	0	***.*
Cadillac Total	2,491	1,704	46.2	16,999	16,489	3.1
Chevrolet Total	149,912	143,989	4.1	1,168,005	1,193,407	-2.1
GMC Total	42,605	40,148	6.1	338,284	349,668	-3.3
Hummer Total	48	53	-9.4	527	649	-18.8
Oldsmobile Total	4,461	4,046	10.3	42,349	48,424	-12.5
Pontiac Total	6,218	5,806	7.1	55,535	45,708	21.5
GM North America Total *	209,733	195,746	7.1	1,632,077	1,654,345	-1.3

## GM Light Truck Deliveries by Marketing Division

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Buick Total	3,998	0	***.*	10,378	0	***.*
Cadillac Total	2,491	1,704	46.2	16,999	16,489	3.1
Chevrolet Total	149,912	143,989	4.1	1,168,005	1,193,407	-2.1
GMC Total	42,605	40,148	6.1	338,284	349,668	-3.3
Hummer Total	48	53	-9.4	527	649	-18.8
Oldsmobile Total	4,461	4,046	10.3	42,349	48,424	-12.5
Pontiac Total	6,218	5,806	7.1	55,535	45,708	21.5
GM Total	209,733	195,746	7.1	1,632,077	1,654,345	-1.3

\* Includes US/Canada/Mexico

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

	August			Calendar Year-to-Date January - August		
Curr S/D: 27			% Chg			
Prev S/D: 27	2001	2000	per S/D	2001	2000	% Chg
Vehicle Total	403,258	435,597	-7.4	3,235,110	3,470,961	-6.8
Car Total	190,366	237,055	-19.7	1,574,488	1,787,356	-11.9
Truck Total	212,892	198,542	7.2	1,660,622	1,683,605	-1.4
Light Truck Total	209,733	195,746	7.1	1,632,077	1,654,345	-1.3
Light Vehicle Total	400,099	432,801	-7.6	3,206,565	3,441,701	-6.8

Market Division Vehicle Total	August			Calendar Year-to-Date January - August		
	2001	2000	% Chg per S/D	2001	2000	% Chg
Buick	46,764	42,715	9.5	263,809	284,773	-7.4
Cadillac	13,772	16,816	-18.1	108,028	128,994	-16.3
Chevrolet	208,902	222,994	-6.3	1,745,577	1,834,138	-4.8
GMC	43,694	42,047	3.9	350,257	370,670	-5.5
Hummer	48	53	-9.4	527	649	-18.8
Oldsmobile	19,205	22,577	-14.9	172,688	202,001	-14.5
Other - Isuzu	1,559	0	***.*	10,834	0	***.*
Pontiac	47,992	58,753	-18.3	375,618	429,617	-12.6
Saab	4,223	3,753	12.5	24,339	25,133	-3.2
Saturn	17,099	25,889	-34.0	183,433	194,986	-5.9
Sales of Domestically Produced Vehicles						
Car	185,361	232,007	-20.1	1,541,919	1,749,743	-11.9
Light Truck	209,733	195,746	7.1	1,632,077	1,654,345	-1.3

Twenty-seven selling days for the August period this year and twenty-seven for



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last year.

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

Please Note: The Light sub-totals will be different than reported the prior year due to the implementation of 2001 Segmentation, which moved some Light Trucks to Medium.

GM Production Schedule - 9/01									
Units 000s	GMNA						Total Worldwide	Memo:	
	Car*	Truck	Total	GME**	GMLAAM	GMAP		NUMMI	CAMI
2001 Q3	569	663	1,232	378	146	75	1,831	11	15
O/(U) prior forecast:0	2	0	2	(9)	(11)	(6)	(24)	0	0
Units 000s	GMNA						Total Worldwide	Memo:	
	Car*	Truck	Total	GME	GMLAAM	GMAP		NUMMI	CAMI
1997									
1st Qtr.	797	645	1,442	472	130	32	2,076	16	30
2nd Qtr.	809	650	1,459	521	162	33	2,175	17	29
3rd Qtr.	712	557	1,269	417	170	31	1,887	13	21
4th Qtr.	765	693	1,458	464	142	37	2,101	11	18
CY	3,083	2,545	5,628	1,873	604	133	8,238	57	98
1998									
1st Qtr.	673	702	1,375	424	146	36	1,981	16	10
2nd Qtr.	615	557	1,172	479	153	39	1,843	7	14
3rd Qtr.	592	410	1,002	440	137	37	1,616	11	3
4th Qtr.	819	691	1,510	522	89	36	2,157	12	18
CY	2,699	2,360	5,059	1,864	525	148	7,596	46	45
1999									
1st Qtr.	781	725	1,506	524	93	38	2,161	12	23
2nd Qtr.	760	795	1,555	533	110	25	2,223	12	23
3rd Qtr.	660	699	1,359	427	112	47	1,945	13	17
4th Qtr.	759	694	1,453	530	97	47	2,127	12	26
CY	2,960	2,913	5,873	2,014	412	157	8,456	49	89
2000									
1st Qtr.	746	775	1,521	572	118	40	2,251	13	24
2nd Qtr.	787	781	1,568	534	140	45	2,287	13	23
3rd Qtr.	689	630	1,319	374	151	53	1,897	12	22
4th Qtr.	670	694	1,364	513	135	47	2,059	12	23
CY	2,892	2,880	5,772	1,993	544	185	8,494	50	92
2001									
1st Qtr.	582	632	1,214	538	138	51	1,941	13	14
2nd Qtr.	638	726	1,364	491	165	64	2,084	13	16

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3rd Qtr. #	569	663	1,232	378	146	75	1,831	11	15
4th Qtr. #	597	721	1,318	436	154	84	1,992	9	15
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@ Numbers may vary due to rounding

\* NUMMI units included in GMNA Car, CAMI units included in GMNA Car and Truck figures.

\*\* GME Production 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.

### SIGNATURE

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.

GENERAL MOTORS CORPORATION

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September 4, 2001

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By

/s/Peter R. Bible

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(Peter R. Bible,  
Chief Accounting Officer)