

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GENERAL MOTORS CORP  
Form 8-K  
October 01, 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) October 1, 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 ITEMS

On October 1, 2003, General Motors Corporation (GM) issued a news release announcing September sales. The release is as follows:

GM Reports September Sales of 367,496, Up 13 Percent

Truck Sales Up 15 Percent; Car Sales Up 10 Percent

Truck Sales Set New Third-Quarter Industry Record

Models Representing 50 Percent of GM Sales Set New Quarterly Records

DETROIT - General Motors Corp. dealers sold 367,496 new cars and trucks in September in the United States, up 13 percent compared with September 2002. GM's overall truck sales (208,080) were up 15 percent over a year ago. Car sales (159,416) were up 10 percent from year-ago levels. Third-quarter sales were 1,297,945 units, compared to 1,270,554 units sold last year, a 2 percent improvement.

"GM's sales in September were solid and contributed to a 2 percent improvement in the third quarter over the prior year," said John Smith, group vice president of GM North America Vehicle Sales, Service and Marketing. "This increase was the result of GM shattering the prior industry sales record for trucks along with continued strong demand for other key vehicles such as the Chevrolet Impala, Cadillac CTS and Escalade, Saab 9-3, Pontiac Vibe, GMC Envoy and Saturn VUE."

#### GM Truck Sales

GM's industry-leading truck lineup, particularly full-size pickups and sport utility vehicles, posted strong sales results once again. Truck sales for the month were up 15 percent, and third-quarter sales established a new industry record with 767,934 deliveries, up 6 percent over last year. Full-size pickup deliveries were 11 percent above year-ago sales, led by Chevrolet full-size pickup sales, which were up 15 percent. Sport utility vehicle sales improved 26 percent over September 2002. Deliveries of large utilities were up 59 percent, with GMC Yukon sales (7,928) up 106 percent, and Chevrolet Tahoe sales (15,562) improved 42 percent. Large luxury utility sales were up 17 percent as a result of record monthly sales of the Cadillac Escalade portfolio (5,639). Deliveries of small utilities were up 7 percent, with Saturn VUE sales (6,550) up 13 percent.

#### GM Car Sales

GM passenger car sales were up 10 percent in September. Of particular note were deliveries of entry-level passenger cars, which were up 14 percent in September, led by Chevrolet Cavalier (17,684), which improved 45 percent. Mid-size passenger car deliveries were up 25 percent, with Chevrolet Impala sales (22,298) up 74 percent and Pontiac Grand Prix sales (15,552) up 70 percent compared to year-ago levels.

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

### Divisional Highlights

Chevrolet - Chevrolet sales (199,773) were up 20 percent compared to last year; truck sales (135,950) were up 15 percent and car sales (63,823) improved 34 percent. Truck sales were led by Silverado (50,594), up 15 percent from a year ago. Avalanche had 7,532 deliveries, up 16 percent. TrailBlazer set a new monthly record with 17,246 units sold, a 27 percent increase over last year. Chevrolet Venture sales (7,858) were 52.5 percent higher. Chevrolet's mid-size passenger car lineup had another good month. In addition to record Impala sales, Monte Carlo sales (6,249) were up 44 percent.

Cadillac - Cadillac's September truck sales (5,896) were up 46 percent from a year ago, led by record monthly sales for the Escalade portfolio. Total divisional calendar year-to-date sales (153,680) were up 6 percent. Divisional calendar year-to-date truck sales were 41,723, an improvement of 16 percent. Escalade deliveries in September (3,385) were up 18 percent, a monthly record.

GMC - GMC sales in September (45,585) were up 20 percent from year-ago levels. GMC utilities set a monthly record with 23,502 units sold and a calendar year-to-date record with 205,386 deliveries. Yukon established monthly record sales with 7,928 units, up 106 percent, and Yukon XL (6,800), improved 57 percent, also a monthly record.

HUMMER - HUMMER deliveries in September were 2,837 units. Divisional calendar year-to-date sales were 25,453. H2 sales in September were 2,768 units. H2 led the large luxury utility segment for the model year, with 529 more units sold than its closest competitor, Lincoln Navigator.

Saturn - Saturn's calendar year-to-date sales (216,761) improved 2.5 percent. VUE sales continue on a strong pace with 6,550 deliveries in September, up 13 percent and a new monthly record. Calendar year-to-date VUE sales were 63,884 units, a 50 percent increase.

Saab - Saab had strong September sales with 4,374 deliveries, up 103.5 percent. Calendar year-to-date sales were 37,459, an improvement of 23 percent from last year. Saab 9-3 sales were 2,922 units.

Pontiac - September deliveries were 42,920, up 24 percent, and car deliveries for the month (39,293) were up 33 percent. Grand Am sales (16,176) were up 70.5 percent from a year ago, and Sunfire sales (3,259) improved 16 percent from last year.

Buick - Buick truck deliveries (5,233) were up 55 percent on the strength of Rendezvous sales (4,953), which improved 47 percent from a year ago and established a new monthly sales record and sales of the all-new Rainier.

### Certified Used Vehicles

GM Certified Used Vehicles had strong September 2003 sales with 31,942 units, an increase of more than 15 percent from the same month in 2002.

GM Certified Used Vehicles calendar year-to-date sales are more than 28 percent higher than the year-ago period.

"With strong sales for September and the calendar year-to-date, GM Certified Used Vehicle sales are more than 28 percent ahead of last year," Smith said. "We look forward to continued growth in sales through year-end."

GM Announces September and Third-Quarter Production Results; Fourth-Quarter Production Forecast Remains Unchanged

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

In September, GM North America produced 517,000 vehicles (215,000 cars and 302,000 trucks), compared to 491,000 vehicles (205,000 cars and 286,000 trucks) produced in September 2002. (Production totals include joint venture production of 15,600 vehicles in September and 13,000 vehicles in September 2002)

GM also announced third-quarter production results for North America of 1.244 million vehicles (492,000 cars and 752,000 trucks), up 9,000 vehicles from last month's forecast of 1.235 million vehicles (486,000 cars and 749,000 trucks). In the third quarter of 2002, GM produced 1.307 million vehicles (567,000 cars and 740,000 trucks).

GM's fourth-quarter production forecast for North America remains unchanged at 1.35 million vehicles (562,000 cars and 788,000 trucks), down approximately 5 percent from last year's fourth-quarter production of 1.425 million units (601,000 cars and 824,000 trucks).

GM also announced current fourth-quarter production forecasts for its international regions:

GM Europe - The region's revised fourth-quarter production forecast is 447,000, vehicles, up 5,000 vehicles from last month's forecast. GM Europe built 453,000 vehicles in the fourth quarter of 2002.

GM Asia Pacific - The region's current fourth-quarter production forecast is 105,000 vehicles, up 4,000 vehicles from last month's guidance. The region built 81,000 vehicles in the fourth quarter of 2002.

GM Latin America, Africa and the Middle East - The region's initial fourth-quarter forecast remains unchanged at 141,000 vehicles. The region built 157,000 vehicles in the fourth quarter of 2002.

General Motors Corp. (NYSE: GM), the world's largest vehicle manufacturer, employs 341,000 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:

	September			Calendar Year-to-Date January - September		
	2003	2002	% Chg per S/D	2003	2002	%Chg
Curr S/D: 24						
Prev S/D: 23						
Vehicle Total	367,496	312,276	12.8	3,582,279	3,684,710	-2.8
Car Total	159,416	138,453	10.3	1,499,487	1,608,352	-6.8
Truck Total	208,080	173,823	14.7	2,082,792	2,076,358	0.3
Light Truck Total	204,790	171,147	14.7	2,052,791	2,047,916	0.2
Light Vehicle Total	364,206	309,600	12.7	3,552,278	3,656,268	-2.8

Market Division Vehicle Total	September			Calendar Year-to-Date January - September		
	2003	2002	% Chg per S/D	2003	2002	%Chg
Buick	24,391	31,118	-24.9	257,767	324,466	-20.6
Cadillac	18,629	16,722	6.8	153,680	145,422	5.7
Chevrolet	199,773	159,312	20.2	2,006,939	2,015,619	-0.4
GMC	45,585	36,486	19.7	425,989	414,664	2.7
HUMMER	2,837	3,075	-11.6	25,453	7,916	221.5
Oldsmobile	10,872	11,056	-5.8	96,432	123,206	-21.7
Other - Isuzu	1,006	980	-1.6	9,598	10,008	-4.1
Pontiac	42,920	33,128	24.2	352,201	401,463	-12.3
Saab	4,374	2,060	103.5	37,459	30,446	23.0
Saturn	17,109	18,339	-10.6	216,761	211,500	2.5

### Sales of Domestically Produced Vehicles

Car	155,042	136,393	8.9	1,462,013	1,577,669	-7.3
Light Truck	204,790	171,147	14.7	2,052,791	2,047,916	0.2

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

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

2-1P  
GM Car Deliveries - (United States)  
September 2003

	September			Calendar Year-to-Date January - September		
	2003	2002	%Chg per S/D	2003	2002	%Chg
	Selling Days (S/D)					
	24	23				
Century	7,388	13,070	-45.8	74,932	119,923	-37.5
LeSabre	7,738	10,726	-30.9	93,371	105,693	-11.7
Park Avenue	1,931	1,566	18.2	20,034	23,084	-13.2
Regal	2,101	2,529	-20.4	18,353	28,330	-35.2
Riviera	0	0	***.*	0	0	***.*
Buick Total	19,158	27,891	-34.2	206,690	277,030	-25.4
Catera	0	0	***.*	15	237	-93.7
CTS	3,151	3,277	-7.9	37,229	24,332	53.0
DeVille	8,103	7,354	5.6	59,856	63,674	-6.0
Eldorado	1	365	-99.7	188	4,979	-96.2
Seville	1,393	1,847	-27.7	14,584	16,186	-9.9
XLR	85	0	***.*	85	0	***.*
Cadillac Total	12,733	12,843	-5.0	111,957	109,408	2.3
Camaro	22	2,126	-99.0	1,072	25,440	-95.8
Cavalier	17,684	11,664	45.3	194,035	192,839	0.6
Classic	8,677	0	***.*	24,991	0	***.*
Corvette	1,615	2,960	-47.7	22,675	24,439	-7.2
Impala	22,298	12,266	74.2	216,449	143,695	50.6
Lumina	0	0	***.*	15	32	-53.1
Malibu	7,278	12,397	-43.7	100,611	134,492	-25.2
Metro	0	0	***.*	1	13	-92.3
Monte Carlo	6,249	4,167	43.7	51,862	50,233	3.2
Prizm	0	189	***.*	16	14,181	-99.9
SSR	0	0	***.*	1	0	***.*
Chevrolet Total	63,823	45,769	33.6	611,728	585,364	4.5
Alero	9,335	7,462	19.9	74,204	74,099	0.1
Aurora	123	455	-74.1	2,910	7,498	-61.2
Cutlass	0	0	***.*	0	0	***.*
Eighty Eight	0	0	***.*	0	0	***.*
Intrigue	18	901	-98.1	751	13,042	-94.2
Oldsmobile Total	9,476	8,818	3.0	77,865	94,639	-17.7
Bonneville	1,169	2,295	-51.2	18,295	29,394	-37.8
Firebird	20	1,472	-98.7	876	18,378	-95.2
Grand Am	16,176	9,094	70.5	116,502	123,586	-5.7
Grand Prix	15,552	8,816	69.1	85,960	92,731	-7.3
Sunfire	3,259	2,690	16.1	33,029	54,583	-39.5
Vibe	3,117	3,924	-23.9	46,249	23,953	93.1
Pontiac Total	39,293	28,291	33.1	300,911	342,625	-12.2
9-3	2,922	788	255.4	26,653	16,460	61.9
9-5	1,452	1,272	9.4	10,806	13,986	-22.7
Saab Total	4,374	2,060	103.5	37,459	30,446	23.0
ION	7,279	0	***.*	89,443	0	***.*
Saturn L Series	3,209	4,916	-37.4	56,562	66,211	-14.6
Saturn S Series	71	7,865	-99.1	6,872	102,629	-93.3

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Saturn Total	10,559	12,781	-20.8	152,877	168,840	-9.5
GM Total	159,416	138,453	10.3	1,499,487	1,608,352	-6.8
GM Car Deliveries by Production Source						
GM North America *	155,042	136,393	8.9	1,462,013	1,577,669	-7.3
GM Import	4,374	2,060	103.5	37,474	30,683	22.1
GM Total	159,416	138,453	10.3	1,499,487	1,608,352	-6.8

\* Includes U.S./Canada/Mexico

2-1P  
GM Car Deliveries - (United States)  
September 2003

	September			Calendar Year-to-Date January - September		
	2003	2002	%Chg per S/D	2003	2002	%Chg
Selling Days (S/D)	24	23				

GM Car Deliveries by Production Source and Marketing Division						
Buick Total	19,158	27,891	-34.2	206,690	277,030	-25.4
Cadillac Total	12,733	12,843	-5.0	111,942	109,171	2.5
Chevrolet Total	63,823	45,769	33.6	611,728	585,364	4.5
Oldsmobile Total	9,476	8,818	3.0	77,865	94,639	-17.7
Pontiac Total	39,293	28,291	33.1	300,911	342,625	-12.2
Saturn Total	10,559	12,781	-20.8	152,877	168,840	-9.5
GM North America Total*	155,042	136,393	8.9	1,462,013	1,577,669	-7.3
Cadillac Total	0	0	***.*	15	237	-93.7
Saab Total	4,374	2,060	103.5	37,459	30,446	23.0
GM Import Total	4,374	2,060	103.5	37,474	30,683	22.1

GM Vehicle Deliveries by Marketing Division						
Buick Total	24,391	31,118	-24.9	257,767	324,466	-20.6
Cadillac Total	18,629	16,722	6.8	153,680	145,422	5.7
Chevrolet Total	199,773	159,312	20.2	2,006,939	2,015,619	-0.4
GMC Total	45,585	36,486	19.7	425,989	414,664	2.7
HUMMER Total	2,837	3,075	-11.6	25,453	7,916	221.5
Oldsmobile Total	10,872	11,056	-5.8	96,432	123,206	-21.7
Other-Isuzu Total	1,006	980	-1.6	9,598	10,008	-4.1
Pontiac Total	42,920	33,128	24.2	352,201	401,463	-12.3
Saab Total	4,374	2,060	103.5	37,459	30,446	23.0
Saturn Total	17,109	18,339	-10.6	216,761	211,500	2.5
GM Total	367,496	312,276	12.8	3,582,279	3,684,710	-2.8

\* Includes US/Canada/Mexico

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

GM Truck Deliveries - (United States)  
September 2003

	September			Calendar Year-to-Date January - September		
	2003	2002	%Chg per S/D	2003	2002	%Chg
	Selling Days (S/D) 24	23				
Rainier	280	0	***.*	322	0	***.*
Rendezvous	4,953	3,227	47.1	50,755	47,436	7.0
Total Buick	5,233	3,227	55.4	51,077	47,436	7.7
Escalade	3,385	2,755	17.7	24,653	26,518	-7.0
Escalade ESV	1,190	0	***.*	8,946	0	***.*
Escalade EXT	1,064	1,124	-9.3	7,861	9,496	-17.2
SRX	257	0	***.*	263	0	***.*
Total Cadillac	5,896	3,879	45.7	41,723	36,014	15.9
Astro	2,772	2,403	10.5	32,037	40,941	-21.7
C/K Suburban(Chevy)	11,367	9,571	13.8	95,155	115,036	-17.3
Chevy C/T Series	41	203	-80.6	634	3,767	-83.2
Chevy W Series	228	172	27.0	1,677	1,722	-2.6
Express Cutaway/G Cut	1,547	1,741	-14.8	14,071	15,447	-8.9
Express Panel/G Van	4,484	5,550	-22.6	51,576	50,144	2.9
Express/G Sportvan	1,075	549	87.7	12,486	11,319	10.3
Kodiak 4/5 Series	521	255	95.8	5,368	743	622.5
Kodiak 6/7/8 Series	188	16	***.*	1,771	29	***.*
S/T Blazer	3,513	4,903	-31.3	36,806	81,196	-54.7
S/T Pickup	9,054	8,791	-1.3	115,753	119,277	-3.0
Tahoe	15,562	10,502	42.0	146,859	160,465	-8.5
Tracker	2,368	2,429	-6.6	28,785	33,337	-13.7
TrailBlazer	17,246	13,040	26.7	197,366	178,248	10.7
Venture	7,858	4,937	52.5	67,788	68,172	-0.6
Avalanche	7,532	6,224	16.0	70,163	70,254	-0.1
Silverado-C/K Pickup	50,594	42,257	14.7	516,916	480,158	7.7
Chevrolet Fullsize Pickups	58,126	48,481	14.9	587,079	550,412	6.7
Chevrolet Total	135,950	113,543	14.7	1,395,211	1,430,255	-2.5
Envoy	8,774	7,351	14.4	97,128	77,674	25.0
GMC C/T Series	81	599	-87.0	1,355	8,578	-84.2
GMC W Series	346	296	12.0	3,297	3,143	4.9
S/T Jimmy	0	19	***.*	52	919	-94.3
Safari (GMC)	964	724	27.6	8,557	11,118	-23.0
Savana Panel/G Classic	1,310	1,270	-1.1	14,961	16,807	-11.0
Savana Special/G Cut	456	439	-0.5	8,578	6,701	28.0
Savana/Rally	164	122	28.8	2,438	2,037	19.7
Sierra	15,381	15,163	-2.8	146,395	149,470	-2.1
Sonoma	2,502	2,509	-4.4	28,721	33,026	-13.0
Topkick 4/5 Series	503	115	319.2	3,411	403	746.4
Topkick 6/7/8 Series	376	40	800.8	2,890	49	***.*
Yukon	7,928	3,688	106.0	60,658	55,518	9.3
Yukon XL	6,800	4,151	57.0	47,548	49,221	-3.4
GMC Total	45,585	36,486	19.7	425,989	414,664	2.7
HUMMER H1	69	101	-34.5	531	494	7.5



Edgar Filing: GENERAL MOTORS CORP - Form 8-K

HUMMER H2	2,768	2,974	-10.8	24,922	7,422	235.8
HUMMER Total	2,837	3,075	-11.6	25,453	7,916	221.5
Bravada	847	665	22.1	6,520	11,490	-43.3
Silhouette	549	1,573	-66.6	12,047	17,077	-29.5
Oldsmobile Total	1,396	2,238	-40.2	18,567	28,567	-35.0
Other-Isuzu F Series	120	155	-25.8	1,099	1,413	-22.2
Other-Isuzu N Series	886	825	2.9	8,499	8,595	-1.1
Other-Isuzu Total	1,006	980	-1.6	9,598	10,008	-4.1
Aztek	1,208	1,176	-1.6	21,559	22,424	-3.9
Montana	2,419	3,661	-36.7	29,731	36,414	-18.4
Pontiac Total	3,627	4,837	-28.1	51,290	58,838	-12.8
VUE	6,550	5,558	12.9	63,884	42,660	49.8
Saturn Total	6,550	5,558	12.9	63,884	42,660	49.8
GM Total	208,080	173,823	14.7	2,082,792	2,076,358	0.3

GM TRUCK Deliveries by Production Source

GM North America *	206,935	172,767	14.8	2,071,975	2,065,630	0.3
GM Import	1,145	1,056	3.9	10,817	10,728	0.8
GM Total	208,080	173,823	14.7	2,082,792	2,076,358	0.3

GM Light Duty Truck Deliveries by Production Source

GM North America *	204,790	171,147	14.7	2,052,791	2,047,916	0.2
GM Import	0	0	***.*	0	0	***.*
GM Total	204,790	171,147	14.7	2,052,791	2,047,916	0.2

\* Includes U.S./Canada/Mexico

3-1P

GM Truck Deliveries - (United States)  
September 2003

	September			Calendar Year-to-Date January - September		
	2003	2002	%Chg per S/D	2003	2002	%Chg
Selling Days (S/D)	24	23				

GM TRUCK Deliveries by Production Source and Marketing Division

Buick Total	5,233	3,227	55.4	51,077	47,436	7.7
Cadillac Total	5,896	3,879	45.7	41,723	36,014	15.9
Chevrolet Total	135,809	113,430	14.7	1,394,111	1,429,108	-2.4
GMC Total	45,320	36,275	19.7	423,453	412,565	2.6
HUMMER Total	2,837	3,075	-11.6	25,453	7,916	221.5
Oldsmobile Total	1,396	2,238	-40.2	18,567	28,567	-35.0
Other-Isuzu Total	267	248	3.2	2,417	2,526	-4.3

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Pontiac Total	3,627	4,837	-28.1	51,290	58,838	-12.8
Saturn Total	6,550	5,558	12.9	63,884	42,660	49.8
GM North America Total*	206,935	172,767	14.8	2,071,975	2,065,630	0.3

Chevrolet Total	141	113	19.6	1,100	1,147	-4.1
GMC Total	265	211	20.4	2,536	2,099	20.8
Other-Isuzu Total	739	732	-3.3	7,181	7,482	-4.0
GM Import Total	1,145	1,056	3.9	10,817	10,728	0.8

GM Light Truck Deliveries by Production Source and Marketing Division

Buick Total	5,233	3,227	55.4	51,077	47,436	7.7
Cadillac Total	5,896	3,879	45.7	41,723	36,014	15.9
Chevrolet Total	134,972	112,897	14.6	1,385,761	1,423,994	-2.7
GMC Total	44,279	35,436	19.7	415,036	402,491	3.1
HUMMER Total	2,837	3,075	-11.6	25,453	7,916	221.5
Oldsmobile Total	1,396	2,238	-40.2	18,567	28,567	-35.0
Pontiac Total	3,627	4,837	-28.1	51,290	58,838	-12.8
Saturn Total	6,550	5,558	12.9	63,884	42,660	49.8
GM North America Total*	204,790	171,147	14.7	2,052,791	2,047,916	0.2

GM Light Truck Deliveries by Marketing Division

Buick Total	5,233	3,227	55.4	51,077	47,436	7.7
Cadillac Total	5,896	3,879	45.7	41,723	36,014	15.9
Chevrolet Total	134,972	112,897	14.6	1,385,761	1,423,994	-2.7
GMC Total	44,279	35,436	19.7	415,036	402,491	3.1
HUMMER Total	2,837	3,075	-11.6	25,453	7,916	221.5
Oldsmobile Total	1,396	2,238	-40.2	18,567	28,567	-35.0
Pontiac Total	3,627	4,837	-28.1	51,290	58,838	-12.8
Saturn Total	6,550	5,558	12.9	63,884	42,660	49.8
GM Total	204,790	171,147	14.7	2,052,791	2,047,916	0.2

\* Includes US/Canada/Mexico

GM Production Schedule - 10/01/03

Units 000s	GMNA			GME**	GMLAAM	GMAP	Total Worldwide	Memo: JV*	
	Car*	Truck	Total					Car	Truck
2003 Q3 #	492	752	1,244	391	135	114	1,884	21	16
O/(U) prior forecast:@	6	3	9	(1)	(3)	12	17	1	(1)
2003 Q4 #	562	788	1,350	447	141	105	2,043	16	24
O/(U) prior forecast:@	0	0	0	5	0	4	9	0	0

Units 000s	GMNA			GME**	GMLAAM	GMAP	Total Worldwide	Memo: JV*	
	Car*	Truck	Total					Car	Truck

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

1999									
1st Qtr.	781	725	1,506	524	93	38	2,161	20	15
2nd Qtr.	760	795	1,555	533	110	25	2,223	22	13
3rd Qtr.	660	699	1,359	427	112	47	1,945	19	11
4th Qtr.	759	694	1,453	530	97	47	2,127	21	17
	-----	-----	-----	-----	---	---	-----	--	--
CY	2,960	2,913	5,873	2,014	412	157	8,456	82	56
2000									
1st Qtr.	746	775	1,521	572	118	40	2,251	24	13
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.	601	824	1,425	453	157	81	2,116	21	16
	-----	-----	-----	-----	---	---	-----	--	--
CY	2,456	3,182	5,638	1,770	561	307	8,276	67	64
2003									
1st Qtr.	592	859	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	391	135	114	1,884	21	16
4th Qtr. #	562	788	1,350	447	141	105	2,043	16	24
	-----	-----	-----	-----	---	---	-----	--	--
CY #	2,190	3,236	5,426	1,817	531	386	8,160	75	88
	-----	-----	-----	-----	---	---	-----	--	--

@ Numbers may vary due to rounding

\* JOINT VENTURE - NUMMI units included in U.S. Car, HUMMER in U.S. Truck, CAMI units included in Canada 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.

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

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.

Date: October 1, 2003

GENERAL MOTORS CORPORATION  
-----  
(Registrant)  
By: /s/PETER R. BIBLE.  
-----  
(Peter R. Bible,  
Chief Accounting Officer)