# UNITED STATES <br> 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) July 3, 2012

# GENERAL MOTORS COMPANY 

(Exact Name of Registrant as Specified in its Charter)

DELAWARE
(State or other jurisdiction of incorporation)
$\qquad$

300 Renaissance Center, Detroit, Michigan
(Address of Principal Executive Offices)

27-0756180
(I.R.S. Employer Identification No.)

48265-3000
(Zip Code)
(313) 556-5000
(Registrant's telephone number, including area code)

Not Applicable
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17-CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## ITEM 8.01 Other Events

## Signature

Index to Exhibits
Sales Release and Charts Dated July 3, 2012

## ITEM 8.01 Other Events

On July 3, 2012, General Motors Company (GM) issued a news release announcing June sales. The release and charts are attached as Exhibit 99.1 .

## EXHIBIT

| Exhibit | $\underline{\text { Description }}$ | Method of Filing |
| :--- | :--- | :--- |
| Exhibit 99.1 | Sales Release and Charts <br> Dated July 3, 2012 | Attached as Exhibit |

## 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 COMPANY (Registrant)
/s/ Nick S. Cyprus

GENERAL MOTORS COMPANY

## Exhibit 99.1

## GM Reports June U.S. Sales up 16 percent

DETROIT - General Motors Co. (NYSE: GM) today reported June sales of 248,750 vehicles in the United States, up 16 percent year over year and the company's highest sales since September 2008. Chevrolet, Buick, GMC and Cadillac all reported doubledigit increases.
"Across the board, June was a strong month for GM," said Kurt McNeil, vice president, U.S. Sales Operations. "The combination of new products, available credit, lower fuel prices and modest economic growth was a stronger influence on consumer behavior than economic and political uncertainty."

For the month, GM passenger car sales were up 12 percent year over year, thanks to a 32 percent increase in Chevrolet Malibu sales and a 21 percent increase in Buick LaCrosse sales.

Combined sales of all seven Chevrolet, Buick, GMC and Cadillac crossovers were up 30 percent versus a year ago.
Truck sales were up 11 percent, with all pickup, van and SUV segments up year over year.
Retail deliveries were up 8 percent year over year. Fleet deliveries were up 36 percent versus a year ago due in part to the timing of customer deliveries. In July, fleet volumes and mix are expected be down month over month and year over year.

GM's newest vehicles continue to perform well. Sales of the Buick Verano were 4,091 in June, and have increased each month since the car launched in December 2011. Chevrolet Sonic sales were 6,785 units and it is the retail sales leader in its segment. The new Cadillac XTS began arriving in showrooms in June, and dealers delivered more than 750 vehicles. Over the course of 2012 and 2013, 70 percent of GM's nameplates will be all-new or redesigned.

| 2012 Highlights | June Total Sales | Total Change vs. <br> June 2011 | June Retail <br> Sales | Retail Change vs. <br> June 2011 | CYTD <br> Sales | CYTD <br> Change vs. <br> 2011 | CYTD Retail <br> Sales | Retail ChTD <br> Change vs. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Chevrolet | 180,098 | $14.8 \%$ | 113,369 | $7.8 \%$ | 961,662 | $6.3 \%$ | 638,815 |  |
| GMC | 37,677 | $14.9 \%$ | 29,399 | $3.2 \%$ | 201,041 | $7.3 \%$ | 166,771 |  |
| Buick | 18,851 | $26.8 \%$ | 15,096 | $17.5 \%$ | 90,198 | $(3.6 \%)$ | 78,469 |  |
| Cadillac | 12,124 | $11.6 \%$ | 11,155 | $9.2 \%$ | 62,812 | $(17.5 \%)$ | 60,082 | $(8.5 \%$ |
| Total GM | 248,750 | $15.5 \%$ | 169,019 | $7.9 \%$ | $1,315,713$ | $4.3 \%$ | 944,137 |  |


| Industry Sales | June SAAR (est.) | CYTD SAAR (est.) | Full Year 2012 (est.) |
| :---: | :---: | :---: | :---: |
| Light Vehicles | 14.0 million range | 14.3 million range | 14.0 million -14.5 million |


| Inventory | Units @ <br> June 30, 2012 | Days Supply (selling <br> days adjusted) | Units @ <br> May 31, 2012 | Days Supply (selling <br> days adjusted) |
| :---: | :---: | :---: | :---: | :---: |
| All Vehicles | 700,927 | 76 | 694,600 | 74 |
| Full-size Pickups | 238,194 | 135 | 223,296 | 116 |

General Motors Co. (NYSE:GM, TSX: GMM) and its partners produce vehicles in 30 countries, and the company has leadership positions in the world's largest and fastest-growing automotive markets. GM's brands include Chevrolet and Cadillac, as well as Baojun, Buick, GMC, Holden, Isuzu, Jiefang, Opel, Vauxhall and Wuling. More information on the company and its subsidiaries, including OnStar, a global leader in vehicle safety, security and information services, can be found at http://www.gm.com.

## CONTACT:

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## Forward-Looking Statements

n this press release and in related comments by our management, our use of the words "expect," "anticipate," "possible," "potential," "target," "believe," "commit," "intend,"

 results may differ materially due to a variety of important factors. Among other items, such factors might include: our ability to realize production efficiencies and to achieve



 factors, which we may revise or supplement in future reports to the SEC.

|  | June |  |  | (Calendar Year-to-Date) <br> January - June |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | \%Change Volume | 2012 | 2011 | \%Change Volume |
| Enclave | 5,207 | 4,006 | 30.0 | 27,866 | 28,004 | (0.5) |
| LaCrosse | 7,206 | 5,965 | 20.8 | 30,892 | 29,327 | 5.3 |
| Lucerne | 21 | 1,364 | (98.5) | 943 | 14,280 | (93.4) |
| Regal | 2,326 | 3,533 | (34.2) | 14,828 | 21,988 | (32.6) |
| Verano | 4,091 | - | ***.* | 15,669 | - | ***.* |
| Buick Total | 18,851 | 14,868 | 26.8 | 90,198 | 93,599 | (3.6) |
| CTS | 5,046 | 4,198 | 20.2 | 25,483 | 27,005 | (5.6) |
| DTS | 79 | 879 | (91.0) | 429 | 8,738 | (95.1) |
| Escalade | 1,164 | 957 | 21.6 | 5,994 | 6,945 | (13.7) |
| Escalade ESV | 658 | 577 | 14.0 | 3,747 | 3,797 | (1.3) |
| Escalade EXT | 142 | 142 | - | 814 | 896 | (9.2) |
| SRX | 4,260 | 3,951 | 7.8 | 25,450 | 26,200 | (2.9) |
| STS | 22 | 147 | (85.0) | 142 | 2,529 | (94.4) |
| XLR | - | 9 | ***.* | - | 12 | ***.* |
| XTS | 753 | - | ***.* | 753 | - | ***.* |
| Cadillac Total | 12,124 | 10,860 | 11.6 | 62,812 | 76,122 | (17.5) |
| Avalanche | 1,719 | 1,667 | 3.1 | 11,002 | 8,718 | 26.2 |
| Aveo | 3 | 3,869 | ***.* | 56 | 21,266 | (99.7) |
| Camaro | 9,123 | 8,486 | 7.5 | 49,697 | 48,761 | 1.9 |
| Caprice | 325 | 42 | 673.8 | 1,180 | 65 | ***.* |
| Captiva Sport | 3,511 | - | ***.* | 17,921 | - | ***.* |
| Cobalt | 7 | 106 | (93.4) | 11 | 814 | (98.6) |
| Colorado | 4,124 | 3,010 | 37.0 | 21,457 | 16,114 | 33.2 |
| Corvette | 1,475 | 1,299 | 13.5 | 7,022 | 6,896 | 1.8 |
| Cruze | 18,983 | 24,896 | (23.8) | 113,884 | 122,972 | (7.4) |
| Equinox | 20,793 | 17,954 | 15.8 | 110,890 | 95,838 | 15.7 |
| Express | 8,104 | 5,798 | 39.8 | 37,817 | 32,956 | 14.7 |
| HHR | 11 | 870 | (98.7) | 20 | 35,502 | ***.* |
| Impala | 17,274 | 16,325 | 5.8 | 98,495 | 103,644 | (5.0) |
| Kodiak 4/5 Series | ***.* | ***.* | ***.* | ***.* | ***.* | ***.* |
| Malibu | 31,402 | 23,737 | 32.3 | 141,437 | 122,783 | 15.2 |
| Silverado-C/K Pickup | 33,566 | 32,579 | 3.0 | 194,508 | 182,785 | 6.4 |
| Sonic | 6,785 | - | ***.* | 42,240 | - | ***.* |
| Suburban (Chevy) | 5,136 | 3,354 | 53.1 | 23,068 | 18,606 | 24.0 |
| Tahoe | 6,427 | 5,476 | 17.4 | 33,274 | 34,013 | (2.2) |
| TrailBlazer | - | 22 | ***.* | - | 33 | ***.* |
| Traverse | 9,570 | 6,787 | 41.0 | 48,866 | 50,027 | (2.3) |
| Volt | 1,760 | 561 | 213.7 | 8,817 | 2,745 | 221.2 |
| Chevrolet Total | 180,098 | 156,848 | 14.8 | 961,662 | 904,548 | 6.3 |
| Acadia | 9,796 | 6,285 | 55.9 | 42,160 | 39,811 | 5.9 |
| Canyon | 880 | 739 | 19.1 | 5,641 | 4,148 | 36.0 |
| Envoy | - | 4 | ***.* | - | 5 | ***.* |
| Savana | 2,105 | 1,835 | 14.7 | 12,056 | 10,136 | 18.9 |
| Sierra | 12,479 | 12,377 | 0.8 | 72,945 | 67,598 | 7.9 |
| Terrain | 7,795 | 6,989 | 11.5 | 46,602 | 41,364 | 12.7 |
| Topkick 4/5 Series | ***.* | ***.* | ***.* | ***.* | ***.* | ***.* |
| Topkick 6/7/8 Series | **** | ***.* | ***.* | ***.* | ***.* | ***.* |
| Yukon | 2,279 | 3,000 | (24.0) | 12,662 | 15,164 | (16.5) |
| Yukon XL | 2,343 | 1,540 | 52.1 | 8,975 | 9,125 | (1.6) |
| GMC Total | 37,677 | 32,782 | 14.9 | 201,041 | 187,364 | 7.3 |
| GM Vehicle Total | 248,750 | 215,358 | 15.5 | 1,315,713 | 1,261,633 | 4.3 |

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[^0]:    * 25 selling days for the June period this year and 24 for last year.

