# 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) November 1, 2013

# 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)

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
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U.S. Sales Release and Charts Dated November 1, 2013

## Item 8.01 Other Events

On November 1, 2013, General Motors Company issued a news release announcing October 2013 U.S. sales. The release and charts are attached as Exhibit 99.1.

## EXHIBIT

| Exhibit | $\underline{\text { Description }}$ | Method of Filing |
| :--- | :--- | :--- |
| Exhibit 99.1 | U.S. Sales Release and Charts <br> Dated November 1, 2013 | 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/ THOMAS S. TIMKO
Date: November 4, 2013
By: Thomas S. Timko
Vice President, Controller and Chief Accounting Officer

GENERAL MOTORS COMPANY

For Release: Friday, Nov. 1, 2013, 10 a.m. EDT

## GM's U.S. Sales up 16 percent in October

DETROIT - General Motors Co. (NYSE: GM) dealers delivered 226,402 vehicles in the United States in October, up 16 percent versus a year ago. Retail sales were also up 16 percent and fleet sales were up 14 percent.
"Chevrolet, Cadillac and Buick-GMC all performed well in the month, and the sales tempo really picked up after the government shutdown ended," said Kurt McNeil, vice president, U.S. sales operations. "We are particularly pleased with our truck momentum. Chevrolet and GMC have the newest and best light duty trucks, sales are accelerating and we are gearing up for the second, third and fourth phases of our strategic truck plan."

This month, the premium Chevrolet Silverado High Country and GMC Sierra Denali will hit showrooms, followed by a redesigned range of heavy-duty pickups in the first quarter of 2014. All-new Chevrolet, GMC and Cadillac full-size SUVs also arrive in the first quarter, and later in the year, GM will introduce clean-sheet redesigns of the Chevrolet Colorado and GMC Canyon mid-size pickups.

## October Sales Highlights (vs. 2012)

- Buick total sales increased 31 percent and retail sales were up 25 percent for the $18^{\text {th }}$ consecutive month of year-over-year growth. Regal sales increased 47 percent.
- Cadillac's sales increased 10 percent and have grown in each of the last 13 months thanks to the all-new XTS and ATS. In addition, the SRX is on track for its best year ever. Retail sales were up 12 percent for the brand and more than 60 percent of buyers did not trade in a Cadillac.
- GMC was up 16 percent. The Terrain had its best October sales ever.
- Chevrolet was up 15 percent. Thirteen nameplates posted double-digit increases, including every SUV and crossover nameplate.
- Retail sales of Chevrolet passenger cars were up 32 percent. Cruze had its best-ever October retail sales. Impala retail deliveries nearly doubled and Malibu retail sales increased 58 percent.
- Deliveries of the Chevrolet Silverado and GMC Sierra were up 10 percent and 13 percent, respectively.

Sales of the new 2014 light duty Silverado and Sierra increased 62 percent from September 2013. They accounted for about 76 percent of GM's light duty deliveries, per plan.

Strong calendar-year-to-date sales have helped Chevrolet and GMC earn a 30 percent share of light-duty pickups priced $\$ 40,000$ or above. That is up 5 percentage points versus 2012.

## Forward-Looking Statements


an appropriate level of debt, including as required to fund our planned significant investment in new technology; the ability of our suppliers to timely deliver parts, components and systems; our ability to realize successful vehicle applications of new technology; and our ability to continue to attract new customers, particularly for our new products. GM's most recent annual report on Form 10-K and quarterly reports on Form 10-Q provides information about these and other factors, which we may revise or supplement in future reports to the SEC.

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, its subsidiaries and joint venture entities sell vehicles under the Chevrolet, Cadillac, Baojun, Buick, GMC, Holden, Isuzu, Jiefang, Opel, Vauxhall and Wuling brands. 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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## Sales Tables

| October | Total Sales | YOY Change | Retail Sales | YOY Change |
| :---: | :---: | :---: | :---: | :---: |
| Chevrolet | 155,214 | 14.7\% | 114,859 | 16.9\% |
| GMC | 38,841 | 15.7\% | 33,113 | 11.7\% |
| Buick | 17,555 | 31.2\% | 15,704 | 24.6\% |
| Cadillac | 14,792 | 9.5\% | 14,026 | 12.1\% |
| Total | 226,402 | 15.7\% | 177,702 | 16.1\% |
|  |  |  |  |  |
| CYTD | Total Sales | YOY Change | Retail Sales | YOY Change |
| Chevrolet | 1,648,543 | 6.0\% | 1,165,832 | 10.2\% |
| GMC | 372,054 | 9.4\% | 323,053 | 12.8\% |
| Buick | 175,058 | 16.2\% | 155,444 | 15.1\% |
| Cadillac | 148,206 | 26.7\% | 136,692 | 23.9\% |
| Total GM | 2,343,861 | 8.3\% | 1,781,021 | 12.0\% |
|  |  |  |  |  |
| Fleet Segment | Month | YOY Change | CYTD | CYTD Change |
| Share of Sales | 21.5\% | (0.3) points | 24.0\% | (2.5) points |
|  |  |  |  |  |
| Inventory | Units at Month-end | Days Supply (selling day adjusted) | Units at Previous Month-end | Days Supply (selling day adjusted) |
| All Vehicles | 727,812 | 87 | 670,191 | 82 |


| Industry Sales | Month (est.) | CYTD (est.) |
| :---: | :---: | :---: |
| Light Vehicle SAAR | 15.6 million range | 15.6 million range |


|  |  |  |  | (Calendar Year-to-Date) |  |
| :--- | ---: | ---: | ---: | ---: | :---: |
|  |  |  |  | October |  |

27 selling days for the October period this year and 26 for last year.
*Totals include discontinued models: Buick Lucerne, Cadillac DTS and STS, Chevrolet Aveo, Cobalt and HHR.

