# 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 2, 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)

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

U.S. Sales Release and Charts Dated July 2, 2013

## Item 8.01 Other Events

On July 2, 2013, General Motors Company issued a news release announcing June 2013 U.S. sales. The release and charts are attached as Exhibit 99.1.

## EXHIBIT

Exhibit Description Method of Filing

## 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

GENERAL MOTORS COMPANY

For Release: Tuesday, July 2, 2013, 10 a.m. EDT

## GM Reports Highest Monthly Sales Since September 2008

## Chevrolet and GMC large pickup sales up 29 percent in June; 23 percent in first half

DETROIT - General Motors Co. (NYSE: GM) sold 264,843 vehicles in the United States in June, up 6 percent compared with a year ago. Deliveries to retail customers increased 14 percent while fleet sales declined 9 percent due to the timing of customer deliveries.

Total crossover sales were up 9 percent compared with a year ago; passenger car sales were up 4 percent, and truck sales, which include pickups, vans and SUVs, were up 8 percent. All four GM brands posted higher retail sales, with Chevrolet, GMC and Cadillac posting double-digit increases.
"Our Chevrolet, Buick-GMC and Cadillac dealers reported strong retail deliveries across the board in June and for the first six months of the year," said Kurt McNeil, vice president, U.S. Sales Operations. "We have good momentum heading into the second half of 2013: the economic outlook is solid and our launch vehicles are performing well in the marketplace."

GM estimates that the seasonally adjusted annual selling rate for light vehicles in June was 15.8 million units, the highest level since November 2007.
"America's families are better off than they were at the beginning of the year and they believe - with good justification - that the economic expansion is going to continue," said Mustafa Mohatarem, GM chief economist. "Even moderate economic growth will be enough to keep the auto sales rate in the second half of the year at healthy levels around the mid 15 million-unit mark."

## June Sales Highlights (vs. 2012)

- Combined sales of GM's mini, small and compact cars were up 59 percent. Large pickups were up 29 percent, luxury car sales were up 22 percent and compact crossovers were up 8 percent.
- Cadillac passenger car sales increased 38 percent on the strength of the all-new ATS and XTS, helping drive the brand's fastest growth since 1976.
- Chevrolet mini, small and compact car sales were up 66 percent.
- Total sales of the Chevrolet Silverado and GMC Sierra increased 29 percent and 33 percent respectively. Combined, dealers delivered more than 6,000 all-new 2014 crew cab models, and the "days to turn" is 10 days.
- The Chevrolet Cruze set an all-time monthly sales record, and Chevrolet Volt and Chevrolet Sonic each had their best-ever June sales.
- The Chevrolet Equinox had its best month ever with sales up 14 percent. Equinox deliveries have increased for 18 consecutive months.
- Chevrolet Impala retail deliveries rose 62 percent.
- Buick retail sales have increased for 14 consecutive months and the brand had its best June retail sales in seven years, on the strength of Buick Verano sales.


## Calendar Year-to-Date Sales Highlights (vs. 2012)

- Cadillac was the industry's fastest-growing luxury brand with a first-half sales increase of 33 percent.
- Retail sales of GM's redesigned medium crossovers have been very strong: the Buick Enclave was up 24 percent, the Chevrolet Traverse 21 percent and the GMC Acadia 16 percent.
- Crossover sales were up 16 percent compared with a year ago, passenger car sales were up 1 percent and truck sales were up 11 percent.
- Large pickup sales were up 23 percent, including a 49 percent increase in Silverado and Sierra sales to small business customers, who are benefiting from the recovery in housing and overall economic growth.

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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## Forward-Looking Statements

In 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.

| Month | Total Sales | YOY Change | Retail Sales | YOY Change |
| :---: | :---: | :---: | :---: | :---: |
| Chevrolet | 193,460 | 7.4\% | 128,639 | 13.5\% |
| GMC | 39,376 | 4.5\% | 34,445 | 17.2\% |
| Buick | 18,078 | (4.1)\% | 16,052 | 6.3\% |
| Cadillac | 13,929 | 14.9\% | 13,129 | 17.7\% |
| Total GM | 264,843 | 6.5\% | 192,265 | 13.8\% |
|  |  |  |  |  |
| CYTD | Total Sales | YOY Change | Retail Sales | YOY Change |
| Chevrolet | 1,015,134 | 5.6\% | 688,630 | 7.8\% |
| GMC | 220,696 | 9.8\% | 189,319 | 13.5\% |
| Buick | 100,837 | 11.8\% | 90,165 | 14.9\% |
| Cadillac | 83,679 | 33.2\% | 76,066 | 26.6\% |
| Total GM | 1,420,346 | 8.0\% | 1,044,180 | 10.6\% |
|  |  |  |  |  |
| Fleet Segment | Month | YOY Change | CYTD | CYTD Change |
| Fleet Share of Total GM Sales | 27.4\% | (4.7) points | 26.5\% | (1.7) points |
|  |  |  |  |  |
| Inventory | Units at Month-end | Days Supply (selling day adjusted) | Units at Previous Month-end | Days Supply (selling day adjusted) |
| All Vehicles | 708,229 | 70 | 708,939 | 73 |
| Full-size Pickups (GMT-900) | 181,222 | 86 | 204,432 | 87 |


| Industry Sales | Month (est.) | CYTD (est.) | GM Full-year Outlook |
| :---: | :---: | :---: | :---: |
| SAAR | 15.8 million | 15.4 million | $15.0-15.5$ million |


|  | June |  |  | (Calendar Year-to-Date) <br> January - June |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2013 | 2012 | \%Change Volume | 2013 | 2012 | \%Change Volume |
| Enclave | 5,922 | 5,207 | 13.7 | 31,841 | 27,866 | 14.3 |
| Encore | 2,280 | - | ***.* | 12,252 | - | ***.* |
| LaCrosse | 3,999 | 7,206 | (44.5) | 24,482 | 30,892 | (20.7) |
| Lucerne | 5 | 21 | (76.2) | 9 | 943 | (99.0) |
| Regal | 1,383 | 2,326 | (40.5) | 8,820 | 14,828 | (40.5) |
| Verano | 4,489 | 4,091 | 9.7 | 23,433 | 15,669 | 49.6 |
| Buick Total | 18,078 | 18,851 | (4.1) | 100,837 | 90,198 | 11.8 |
| ATS | 3,459 | - | ***.* | 19,183 | - | ***.* |
| CTS | 2,416 | 5,046 | (52.1) | 15,133 | 25,483 | (40.6) |
| DTS | 16 | 79 | (79.7) | 19 | 429 | (95.6) |
| Escalade | 1,035 | 1,164 | (11.1) | 5,677 | 5,994 | (5.3) |
| Escalade ESV | 667 | 658 | 1.4 | 3,827 | 3,747 | 2.1 |
| Escalade EXT | 186 | 142 | 31.0 | 1,159 | 814 | 42.4 |
| SRX | 3,912 | 4,260 | (8.2) | 23,990 | 25,450 | (5.7) |
| STS | 4 | 22 | (81.8) | 7 | 142 | (95.1) |
| XTS | 2,234 | 753 | 196.7 | 14,684 | 753 | 1,850.1 |
| Cadillac Total | 13,929 | 12,124 | 14.9 | 83,679 | 62,812 | 33.2 |
| Avalanche | 1,712 | 1,719 | (0.4) | 11,878 | 11,002 | 8.0 |
| Aveo | - | 3 | ***.* | 2 | 56 | (96.4) |
| Camaro | 7,236 | 9,123 | (20.7) | 42,312 | 49,697 | (14.9) |
| Caprice | 511 | 325 | 57.2 | 1,552 | 1,180 | 31.5 |
| Captiva Sport | 2,984 | 3,511 | (15.0) | 24,762 | 17,921 | 38.2 |
| Cobalt | - | 7 | ***.* | - | 11 | ***.* |
| Colorado | 155 | 4,124 | (96.2) | 3,034 | 21,457 | (85.9) |
| Corvette | 853 | 1,475 | (42.2) | 5,673 | 7,022 | (19.2) |
| Cruze | 32,871 | 18,983 | 73.2 | 133,689 | 113,884 | 17.4 |
| Equinox | 23,645 | 20,793 | 13.7 | 126,397 | 110,890 | 14.0 |
| Express | 8,868 | 8,104 | 9.4 | 40,602 | 37,817 | 7.4 |
| HHR | 1 | 11 | (90.9) | 3 | 20 | (85.0) |
| Impala | 17,255 | 17,274 | (0.1) | 83,382 | 98,495 | (15.3) |
| Malibu | 21,288 | 31,402 | (32.2) | 111,100 | 141,437 | (21.4) |
| Silverado-C/K Pickup | 43,259 | 33,566 | 28.9 | 242,586 | 194,508 | 24.7 |
| Sonic | 7,122 | 6,785 | 5.0 | 44,905 | 42,240 | 6.3 |
| Spark | 3,104 | - | ***.* | 17,588 | - | ***.* |
| Suburban (Chevy) | 3,813 | 5,136 | (25.8) | 21,663 | 23,068 | (6.1) |
| Tahoe | 5,790 | 6,427 | (9.9) | 40,857 | 33,274 | 22.8 |
| Traverse | 10,295 | 9,570 | 7.6 | 53,294 | 48,866 | 9.1 |
| Volt | 2,698 | 1,760 | 53.3 | 9,855 | 8,817 | 11.8 |
| Chevrolet Total | 193,460 | 180,098 | 7.4 | 1,015,134 | 961,662 | 5.6 |
| Acadia | 9,174 | 9,796 | (6.3) | 46,492 | 42,160 | 10.3 |
| Canyon | 64 | 880 | (92.7) | 876 | 5,641 | (84.5) |
| Savana | 1,890 | 2,105 | (10.2) | 8,210 | 12,056 | (31.9) |
| Sierra | 16,568 | 12,479 | 32.8 | 87,633 | 72,945 | 20.1 |
| Terrain | 8,059 | 7,795 | 3.4 | 50,676 | 46,602 | 8.7 |
| Yukon | 1,797 | 2,279 | (21.1) | 12,105 | 12,662 | (4.4) |
| Yukon XL | 1,824 | 2,343 | (22.2) | 14,704 | 8,975 | 63.8 |
| GMC Total | 39,376 | 37,677 | 4.5 | 220,696 | 201,041 | 9.8 |
| GM Vehicle Total | 264,843 | 248,750 | 6.5 | 1,420,346 | 1,315,713 | 8.0 |

26 selling days for the June period this year and 27 for last year.

