
**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 31, 2012

GENERAL MOTORS COMPANY

(Exact Name of Registrant as Specified in its Charter)

DELAWARE
(State or other jurisdiction of
incorporation)

001-34960
(Commission File Number)

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

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))
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ITEM 2.02 RESULTS OF OPERATIONS AND FINANCIAL CONDITION

On October 31, 2012 a news release was issued on the subject of 2012 third quarter consolidated earnings for General Motors Company (GM). The news release did not include certain financial statements, related footnotes and certain other financial information that will be filed with the Securities and Exchange Commission as part of GM's Quarterly Report on Form 10-Q. The news release and financial statements are incorporated as Exhibit 99.1.

Charts furnished to securities analysts in connection with GM's 2012 third quarter earnings release are attached as Exhibit 99.2.

ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS

EXHIBITS

<u>Exhibit</u>	<u>Description</u>	<u>Method of Filing</u>
Exhibit 99.1	News Release Dated October 31, 2012 and Financial Statements	Attached as Exhibit
Exhibit 99.2	Charts Furnished to Securities Analysts	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

Date: October 31, 2012

By: _____
Nick S. Cyprus
Vice President, Controller and Chief Accounting Officer

For Release: Wednesday, Oct. 31, 7:30 a.m. EDT

GM Reports Third Quarter Net Income of \$1.5 billion as EBIT-adjusted increases to \$2.3 billion

DETROIT - General Motors Co. (NYSE: GM) today announced third quarter net income attributable to common stockholders of \$1.5 billion, or \$0.89 per fully diluted share including the impact of special items, which reduced net income by \$0.1 billion and diluted earnings per share by \$0.04. In the third quarter a year ago, GM's net income attributable to common stockholders was \$1.7 billion, or \$1.03 per fully diluted share.

Net revenue in the third quarter of 2012 was \$37.6 billion compared with \$36.7 billion a year ago. Earnings before interest and tax (EBIT) adjusted was \$2.3 billion compared with \$2.2 billion a year ago.

"GM had a solid quarter because customers around the world love our new vehicles and we're also seeing green shoots take hold on tough issues like complexity reduction, pensions and Europe," said Chairman and CEO Dan Akerson. "We are going to keep playing offense with growth products like the Chevrolet Onix, Opel Mokka and Cadillac ATS and continue to systematically address business risks."

Senior Vice President and CFO Dan Ammann added, "While we still have a lot of work to do, especially in Europe, it is encouraging to see our results begin to reflect the discipline we are bringing to bear on the overall business."

GM Results Overview (in billions except for per share amounts)

		Q3 2012	Q3 2011
Revenue	\$	37.6 \$	36.7
Net income attributable to common stockholders	\$	1.5 \$	1.7
Earnings per share (EPS) fully diluted	\$	0.89 \$	1.03
Impact of special items on EPS fully diluted	\$	0.04	—
EBIT-adjusted	\$	2.3 \$	2.2
Automotive net cash flow from operating activities	\$	3.1 \$	1.8
Automotive free cash flow	\$	1.2 \$	0.3

Third Quarter Segment Results

- GM North America (GMNA) reported EBIT-adjusted of \$1.8 billion compared with \$2.2 billion a year ago.
- GM Europe (GME) reported an EBIT-adjusted of \$(0.5) billion compared with \$(0.3) billion a year ago.
- GM International Operations (GMIO) reported EBIT-adjusted of \$0.7 billion compared with \$0.4 billion a year ago.
- GM South America (GMSA) reported EBIT-adjusted of \$0.1 billion compared with near breakeven results a year ago.
- GM Financial earnings before tax was \$0.2 billion, up slightly compared with a year ago.

Cash Flow and Liquidity

For the quarter, automotive cash flow from operating activities was \$3.1 billion, up \$1.3 billion from a year ago, and automotive free cash flow was \$1.2 billion, up \$0.9 billion. GM ended the quarter with very strong total automotive liquidity of \$37.5 billion. Automotive cash and marketable securities was \$31.6 billion.

Pension De-Risking Transactions

During the quarter, approximately 30 percent of eligible U.S. salaried retirees accepted GM's offer to receive a lump sum payment in lieu of ongoing pension benefits. In addition, GM expects to close in early November a previously announced transaction through which The Prudential Insurance Company of America will assume responsibility for pension obligations covering GM's remaining eligible U.S. salaried retirees.

Through annuitizations and lump sum payments, approximately \$29 billion of GM's U.S. salaried pension liability is expected to be eliminated compared with an original estimate of \$26 billion.

In connection with these transactions, GM expects to make total cash contributions to its U.S. salaried pension plan of approximately \$2.6 billion. In addition, GM will record an approximately \$2.9 billion pre-tax charge in the fourth quarter as a special item. GM originally estimated that it would make a cash contribution of \$3.5 billion to \$4.5 billion and record a charge of \$2.5 billion to \$3.5 billion.

Fourth Quarter Outlook

GM's consolidated fourth quarter EBIT-adjusted will follow typical seasonal trends with results estimated to be similar to or slightly better than the same period a year ago.

GM also indicated that to the extent positive financial trends continue the reversal of a significant portion of its valuation allowance on U.S. and Canadian deferred tax assets is possible in the fourth quarter of 2012. At Sept. 30, 2012, valuation allowances on deferred tax assets in the United States and Canada were \$35.6 billion and \$3.2 billion. In addition, valuation allowance reversals could result in goodwill impairment.

Europe Outlook

GM currently estimates GME's EBIT-adjusted for the 2012 calendar year to be in a range of \$(1.5) billion to \$(1.8) billion, depending on the level of restructuring activity in the fourth quarter. In addition, the company is targeting full-year 2013 EBIT-adjusted for GME to be slightly better than 2012. Break-even EBIT-adjusted results are targeted by mid-decade.

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>.

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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,” “continue,” “may,” “would,” “could,” “should,” “project,” “projected,” “positioned” or similar expressions is intended to identify forward-looking statements that represent our current judgment about possible future events. We believe these judgments are reasonable, but these statements are not guarantees of any events or financial results, and our actual 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 reductions in costs as a result of our restructuring initiatives and labor modifications; our ability to maintain quality control over our vehicles and avoid material vehicle recalls; our ability to maintain adequate liquidity and financing sources and 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; the overall strength and stability of our markets, particularly Europe; 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.

Exhibit 1

General Motors Company and Subsidiaries
Supplemental Material
(Unaudited)

The accompanying tables and charts include earnings before interest and taxes adjusted for special items, presented net of noncontrolling interests (EBIT-adjusted), and Automotive free cash flow. These metrics are not prepared in accordance with Accounting Principles Generally Accepted in the United States of America (U.S. GAAP) and have not been audited or reviewed by GM's independent auditors. EBIT-adjusted and Automotive free cash flow are considered non-GAAP financial measures.

Management believes these non-GAAP financial measures provide meaningful supplemental information regarding GM's operating results because they exclude amounts that management does not consider part of operating results when assessing and measuring the operational and financial performance of the organization. Management believes these measures allow it to readily view operating trends, perform analytical comparisons and benchmark performance between periods and among geographic regions. Accordingly, GM believes these non-GAAP financial measures are useful in allowing for greater transparency of GM's core operations and they are therefore used by management in its financial and operational decision-making.

While management believes that these non-GAAP financial measures provide useful information, they are not operating measures under U.S. GAAP, and there are limitations associated with their use. GM's calculation of these non-GAAP financial measures may not be completely comparable to similarly titled measures of other companies due to potential differences between companies in their method of calculation. As a result the use of these non-GAAP financial measures has limitations and should not be considered in isolation from, or as a substitute for, other measures such as Net income or Net income attributable to stockholders. Due to these limitations, these non-GAAP financial measures are used as a supplement to U.S. GAAP measures.

The following table summarizes the reconciliation of EBIT-adjusted to its most comparable U.S. GAAP measure (dollars in millions):

	Three Months Ended		Nine Months Ended	
	September 30, 2012	September 30, 2011	September 30, 2012	September 30, 2011
Operating segments				
GMNA(a)	\$ 1,822	\$ 2,195	\$ 5,478	\$ 5,697
GME(a)	(478)	(292)	(1,095)	(185)
GMIO(a)	689	365	1,775	1,524
GMSA(a)	114	(44)	178	103
GM Financial(b)	200	178	598	452
Total operating segments(b)	2,347	2,402	6,934	7,591
Corporate and eliminations	(51)	(199)	(337)	(384)
EBIT-adjusted(b)	2,296	2,203	6,597	7,207
Special items	(62)	—	(674)	1,483
Corporate interest income	84	112	259	363
Automotive interest expense	128	101	356	405
Loss on extinguishment of debt	—	—	18	—
Income tax expense	357	107	814	183
Net income attributable to stockholders	\$ 1,833	\$ 2,107	\$ 4,994	\$ 8,465

(a) GM's automotive operations interest and income taxes are recorded centrally in Corporate; therefore, there are no reconciling items for GM's automotive operating segments between EBIT-adjusted and Net income attributable to stockholders.

(b) GM Financial amounts represent income before income taxes.

General Motors Company and Subsidiaries
Supplemental Material
(Unaudited)

The following summarizes the special items:

In the three months ended September 30, 2012 special items included Goodwill impairment charges of \$62 million in GMIO, which is presented net of noncontrolling interests.

In the nine months ended September 30, 2012 special items included Goodwill impairment charges of \$590 million in GME and \$84 million in GMIO, which is presented net of noncontrolling interests.

In the nine months ended September 30, 2011 special items included the following:

- Gain of \$1.6 billion in GMNA related to the sale of GM's Class A Membership Interests in Delphi Automotive LLP;
- Gain of \$339 million in Corporate related to the sale of 100% of the Ally Financial, Inc. preferred stock;
- Goodwill impairment charges of \$395 million in GME; and
- Charges of \$106 million in GMIO related to GM's India joint venture.

The following table summarizes the reconciliation of Automotive free cash flow to Automotive net cash provided by operating activities (dollars in millions):

	Three Months Ended		Nine Months Ended	
	September 30, 2012	September 30, 2011	September 30, 2012	September 30, 2011
Automotive free cash flow	\$ 1,172	\$ 258	\$ 3,152	\$ 2,129
Capital expenditures	1,941	1,571	5,993	4,065
Automotive net cash provided by operating activities	\$ 3,113	\$ 1,829	\$ 9,145	\$ 6,194

General Motors Company and Subsidiaries
Supplemental Material
(Unaudited)

	<u>GMNA</u>	<u>GME</u>	<u>GMIO</u>	<u>GMSA</u>	<u>Corporate</u>	<u>Eliminations</u>	<u>Total Automotive</u>	<u>GM Financial</u>	<u>Eliminations</u>	<u>Total</u>
Three Months Ended September 30, 2012										
Total net sales and revenue	\$ 23,344	\$ 5,063	\$ 6,745	\$ 4,341	\$ 16	\$ (2,447)	\$ 37,062	\$ 514	\$ —	\$ 37,576
Depreciation, amortization and impairment of long-lived assets and finite-lived intangible assets	\$ 941	\$ 253	\$ 163	\$ 117	\$ 11	\$ —	\$ 1,485	\$ 59	\$ (3)	\$ 1,541
Equity income, net of tax and gain on investments	\$ 3	\$ —	\$ 414	\$ 1	\$ —	\$ —	\$ 418	\$ —	\$ —	\$ 418
Three Months Ended September 30, 2011										
Total net sales and revenue(a)	\$ 21,884	\$ 6,151	\$ 6,116	\$ 4,418	\$ 20	\$ (2,261)	\$ 36,328	\$ 391	\$ —	\$ 36,719
Depreciation, amortization and impairment of long-lived assets and finite-lived intangible assets	\$ 882	\$ 329	\$ 115	\$ 110	\$ 11	\$ —	\$ 1,447	\$ 24	\$ —	\$ 1,471
Equity income, net of tax and gain on investments	\$ 1	\$ —	\$ 376	\$ —	\$ —	\$ —	\$ 377	\$ —	\$ —	\$ 377
Nine Months Ended September 30, 2012										
Total net sales and revenue	\$ 70,420	\$ 16,470	\$ 19,750	\$ 12,459	\$ 41	\$ (7,624)	\$ 111,516	\$ 1,432	\$ 1	\$ 112,949
Depreciation, amortization and impairment of long-lived assets and finite-lived intangible assets	\$ 2,723	\$ 828	\$ 441	\$ 352	\$ 37	\$ (1)	\$ 4,380	\$ 156	\$ (7)	\$ 4,529
Equity income, net of tax and gain on investments	\$ 7	\$ —	\$ 1,133	\$ 1	\$ —	\$ —	\$ 1,141	\$ —	\$ —	\$ 1,141
Nine Months Ended September 30, 2011										
Total net sales and revenue(a)	\$ 67,122	\$ 20,480	\$ 17,726	\$ 12,677	\$ 50	\$ (6,785)	\$ 111,270	\$ 1,016	\$ —	\$ 112,286
Depreciation, amortization and impairment of long-lived assets and finite-lived intangible assets	\$ 2,849	\$ 1,043	\$ 354	\$ 341	\$ 37	\$ —	\$ 4,624	\$ 57	\$ —	\$ 4,681
Equity income, net of tax and gain on investments	\$ 1,733	\$ —	\$ 1,170	\$ —	\$ —	\$ —	\$ 2,903	\$ —	\$ —	\$ 2,903

(a) Presentation of intersegment sales has been adjusted to conform to the current presentation.

General Motors Company and Subsidiaries
Supplemental Material
(Unaudited)

Worldwide Employment (thousands)	<u>September 30, 2012</u>	<u>December 31, 2011</u>
GMNA	101	98
GME	38	39
GMIO(a)	39	34
GMSA	31	33
GM Financial	4	3
Total Worldwide	<u>213</u>	<u>207</u>
U.S. - Salaried	30	29
U.S. - Hourly	50	48

(a) Increase in GMIO includes an increase of 4,000 employees due to the acquisition of HKJV.

General Motors Company and Subsidiaries
Supplemental Material
(Unaudited)

	Three Months Ended		Nine Months Ended	
	September 30, 2012	September 30, 2011	September 30, 2012	September 30, 2011
Production Volume (units in thousands)(a)				
GMNA - Cars	316	267	965	860
GMNA - Trucks	447	473	1,497	1,490
Total GMNA	763	740	2,462	2,350
GME	196	270	718	940
GMIO - Consolidated Entities	282	253	866	820
GMIO - Joint Ventures(b)	774	715	2,352	2,117
Total GMIO	1,056	968	3,218	2,937
GMSA	222	243	656	721
Total Worldwide	2,237	2,221	7,054	6,948

(a) Production volume includes vehicles produced by certain joint ventures.

(b) The joint venture agreements with SGMW and FAW-GM allow for significant rights as a member as well as the contractual right to report SGMW and FAW-GM joint venture production in China.

General Motors Company and Subsidiaries
Supplemental Material
(Unaudited)

	Three Months Ended		Nine Months Ended	
	September 30, 2012	September 30, 2011	September 30, 2012	September 30, 2011
Vehicle Sales (units in thousands)(a)(b)(c)				
United States				
Chevrolet - Cars	207	183	670	613
Chevrolet - Trucks	168	183	489	476
Chevrolet - Crossovers	83	84	261	265
Cadillac	41	37	104	113
Buick	47	46	137	140
GMC	106	108	307	295
Total United States	652	641	1,968	1,902
Canada, Mexico and Other	107	105	316	312
Total GMNA	759	746	2,284	2,214
GME				
Opel/Vauxhall	244	280	818	942
Chevrolet	138	131	415	388
Other	1	1	3	4
Total GME	382	412	1,235	1,333
GMIO				
Chevrolet	291	279	858	802
Wuling	303	279	990	884
Buick	172	170	516	494
GM Daewoo	—	—	—	15
Holden	32	35	92	102
GMC	9	11	31	30
Cadillac	8	9	25	25
Other	42	28	135	85
Total GMIO(d)	857	811	2,648	2,437
GMSA				
Chevrolet	281	275	783	791
Other	1	2	4	8
Total GMSA	283	277	787	799
Total Worldwide	2,281	2,245	6,954	6,783

(a) GMNA vehicle sales primarily represent sales to the end customer. GME, GMIO and GMSA vehicle sales primarily represent estimated sales to the end customer. In countries where end customer data is not readily available other data sources, such as wholesale or forecast volumes, are used to estimate vehicle sales.

(b) Certain fleet sales that are accounted for as operating leases are included in vehicle sales at the time of delivery to the daily rental car companies.

(c) Vehicle sales data may include rounding differences.

(d) Includes the following joint venture sales. Vehicle sales for SAIC GM Investment Limited, General Motors India Private Limited and Chevrolet Sales India Private Limited (collectively HKJV) are included through August 31, 2012:

	Three Months Ended		Nine Months Ended	
	September 30, 2012	September 30, 2011	September 30, 2012	September 30, 2011
Joint venture sales in China				
SGMS	327	306	967	906
SGMW and FAW-GM	336	312	1,111	983
Joint venture sales in India				
HKJV	15	29	64	84

General Motors Company and Subsidiaries
Supplemental Material
(Unaudited)

	Three Months Ended		Nine Months Ended	
	September 30, 2012	September 30, 2011	September 30, 2012	September 30, 2011
Market Share(a)(b)				
United States - Cars	14.6%	15.7%	14.8%	16.6%
United States - Trucks	23.5%	26.1%	23.2%	24.9%
United States - Crossovers	17.0%	19.1%	17.6%	19.4%
Total United States	17.6%	19.7%	17.7%	19.6%
Total GMNA	16.9%	18.8%	17.0%	18.7%
Total GME	8.6%	8.8%	8.5%	8.8%
Total GMIO(c)	9.4%	9.6%	9.3%	9.5%
Total GMSA	17.9%	18.7%	18.1%	18.9%
Total Worldwide	11.6%	12.1%	11.5%	11.9%
U.S. Retail/Fleet Mix				
% Fleet Sales - Cars	29.7%	29.9%	31.4%	32.9%
% Fleet Sales - Trucks	24.2%	24.9%	26.7%	25.1%
% Fleet Sales - Crossovers	16.0%	21.6%	19.9%	19.4%
Total Vehicles	24.4%	25.9%	27.0%	26.8%
GMNA Capacity Utilization	91.8%	91.6%	98.8%	97.0%

(a) Market share information is based on vehicle sales volume.

(b) GMNA vehicle sales primarily represent sales to the end customer. GME, GMIO and GMSA vehicle sales primarily represent estimated sales to the end customer. In countries where end customer data is not readily available other data sources, such as wholesale or forecast volumes, are used to estimate vehicle sales.

(c) Includes the following joint venture sales. Vehicle sales for SAIC GM Investment Limited, General Motors India Private Limited and Chevrolet Sales India Private Limited (collectively HKJV) are included through August 31, 2012:

	Three Months Ended		Nine Months Ended	
	September 30, 2012	September 30, 2011	September 30, 2012	September 30, 2011
Joint venture sales in China				
SGMS	327	306	967	906
SGMW and FAW-GM	336	312	1,111	983
Joint venture sales in India				
HKJV	15	29	64	84

General Motors Company and Subsidiaries
Condensed Consolidated Income Statements
(In millions, except per share amounts)
(Unaudited)

	Three Months Ended		Nine Months Ended	
	September 30, 2012	September 30, 2011	September 30, 2012	September 30, 2011
Net sales and revenue				
Automotive sales and revenue	\$ 37,062	\$ 36,328	\$ 111,517	\$ 111,270
GM Financial revenue	514	391	1,432	1,016
Total net sales and revenue	<u>37,576</u>	<u>36,719</u>	<u>112,949</u>	<u>112,286</u>
Costs and expenses				
Automotive cost of sales	32,735	31,734	98,323	97,212
GM Financial operating and other expenses	311	212	827	563
Automotive selling, general and administrative expense	2,832	2,942	8,647	8,860
Other automotive expenses, net	17	25	37	50
Goodwill impairment charges	78	—	695	395
Total costs and expenses	<u>35,973</u>	<u>34,913</u>	<u>108,529</u>	<u>107,080</u>
Operating income	1,603	1,806	4,420	5,206
Automotive interest expense	128	101	356	405
Interest income and other non-operating income, net	318	152	732	1,064
Loss on extinguishment of debt	—	35	18	45
Income before income taxes and equity income	<u>1,793</u>	<u>1,822</u>	<u>4,778</u>	<u>5,820</u>
Income tax expense	357	107	814	183
Equity income, net of tax and gain on investments	418	377	1,141	2,903
Net income	<u>1,854</u>	<u>2,092</u>	<u>5,105</u>	<u>8,540</u>
Net (income) loss attributable to noncontrolling interests	(21)	15	(111)	(75)
Net income attributable to stockholders	<u>\$ 1,833</u>	<u>\$ 2,107</u>	<u>\$ 4,994</u>	<u>\$ 8,465</u>
Net income attributable to common stockholders	<u>\$ 1,476</u>	<u>\$ 1,726</u>	<u>\$ 3,967</u>	<u>\$ 7,113</u>
Earnings per share				
Basic				
Basic earnings per common share	\$ 0.94	\$ 1.10	\$ 2.53	\$ 4.67
Weighted-average common shares outstanding	1,570	1,562	1,570	1,524
Diluted				
Diluted earnings per common share	\$ 0.89	\$ 1.03	\$ 2.38	\$ 4.30
Weighted-average common shares outstanding	1,663	1,682	1,675	1,668

General Motors Company and Subsidiaries
Basic and Diluted Earnings per Share
(Unaudited)

In the three months and nine months ended September 30, 2012 GM was required to use the two-class method for calculating earnings per share as the applicable market value of its common stock was below \$33.00 per common share in the period ended September 30, 2012.

The following table summarizes basic and diluted earnings per share (in millions, except per share amounts):

	<u>Three Months Ended</u>		<u>Nine Months Ended</u>	
	<u>September 30, 2012</u>	<u>September 30, 2011</u>	<u>September 30, 2012</u>	<u>September 30, 2011</u>
Basic earnings per share				
Net income attributable to stockholders(a)	\$ 1,833	\$ 2,107	\$ 4,994	\$ 8,465
Less: cumulative dividends on preferred stock and undistributed earnings allocated to Series B Preferred Stock participating security(b)	(357)	(381)	(1,027)	(1,352)
Net income attributable to common stockholders	<u>\$ 1,476</u>	<u>\$ 1,726</u>	<u>\$ 3,967</u>	<u>\$ 7,113</u>
Weighted-average common shares outstanding - basic	1,570	1,562	1,570	1,524
Basic earnings per common share	\$ 0.94	\$ 1.10	\$ 2.53	\$ 4.67
Diluted earnings per share				
Net income attributable to stockholders(a)	\$ 1,833	\$ 2,107	\$ 4,994	\$ 8,465
Less: cumulative dividends on preferred stock and undistributed earnings allocated to Series B Preferred Stock participating security(c)	(350)	(371)	(1,005)	(1,295)
Net income attributable to common stockholders	<u>\$ 1,483</u>	<u>\$ 1,736</u>	<u>\$ 3,989</u>	<u>\$ 7,170</u>
Weighted-average shares outstanding - diluted				
Weighted-average common shares outstanding - basic	1,570	1,562	1,570	1,524
Dilutive effect of warrants	88	119	101	142
Dilutive effect of restricted stock units	5	1	4	2
Weighted-average common shares outstanding - diluted	<u>1,663</u>	<u>1,682</u>	<u>1,675</u>	<u>1,668</u>
Diluted earnings per common share	\$ 0.89	\$ 1.03	\$ 2.38	\$ 4.30

- (a) Includes earned but undistributed dividends of \$26 million on GM's Series A Preferred Stock and \$20 million on GM's Series B Preferred Stock in the three and nine months ended September 30, 2012 and 2011.
- (b) Includes cumulative dividends on preferred stock of \$215 million and earnings of \$142 million that have been allocated to the Series B Preferred Stock holders in the three months ended September 30, 2012 and cumulative dividends on preferred stock of \$215 million and earnings of \$166 million that have been allocated to the Series B Preferred Stock holders in the three months ended September 30, 2011. Includes cumulative dividends on preferred stock of \$644 million and earnings of \$383 million that have been allocated to the Series B Preferred Stock holders in the nine months ended September 30, 2012 and cumulative dividends on preferred stock of \$644 million and earnings of \$708 million allocated to the Series B Preferred Stock holders in the nine months ended September 30, 2011.
- (c) Includes cumulative dividends on preferred stock of \$215 million and earnings of \$135 million that have been allocated to the Series B Preferred Stock holders in the three months ended September 30, 2012 and cumulative dividends on preferred stock of \$215 million and earnings of \$156 million that have been allocated to the Series B Preferred Stock holders in the three months ended September 30, 2011. Includes cumulative dividends on preferred stock of \$644 million and earnings of \$361 million that have been allocated to the Series B Preferred Stock holders in the nine months ended September 30, 2012 and cumulative dividends on preferred stock of \$644 million and earnings of \$651 million that have been allocated to the Series B Preferred Stock holders in the nine months ended September 30, 2011.

General Motors Company and Subsidiaries
Condensed Consolidated Balance Sheets
(In millions, except share amounts)
(Unaudited)

ASSETS	September 30, 2012	December 31, 2011
Current Assets		
Cash and cash equivalents	\$ 23,320	\$ 16,071
Marketable securities	10,411	16,148
Restricted cash and marketable securities	863	1,005
Accounts and notes receivable (net of allowance of \$304 and \$331)	13,015	9,964
GM Financial finance receivables, net (including gross finance receivables transferred to SPEs of \$3,481 and \$3,295)	3,744	3,251
Inventories	15,672	14,324
Equipment on operating leases, net	2,972	2,464
Other current assets and deferred income taxes	2,110	1,696
Total current assets	72,107	64,923
Non-current Assets		
Restricted cash and marketable securities	786	1,228
GM Financial finance receivables, net (including gross finance receivables transferred to SPEs of \$6,657 and \$5,773)	6,855	5,911
Equity in net assets of nonconsolidated affiliates	7,519	6,790
Property, net	26,578	23,005
Goodwill	28,408	29,019
Intangible assets, net	8,904	10,014
GM Financial equipment on operating leases, net (including assets transferred to SPEs of \$584 and \$274)	1,521	785
Other assets and deferred income taxes	2,778	2,928
Total non-current assets	83,349	79,680
Total Assets	\$ 155,456	\$ 144,603
LIABILITIES AND EQUITY		
Current Liabilities		
Accounts payable (principally trade)	\$ 26,313	\$ 24,551
Short-term debt and current portion of long-term debt		
Automotive (including certain debt at VIEs of \$227 and \$171)	2,277	1,682
GM Financial	4,001	4,118
Accrued liabilities (including derivative liabilities at VIEs of \$13 and \$44)	25,032	22,875
Total current liabilities	57,623	53,226
Non-current Liabilities		
Long-term debt		
Automotive (including certain debt at VIEs of \$123 and \$7)	3,314	3,613
GM Financial	7,061	4,420
Postretirement benefits other than pensions	6,755	6,836
Pensions	25,317	25,075
Other liabilities and deferred income taxes	12,757	12,442
Total non-current liabilities	55,204	52,386
Total Liabilities	112,827	105,612
Commitments and contingencies		
Equity		
Preferred stock, \$0.01 par value, 2,000,000,000 shares authorized:		
Series A (276,101,695 shares issued and outstanding (each with a \$25.00 liquidation preference) at September 30, 2012 and December 31, 2011)	5,536	5,536
Series B (100,000,000 shares issued and outstanding (each with a \$50.00 liquidation preference) at September 30, 2012 and December 31, 2011)	4,855	4,855
Common stock, \$0.01 par value (5,000,000,000 shares authorized and 1,565,979,895 shares and 1,564,727,289 shares issued and outstanding at September 30, 2012 and December 31, 2011)	16	16
Capital surplus (principally additional paid-in capital)	26,443	26,391
Retained earnings	11,533	7,183
Accumulated other comprehensive loss	(6,724)	(5,861)
Total stockholders' equity	41,659	38,120
Noncontrolling interests	970	871
Total Equity	42,629	38,991
Total Liabilities and Equity	\$ 155,456	\$ 144,603
















General Motors Company

Q3 2012 Results

October 31, 2012

In this presentation and in related comments by our management, our use of the words “expect,” “anticipate,” “possible,” “potential,” “target,” “believe,” “commit,” “intend,” “continue,” “may,” “would,” “could,” “should,” “project,” “projected,” “positioned,” “outlook” or similar expressions is intended to identify forward looking statements that represent our current judgment about possible future events. We believe these judgments are reasonable, but these statements are not guarantees of any events or financial results, and our actual results may differ materially due to a variety of important factors. Among other items, such factors may include: our ability to realize production efficiencies and to achieve reductions in costs as a result of our restructuring initiatives and labor modifications; our ability to maintain quality control over our vehicles and avoid material vehicle recalls; our suppliers’ ability to deliver parts, systems and components at such times to allow us to meet production schedules; our ability to maintain adequate financing sources, including as required to fund our planned significant investment in new technology; our ability to realize successful vehicle applications of new technology; overall strength and stability of our markets, particularly Europe; 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 10Q provide information about these and other factors, which we may revise or supplement in future reports to the SEC.

	<u>Q3 '11</u>	<u>Q3 '12</u>	 Favorable  Unfavorable vs. Q3 '11
Global Deliveries	2.2M	2.3M	
Net Revenue	\$36.7B	\$37.6B	
Net Income to Common	\$1.7B	\$1.5B	
Net Cash from Operating Activities - Automotive	\$1.8B	\$3.1B	
EBIT- Adjusted	\$2.2B	\$2.3B	
- GMNA	\$2.2B	\$1.8B	
- GME	\$(0.3)B	\$(0.5)B	
- GMIO	\$0.4B	\$0.7B	
- GMSA	\$0.0B	\$0.1B	
- GM Financial	\$0.2B	\$0.2B	
Automotive Free Cash Flow	\$0.3B	\$1.2B	

Note: EBIT- Adjusted includes GM Financial on an Earnings Before Tax (EBT) basis

- Product momentum in Europe
- Global Chevrolet record sales
- Cadillac product portfolio breadth
- China record sales continue
- Continuing to transform the company



Summary of Q3 2012 Results

	<u>Q3 2011</u>	<u>Q3 2012</u>
<u>GAAP</u>		
Net Revenue (\$B)	36.7	37.6
Operating Income (\$B)	1.8	1.6
Net Income to Common Stockholders (\$B)	1.7	1.5
EPS – Diluted (\$/Share)	1.03	0.89
Net Cash from Operating Activities – Automotive (\$B)	1.8	3.1
<hr/>		
<u>Non- GAAP</u>		
EBIT- Adjusted (\$B)	2.2	2.3
<i>EBIT- Adjusted % Revenue</i>	6.0%	6.1%
Automotive Free Cash Flow (\$B)	0.3	1.2

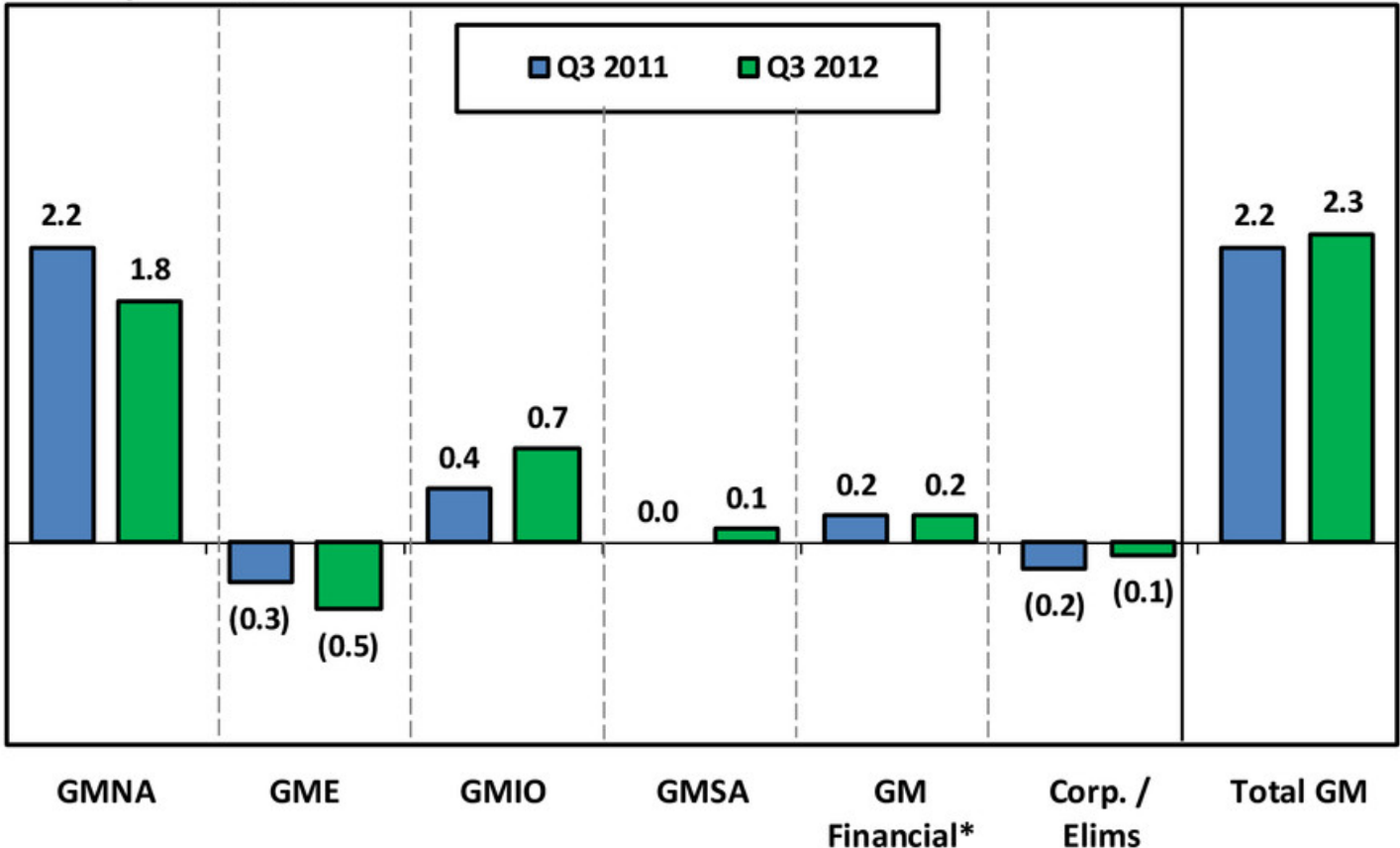
Note: EBIT- Adjusted includes GM Financial on an Earnings Before Tax (EBT) basis

	<u>Q3</u> <u>2011</u>	<u>Q3</u> <u>2012</u>
Net Income to Common Stockholders (\$B)	1.7	1.5
EPS – Diluted (\$/Share)	1.03	0.89
<u>Included in Above (\$B):</u>		
GM Korea Goodwill Impairment	-	(0.1)
Total Impact Net Income to Common Stockholders (\$B)	-	(0.1)
Total Impact EPS – Diluted (\$/Share)	-	(0.04)



Q3 EBIT- Adjusted

EBIT- Adjusted (\$B)

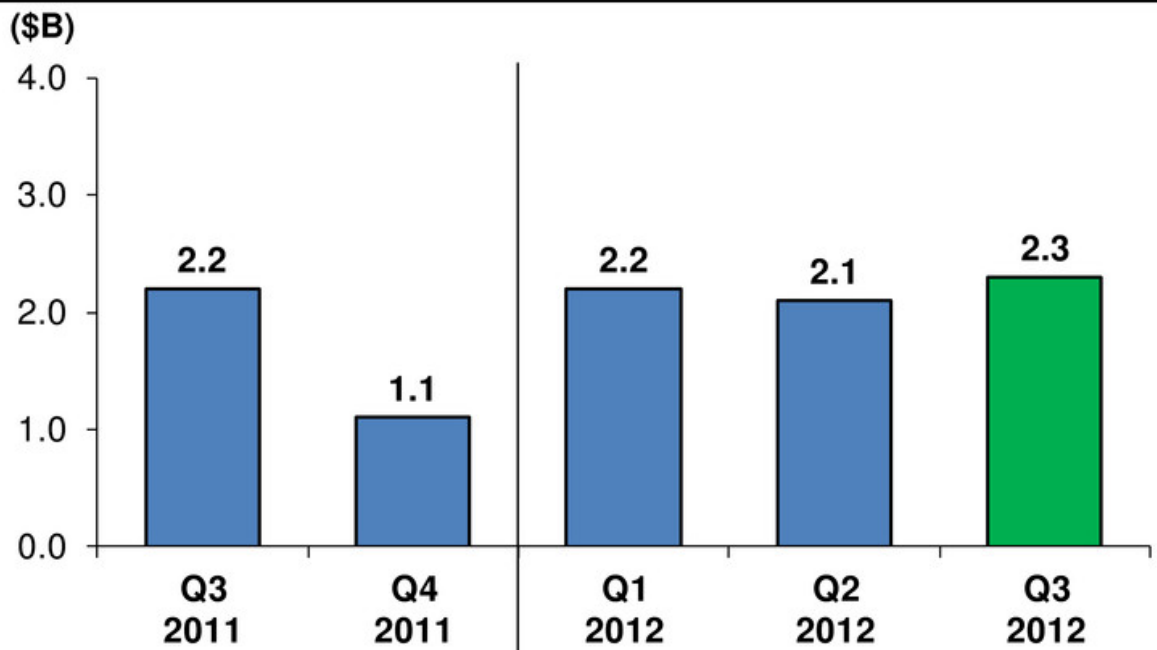


* GM Financial at an Earnings Before Tax basis (EBT)

Note: Results may not foot due to rounding



Consolidated EBIT- Adjusted



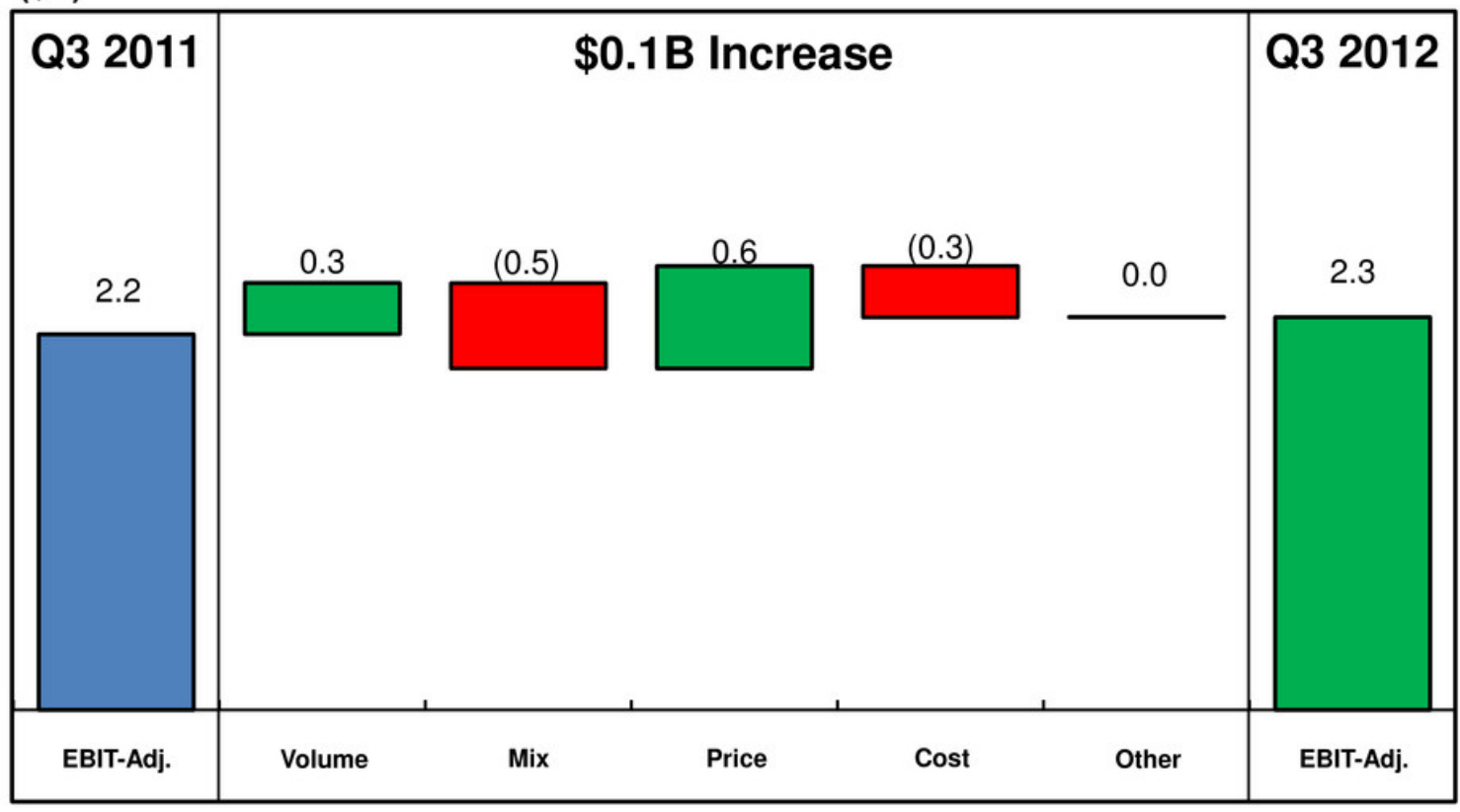
Revenue (\$B)	36.7	38.0	37.8	37.6	37.6
Oper. Inc % Rev	4.9%	1.2%	2.6%	4.8%	4.3%
EBIT- Adj. % Rev	6.0%	2.9%	5.8%	5.6%	6.1%
Production (000's)	2,221	2,319	2,424	2,393	2,237
Global Share	12.1%	11.6%	11.2%	11.6%	11.6%

Note: EBIT- Adjusted includes GM Financial on an Earnings Before Tax (EBT) basis



Consolidated EBIT- Adj. – Q3 2011 vs. Q3 2012

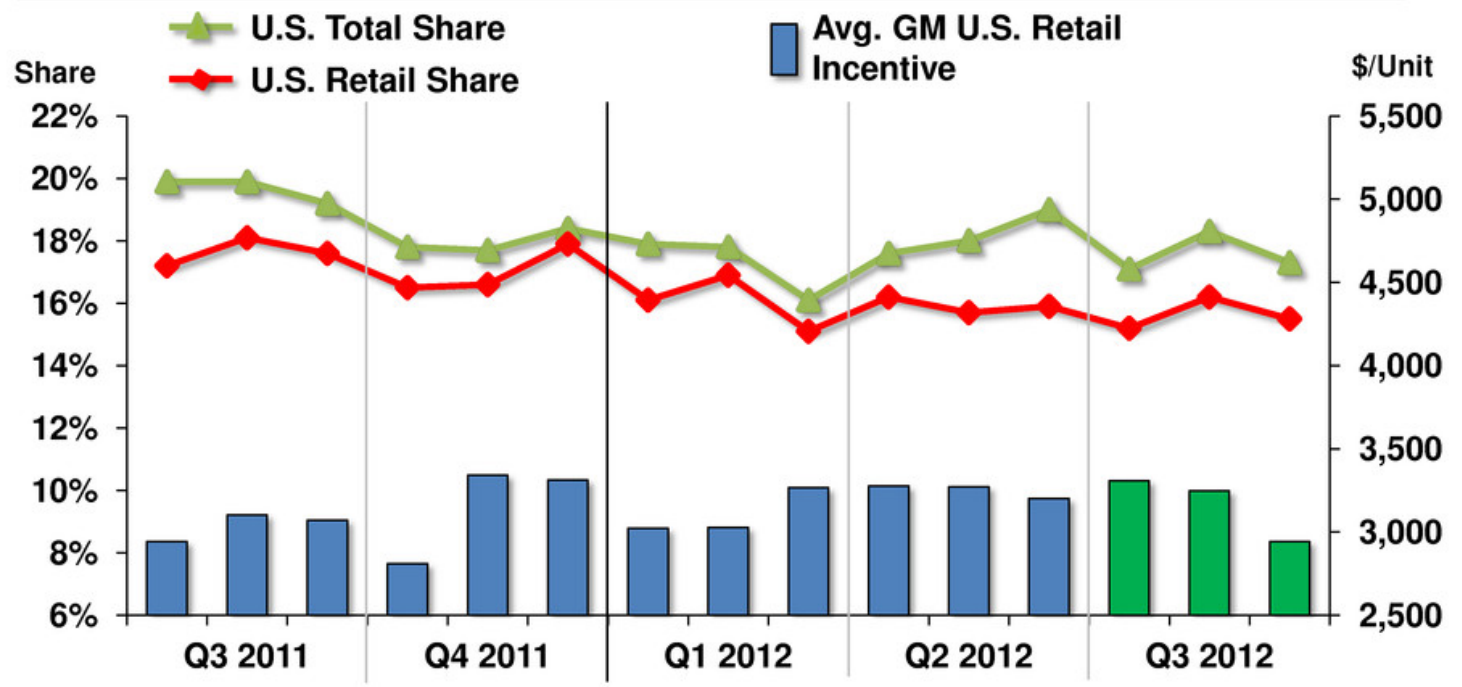
(\$B)



Note: EBIT- Adjusted includes GM Financial on an Earnings Before Tax (EBT) basis



Key GMNA Performance Indicators



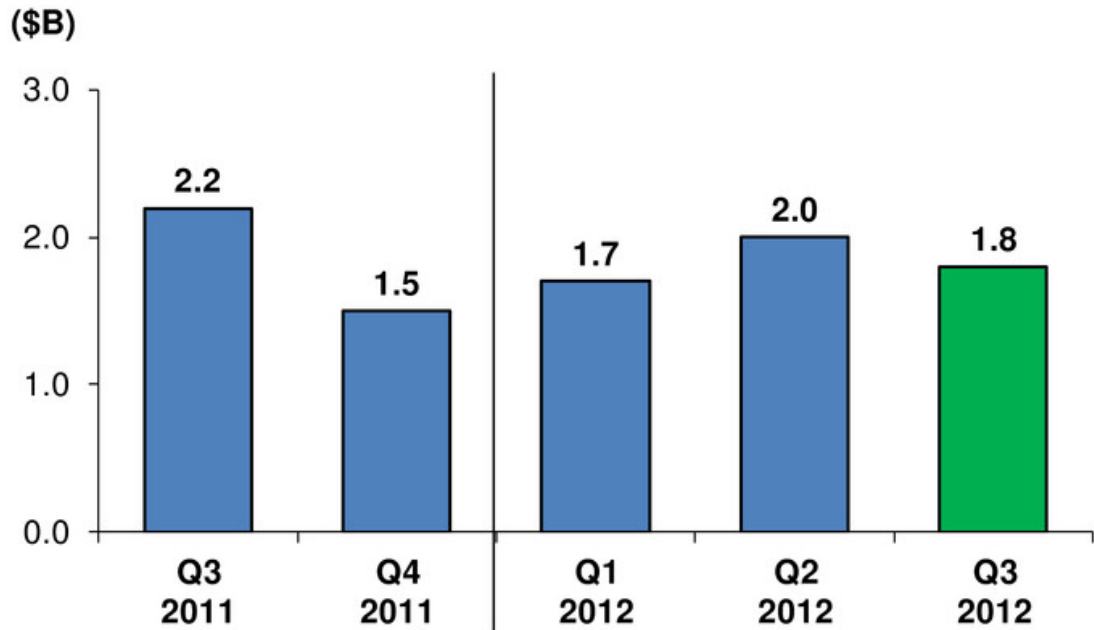
Avg. U.S. Retail Incentive as % of ATP

GM %	9.7	10.1	9.8	8.9	10.7	10.4	10.0	10.1	11.0	11.0	11.0	10.7	10.8	10.6	9.5
GM vs. Ind. (GM % / Ind. %)	0.99	1.03	1.03	1.03	1.12	1.07	1.09	1.06	1.13	1.17	1.08	1.05	1.09	1.08	1.03

Note: Incentive & ATP Information Based on J.D. Power and Associates Power Information Network data



GMNA EBIT- Adjusted

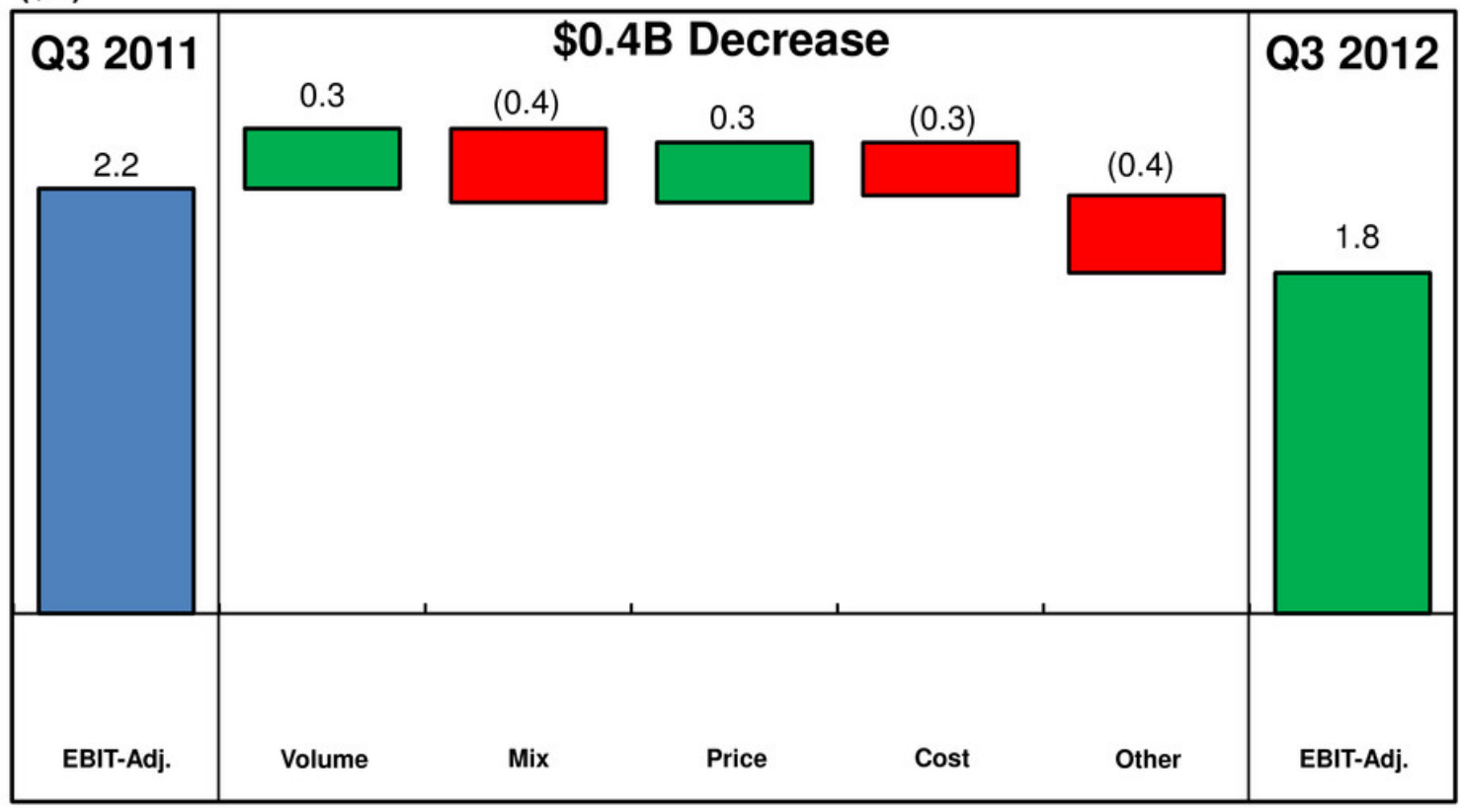


Revenue (\$B)	21.9	23.1	24.2	22.9	23.3
EBIT- Adj. % Rev	10.0%	6.5%	7.0%	8.6%	7.8%
U.S. Dealer Inv (000's)	558	583	713	701	689
Production (000's)	740	739	862	837	763
GMNA Share	18.8%	17.5%	16.7%	17.4%	16.9%



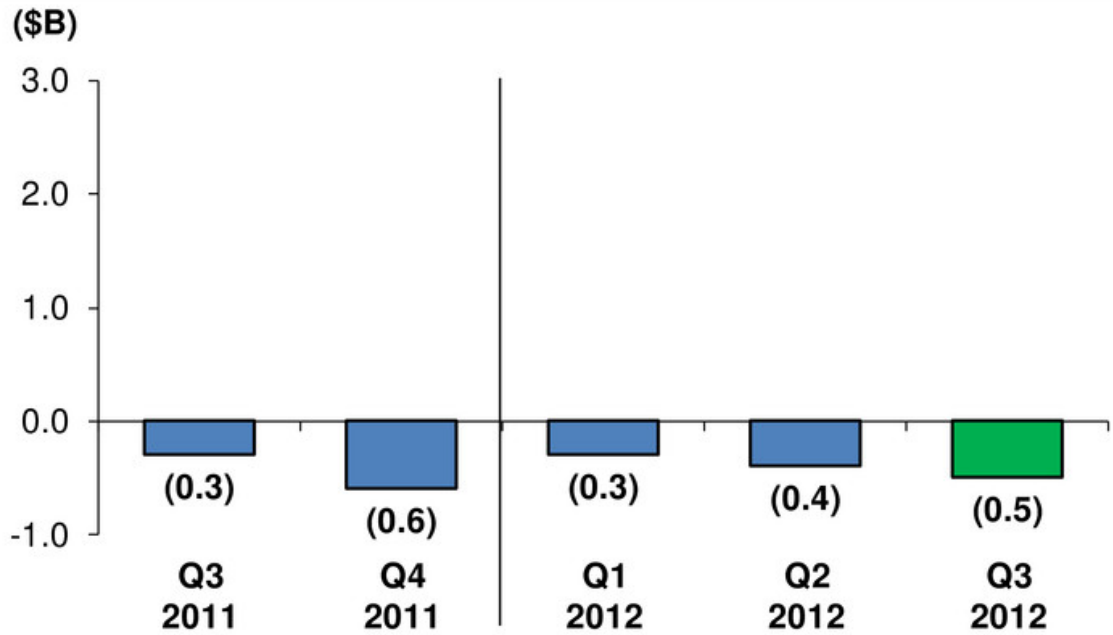
GMNA EBIT- Adj. – Q3 2011 vs. Q3 2012

(\$B)



Note: Results may not foot due to rounding

GME EBIT- Adjusted

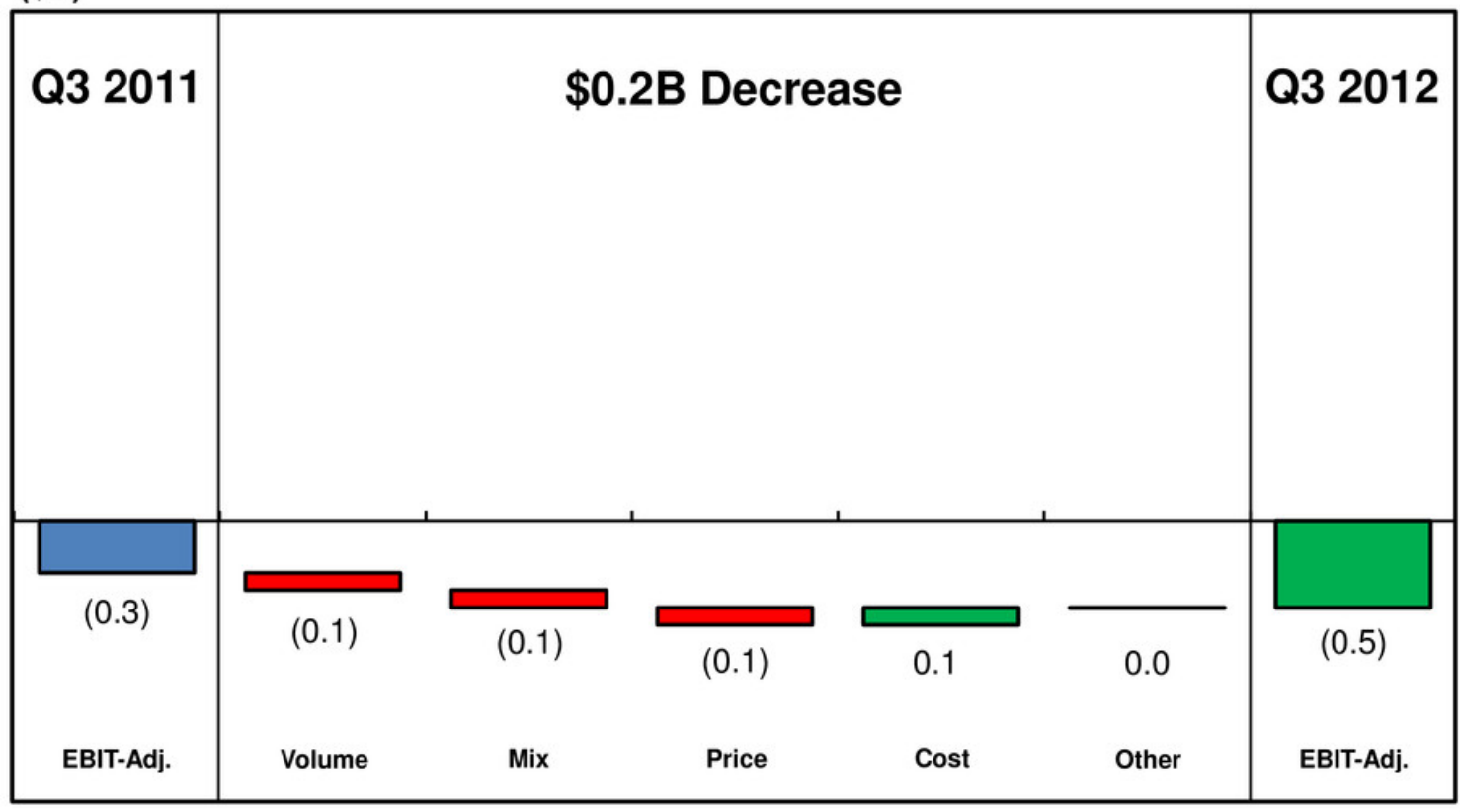


Revenue (\$B)	6.2	6.3	5.5	5.9	5.1
EBIT- Adj. % Rev	(4.7)%	(9.0)%	(4.6)%	(6.1)%	(9.4)%
Production (000's)	270	249	292	230	196
GME Share	8.8%	8.6%	8.2%	8.8%	8.6%

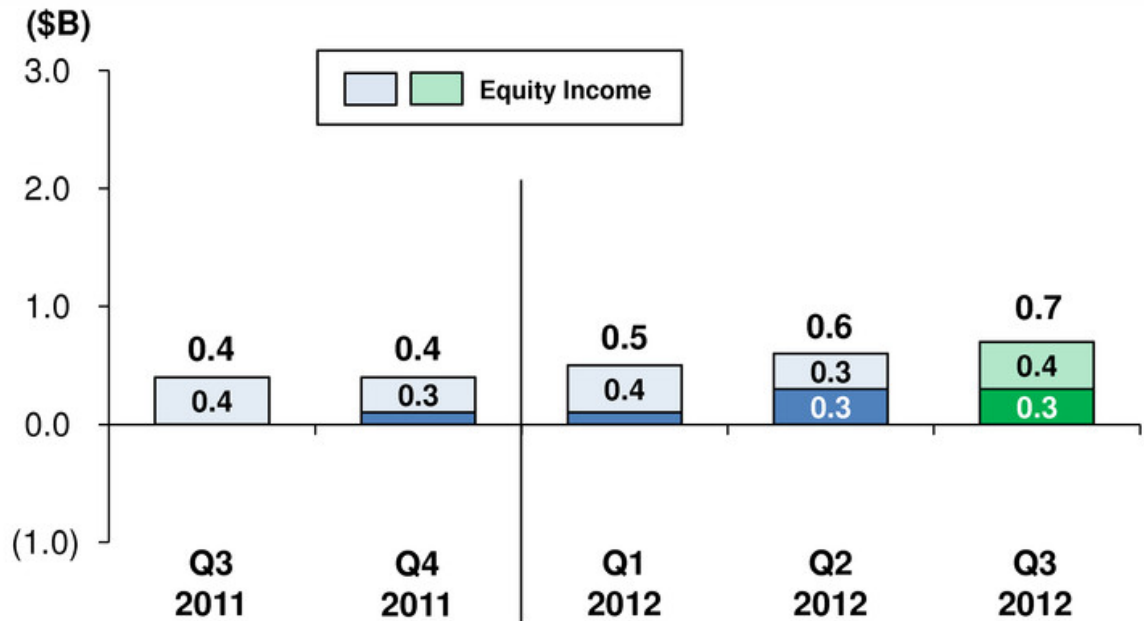


GME EBIT- Adj. – Q3 2011 vs. Q3 2012

(\$B)



GMIO EBIT- Adjusted



Revenue (\$B)	6.1	7.0	6.1	6.9	6.7
EBIT-Adj. margin from consolidated operations*	(0.6)%	1.5%	2.1%	4.3%	4.4%
Total China JV NI/Rev**	10.5%	8.4%	10.2%	9.3%	9.7%
Total Production (000's)	968	1,104	1,067	1,095	1,056
GMIO Share	9.6%	9.5%	9.4%	9.2%	9.4%

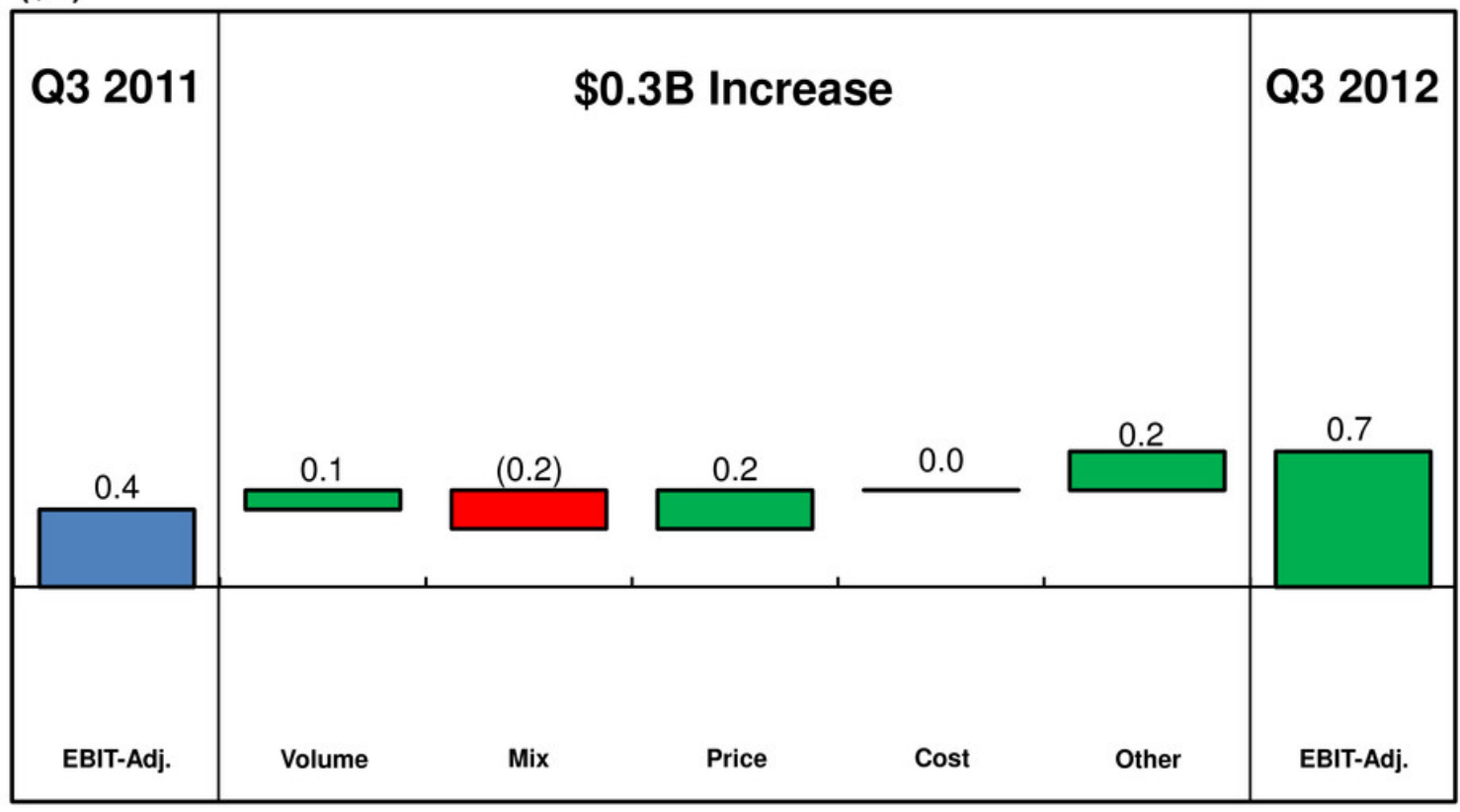
* Excludes equity income and non-controlling interest adjustment.

** Revenue not consolidated in GM results, pro-rata share of earnings reported as equity income

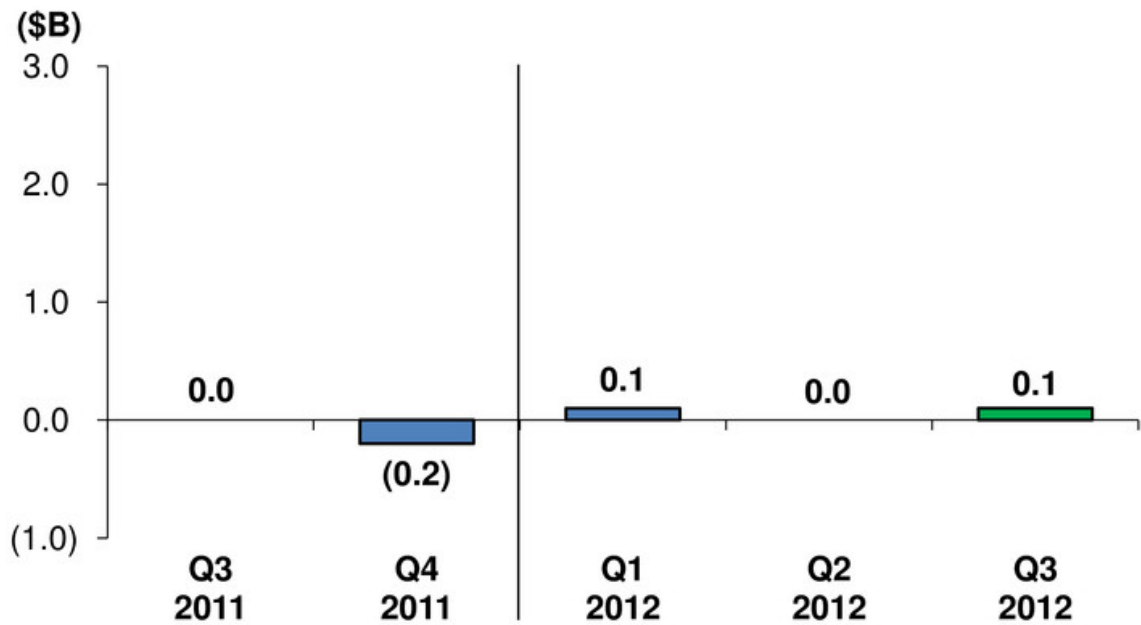


GMIO EBIT- Adj. – Q3 2011 vs. Q3 2012

(\$B)



GMSA EBIT- Adjusted

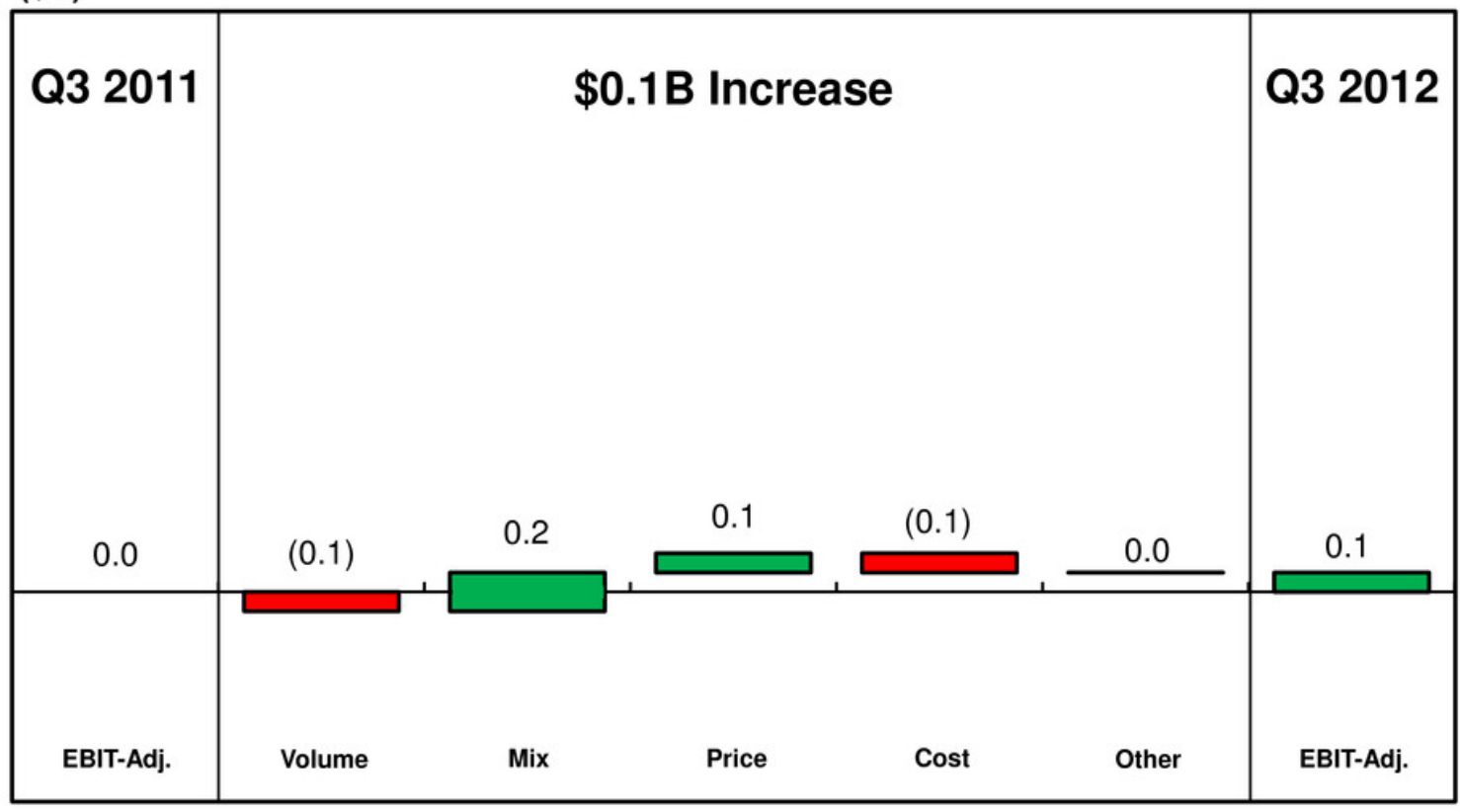


Revenue (\$B)	4.4	4.2	3.9	4.2	4.3
EBIT- Adj. % Rev	(1.0)%	(5.4)%	2.1%	(0.5)%	2.6%
Production (000's)	243	227	203	231	222
GMSA Share	18.7%	18.4%	18.4%	18.2%	17.9%



GMSA EBIT- Adj. – Q3 2011 vs. Q3 2012

(\$B)





Automotive Free Cash Flow – Q3 2011 vs. Q3 2012

(\$B)	Q3 2011	Q3 2012
Net Income to Common Stockholders	1.7	1.5
Add-back Non-Controlling Interests, Preferred Dividends & undistributed earnings allocated to Series B	0.4	0.4
Deduct Non-Auto (GM Financial)	<u>(0.1)</u>	<u>(0.1)</u>
Automotive Income	2.0	1.7
Special Items	-	0.1
Depreciation / Amortization / Impairment	1.4	1.5
Working Capital	(0.3)	(0.5)
Pension / OPEB – Cash in Excess of Expense	(0.3)	(0.2)
Other	(1.0)	0.4
Automotive Net Cash Provided/(Used)	1.8	3.1
Operating Activities		
Capital Expenditures	(1.5)	(1.9)
Automotive Free Cash Flow	0.3	1.2

Note: Results may not foot due to rounding



Key Automotive Balance Sheet Items

<u>(\$B)</u>	<u>Sept. 30</u> <u>2011</u>	<u>Jun. 30</u> <u>2012</u>	<u>Sept. 30</u> <u>2012</u>
Cash & marketable securities ⁽¹⁾	33.0	32.6	31.6
Available Credit Facilities	<u>5.9</u>	<u>5.8</u>	<u>5.9</u>
Available Liquidity	38.8	38.5	37.5
<u>Key Obligations:</u>			
Debt	4.2	5.1	5.6
Series A Preferred Stock	5.5	5.5	5.5
U.S. Pension Underfunded Status ^{(2) (3)}	8.7	12.8	13.4
Non-U.S. Pension Underfunded Status ⁽³⁾	9.5	11.2	11.4
Unfunded OPEB ⁽³⁾	9.5	7.2	7.2

(1) 9/30/11 Includes Canadian Healthcare Trust restricted cash; 9/30/12 excludes interests in Beneficial Notes in the Daewoo Motor Trust

(2) Excludes U.S. non-qualified plan PBO of ~\$0.9 billion

(3) Balance is rolled forward and does not reflect re-measurement, except for the re-measurement of the U.S. salaried plans in August, 2012

Note: Results may not foot due to rounding










GM Financial

	Q3	Q3	Industry Avg. (Excl. GM)	
	<u>2011</u>	<u>2012</u>	<u>Q3</u>	<u>Q3</u>
			<u>2011</u>	<u>2012</u>
<u>GM Sales Penetrations</u>				
U.S. Subprime APR (<=620)	6.7%	8.1%	5.2%	5.7%
U.S. Lease	11.5%	16.2%	20.7%	21.0%
Canada Lease	9.4%	7.0%	15.0%	17.3%
<u>GM / GM Financial Linkage</u>				
GM as % of GM Financial Consumer Originations (GM New / GMF Loan & Lease)	39%	44%		
GMF as % of GM U.S. S/P & Lease	17%	18%		
<u>GM Financial Performance</u>				
GM Financial Credit Losses (annualized net credit losses as % avg. consumer finance receivables)	3.0%	2.5%		
EBT (\$M)	178	200		

Note: GM Sales Penetrations based on JD Power PIN



Summary Pension Financial Impact

<u>Change \$B</u>	<u>6/01/12 (Est.)</u>	<u>Current (Est.)</u>	 Favorable  Unfavorable  In the Range
Reduction in Pension Benefit Obligation	~26	~28.7	
Cash	(3.5) - (4.5)	~(2.6)	
P&L - One Time (Pre-Tax)	(2.5) - (3.5)	~(2.9)*	
P&L - Recurring (Pre-Tax)	(0.2)	(0.2)	

Subject to final valuation and related information

* Includes \$54M settlement charge in Q3



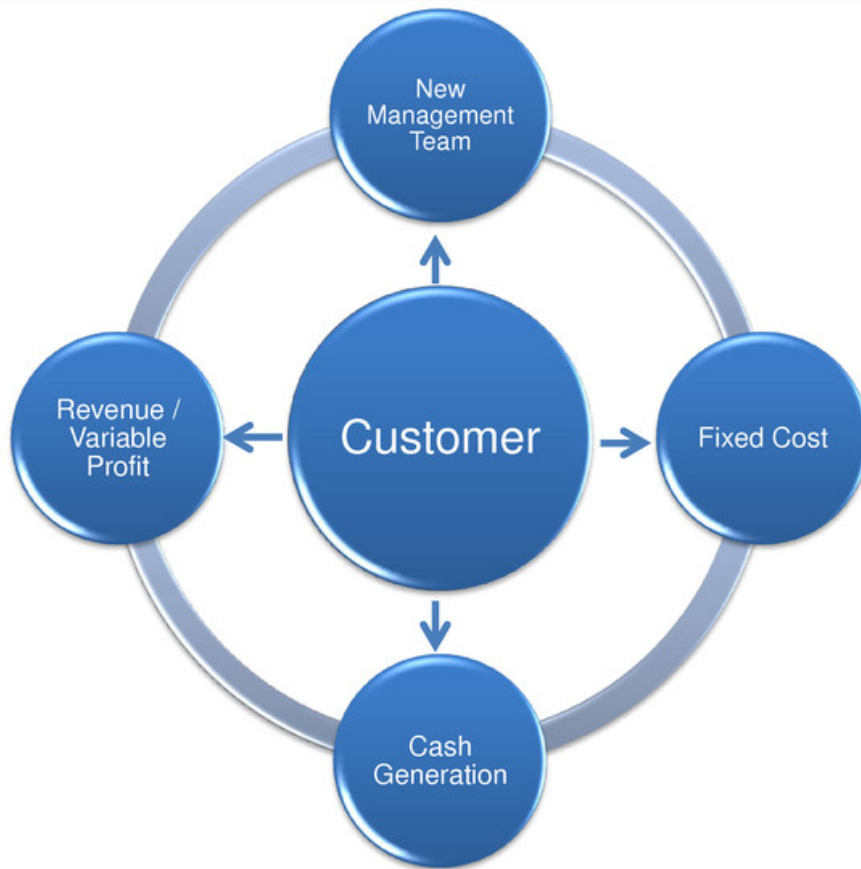
U.S. Salaried Pension Funded Status

<u>\$B</u>	<u>Obligations</u>	<u>Assets</u>	<u>Funded Status</u>
1/1/2012	35.9	33.3	(2.6)
Remeasurement and Other ⁽¹⁾	4.4	3.4	(1.0)
Benefit Payments	(2.4)	(2.4)	0.0
Annuity Payments and Lump Sums	(28.7)	(30.8)	(2.1)
Cash Contribution	0.0	2.6	2.6
Remaining Plan	9.2	6.1	(3.1)
Net Change	(26.7)	(27.2)	(0.5)
All-in Cost to Settle			107%

Subject to final valuation and related information

⁽¹⁾Reflects net pension expense, impact of changes in discount rates, and actual asset returns through 10/15/12

- Consolidated Q4 EBIT-adjusted to follow typical seasonal trends with results estimated to be similar to, or slightly better than 2011
- If positive financial trends continue, reversal of significant portion of valuation allowance on U.S. and Canadian deferred tax assets is possible
 - Could result in goodwill impairment
- Excluding the possible reversal of tax valuation allowances, expect effective tax rate similar to Q3 (~19% on an adjusted basis)



- Strong company leadership on Opel Supervisory Board
- Significant operational leadership changes
- Strong mix of inside and outside talent

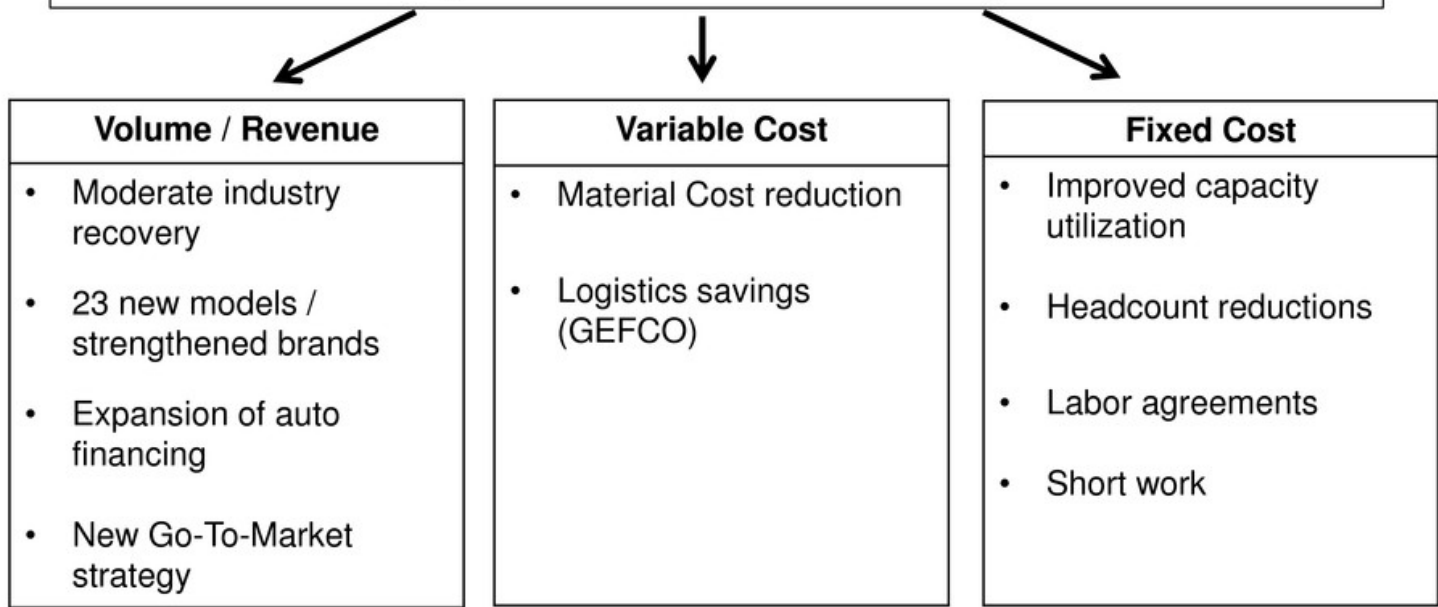
- Focus on quality of share/brand image
- 23 new models and 13 new engines by 2016
 - Mokka, Adam and Cascada in new segments
- Improve profitability on current/future products
 - 500 euro/car on current Astra, from both revenue and cost improvement
- Expansion of auto-financing
- Leverage PSA alliance

- Company and dealer-owned inventory reduced over 100,000 units from February
 - Additional 20,000 by year-end
 - Totals 47% reduction in company-owned stock
- Fixed cost estimated to be down \$300M in 2012 -- targeting another \$500M between 2013 and 2015
 - 2,600 headcount reduction in 2012, continue to make future reductions in line with demand
 - Short work implemented
 - Ellesmere Port labor agreement completed
 - Includes restructuring and depreciation and amortization of intangibles
- Capacity utilization targeted to improve
 - Astra production consolidated from 3 plants to 2
 - No allocation of future product to Bochum after run-out of current Zafira, subject to consultation
 - Plan to reduce Eisenach third shift in 2013
 - Strasbourg under review



Path to Profitability

GME EBIT-Adjusted Breakeven by Mid-Decade



- GME EBIT-adjusted for 2012 CY estimated at \$1.5 billion to \$1.8 billion loss, depending on level of Q4 restructuring activity
- Targeting 2013 EBIT-adjusted to be slightly better than 2012
- Targeting EBIT-adjusted breakeven by mid-decade



General Motors Company

Select Supplemental Financial Information



Global Deliveries

(000's)	<u>Q3 2011</u>	<u>Q4 2011</u>	<u>Q1 2012</u>	<u>Q2 2012</u>	<u>Q3 2012</u>
GMNA	746	712	704	820	759
GME	412	417	398	455	382
<i>Chevrolet in GME</i>	<i>131</i>	<i>141</i>	<i>122</i>	<i>155</i>	<i>138</i>
GMIO	811	844	928	862	857
<i>China</i>	<i>619</i>	<i>654</i>	<i>745</i>	<i>672</i>	<i>665</i>
GMSA	277	267	250	255	283
<i>Brazil</i>	<i>161</i>	<i>168</i>	<i>137</i>	<i>154</i>	<i>183</i>
Global Deliveries	2,245	2,240	2,280	2,392	2,281

Note: GM deliveries include vehicles sold around the world under GM and JV brands, and through GM-branded distribution network.

	<u>Q3 2011</u>	<u>Q4 2011</u>	<u>Q1 2012</u>	<u>Q2 2012</u>	<u>Q3 2012</u>
GMNA	18.8%	17.5%	16.7%	17.4%	16.9%
<i>U.S.</i>	<i>19.7%</i>	<i>18.0%</i>	<i>17.2%</i>	<i>18.2%</i>	<i>17.6%</i>
GME	8.8%	8.6%	8.2%	8.8%	8.6%
<i>Germany</i>	<i>8.6%</i>	<i>8.4%</i>	<i>7.6%</i>	<i>8.1%</i>	<i>7.4%</i>
<i>U.K.</i>	<i>11.9%</i>	<i>12.1%</i>	<i>11.0%</i>	<i>12.0%</i>	<i>11.6%</i>
GMIO	9.6%	9.5%	9.4%	9.2%	9.4%
<i>China</i>	<i>14.4%</i>	<i>13.2%</i>	<i>15.2%</i>	<i>13.9%</i>	<i>14.4%</i>
<i>India</i>	<i>3.6%</i>	<i>3.4%</i>	<i>2.6%</i>	<i>2.5%</i>	<i>2.7%</i>
GMSA	18.7%	18.4%	18.4%	18.2%	17.9%
<i>Brazil</i>	<i>17.1%</i>	<i>17.6%</i>	<i>16.7%</i>	<i>17.1%</i>	<i>17.1%</i>
Global Market Share	12.1%	11.6%	11.2%	11.6%	11.6%

Note: GM market share include vehicles sold around the world under GM and JV brands, and through GM-branded distribution network. Market share data excludes the markets of Iran, North Korea, Sudan and Syria



Operating Income Walk to EBIT- Adjusted

<u>(\$B)</u>	<u>Q3</u> <u>2011</u>	<u>Q3</u> <u>2012</u>
Operating Income	1.8	1.6
Equity Income	0.4	0.4
Non-Controlling Interests	0.0	0.0
Non-Operating Income	0.0	0.2
Special Items	<u>0.0</u>	<u>0.1</u>
EBIT- Adjusted	2.2	2.3

Note: EBIT-Adj. includes GM Financial on an Earnings Before Tax (EBT) basis



Reconciliation of EBIT- Adjusted

<u>(\$B)</u>	<u>Q3</u> <u>2011</u>	<u>Q3</u> <u>2012</u>
Net Income to Common Stockholders	1.7	1.5
<u>Add Back:</u>		
Undistributed earnings allocated to Series B (Basic)	0.2	0.1
Dividends on Preferred Stock	0.2	0.2
Interest Expense / (Income)	0.0	0.0
Income Tax Expense	0.1	0.4
<u>Special Items:</u>		
GM Korea Goodwill Impairment	-	0.1
Total Special Items	<u>0.0</u>	<u>0.1</u>
EBIT- Adjusted	2.2	2.3

Note: EBIT-Adj. includes GM Financial on an Earnings Before Tax (EBT) basis

Note: Results may not foot due to rounding



Restructuring (not included in special items)

<u>(\$B)</u>	<u>Q3</u> <u>2011</u>	<u>Q4</u> <u>2011</u>	<u>Q1</u> <u>2012</u>	<u>Q2</u> <u>2012</u>	<u>Q3</u> <u>2012</u>
GMNA – Dealer Related	0.0	0.0	0.0	0.0	0.0
GMNA – Non-Dealer Related	<u>(0.1)</u>	<u>0.0</u>	<u>(0.1)</u>	<u>0.0</u>	<u>0.1</u>
Total GMNA	(0.1)	0.0	(0.1)	0.0	0.1
Total GME	(0.1)	(0.2)	0.0	0.0	0.0
Total GMIO	0.0	0.0	0.0	0.0	0.0
Total GMSA	<u>0.0</u>	<u>(0.1)</u>	<u>0.0</u>	<u>(0.1)</u>	<u>0.0</u>
Total	(0.2)	(0.2)	(0.1)	(0.1)	(0.0)

Note: Results may not foot due to rounding



Reconciliation of Automotive Free Cash Flow

<u>(\$B)</u>	<u>Q3</u> <u>2011</u>	<u>Q3</u> <u>2012</u>
Net cash provided by operating activities	2.0	3.4
Less net cash provided by operating activities-GM Financial	<u>(0.2)</u>	<u>(0.3)</u>
Automotive Net Cash Provided/(Used) Operating Activities	1.8	3.1
Capital expenditures	<u>(1.5)</u>	<u>(1.9)</u>
Automotive Free Cash Flow	0.3	1.2



GM Financial – Key Metrics

<u>(\$M)</u>	<u>Q3 2011</u>	<u>Q3 2012</u>
Earnings Before Tax	178	200
Total Loan and Lease Originations	1,547	1,777
GM New Vehicles as % of Total	39.3%	43.5%
Commercial Finance Receivables	-	284
Consumer Finance Receivables	9,438	10,853
Delinquencies (>30 days) ⁽¹⁾	6.4%	7.1%
Annualized Net Credit Losses as % of Avg. Consumer Finance Receivables	3.0%	2.5%

⁽¹⁾Excludes consumer finance receivables in repossession



Calculation of EBIT- Adj. as a Percent of Revenue

Total GM										
	Q3		Q4		Q1		Q2		Q3	
(\$B)	2011	%	2011	%	2012	%	2012	%	2012	%
Revenue	36.7		38.0		37.8		37.6		37.6	
Operating Income	1.8	4.9%	0.5	1.2%	1.0	2.6%	1.8	4.8%	1.6	4.3%
EBIT- Adjusted	2.2	6.0%	1.1	2.9%	2.2	5.8%	2.1	5.6%	2.3	6.1%

GMIO Consolidated Results										
	Q3		Q4		Q1		Q2		Q3	
(\$B)	2011	%	2011	%	2012	%	2012	%	2012	%
Revenue	6.1		7.0		6.1		6.9		6.7	
Operating Income	0.0	0.3 %	(0.3)	(3.6)%	0.1	0.9 %	0.2	2.8 %	0.1	1.7 %
Non-Operating Income (Expense)	-0.1		0.1		0.0		0.1		0.1	
Plus Special Items	0.0		0.3		0.0		0.0		0.1	
EBIT-Adjusted from consolidated operations	0.0	(0.6)%	0.1	1.5 %	0.1	2.1 %	0.3	4.3 %	0.3	4.4 %

Note: EBIT- Adjusted includes GM Financial on an Earnings Before Tax (EBT) basis; Results may not foot due to rounding; Certain data has been adjusted to conform to the current presentation

