# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, DC 20549-1004 <br> <br> FORM 8-K 

 <br> <br> 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) December 1, 2010
GENERAL MOTORS COMPANY
(Exact Name of Registrant as Specified in its Charter)

## 001-34960

(Commission File Number)

DELAWARE
27-0756180
(State or other jurisdiction of incorporation)
(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))
$\square \quad$ 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 December 1, 2010

## ITEM 8.01 Other Events

On December 1, 2010, General Motors Company (GM) issued a news release announcing November sales. The release and charts are attached as Exhibit 99.1 .

## EXHIBIT

| Exhibit | $\frac{\text { Description }}{\text { Sales Release and Charts }}$ |  |
| :--- | :--- | :--- |
| Exhibit 99.1 | Dated December 1, 2010 | Method of Filing |
|  | Attached as Exhibit |  |

## Table of Contents

## 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)

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

GM Communications
Detroit, Mich., USA
media.gm.com

For Release: 10:45 a.m. EST
December 1, 2010

## General Motors Sales Increase 21 Percent in November

- GM's four brands are on track to gain market share for the year
- Chevrolet monthly sales rise 18 percent; year-to-date sales are up 17 percent
- Buick monthly sales increase 36 percent; year-to-date sales are up 54 percent
- GMC monthly sales improve 30 percent; year-to-date sales are up 28 percent
- Cadillac monthly sales increase 21 percent; year-to-date sales are up 38 percent

DETROIT - General Motors dealers reported 168,704 total sales in November, a 21-percent increase from the prior year for the company's four brands. The gains were the result of balanced contributions from Chevrolet, Buick, GMC and Cadillac cars, crossovers and trucks. With sales for GM's four brands up 22 percent through November, GM is on track to gain market share for the year.

November retail sales for the company's brands rose 20 percent compared to a year earlier.
"Each brand came to the party in November," said Don Johnson, vice president, U.S. sales operations. "These results show that our brands continue to gain momentum with consumers who want stylish, fuel-efficient vehicles."

During the month, combined sales of the Chevrolet Equinox, GMC Terrain and Cadillac SRX increased 56 percent, while the combined sales for the Buick Enclave, GMC Acadia and Chevrolet Traverse rose 38 percent versus last year. Combined, GM's crossovers improved 39 percent during the month, and are up 51 percent year to date.

Combined sales of the Chevrolet Avalanche, Chevrolet Silverado and GMC Sierra full-size pickups increased 16 percent for the month and are 16 percent higher year to date, compared to 2009.

Passenger car deliveries increased 17 percent during November, driven by improving demand for the Chevrolet Cruze ( 8,066 unit sales) and Buick Regal ( 1,979 unit sales). Strong increases from Chevrolet Aveo (up 47 percent), Chevrolet Impala (up 19 percent) and Buick LaCrosse (up 20 percent) also helped drive the year-over-year improvement.
"November sales results are consistent with our expectations and show that the plan we laid out earlier this year to steadily grow in the U.S. market is working," Johnson said. Sales for GM’s four brands have increased 22 percent through November, while the industry has increased approximately 11 percent.

Month-end dealer inventory in the U.S. stood at about 536,000 units, which is about 21,000 higher compared to October, and about 98,000 higher than November 2009.

## November Key Facts and Brand Results:

- Calendar-year-to-date total sales for GM's four brands are up 22 percent
- Calendar-year-to-date retail sales for GM's four brands are up 15 percent
- GM's four brands have sold 103,014 more vehicles year-to-date than were sold with eight brands through November 2009
- GM sells the most stylish, fuel-efficient crossovers in the U.S. market, with sales up 51 percent in 2010
- Chevrolet: Chevrolet delivered 117,588 total vehicles in November, an 18-percent increase year over year. Retail sales for Chevrolet rose 13 percent on the strength of improving Cruze sales, and strong Silverado and Equinox retail sales, which were up 15 and 51 percent respectively. Year-to-date total Chevrolet sales are up 17 percent.
- Buick: Buick, the fastest growing major automotive brand in the United States, reported 11,725 total sales, a 36-percent increase compared to a year ago. This includes a 37-percent rise in year-over-year retail sales - the 14th consecutive month of year-over-year sales gains for the brand. Total Buick sales are up 54 percent for the calendar year to date.
- GMC: GMC reported total sales of 27,590, a 30-percent increase compared to the same month last year. This marks the 14th consecutive month of year-over-year sales increases. Retail sales were 29 percent higher than last year, spurred by Sierra, Acadia and Terrain - up 16 percent, 76 percent and 55 percent, respectively. For the year, GMC total sales are up 28 percent.
- Cadillac: Cadillac, the fastest-growing luxury brand in the United States, reported total sales of 11,801 for November - 21 percent higher than last November, with retail sales increasing 46 percent. November was the 10th consecutive month of year-over-year total and retail sales gains. SRX retail sales were up 39 percent, compared to a year ago. CTS retail sales rose 97 percent, driven by strong demand for the all-new CTS Coupe. Total sales for Cadillac are up 38 percent for the year.
- Fleet sales for GM's four brands were 47,330 for the month.

About General Motors: General Motors, one of the world's largest automakers, traces its roots back to 1908. With its global headquarters in Detroit, GM employs 209,000 people in every major region of the world and does business in more than 120 countries. GM and its strategic partners produce cars and trucks in 31 countries, and sell and service these vehicles through the following brands: Buick, Cadillac, Chevrolet, FAW, GMC, Daewoo, Holden, Jiefang, Opel, Vauxhall and Wuling. GM's largest national market is China, followed by the United States, Brazil, Germany, the United Kingdom, Canada, and Italy. GM’s OnStar subsidiary is the industry leader in vehicle safety, security and information services. General Motors acquired operations from General Motors Corporation on July 10, 2009, and references to prior periods in this and other press materials refer to operations of the old General Motors Corporation. More information on the new General Motors can be found at www.gm.com.

## GM U.S. Deliveries for November 2010 - Divisional Brand Level

| *S/D Curr: 24 | November |  |  |  | (Calendar Year-to-Date) <br> January - November |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| *S/D Prev: 23 | 2010 | 2009 | \% Chg Volume | $\begin{array}{r} \text { \%Chg } \\ \text { per S/D } \end{array}$ | 2010 | 2009 | $\begin{gathered} \text { \%Chg } \\ \text { Volume } \end{gathered}$ |
| Vehicle Total | 168,739 | 151,427 | 11.4 | 6.8 | 1,991,042 | 1,875,981 | 6.1 |
| Brand Total | 168,704 | 139,672 | 20.8 | 15.8 | 1,978,995 | 1,621,982 | 22.0 |
| Other Brand Total | 35 | 11,755 | -99.7 | -99.7 | 12,047 | 253,999 | -95.3 |

GM Vehicle Deliveries by Marketing Division

|  | 2010 | 2009 | \%Chg <br> Volume | $\begin{array}{r} \text { \%Chg } \\ \text { per S/D } \end{array}$ | 2010 | 2009 | \%Chg <br> Volume |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Buick Total | 11,725 | 8,627 | 35.9 | 30.2 | 138,294 | 90,069 | 53.5 |
| Cadillac Total | 11,801 | 9,721 | 21.4 | 16.3 | 130,207 | 94,347 | 38.0 |
| Chevrolet Total ** | 117,588 | 100,023 | 17.6 | 12.7 | 1,417,672 | 1,209,007 | 17.3 |
| GMC Total ** | 27,590 | 21,301 | 29.5 | 24.1 | 292,822 | 228,559 | 28.1 |
| Brand Total | 168,704 | 139,672 | 20.8 | 15.8 | 1,978,995 | 1,621,982 | 22.0 |
| HUMMER Total | 25 | 221 | -88.7 | -89.2 | 3,774 | 8,721 | -56.7 |
| Pontiac Total | 7 | 7,426 | ***.* | ***.* | 1,052 | 169,890 | -99.4 |
| Saab Total | 0 | 371 | ***.* | ***.* | 608 | 7,812 | -92.2 |
| Saturn Total | 3 | 3,737 | ***.* | ***.* | 6,613 | 67,576 | -90.2 |
| Other Brand Total | 35 | 11,755 | -99.7 | -99.7 | 12,047 | 253,999 | -95.3 |
| GM Vehicle Total | 168,739 | 151,427 | 11.4 | 6.8 | 1,991,042 | 1,875,981 | 6.1 |

* Twenty-four selling days for the November period this year and twenty-three for last year.
** Effective August 2007, GM includes GMC \& Chevrolet dealer deliveries of commercial vehicles distributed by American Isuzu Motors, Inc.

|  | November |  |  |  | (Calendar Year-to-Date) January - November |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2009 | $\begin{aligned} & \hline \text { \% Chg } \\ & \text { Volume } \end{aligned}$ | $\begin{gathered} \hline \text { \%Chg per } \\ \text { S/D } \\ \hline \end{gathered}$ | 2010 | 2009 | $\begin{gathered} \hline \text { \%Chg } \\ \text { Volume } \end{gathered}$ |
| Selling Days (S/D) | 24 | 23 |  |  |  |  |  |
| Enclave | 3,810 | 3,056 | 24.7 | 19.5 | 48,792 | 37,701 | 29.4 |
| LaCrosse | 4,070 | 3,400 | 19.7 | 14.7 | 56,038 | 23,237 | 141.2 |
| Lucerne | 1,866 | 2,171 | -14.0 | -17.6 | 24,197 | 29,085 | -16.8 |
| Rainier | 0 | 0 | ***.* | ***.* | 0 | 4 | ***.* |
| Regal | 1,979 | 0 | ***.* | ***.* | 9,267 | 0 | ***.* |
| Rendezvous | 0 | 0 | ***.* | ***.* | 0 | 9 | ***.* |
| Terraza | 0 | 0 | ***.* | ***.* | 0 | 33 | ***.* |
| Buick Total | 11,725 | 8,627 | 35.9 | 30.2 | 138,294 | 90,069 | 53.5 |
| CTS | 3,727 | 2,705 | 37.8 | 32.0 | 40,485 | 34,637 | 16.9 |
| DTS | 1,384 | 1,408 | -1.7 | -5.8 | 17,102 | 15,429 | 10.8 |
| Escalade | 1,347 | 1,618 | -16.7 | -20.2 | 13,832 | 14,736 | -6.1 |
| Escalade ESV | 763 | 507 | 50.5 | 44.2 | 7,412 | 5,713 | 29.7 |
| Escalade EXT | 197 | 145 | 35.9 | 30.2 | 1,816 | 2,160 | -15.9 |
| SRX | 4,076 | 3,004 | 35.7 | 30.0 | 45,229 | 15,251 | 196.6 |
| STS | 307 | 279 | 10.0 | 5.5 | 4,144 | 5,677 | -27.0 |
| XLR | 0 | 55 | ***.* | ***.* | 187 | 744 | -74.9 |
| Cadillac Total | 11,801 | 9,721 | 21.4 | 16.3 | 130,207 | 94,347 | 38.0 |
| Avalanche | 1,459 | 1,373 | 6.3 | 1.8 | 18,409 | 14,312 | 28.6 |
| Aveo | 3,262 | 2,212 | 47.5 | 41.3 | 44,586 | 35,157 | 26.8 |
| Camaro | 4,164 | 6,867 | -39.4 | -41.9 | 75,685 | 54,100 | 39.9 |
| Chevy C/T Series | 0 | 0 | ***.* | ***.* | 9 | 36 | -75.0 |
| Chevy W Series | 28 | 41 | -31.7 | -34.6 | 286 | 648 | -55.9 |
| Cobalt | 931 | 5,112 | -81.8 | -82.5 | 96,740 | 96,052 | 0.7 |
| Colorado | 1,598 | 1,316 | 21.4 | 16.4 | 22,255 | 30,614 | -27.3 |
| Corvette | 836 | 952 | -12.2 | -15.8 | 11,645 | 12,901 | -9.7 |
| Cruze | 8,066 | 0 | ***.* | ***.* | 13,630 | 0 | ***** |
| Equinox | 15,387 | 9,587 | 60.5 | 53.8 | 127,215 | 73,437 | 73.2 |
| Express | 4,760 | 3,489 | 36.4 | 30.7 | 53,279 | 49,140 | 8.4 |
| HHR | 4,118 | 4,720 | -12.8 | -16.4 | 71,371 | 67,402 | 5.9 |
| Impala | 14,693 | 12,375 | 18.7 | 13.8 | 160,667 | 151,952 | 5.7 |
| Kodiak 4/5 Series | 6 | 303 | -98.0 | -98.1 | 1,189 | 3,965 | -70.0 |
| Kodiak 6/7/8 Series | 4 | 16 | -75.0 | -76.0 | 245 | 875 | -72.0 |
| Malibu | 11,651 | 11,113 | 4.8 | 0.5 | 187,250 | 142,194 | 31.7 |
| Monte Carlo | 0 | 0 | ***.* | ***.* | 0 | 6 | ***.* |
| Silverado-C/K Pickup | 25,619 | 22,101 | 15.9 | 11.1 | 327,617 | 283,243 | 15.7 |
| Suburban (Chevy) | 4,726 | 4,678 | 1.0 | -3.2 | 40,888 | 36,350 | 12.5 |
| Tahoe | 6,325 | 6,528 | -3.1 | -7.1 | 68,193 | 63,971 | 6.6 |
| TrailBlazer | 1 | 165 | -99.4 | -99.4 | 216 | 8,715 | -97.5 |
| Traverse | 9,954 | 7,054 | 41.1 | 35.2 | 96,221 | 82,210 | 17.0 |
| Uplander | 0 | 21 | ***.* | ***.* | 76 | 1,727 | -95.6 |
| Chevrolet Total | 117,588 | 100,023 | 17.6 | 12.7 | 1,417,672 | 1,209,007 | 17.3 |
| Acadia | 5,541 | 3,877 | 42.9 | 37.0 | 60,677 | 47,834 | 26.8 |
| Canyon | 598 | 452 | 32.3 | 26.8 | 7,166 | 9,481 | -24.4 |
| Envoy | 1 | 81 | -98.8 | -98.8 | 82 | 4,757 | -98.3 |
| GMC C/T Series | 0 | 18 | ***.* | **** | 54 | 437 | -87.6 |
| GMC W Series | 25 | 105 | -76.2 | -77.2 | 382 | 1,591 | -76.0 |
| Savana | 949 | 650 | 46.0 | 39.9 | 12,792 | 11,118 | 15.1 |
| Sierra | 9,781 | 8,371 | 16.8 | 12.0 | 112,999 | 99,698 | 13.3 |
| Terrain | 5,902 | 3,683 | 60.2 | 53.6 | 51,216 | 8,486 | 503.5 |
| Topkick 4/5 Series | 6 | 139 | -95.7 | -95.9 | 907 | 2,511 | -63.9 |
| Topkick 6/7/8 Series | 0 | 129 | ***.* | ***.* | 418 | 1,707 | -75.5 |
| Yukon | 2,317 | 2,253 | 2.8 | -1.4 | 24,890 | 26,073 | -4.5 |
| Yukon XL | 2,470 | 1,543 | 60.1 | 53.4 | 21,239 | 14,866 | 42.9 |
| GMC Total | 27,590 | 21,301 | 29.5 | 24.1 | 292,822 | 228,559 | 28.1 |
| Brand Total | 168,704 | 139,672 | 20.8 | 15.8 | 1,978,995 | 1,621,982 | 22.0 |
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Sales Reporting and Data Management
Page 1 of 1

