



General Motors Company

Q3 2010 Results

November 10, 2010



Forward Looking Statements

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” 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 planning significant investment in new technology; 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 report on Form 10-Q provides information about these and other factors, which we may revise or supplement in future reports to the SEC.



Summary of Q3 2010 Results

	<u>Q1 2010</u>	<u>Q2 2010</u>	<u>Q3 2010</u>
<u>GAAP</u>			
Net Revenue (\$B)	31.5	33.2	34.1
Operating Income (\$B)	1.2	1.8	1.9
Net Income Attr. Common Stockholders (\$B)	0.9	1.3	2.0
EPS – Diluted (\$/Share)	0.55	0.85	1.20
<hr/>			
<u>Non- GAAP</u>			
EBIT - Adj. (\$B)	1.7	2.0	2.3
Free Cash Flow (\$B)	1.0	2.8	1.4



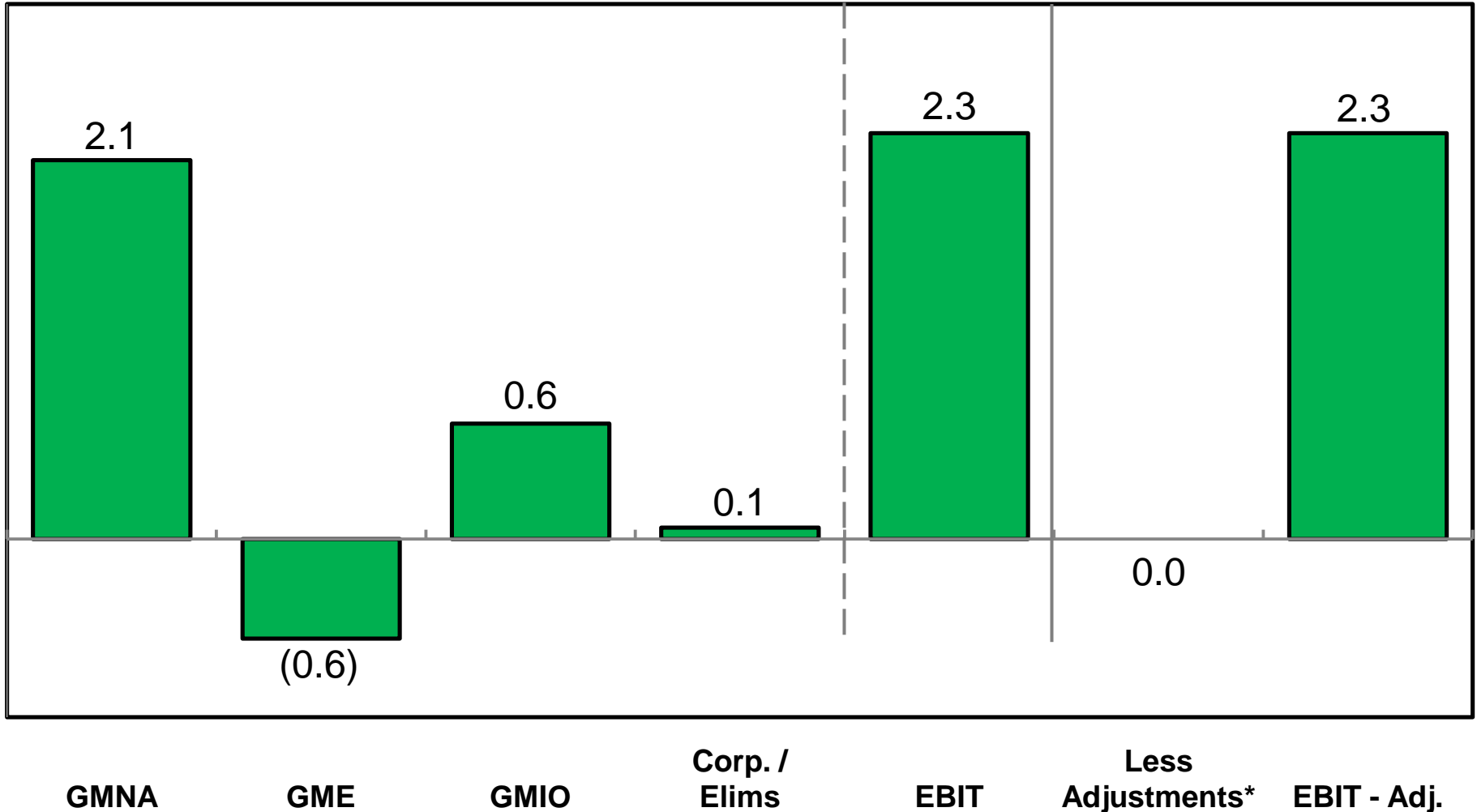
Q3 Operating Income Walk to EBIT- Adj.

<u>(\$ B)</u>	<u>Q3 2010</u>
Operating Income	1.9
Equity Income	0.4
Non-Controlling Interests	(0.1)
Non-Operating Income	<u>0.1</u>
Earnings Before Interest & Taxes (EBIT)	2.3
Less Adjustments	<u>0.0</u>
EBIT- Adj.	2.3



Q3 2010 EBIT & EBIT - Adj.

(\$B)

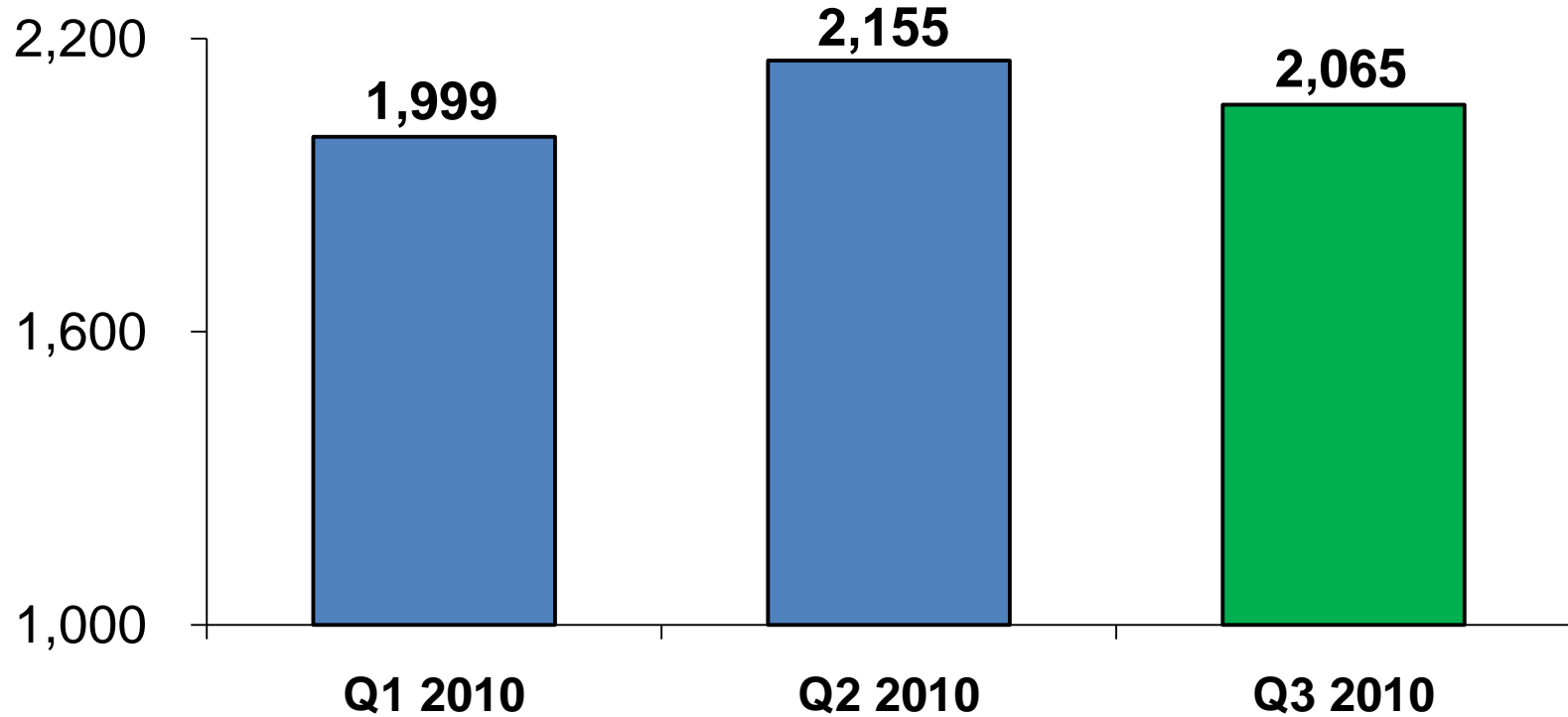


* Included in Earnings Before Interest and Taxes (EBIT)



Q3 2010 Global Deliveries

(000's)



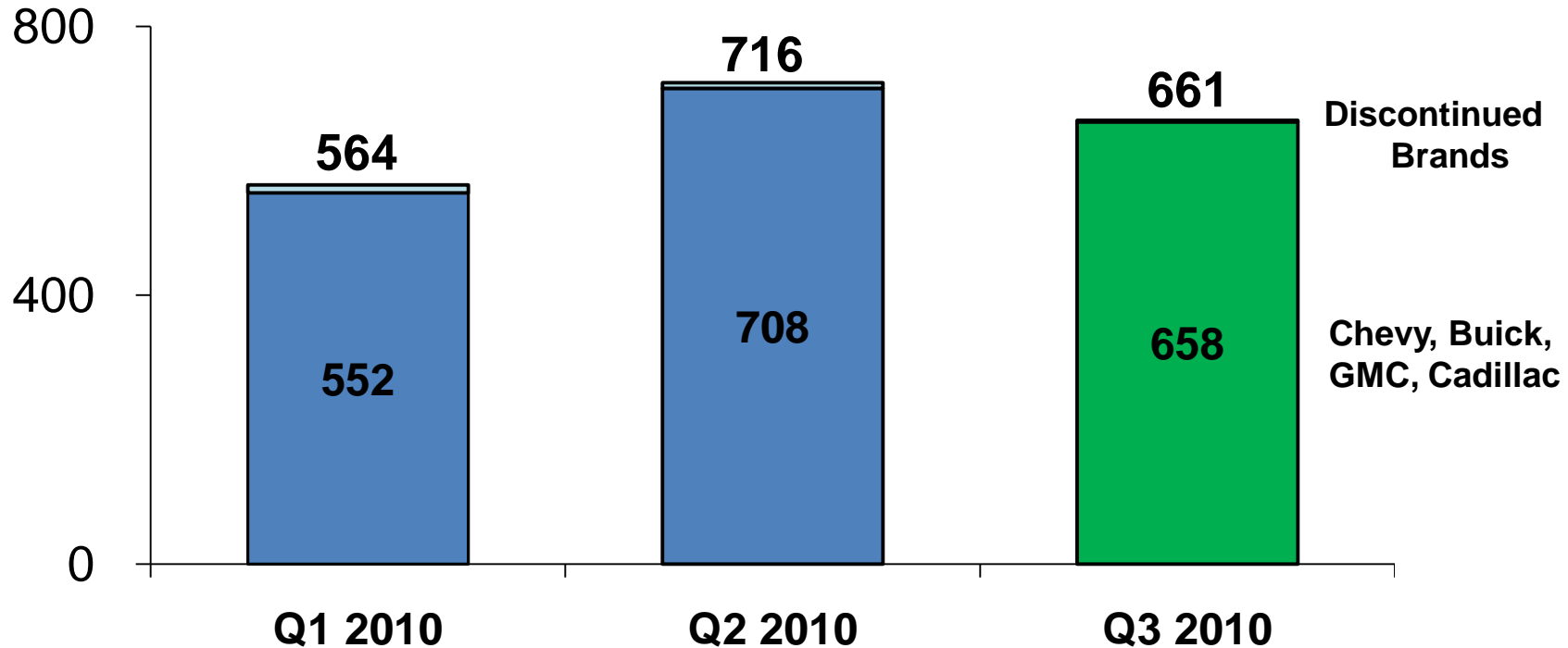
Global Share	Q1 2010	Q2 2010	Q3 2010
	11.0%	11.6%	11.5%

GM deliveries & market share include vehicles sold around the world under GM and JV brands, and through GM branded distribution network



Q3 2010 GMNA Deliveries

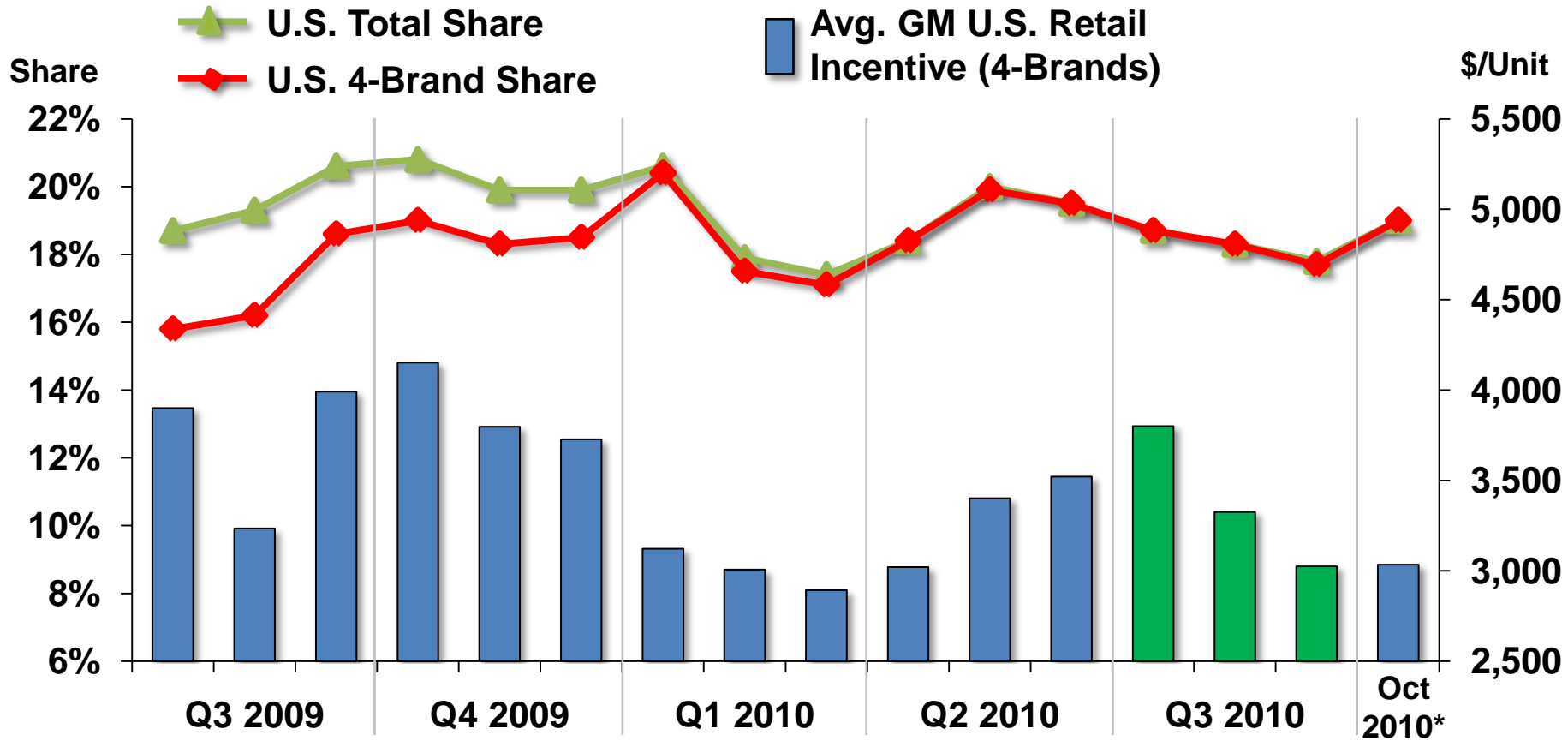
(000's)



GMNA Share	17.8%	18.7%	17.7%
U.S. Share	18.4%	19.4%	18.3%
U.S. 4 Brand Share	18.1%	19.3%	18.3%



Key GMNA Performance Indicators



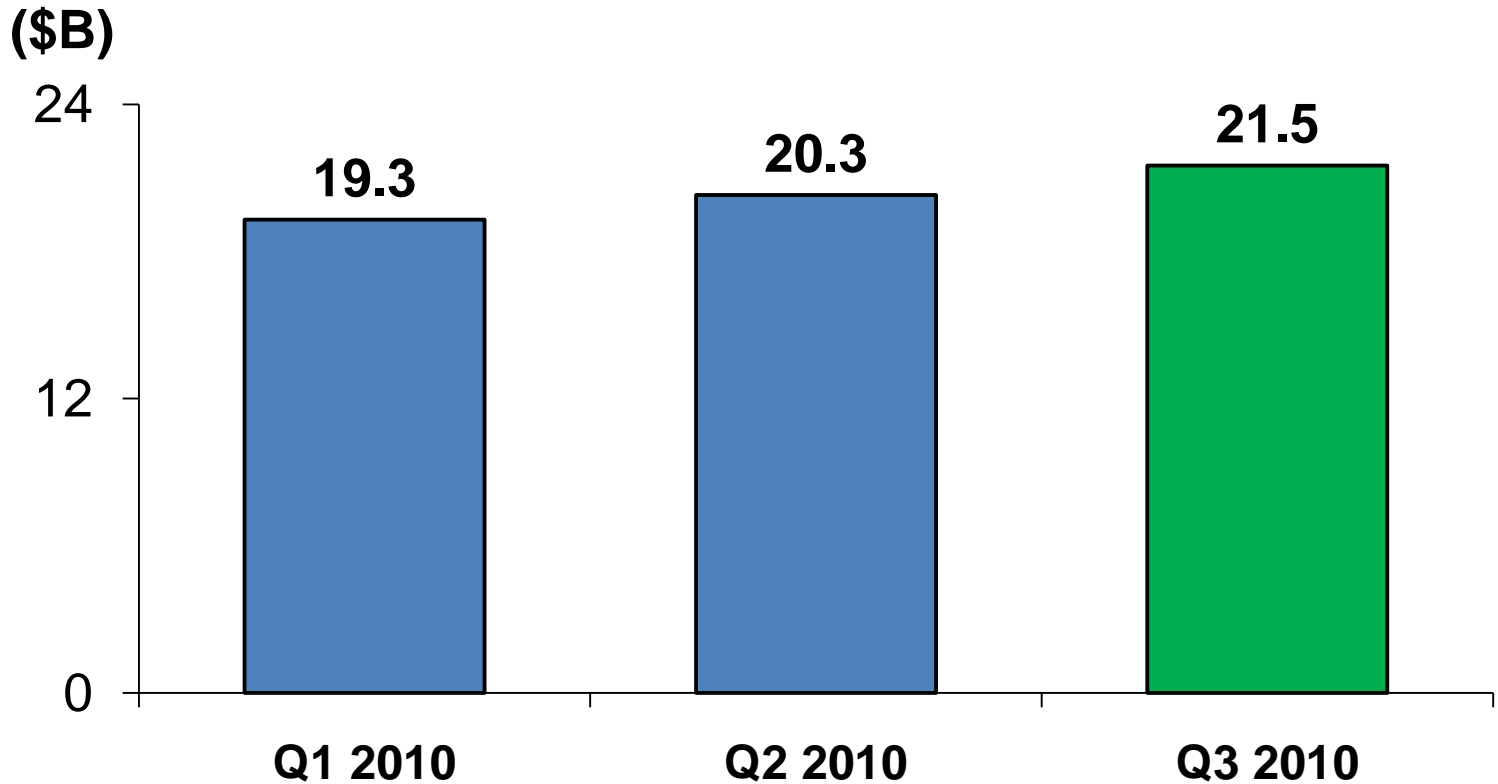
Avg. U.S. Retail Incentive, as % of ATP

GM (4-Brand) %	14.0	12.2	12.5	13.3	12.2	12.0	10.3	9.7	9.3	9.9	11.2	11.7	12.6	10.7	9.6	9.5
GM vs. Ind. (GM % / Ind. %)	1.23	1.23	1.31	1.40	1.29	1.20	1.06	0.93	0.85	0.95	1.03	1.10	1.12	1.01	0.95	1.01

* October incentives as of the October 24th.



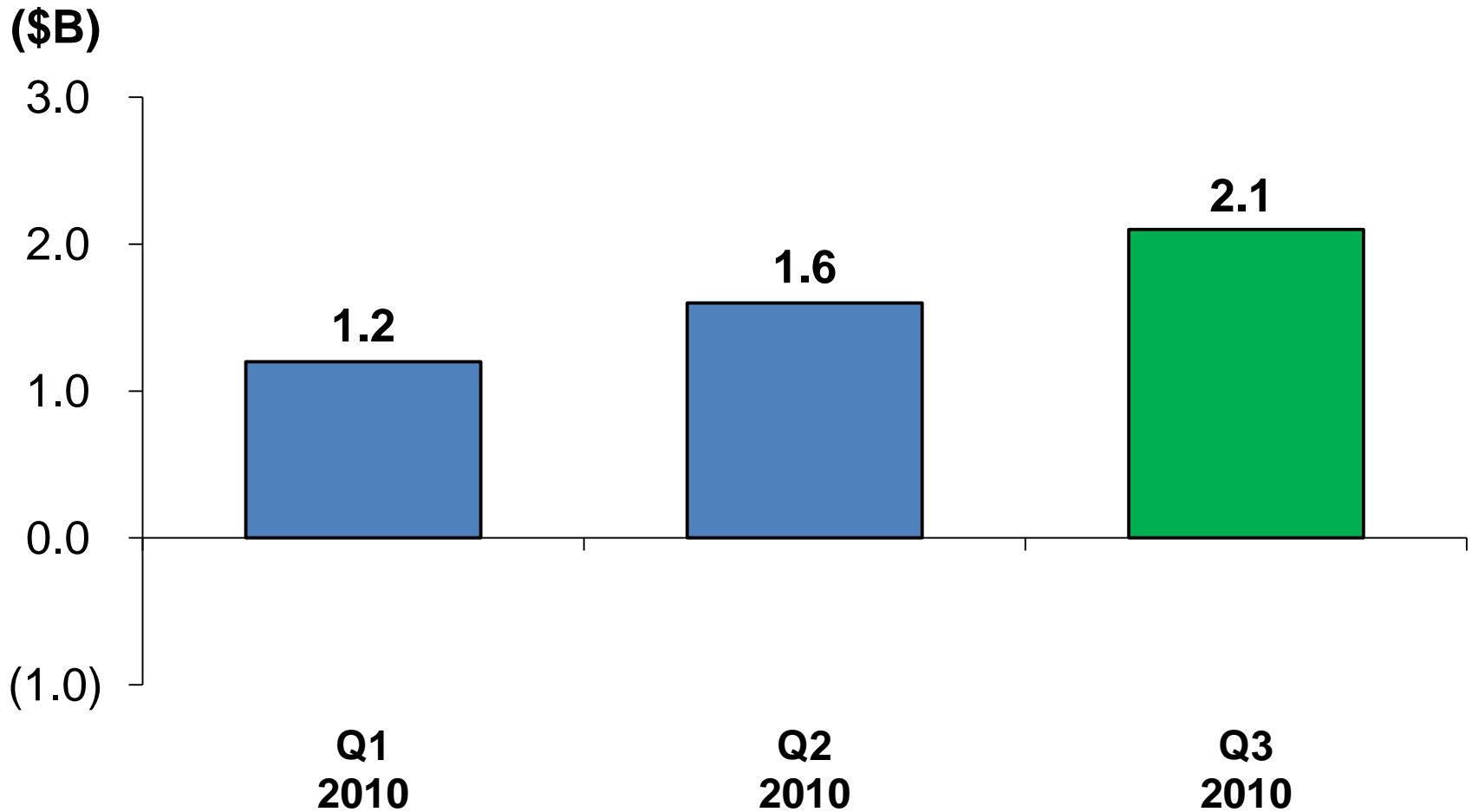
Q3 2010 GMNA Net Revenue



GMNA Production (000's)	668	731	707
U.S. Dealer Inv (000's)	428	438	478



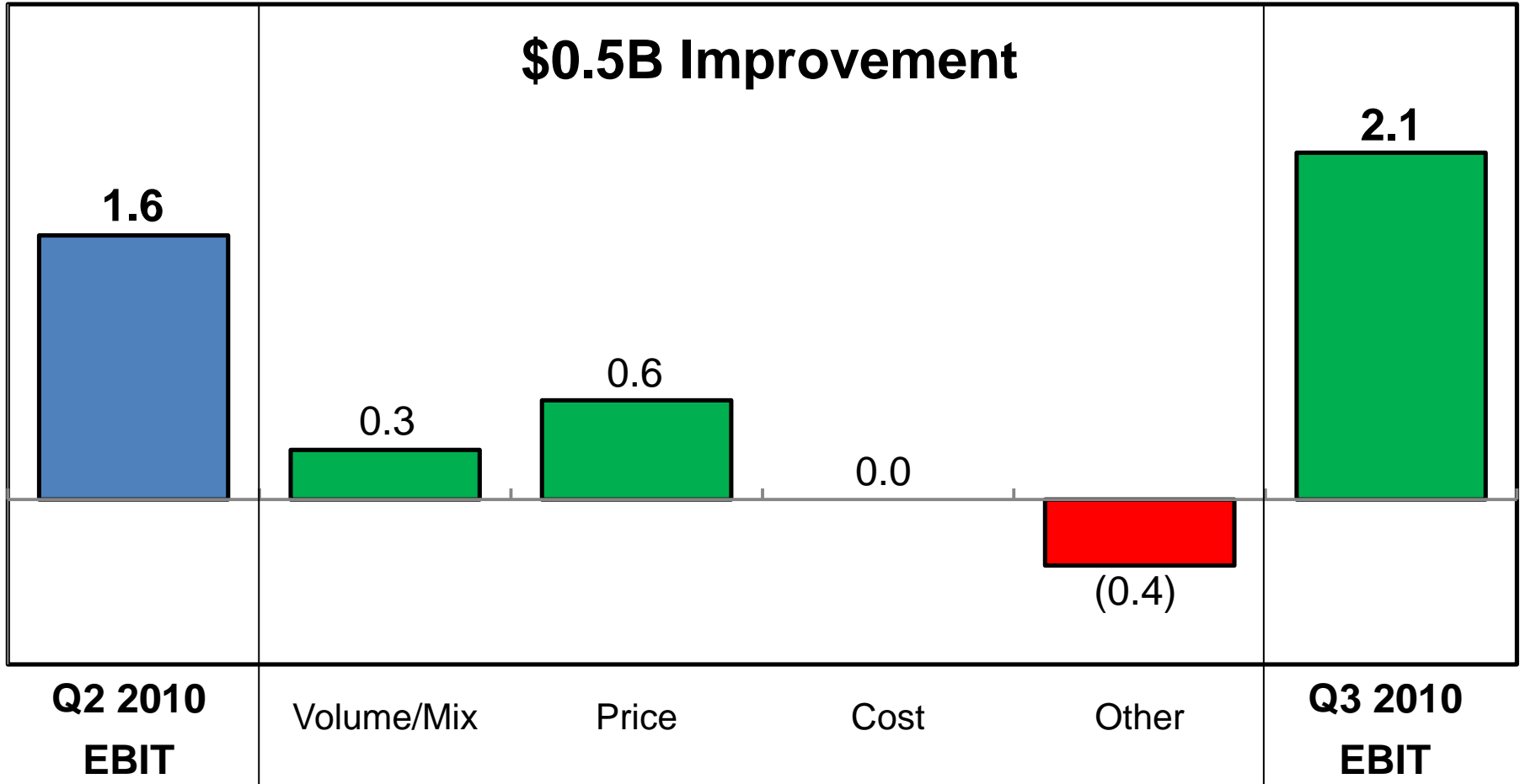
Q3 2010 GMNA Earnings Before Interest & Taxes





GMNA EBIT – Q2 2010 vs. Q3 2010

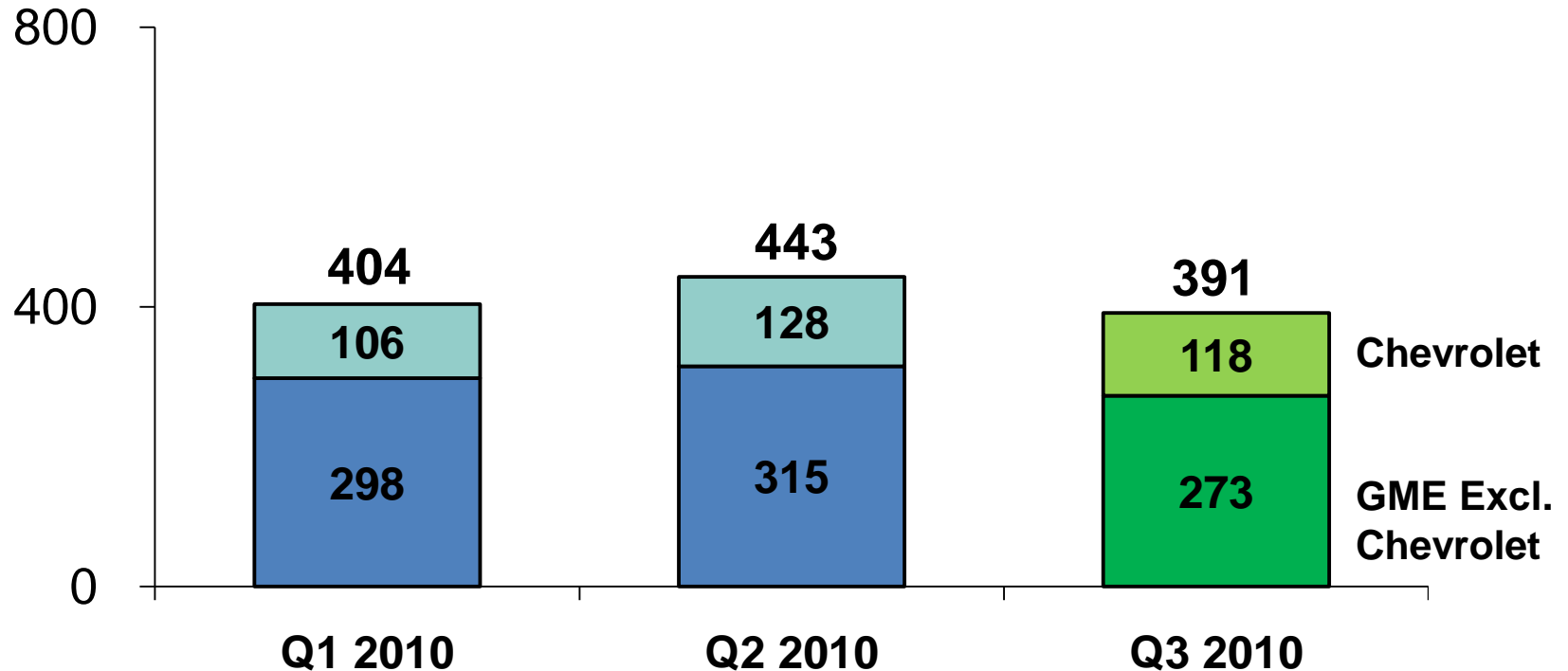
(\$B)





Q3 2010 GME Deliveries

(000's)

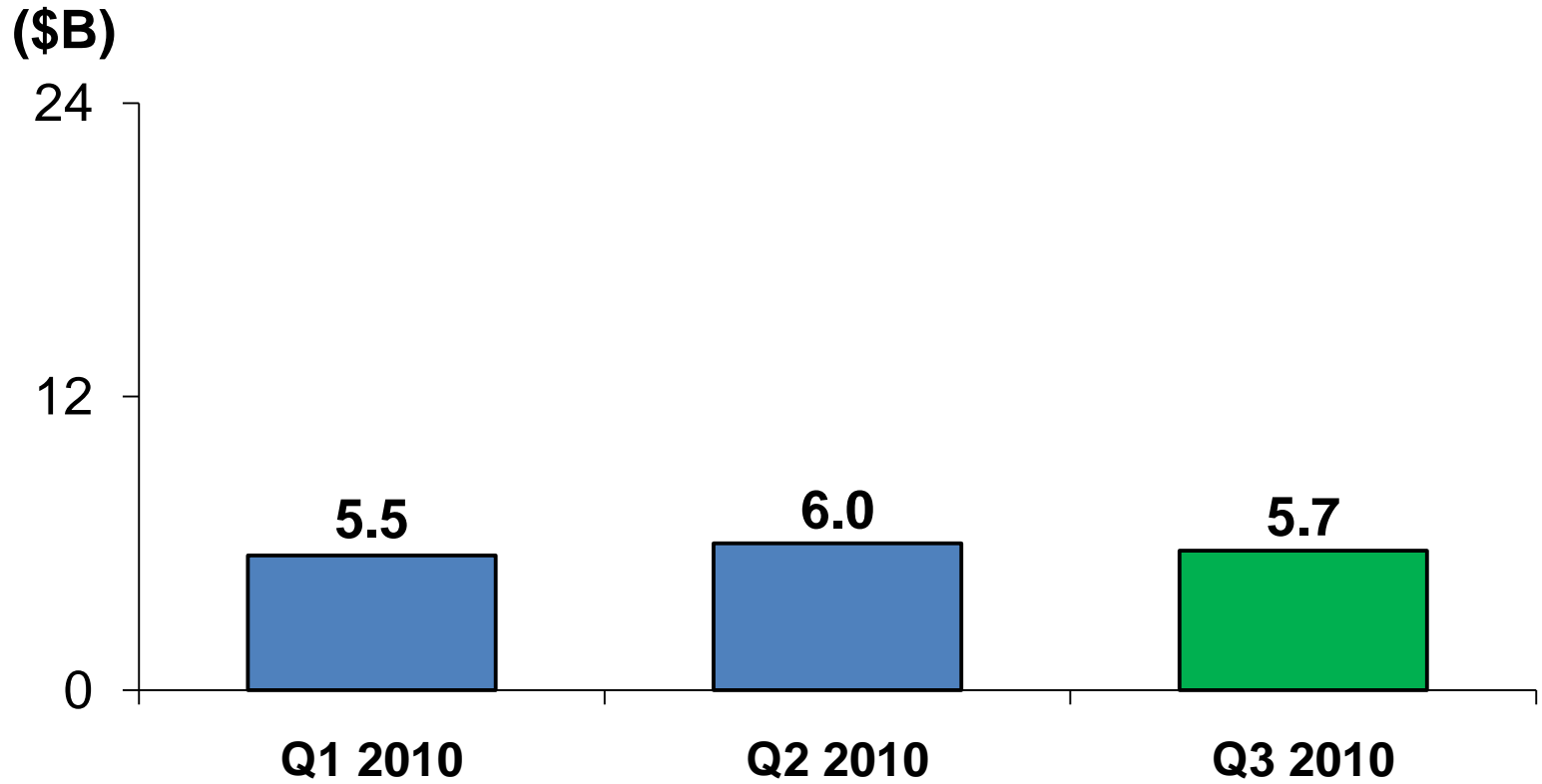


GME Share	8.5%	8.8%	8.9%
Germany Share	8.2%	8.0%	8.5%
U.K. Share	12.0%	13.8%	12.6%

GME deliveries and market share include unit sales of Chevrolets produced by GMIO. Revenue and associated costs of these unit sales are reported by GMIO



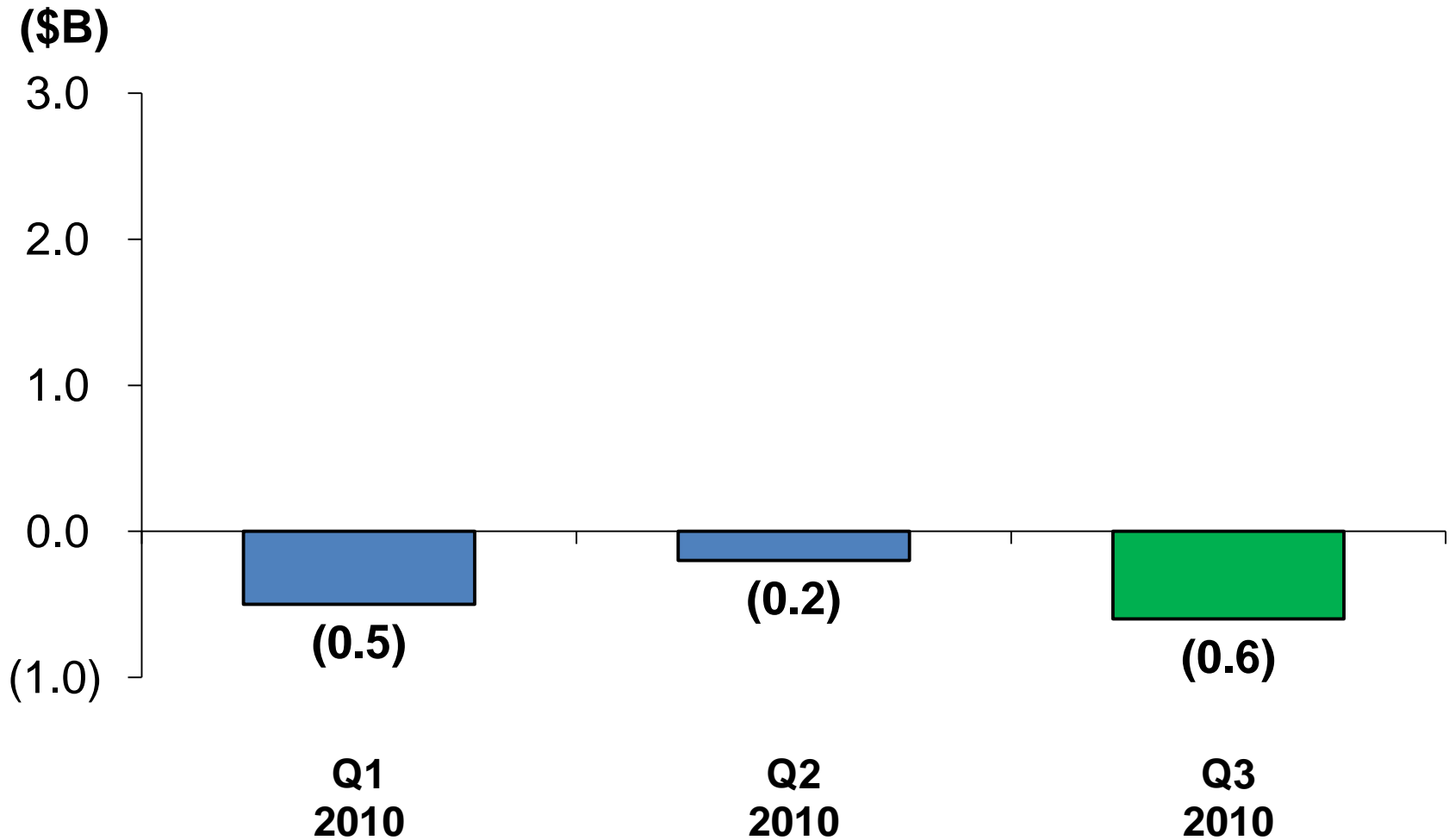
Q3 2010 GME Net Revenue



Production (000's)	Q1 2010	Q2 2010	Q3 2010
	305	331	286



Q3 2010 GME Earnings Before Interest & Taxes





GME EBIT – Q2 2010 vs. Q3 2010

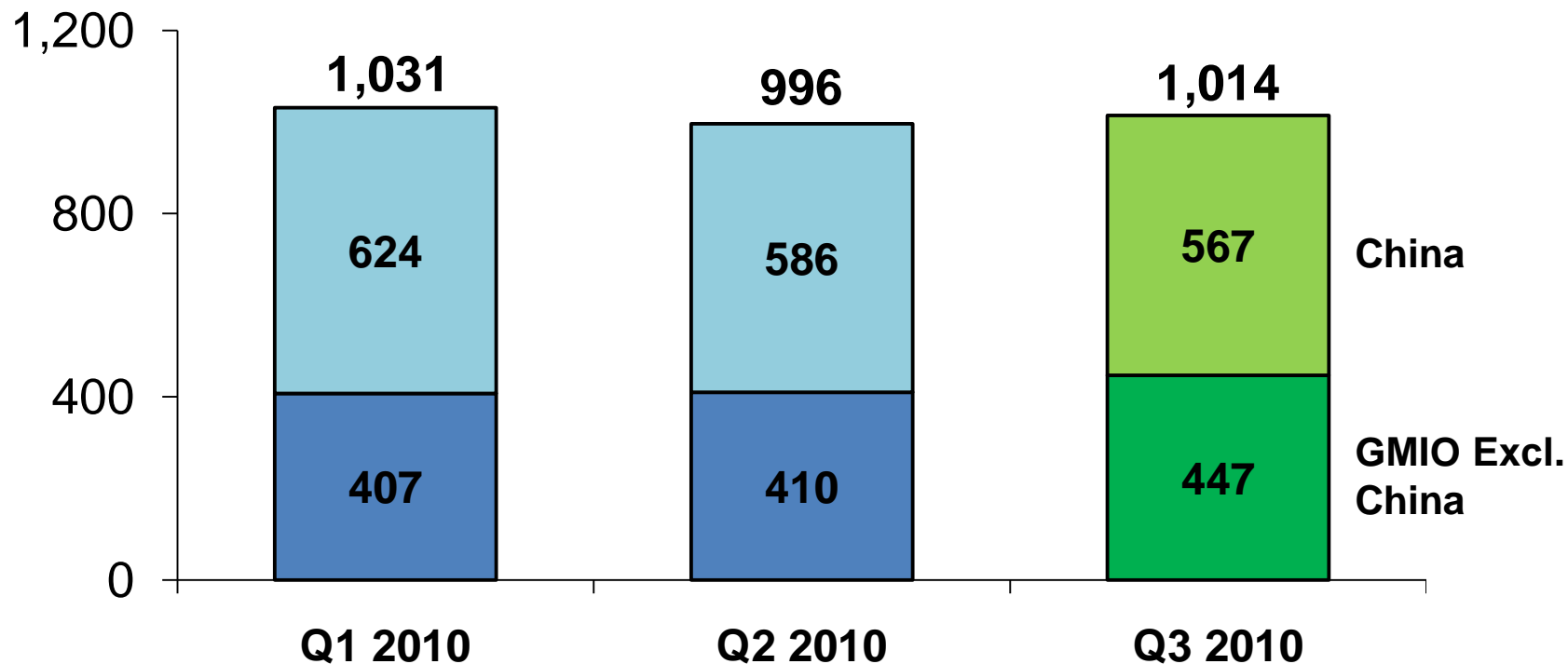
(\$B)





Q3 2010 GMIO Deliveries

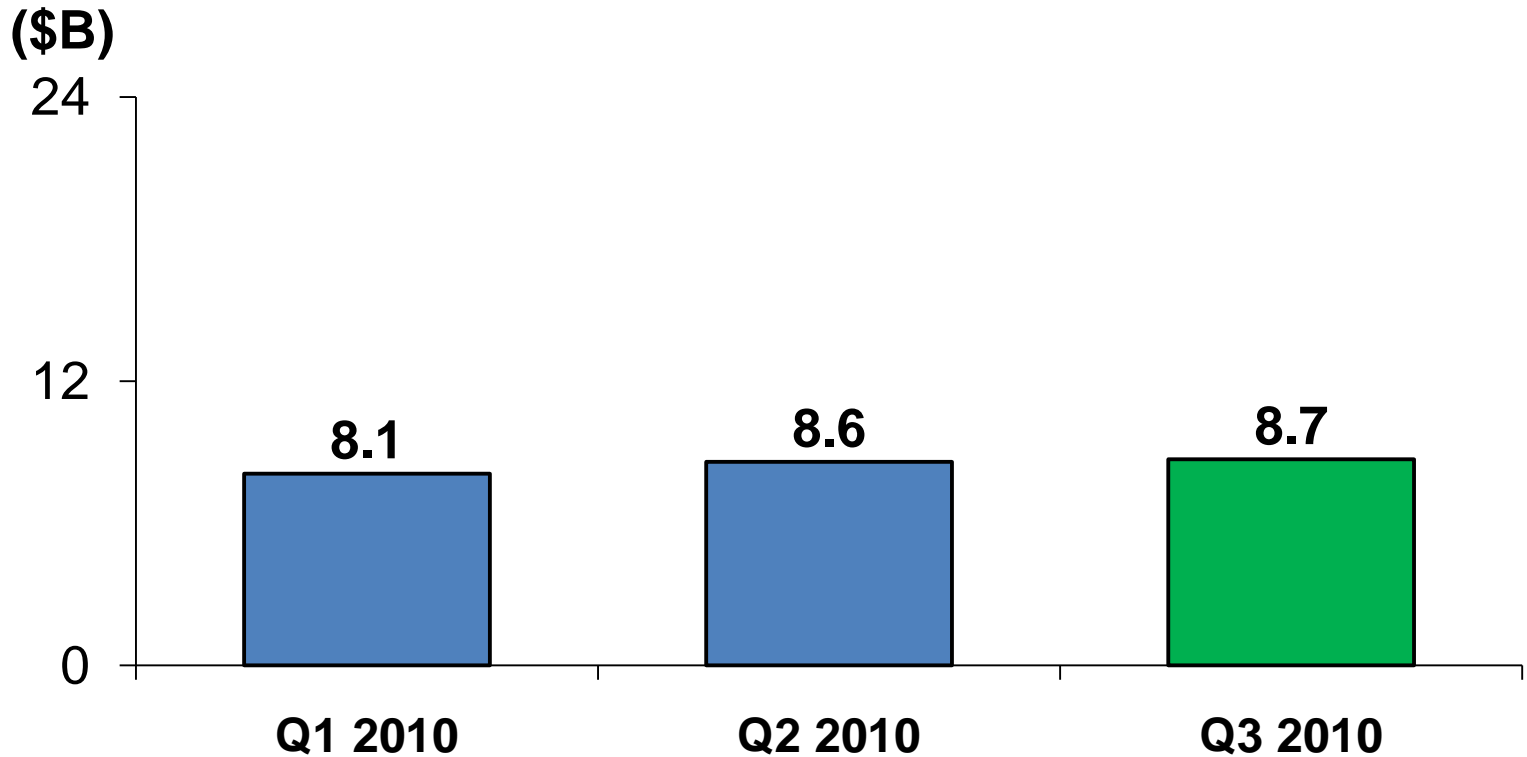
(000's)



	Q1 2010	Q2 2010	Q3 2010
GMIO Share	10.2%	10.3%	10.3%
China Share	13.3%	13.1%	13.6%
Brazil Share	19.9%	18.4%	18.3%
India Share	4.2%	4.0%	3.0%



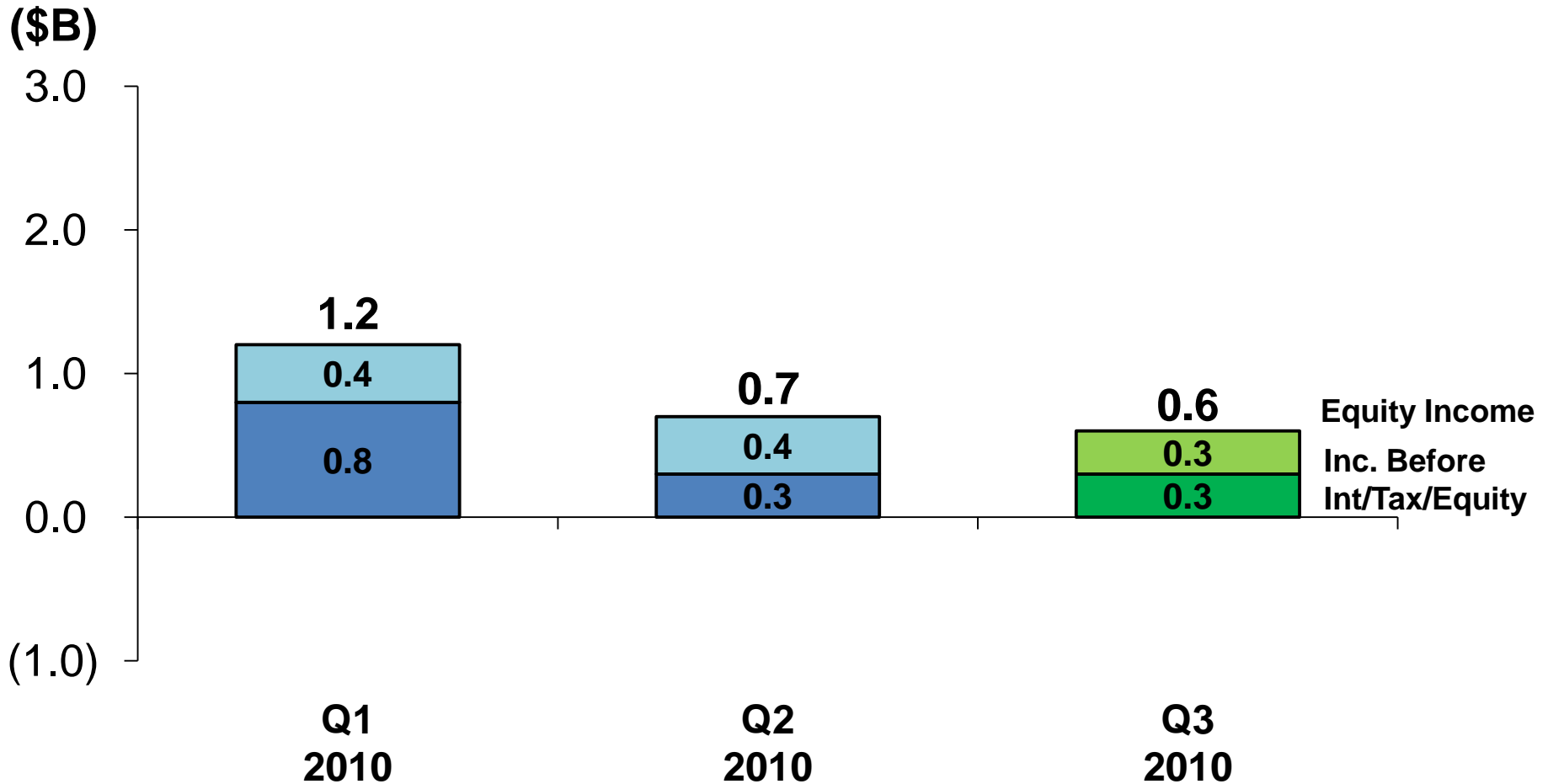
Q3 2010 GMIO Net Revenue



<u>Production (000's)</u>			
Fully Consolidated	458	498	480
Joint Venture	<u>654</u>	<u>697</u>	<u>631</u>
Total	1,112	1,195	1,111



Q3 2010 GMIO Earnings Before Interest & Taxes





GMIO EBIT - Q2 2010 vs. Q3 2010

(\$B)





Cash Flow

<u>(\$B)</u>	<u>Q2 2010</u>	<u>Q3 2010</u>
Net Income Attr. Common Stockholders	1.3	2.0
Add-back Non-Controlling Interests & Preferred Dividends	<u>0.3</u>	<u>0.2</u>
Net Income	1.6	2.2
Depreciation / Amortization	1.7	1.7
Working Capital	0.1	(0.5)
Pension / OPEB & Other	0.5	(0.8)
Net cash provided/(used) operating activities	3.9	2.6
Capital Expenditures	(1.1)	(1.2)
Free Cash Flow	2.8	1.4



Key Balance Sheet Items

<u>(\$B)</u>	<u>June 30</u> <u>2010</u>	<u>Sept. 30</u> <u>2010</u>
Cash & marketable securities *	32.5	34.5
Available Credit Facilities	<u>1.1</u>	<u>1.3</u>
Available Liquidity *	33.6	35.8
 <u>Key Obligations:</u>		
Debt	8.2	8.6
Preferred Stock	7.0	7.0
Underfunded Pensions	26.4	29.4
Underfunded OPEB	9.3	9.4

* Includes Canadian HC Trust Restricted Cash



Q4 Outlook

- Expect Q4 EBIT to remain positive, but at a significantly lower run-rate than each of first three quarters
 - Different production mix
 - New vehicle launch costs
 - Increased engineering expense in support of future products
- \$0.7B non-cash charge associated with purchase of Series A Preferred Stock held by United States Department of Treasury



Q3 Key Messages

- Three straight quarters of profitability and positive cash flow
- Expect to post solidly profitable results for CY 2010
- Company continues to deliver on major business objectives
 - Product launches
 - Cost discipline
 - European restructuring
 - Strengthening balance sheet



General Motors Company

Select Supplemental Financial Information



Operating Income Walk to EBIT- Adj

<u>(\$B)</u>	<u>Q1</u> <u>2010</u>	<u>Q2</u> <u>2010</u>	<u>Q3</u> <u>2010</u>
Operating Income	1.2	1.8	1.9
Equity Income	0.4	0.4	0.4
Non-Controlling Interests	(0.1)	(0.1)	(0.1)
Non-Operating Income/(Expense)	<u>0.3</u>	<u>(0.1)</u>	<u>0.1</u>
Earnings Before Interest & Taxes	1.8	2.0	2.3
Less Adjustments	<u>0.1</u>	<u>0.0</u>	<u>0.0</u>
EBIT- Adj.	1.7	2.0	2.3



Detail of Adjustments

<u>(\$B)</u>	<u>Q1</u> <u>2010</u>	<u>Q2</u> <u>2010</u>	<u>Q3</u> <u>2010</u>
Earnings Before Interest & Taxes (EBIT)	1.8	2.0	2.3
<u>Less Adjustments</u>			
- Gain on Saab Sale	0.1		
Total Adjustments	<u>0.1</u>	<u>0.0</u>	<u>0.0</u>
EBIT – Adj.	1.7	2.0	2.3



Restructuring Excluded From Adjustments

<u>(\$B)</u>	<u>Q1</u> <u>2010</u>	<u>Q2</u> <u>2010</u>	<u>Q3</u> <u>2010</u>
GMNA – Dealer Related	0.0	0.0	0.0
GMNA – Non-Dealer Related	<u>0.1</u>	<u>0.0</u>	<u>0.0</u>
Total GMNA	0.1	0.0	0.0
Total GME	(0.3)	(0.2)	(0.1)
Total GMIO	0.0	0.0	0.0
Total	(0.2)	(0.2)	(0.1)