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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, DC 20549-1004**

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**FORM 8-K**

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**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 30, 2013**

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**GENERAL MOTORS COMPANY**

(Exact Name of Registrant as Specified in its Charter)

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**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)

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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 30, 2013 a news release was issued on the subject of 2013 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 2013 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 30, 2013 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/ THOMAS S. TIMKO

Date: October 30, 2013

By: \_\_\_\_\_  
Thomas S. Timko  
Vice President, Controller and Chief Accounting Officer

For Release: Wednesday Oct. 30, 2013 7:30 a.m. EDT

## GM Reports Third Quarter Net Income of \$0.7 Billion

- EPS of \$0.45 includes net loss from special items of \$0.51 per share
- EBIT-adjusted of \$2.6 billion, up from \$2.3 billion in the third quarter of 2012

**DETROIT** - General Motors Co. (NYSE: GM) today announced third quarter net income to common stockholders of \$0.7 billion or \$0.45 per fully diluted share, down from \$1.5 billion or \$0.89 per fully diluted share a year ago. Improvement in operating performance during the quarter was more than offset by a net loss from special items and incremental tax expense.

Net income to common includes a net loss from special items of \$0.9 billion or \$0.51 per fully diluted share, including \$0.8 billion related to the repurchase of 120 million shares of Preferred Series A Stock. Results were also impacted by incremental tax expense of \$0.5 billion or \$0.29 per fully diluted share in the quarter compared to the third quarter of 2012.

Net revenue during the quarter was \$39.0 billion compared to \$37.6 billion in the third quarter of 2012. Earnings before interest and tax (EBIT) adjusted was \$2.6 billion compared to \$2.3 billion in the third quarter of 2012.

"We made gains in the third quarter as we improved our North American margins and increased our global share on the strength of our Chevrolet brand," said Dan Akerson, GM chairman and CEO. "Our efforts to build great cars and trucks and deliver solid financial results were recognized this quarter by Moody's investment grade rating."

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

		Q3 2013	Q3 2012
<b>Revenue</b>	\$	39.0 \$	37.6
<b>Net income attributable to common stockholders</b>	\$	0.7 \$	1.5
<b>Earnings per share (EPS) fully diluted</b>	\$	0.45 \$	0.89
<b>Impact of special items on EPS fully diluted</b>	\$	(0.51) \$	(0.04)
<b>EBIT-adjusted</b>	\$	2.6 \$	2.3
<b>Automotive net cash flow from operating activities</b>	\$	3.3 \$	3.1
<b>Adjusted automotive free cash flow</b>	\$	1.3 \$	1.2

## Segment Results

- GM North America reported EBIT-adjusted of \$2.2 billion compared with \$1.7 billion in the third quarter of 2012.
- GM Europe reported EBIT-adjusted of \$(0.2) billion compared with \$(0.5) billion in the third quarter of 2012.
- GM International Operations reported EBIT-adjusted of \$0.3 billion compared with \$0.8 billion in the third quarter of 2012.
- GM South America reported EBIT-adjusted of \$0.3 billion compared with EBIT-adjusted of \$0.2 billion in the third quarter of 2012.
- GM Financial earnings before tax was \$0.2 billion for the quarter compared to \$0.2 billion in the third quarter of 2012.

## Cash Flow and Liquidity

For the quarter automotive cash flow from operating activities was \$3.3 billion and adjusted automotive free cash flow was \$1.3 billion. GM ended the quarter with very strong total automotive liquidity of \$37.3 billion. Automotive cash and marketable securities was \$26.8 billion compared with \$24.2 billion for the second quarter of 2013.

“During the quarter strong demand for new vehicles like the Cadillac ATS, Chevrolet Onix and the all-new Chevrolet Silverado helped boost our top-line,” said Dan Ammann, GM executive vice president and CFO. “We also further strengthened our fortress balance sheet and reduced our cost of capital through our \$4.5 billion refinancing of high cost obligations.”

**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>.

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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 financing sources, including as required to fund our planned significant investment in new technology; our ability to successfully integrate Ally Financial's international operations; the ability of our suppliers to timely deliver parts, components and systems; 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 10-Q provide 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 Adjusted 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 Adjusted 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, 2013	September 30, 2012	September 30, 2013	September 30, 2012
<b>Operating segments</b>				
GMNA(a)(b)	\$ 2,187	\$ 1,715	\$ 5,577	\$ 5,248
GME(a)(b)	(214)	(487)	(499)	(1,175)
GMIO(a)(b)	299	761	1,022	1,909
GMSA(a)(b)	284	159	300	328
GM Financial(c)	239	200	673	598
Total operating segments	2,795	2,348	7,073	6,908
Corporate and eliminations(a)	(158)	(52)	(394)	(311)
<b>EBIT-adjusted</b>	<b>2,637</b>	<b>2,296</b>	<b>6,679</b>	<b>6,597</b>
Special items	(48)	(62)	(114)	(674)
Corporate interest income	33	84	189	259
Automotive interest expense	65	128	217	356
Gain (Loss) on extinguishment of debt	2	—	(238)	(18)
Income tax expense	842	357	1,993	814
<b>Net income attributable to stockholders</b>	<b>1,717</b>	<b>1,833</b>	<b>4,306</b>	<b>4,994</b>
Less: cumulative dividends on preferred stock and charge related to purchase of preferred stock	1,019	215	1,449	644
Less: undistributed earnings allocated to Series B Preferred Stock participating security	—	142	—	383
<b>Net income attributable to common stockholders(d)</b>	<b>\$ 698</b>	<b>\$ 1,476</b>	<b>\$ 2,857</b>	<b>\$ 3,967</b>

- (a) In the three months ended March 31, 2013 GM changed its managerial and reporting structure to report segment revenues and profits based on the geographic region in which a vehicle is sold. Previously, segment results included the impacts of intersegment sales and profits. Prior year operating segment results have been reclassified so all information is shown on a comparable basis. Consolidated results are unaffected by this change.
- (b) 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.
- (c) GM Financial amounts represent income before income taxes.
- (d) In the three 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 three and nine months ended September 30, 2013 GM was required to use the if-converted method for calculating earnings per share as the applicable market value of its common stock was within the price range of \$33.00 to \$39.60 per common share.

**General Motors Company and Subsidiaries**  
**Supplemental Material**  
*(Unaudited)*

The following summarizes the special items:

In the three months ended September 30, 2013 special items consisted of Goodwill impairment charges of \$48 million in GMIO, which is presented net of noncontrolling interests.

In the nine months ended September 30, 2013 special items consisted of the following:

- Venezuela currency devaluation of \$162 million in GMSA;
- The acquisition of GM Korea preferred shares of \$67 million in GMIO;
- Goodwill impairment charges of \$48 million in GMIO, which is presented net of noncontrolling interests; and
- Net pension settlement charges and income related to various insurance recoveries, net of \$29 million.

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

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

	<u>Three Months Ended</u>		<u>Nine Months Ended</u>	
	<u>September 30, 2013</u>	<u>September 30, 2012</u>	<u>September 30, 2013</u>	<u>September 30, 2012</u>
Adjusted automotive free cash flow	\$ 1,330	\$ 1,172	\$ 2,570	\$ 3,152
Less: Adjustments for voluntary management actions	—	—	71	—
Automotive free cash flow	1,330	1,172	2,499	3,152
Capital expenditures	1,941	1,941	5,770	5,993
<b>Automotive net cash provided by operating activities</b>	<b>\$ 3,271</b>	<b>\$ 3,113</b>	<b>\$ 8,269</b>	<b>\$ 9,145</b>

In the nine months ended September 30, 2013 adjustments for voluntary management actions included pension contributions of \$71 million related to the previously announced annuitization of the U.S. salaried pension plan.

**General Motors Company and Subsidiaries**  
**Supplemental Material**  
*(Unaudited)*

The following tables summarize key financial information by segment (dollars in millions):

	<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>
<b>Three Months Ended September 30, 2013</b>										
Total net sales and revenue	\$ 23,508	\$ 4,858	\$ 5,336	\$ 4,381	\$ 39	\$ —	\$ 38,122	\$ 867	\$ (6)	\$ 38,983
Depreciation, amortization and impairment of long-lived assets and finite-lived intangible assets	\$ 998	\$ 83	\$ 176	\$ 111	\$ 24	\$ —	\$ 1,392	\$ 145	\$ (2)	\$ 1,535
Equity income, net of tax	\$ 2	\$ 1	\$ 433	\$ —	\$ —	\$ —	\$ 436	\$ —	\$ —	\$ 436
	<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>
<b>Three Months Ended September 30, 2012</b>										
Total net sales and revenue	\$ 22,347	\$ 4,702	\$ 5,722	\$ 4,275	\$ 16	\$ —	\$ 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	\$ 3	\$ —	\$ 414	\$ 1	\$ —	\$ —	\$ 418	\$ —	\$ —	\$ 418
	<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>
<b>Nine Months Ended September 30, 2013</b>										
Total net sales and revenue	\$ 69,982	\$ 14,830	\$ 15,406	\$ 12,380	\$ 114	\$ —	\$ 112,712	\$ 2,243	\$ (13)	\$ 114,942
Expenditures for property	\$ 4,197	\$ 527	\$ 612	\$ 353	\$ 76	\$ 5	\$ 5,770	\$ 10	\$ —	\$ 5,780
Depreciation, amortization and impairment of long-lived assets and finite-lived intangible assets	\$ 2,938	\$ 320	\$ 575	\$ 369	\$ 47	\$ (1)	\$ 4,248	\$ 340	\$ (10)	\$ 4,578
Equity income, net of tax	\$ 10	\$ 1	\$ 1,409	\$ —	\$ —	\$ —	\$ 1,420	\$ —	\$ —	\$ 1,420
	<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>
<b>Nine Months Ended September 30, 2012</b>										
Total net sales and revenue	\$ 67,074	\$ 15,489	\$ 16,653	\$ 12,259	\$ 41	\$ —	\$ 111,516	\$ 1,432	\$ 1	\$ 112,949
Expenditures for property	\$ 3,497	\$ 813	\$ 883	\$ 765	\$ 39	\$ (4)	\$ 5,993	\$ 11	\$ —	\$ 6,004
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	\$ 7	\$ —	\$ 1,133	\$ 1	\$ —	\$ —	\$ 1,141	\$ —	\$ —	\$ 1,141

**General Motors Company and Subsidiaries**  
**Supplemental Material**  
*(Unaudited)*

	<u>September 30, 2013</u>	<u>December 31, 2012</u>
<b>Worldwide Employment (in thousands)</b>		
GMNA(a)	109	101
GME	36	37
GMIO	38	39
GMSA	32	32
GM Financial	5	4
<b>Total Worldwide</b>	<b><u>220</u></b>	<b><u>213</u></b>
U.S. - Salaried(a)	35	30
U.S. - Hourly	53	50

(a) Headcount increased primarily due to the insourcing of certain information technology support functions that were previously provided by outside parties.

**Wholesale and Retail Vehicle Sales**

GM presents both wholesale and retail vehicle sales data to assist in the analysis of its revenue and market share. Worldwide market share and retail vehicle sales data exclude the markets of Iran, North Korea, Sudan and Syria. The joint venture agreements with SAIC-GM-Wuling Automobile Co., Ltd. (SGMW) and FAW-GM Light Duty Commercial Vehicle Co., Ltd. (FAW-GM) allow for significant rights as a member as well as the contractual right to report SGMW and FAW-GM joint venture retail vehicle sales in China.

**Wholesale Vehicle Sales**

The following table summarizes total wholesale vehicle sales of new motor vehicles by automotive segment (vehicles in thousands):

	<u>Three Months Ended</u>		<u>Nine Months Ended</u>	
	<u>September 30, 2013</u>	<u>September 30, 2012</u>	<u>September 30, 2013</u>	<u>September 30, 2012</u>
GMNA	775	773	2,413	2,381
GME	253	254	778	810
GMIO	267	274	778	812
GMSA	282	268	793	770
Worldwide	<b><u>1,577</u></b>	<b><u>1,569</u></b>	<b><u>4,762</u></b>	<b><u>4,773</u></b>

**General Motors Company and Subsidiaries**  
**Supplemental Material**  
(Unaudited)

**Retail Vehicle Sales and Market Share**

The following tables summarize total retail vehicle sales volume and market share by geographic region (vehicles in thousands):

	Three Months Ended		Nine Months Ended	
	September 30, 2013	September 30, 2012	September 30, 2013	September 30, 2012
<b>Retail Vehicle Sales(a)(b)(c)</b>				
United States				
Chevrolet - Cars	212	207	662	670
Chevrolet - Trucks	173	168	534	489
Chevrolet - Crossovers	93	83	297	261
Cadillac	50	41	133	104
Buick	57	47	158	137
GMC	113	106	333	307
<b>Total United States</b>	<b>697</b>	<b>652</b>	<b>2,117</b>	<b>1,968</b>
Canada, Mexico and Other	111	107	332	316
<b>Total North America</b>	<b>808</b>	<b>759</b>	<b>2,450</b>	<b>2,284</b>
Europe				
Opel/Vauxhall	249	244	795	818
Chevrolet	138	127	390	395
Other	1	1	2	3
<b>Total Europe</b>	<b>388</b>	<b>372</b>	<b>1,186</b>	<b>1,216</b>
Asia/Pacific, Middle East and Africa				
Chevrolet	278	291	846	858
Wuling	340	303	1,088	990
Buick	205	172	606	516
Holden	33	32	90	92
GMC	8	9	25	31
Cadillac	14	8	36	25
Other	51	42	155	136
<b>Total Asia/Pacific, Middle East and Africa(d)</b>	<b>930</b>	<b>857</b>	<b>2,847</b>	<b>2,648</b>
South America				
Chevrolet	271	283	766	782
Other	1	1	4	4
<b>Total South America</b>	<b>273</b>	<b>285</b>	<b>770</b>	<b>786</b>
<b>Total Worldwide</b>	<b>2,398</b>	<b>2,273</b>	<b>7,252</b>	<b>6,933</b>

(a) North America vehicle sales primarily represent sales to the end customer. Europe, Asia/Pacific, Middle East and Africa and South America 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) The joint venture vehicle sales presented in the following table are included in GM's retail vehicle sales. Vehicle sales for SAIC GM Investment Limited, the holding company of General Motors India Private Limited and Chevrolet Sales India Private Limited(collectively HKJV) are included in the three and nine months ended September 30, 2013.

**General Motors Company and Subsidiaries**  
**Supplemental Material**  
(Unaudited)

	Three Months Ended		Nine Months Ended	
	September 30, 2013	September 30, 2012	September 30, 2013	September 30, 2012
<b>Joint venture sales in China</b>				
SAIC General Motors Sales Co., Ltd. (SGMS)	368	327	1,111	967
SGMW and FAW-GM	376	336	1,198	1,111
<b>Joint venture sales in India</b>				
HKJV		15		64

	Three Months Ended		Nine Months Ended	
	September 30, 2013	September 30, 2012	September 30, 2013	September 30, 2012
<b>Market Share(a)(b)</b>				
United States - Cars	14.0%	14.6%	14.2%	14.8%
United States - Trucks	23.1%	23.5%	23.7%	23.2%
United States - Crossovers	17.5%	17.0%	18.1%	17.6%
Total United States	17.3%	17.6%	17.6%	17.7%
Total North America	16.7%	16.9%	17.0%	17.0%
Total Europe	8.6%	8.4%	8.4%	8.4%
Total Asia/Pacific, Middle East and Africa(c)	9.6%	9.4%	9.5%	9.3%
Total South America	17.8%	17.9%	17.4%	18.1%
<b>Total Worldwide</b>	<b>11.7%</b>	<b>11.6%</b>	<b>11.5%</b>	<b>11.4%</b>
<b>U.S. Retail/Fleet Mix</b>				
% Fleet Sales - Cars	22.8%	29.7%	27.6%	31.4%
% Fleet Sales - Trucks	20.5%	24.2%	24.1%	26.7%
% Fleet Sales - Crossovers	14.4%	16.0%	19.5%	19.9%
<b>Total Vehicles</b>	<b>19.8%</b>	<b>24.4%</b>	<b>24.3%</b>	<b>27.0%</b>
North America Capacity Utilization	96.4%	91.9%	98.9%	98.9%

(a) Market Share information is based on retail vehicles sales volume.

(b) North America vehicle sales primarily represent sales to the end customer. Europe, Asia/Pacific, Middle East and Africa and South America 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) The joint venture vehicle sales presented in the following table are included in GM's retail vehicle sales. Vehicle sales for HKJV are included in the three and nine months ended September 30, 2013.

	Three Months Ended		Nine Months Ended	
	September 30, 2013	September 30, 2012	September 30, 2013	September 30, 2012
<b>Joint venture sales in China</b>				
SGMS	368	327	1,111	967
SGMW and FAW-GM	376	336	1,198	1,111
<b>Joint venture sales in India</b>				
HKJV		15		64

**General Motors Company and Subsidiaries**  
**Consolidating Income Statements**  
*(In millions)*  
*(Unaudited)*

	Three Months Ended September 30, 2013				Three Months Ended September 30, 2012			
	Automotive	GM Financial	Eliminations	Consolidated	Automotive	GM Financial	Eliminations	Consolidated
<b>Net sales and revenue</b>								
Automotive	\$ 38,122	\$ —	\$ (2)	\$ 38,120	\$ 37,062	\$ —	\$ —	\$ 37,062
GM Financial	—	867	(4)	863	—	514	—	514
Total	38,122	867	(6)	38,983	37,062	514	—	37,576
<b>Costs and expenses</b>								
Automotive cost of sales	33,172	—	(6)	33,166	32,731	—	4	32,735
GM Financial operating and other expenses	—	628	(3)	625	—	314	(3)	311
Automotive selling, general and administrative expense	2,876	—	—	2,876	2,849	—	—	2,849
Goodwill impairment charges	60	—	—	60	78	—	—	78
Total costs and expenses	36,108	628	(9)	36,727	35,658	314	1	35,973
Operating income	2,014	239	3	2,256	1,404	200	(1)	1,603
Automotive interest expense	65	—	—	65	128	—	—	128
Interest income and other non-operating income (loss), net	(83)	—	1	(82)	318	—	—	318
Gain on extinguishment of debt	2	—	—	2	—	—	—	—
Income before income taxes and equity income	1,868	239	4	2,111	1,594	200	(1)	1,793
Income tax expense	756	85	1	842	286	71	—	357
Equity income, net of tax	436	—	—	436	418	—	—	418
<b>Net income</b>	<b>1,548</b>	<b>154</b>	<b>3</b>	<b>1,705</b>	<b>1,726</b>	<b>129</b>	<b>(1)</b>	<b>1,854</b>
Net (income) loss attributable to noncontrolling interests	12	—	—	12	(21)	—	—	(21)
<b>Net income attributable to stockholders</b>	<b>\$ 1,560</b>	<b>\$ 154</b>	<b>\$ 3</b>	<b>\$ 1,717</b>	<b>\$ 1,705</b>	<b>\$ 129</b>	<b>\$ (1)</b>	<b>\$ 1,833</b>
<b>Nine Months Ended September 30, 2013</b>								
<b>Nine Months Ended September 30, 2012</b>								
	Automotive	GM Financial	Eliminations	Consolidated	Automotive	GM Financial	Eliminations	Consolidated
<b>Net sales and revenue</b>								
Automotive	\$ 112,712	\$ —	\$ (8)	\$ 112,704	\$ 111,516	\$ —	\$ 1	\$ 111,517
GM Financial	—	2,243	(5)	2,238	—	1,432	—	1,432
Total	112,712	2,243	(13)	114,942	111,516	1,432	1	112,949
<b>Costs and expenses</b>								
Automotive cost of sales	99,609	—	(2)	99,607	98,314	—	9	98,323
GM Financial operating and other expenses	—	1,570	(14)	1,556	—	834	(7)	827
Automotive selling, general and administrative expense	8,753	—	—	8,753	8,684	—	—	8,684
Goodwill impairment charges	60	—	—	60	695	—	—	695
Total costs and expenses	108,422	1,570	(16)	109,976	107,693	834	2	108,529
Operating income	4,290	673	3	4,966	3,823	598	(1)	4,420
Automotive interest expense	219	—	(2)	217	356	—	—	356
Interest income and other non-operating income, net	343	—	(3)	340	732	—	—	732
Loss on extinguishment of debt	(238)	—	—	(238)	(18)	—	—	(18)
Income before income taxes and equity income	4,176	673	2	4,851	4,181	598	(1)	4,778
Income tax expense	1,760	232	1	1,993	560	254	—	814
Equity income, net of tax	1,420	—	—	1,420	1,141	—	—	1,141
<b>Net income</b>	<b>3,836</b>	<b>441</b>	<b>1</b>	<b>4,278</b>	<b>4,762</b>	<b>344</b>	<b>(1)</b>	<b>5,105</b>
Net (income) loss attributable to noncontrolling interests	28	—	—	28	(111)	—	—	(111)
<b>Net income attributable to stockholders</b>	<b>\$ 3,864</b>	<b>\$ 441</b>	<b>\$ 1</b>	<b>\$ 4,306</b>	<b>\$ 4,651</b>	<b>\$ 344</b>	<b>\$ (1)</b>	<b>\$ 4,994</b>

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

In the three 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 three and nine months ended September 30, 2013 GM was required to use the if-converted method for calculating earnings per share as the applicable market value of its common stock was within the price range of \$33.00 to \$39.60 per common share.

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

	Three Months Ended		Nine Months Ended	
	September 30, 2013	September 30, 2012	September 30, 2013	September 30, 2012
<b>Basic earnings per share</b>				
Net income attributable to stockholders	\$ 1,717	\$ 1,833	\$ 4,306	\$ 4,994
Less: cumulative dividends on preferred stock and charge related to purchase of preferred stock(a)	(1,019)	(215)	(1,449)	(644)
Less: undistributed earnings allocated to Series B Preferred Stock participating security	—	(142)	—	(383)
Net income attributable to common stockholders	\$ 698	\$ 1,476	\$ 2,857	\$ 3,967
<b>Weighted-average common shares outstanding - basic</b>	1,386	1,570	1,378	1,570
Basic earnings per common share	\$ 0.50	\$ 0.94	\$ 2.07	\$ 2.53
<b>Diluted earnings per share</b>				
Net income attributable to stockholders	\$ 1,717	\$ 1,833	\$ 4,306	\$ 4,994
Add: preferred dividends to holders of Series B Preferred Stock	59	—	179	—
Less: cumulative dividends on preferred stock and charge related to purchase of preferred stock(a)	(1,019)	(215)	(1,449)	(644)
Less: undistributed earnings allocated to Series B Preferred Stock participating security	—	(135)	—	(361)
Net income attributable to common stockholders	\$ 757	\$ 1,483	\$ 3,036	\$ 3,989
<b>Weighted-average shares outstanding - diluted</b>				
Weighted-average common shares outstanding - basic	1,386	1,570	1,378	1,570
Dilutive effect of warrants	152	88	144	101
Dilutive effect of conversion of Series B Preferred Stock	140	—	148	—
Dilutive effect of restricted stock units	3	5	2	4
Weighted-average common shares outstanding - diluted	1,681	1,663	1,672	1,675
Diluted earnings per common share	\$ 0.45	\$ 0.89	\$ 1.82	\$ 2.38

(a) Includes earned but undistributed dividends of \$15 million and \$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, 2013 and 2012.

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

	September 30, 2013				December 31, 2012			
	Automotive	GM Financial	Eliminations	Consolidated	Automotive	GM Financial	Eliminations	Consolidated
<b>ASSETS</b>								
<b>Current Assets</b>								
Cash and cash equivalents	\$ 18,599	\$ 1,756	\$ —	\$ 20,355	\$ 17,133	\$ 1,289	\$ —	\$ 18,422
Marketable securities	8,215	—	—	8,215	8,988	—	—	8,988
Restricted cash and marketable securities	52	908	(1)	959	220	466	—	686
Accounts and notes receivable, net	11,348	771	(1,052)	11,067	10,384	34	(23)	10,395
GM Financial receivables, net	—	11,062	(52)	11,010	—	4,089	(45)	4,044
Inventories	15,356	—	1	15,357	14,714	—	—	14,714
Equipment on operating leases, net	2,559	—	—	2,559	1,782	—	—	1,782
Deferred income taxes	9,789	79	—	9,868	9,369	59	1	9,429
Other current assets	1,671	100	3	1,774	1,487	60	(11)	1,536
<b>Total current assets</b>	<b>67,589</b>	<b>14,676</b>	<b>(1,101)</b>	<b>81,164</b>	<b>64,077</b>	<b>5,997</b>	<b>(78)</b>	<b>69,996</b>
<b>Non-current Assets</b>								
Restricted cash and marketable securities	156	520	—	676	380	302	—	682
GM Financial receivables, net	—	12,222	—	12,222	—	6,955	(1)	6,954
Equity in net assets of nonconsolidated affiliates	7,897	—	—	7,897	6,883	—	—	6,883
Property, net	26,124	124	(1)	26,247	24,144	52	—	24,196
Goodwill	619	1,334	—	1,953	695	1,278	—	1,973
Intangible assets, net	6,355	8	1	6,364	6,809	—	—	6,809
GM Financial equipment on operating leases, net	—	3,100	—	3,100	—	1,703	(54)	1,649
Deferred income taxes	26,092	(72)	—	26,020	27,883	38	1	27,922
Other assets	3,407	88	(599)	2,896	2,873	43	(558)	2,358
<b>Total non-current assets</b>	<b>70,650</b>	<b>17,324</b>	<b>(599)</b>	<b>87,375</b>	<b>69,667</b>	<b>10,371</b>	<b>(612)</b>	<b>79,426</b>
<b>Total Assets</b>	<b>\$ 138,239</b>	<b>\$ 32,000</b>	<b>\$ (1,700)</b>	<b>\$ 168,539</b>	<b>\$ 133,744</b>	<b>\$ 16,368</b>	<b>\$ (690)</b>	<b>\$ 149,422</b>
<b>LIABILITIES AND EQUITY</b>								
<b>Current Liabilities</b>								
Accounts payable (principally trade)	\$ 27,042	\$ 583	\$ (383)	\$ 27,242	\$ 25,132	\$ 57	\$ (23)	\$ 25,166
Short-term debt and current portion of long-term debt								
Automotive	2,425	—	(639)	1,786	1,792	—	(44)	1,748
GM Financial	—	9,653	—	9,653	—	3,770	—	3,770
Accrued liabilities	23,511	451	(80)	23,882	23,168	170	(30)	23,308
<b>Total current liabilities</b>	<b>52,978</b>	<b>10,687</b>	<b>(1,102)</b>	<b>62,563</b>	<b>50,092</b>	<b>3,997</b>	<b>(97)</b>	<b>53,992</b>
<b>Non-current Liabilities</b>								
Long-term debt								
Automotive	6,663	—	(1)	6,662	3,425	—	(1)	3,424
GM Financial	—	14,022	—	14,022	—	7,108	—	7,108
Postretirement benefits other than pensions	6,855	—	—	6,855	7,309	—	—	7,309
Pensions	26,923	108	(1)	27,030	27,420	—	—	27,420
Other liabilities and deferred income taxes	13,789	853	(596)	14,046	13,048	712	(591)	13,169
<b>Total non-current liabilities</b>	<b>54,230</b>	<b>14,983</b>	<b>(598)</b>	<b>68,615</b>	<b>51,202</b>	<b>7,820</b>	<b>(592)</b>	<b>58,430</b>
<b>Total Liabilities</b>	<b>107,208</b>	<b>25,670</b>	<b>(1,700)</b>	<b>131,178</b>	<b>101,294</b>	<b>11,817</b>	<b>(689)</b>	<b>112,422</b>
<b>Equity</b>								
Preferred stock, \$0.01 par value								
Series A	3,109	—	—	3,109	5,536	—	—	5,536
Series B	4,855	—	—	4,855	4,855	—	—	4,855
Common stock, \$0.01 par value	14	—	—	14	14	—	—	14
Additional paid-in capital	23,878	—	—	23,878	23,834	—	—	23,834
Retained earnings	6,600	6,303	—	12,903	5,503	4,554	—	10,057
Accumulated other comprehensive income (loss)	(8,008)	27	—	(7,981)	(8,048)	(3)	(1)	(8,052)
<b>Total stockholders' equity</b>	<b>30,448</b>	<b>6,330</b>	<b>—</b>	<b>36,778</b>	<b>31,694</b>	<b>4,551</b>	<b>(1)</b>	<b>36,244</b>
Noncontrolling interests	583	—	—	583	756	—	—	756
<b>Total Equity</b>	<b>31,031</b>	<b>6,330</b>	<b>—</b>	<b>37,361</b>	<b>32,450</b>	<b>4,551</b>	<b>(1)</b>	<b>37,000</b>
<b>Total Liabilities and Equity</b>	<b>\$ 138,239</b>	<b>\$ 32,000</b>	<b>\$ (1,700)</b>	<b>\$ 168,539</b>	<b>\$ 133,744</b>	<b>\$ 16,368</b>	<b>\$ (690)</b>	<b>\$ 149,422</b>

**General Motors Company and Subsidiaries**  
**Consolidating Statements of Cash Flows**  
*(In millions)*  
*(Unaudited)*

	Nine Months Ended September 30, 2013			Nine Months Ended September 30, 2012		
	Automotive	GM Financial	Consolidated	Automotive	GM Financial	Consolidated
<b>Net cash provided by operating activities</b>	\$ 8,269	\$ 1,303	\$ 9,572	\$ 9,145	\$ 679	\$ 9,824
<b>Cash flows from investing activities</b>						
Expenditures for property	(5,770)	(10)	(5,780)	(5,993)	(11)	(6,004)
Available-for-sale marketable securities, acquisitions	(4,247)	—	(4,247)	(3,818)	—	(3,818)
Trading marketable securities, acquisitions	(3,214)	—	(3,214)	(4,867)	—	(4,867)
Available-for-sale marketable securities, liquidations	2,777	—	2,777	8,923	—	8,923
Trading marketable securities, liquidations	5,311	—	5,311	5,313	—	5,313
Acquisition of companies, net of cash acquired	(4)	(2,107)	(2,111)	(34)	—	(34)
Proceeds from sale of business units/investments, net of cash disposed	(65)	—	(65)	18	—	18
Increase in restricted cash and marketable securities	(269)	(425)	(694)	(387)	(119)	(506)
Decrease in restricted cash and marketable securities	642	319	961	730	366	1,096
Purchases and funding of finance receivables	—	(18,011)	(18,011)	—	(4,941)	(4,941)
Principal collections and recoveries on finance receivables	—	16,137	16,137	—	3,349	3,349
Purchases of leased vehicles, net	—	(1,733)	(1,733)	—	(837)	(837)
Proceeds from termination of leased vehicles	—	142	142	3	33	36
Decrease (increase) in notes receivable	90	—	90	(2,038)	—	(2,038)
Other investing activities	(162)	10	(152)	29	—	29
<b>Net cash used in investing activities</b>	(4,911)	(5,678)	(10,589)	(2,121)	(2,160)	(4,281)
<b>Cash flows from financing activities</b>						
Net increase (decrease) in short-term debt	69	—	69	(221)	—	(221)
Proceeds from issuance of debt (original maturities greater than three months)	5,195	15,873	21,068	330	7,600	7,930
Payments on debt (original maturities greater than three months)	(1,472)	(12,242)	(13,714)	(208)	(5,059)	(5,267)
Payments to purchase stock	(2,438)	—	(2,438)	—	—	—
Dividends paid (including charge related to purchase of Series A Preferred Stock)	(1,519)	—	(1,519)	(679)	—	(679)
Other financing activities	(78)	(69)	(147)	4	(44)	(40)
<b>Net cash provided by (used in) financing activities</b>	(243)	3,562	3,319	(774)	2,497	1,723
Effect of exchange rate changes on cash and cash equivalents	(366)	(3)	(369)	(19)	2	(17)
Net transactions with Automotive/GM Financial	(1,283)	1,283	—	(216)	216	—
Net increase in cash and cash equivalents	1,466	467	1,933	6,015	1,234	7,249
Cash and cash equivalents at beginning of period	17,133	1,289	18,422	15,499	572	16,071
<b>Cash and cash equivalents at end of period</b>	<b>\$ 18,599</b>	<b>\$ 1,756</b>	<b>\$ 20,355</b>	<b>\$ 21,514</b>	<b>\$ 1,806</b>	<b>\$ 23,320</b>



# **General Motors Company**

## **Q3 2013 Results**

October 30, 2013

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*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 ability to maintain adequate financing sources, including as required to fund our planned significant investment in new technology; our ability to successfully integrate Ally Financial’s International Operations; the ability of our suppliers to timely deliver parts, components and systems; 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 10-Q provide information about these and other factors, which we may revise or supplement in future reports to the SEC.*

# Third Quarter 2013 Performance

	Q3 2012	Q3 2013	 Favorable  Unfavorable vs. Q3 2012
Global Deliveries	2.3M	2.4M	
Global Market Share	11.6%	11.7%	
Net Revenue	\$37.6B	\$39.0B	
Net Income to Common Stockholders	\$1.5B	\$0.7B	
Net Cash from Operating Activities - Automotive	\$3.1B	\$3.3B	
EBIT- Adjusted	\$2.3B	\$2.6B	
- GMNA	\$1.7B	\$2.2B	
- GME	\$(0.5)B	\$(0.2)B	
- GMIO	\$0.8B	\$0.3B	
- GMSA	\$0.2B	\$0.3B	
- GM Financial	\$0.2B	\$0.2B	-
Adjusted Automotive Free Cash Flow *	\$1.2B	\$1.3B	

\* See Adjusted Automotive Free Cash Flow reconciliation on slide 18

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

- Chevrolet Impala becomes the highest-scoring sedan in Consumer Reports' ratings
- Chevrolet Silverado named "Best Truck" by Consumer Reports
- GM North America margins above 9%
- 12 consecutive quarters of global Chevrolet sales growth
- \$4.5B refinancing to strengthen Fortress Balance Sheet
- Investment grade rating at Moody's



## Summary of Q3 2013 Results

	<u>Q3 2012</u>	<u>Q3 2013</u>
<b><u>GAAP</u></b>		
Net Revenue (\$B)	37.6	39.0
Operating Income (\$B)	1.6	2.3
Net Income to Common Stockholders (\$B)	1.5	0.7
EPS – Diluted (\$/Share)	0.89	0.45
Net Cash from Operating Activities – Automotive (\$B)	3.1	3.3
<hr/>		
<b><u>Non- GAAP</u></b>		
EBIT- Adjusted (\$B)	2.3	2.6
<i>EBIT- Adjusted % Revenue</i>	6.1%	6.8%
Adjusted Automotive Free Cash Flow (\$B)	1.2	1.3

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



## Impact of Special Items

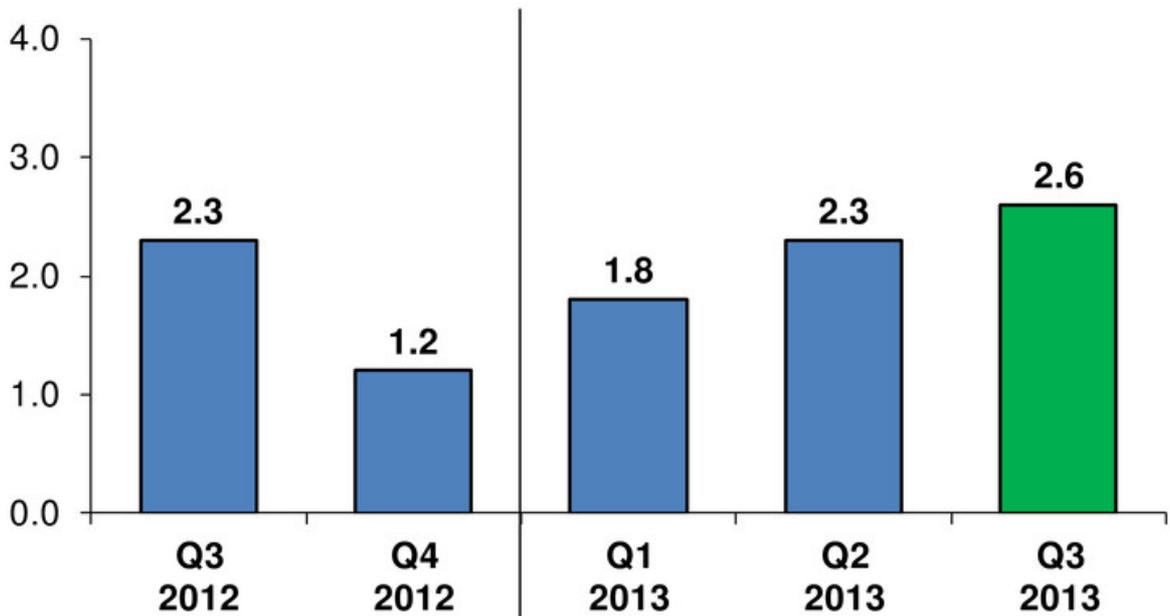
	<u>Q3</u> <u>2012</u>	<u>Q3</u> <u>2013</u>
<b>Net Income to Common Stockholders (\$B)</b>	<b>1.5</b>	<b>0.7</b>
<b>EPS – Diluted (\$/Share)</b>	<b>0.89</b>	<b>0.45</b>
<b><u>Included in Above (\$B):</u></b>		
GM Korea Goodwill Impairment	(0.1)	(0.0)
Loss on Purchase of Series A Preferred	-	(0.8)
<b>Total Impact Net Income to Common Stockholders (\$B)</b>	<b>(0.1)</b>	<b>(0.9)</b>
<b>Total Impact EPS – Diluted (\$/Share)</b>	<b>(0.04)</b>	<b>(0.51)</b>

*Note: Results may not foot due to rounding*



# Consolidated EBIT- Adjusted

(\$B)



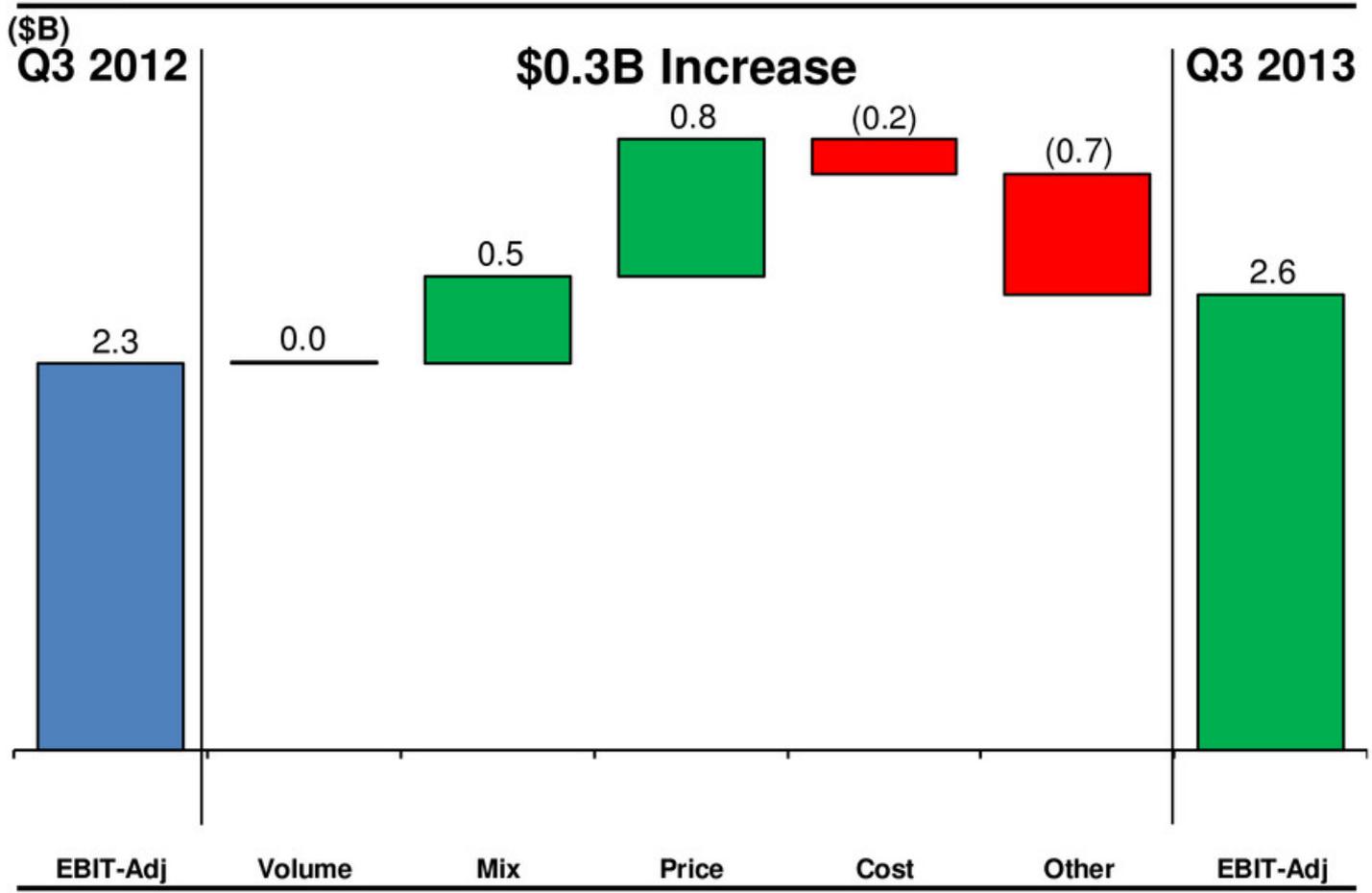
<b>Revenue (\$B)</b>	<b>37.6</b>	<b>39.3</b>	<b>36.9</b>	<b>39.1</b>	<b>39.0</b>
Oper. Inc % Rev	4.3%	(88.5)%	2.6%	4.5%	5.8%
EBIT- Adj. % Rev	6.1%	3.2%	4.8%	5.8%	6.8%
<b>Wholesale (000's)*</b>	<b>1,569</b>	<b>1,673</b>	<b>1,554</b>	<b>1,631</b>	<b>1,577</b>
<b>Global Share</b>	<b>11.6%</b>	<b>11.5%</b>	<b>11.4%</b>	<b>11.6%</b>	<b>11.7%</b>

\* Excludes China JVs

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



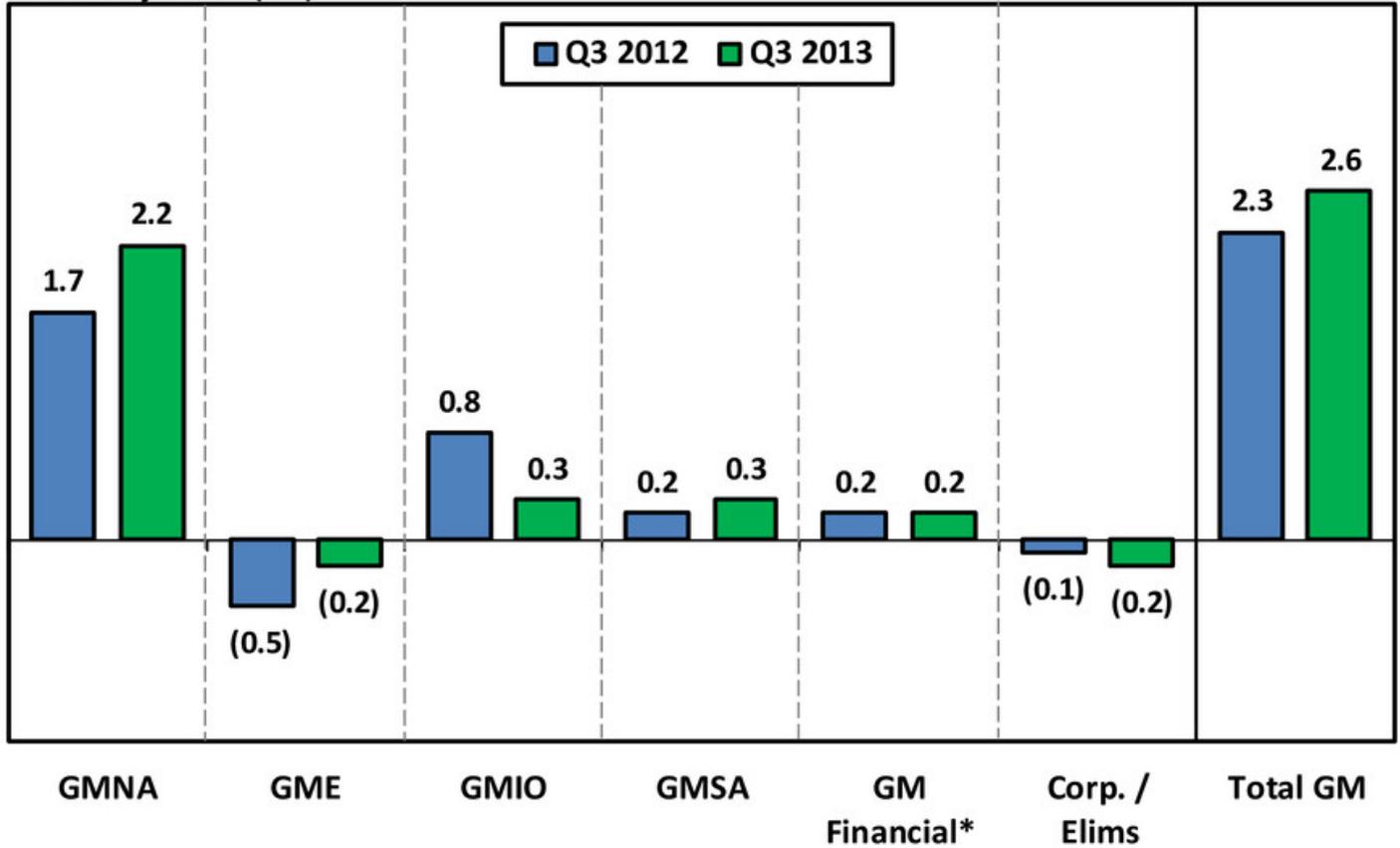
# Consolidated EBIT- Adj. – Q3 2012 vs. Q3 2013



Note: EBIT- Adjusted includes GM Financial on an Earnings Before Tax (EBT) basis; Results may not foot due to rounding 7

# Q3 2013 EBIT- Adjusted

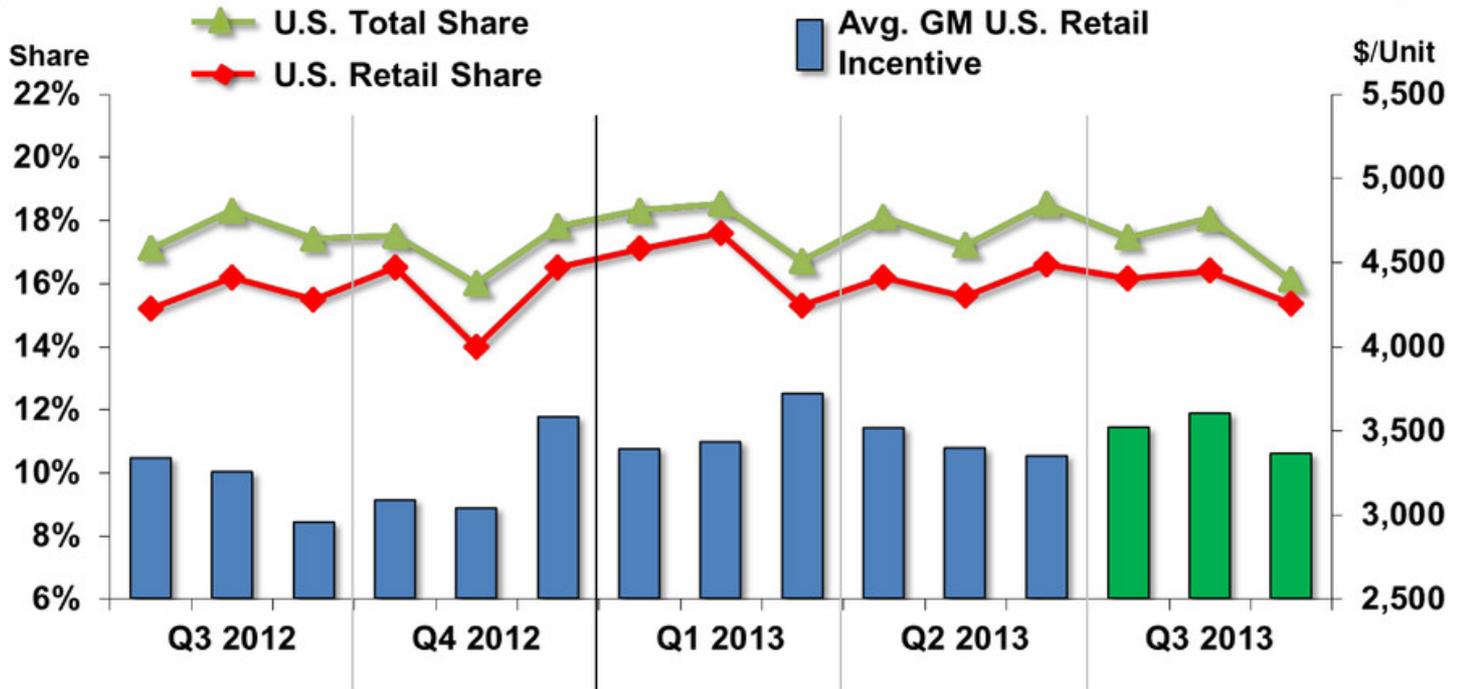
EBIT- Adjusted (\$B)



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



# Key GMNA Performance Indicators

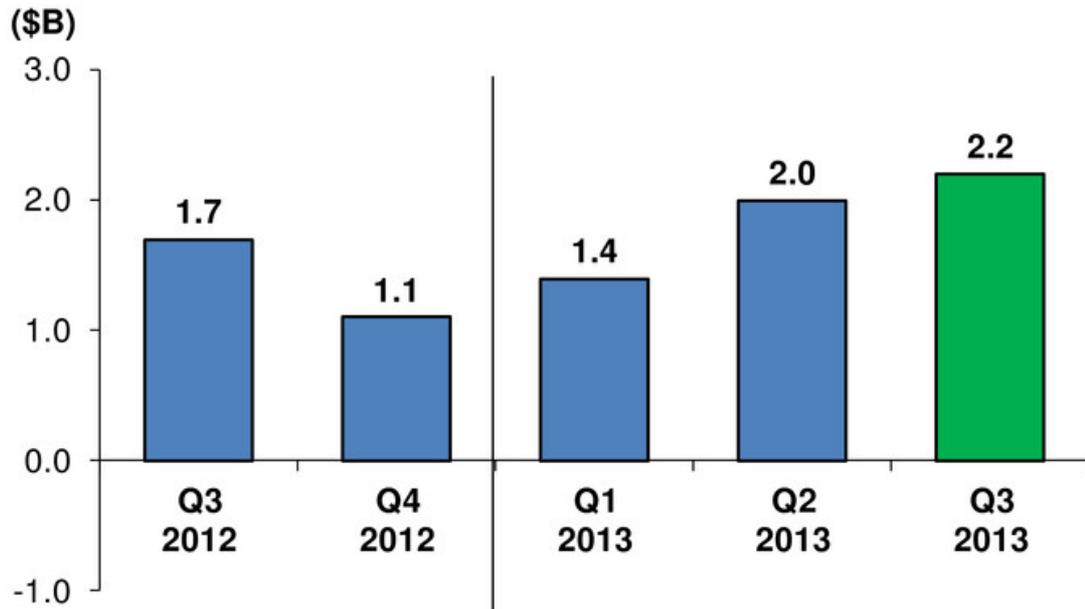


Avg. U.S. Retail Incentive as % of ATP

GM %	10.9	10.6	9.5	9.7	9.5	11.2	10.9	11.2	12.4	11.7	11.1	11.0	11.3	11.7	10.5
GM vs. Ind. (GM % / Ind. %)	1.10	1.08	1.04	1.11	0.95	1.09	1.14	1.11	1.21	1.18	1.10	1.13	1.13	1.17	1.10

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

# GMNA EBIT- Adjusted



<b>Revenue (\$B)*</b>	<b>22.3</b>	<b>22.8</b>	<b>23.0</b>	<b>23.5</b>	<b>23.5</b>
<b>EBIT- Adj. % Rev*</b>	<b>7.7%</b>	<b>5.0%</b>	<b>6.2%</b>	<b>8.4%</b>	<b>9.3%</b>
<b>U.S. Dealer Inv (000's)</b>	<b>689</b>	<b>717</b>	<b>744</b>	<b>708</b>	<b>670</b>
<b>Wholesale (000's)</b>	<b>773</b>	<b>826</b>	<b>829</b>	<b>809</b>	<b>775</b>
<b>North America Share</b>	<b>16.9%</b>	<b>16.6%</b>	<b>17.1%</b>	<b>17.3%</b>	<b>16.7%</b>

\* 2012 Q4 estimated; all periods unaudited

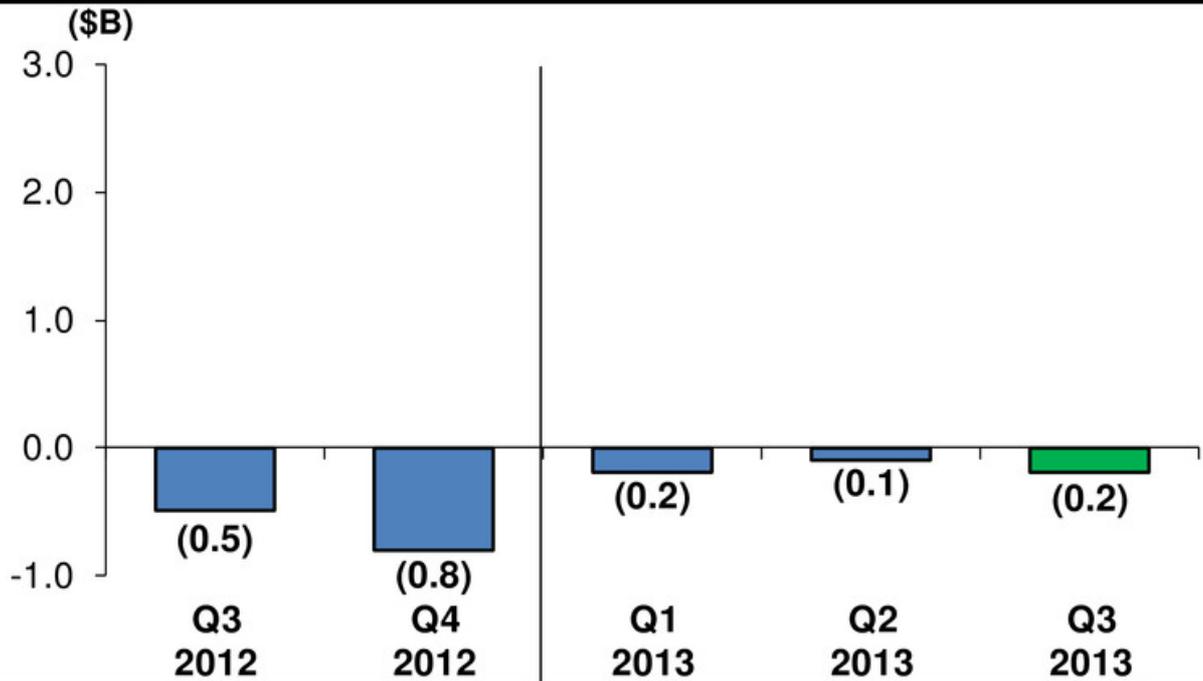


# GMNA EBIT- Adj. – Q3 2012 vs. Q3 2013



Note: Results may not foot due to rounding

# GME EBIT- Adjusted



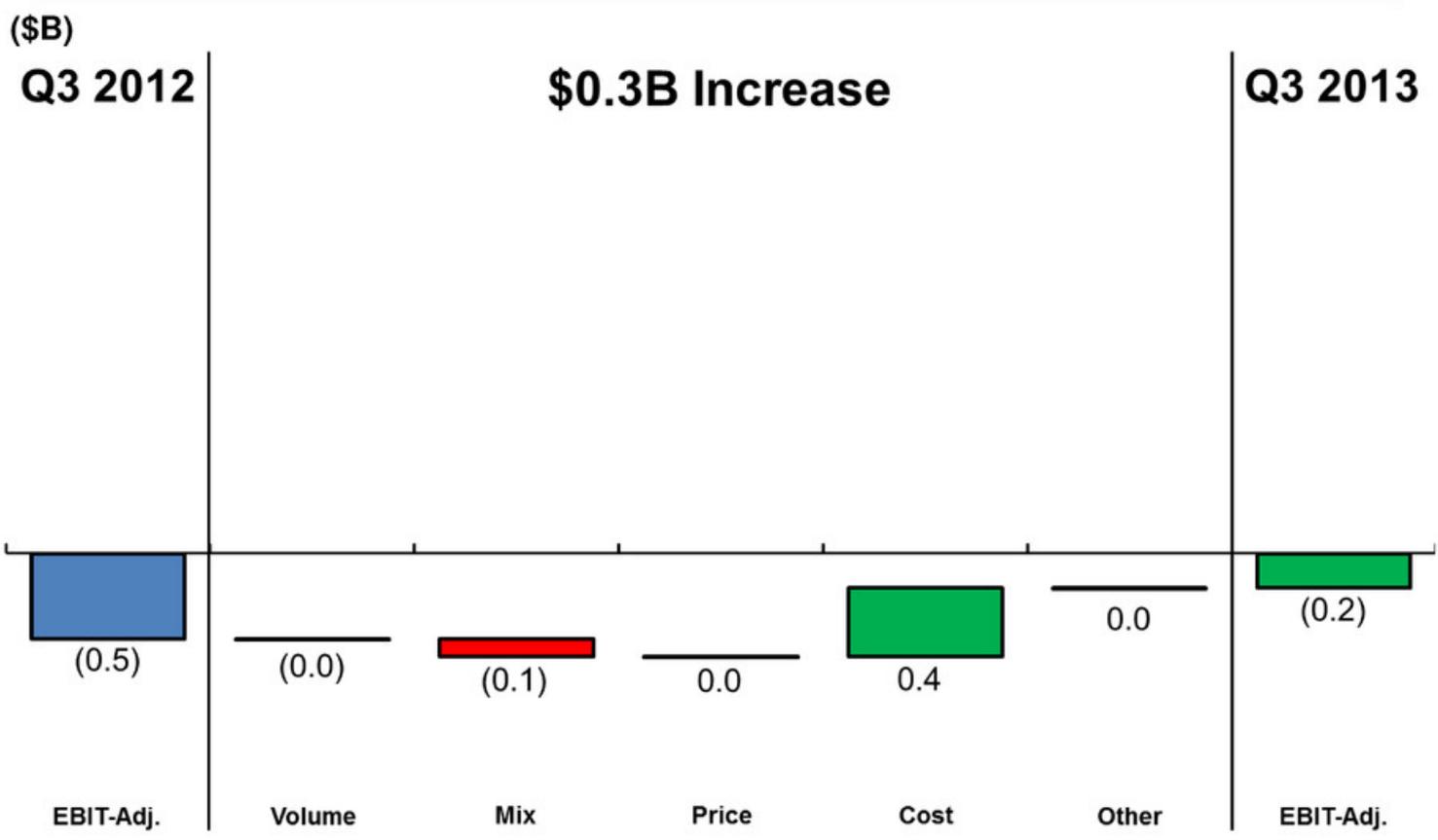
<b>Revenue (\$B)<sup>(1)</sup></b>	<b>4.7</b>	<b>5.2</b>	<b>4.8</b>	<b>5.2</b>	<b>4.9</b>
<b>EBIT- Adj. % Rev<sup>(1)</sup></b>	<b>(10.4)%</b>	<b>(14.6)%</b>	<b>(3.6)%</b>	<b>(2.1)%</b>	<b>(4.4)%</b>
<b>Wholesale (000's)</b>	<b>254</b>	<b>269</b>	<b>249</b>	<b>276</b>	<b>253</b>
<b>Europe Share<sup>(2)</sup></b>	<b>8.4%</b>	<b>8.0%</b>	<b>8.2%</b>	<b>8.5%</b>	<b>8.6%</b>

(1) 2012 Q4 estimated; all periods unaudited

(2) Includes Chevrolet Europe



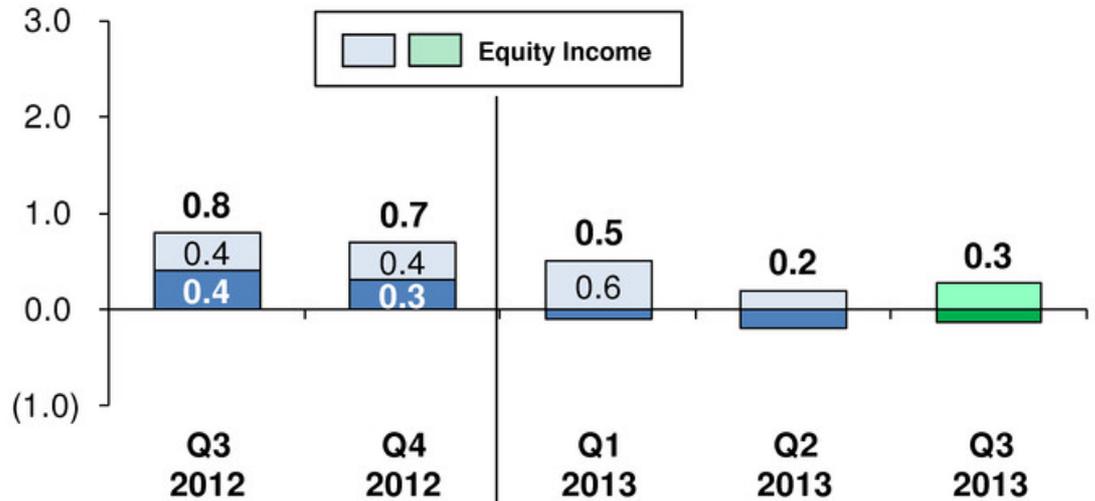
# GME EBIT- Adj. – Q3 2012 vs. Q3 2013



Note: Results may not foot due to rounding

# GMIO EBIT- Adjusted

(\$B)



<b>Revenue (\$B)<sup>(1)</sup></b>	<b>5.7</b>	<b>6.3</b>	<b>4.8</b>	<b>5.3</b>	<b>5.3</b>
EBIT-Adj. margin from consolidated operations <sup>(1)(2)</sup>	6.4%	3.9%	(1.4)%	(3.6)%	(2.8)%
Total China JV NI/Rev <sup>(3)</sup>	9.7%	9.1%	11.7%	9.4%	9.4%
<b>Wholesale (000's)<sup>(4)</sup></b>	<b>274</b>	<b>297</b>	<b>243</b>	<b>268</b>	<b>267</b>
Note: China JV wholesale	692	765	841	772	761
<b>IO Share<sup>(5)</sup></b>	<b>9.4%</b>	<b>9.8%</b>	<b>9.5%</b>	<b>9.3%</b>	<b>9.6%</b>

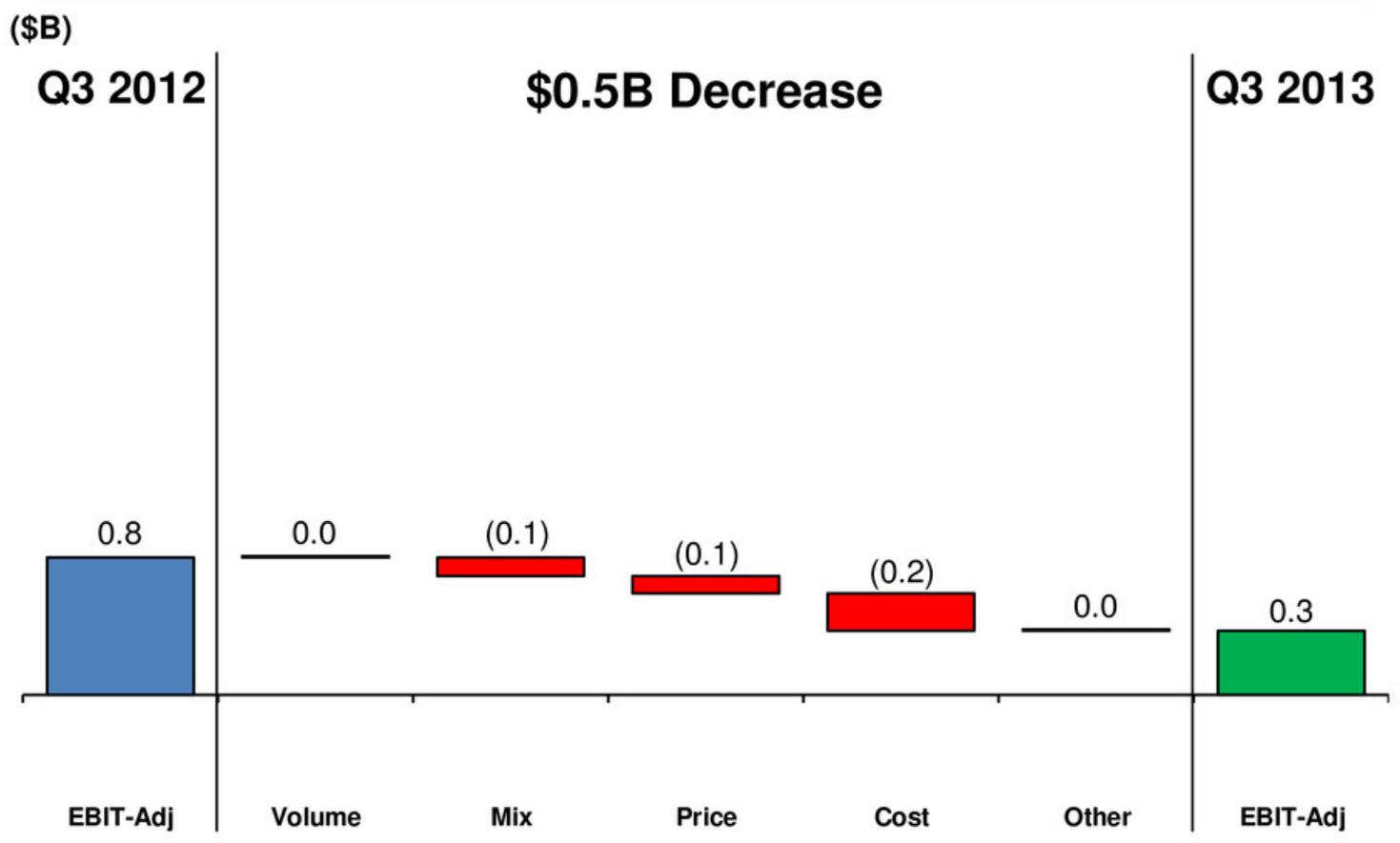
(1) 2012 Q4 estimated; all periods unaudited (2) Excludes equity income and non-controlling interest adjustment

(3) Revenue not consolidated in GM results, pro-rata share of earnings reported as equity income (4) Excludes China JV 's

(5) Excludes Chevrolet Europe and Russia

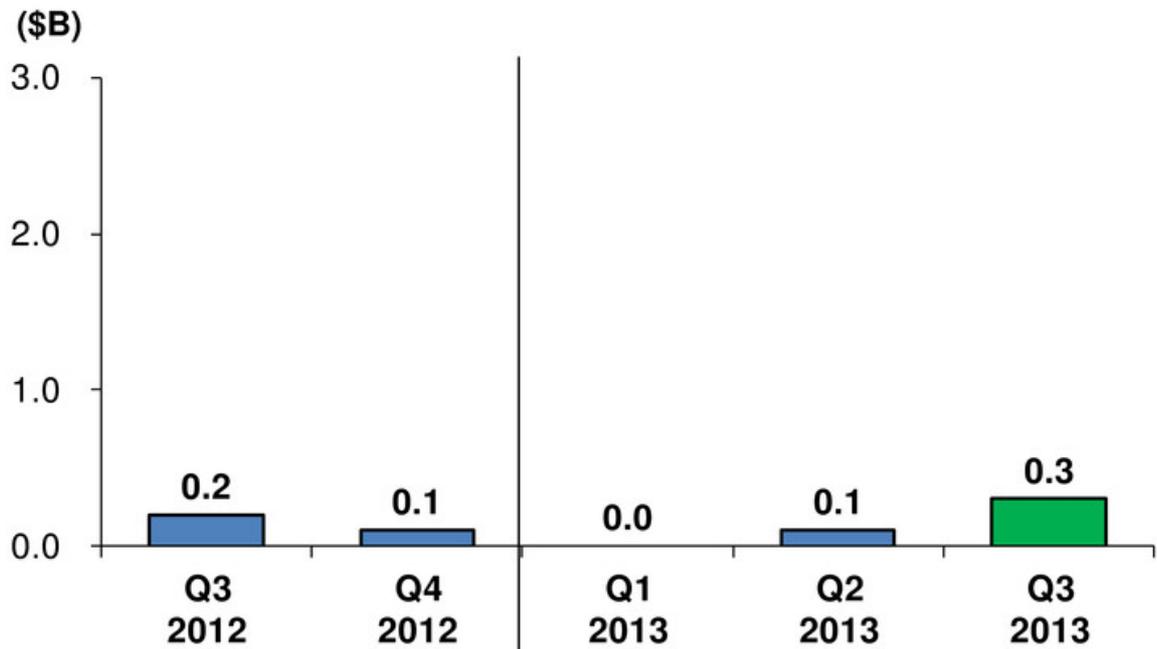


# GMIO EBIT- Adj. – Q3 2012 vs. Q3 2013



Note: Results may not foot due to rounding

# GMSA EBIT- Adjusted

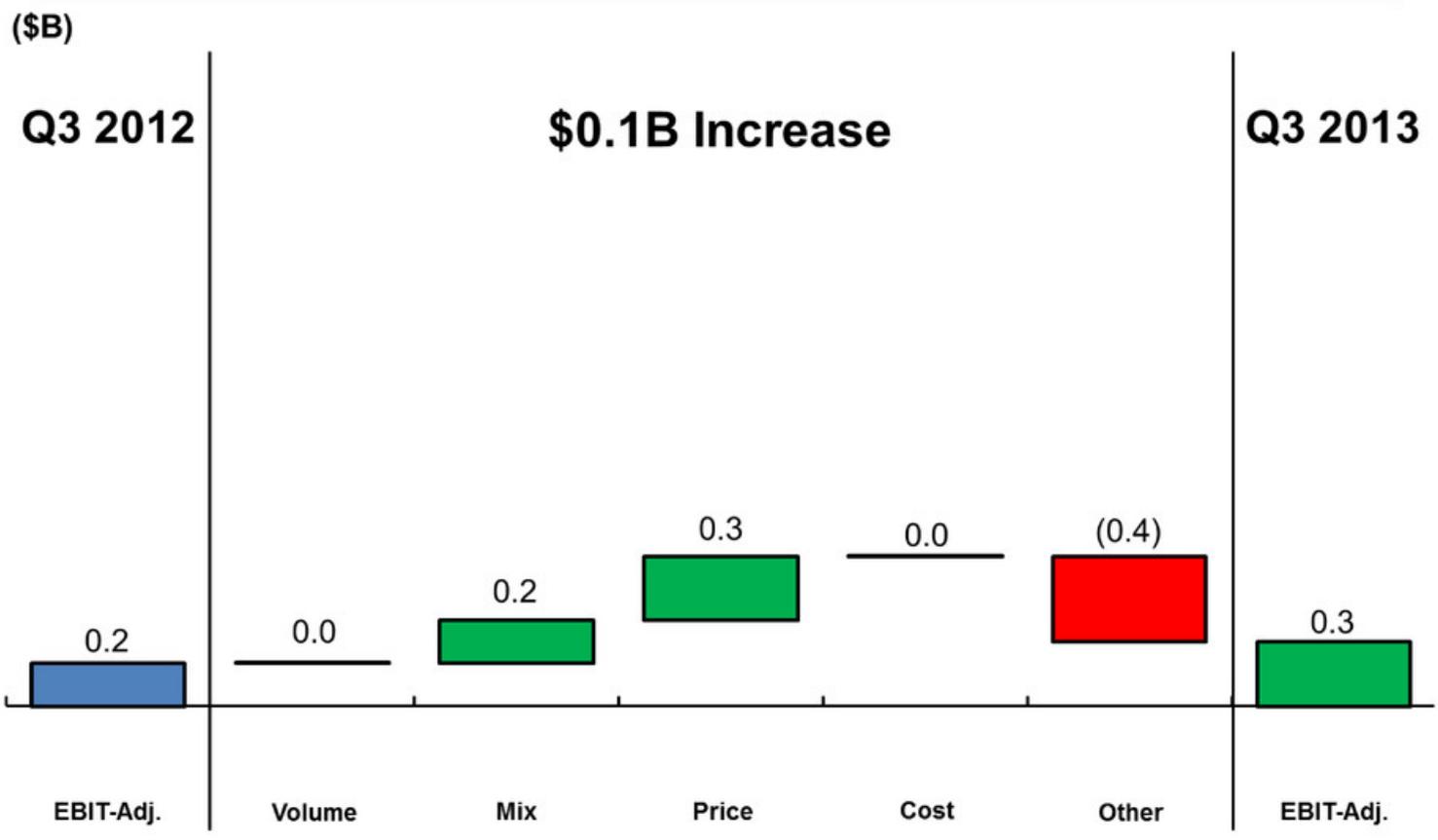


<b>Revenue (\$B)*</b>	<b>4.3</b>	<b>4.4</b>	<b>3.7</b>	<b>4.3</b>	<b>4.4</b>
<b>EBIT- Adj. % Rev *</b>	<b>3.7%</b>	<b>3.0%</b>	<b>(1.0)%</b>	<b>1.3%</b>	<b>6.5%</b>
<b>Wholesale (000's)</b>	<b>268</b>	<b>282</b>	<b>233</b>	<b>278</b>	<b>282</b>
<b>South America Share</b>	<b>17.9%</b>	<b>17.7%</b>	<b>17.2%</b>	<b>17.2%</b>	<b>17.8%</b>

\* 2012 Q4 estimated; all periods unaudited



# GMSA EBIT- Adj. – Q3 2012 vs. Q3 2013



Note: Results may not foot due to rounding



## Adjusted Automotive Free Cash Flow

<b>(\$B)</b>	<b>Q3 2012</b>	<b>Q3 2013</b>
<b>Net Income to Common Stockholders</b>	<b>1.5</b>	<b>0.7</b>
Adjusted for Non-Controlling Interests, Preferred Dividends, Series A Redemption & Undistributed Earnings Allocated to Series B	0.4	1.0
Deduct Non-Auto (GM Financial)	<u>(0.1)</u>	<u>(0.2)</u>
<b>Automotive Income</b>	<b>1.7</b>	<b>1.5</b>
Non-Cash Special Items	0.1	0.1
Depreciation and Amortization*	1.5	1.4
Working Capital	(0.5)	(0.1)
Pension / OPEB – Cash in Excess of Expense	(0.2)	(0.2)
Other	0.4	0.6
<b>Automotive Net Cash Provided/(Used)</b>	<b>3.1</b>	<b>3.3</b>
<b>Operating Activities</b>		
Capital Expenditures	(1.9)	(1.9)
<b>Adjusted Automotive Free Cash Flow</b>	<b>1.2</b>	<b>1.3</b>

\* Excludes impact of non-cash special items

Note: Results may not foot due to rounding



## Key Automotive Balance Sheet Items

<u>(\$B)</u>	<u>Sep. 30</u> <u>2012</u>	<u>Jun. 30</u> <u>2013</u>	<u>Sep. 30</u> <u>2013</u>
Cash & Current Marketable Securities	31.6	24.2	26.8
Available Credit Facilities <sup>(1)</sup>	<u>5.9</u>	<u>10.6</u>	<u>10.5</u>
<b>Available Liquidity</b>	<b>37.5</b>	<b>34.8</b>	<b>37.3</b>
<b><u>Key Obligations:</u></b>			
Debt	5.6	4.0	8.4
Series A Preferred Stock	5.5	5.5	3.1
U.S. Pension Underfunded Status <sup>(2) (3)</sup>	13.4	12.9	12.8
Non-U.S. Pension Underfunded Status <sup>(3)</sup>	11.4	13.1	13.6
Unfunded OPEB <sup>(3)</sup>	7.2	7.6	7.3

(1) Excludes uncommitted facilities

(2) Excludes U.S. non-qualified plan PBO of ~\$0.8 billion

(3) Balances are rolled forward and do not reflect remeasurement, except for the remeasurement of certain U.S., Canada and GME plans in March, June and September 2012 and September 2013



# GM Financial

	Q3	Q3	Industry Avg. (Excl. GM)	
	<u>2012</u>	<u>2013</u>	Q3 <u>2012</u>	Q3 <u>2013</u>
<b><u>GM Sales Penetrations</u></b>				
U.S. Subprime APR (<=620)	8.1%	7.8%	5.7%	6.1%
U.S. Lease	16.2%	21.3%	21.1%	24.1%
Canada Lease	6.6%	8.1%	17.4%	19.1%
<b><u>GM / GM Financial Linkage</u></b>				
GM as % of GM Financial Loan and Lease Originations* (GM New / GMF Loan & Lease)	44%	67%		
GMF as % of GM U.S. Subprime & Lease	19%	20%		
<b><u>GM Financial Performance*</u></b>				
GM Financial Credit Losses (annualized net credit losses as % avg. consumer finance receivables)	2.5%	1.9%		
EBT (\$M)	200	239		

\* Includes International Operations purchased in Q2 2013; Q3 2012 reflects North American operations only

Note: GM Sales Penetrations based on JD Power PIN

- Solid third quarter with year-over-year increases in revenue, market share, EBIT-adjusted, margins, cash flow
- Continue to strengthen fortress balance sheet
- Focus remains on delivering to our customers
  - Winning vehicles
  - Compelling value
  - Great quality
- Q3 results further validation of consistently delivering on our plan



**General Motors Company**

**Select Supplemental Financial Information**

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## Global Deliveries

(000's)	<u>Q3</u> <u>2012</u>	<u>Q4</u> <u>2012</u>	<u>Q1</u> <u>2013</u>	<u>Q2</u> <u>2013</u>	<u>Q3</u> <u>2013</u>
North America	759	735	761	880	808
Europe	372	357	373	426	388
<i>Chevrolet in Europe</i>	<i>127</i>	<i>120</i>	<i>112</i>	<i>140</i>	<i>138</i>
International Operations*	857	968	992	925	930
<i>China</i>	<i>665</i>	<i>754</i>	<i>816</i>	<i>751</i>	<i>745</i>
South America	285	265	235	262	273
<i>Brazil</i>	<i>183</i>	<i>169</i>	<i>141</i>	<i>164</i>	<i>171</i>
Global Deliveries	2,273	2,325	2,361	2,493	2,398

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

\* International Operations deliveries excludes Chevrolet Europe and Russia; Note: Results may not foot due to rounding



# Global Market Share

	<u>Q3</u> <u>2012</u>	<u>Q4</u> <u>2012</u>	<u>Q1</u> <u>2013</u>	<u>Q2</u> <u>2013</u>	<u>Q3</u> <u>2013</u>
North America	16.9%	16.6%	17.1%	17.3%	16.7%
<i>U.S.</i>	<i>17.6%</i>	<i>17.1%</i>	<i>17.7%</i>	<i>17.9%</i>	<i>17.3%</i>
Europe <sup>(1)</sup>	8.4%	8.0%	8.2%	8.5%	8.6%
<i>Germany</i>	<i>7.4%</i>	<i>6.8%</i>	<i>7.4%</i>	<i>7.7%</i>	<i>7.7%</i>
<i>U.K.</i>	<i>11.6%</i>	<i>12.3%</i>	<i>11.7%</i>	<i>11.7%</i>	<i>10.8%</i>
<i>Russia</i>	<i>10.1%</i>	<i>9.4%</i>	<i>9.0%</i>	<i>8.7%</i>	<i>9.4%</i>
International Operations <sup>(2)</sup>	9.4%	9.8%	9.5%	9.3%	9.6%
<i>China</i>	<i>14.9%</i>	<i>14.5%</i>	<i>15.1%</i>	<i>13.9%</i>	<i>14.6%</i>
South America	17.9%	17.7%	17.2%	17.2%	17.8%
<i>Brazil</i>	<i>17.1%</i>	<i>16.7%</i>	<i>17.0%</i>	<i>17.0%</i>	<i>17.4%</i>
Global Market Share	11.6%	11.5%	11.4%	11.6%	11.7%

Note: GM market share includes 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.

(1) Europe share includes Chevrolet Europe

(2) International Operations share excludes Chevrolet Europe and Russia



## Operating Income Walk to EBIT- Adjusted

(\$B)	Q3	Q3
	<u>2012</u>	<u>2013</u>
<b>Operating Income</b>	<b>1.6</b>	<b>2.3</b>
Equity Income	0.4	0.4
Non-Controlling Interests	0.0	0.0
Non-Operating Income	0.2	(0.1)
Special Items	<u>0.1</u>	<u>0.0</u>
<b>EBIT- Adjusted</b>	<b>2.3</b>	<b>2.6</b>

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

## Reconciliation of EBIT- Adjusted

<u>(\$B)</u>	<u>Q3</u> <u>2012</u>	<u>Q3</u> <u>2013</u>
<b>Net Income to Common Stockholders</b>	<b>1.5</b>	<b>0.7</b>
<b><u>Add Back:</u></b>		
Undistributed earnings allocated to Series B (Basic)	0.1	-
Dividends on Preferred Stock	0.2	0.2
Interest Expense / (Income)	0.0	0.0
Income Tax Expense / (Benefit)	0.4	0.8
<b><u>Special Items:</u></b>		
GM Korea Goodwill	0.1	0.0
Loss on Purchase of Series A	-	0.8
<b>Total Special Items</b>	<b><u>0.1</u></b>	<b><u>0.9</u></b>
<b>EBIT- Adjusted</b>	<b>2.3</b>	<b>2.6</b>

Note: EBIT-Adj. includes GM Financial on an Earnings Before Tax (EBT) basis; Results may not foot due to rounding



## Restructuring (not included in special items)

<u>(\$B)</u>	<u>Q3</u> <u>2012</u>	<u>Q4</u> <u>2012</u>	<u>Q1</u> <u>2013</u>	<u>Q2</u> <u>2013</u>	<u>Q3</u> <u>2013</u>
GMNA	0.1	0.0	0.0	0.0	0.0
GME	0.0	(0.1)	0.0	0.0	0.0
GMIO	0.0	0.0	0.0	0.0	(0.1)
GMSA	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>
Total	0.0	(0.2)	(0.1)	(0.1)	(0.1)

*Note: Results may not foot due to rounding*



## GM Financial – Key Metrics<sup>(1)</sup>

<u>(\$M)</u>	<u>Q3 2012</u>	<u>Q3 2013</u>
Earnings Before Tax	200	239
Total Loan and Lease Originations	1,777	3,230
GM as % of GM Financial Loan and Lease Originations	44%	67%
Commercial Finance Receivables <sup>(2)</sup>	284	4,611
Consumer Finance Receivables	10,853	19,264
Consumer Finance Delinquencies (>30 days) <sup>(3)</sup>	7.1%	5.3%
Annualized Net Credit Losses as % of Avg. Consumer Finance Receivables	2.5%	1.9%

*(1) Includes International Operations purchased in Q2 2013; Q3 2012 reflects North American operations only*

*(2) Excludes \$22M and \$635M for Q3 2012 and Q3 2013 respectively in outstanding loans to affiliates*

*(3) Excludes consumer finance receivables in repossession*

