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

## FORM 8-K

## CURRENT REPORT <br> PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported) August 1, 2013

# GENERAL MOTORS COMPANY 

(Exact Name of Registrant as Specified in its Charter)

DELAWARE
(State or other jurisdiction of incorporation)
$\qquad$

300 Renaissance Center, Detroit, Michigan
(Address of Principal Executive Offices)

48265-3000
(Zip Code)
(313) 556-5000
(Registrant's telephone number, including area code)

Not Applicable
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17-CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 8.01 Other Events

U.S. Sales Release and Charts Dated August 1, 2013

## Item 8.01 Other Events

On August 1, 2013, General Motors Company issued a news release announcing July 2013 U.S. sales. The release and charts are attached as Exhibit 99.1.

## EXHIBIT

U.S. Sales Release and Charts Dated August 1, 2013

Method of Filing

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

GENERAL MOTORS COMPANY

For Release: Thursday, August 1, 2013, 10 a.m. EDT

## GM's Retail Sales Increased 23 percent in July

## Total sales up 16 percent driven by double-digit increases at all four brands

DETROIT - General Motors Co. (NYSE: GM) dealers delivered 234,071 vehicles in the United States in July, up 16 percent compared with a year ago. Retail sales increased 23 percent while fleet sales declined 6 percent.
"For GM, July was the most well-balanced month of the year from a retail sales standpoint: trucks were hot, but so were small cars and family vehicles," said Kurt McNeil, vice president, U.S. sales operations. "Our experience shows that the difference between good sales and great sales in a slow-growth economy is how many new products you have to offer, and we are starting to hit our sweet spot."

## July Total Sales Highlights (vs. 2012)

- GM passenger car sales were up 24 percent year over year, including a 42 percent increase in mini-, small and compact car deliveries.
- Chevrolet car sales were up 31 percent driven by a record month for the Spark, record July sales for the Cruze and a 38 percent increase for the Impala.
- Cadillac car sales were up 34 percent on the strength of the new ATS and XTS.
- Pickup, van and SUV sales were up a combined 16 percent with full-size pickups up 44 percent - the best July since 2007.
- About 15 percent of full-size pickup sales were all-new 2014 crew cabs. Double-cab models are now being shipped to dealers and regular cab production begins later this summer.
- Crossover sales were up 6 percent, with the redesigned Chevrolet Traverse and Buick Enclave up 33 percent and 14 percent, respectively. Sales of the all-new Buick Encore increased 39 percent from June 2013.

July Retail Sales Highlights (vs. 2012)

- All four brands posted double-digit retail sales increases and Buick retail sales have now increased for 15 consecutive months.
- Full-size pickup deliveries were up 51 percent and crossover sales increased 18 percent.
- Deliveries to small business customers increased 61 percent, including a 107 percent increase full-size pickup deliveries.
- Sales of the Chevrolet Malibu increased 31 percent and the Chevrolet Equinox had its best-ever July retail sales with deliveries up 9 percent.
- GMC Terrain sales were up 24 percent for its best-ever July.

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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; 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.

|  | July |  |  | $\begin{gathered} \text { (Calendar Year-to-Date) } \\ \text { January - July } \\ \hline \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2013 | 2012 | \%Change Volume | 2013 | 2012 | \%Change Volume |
| Enclave | 4,963 | 4,360 | 13.8 | 36,804 | 32,226 | 14.2 |
| Encore | 3,176 | - | ***.* | 15,428 | - | ***.* |
| LaCrosse | 3,446 | 4,001 | (13.9) | 27,928 | 34,893 | (20.0) |
| Lucerne | - | 11 | ***.* | 9 | 954 | (99.1) |
| Regal | 1,187 | 1,784 | (33.5) | 10,007 | 16,612 | (39.8) |
| Verano | 3,621 | 4,235 | (14.5) | 27,054 | 19,904 | 35.9 |
| Buick Total | 16,393 | 14,391 | 13.9 | 117,230 | 104,589 | 12.1 |
| ATS | 2,905 | - | ***.* | 22,088 | - | ***.* |
| CTS | 2,889 | 4,743 | (39.1) | 18,022 | 30,226 | (40.4) |
| DTS | - | 20 | ***.* | 19 | 449 | (95.8) |
| Escalade | 1,105 | 1,123 | (1.6) | 6,782 | 7,117 | (4.7) |
| Escalade ESV | 688 | 711 | (3.2) | 4,515 | 4,458 | 1.3 |
| Escalade EXT | 182 | 163 | 11.7 | 1,341 | 977 | 37.3 |
| SRX | 4,943 | 4,911 | 0.7 | 28,933 | 30,361 | (4.7) |
| STS | - | 7 | ***.* | 7 | 149 | (95.3) |
| XTS | 2,940 | 1,739 | 69.1 | 17,624 | 2,492 | 607.2 |
| Cadillac Total | 15,652 | 13,417 | 16.7 | $\mathbf{9 9 , 3 3 1}$ | 76,229 | 30.3 |
| Avalanche | 1,496 | 1,823 | (17.9) | 13,374 | 12,825 | 4.3 |
| Aveo | - | 2 | ***.* | 2 | 58 | (96.6) |
| Camaro | 7,969 | 6,926 | 15.1 | 50,281 | 56,623 | (11.2) |
| Caprice | 182 | 500 | (63.6) | 1,734 | 1,680 | 3.2 |
| Captiva Sport | 2,548 | 3,914 | (34.9) | 27,310 | 21,835 | 25.1 |
| Cobalt | - | - | ***.* | - | 11 | ***.* |
| Colorado | 207 | 4,096 | (94.9) | 3,241 | 25,553 | (87.3) |
| Corvette | 671 | 987 | (32.0) | 6,344 | 8,009 | (20.8) |
| Cruze | 25,447 | 14,954 | 70.2 | 159,136 | 128,838 | 23.5 |
| Equinox | 18,507 | 19,906 | (7.0) | 144,904 | 130,796 | 10.8 |
| Express | 5,569 | 9,327 | (40.3) | 46,171 | 47,144 | (2.1) |
| HHR | - | - | ***.* | 3 | 20 | (85.0) |
| Impala | 12,915 | 9,359 | 38.0 | 96,297 | 107,854 | (10.7) |
| Malibu | 12,473 | 12,345 | 1.0 | 123,573 | 153,782 | (19.6) |
| Silverado-C/K Pickup | 42,080 | 28,972 | 45.2 | 284,666 | 223,480 | 27.4 |
| Sonic | 6,055 | 6,278 | (3.6) | 50,960 | 48,518 | 5.0 |
| Spark | 3,847 | 1,460 | 163.5 | 21,435 | 1,460 | 1,368.2 |
| Suburban (Chevy) | 6,181 | 4,445 | 39.1 | 27,844 | 27,513 | 1.2 |
| Tahoe | 7,119 | 6,053 | 17.6 | 47,976 | 39,327 | 22.0 |
| Traverse | 7,616 | 5,746 | 32.5 | 60,910 | 54,612 | 11.5 |
| Volt | 1,788 | 1,849 | (3.3) | 11,643 | 10,666 | 9.2 |
| Chevrolet Total | 162,670 | 138,942 | 17.1 | 1,177,804 | 1,100,604 | 7.0 |
| Acadia | 7,564 | 7,390 | 2.4 | 54,056 | 49,550 | 9.1 |
| Canyon | 22 | 720 | (96.9) | 898 | 6,361 | (85.9) |
| Savana | 1,400 | 2,653 | (47.2) | 9,610 | 14,709 | (34.7) |
| Sierra | 16,582 | 11,105 | 49.3 | 104,215 | 84,050 | 24.0 |
| Terrain | 7,855 | 7,595 | 3.4 | 58,531 | 54,197 | 8.0 |
| Yukon | 2,790 | 2,205 | 26.5 | 14,895 | 14,867 | 0.2 |
| Yukon XL | 3,143 | 2,819 | 11.5 | 17,847 | 11,794 | 51.3 |
| GMC Total | 39,356 | 34,487 | 14.1 | 260,052 | 235,528 | 10.4 |
| GM Vehicle Total | 234,071 | 201,237 | 16.3 | 1,654,417 | 1,516,950 | 9.1 |

25 selling days for the July period this year and 24 for last year.


[^0]:    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 fastestgrowing 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.

