# UNITED STATES <br> 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) December 3, 2013

# GENERAL MOTORS COMPANY 

(Exact Name of Registrant as Specified in its Charter)

| DELAWARE |  | 27-0756180 |
| :--- | :---: | :---: |
| or other jurisdiction of |  |  |
| incorporation) | $\mathbf{0 0 1 - 3 4 9 6 0}$ | (I.R.S. Employer |
| (Commission File Number) | Identification No.) |  |

$\begin{array}{cc}300 \text { Renaissance Center, Detroit, Michigan } & \text { 48265-3000 } \\ \text { (Address of Principal Executive Offices) } & \text { Zip Code) }\end{array}$
(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

Signature
Index to Exhibits
U.S. Sales Release and Charts Dated December 3, 2013

## Item 8.01 Other Events

On December 3, 2013, General Motors Company issued a news release announcing November 2013 U.S. sales. The release and charts are attached as Exhibit 99.1.

| Exhibit | $\underline{\text { Description }}$ | Method of Filing |
| :--- | :--- | :--- |
| Exhibit 99.1 | U.S. Sales Release and Charts | 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: Tuesday, Dec. 3, 2013, 10 a.m. EST

## GM's U.S. Retail Sales Up 19 percent in November

DETROIT - General Motors Co. (NYSE: GM) dealers delivered 212,060 vehicles in the United States in November, up 14 percent versus a year ago and the highest November sales in six years. Retail sales were up 19 percent and fleet sales were down 3 percent.
"November sales were strong at all four of our brands, and demand was robust for everything from cars to crossovers to the industry's newest and best full-size pickups," said Kurt McNeil, vice president, U.S. sales operations. "The sheer number of award-winning new models we have helped us grow faster than the industry for the second month in a row."

GM's product momentum will continue unabated. For example, the all-new 2014 Cadillac CTS, which is building availability, was recently named Motor Trend's Car of the Year, an Automobile Magazine "All Star" and one of Car and Driver's 10 Best cars.

Cadillac will also launch an all-new Escalade and the ELR in early 2014. In addition, Chevrolet and GMC are launching all-new heavy-duty pickups and large SUVs in the first quarter. Chevrolet also unveiled the Colorado, its new, highly acclaimed midsize pickup, at the Los Angeles International Auto Show. The Colorado goes on sale in the fall of 2014.

## November Sales Highlights (vs. 2012)

- Chevrolet sales were up 13 percent and retail deliveries were up 20 percent.
- Sales of Chevrolet cars increased 19 percent, with Malibu up 41 percent, Volt up 26 percent, Impala up 20 percent and Camaro up 14 percent. Retail deliveries of the Cruze were up 39 percent and Impala more than doubled.
- The Chevrolet Cruze, Equinox and Volt had their best November sales ever.
- Sales of the Chevrolet Tahoe were up 23 percent, the Traverse was up 21 percent and the Silverado was up 12 percent.
- GMC sales were up 20 percent, with the Sierra up 22 percent and the Acadia crossover up 108 percent, which keeps it on track for its best year ever.
- Small business sales were up 38 percent, including a 76-percent increase in pickup deliveries. Commercial fleet deliveries increased 18 percent.
- Buick deliveries increased 13 percent and the brand is on track for its best year since 2005. November was Buick’s 19th consecutive month of year-over-year retail sales growth.
- Cadillac sales increased 11 percent and retail sales have grown in each of the past 18 months, driven by the success of the new XTS and ATS.
"We feel good about the direction of the economy and our own momentum," McNeil said. "The economy is creating jobs and household wealth. Energy costs are dropping and credit is available and affordable. All of this bodes well for future growth."


## Forward-Looking Statements



 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


 on Form 10-Q provides information about these and other factors, which we may revise or supplement in future reports to the SEC.
 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.

## CONTACT

## Jim Cain

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james.cain@.gm.com

## Sales Tables

| November | Total Sales | YOY Change | Retail Sales | YOY Change |
| :---: | :---: | :---: | :---: | :---: |
| Chevrolet | 145,089 | 12.6\% | 106,767 | 20.5\% |
| GMC | 35,727 | 19.8\% | 31,334 | 24.8\% |
| Buick | 15,072 | 13.4\% | 14,332 | 17.2\% |
| Cadillac | 16,172 | 11.4\% | 14,222 | 5.0\% |
| Total | 212,060 | 13.7\% | 166,655 | 19.4\% |
|  |  |  |  |  |
| CYTD | Total Sales | YOY Change | Retail Sales | YOY Change |
| Chevrolet | 1,793,632 | 6.5\% | 1,272,599 | 11.0\% |
| GMC | 407,781 | 10.2\% | 354,387 | 13.8\% |
| Buick | 190,130 | 16.0\% | 169,776 | 15.2\% |
| Cadillac | 164,378 | 25.0\% | 150,914 | 21.9\% |
| Total GM | 2,555,921 | 8.8\% | 1,947,676 | 12.6\% |
| Fleet Segment | Month | YOY Change | CYTD | CYTD Change |
| Share of Sales | 21.4\% | (3.8) points | 23.8\% | (2.6) points |
|  |  |  |  |  |
| Inventory | Units at Month-end | Days Supply (selling day adjusted) | Units at Previous Month-end | Days Supply (selling day adjusted) |
| All Vehicles | 779,517 | 96 | 727,812 | 87 |


| Industry Sales | Month (est.) | CYTD (est.) |
| :---: | :---: | :---: |
| Light Vehicle SAAR | Above 16 million | 15.6 million range |


|  | November |  |  | (Calendar Year-to-Date) <br> January - November |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2013 | 2012 | \%Change Volume | 2013 | 2012 | \%Change Volume |
| Enclave | 4,687 | 4,817 | (2.7) | 55,715 | 50,651 | 10.0 |
| Encore | 2,663 | - | ***.* | 29,195 | - | ***.* |
| LaCrosse | 2,980 | 3,797 | (21.5) | 45,675 | 53,002 | (13.8) |
| Regal | 2,018 | 1,101 | 83.3 | 16,938 | 23,090 | (26.6) |
| Verano | 2,724 | 3,574 | (23.8) | 42,598 | 36,222 | 17.6 |
| Buick Total* | 15,072 | 13,289 | 13.4 | 190,130 | 163,935 | 16.0 |
| ATS | 3,443 | 2,152 | 60.0 | 34,432 | 4,029 | 754.6 |
| CTS | 2,643 | 2,798 | (5.5) | 29,126 | 43,607 | (33.2) |
| Escalade | 1,100 | 960 | 14.6 | 11,122 | 11,244 | (1.1) |
| Escalade ESV | 651 | 693 | (6.1) | 7,175 | 7,156 | 0.3 |
| Escalade EXT | 95 | 156 | (39.1) | 1,906 | 1,678 | 13.6 |
| SRX | 4,823 | 5,340 | (9.7) | 50,702 | 51,085 | (0.7) |
| XTS | 3,417 | 2,414 | 41.5 | 29,889 | 12,110 | 146.8 |
| Cadillac Total* | 16,172 | 14,517 | 11.4 | 164,378 | 131,534 | 25.0 |
| Avalanche | 255 | 1,778 | (85.7) | 16,399 | 21,258 | (22.9) |
| Camaro | 5,068 | 4,464 | 13.5 | 75,552 | 78,554 | (3.8) |
| Caprice | 248 | 281 | (11.7) | 3,487 | 3,489 | (0.1) |
| Captiva Sport | 4,476 | 3,672 | 21.9 | 44,966 | 34,228 | 31.4 |
| Colorado | 6 | 1,327 | (99.5) | 3,410 | 35,547 | (90.4) |
| Corvette | 2,527 | 1,104 | 128.9 | 14,286 | 12,841 | 11.3 |
| Cruze | 18,200 | 16,807 | 8.3 | 230,062 | 216,528 | 6.3 |
| Equinox | 18,397 | 16,821 | 9.4 | 220,980 | 199,070 | 11.0 |
| Express | 5,779 | 6,007 | (3.8) | 71,928 | 69,421 | 3.6 |
| Impala | 13,418 | 11,163 | 20.2 | 146,164 | 159,710 | (8.5) |
| Malibu | 14,405 | 10,227 | 40.9 | 185,101 | 199,321 | (7.1) |
| Silverado-C/K Pickup | 34,386 | 30,674 | 12.1 | 437,821 | 367,613 | 19.1 |
| Sonic | 4,712 | 5,016 | (6.1) | 81,211 | 75,257 | 7.9 |
| Spark | 1,741 | 1,709 | 1.9 | 32,418 | 10,156 | 219.2 |
| Suburban (Chevy) | 5,212 | 4,705 | 10.8 | 45,440 | 42,160 | 7.8 |
| SS | 178 | - | ***.* | 179 | - | ***.* |
| Tahoe | 7,272 | 5,895 | 23.4 | 74,856 | 60,302 | 24.1 |
| Traverse | 6,889 | 5,697 | 20.9 | 88,665 | 78,176 | 13.4 |
| Volt | 1,920 | 1,519 | 26.4 | 20,702 | 20,828 | (0.6) |
| Chevrolet Total* | 145,089 | 128,867 | 12.6 | 1,793,632 | 1,684,555 | 6.5 |
| Acadia | 7,566 | 3,631 | 108.4 | 81,870 | 73,101 | 12.0 |
| Canyon | 4 | 330 | (98.8) | 927 | 8,420 | (89.0) |
| Savana | 1,532 | 1,014 | 51.1 | 14,117 | 19,320 | (26.9) |
| Sierra | 14,362 | 11,726 | 22.5 | 166,535 | 138,475 | 20.3 |
| Terrain | 6,821 | 8,158 | (16.4) | 91,527 | 86,270 | 6.1 |
| Yukon | 2,777 | 2,438 | 13.9 | 24,705 | 23,876 | 3.5 |
| Yukon XL | 2,665 | 2,535 | 5.1 | 28,100 | 20,498 | 37.1 |
| GMC Total | 35,727 | 29,832 | 19.8 | 407,781 | 369,960 | 10.2 |
| GM Vehicle Total* | 212,060 | 186,505 | 13.7 | 2,555,921 | 2,349,984 | 8.8 |

26 selling days for the November period this year and 25 for last year.
*Totals include discontinued models: Buick Lucerne, Cadillac DTS and STS, Chevrolet Aveo, Cobalt and HHR.

