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

## FORM 8-K

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

Date of Report (Date of earliest event reported) January 3, 2014

# 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 48265-3000
(Address of Principal Executive Offices)
(Zip Code)

27-0756180 (I.R.S. Employer Identification No.)

## 001-34960

(Commission File Number)
(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:
$\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square \quad$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17-CFR 240.14a-12)
$\square \quad$ 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))

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## Item 8.01 Other Events

On January 3, 2014, General Motors Company issued a news release announcing December 2013 U.S. sales. The release and charts are attached as Exhibit 99.1.

## EXHIBIT

| $\underline{\text { Exhibit }}$ | $\underline{\text { Description }}$ | 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: Friday, Jan. 3, 2014, 10 a.m. EST

## GM's U.S. Dealers Deliver 2.8 Million Vehicles in 2013 All Four GM Brands Gained Retail Market Share for the Year

DETROIT - General Motors Co. (NYSE: GM) dealers delivered 2.8 million vehicles in the United States in 2013. Retail sales increased 11 percent and total sales were up 7 percent compared with 2012.

Dealers delivered 230,157 vehicles in December, down 6 percent versus a year ago. Retail sales were down 6 percent and fleet sales were down 9 percent.
"2013 was the year that GM and the auto industry put the last traces of the recession in the rearview mirror, so now we can devote our full attention to the things that matter most to customers: compelling design, world-class quality and delivering the best ownership experience in the business," said Kurt McNeil, vice president, U.S. sales operations. "GM has laid a strong foundation to pursue all of these goals. We have announced more than $\$ 10$ billion in capital investments in the United States since 2009 and plowed billions more into R\&D to refresh our product portfolio at twice the rate of the last few years."

Major upcoming launches include all-new large SUVs for Cadillac, GMC and Chevrolet, the award-winning Cadillac ELR and all-new heavy-duty and mid-size pickups for Chevrolet and GMC.

In addition, GM will begin the industry's largest deployment of high-speed mobile broadband later this year. Additional details will be released at the Consumer Electronics Show in Las Vegas next week.

## 2013 Highlights (versus 2012)

- GM became the first American auto company in history to top the J.D. Power Initial Quality Study, with eight individual model awards, including five for Chevrolet.
- Chevrolet redesigned iconic products, including the Silverado 1500, Corvette and Impala, all of which won numerous awards for product excellence.
- Cadillac finished the year as the industry's fastest-growing full-line luxury brand.
- Buick had its best sales year since 2006 as the brand expanded into new segments with the Verano sedan and the Encore small crossover.
- The all-new Chevrolet Silverado 1500 and GMC Sierra 1500 helped the company increase its full-size pickup sales by 14 percent.
- GMC sales were the strongest since 2007, and the Sierra now has the highest average transaction prices of any full-size pickup truck line in the industry, according to J.D. Power PIN estimates.
- Overall, GM's share of the $\$ 40,000$ and up light-duty pickup segment, which is about one-third of the market, has increased 7 percentage points to 36 percent.
- Combined sales of GM's mini, small and compact cars increased by 10 percent, bolstered by best-ever sales of the Chevrolet Sonic and Cruze, and a remarkable year for the new Chevrolet Spark, which saw more than 34,000 deliveries.
- Crossover deliveries were strong all year long, increasing by 14 percent. New products like the Buick Encore drove the growth along with stalwarts like the Chevrolet Equinox and GMC Terrain, which had their best sales years ever. The GMC Acadia and Buick Enclave also had their best years ever.


## December Sales Highlights (vs. 2012)

- Sales in the fourth quarter increased 6 percent and December's volume was the highest since August.
- The Chevrolet Corvette had its best December sales since 2006.
- The redesigned Chevrolet Malibu and the all-new Impala were up 33 percent and 10 percent, respectively.
- Crossover and SUV sales were strong, with the Chevrolet Traverse and Tahoe, and the GMC Acadia and Yukon XL all posting higher sales. The Acadia was up 53 percent, for its best-ever December.
- Small business customers took delivery of 26,231 vehicles in December up 20 percent. For the year, small business deliveries were up 35 percent.
"December started a little slow but sales were stronger later in the month, especially in the week between Christmas and New Year's," McNeil said. "We didn't make any big changes to our 'go-to-market' strategy during the month, which is to offer competitive incentives and market aggressively, and we are carrying good momentum heading into January."


## 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 $10-\mathrm{K}$ 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.

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.

## CONTACT:

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## Sales Tables

| December | Total Sales | YOY Change | Retail Sales | YOY Change |
| :---: | :---: | :---: | :---: | :---: |
| Chevrolet | 153,493 | $-8.1 \%$ | 114,104 | $-7.2 \%$ |
| GMC | 43,120 | $-1.8 \%$ | 36,823 | $-2.1 \%$ |
| Buick | 15,379 | $-6.6 \%$ | 14,544 | $-7.1 \%$ |
| Cadillac | 18,165 | $-0.5 \%$ | 16,591 | $-1.1 \%$ |
| Total | 230,157 | $-6.3 \%$ | 182,062 | $-5.7 \%$ |


| 2013CY | Total Sales | YOY Change | Retail Sales | YOY Change |
| :---: | :---: | :---: | :---: | :---: |
| Chevrolet | $1,947,125$ | $5.2 \%$ | $1,386,703$ | $9.2 \%$ |
| GMC | 450,901 | $8.9 \%$ | 391,210 | $12.0 \%$ |
| Buick | 205,509 | $13.9 \%$ | 184,320 | $13.1 \%$ |
| Cadillac | 182,543 | $21.9 \%$ | 167,505 | $19.1 \%$ |
| Total | $2,786,078$ | $7.3 \%$ | $2,129,738$ | $10.8 \%$ |


| Fleet Segment | Month | YOY Change | 2013 CY | CY Change |
| :---: | :---: | :---: | :---: | :---: |
| Share of Sales | $20.9 \%$ | -0.5 points | $23.6 \%$ | -2.4 points |


| Inventory | Units at <br> Month-end | Days Supply <br> (selling day adjusted) | Units at <br> Previous <br> Month-end | Days Supply <br> (selling day adjusted) |
| :---: | :---: | :---: | :---: | :---: |
| All Vehicles | 748,125 | 81 | 779,517 |  |


| Industry Sales | Month (est.) | $\mathbf{2 0 1 3}$ (est.) |
| :---: | :---: | :---: |
| Light Vehicle SAAR | 15.6 million range | 15.6 million range |


|  | December |  |  | $\begin{gathered} \text { (Calendar Year-to-Date) } \\ \text { January - December } \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2013 | 2012 | \%Change Volume | 2013 | 2012 | \%Change Volume |
| Enclave | 4,819 | 6,052 | (20.4) | 60,534 | 56,703 | 6.8 |
| Encore | 2,761 | - | ***.* | 31,956 | - | ***.* |
| LaCrosse | 3,123 | 4,074 | (23.3) | 48,798 | 57,076 | (14.5) |
| Regal | 1,747 | 1,526 | 14.5 | 18,685 | 24,616 | (24.1) |
| Verano | 2,929 | 4,820 | (39.2) | 45,527 | 41,042 | 10.9 |
| Buick Total* | $\mathbf{1 5 , 3 7 9}$ | 16,473 | (6.6) | 205,509 | 180,408 | 13.9 |
| ATS | 3,887 | 2,979 | 30.5 | 38,319 | 7,008 | 446.8 |
| CTS | 3,217 | 3,372 | (4.6) | 32,343 | 46,979 | (31.2) |
| ELR | 6 | - | ***.* | 6 | - | ***.* |
| Escalade | 1,470 | 1,371 | 7.2 | 12,592 | 12,615 | (0.2) |
| Escalade ESV | 775 | 927 | (16.4) | 7,950 | 8,083 | (1.6) |
| Escalade EXT | 66 | 256 | (74.2) | 1,972 | 1,934 | 2.0 |
| SRX | 6,074 | 6,400 | (5.1) | 56,776 | 57,485 | (1.2) |
| XTS | 2,670 | 2,939 | (9.2) | 32,559 | 15,049 | 116.4 |
| Cadillac Total* | 18,165 | 18,248 | (0.5) | 182,543 | 149,782 | 21.9 |
| Avalanche | 127 | 2,737 | (95.4) | 16,526 | 23,995 | (31.1) |
| Camaro | 5,015 | 5,837 | (14.1) | 80,567 | 84,391 | (4.5) |
| Caprice | 412 | 245 | 68.2 | 3,899 | 3,734 | 4.4 |
| Captiva Sport | 2,634 | 2,707 | (2.7) | 47,600 | 36,935 | 28.9 |
| Colorado | 2 | 1,293 | (99.8) | 3,412 | 36,840 | (90.7) |
| Corvette | 3,005 | 1,291 | 132.8 | 17,291 | 14,132 | 22.4 |
| Cruze | 18,162 | 21,230 | (14.5) | 248,224 | 237,758 | 4.4 |
| Equinox | 17,212 | 19,551 | (12.0) | 238,192 | 218,621 | 9.0 |
| Express | 7,159 | 7,387 | (3.1) | 79,087 | 76,808 | 3.0 |
| Impala | 10,633 | 9,641 | 10.3 | 156,797 | 169,351 | (7.4) |
| Malibu | 15,493 | 11,630 | 33.2 | 200,594 | 210,951 | (4.9) |
| Silverado-C/K Pickup | 42,593 | 50,699 | (16.0) | 480,414 | 418,312 | 14.8 |
| Sonic | 4,435 | 5,990 | (26.0) | 85,646 | 81,247 | 5.4 |
| Spark | 1,712 | 2,229 | (23.2) | 34,130 | 12,385 | 175.6 |
| Suburban (Chevy) | 5,820 | 5,956 | (2.3) | 51,260 | 48,116 | 6.5 |
| SS | 239 | - | ***.* | 418 | - | ***.* |
| Tahoe | 8,646 | 8,602 | 0.5 | 83,502 | 68,904 | 21.2 |
| Traverse | 7,802 | 7,430 | 5.0 | 96,467 | 85,606 | 12.7 |
| Volt | 2,392 | 2,633 | (9.2) | 23,094 | 23,461 | (1.6) |
| Chevrolet Total* | 153,493 | 167,091 | (8.1) | 1,947,125 | 1,851,646 | 5.2 |
| Acadia | 7,923 | 5,179 | 53.0 | 89,793 | 78,280 | 14.7 |
| Canyon | 2 | 315 | (99.4) | 929 | 8,735 | (89.4) |
| Savana | 2,588 | 1,330 | 94.6 | 16,705 | 20,650 | (19.1) |
| Sierra | 17,854 | 18,710 | (4.6) | 184,389 | 157,185 | 17.3 |
| Terrain | 7,998 | 11,516 | (30.5) | 99,525 | 97,786 | 1.8 |
| Yukon | 3,597 | 3,942 | (8.8) | 28,302 | 27,818 | 1.7 |
| Yukon XL | 3,158 | 2,929 | 7.8 | 31,258 | 23,427 | 33.4 |
| GMC Total | 43,120 | 43,921 | (1.8) | 450,901 | 413,881 | 8.9 |
| GM Vehicle Total* | 230,157 | 245,733 | (6.3) | 2,786,078 | 2,595,717 | 7.3 |

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

