# 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) September 1, 2009

## GENERAL MOTORS COMPANY

(Exact Name of Company as Specified in its Charter)

333-160471
(Commission File Number)

DELAWARE
(State or other jurisdiction of incorporation)

27-03832222
(I.R.S. Employer Identification No.)

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

48265-3000
(Zip Code)
(313) 556-5000
(Company'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 company under any of the following provisions:
$\square \quad$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square$ 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))

## Table of Contents

ITEM 8.01 OTHER EVENTS
On September 1, 2009 General Motors Company (GM) issued a news release announcing August sales. The release and charts are attached as Exhibit 99.1.

## EXHIBIT

Description
Sales Release and Charts Dated September 1, 2009

Method of Filing
Attached as Exhibit

## Table of Contents

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Company has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

GENERAL MOTORS COMPANY (Company)

By: /s/ NICK S. CYPRUS
Nick S. Cyprus
Vice President, Controller and Chief Accounting Officer

## GM August Sales Total 246,479;

Highest Total and Retail Sales in 2009;
"Cash for Clunkers" Vehicles Up 42 Percent Retail Compared with Last Year

- August month-over-month retail sales increase led by core brands: Chevrolet, GMC, Buick and Cadillac, which were up 21 percent collectively
- Chevrolet, led by the Camaro - the hottest car in America - Cobalt, Aveo and the all-new Equinox, had a 35 percent month-over-month total sales improvement
- $\quad$ Sales of the all-new Chevrolet Equinox up 189 percent compared with August 2008
- CARS (Cash for Clunkers) program drives showroom traffic to GM's strong portfolio of fuel-efficient new vehicles: Chevrolet Aveo total sales up 159 percent; crossovers Equinox and HHR up 189 and 26 percent respectively; Cobalt up 14 percent. GMC Canyon and Chevrolet Colorado mid-pickup total sales climb 18 percent over last year
- Inventory at an all-time low - about 379,000 vehicles in stock
- GM responds to dealers by extending California eBay sales program through the end of September

DETROIT - General Motors continued to rebuild sales momentum in August as dealers in the United States delivered 246,479 vehicles, far and away the company's highest total and retail sales performance of 2009. The August total, when compared with a very strong sales performance in August 2008 and lower fleet sales this year, was down 20 percent. Retail sales were down 17 percent while fleet sales declined 29 percent. However, when comparing GM's strong August total sales with July, volume was up more than 57,000 vehicles, or 30 percent month-over-month. The hugely successful Federal "Cash for Clunkers" program contributed to the increase, and GM has announced it will ramp up production to restock already tight dealer inventories.

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"The Cash for Clunkers program was certainly a success, but our momentum continues to build on the strength of our new cars and crossovers such as the Chevrolet Malibu, Equinox and Camaro. Now we have the Buick Lacrosse, Cadillac SRX and GMC Terrain hitting the market," said Mark LaNeve, vice president, U.S. sales. "We believe the program was a strong shot in the arm for the economy and that our four core brands - Chevrolet, GMC, Buick and Cadillac - are well positioned with new products to take advantage of the ongoing recovery in the market. Our new vehicles are contributing to our stable share performance for the past five months - running in the 20 percent range."

Compared with a strong performance in August 2008, driven by the "Employee Discount for Everyone" promotion that resulted in the highest monthly sales total last year, GM's overall sales declined 62,338 vehicles, or 20 percent. Retail sales of 187,410 vehicles were down 17 percent, while fleet sales of 59,069 vehicles were off 29 percent. GM total car sales of 118,744 were down 5 percent compared with a year ago and truck sales of 127,735 were down 31 percent.

When compared with July's retail performance, there were several product highlights in August for GM’s core brands:

- Core brand (Chevrolet, Buick, GMC and Cadillac) total sales increased 29 percent with retail sales increasing 21 percent.
- Chevrolet retail sales increased 28 percent. Chevrolet Aveo, Cobalt, Impala, Malibu and Camaro contributed to a Chevrolet car retail increase of 53 percent. Aveo had its best sales month ever. Chevrolet truck sales increased 13 percent, led by increases by Silverado, Colorado, HHR, and the all new Equinox and Traverse.
- GMC retail sales increased 3 percent. The Canyon mid-pickup saw a total sales increase of 51 percent. The Sierra pickup and Acadia crossover also reported retail increases compared with the prior month.


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## GM/eBay Program Extended in California

"We're very pleased with the sales performance in our Western region (basically the western third of the country), where sales were up more than 41 percent compared with July, led by Chevrolet, GMC and Buick," LaNeve said. "We've put a lot of advertising into the California eBay project, and it appears customers are responding. Nearly 4,000 shoppers negotiated a new vehicle price with our California dealers in the first three weeks of the program.
"Our California dealers support the program and with more than one million visitors and 1.4 million completed searches so far, dealers feel the eBay project is generating significant awareness and consideration of Chevy, Buick, GMC and Pontiac products. So, we're extending the eBay program through the end of the month. Once the California program winds up, we'll take a look at the results and determine if we should roll it out nationally later this year," he added.

A total of $1,708 \mathrm{GM}$ hybrid vehicles were delivered in the month. So far, in 2009, GM has delivered 11,544 hybrid vehicles.
Noncore brand total sales were mixed, largely due to the Cash for Clunkers program. When compared with July, Pontiac increased 36 percent; Saturn was up 42 percent, however HUMMER dropped 3 percent and Saab declined 16 percent.

GM inventories dropped compared with a year ago, and remained significantly below the half-million mark at historically low levels. At the end of August, about 379,000 vehicles were in stock, down about 357,000 vehicles (or 49 percent) compared with last year, and down approximately 19 percent compared with July. There were about 150,000 cars and 229,000 trucks (including crossovers) in inventory at the end of August.

## GM Certified Sales

GM Certified Used Vehicles, Saturn Certified Pre-Owned Vehicles, Cadillac Certified Pre-Owned Vehicles, Saab Certified Pre-Owned Vehicles, and HUMMER Certified Pre-Owned Vehicles, combined sold 30,084 vehicles, up slightly from last month.

GM Certified Used Vehicles showed a small gain in August sales of 26,321 vehicles from last month; however, sales were down 25 percent from August 2008. Saturn Certified Pre-Owned Vehicles sold 875 vehicles, down 13 percent. Cadillac Certified Pre-Owned Vehicles sold 2,285 vehicles, down 43 percent. Saab Certified Pre-Owned Vehicles sold 432 vehicles, down 45 percent. HUMMER Certified Pre-Owned Vehicles sold 171 vehicles, down 32 percent.
"We and our GM Certified Used dealers remain optimistic and are seeing success in certain markets," said LaNeve. "While the CARs program did not directly benefit our certified dealers, it has renewed consumer confidence and is driving traffic into our dealerships. Our Certified Used dealers remain diligent in providing consumers the largest selection of vehicles in the industry, along with our industry-leading 100,000 mile/five-year (whichever comes first) limited powertrain warranty, and the 12 -month $/ 12,000$ mile bumper-to-bumper warranty."

GM North America reports August 2009 production; Q3 2009 production forecast remains unchanged at $\mathbf{5 3 5 , 0 0 0}$ vehicles; Initial Q4 2009 production forecast at 655,000 vehicles, a significant improvement from previous 2009 levels.

In August, GM North America produced 196,000 vehicles ( 78,000 cars and 118,000 trucks). This is down 145,000 vehicles or 43 percent compared with August 2008 when the region produced 341,000 vehicles ( 158,000 cars and 183,000 trucks). (Production totals include joint venture production of 15,000 vehicles in August 2009 and 18,000 vehicles in August 2008.)

The region’s 2009 fourth-quarter production forecast is initially set at 655,000 vehicles ( 262,000 cars and 393,000 trucks), which is down about 20 percent compared with a year ago. GM North America built 815,000 vehicles ( 365,000 cars and 450,000 trucks) in the fourth-quarter of 2008. However, Q4 2009 production volumes represent over a 20 percent increase vs. Q3 2009, the third consecutive quarterly increase this year.

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About General Motors: General Motors Company, one of the world's largest automakers, traces its roots back to 1908. With its global headquarters in Detroit, GM employs 219,000 people in every major region of the world and does business in some 140 countries. GM and its strategic partners produce cars and trucks in 34 countries, and sell and service these vehicles through the following brands: Buick, Cadillac, Chevrolet, GMC, GM Daewoo, Holden, Opel, Vauxhall and Wuling. GM's largest national market is the United States, followed by China, Brazil, the United Kingdom, Canada, Russia and Germany. GM's OnStar subsidiary is the industry leader in vehicle safety, security and information services. General Motors Company acquired operations from General Motors Corporation on July 10, 2009, and references to prior periods in this and other press materials refer to operations of the old General Motors Corporation. More information on the new General Motors Company can be found at www.gm.com

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john.m.mcdonald@.gm.com

## General Motors dealers in the United States reported the following deliveries:

| *S/D Curr: 26 | August |  |  |  | (Calendar Year-to-Date) <br> January - August |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| *S/D Prev: 27 | 2009 | 2008 | $\begin{aligned} & \hline \text { \% Chg } \\ & \text { Volume } \end{aligned}$ | $\begin{gathered} \text { \%Chg per } \\ \text { S/D } \end{gathered}$ | 2009 | 2008 | $\begin{aligned} & \text { \%Chg } \\ & \text { Volume } \end{aligned}$ |
| Vehicle Total | 246,479 | 308,817 | -20.2 | -17.1 | 1,390,278 | 2,148,943 | -35.3 |
| Car Total | 118,744 | 124,441 | -4.6 | -0.9 | 604,650 | 919,283 | -34.2 |
| Light Truck Total | 126,806 | 182,844 | -30.6 | -28.0 | 776,574 | 1,210,577 | -35.9 |
| Light Vehicle Total | 245,550 | 307,285 | -20.1 | -17.0 | 1,381,224 | 2,129,860 | -35.1 |
| Truck Total | 127,735 | 184,376 | -30.7 | -28.1 | 785,628 | 1,229,660 | -36.1 |

GM Vehicle Deliveries by Marketing Division

|  | 2009 | 2008 | \%Chg <br> Volume | $\begin{gathered} \substack{\text { \%Chg per } \\ \text { S/D }} \\ \hline \end{gathered}$ | 2009 | 2008 | \%Chg <br> Volume |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Buick Total | 8,612 | 17,833 | -51.7 | -49.9 | 62,934 | 99,009 | -36.4 |
| Cadillac Total | 6,931 | 15,405 | -55.0 | -53.3 | 61,685 | 117,136 | -47.3 |
| Chevrolet Total | 168,130 | 185,080 | -9.2 | -5.7 | 890,010 | 1,287,568 | -30.9 |
| GMC Total | 23,145 | 42,194 | -45.1 | -43.0 | 163,476 | 266,861 | -38.7 |
| HUMMER Total | 777 | 2,160 | -64.0 | -62.6 | 7,767 | 20,195 | -61.5 |
| Pontiac Total | 29,921 | 24,257 | 23.3 | 28.1 | 140,739 | 202,384 | -30.5 |
| Saab Total | 484 | 1,503 | -67.8 | -66.6 | 6,444 | 15,597 | -58.7 |
| Saturn Total | 8,479 | 20,385 | -58.4 | -56.8 | 57,223 | 140,193 | -59.2 |
| GM Vehicle Total | 246,479 | 308,817 | -20.2 | -17.1 | 1,390,278 | 2,148,943 | -35.3 |

GM Car Deliveries by Marketing Division

|  | 2009 | 2008 | \%Chg <br> Volume | $\begin{gathered} \text { \%Chg per } \\ \text { S/D } \\ \hline \end{gathered}$ | 2009 | 2008 | \%Chg <br> Volume |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Buick Total | 4,461 | 11,734 | -62.0 | -60.5 | 34,064 | 66,645 | -48.9 |
| Cadillac Total | 3,804 | 10,982 | -65.4 | -64.0 | 40,558 | 78,249 | -48.2 |
| Chevrolet Total | 77,373 | 70,334 | 10.0 | 14.2 | 370,815 | 513,756 | -27.8 |
| Pontiac Total | 28,907 | 22,530 | 28.3 | 33.2 | 131,854 | 186,952 | -29.5 |
| Saab Total | 404 | 1,298 | -68.9 | -67.7 | 4,738 | 13,071 | -63.8 |
| Saturn Total | 3,795 | 7,563 | -49.8 | -47.9 | 22,621 | 60,610 | -62.7 |
| GM Car Total | $\underline{\underline{118,744}}$ | $\underline{\underline{124,441}}$ | -4.6 | -0.9 | 604,650 | 919,283 | -34.2 |

GM Light Truck Deliveries by Marketing Division

|  | 2009 | 2008 | \%Chg <br> Volume | $\begin{gathered} \begin{array}{c} \text { \%Chg per } \\ \text { S/D } \end{array} \\ \hline \end{gathered}$ | 2009 | 2008 | \%Chg Volume |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Buick Total | 4,151 | 6,099 | -31.9 | -29.3 | 28,870 | 32,364 | -10.8 |
| Cadillac Total | 3,127 | 4,423 | -29.3 | -26.6 | 21,127 | 38,887 | -45.7 |
| Chevrolet Total | 90,352 | 114,090 | -20.8 | -17.8 | 515,045 | 766,286 | -32.8 |
| GMC Total | 22,621 | 41,318 | -45.3 | -43.1 | 158,572 | 255,304 | -37.9 |
| HUMMER Total | 777 | 2,160 | -64.0 | -62.6 | 7,767 | 20,195 | -61.5 |
| Pontiac Total | 1,014 | 1,727 | -41.3 | -39.0 | 8,885 | 15,432 | -42.4 |
| Saab Total | 80 | 205 | -61.0 | -59.5 | 1,706 | 2,526 | -32.5 |
| Saturn Total | 4,684 | 12,822 | -63.5 | -62.1 | 34,602 | 79,583 | -56.5 |
| GM Light Truck Total | $\underline{\underline{126,806}}$ | $\underline{\underline{182,844}}$ | -30.6 | -28.0 | 776,574 | $\underline{\underline{1,210,577}}$ | -35.9 |

[^0]Global Market and Industry Analysis - Sales Reporting and Data Management

## August 2009

|  | August |  |  |  | (Calendar Year-to-Date) <br> January - August |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 | 2008 | \% Chg Volume | $\begin{gathered} \hline \text { \%Chg per } \\ \text { S/D } \\ \hline \end{gathered}$ | 2009 | 2008 | $\begin{aligned} & \hline \text { \%Chg } \\ & \text { Volume } \\ & \hline \end{aligned}$ |
| Selling Days (S/D) | 26 | 27 |  |  | 26 | 27 |  |
| LaCrosse | 2,816 | 5,814 | -51.6 | -49.7 | 14,226 | 29,045 | -51.0 |
| Lucerne | 1,645 | 5,920 | -72.2 | -71.1 | 19,838 | 37,600 | -47.2 |
| Buick Total | 4,461 | 11,734 | -62.0 | -60.5 | 34,064 | 66,645 | -48.9 |
| CTS | 2,584 | 5,867 | -56.0 | -54.3 | 25,526 | 43,119 | -40.8 |
| DTS | 832 | 4,022 | -79.3 | -78.5 | 9,843 | 22,409 | -56.1 |
| STS | 337 | 975 | -65.4 | -64.1 | 4,609 | 11,765 | -60.8 |
| XLR | 51 | 118 | -56.8 | -55.1 | 580 | 956 | -39.3 |
| Cadillac Total | 3,804 | 10,982 | -65.4 | -64.0 | 40,558 | 78,249 | -48.2 |
| Aveo | 12,733 | 4,917 | 159.0 | 168.9 | 29,580 | 42,614 | -30.6 |
| Camaro | 8,680 | 0 | ***.* | ***.* | 31,190 | 0 | ***.* |
| Cobalt | 17,393 | 15,281 | 13.8 | 18.2 | 78,504 | 145,941 | -46.2 |
| Corvette | 746 | 4,242 | -82.4 | -81.7 | 9,210 | 21,066 | -56.3 |
| Impala | 20,473 | 30,271 | -32.4 | -29.8 | 113,809 | 182,591 | -37.7 |
| Malibu | 17,348 | 15,618 | 11.1 | 15.3 | 108,516 | 120,830 | -10.2 |
| Monte Carlo | 0 | 5 | ***.* | ***.* | 6 | 701 | -99.1 |
| SSR | 0 | 0 | ***.* | ***.* | 0 | 13 | ***.* |
| Chevrolet Total | 77,373 | 70,334 | 10.0 | 14.2 | 370,815 | 513,756 | -27.8 |
| G3 Wave | 2,563 | 0 | ***.* | ***.* | 4,878 | 0 | ***.* |
| G5 | 2,467 | 2,644 | -6.7 | -3.1 | 10,046 | 17,800 | -43.6 |
| G6 | 13,133 | 10,437 | 25.8 | 30.7 | 60,948 | 109,380 | -44.3 |
| G8 | 1,521 | 1,915 | -20.6 | -17.5 | 19,616 | 9,657 | 103.1 |
| GTO | 0 | 0 | ***.* | ***.* | 0 | 52 | ***.* |
| Grand Prix | 5 | 374 | -98.7 | -98.6 | 252 | 7,879 | -96.8 |
| Solstice | 578 | 917 | -37.0 | -34.5 | 3,917 | 9,030 | -56.6 |
| Vibe | 8,640 | 6,243 | 38.4 | 43.7 | 32,197 | 33,154 | -2.9 |
| Pontiac Total | 28,907 | 22,530 | 28.3 | 33.2 | $\underline{\text { 131,854 }}$ | 186,952 | -29.5 |
| $9-2 X$ | 0 | 0 | ***.* | ***.* | 0 | 3 | ***.* |
| 9-3 | 352 | 1,100 | -68.0 | -66.8 | 3,953 | 11,125 | -64.5 |
| 9-5 | 52 | 198 | -73.7 | -72.7 | 785 | 1,943 | -59.6 |
| Saab Total | 404 | 1,298 | -68.9 | -67.7 | 4,738 | 13,071 | -63.8 |
| Astra | 1,056 | 1,994 | -47.0 | -45.0 | 5,824 | 7,914 | -26.4 |
| Aura | 2,346 | 4,671 | -49.8 | -47.8 | 14,422 | 44,811 | -67.8 |
| ION | 0 | 1 | ***.* | ***.* | 12 | 312 | -96.2 |
| Sky | 393 | 897 | -56.2 | -54.5 | 2,363 | 7,573 | -68.8 |
| Saturn Total | 3,795 | 7,563 | -49.8 | -47.9 | 22,621 | 60,610 | -62.7 |
| GM Car Total | $\underline{\underline{118,744}}$ | 124,441 | -4.6 | -0.9 | $\underline{\underline{604,650}}$ | 919,283 | -34.2 |

Global Market and Industry Analysis - Sales Reporting and Data Management

## GM Truck Deliveries - (United States)

## August 2009

|  | August |  |  |  | (Calendar Year-to-Date) January - August |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 | 2008 | $\begin{aligned} & \hline \text { \% Chg } \\ & \text { Volume } \end{aligned}$ | $\begin{aligned} & \text { \%Chg per } \\ & \text { S/D } \end{aligned}$ | 2009 | 2008 | \%Chg |
| Selling Days (S/D) | 26 | 27 |  |  | 26 | 27 |  |
| Enclave | 4,151 | 6,078 | -31.7 | -29.1 | 28,824 | 31,729 | -9.2 |
| Rainier | 0 | 2 | ***.* | ***.* | 4 | 110 | -96.4 |
| Rendezvous | 0 | 0 | ***.* | ***.* | 9 | 23 | -60.9 |
| Terraza | 0 | 19 | ***.* | ***.* | 33 | 502 | -93.4 |
| Buick Total | 4,151 | 6,099 | -31.9 | -29.3 | 28,870 | 32,364 | -10.8 |
| Escalade | 1,031 | 1,972 | -47.7 | -45.7 | 9,648 | 16,075 | -40.0 |
| Escalade ESV | 530 | 941 | -43.7 | -41.5 | 3,979 | 7,637 | -47.9 |
| Escalade EXT | 165 | 430 | -61.6 | -60.2 | 1,596 | 3,160 | -49.5 |
| SRX | 1,401 | 1,080 | 29.7 | 34.7 | 5,904 | 12,015 | -50.9 |
| Cadillac Total | 3,127 | 4,423 | -29.3 | -26.6 | 21,127 | 38,887 | -45.7 |
| Chevy C/T Series | 4 | 25 | -84.0 | -83.4 | 35 | 213 | -83.6 |
| Chevy W Series | 71 | 114 | -37.7 | -35.3 | 525 | 1,222 | -57.0 |
| Colorado | 4,653 | 4,145 | 12.3 | 16.6 | 25,472 | 41,485 | -38.6 |
| Equinox | 13,157 | 4,561 | 188.5 | 199.6 | 49,142 | 52,757 | -6.9 |
| Express | 5,611 | 7,869 | -28.7 | -26.0 | 36,937 | 54,660 | -32.4 |
| HHR | 11,064 | 8,776 | 26.1 | 30.9 | 50,197 | 71,112 | -29.4 |
| Kodiak 4/5 Series | 295 | 440 | -33.0 | -30.4 | 2,798 | 4,969 | -43.7 |
| Kodiak 6/7/8 Series | 35 | 77 | -54.5 | -52.8 | 792 | 1,122 | -29.4 |
| Suburban (Chevy) | 4,101 | 5,408 | -24.2 | -21.3 | 22,103 | 37,318 | -40.8 |
| Tahoe | 6,008 | 10,039 | -40.2 | -37.9 | 42,401 | 69,964 | -39.4 |
| TrailBlazer | 368 | 11,923 | -96.9 | -96.8 | 8,090 | 56,508 | -85.7 |
| Traverse | 11,465 | 0 | ***.* | ***.* | 58,834 | 0 | ***.* |
| Uplander | 68 | 1,573 | -95.7 | -95.5 | 1,595 | 37,542 | -95.8 |
| Avalanche | 1,436 | 4,031 | -64.4 | -63.0 | 10,287 | 24,866 | -58.6 |
| Silverado-C/K Pickup | 32,421 | 55,765 | -41.9 | -39.6 | 209,987 | 320,074 | -34.4 |
| Chevrolet Fullsize Pickups | 33,857 | 59,796 | -43.4 | -41.2 | 220,274 | 344,940 | -36.1 |
| Chevrolet Total | 90,757 | $\underline{\text { 114,746 }}$ | -20.9 | -17.9 | 519,195 | 773,812 | -32.9 |
| Acadia | 5,497 | 7,337 | -25.1 | -22.2 | 37,831 | 51,003 | -25.8 |
| Canyon | 1,733 | 1,285 | 34.9 | 40.1 | 8,076 | 11,280 | -28.4 |
| Envoy | 291 | 3,554 | -91.8 | -91.5 | 4,346 | 17,583 | -75.3 |
| GMC C/T Series | 36 | 34 | 5.9 | 10.0 | 344 | 353 | -2.5 |
| GMC W Series | 133 | 188 | -29.3 | -26.5 | 1,271 | 1,904 | -33.2 |
| Savana | 825 | 2,142 | -61.5 | -60.0 | 9,088 | 15,958 | -43.1 |
| Sierra | 11,657 | 20,297 | -42.6 | -40.4 | 72,189 | 115,067 | -37.3 |
| Terrain | 472 | 0 | ***.* | **** | 475 | 0 | ***.* |
| Topkick 4/5 Series | 261 | 298 | -12.4 | -9.0 | 1,946 | 6,507 | -70.1 |
| Topkick 6/7/8 Series | 94 | 356 | -73.6 | -72.6 | 1,343 | 2,793 | -51.9 |
| Yukon | 1,293 | 4,077 | -68.3 | -67.1 | 17,282 | 27,019 | -36.0 |
| Yukon XL | 853 | 2,626 | -67.5 | -66.3 | 9,285 | 17,394 | -46.6 |
| GMC Total | 23,145 | 42,194 | -45.1 | -43.0 | $\underline{ }$ | 266,861 | -38.7 |
| HUMMER H1 | 0 | 4 | ***.* | ***.* | 0 | 17 | ***.* |
| HUMMER H2 | 118 | 548 | -78.5 | -77.6 | 1,271 | 4,755 | -73.3 |
| HUMMER H3 | 457 | 1,608 | -71.6 | -70.5 | 4,784 | 15,423 | -69.0 |
| HUMMER H3T | 202 | 0 | ***.* | ***.* | 1,712 | 0 | ***.* |
| HUMMER Total | 777 | 2,160 | -64.0 | -62.6 | 7,767 | 20,195 | -61.5 |
| Montana SV6 | 0 | 0 | ***.* | **** | 0 | 64 | ***.* |
| Torrent | 1,014 | 1,727 | -41.3 | -39.0 | 8,885 | 15,368 | -42.2 |
| Pontiac Total | 1,014 | 1,727 | -41.3 | -39.0 | 8,885 | 15,432 | -42.4 |
| 9-7X | 80 | 205 | -61.0 | -59.5 | 1,706 | 2,526 | -32.5 |
| Saab Total | 80 | 205 | -61.0 | -59.5 | 1,706 | 2,526 | -32.5 |
| Outlook | 1,012 | 3,172 | -68.1 | -66.9 | 10,175 | 18,600 | -45.3 |
| Relay | 0 | 1 | ***.* | ***.* | 12 | 156 | -92.3 |
| VUE | 3,672 | 9,649 | -61.9 | -60.5 | 24,415 | 60,827 | -59.9 |
| Saturn Total | 4,684 | 12,822 | -63.5 | -62.1 | 34,602 | 79,583 | -56.5 |
| GM Truck Total | 127,735 | 184,376 | -30.7 | -28.1 | 785,628 | 1,229,660 | -36.1 |

## GM Production Schedule - 09/01/09

|  | GMNA |  |  | GMIO $^{2}$ | $\begin{gathered} \text { Total } \\ \text { Worldwide } \end{gathered}$ | Memo: Joint Venture |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | GMNA |  | $\underline{\text { GMIO }^{2}}$ |
| Units 000s | $\overline{\text { Car }^{1}}$ | Truck ${ }^{1}$ | Total |  |  | Car ${ }^{1}$ | $\underline{\text { Truck }{ }^{1}}$ |  |
| 2009 Q3 \# * | 210 | 325 | 535 |  | 1,114 | 1,649 | 7 | 30 | 423 |
| O/(U) prior forecast | 0 | 0 | 0 | 63 | 63 | 0 | 0 | 34 |
| 2009 Q4 \# | 262 | 393 | 655 | 995 | 1,650 | 0 | 49 | 338 |
| O/(U) prior forecast | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
|  | GMNA |  |  | GMIO $^{2}$ | $\begin{gathered} \text { Total } \\ \text { Worldwide } \end{gathered}$ | gmNa |  | $\underline{\text { GMIO }^{2}}$ |
| Units 000s | $\mathrm{Car}^{1}$ | Truck ${ }^{1}$ | Total |  |  | $\underline{\mathrm{Car}^{1}}$ | $\underline{\text { Truck }}{ }^{1}$ |  |
| 2003 |  |  |  |  |  |  |  |  |
| 1st Qtr. | 591 | 860 | 1,451 | 695 | 2,146 | 19 | 24 | NA |
| 2nd Qtr. | 543 | 837 | 1,380 | 706 | 2,086 | 19 | 24 | NA |
| 3rd Qtr. | 492 | 753 | 1,245 | 648 | 1,893 | 20 | 17 | NA |
| 4th Qtr. | 558 | 827 | 1,385 | 736 | 2,121 | 16 | 20 | NA |
| CY | 2,184 | 3,277 | 5,461 | 2,785 | 8,246 | 74 | 85 | NA |
| 2004 |  |  |  |  |  |  |  |  |
| 1st Qtr. | 525 | 820 | 1,345 | 928 | 2,273 | 19 | 19 | 247 |
| 2nd Qtr. | 543 | 846 | 1,389 | 1,012 | 2,401 | 18 | 48 | 284 |
| 3rd Qtr. | 463 | 746 | 1,209 | 910 | 2,119 | 16 | 43 | 261 |
| 4th Qtr. | 466 | 811 | 1,277 | 1,028 | 2,305 | 17 | 47 | 324 |
| CY | 1,997 | 3,223 | 5,220 | 3,878 | 9,098 | 70 | 158 | 1,116 |
| 2005 |  |  |  |  |  |  |  |  |
| 1st Qtr. | 470 | 712 | 1,182 | 1,022 | 2,204 | 16 | 51 | 286 |
| 2nd Qtr. | 458 | 789 | 1,247 | 1,094 | 2,341 | 17 | 49 | 337 |
| 3rd Qtr. | 423 | 723 | 1,146 | 1,028 | 2,174 | 15 | 50 | 199 |
| 4th Qtr. | 483 | 798 | 1,281 | 1,051 | 2,332 | 14 | 68 | 197 |
| CY | 1,834 | 3,022 | 4,856 | 4,195 | 9,051 | 62 | 218 | 1,019 |
| 2006 |  |  |  |  |  |  |  |  |
| 1st Qtr. | 496 | 759 | 1,255 | 1,160 | 2,415 | 18 | 50 | 246 |
| 2nd Qtr. | 462 | 775 | 1,237 | 1,183 | 2,420 | 17 | 58 | 258 |
| 3rd Qtr. | 417 | 633 | 1,050 | 1,022 | 2,072 | 12 | 48 | 202 |
| 4th Qtr. | 446 | 661 | 1,107 | 1,167 | 2,274 | 11 | 43 | 260 |
| CY | 1,821 | 2,828 | 4,649 | 4,532 | 9,181 | 58 | 199 | 966 |
| 2007 |  |  |  |  |  |  |  |  |
| 1st Qtr. | 399 | 664 | 1,063 | 1,277 | 2,340 | 15 | 35 | 287 |
| 2nd Qtr. | 402 | 740 | 1,142 | 1,268 | 2,410 | 12 | 42 | 264 |
| 3rd Qtr. | 367 | 653 | 1,020 | 1,136 | 2,156 | 11 | 39 | 252 |
| 4th Qtr. | 358 | 684 | 1,042 | 1,337 | 2,380 | 11 | 45 | 323 |
| CY | 1,526 | 2,741 | 4,267 | 5,019 | 9,286 | 49 | 161 | 1,126 |
| 2008 |  |  |  |  |  |  |  |  |
| 1st Qtr. | 360 | 525 | 885 | 1,348 | 2,233 | 12 | 42 | 336 |
| 2nd Qtr. | 382 | 452 | 834 | 1,390 | 2,224 | 20 | 36 | 320 |
| 3rd Qtr. | 436 | 479 | 915 | 1,124 | 2,039 | 21 | 29 | 265 |
| 4th Qtr. | 365 | 450 | 815 | 833 | 1,648 | 17 | 12 | 261 |
| CY | 1,543 | 1,906 | 3,449 | 4,695 | 8,144 | 70 | 119 | 1,182 |
| 2009 |  |  |  |  |  |  |  |  |
| 1st Qtr. | 116 | 255 | 371 | 959 | 1,330 | 11 | 8 | 363 |
| 2nd Qtr. | 170 | 225 | 395 | 1,143 | 1,538 | 11 | 17 | 474 |
| 3rd Qtr. \# | 210 | 325 | 535 | 1,114 | 1,649 | 7 | 30 | 423 |
| 4th Qtr. \# | 262 | 393 | 655 | 995 | 1,650 | 0 | 49 | 338 |
| CY | 758 | 1,198 | 1,956 | 4,211 | 6,167 | 29 | 104 | 1,598 |

* Variance reported only if current production estimate differs from prior production estimate by 5K units or more
\# Denotes estimate
All Numbers may vary due to rounding
General Motors Company acquired operations from General Motors Corporation on July 10, 2009, and references to prior periods in this and other materials refer to operations of the old General Motors Corporation
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http://www.gm.com/corporate/investor_information/terms.jsp.
GMNA includes joint venture production - HUMMER and CAMI units included in GMNA Truck and production historically classified as joint venture production - NUMMI units included in GMNA car
GMIO includes GM-AvtoVAZ, SAIC-GM-Wuling and GM Daewoo Auto Technologies (GMDAT) joint venture production beginning in Q1 2004 (Starting in Q3 2005, GMIO joint venture production does not include GMDAT); and GM Egypt, Shanghai GM Norsom Motors (formerly Jinbei GM) and Shanghai GM joint ventures.


[^0]:    * Twenty-six selling days (S/D) for the August period this year and twenty-seven for last year.
    ** Effective August 2007, GM includes GMC \& Chevrolet dealer deliveries of commercial vehicles distributed by American Isuzu Motors, Inc.

