

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GENERAL MOTORS CORP  
Form 8-K  
March 01, 2001

SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549-1004

FORM 8-K  
CURRENT REPORT PURSUANT TO SECTION 13 OF  
THE SECURITIES EXCHANGE ACT OF 1934

Date of Report  
(Date of earliest event reported) March 1, 2001  
-----

GENERAL MOTORS CORPORATION  
-----  
(Exact name of registrant as specified in its charter)

|   |  |  |
|---|--|--|
| STATE OF DELAWARE<br>-----<br>(State or other jurisdiction<br>of incorporation) | 1-143<br>-----<br>(Commission File Number) | 38-0572515<br>-----<br>(I.R.S. Employer<br>Identification No.) |
|---|--|--|

|  |                                   |
|--|-----------------------------------|
| 300 Renaissance Center, Detroit, Michigan<br>-----<br>(Address of principal executive offices) | 48265-3000<br>-----<br>(Zip Code) |
|--|-----------------------------------|

|  |                         |
|--|-------------------------|
| Registrant's telephone number, including area code | (313) 556-5000<br>----- |
|--|-------------------------|

## Edgar Filing: GENERAL MOTORS CORP - Form 8-K

On March 1, 2001, General Motors Corporation (GM) issued a news release announcing February sales and production, as well as first and second quarter 2001 production estimates. The release is as follows:

### ITEM 5. OTHER ITEMS

#### GM February Sales Down 9%; Industry Eases From Historical Year-ago Sales

- February Car Sales Down 9%
- February Truck Sales Down 10%
- Full-size Utility Sales Climb 13%

#### GM Announces February Production Results; First and Second Quarter Forecast

DETROIT -- General Motors dealers sold 409,535 new cars and trucks in February in the United States, down nine percent from February 2000. GM car sales fell nine percent to 213,121 units and truck sales decreased 10 percent to 196,414 units.

"Despite the recent economic slowdown and anticipated sales decline, consumer demand is holding relatively steady," said Bill Lovejoy, group vice president of North America Vehicle Sales, Service and Marketing. "The extraordinary 19.3 million-unit vehicle selling rate last February certainly raised the bar for the industry. In general, we're encouraged by a strong February 2001 GM and industry performance. One important factor in GM's February results was the support provided by the very competitive promotional activities of GM dealers," he said.

In February, GM dealers posted a fourth consecutive monthly increase for GM full-size utilities with sales up 13 percent to 38,609 units. GM posted a record for full-size utility sales, while the Chevrolet Tahoe and Suburban and GMC Yukon and Yukon XL each posted individual records for the month.

#### February Sales Records

- Chevrolet Impala
- Saturn L-Series
- Oldsmobile Aurora
- GM Full-size Utilities
- Chevrolet Full-size Utilities
- Chevrolet Suburban
- Chevrolet Tahoe
- GMC Full-size Utilities
- GMC Yukon XL
- GMC Yukon

#### Calendar-year-to-date Sales Records

- Saab
- Chevrolet Impala
- Oldsmobile Alero
- Saturn L-Series

## Edgar Filing: GENERAL MOTORS CORP - Form 8-K

- Oldsmobile Aurora
- Oldsmobile Truck
- Pontiac Truck
- GMC Savana
- GM Full-size Utilities
- Chevrolet Full-size Utilities
- Chevrolet Suburban
- Chevrolet Tahoe
- GMC Full-size Utilities
- GMC Yukon XL
- GMC Yukon

### February Production Totals, 1st and 2nd Quarter 2001 Estimates

In February, GM produced 361,661 vehicles (166,895 cars and 194,766 trucks) in North America from 485,055 vehicles (236,869 cars and 248,186 trucks) produced in February 2000. Included in those figures were 269,732 vehicles (119,592 cars and 150,140 trucks) produced in the United States in February from 371,015 vehicles (167,646 cars and 203,369 trucks) produced in February 2000. GM also produced 62,060 vehicles (36,950 cars and 25,110 trucks) in Canada in February from 85,570 vehicles (57,078 cars and 28,492 trucks) produced in February 2000.

GM announced its first-quarter North American production estimate will remain unchanged at 1.2 million vehicles (566,000 cars and 634,000 trucks).

Additionally, GM's second-quarter North American production estimate will be 1.3 million vehicles (582,000 cars and 718,000 trucks), a 17 percent decline from the second quarter 2000 when we made 1,568,000 vehicles (787,000 cars and 781,000 trucks).

The production estimates are consistent with GM's efforts to align production with demand and reduce inventory levels in a moderating economy.

Additionally, GM announced the following first- and second-quarter 2001 production estimates for its international regions:

- GM Europe - The first-quarter 2001 estimate is 545,000 vehicles, down from the previous estimate of 558,000 vehicles. The second-quarter estimate is 535,000 vehicles.
- GM Asia Pacific - The first-quarter 2001 estimate is unchanged at 53,000. The second-quarter estimate is 62,000 vehicles.
- GM Latin America, Africa and the Middle East - The first-quarter 2001 estimate is 137,000 vehicles, up from the previous estimate of 131,000 vehicles. The second-quarter estimate is 164,000 vehicles.

Note: GM sales and production results are available on GM Media Online at <http://media.gm.com> by clicking on the Sales/Production icon.

-----

# # #

In this press release and related comments by General Motors management, our use of the words "expect," "anticipate," "estimate," "forecast," "objective," "plan," "goal" and similar expressions is intended to identify forward looking statements. While these statements represent our current judgement on what the future may hold, and we believe these judgements are reasonable, actual results may differ materially due to numerous important factors that are described in GM's most recent report on SEC Form 10-K (at page II-20) which may be revised or supplemented in subsequent reports on SEC Forms 10-Q and 8-K. Such factors

## Edgar Filing: GENERAL MOTORS CORP - Form 8-K

include, among others, the following: changes in economic conditions, currency exchange rates or political stability; shortages of fuel, labor strikes or work stoppages; market acceptance of the corporation's new products; significant changes in the competitive environment; changes in laws, regulations and tax rates; and, the ability of the corporation to achieve reductions in cost and employment levels to realize production efficiencies and implement capital expenditures at levels and times planned by management.

### 2-1P GM Car Deliveries - (United States) February 2001

|                    | (1)      |        | Calendar Year-to-Date |         |         |       |
|--------------------|----------|--------|-----------------------|---------|---------|-------|
|                    | February |        | January - February    |         |         |       |
|                    | 2001     | 2000   | %Chg<br>per S/D       | 2001    | 2000    | %Chg  |
| Selling Days (S/D) | 24       | 25     |                       |         |         |       |
| Century            | 10,089   | 17,185 | -38.8                 | 19,615  | 27,826  | -29.5 |
| LeSabre            | 12,798   | 13,329 | 0.0                   | 22,746  | 23,065  | -1.4  |
| Park Avenue        | 3,331    | 4,840  | -28.3                 | 5,865   | 8,735   | -32.9 |
| Regal              | 4,302    | 6,987  | -35.9                 | 8,858   | 12,139  | -27.0 |
| Riviera            | 0        | 11     | ***.*                 | 0       | 21      | ***.* |
| Buick Total        | 30,520   | 42,352 | -24.9                 | 57,084  | 71,786  | -20.5 |
| Catera             | 659      | 1,224  | -43.9                 | 1,363   | 2,030   | -32.9 |
| DeVille            | 9,237    | 10,889 | -11.6                 | 17,185  | 19,924  | -13.7 |
| Eldorado           | 644      | 1,102  | -39.1                 | 1,182   | 2,063   | -42.7 |
| Seville            | 1,590    | 2,664  | -37.8                 | 2,929   | 4,429   | -33.9 |
| Cadillac Total     | 12,130   | 15,879 | -20.4                 | 22,659  | 28,446  | -20.3 |
| Camaro             | 2,561    | 3,503  | -23.8                 | 4,509   | 5,989   | -24.7 |
| Cavalier           | 26,479   | 20,953 | 31.6                  | 42,700  | 37,015  | 15.4  |
| Corvette           | 2,766    | 2,765  | 4.2                   | 5,018   | 4,628   | 8.4   |
| Impala (W)         | 18,365   | 17,482 | 9.4                   | 33,288  | 28,146  | 18.3  |
| Lumina             | 3,846    | 3,481  | 15.1                  | 8,144   | 7,170   | 13.6  |
| Malibu             | 17,077   | 22,203 | -19.9                 | 30,153  | 37,853  | -20.3 |
| Metro              | 1,636    | 3,659  | -53.4                 | 3,806   | 6,830   | -44.3 |
| Monte Carlo        | 6,810    | 7,587  | -6.5                  | 11,409  | 12,967  | -12.0 |
| Prizm              | 5,156    | 5,729  | -6.3                  | 9,776   | 9,222   | 6.0   |
| Chevrolet Total    | 84,696   | 87,362 | 1.0                   | 148,803 | 149,820 | -0.7  |
| Alero              | 13,141   | 13,246 | 3.3                   | 26,548  | 24,387  | 8.9   |
| Aurora             | 3,404    | 1,153  | 207.5                 | 6,167   | 1,470   | 319.5 |
| Cutlass            | 4        | 296    | -98.6                 | 8       | 610     | -98.7 |
| Cutlass Supreme    | 0        | 0      | ***.*                 | 0       | 0       | ***.* |
| Eighty Eight       | 0        | 124    | ***.*                 | 0       | 272     | ***.* |
| Intrigue           | 5,215    | 7,154  | -24.1                 | 8,819   | 12,723  | -30.7 |
| Oldsmobile Total   | 21,764   | 21,973 | 3.2                   | 41,542  | 39,462  | 5.3   |
| Bonneville         | 4,437    | 4,837  | -4.4                  | 7,126   | 8,996   | -20.8 |
| Firebird           | 1,883    | 2,853  | -31.2                 | 3,378   | 4,944   | -31.7 |
| Grand Am           | 17,375   | 21,097 | -14.2                 | 33,640  | 36,235  | -7.2  |
| Grand Prix         | 10,073   | 15,143 | -30.7                 | 15,436  | 25,681  | -39.9 |
| Sunfire            | 7,518    | 7,413  | 5.6                   | 14,141  | 12,683  | 11.5  |
| Pontiac Total      | 41,286   | 51,343 | -16.2                 | 73,721  | 88,539  | -16.7 |
| 900                | 0        | 10     | ***.*                 | 0       | 15      | ***.* |
| 9000               | 0        | 3      | ***.*                 | 0       | 11      | ***.* |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

|            |       |       |      |       |       |      |
|------------|-------|-------|------|-------|-------|------|
| 9-3        | 1,389 | 1,505 | -3.9 | 2,538 | 2,669 | -4.9 |
| 9-5        | 959   | 1,021 | -2.2 | 2,124 | 1,823 | 16.5 |
| Saab Total | 2,348 | 2,539 | -3.7 | 4,662 | 4,518 | 3.2  |

|                 |        |        |       |        |        |       |
|-----------------|--------|--------|-------|--------|--------|-------|
| Saturn EV1      | 0      | 76     | ***.* | 0      | 158    | ***.* |
| Saturn L Series | 7,674  | 6,262  | 27.7  | 15,724 | 10,643 | 47.7  |
| Saturn S Series | 12,703 | 15,721 | -15.8 | 26,118 | 27,651 | -5.5  |
| Saturn Total    | 20,377 | 22,059 | -3.8  | 41,842 | 38,452 | 8.8   |

|          |         |         |      |         |         |      |
|----------|---------|---------|------|---------|---------|------|
| GM Total | 213,121 | 243,507 | -8.8 | 390,313 | 421,023 | -7.3 |
|----------|---------|---------|------|---------|---------|------|

GM Car Deliveries by Production Source

|                    |         |         |      |         |         |      |
|--------------------|---------|---------|------|---------|---------|------|
| GM North America * | 210,114 | 239,744 | -8.7 | 384,288 | 414,475 | -7.3 |
|--------------------|---------|---------|------|---------|---------|------|

|           |       |       |       |       |       |      |
|-----------|-------|-------|-------|-------|-------|------|
| GM Import | 3,007 | 3,763 | -16.8 | 6,025 | 6,548 | -8.0 |
|-----------|-------|-------|-------|-------|-------|------|

|          |         |         |      |         |         |      |
|----------|---------|---------|------|---------|---------|------|
| GM Total | 213,121 | 243,507 | -8.8 | 390,313 | 421,023 | -7.3 |
|----------|---------|---------|------|---------|---------|------|

\* Includes U.S./Canada/Mexico

(1) Determines Sort Order

2-1P  
GM Car Deliveries - (United States)  
February 2001

|                    | (1)  | Calendar Year-to-Date |         |                    |      |      |
|--------------------|------|-----------------------|---------|--------------------|------|------|
|                    |      | February              |         | January - February |      |      |
|                    |      |                       | %Chg    |                    |      | %Chg |
|                    | 2001 | 2000                  | per S/D | 2001               | 2000 | %Chg |
| Selling Days (S/D) | 24   | 25                    |         |                    |      |      |

GM Car Deliveries by Production Source and Marketing Division

|                         |         |         |       |         |         |       |
|-------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total             | 30,520  | 42,352  | -24.9 | 57,084  | 71,786  | -20.5 |
| Cadillac Total          | 11,471  | 14,655  | -18.5 | 21,296  | 26,416  | -19.4 |
| Chevrolet Total         | 84,696  | 87,362  | 1.0   | 148,803 | 149,820 | -0.7  |
| Oldsmobile Total        | 21,764  | 21,973  | 3.2   | 41,542  | 39,462  | 5.3   |
| Pontiac Total           | 41,286  | 51,343  | -16.2 | 73,721  | 88,539  | -16.7 |
| Saturn Total            | 20,377  | 22,059  | -3.8  | 41,842  | 38,452  | 8.8   |
| GM North America Total* | 210,114 | 239,744 | -8.7  | 384,288 | 414,475 | -7.3  |

|                 |       |       |       |       |       |       |
|-----------------|-------|-------|-------|-------|-------|-------|
| Cadillac Total  | 659   | 1,224 | -43.9 | 1,363 | 2,030 | -32.9 |
| Saab Total      | 2,348 | 2,539 | -3.7  | 4,662 | 4,518 | 3.2   |
| GM Import Total | 3,007 | 3,763 | -16.8 | 6,025 | 6,548 | -8.0  |

GM Vehicle Deliveries by Marketing Division

|                   |         |         |       |         |         |       |
|-------------------|---------|---------|-------|---------|---------|-------|
| Buick Total       | 30,520  | 42,352  | -24.9 | 57,084  | 71,786  | -20.5 |
| Cadillac Total    | 13,857  | 18,602  | -22.4 | 25,092  | 33,230  | -24.5 |
| Chevrolet Total   | 225,866 | 247,375 | -4.9  | 409,237 | 431,960 | -5.3  |
| GMC Total         | 40,916  | 50,306  | -15.3 | 75,314  | 87,829  | -14.2 |
| Hummer Total      | 77      | 76      | 5.5   | 169     | 152     | 11.2  |
| Oldsmobile Total  | 27,132  | 29,755  | -5.0  | 51,886  | 52,657  | -1.5  |
| Other-Isuzu Total | 1,206   | 0       | ***.* | 2,156   | 0       | ***.* |
| Pontiac Total     | 47,236  | 57,817  | -14.9 | 85,641  | 98,510  | -13.1 |
| Saab Total        | 2,348   | 2,539   | -3.7  | 4,662   | 4,518   | 3.2   |
| Saturn Total      | 20,377  | 22,059  | -3.8  | 41,842  | 38,452  | 8.8   |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GM Total 409,535 470,881 -9.4 753,083 819,094 -8.1

\* Includes US/Canada/Mexico

(1) Determines Sort Order

3-1P  
GM Truck Deliveries - (United States)  
February 2001

|                             | (1) February |         | Calendar Year-to-Date<br>January - February |         |         |       |
|-----------------------------|--------------|---------|---|---------|---------|-------|
|                             | 2001         | 2000    | % Chg<br>per S/D                            | 2001    | 2000    | % Chg |
| Selling Days (S/D)          | 24           | 25      |   |         |         |       |
| Escalade                    | 1,727        | 2,723   | -33.9                                       | 2,433   | 4,784   | -49.1 |
| Total Cadillac              | 1,727        | 2,723   | -33.9                                       | 2,433   | 4,784   | -49.1 |
| Astro                       | 5,571        | 8,900   | -34.8                                       | 10,381  | 15,975  | -35.0 |
| C/K Suburban(Chev)          | 11,632       | 11,527  | 5.1   | 22,133  | 22,020  | 0.5   |
| Chevy C/T Series            | 633          | 720     | -8.4  | 985     | 1,347   | -26.9 |
| Chevy P Models &<br>Mtr Hms | 10           | 83      | -87.4                                       | 20      | 235     | -91.5 |
| Chevy W Series              | 175          | 161     | 13.2  | 358     | 275     | 30.2  |
| Express Cutaway/G Cut       | 1,184        | 1,790   | -31.1                                       | 2,064   | 3,240   | -36.3 |
| Express Panel/G Van         | 5,651        | 6,645   | -11.4                                       | 10,500  | 11,954  | -12.2 |
| Express/G Sportvan          | 791          | 1,110   | -25.8                                       | 1,866   | 1,991   | -6.3  |
| S/T Blazer                  | 19,827       | 22,591  | -8.6  | 35,694  | 39,263  | -9.1  |
| S/T Pickup                  | 13,959       | 20,296  | -28.4                                       | 24,044  | 36,242  | -33.7 |
| Silverado-C/K Pickup        | 56,678       | 60,553  | -2.5  | 104,341 | 106,357 | -1.9  |
| Tahoe                       | 14,932       | 11,160  | 39.4  | 29,182  | 19,305  | 51.2  |
| Tracker                     | 4,219        | 4,956   | -11.3                                       | 7,629   | 8,683   | -12.1 |
| TrailBlazer                 | 59           | 0       | ***.*                                       | 59      | 0       | ***.* |
| Venture                     | 5,849        | 9,521   | -36.0                                       | 11,178  | 15,253  | -26.7 |
| Chevrolet Total             | 141,170      | 160,013 | -8.1  | 260,434 | 282,140 | -7.7  |
| C/K Suburban(GMC)           | 11           | 1,394   | -99.2                                       | 20      | 3,023   | -99.3 |
| Envoy                       | 103          | 0       | ***.*                                       | 103     | 0       | ***.* |
| GMC C/T Series              | 893          | 1,992   | -53.3                                       | 1,659   | 3,486   | -52.4 |
| GMC W Series                | 306          | 277     | 15.1  | 559     | 513     | 9.0   |
| P Models & Mtr Hms(GMC)     | 5            | 78      | -93.3                                       | 7       | 188     | -96.3 |
| S/T Jimmy                   | 5,873        | 9,058   | -32.5                                       | 10,905  | 14,264  | -23.5 |
| Safari (GMC)                | 2,025        | 3,413   | -38.2                                       | 3,687   | 6,009   | -38.6 |
| Savana Panel/G Classic      | 2,518        | 2,084   | 25.9  | 4,024   | 3,668   | 9.7   |
| Savana Special/G Cut        | 590          | 998     | -38.4                                       | 966     | 1,840   | -47.5 |
| Savana/Rally                | 168          | 315     | -44.4                                       | 323     | 520     | -37.9 |
| Sierra                      | 15,037       | 17,645  | -11.2                                       | 27,716  | 31,426  | -11.8 |
| Sonoma                      | 3,157        | 4,487   | -26.7                                       | 5,486   | 8,035   | -31.7 |
| Yukon                       | 5579         | 4,615   | 25.9  | 10,931  | 7,948   | 37.5  |
| Yukon XL                    | 4,651        | 3,950   | 22.7  | 8,928   | 6,909   | 29.2  |
| GMC Total                   | 40,916       | 50,306  | -15.3                                       | 75,314  | 87,829  | -14.2 |
| Hummer H1                   | 77           | 76      | 5.5   | 169     | 152     | 11.2  |
| Hummer Total                | 77           | 76      | 5.5   | 169     | 152     | 11.2  |
| Bravada                     | 1,695        | 3,558   | -50.4                                       | 3,248   | 5,844   | -44.4 |
| Silhouette                  | 3,673        | 4,224   | -9.4  | 7,096   | 7,351   | -3.5  |
| Oldsmobile Total            | 5,368        | 7,782   | -28.1                                       | 10,344  | 13,195  | -21.6 |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

|   |         |         |       |         |         |       |
|---|---------|---------|-------|---------|---------|-------|
| Other-Isuzu F Series                                | 152     | 0       | ***.* | 331     | 0       | ***.* |
| Other-Isuzu N Series                                | 1,054   | 0       | ***.* | 1,825   | 0       | ***.* |
| Other-Isuzu Total                                   | 1,206   | 0       | ***.* | 2,156   | 0       | ***.* |
| Aztek   | 2,576   | 0       | ***.* | 5,514   | 0       | ***.* |
| Montana   | 3,374   | 6,468   | -45.7 | 6,406   | 9,960   | -35.7 |
| Trans Sport   | 0       | 6       | ***.* | 0       | 11      | ***.* |
| Pontiac Total                                       | 5,950   | 6,474   | -4.3  | 11,920  | 9,971   | 19.5  |
| GM Total  | 196,414 | 227,374 | -10.0 | 362,770 | 398,071 | -8.9  |
| GM TRUCK Deliveries by Production Source            |         |         |       |         |         |       |
| GM North America *                                  | 195,259 | 227,064 | -10.4 | 360,557 | 397,503 | -9.3  |
| GM Import   | 1,155   | 310     | 288.1 | 2,213   | 568     | 289.6 |
| GM Total  | 196,414 | 227,374 | -10.0 | 362,770 | 398,071 | -8.9  |
| GM Light Duty Truck Deliveries by Production Source |         |         |       |         |         |       |
| GM North America *                                  | 193,186 | 224,063 | -10.2 | 357,026 | 392,027 | -8.9  |
| GM Import   | 0       | 0       | ***.* | 0       | 0       | ***.* |
| GM Total  | 193,186 | 224,063 | -10.2 | 357,026 | 392,027 | -8.9  |

\* Includes U.S./Canada/Mexico

(1) Determines Sort Order

3-1P  
GM Truck Deliveries - (United States)  
February 2001

|   | (1)      |         | Calendar Year-to-Date |         |         |       |
|---|----------|---------|-----------------------|---------|---------|-------|
|   | February |         | January - February    |         |         |       |
|   | 2001     | 2000    | % Chg<br>per S/D      | 2001    | 2000    | % Chg |
| Selling Days (S/D)  | 24       | 25      |                       |         |         |       |
| GM TRUCK Deliveries by Production Source and Marketing Division |          |         |                       |         |         |       |
| Cadillac Total  | 1,727    | 2,723   | -33.9                 | 2,433   | 4,784   | -49.1 |
| Chevrolet Total   | 141,070  | 159,902 | -8.1                  | 260,195 | 281,954 | -7.7  |
| GMC Total   | 40,759   | 50,107  | -15.3                 | 74,959  | 87,447  | -14.3 |
| Hummer Total  | 77       | 76      | 5.5                   | 169     | 152     | 11.2  |
| Oldsmobile Total  | 5,368    | 7,782   | -28.1                 | 10,344  | 13,195  | -21.6 |
| Other-Isuzu Total   | 308      | 0       | ***.*                 | 537     | 0       | ***.* |
| Pontiac Total   | 5,950    | 6,474   | -4.3                  | 11,920  | 9,971   | 19.5  |
| GM North America<br>Total *                                     | 195,259  | 227,064 | -10.4                 | 360,557 | 397,503 | -9.3  |
| Chevrolet Total   | 100      | 111     | -6.2                  | 239     | 186     | 28.5  |
| GMC Total   | 157      | 199     | -17.8                 | 355     | 382     | -7.1  |
| Other-Isuzu Total   | 898      | 0       | ***.*                 | 1,619   | 0       | ***.* |
| GM Import Total   | 1,155    | 310     | 288.1                 | 2,213   | 568     | 289.6 |

## Edgar Filing: GENERAL MOTORS CORP - Form 8-K

### GM Light Truck Deliveries by Production Source and Marketing Division

|                             |         |         |       |         |         |       |
|-----------------------------|---------|---------|-------|---------|---------|-------|
| Cadillac Total              | 1,727   | 2,723   | -33.9 | 2,433   | 4,784   | -49.1 |
| Chevrolet Total             | 140,352 | 159,049 | -8.1  | 259,071 | 280,283 | -7.6  |
| GMC Total                   | 39,712  | 47,959  | -13.7 | 73,089  | 83,642  | -12.6 |
| Hummer Total                | 77      | 76      | 5.5   | 169     | 152     | 11.2  |
| Oldsmobile Total            | 5,368   | 7,782   | -28.1 | 10,344  | 13,195  | -21.6 |
| Pontiac Total               | 5,950   | 6,474   | -4.3  | 11,920  | 9,971   | 19.5  |
| GM North America<br>Total * | 193,186 | 224,063 | -10.2 | 357,026 | 392,027 | -8.9  |

### GM Light Truck Deliveries by Marketing Division

|                  |         |         |       |         |         |       |
|------------------|---------|---------|-------|---------|---------|-------|
| Cadillac Total   | 1,727   | 2,723   | -33.9 | 2,433   | 4,784   | -49.1 |
| Chevrolet Total  | 140,352 | 159,049 | -8.1  | 259,071 | 280,283 | -7.6  |
| GMC Total        | 39,712  | 47,959  | -13.7 | 73,089  | 83,642  | -12.6 |
| Hummer Total     | 77      | 76      | 5.5   | 169     | 152     | 11.2  |
| Oldsmobile Total | 5,368   | 7,782   | -28.1 | 10,344  | 13,195  | -21.6 |
| Pontiac Total    | 5,950   | 6,474   | -4.3  | 11,920  | 9,971   | 19.5  |
| GM Total         | 193,186 | 224,063 | -10.2 | 357,026 | 392,027 | -8.9  |

\* Includes US/Canada/Mexico

(1) Determines Sort Order

Detroit -- General Motors dealers in the United States today reported the following vehicle sales:

|                     | February |         |                  | Calendar Year-to-Date<br>January - February |         |       |
|---------------------|----------|---------|------------------|---|---------|-------|
|                     | 2001     | 2000    | % Chg<br>per S/D | 2001  | 2000    | % Chg |
| Curr S/D: 24        |          |         |                  |   |         |       |
| Prev S/D: 25        |          |         |                  |   |         |       |
| Vehicle Total       | 409,535  | 470,881 | -9.4             | 753,083                                     | 819,094 | -8.1  |
| Car Total           | 213,121  | 243,507 | -8.8             | 390,313                                     | 421,023 | -7.3  |
| Truck Total         | 196,414  | 227,374 | -10.0            | 362,770                                     | 398,071 | -8.9  |
| Light Truck Total   | 193,186  | 224,063 | -10.2            | 357,026                                     | 392,027 | -8.9  |
| Light Vehicle Total | 406,307  | 467,570 | -9.5             | 747,339                                     | 813,050 | -8.1  |

| Market Division<br>Vehicle Total | February |         |                  | Calendar Year-to-Date<br>January - February |         |       |
|----------------------------------|----------|---------|------------------|---|---------|-------|
|                                  | 2001     | 2000    | % Chg<br>per S/D | 2001  | 2000    | % Chg |
| Buick                            | 30,520   | 42,352  | -24.9            | 57,084                                      | 71,786  | -20.5 |
| Cadillac                         | 13,857   | 18,602  | -22.4            | 25,092                                      | 33,230  | -24.5 |
| Chevrolet                        | 225,866  | 247,375 | -4.9             | 409,237                                     | 431,960 | -5.3  |



Edgar Filing: GENERAL MOTORS CORP - Form 8-K

|               |        |        |       |        |        |       |
|---------------|--------|--------|-------|--------|--------|-------|
| GMC           | 40,916 | 50,306 | -15.3 | 75,314 | 87,829 | -14.2 |
| Hummer        | 77     | 76     | 5.5   | 169    | 152    | 11.2  |
| Oldsmobile    | 27,132 | 29,755 | -5.0  | 51,886 | 52,657 | -1.5  |
| Other - Isuzu | 1,206  | 0      | ***.* | 2,156  | 0      | ***.* |
| Pontiac       | 47,236 | 57,817 | -14.9 | 85,641 | 98,510 | -13.1 |
| Saab          | 2,348  | 2,539  | -3.7  | 4,662  | 4,518  | 3.2   |
| Saturn        | 20,377 | 22,059 | -3.8  | 41,842 | 38,452 | 8.8   |

-----  
Sales of Domestically Produced Vehicles  
-----

|             |         |         |       |         |         |      |
|-------------|---------|---------|-------|---------|---------|------|
| Car         | 210,114 | 239,744 | -8.7  | 384,288 | 414,475 | -7.3 |
| Light Truck | 193,186 | 224,063 | -10.2 | 357,026 | 392,027 | -8.9 |

Percent change Per selling day calculation is the same as a standard percent change calculation with the exception of first dividing the units for each month by their respective selling days. Following is the formula: ((current month units/current month's selling days)/(prior month units/prior month's selling days)) \*100-100

\* American Isuzu Motors, Inc., dealer sales of commercial vehicles distributed by General Motors Corporation as reported to General Motors by American Isuzu Motors, Inc.

Please Note: The Light sub-totals will be different than reported the prior year due to the implementation of 2001 Segmentation, which moved some Light Trucks to Medium.

GM Production Schedule - 3/01

| Units 000s             | GMNA |       |       | GME  | GMLAAM | GMAP | Total     | Memo: |      |
|------------------------|------|-------|-------|------|--------|------|-----------|-------|------|
|                        | Car  | Truck | GMNA  |      |        |      | Worldwide | NUMMI | CAMI |
| 2001 Q1                | 566  | 634   | 1,200 | 545  | 137    | 53   | 1,935     | 13    | 14   |
| O/(U) prior forecast:@ | 0    | 0     | 0     | (13) | 6      | 0    | (7)       | 0     | 0    |

| Units 000s | GMNA  |       |       | GME   | GMLAAM | GMAP | Total     | Memo: |      |
|------------|-------|-------|-------|-------|--------|------|-----------|-------|------|
|            | Car   | Truck | GMNA  |       |        |      | Worldwide | NUMMI | CAMI |
| 1997       |       |       |       |       |        |      |           |       |      |
| 1st Qtr.   | 797   | 645   | 1,442 | 472   | 130    | 32   | 2,076     | 16    | 30   |
| 2nd Qtr.   | 809   | 650   | 1,459 | 521   | 162    | 33   | 2,175     | 17    | 29   |
| 3rd Qtr.   | 712   | 557   | 1,269 | 417   | 170    | 31   | 1,887     | 13    | 21   |
| 4th Qtr.   | 765   | 693   | 1,458 | 464   | 142    | 37   | 2,101     | 11    | 18   |
| CY         | 3,083 | 2,545 | 5,628 | 1,873 | 604    | 133  | 8,238     | 57    | 98   |
| 1998       |       |       |       |       |        |      |           |       |      |
| 1st Qtr.   | 673   | 702   | 1,375 | 424   | 146    | 36   | 1,981     | 16    | 10   |
| 2nd Qtr.   | 615   | 557   | 1,172 | 479   | 153    | 39   | 1,843     | 7     | 14   |
| 3rd Qtr.   | 592   | 410   | 1,002 | 440   | 137    | 37   | 1,616     | 11    | 3    |
| 4th Qtr.   | 819   | 691   | 1,510 | 522   | 89     | 36   | 2,157     | 12    | 18   |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

|            |       |       |       |       |     |     |       |     |     |
|------------|-------|-------|-------|-------|-----|-----|-------|-----|-----|
| CY         | 2,699 | 2,360 | 5,059 | 1,864 | 525 | 148 | 7,596 | 46  | 45  |
| 1999       |       |       |       |       |     |     |       |     |     |
| 1st Qtr.   | 781   | 725   | 1,506 | 524   | 93  | 38  | 2,161 | 12  | 23  |
| 2nd Qtr.   | 760   | 795   | 1,555 | 533   | 110 | 25  | 2,223 | 12  | 23  |
| 3rd Qtr.   | 660   | 699   | 1,359 | 427   | 112 | 47  | 1,945 | 13  | 17  |
| 4th Qtr.   | 759   | 694   | 1,453 | 530   | 97  | 47  | 2,127 | 12  | 26  |
|            | ----- | ----- | ----- | ----- | --- | --- | ----- | --- | --- |
| CY         | 2,960 | 2,913 | 5,873 | 2,014 | 412 | 157 | 8,456 | 49  | 89  |
| 2000       |       |       |       |       |     |     |       |     |     |
| 1st Qtr.   | 746   | 775   | 1,521 | 572   | 118 | 40  | 2,251 | 13  | 24  |
| 2nd Qtr.   | 787   | 781   | 1,568 | 534   | 140 | 45  | 2,287 | 13  | 23  |
| 3rd Qtr.   | 689   | 630   | 1,319 | 374   | 151 | 53  | 1,897 | 12  | 22  |
| 4th Qtr.   | 670   | 694   | 1,364 | 513   | 135 | 47  | 2,059 | 12  | 23  |
|            | ----- | ----- | ----- | ----- | --- | --- | ----- | --- | --- |
| CY         | 2,892 | 2,880 | 5,772 | 1,993 | 544 | 185 | 8,494 | 50  | 92  |
| 2001       |       |       |       |       |     |     |       |     |     |
| 1st Qtr. # | 566   | 634   | 1,200 | 545   | 137 | 53  | 1,935 | 13  | 14  |
| 2nd Qtr. # | 582   | 718   | 1,300 | 535   | 164 | 62  | 2,061 | 13  | 19  |

@ Numbers may vary due to rounding

\* GME Production includes Saab back to 1999

# Denotes estimate

Note: Beginning with Q1 2001, a reclassification has been made in the International regions to count vehicles as production in the region of final assembly. 1999 and 2000 data has been adjusted to reflect this reclassification. This report is governed by the Safe Harbor language found in the Terms and Conditions on the GM Institutional Investor website.

# # # #

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 CORPORATION

March 1, 2001

By  
/s/Peter R. Bible

(Peter R. Bible,  
Chief Accounting Officer)