

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GENERAL MOTORS CORP  
Form 8-K  
September 03, 2003

SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 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) September 3, 2003  
-----

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

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

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

Registrant's telephone number, including area code (313) 556-5000  
-----

ITEM 5. OTHER ITEMS

On September 3, 2003, General Motors Corporation (GM) issued a news release announcing August sales. The release is as follows:

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

GM Reports August Sales of 472,427, Retail Sales up 4 Percent

Record Sales in Trucks, Full-Size Pickups  
Monthly Sales Momentum Continues to Build

DETROIT - General Motors Corp. dealers sold 472,427 new cars and trucks in August in the United States, comparable (down 0.5 percent) to August 2002 levels. GM's retail deliveries were up 4 percent, driven by record truck sales. GM's overall truck sales (284,129) were up 5 percent over a year ago. Car sales (188,298) were down 8 percent, reflecting an 18 percent decline in fleet deliveries.

"GM had another great month in August, due to retail sales that exceeded strong year-ago levels, " said John Smith, group vice president of GM North America Vehicle Sales, Service and Marketing. "Importantly, August sales continue to reflect strong truck sales and growing confidence in the economy. For the fourth time in the last five months, we set an industry record for total truck sales. Led by Silverado, our full-size pickups shattered the previous industry sales record for August. GM's total sales and share have consistently improved over the last six months, and with the introduction of 17 new 2004 car and truck models over the next year, our sales momentum will continue to build."

### GM Truck Sales

GM's industry-leading truck lineup continues to establish new benchmarks for the industry. Full-size pickup sales (101,819) posted yet another monthly record, improving on strong year-ago sales by 18 percent. Overall, GM pickup sales were 122,513, also an improvement of 18 percent. Sales of GM sport utility vehicles (126,597) were down a modest 2 percent compared to the best-ever industry record set a year ago. This is the fifth consecutive month in which GM sport utility sales surpassed 100,000 units. Deliveries of small utilities were up 32 percent, led by the Saturn VUE. Medium sport utility sales improved 12 percent, and large luxury utilities were up 10.5 percent as a result of record sales of both the Escalade family and HUMMER.

### GM Car Sales

While GM car sales were down 8 percent, this reduction was largely due to a decline in fleet deliveries. Importantly, Cadillac CTS (4,278), Chevrolet Impala (29,236) and Pontiac Vibe (4,402) all had record August sales results. CTS sales were up 30 percent; Impala sales improved 72.5 percent; and Vibe sales were 14 percent above last year. Chevrolet Monte Carlo (6,936), Pontiac Grand Am (19,125) and Saab 9-3 (2,885) also had significant sales improvements over last year.

Retail sales were strong particularly in the entry segment, led by Chevrolet Cavalier (17,749), which improved 15 percent, and Saturn ION, which sold 11,142 units. In the mid-size segment, retail sales of the Chevrolet Malibu (9,718) were up 26 percent, and the Impala (17,825) had another exceptional month with retail sales 49 percent above year-ago levels. Also checking in with strong retail sales were the Pontiac Grand Am (9,629) with a 21 percent improvement and the Saturn L-Series (6,431), which was up 31 percent.

### Divisional Highlights

Chevrolet - Chevrolet car and truck sales both were up 6 percent in August. Car sales were led by Impala, which had a 72.5 percent improvement over last year. Monte Carlo sales were up 20 percent. Sales of Chevrolet trucks set a new monthly record with 193,223 deliveries. Chevrolet full-size pickups (82,126)

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

were up 23 percent in August, led by record Silverado deliveries (72,214), which were up 30 percent. Deliveries of S-10 pickups (16,514) improved 24 percent, and TrailBlazer had record monthly sales (27,264), up 27 percent.

Cadillac - Cadillac had its best sales month since October 1990. CTS had 4,278 deliveries in August, a monthly sales record, up 30 percent from last year and 62 percent calendar year-to-date. Total Escalade sales had its best-ever sales month with 5,616 deliveries, a 7 percent improvement over last year.

HUMMER - HUMMER's total divisional sales continue at a strong pace, increasing by 18 percent over 2002 results. H2 sales in August were 2,902, an 18 percent improvement from year-ago levels.

Saab - Saab divisional sales for August were 4,209, up 7 percent. Saab 9-3 sales (2,885) were strong again, with deliveries over twice last August's level.

Saturn - Saturn's total divisional sales were up 26 percent compared to year-ago levels. VUE sales were 8,509, a monthly record and an 83 percent increase over August 2002.

Pontiac - Vibe had record August sales (4,402), up 14 percent from year-ago levels. Grand Am sales (19,125) were improved 47 percent. Additionally, retail sales of the 2004 Grand Prix have improved month-over-month for the past six months.

GMC - GMC had another very good month with record August sales (59,563). GMC utilities (29,250) also had record August sales, with Envoy (12,822) and Yukon (9,462) both setting monthly sales records. Savana sales (4,065) were up 19 percent.

Buick - Rendezvous set an August sales record with 6,709 deliveries, and overall sales of Buick trucks were up 10 percent over last August, with sales of Rainier just beginning.

### Certified Used Vehicles

GM's certified used vehicle program had solid sales in August with approximately 38,701 total certified used vehicle sales, including Cadillac, Saturn and Saab certified brands. "GM Certified Used Vehicles continues to set the pace for the industry, with overall sales for 2003 up approximately 31 percent from year-ago levels," Smith said. "We expect continued strong sales of our certified used vehicles through the fall and remainder of the year."

### GM Announces August Production, Revised Third-Quarter and Initial Fourth-Quarter Production Forecasts

In August, GM North America produced 439,000 vehicles (174,000 cars and 265,000 trucks), compared to 499,500 vehicles (214,500 cars and 285,000 trucks) produced in August 2002. (Production totals include joint venture production of 9,200 vehicles in August and 14,900 vehicles in August 2002.)

GM is increasing its third-quarter production forecast for North America to 1.235 million vehicles (486,000 cars and 749,000 trucks), up 10,000 units from last month's forecast of 1.225 million units (479,000 cars and 746,000 trucks). In the third quarter of 2002, GM produced 1.307 million vehicles (567,000 cars and 740,000 trucks).

GM's initial fourth-quarter production forecast for North America is 1.35 million vehicles (562,000 cars and 788,000 trucks), down approximately 5 percent from last year's fourth-quarter production of 1.425 million units (601,000 cars

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

and 824,000 trucks).

GM also announced current third-quarter and initial fourth-quarter production forecasts for its international regions:

GM Europe - The region's current third-quarter production forecast is 392,000 vehicles down 6,000 vehicles from last month's forecast. The region's initial fourth-quarter production forecast is 442,000 vehicles. GM Europe built 408,000 vehicles in the third quarter and 458,000 vehicles in the fourth quarter of 2002.

GM Asia Pacific - The region's current third-quarter production forecast is 102,000 vehicles, down 1,000 vehicles from last month's guidance. The region's initial fourth-quarter production is 101,000 units. The region built 87,000 vehicles in the third quarter and 81,000 vehicles in the fourth quarter of 2002.

GM Latin America, Africa and the Middle East - The region's current third-quarter production forecast is 138,000 vehicles, down 1,000 vehicles from last month. The region's initial fourth-quarter forecast is 141,000 vehicles. The region built 132,000 vehicles in the third quarter and 157,000 vehicles in the fourth quarter of 2002.

General Motors Corp. (NYSE: GM), the world's largest vehicle manufacturer, employs 341,000 people globally in its core automotive business and subsidiaries. Founded in 1908, GM has been the global automotive sales leader since 1931. GM today has manufacturing operations in 32 countries and its vehicles are sold in more than 190 countries. In 2002, GM sold more than 8.6 million cars and trucks, nearly 15 percent of the global vehicle market. GM's global headquarters is at the GM Renaissance Center in Detroit. More information on GM and its products can be found on the company's consumer website at www.gm.com.

Note: GM sales and production results are available on GM Media OnLine at http://media.gm.com by clicking on News, then Sales/Production. 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 judgment on what the future may hold, and we believe these judgments 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 11-18) which may be revised or supplemented in subsequent reports on SEC Forms 10-Q and 8-K. Such factors 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.

# # #

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

	August	Calendar Year-to-Date January - August
Curr S/D:	27	% Chg

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Prev S/D: 28	2003	2002	per S/D	2003	2002	%Chg
Vehicle Total	472,427	492,435	-0.5	3,214,783	3,372,434	-4.7
Car Total	188,298	212,369	-8.1	1,340,071	1,469,899	-8.8
Truck Total	284,129	280,066	5.2	1,874,712	1,902,535	-1.5
Light Truck Total	280,685	277,103	5.0	1,848,001	1,876,769	-1.5
Light Vehicle Total	468,983	489,472	-0.6	3,188,072	3,346,668	-4.7

Vehicle Total

	August			Calendar Year-to-Date January - August		
	2003	2002	% Chg per S/D	2003	2002	%Chg
Buick	35,639	56,137	-34.2	233,376	293,348	-20.4
Cadillac	22,119	21,942	4.5	135,051	128,700	4.9
Chevrolet	266,756	261,495	5.8	1,807,166	1,856,307	-2.6
GMC	59,563	59,418	4.0	380,404	378,178	0.6
HUMMER	2,987	2,623	18.1	22,616	4,841	367.2
Oldsmobile	8,796	14,506	-37.1	85,560	112,150	-23.7
Other - Isuzu	1,042	1,139	-5.1	8,592	9,028	-4.8
Pontiac	45,085	49,484	-5.5	309,281	368,335	-16.0
Saab	4,209	4,072	7.2	33,085	28,386	16.6
Saturn	26,231	21,619	25.8	199,652	193,161	3.4

Sales of Domestically Produced Vehicles

Car	184,089	208,288	-8.3	1,306,971	1,441,276	-9.3
Light Truck	280,685	277,103	5.0	1,848,001	1,876,769	-1.5

Twenty-seven selling days for the August period this year and twenty-eight for last year.

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

2-1P

GM Car Deliveries - (United States)  
August 2003

	August			Calendar Year-to-Date January - August		
	2003	2002	%Chg per S/D	2003	2002	%Chg
Selling Days (S/D)	27	28				
Century	9,167	23,173	-59.0	67,544	106,853	-36.8

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

LeSabre	14,863	17,248	-10.6	85,633	94,967	-9.8
Park Avenue	2,617	3,075	-11.7	18,103	21,518	-15.9
Regal	2,241	6,275	-63.0	16,252	25,801	-37.0
Riviera	0	0	***.*	0	0	***.*
Buick Total	28,888	49,771	-39.8	187,532	249,139	-24.7
-----						
Catera	0	9	***.*	15	237	-93.7
CTS	4,278	3,419	29.8	34,078	21,055	61.9
DeVille	10,831	10,949	2.6	51,753	56,320	-8.1
Eldorado	1	517	-99.8	187	4,614	-95.9
Seville	1,387	1,599	-10.0	13,191	14,339	-8.0
Cadillac Total	16,497	16,493	3.7	99,224	96,565	2.8
-----						
Camaro	51	3,251	-98.4	1,050	23,314	-95.5
Cavalier	20,391	25,160	-16.0	176,351	181,175	-2.7
Classic	4,989	0	***.*	16,314	0	***.*
Corvette	2,107	2,912	-25.0	21,060	21,479	-2.0
Impala	29,236	17,574	72.5	194,151	131,429	47.7
Lumina	0	0	***.*	15	32	-53.1
Malibu	9,822	16,771	-39.3	93,333	122,095	-23.6
Metro	0	1	***.*	1	13	-92.3
Monte Carlo	6,936	5,975	20.4	45,613	46,066	-1.0
Prizm	0	461	***.*	16	13,992	-99.9
SSR	1	0	***.*	1	0	***.*
Chevrolet Total	73,533	72,105	5.8	547,905	539,595	1.5
-----						
Alero	7,201	9,088	-17.8	64,869	66,637	-2.7
Aurora	219	761	-70.2	2,787	7,043	-60.4
Cutlass	0	0	***.*	0	0	***.*
Eighty Eight	0	0	***.*	0	0	***.*
Intrigue	40	1,782	-97.7	733	12,141	-94.0
Oldsmobile Total	7,460	11,631	-33.5	68,389	85,821	-20.3
-----						
Bonneville	2,110	5,584	-60.8	17,126	27,099	-36.8
Firebird	43	2,339	-98.1	856	16,906	-94.9
Grand Am	19,125	13,462	47.3	100,326	114,492	-12.4
Grand Prix	9,924	10,063	2.3	70,408	83,915	-16.1
Sunfire	4,385	6,047	-24.8	29,770	51,893	-42.6
Vibe	4,402	4,001	14.1	43,132	20,029	115.3
Pontiac Total	39,989	41,496	-0.1	261,618	314,334	-16.8
-----						
9-3	2,885	1,446	106.9	23,731	15,672	51.4
9-5	1,324	2,626	-47.7	9,354	12,714	-26.4
Saab Total	4,209	4,072	7.2	33,085	28,386	16.6
-----						
ION	11,146	0	***.*	82,164	0	***.*
Saturn L Series	6,441	6,446	3.6	53,353	61,295	-13.0
Saturn S Series	135	10,355	-98.6	6,801	94,764	-92.8
Saturn Total	17,722	16,801	9.4	142,318	156,059	-8.8
-----						
GM Total	188,298	212,369	-8.1	1,340,071	1,469,899	-8.8
-----						
GM Car Deliveries by Production Source						
-----						
GM North America *	184,089	208,288	-8.3	1,306,971	1,441,276	-9.3
-----						
GM Import	4,209	4,081	7.0	33,100	28,623	15.6
-----						
GM Total	188,298	212,369	-8.1	1,340,071	1,469,899	-8.8
-----						

\* Includes U.S./Canada/Mexico

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

2-1P  
GM Car Deliveries - (United States)  
August 2003

	August			Calendar Year-to-Date January - August		
	2003	2002	%Chg	2003	2002	%Chg
			per S/D			
Selling Days (S/D)	27	28				

GM Car Deliveries by Production Source and Marketing Division

Buick Total	28,888	49,771	-39.8	187,532	249,139	-24.7
Cadillac Total	16,497	16,484	3.8	99,209	96,328	3.0
Chevrolet Total	73,533	72,105	5.8	547,905	539,595	1.5
Oldsmobile Total	7,460	11,631	-33.5	68,389	85,821	-20.3
Pontiac Total	39,989	41,496	-0.1	261,618	314,334	-16.8
Saturn Total	17,722	16,801	9.4	142,318	156,059	-8.8
GM North America Total	184,089	208,288	-8.3	1,306,971	1,441,276	-9.3
Cadillac Total	0	9	***.*	15	237	-93.7
Saab Total	4,209	4,072	7.2	33,085	28,386	16.6
GM Import Total	4,209	4,081	7.0	33,100	28,623	15.6

GM Vehicle Deliveries by Marketing Division

Buick Total	35,639	56,137	-34.2	233,376	293,348	-20.4
Cadillac Total	22,119	21,942	4.5	135,051	128,700	4.9
Chevrolet Total	266,756	261,495	5.8	1,807,166	1,856,307	-2.6
GMC Total	59,563	59,418	4.0	380,404	378,178	0.6
HUMMER Total	2,987	2,623	18.1	22,616	4,841	367.2
Oldsmobile Total	8,796	14,506	-37.1	85,560	112,150	-23.7
Other-Isuzu Total	1,042	1,139	-5.1	8,592	9,028	-4.8
Pontiac Total	45,085	49,484	-5.5	309,281	368,335	-16.0
Saab Total	4,209	4,072	7.2	33,085	28,386	16.6
Saturn Total	26,231	21,619	25.8	199,652	193,161	3.4
GM Total	472,427	492,435	-0.5	3,214,783	3,372,434	-4.7

\* Includes US/Canada/Mexico

3-1P  
GM Truck Deliveries - (United States)  
August 2003

	August			Calendar Year-to-Date January - August		
	2003	2002	%Chg	2003	2002	%Chg
			per S/D			
Selling Days (S/D)	27	28				
Rainier	42	0	***.*	42	0	***.*
Rendezvous	6,709	6,366	9.3	45,802	44,209	3.6

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Total Buick	6,751	6,366	10.0	45,844	44,209	3.7
Escalade	3,413	4,067	-13.0	21,268	23,763	-10.5
Escalade ESV	1,133	0	***.*	7,756	0	***.*
Escalade EXT	1,070	1,382	-19.7	6,797	8,372	-18.8
SRX	6	0	***.*	6	0	***.*
Total Cadillac	5,622	5,449	7.0	35,827	32,135	11.5
Astro	3,369	5,775	-39.5	29,265	38,538	-24.1
C/K Suburban(Chevy)	14,785	24,127	-36.5	83,788	105,465	-20.6
Chevy C/T Series	35	300	-87.9	593	3,564	-83.4
Chevy W Series	196	196	3.7	1,449	1,550	-6.5
Express Cutaway/G Cut	2,224	2,478	-6.9	12,524	13,706	-8.6
Express Panel/G Van	7,799	6,454	25.3	47,092	44,594	5.6
Express/G Sportvan	1,023	687	54.4	11,411	10,770	6.0
Kodiak 4/5 Series	678	179	292.8	4,847	488	893.2
Kodiak 6/7/8 Series	234	12	***.*	1,583	13	***.*
S/T Blazer	3,965	5,531	-25.7	33,293	76,293	-56.4
S/T Pickup	16,514	13,778	24.3	106,699	110,486	-3.4
Tahoe	21,718	26,268	-14.3	131,297	149,963	-12.4
Tracker	3,194	4,346	-23.8	26,417	30,908	-14.5
TrailBlazer	27,264	22,326	26.6	180,120	165,208	9.0
Venture	8,099	7,899	6.3	59,930	63,235	-5.2
Avalanche	9,912	11,555	-11.0	62,631	64,030	-2.2
Silverado-C/K Pickup	72,214	57,479	30.3	466,322	437,901	6.5
Chevrolet Fullsize						
Pickups	82,126	69,034	23.4	528,953	501,931	5.4
Chevrolet Total	193,223	189,390	5.8	1,259,261	1,316,712	-4.4
Envoy	12,822	10,706	24.2	88,354	70,323	25.6
GMC C/T Series	90	546	-82.9	1,274	7,979	-84.0
GMC W Series	395	483	-15.2	2,951	2,847	3.7
S/T Jimmy	0	35	***.*	52	900	-94.2
Safari (GMC)	1,116	1,764	-34.4	7,593	10,394	-26.9
Savana Panel/G Classic	2,426	2,568	-2.0	13,651	15,537	-12.1
Savana Special/G Cut	1,347	745	87.5	8,122	6,262	29.7
Savana/Rally	292	222	36.4	2,274	1,915	18.7
Sierra	19,693	20,620	-1.0	131,014	134,307	-2.5
Sonoma	4,180	4,425	-2.0	26,219	30,517	-14.1
Topkick 4/5 Series	428	100	343.9	2,908	288	909.7
Topkick 6/7/8 Series	346	8	***.*	2,514	9	***.*
Yukon	9,462	8,205	19.6	52,730	51,830	1.7
Yukon XL	6,966	8,991	-19.7	40,748	45,070	-9.6
GMC Total	59,563	59,418	4.0	380,404	378,178	0.6
HUMMER H1	85	67	31.6	462	393	17.6
HUMMER H2	2,902	2,556	17.7	22,154	4,448	398.1
HUMMER Total	2,987	2,623	18.1	22,616	4,841	367.2
Bravada	577	1,254	-52.3	5,673	10,825	-47.6
Silhouette	759	1,621	-51.4	11,498	15,504	-25.8
Oldsmobile Total	1,336	2,875	-51.8	17,171	26,329	-34.8
Other-Isuzu F Series	118	153	-20.0	979	1,258	-22.2
Other-Isuzu N Series	924	986	-2.8	7,613	7,770	-2.0
Other-Isuzu Total	1,042	1,139	-5.1	8,592	9,028	-4.8
Aztek	1,975	3,163	-35.2	20,351	21,248	-4.2
Montana	3,121	4,825	-32.9	27,312	32,753	-16.6
Pontiac Total	5,096	7,988	-33.8	47,663	54,001	-11.7
VUE	8,509	4,818	83.1	57,334	37,102	54.5



Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Saturn Total	8,509	4,818	83.1	57,334	37,102	54.5
GM Total	284,129	280,066	5.2	1,874,712	1,902,535	-1.5
GM TRUCK Deliveries by Production Source						
GM North America *	282,904	278,743	5.3	1,865,040	1,892,863	-1.5
GM Import	1,225	1,323	-4.0	9,672	9,672	0.0
GM Total	284,129	280,066	5.2	1,874,712	1,902,535	-1.5
GM Light Duty Truck Deliveries by Production Source						
GM North America *	280,685	277,103	5.0	1,848,001	1,876,769	-1.5
GM Import	0	0	***.*	0	0	***.*
GM Total	280,685	277,103	5.0	1,848,001	1,876,769	-1.5

\* Includes U.S./Canada/Mexico

3-1P  
GM Truck Deliveries - (United States)  
August 2003

	August			Calendar Year-to-Date January - August		
	2003	2002	%Chg per S/D	2003	2002	%Chg
Selling Days (S/D)	27	28				

GM TRUCK Deliveries by Production Source and Marketing Division

Buick Total	6,751	6,366	10.0	45,844	44,209	3.7
Cadillac Total	5,622	5,449	7.0	35,827	32,135	11.5
Chevrolet Total	193,101	189,255	5.8	1,258,302	1,315,678	-4.4
GMC Total	59,255	59,076	4.0	378,133	376,290	0.5
HUMMER Total	2,987	2,623	18.1	22,616	4,841	367.2
Oldsmobile Total	1,336	2,875	-51.8	17,171	26,329	-34.8
Other-Isuzu Total	247	293	-12.6	2,150	2,278	-5.6
Pontiac Total	5,096	7,988	-33.8	47,663	54,001	-11.7
Saturn Total	8,509	4,818	83.1	57,334	37,102	54.5
GM North America Total*	282,904	278,743	5.3	1,865,040	1,892,863	-1.5
Chevrolet Total	122	135	-6.3	959	1,034	-7.3
GMC Total	308	342	-6.6	2,271	1,888	20.3
Other-Isuzu Total	795	846	-2.5	6,442	6,750	-4.6
GM Import Total	1,225	1,323	-4.0	9,672	9,672	0.0

GM Light Truck Deliveries by Production Source and Marketing Division

Buick Total	6,751	6,366	10.0	45,844	44,209	3.7
Cadillac Total	5,622	5,449	7.0	35,827	32,135	11.5
Chevrolet Total	192,080	188,703	5.6	1,250,789	1,311,097	-4.6
GMC Total	58,304	58,281	3.7	370,757	367,055	1.0
HUMMER Total	2,987	2,623	18.1	22,616	4,841	367.2

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

Oldsmobile Total	1,336	2,875	-51.8	17,171	26,329	-34.8
Pontiac Total	5,096	7,988	-33.8	47,663	54,001	-11.7
Saturn Total	8,509	4,818	83.1	57,334	37,102	54.5
GM North America Total*	280,685	277,103	5.0	1,848,001	1,876,769	-1.5

### GM Light Truck Deliveries by Marketing Division

Buick Total	6,751	6,366	10.0	45,844	44,209	3.7
Cadillac Total	5,622	5,449	7.0	35,827	32,135	11.5
Chevrolet Total	192,080	188,703	5.6	1,250,757	1,311,097	-4.6
GMC Total	58,304	58,281	3.7	370,757	367,055	1.0
HUMMER Total	2,987	2,623	18.1	22,616	4,841	367.2
Oldsmobile Total	1,336	2,875	-51.8	17,171	26,329	-34.8
Pontiac Total	5,096	7,988	-33.8	47,663	54,001	-11.7
Saturn Total	8,509	4,818	83.1	57,334	37,102	54.5
GM Total	280,685	277,103	5.0	1,848,001	1,876,769	-1.5

\* Includes US/Canada/Mexico

### GM Production Schedule - 09/03/03

Units 000s	GMNA			GME**	GMLAAM	GMAP	Total Worldwide	Memo: JV*	
	Car*	Truck	Total					Car	Truck
2003 Q3 #	486	749	1,235	392	138	102	1,867	20	17
O/(U) prior forecast:@	7	3	10	(6)	(1)	(1)	2	0	1
2003 Q4 #	562	788	1,350	442	141	101	2,034	16	24
O/(U) prior forecast:@	0	0	0	0	0	0	0	0	0

Units 000s	GMNA			GME**	GMLAAM	GMAP	Total Worldwide	Memo: JV*	
	Car*	Truck	Total					Car	Truck
1999									
1st Qtr.	781	725	1,506	524	93	38	2,161	20	15
2nd Qtr.	760	795	1,555	533	110	25	2,223	22	13
3rd Qtr.	660	699	1,359	427	112	47	1,945	19	11
4th Qtr.	759	694	1,453	530	97	47	2,127	21	17
CY	2,960	2,913	5,873	2,014	412	157	8,456	82	56
2000									
1st Qtr.	746	775	1,521	572	118	40	2,251	24	13
2nd Qtr.	787	781	1,568	534	140	45	2,287	19	17
3rd Qtr.	689	630	1,319	374	151	53	1,897	16	18
4th Qtr.	670	694	1,364	513	135	47	2,059	18	17
CY	2,892	2,880	5,772	1,993	544	185	8,494	77	65

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

2001									
1st Qtr.	581	633	1,214	538	138	51	1,941	13	14
2nd Qtr.	638	726	1,364	491	165	64	2,084	13	16
3rd Qtr.	573	665	1,238	373	146	74	1,832	11	15
4th Qtr.	573	721	1,294	441	127	67	1,929	9	16
	-----	-----	-----	-----	-----	-----	-----	-----	-----
CY	2,365	2,745	5,110	1,842	575	256	7,786	46	61
2002									
1st Qtr.	600	753	1,353	456	131	65	2,005	12	11
2nd Qtr.	688	865	1,553	453	141	74	2,221	15	17
3rd Qtr.	567	740	1,307	408	132	87	1,934	19	20
4th Qtr.	601	824	1,425	453	157	81	2,116	20	17
	-----	-----	-----	-----	-----	-----	-----	-----	-----
CY	2,456	3,182	5,638	1,770	561	307	8,276	66	65
2003									
1st Qtr.	592	859	1,451	491	127	77	2,146	19	24
2nd Qtr.	543	830	1,373	488	128	90	2,079	19	24
3rd Qtr. #	486	749	1,235	392	138	102	1,867	20	17
4th Qtr. #	562	788	1,350	442	141	101	2,034	16	24
	-----	-----	-----	-----	-----	-----	-----	-----	-----
CY #	2,183	3,226	5,409	1,813	534	370	8,126	74	89
	-----	-----	-----	-----	-----	-----	-----	-----	-----

@ Numbers may vary due to rounding

\* JOINT VENTURE - NUMMI units included in U.S. Car, HUMMER in U.S. Truck, CAMI units included in Canada Car and Truck figures.

\*\* 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

September 3, 2003

By

/s/Peter R. Bible

(Peter R. Bible,  
Chief Accounting Officer)

