# 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 THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported) February 2, 2010

## GENERAL MOTORS COMPANY

(Exact Name of Company as Specified in its Charter)

333-160471
(Commission File Number)

DELAWARE
(State or other jurisdiction of
incorporation)

27-0756180
(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:

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)
$\square \quad$ 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))

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## ITEM 8.01 Other Events

On February 2, 2010, General Motors Company (GM) issued a news release announcing January sales. The release and charts are attached as Exhibit 99.1.

## EXHIBIT

Exhibit Description Method of Filing

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## 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: $\qquad$
Nick S. Cyprus
Vice President, Controller and Chief Accounting Officer

## News

For Release: 1:45 p.m. ET
February 2, 2010

# Chevrolet, Buick, GMC and Cadillac Retail Sales Up 3 Percent - Total Sales for These Brands Up 30 Percent <br> GM Total Sales Increase 14 Percent <br> Fourth Consecutive Month of Retail Sales Gains for GM's Four Brands Chevy Equinox, GMC Terrain and Cadillac SRX Retail Sales Up 161 Percent Fleet Sales Comprise 29 Percent of Total Sales 

DETROIT - U.S. dealers for GM’s brands - Chevrolet, Buick, GMC and Cadillac - reported retail sales of 102,420, up 3 percent compared to January 2009, and 145,098 total sales (up 30 percent). These results were driven by the continued strong growth of new GM crossovers and passenger cars. For the month, GM dealers reported 146,825 total sales (including other brands), representing a total sales increase of 14 percent from the previous year.
"This is the fourth month in a row that Chevrolet, Buick, GMC and Cadillac have shown a collective year-over-year retail sales increase," said Susan Docherty, GM vice president, Sales, Service and Marketing. "Our long-term plan to continue to focus and strengthen our brands is delivering results."

Chevrolet, Buick, GMC and Cadillac comprised 98 percent of the company's retail sales in January, compared to 85 percent a year earlier. Retail sales, including other brands, in the U.S. were 104,122 during the month. This represents a 10 percent decline from a year ago, driven by other brand sales - Pontiac, Saturn, Saab and HUMMER - that were 90 percent lower. GM dealers delivered 42,703 fleet vehicles, comprising 29 percent of total deliveries for the month.

## Other Key Facts:

- Chevrolet Equinox retail sales increased 67 percent; estimated retail share of the compact crossover segment is up 5 points (Jan. 2009 vs. Jan. 2010)
- GMC Terrain retail sales were up 162 percent (compared to the vehicle it replaces, Pontiac Torrent); estimated retail share of the compact crossover segment is up more than 3 points (Jan. 2009 vs. Jan. 2010)
- Cadillac SRX retail sales were up 218 percent vs. last year, the fifth consecutive month it has gained more than 100 percent year-over-year; SRX gained approximately 15 points of retail share in the Mid-lux SUV crossover segment (Jan. 2009 vs. Jan. 2010)
- In their first year on sale, GM Compact Crossovers - Chevrolet Equinox and GMC Terrain - have become the second best selling crossovers in the industry
- GM sells more crossovers than any other automaker, representing approximately 20 percent of industry crossovers sold
- Buick LaCrosse retail sales were up 142 percent, the fourth consecutive month it has gained more than 100 percent year-over-year; LaCrosse gained an estimated 12 points of retail segment share, making it number one in its segment (Jan. 2009 vs. Jan. 2010)
- Chevrolet dealers sold 5,371 Camaros - the eighth straight month it has outsold Mustang
"Our launch vehicles such as the Chevrolet Equinox and Camaro, Buick LaCrosse, GMC Terrain, and Cadillac SRX continue to attract new customers to our brands," Docherty said. "In addition to styling and fuel efficiency, customers have told us they want safe, high quality vehicles. They can have peace of mind knowing that our vehicles come standard with our 5-year, 100,000 mile powertrain warranty and OnStar."


## Management Discussion of January Sales Results

"Global economic recovery is picking up pace," said Mike DiGiovanni, executive director, global market and industry analysis. "In the U.S., we are seeing a strong rebound in manufacturing and stabilization of consumer confidence, which will support a slow but steady improvement in the vehicle market."

## U.S. Economy

- Leading economic indicators point to a continuing recovery in 2010, although risks remain
- Job losses continue to decline, but initial claims of unemployment remain high, indicating continuing reduction in the labor force. Unemployment is likely to stay near 10 percent
- Consumer confidence stabilized at the December level. Consumer vehicle buying attitude is improving, but consumers don't anticipate a strong recovery in jobs and income
- Home prices have stabilized in large parts of the country. Housing starts dropped 4 percent in December, but rising housing permits indicate construction will pick up in coming months
- The manufacturing sector continues to expand. Corporate profit reports show the corporate sector is positioned to expand as the economy improves
U. S. Auto Industry.
- The U.S. January 2010 SAAR is estimated to be approximately 11.0 to 11.3 million (total industry estimate) - largely on par with Q4 2009 sales
- Based on the strengthening U.S. economy, we are increasing our 2010 CY sales outlook to 11.5 to 12.0 million (total vehicle)

GM North America Production
Units 000s

| Units 000s | Car | Truck | Total |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
| 2010 January | 69 | 130 | 199 |
| Units $\mathrm{O} /(\mathrm{U})$ prior year | 63 | 71 | 134 |
| \% change O/(U) prior year | 1050\% | 120\% | 206\% |
|  |  |  |  |
| 2010 Q1 | 237 | 413 | 650 |
| Units $\mathrm{O} /(\mathrm{U})$ prior year | 121 | 158 | 279 |
| \% change $\mathrm{O} /(\mathrm{U})$ prior year | 104\% | 62\% | 75\% |
| GM U.S. Dealer Inventory |  |  |  |
| Units 000s | Car | Truck | Total |
|  |  |  |  |
| 2010 January | 143 | 247 | 390 |
| Units $\mathrm{O} /(\mathrm{U})$ prior year | (220) | (192) | (411) |
| \% change O/(U) prior year | (61\%) | (44\%) | (51\%) |
| Units $\mathrm{O} /(\mathrm{U})$ prior month | (6) | 11 | 5 |
| \% change $\mathrm{O} /(\mathrm{U})$ prior month | (4\%) | 4\% | 1\% |
|  |  |  |  |
| 2009 December | 149 | 236 | 385 |
| 2009 January | 363 | 439 | 801 |

## Other Brands Sales Down 90 Percent in January - Represent 1.2 Percent of Sales, 1 Percent of Inventory

Saturn, Pontiac, Saab and HUMMER combined volumes represented 1.2 percent of total sales in January, compared with 12 percent in May 2009. Inventories for the combined brands totaled 4,212 units at January month-end, representing a 96 percent decrease compared to the end of May 2009 (112,141 units).

Month-End Inventories of Non-Core Brands (May2009 - Jan 2010):

|  | May 2009 | Jan 2010 |  |
| :---: | ---: | ---: | ---: |
| HUMMER | 4,039 | 2,493 |  |
| Pontiac | 70,876 | 534 |  |
| Saab | 4,579 | 780 |  |
| Saturn | 32,647 | $48 \%$ |  |

About General Motors: General Motors, one of the world’s largest automakers, traces its roots back to 1908. With its global headquarters in Detroit, GM employs 204,000 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, Germany, the United Kingdom, Canada, and Italy. GM's OnStar subsidiary is the industry leader in vehicle safety, security and information services. General Motors 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 can be found at www.gm.com.

## CONTACT:

Tom Henderson
tom.e.henderson@gm.com
313-410-2704 cell

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

| *S/D Curr: 24 | January |  |  |  | (Calendar Year-to-Date) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| *S/D Prev: 26 | 2010 | 2009 | $\begin{gathered} \text { \% Chg } \\ \text { Volume } \end{gathered}$ | $\begin{gathered} \text { \% Chg per } \\ \text { S/D } \end{gathered}$ | 2010 | 2009 | \% Chg Volume |
| Vehicle Total | 146,825 | 129,227 | 13.6 | 23.1 | 146,825 | 129,227 | 13.6 |
| Core Brand Total | 145,098 | 111,774 | 29.8 | 40.6 | 145,098 | 111,774 | 29.8 |
| Non-Core Brand Total | 1,727 | 17,453 | -90.1 | -89.3 | 1,727 | 17,453 | -90.1 |
| Light Vehicle Total | 146,315 | 128,198 | 14.1 | 23.6 | 146,315 | 128,198 | 14.1 |
| Car Total | 59,363 | 43,943 | 35.1 | 46.3 | 59,363 | 43,943 | 35.1 |
| Light Truck Total | 49,064 | 59,649 | -17.7 | -10.9 | 49,064 | 59,649 | -17.7 |
| Truck Total ** | 49,574 | 60,678 | -18.3 | -11.5 | 49,574 | 60,678 | -18.3 |
| Crossover Total | 37,888 | 24,606 | 54.0 | 66.8 | 37,888 | 24,606 | 54.0 |

GM Vehicle Deliveries by Marketing Division

|  | 2010 | 2009 | $\begin{gathered} \text { \% Chg } \\ \text { Volume } \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { \% Chg per } \\ \hline \end{array}$ | 2010 | 2009 | \% Chg Volume |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Buick Total | 10,061 | 6,969 | 44.4 | 56.4 | 10,061 | 6,969 | 44.4 |
| Cadillac Total | 8,440 | 8,499 | -0.7 | 7.6 | 8,440 | 8,499 | -0.7 |
| Chevrolet Total | 105,294 | 77,186 | 36.4 | 47.8 | 105,294 | 77,186 | 36.4 |
| GMC Total | 21,303 | 19,120 | 11.4 | 20.7 | 21,303 | 19,120 | 11.4 |
| Core Brand Total | 145,098 | 111,774 | 29.8 | 40.6 | 145,098 | 111,774 | 29.8 |
| HUMMER Total | 265 | 1,222 | -78.3 | -76.5 | 265 | 1,222 | -78.3 |
| Pontiac Total | 389 | 9,104 | -95.7 | -95.4 | 389 | 9,104 | -95.7 |
| Saab Total | 511 | 955 | -46.5 | -42.0 | 511 | 955 | -46.5 |
| Saturn Total | 562 | 6,172 | -90.9 | -90.1 | 562 | 6,172 | -90.9 |
| Non-Core Brand Total | 1,727 | 17,453 | -90.1 | -89.3 | 1,727 | 17,453 | -90.1 |
| GM Vehicle Total | 146,825 | 129,227 | 13.6 | 23.1 | 146,825 | 129,227 | 13.6 |

GM Car Deliveries by Marketing Division

|  | 2010 | 2009 | $\begin{gathered} \hline \text { \% Chg } \\ \text { Volume } \end{gathered}$ | $\begin{gathered} \hline \text { \% Chg per } \\ \text { S/D } \\ \hline \end{gathered}$ | 2010 | 2009 | \% Chg Volume |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Buick Total | 5,986 | 4,248 | 40.9 | 52.7 | 5,986 | 4,248 | 40.9 |
| Cadillac Total | 3,452 | 5,251 | -34.3 | -28.8 | 3,452 | 5,251 | -34.3 |
| Chevrolet Total | 48,608 | 24,000 | 102.5 | 119.4 | 48,608 | 24,000 | 102.5 |
| Car Core Brand Total | 58,046 | 33,499 | 73.3 | 87.7 | 58,046 | 33,499 | 73.3 |
| Pontiac Total | 376 | 7,464 | -95.0 | -94.5 | 376 | 7,464 | -95.0 |
| Saab Total | 494 | 624 | -20.8 | -14.2 | 494 | 624 | -20.8 |
| Saturn Total | 447 | 2,356 | -81.0 | -79.4 | 447 | 2,356 | -81.0 |
| Car Non-Core Brand Total | 1,317 | 10,444 | -87.4 | -86.3 | 1,317 | 10,444 | -87.4 |
| GM Car Total | 59,363 | 43,943 | 35.1 | 46.3 | 59,363 | 43,943 | 35.1 |

GM Light Truck Deliveries by Marketing Division

|  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | GM Crossover Deliveries by Marketing Division


|  | 2010 | 2009 | \% Chg Volume | $\begin{array}{r} \hline \text { \% Chg per } \\ \text { S/D } \\ \hline \end{array}$ | 2010 | 2009 | \% Chg |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Buick Total | 4,075 | 2,712 | 50.3 | 62.8 | 4,075 | 2,712 | 50.3 |
| Cadillac Total | 3,234 | 888 | 264.2 | 294.5 | 3,234 | 888 | 264.2 |
| Chevrolet Total | 20,689 | 12,318 | 68.0 | 82.0 | 20,689 | 12,318 | 68.0 |
| GMC Total | 9,762 | 3,233 | 201.9 | 227.1 | 9,762 | 3,233 | 201.9 |
| Crossover Core Brand Total | 37,760 | 19,151 | 97.2 | 113.6 | 37,760 | 19,151 | 97.2 |
| Pontiac Total | 13 | 1,640 | -99.2 | -99.1 | 13 | 1,640 | -99.2 |
| Saturn Total | 115 | 3,815 | -97.0 | -96.7 | 115 | 3,815 | -97.0 |
| Crossover Non-Core Brand Total | 128 | 5,455 | -97.7 | -97.5 | 128 | 5,455 | -97.7 |
| GM Crossover Total | 37,888 | 24,606 | 54.0 | 66.8 | 37,888 | 24,606 | 54.0 |

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

|  | January |  |  |  | (Calendar Year-to-Date) January - January |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2009 | \% Chg Volume | $\begin{array}{r} \hline \text { \% Chg per } \\ \text { S/D } \\ \hline \end{array}$ | 2010 | 2009 | \% Chg Volume |
| Selling Days (S/D) | 24 | 26 |  |  |  |  |  |
| LaCrosse | 4,246 | 1,489 | 185.2 | 208.9 | 4,246 | 1,489 | 185.2 |
| Lucerne | 1,740 | 2,759 | -36.9 | -31.7 | 1,740 | 2,759 | -36.9 |
| Buick Total | 5,986 | 4,248 | 40.9 | 52.7 | 5,986 | 4,248 | 40.9 |
| CTS | 2,565 | 3,418 | -25.0 | -18.7 | 2,565 | 3,418 | -25.0 |
| DTS | 618 | 1,362 | -54.6 | -50.8 | 618 | 1,362 | -54.6 |
| STS | 233 | 413 | -43.6 | -38.9 | 233 | 413 | -43.6 |
| XLR | 36 | 58 | -37.9 | -32.8 | 36 | 58 | -37.9 |
| Cadillac Total | 3,452 | 5,251 | -34.3 | -28.8 | 3,452 | 5,251 | -34.3 |
| Aveo | 2,043 | 1,595 | 28.1 | 38.8 | 2,043 | 1,595 | 28.1 |
| Camaro | 5,371 | 0 | ***.* | ***.* | 5,371 | 0 | ***.* |
| Cobalt | 12,962 | 5,191 | 149.7 | 170.5 | 12,962 | 5,191 | 149.7 |
| Corvette | 854 | 842 | 1.4 | 9.9 | 854 | 842 | 1.4 |
| Impala | 10,939 | 7,060 | 54.9 | 67.9 | 10,939 | 7,060 | 54.9 |
| Malibu | 16,439 | 9,312 | 76.5 | 91.2 | 16,439 | 9,312 | 76.5 |
| Monte Carlo | 0 | 0 | 0.0 | 0.0 | 0 | 0 | 0.0 |
| Chevrolet Total | 48,608 | 24,000 | 102.5 | 119.4 | 48,608 | 24,000 | 102.5 |
| Core Brand Total | 58,046 | 33,499 | 73.3 | 87.7 | 58,046 | 33,499 | 73.3 |
| G3 Wave | 10 | 0 | ***.* | ***.* | 10 | 0 | ***.* |
| G5 | 31 | 767 | -96.0 | -95.6 | 31 | 767 | -96.0 |
| G6 | 151 | 2,468 | -93.9 | -93.4 | 151 | 2,468 | -93.9 |
| G8 | 118 | 1,331 | -91.1 | -90.4 | 118 | 1,331 | -91.1 |
| Grand Prix | 1 | 82 | -98.8 | -98.7 | 1 | 82 | -98.8 |
| Solstice | 51 | 304 | -83.2 | -81.8 | 51 | 304 | -83.2 |
| Vibe | 14 | 2,512 | -99.4 | -99.4 | 14 | 2,512 | -99.4 |
| Pontiac Total | 376 | 7,464 | -95.0 | -94.5 | 376 | 7,464 | -95.0 |
| 9-3 | 429 | 523 | -18.0 | -11.1 | 429 | 523 | -18.0 |
| 9-5 | 65 | 101 | -35.6 | -30.3 | 65 | 101 | -35.6 |
| Saab Total | 494 | 624 | -20.8 | -14.2 | 494 | 624 | -20.8 |
| Astra | 9 | 824 | -98.9 | -98.8 | 9 | 824 | -98.9 |
| Aura | 361 | 1,338 | -73.0 | -70.8 | 361 | 1,338 | -73.0 |
| ION | 0 | 0 | 0.0 | 0.0 | 0 | 0 | 0.0 |
| Sky | 77 | 194 | -60.3 | -57.0 | 77 | 194 | -60.3 |
| Saturn Total | 447 | 2,356 | -81.0 | -79.4 | 447 | 2,356 | -81.0 |
| Non-Core Brand Total | 1,317 | 10,444 | -87.4 | -86.3 | 1,317 | 10,444 | -87.4 |
| GM Car Total | 59,363 | 43,943 | 35.1 | 46.3 | 59,363 | 43,943 | 35.1 |

GM Truck Deliveries - (United States)
January 2010

|  | January |  |  |  | (Calendar Year-to-Date) January - January |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2009 | $\underset{\substack{\text { \% Chg } \\ \text { Volum }}}{2}$ | $\begin{array}{r} \hline \% \text { Chg per } \\ \text { S/D } \end{array}$ | 2010 | 2009 | $\begin{gathered} \hline \text { \% Chg } \\ \text { Vololug } \end{gathered}$ |
| Selling Days (S/D) | 24 | 26 |  |  |  |  |  |
| Rainier | 0 | 3 | ***.* | ***.* | 0 | 3 | ***.* |
| Terraza | 0 | 6 | ***.* | ***.* | 0 | 6 | ***.* |
| Buick Total | 0 | 9 | ***.* | ***.* | 0 | 9 | ***.* |
| Escalade | 1,237 | 1,353 | -8.6 | -1.0 | 1,237 | 1,353 | -8.6 |
| Escalade ESV | 396 | 672 | -41.1 | -36.2 | 396 | 672 | -41.1 |
| Escalade EXT | 121 | 335 | -63.9 | -60.9 | 121 | 335 | -63.9 |
| Cadillac Total | 1,754 | 2,360 | -25.7 | -19.5 | 1,754 | 2,360 | -25.7 |
| Chevy C/T Series | 1 | 5 | -80.0 | -78.3 | 1 | 5 | -80.0 |
| Chevy W Series | 37 | 95 | -61.1 | -57.8 | 37 | 95 | -61.1 |
| Colorado | 1,939 | 3,411 | -43.2 | -38.4 | 1,939 | 3,411 | -43.2 |
| Express | 2,762 | 2,718 | 1.6 | 10.1 | 2,762 | 2,718 | 1.6 |
| Kodiak 4/5 Series | 138 | 346 | -60.1 | -56.8 | 138 | 346 | -60.1 |
| Kodiak 6/7/8 Series | 19 | 96 | -80.2 | -78.6 | 19 | 96 | -80.2 |
| Suburban (Chevy) | 2,315 | 2,138 | 8.3 | 17.3 | 2,315 | 2,138 | 8.3 |
| Tahoe | 4,556 | 3,849 | 18.4 | 28.2 | 4,556 | 3,849 | 18.4 |
| TrailBlazer | 66 | 2,461 | -97.3 | -97.1 | 66 | 2,461 | -97.3 |
| Uplander | 20 | 281 | -92.9 | -92.3 | 20 | 281 | -92.9 |
| Avalanche | 1,372 | 1,481 | -7.4 | 0.4 | 1,372 | 1,481 | -7.4 |
| Silverado-C/K Pickup | 22,772 | 23,987 | -5.1 | 2.8 | 22,772 | 23,987 | -5.1 |
| Chevrolet Fullsize Pickups | 24,144 | 25,468 | -5.2 | 2.7 | 24,144 | 25,468 | -5.2 |
| Chevrolet Total | 35,997 | 40,868 | -11.9 | -4.6 | 35,997 | 40,868 | -11.9 |
| Canyon | 700 | 1,178 | -40.6 | -35.6 | 700 | 1,178 | -40.6 |
| Envoy | 28 | 942 | -97.0 | -96.8 | 28 | 942 | -97.0 |
| GMC C/T Series | 8 | 25 | -68.0 | -65.3 | 8 | 25 | -68.0 |
| GMC W Series | 78 | 156 | -50.0 | -45.8 | 78 | 156 | -50.0 |
| Savana | 502 | 1,220 | -58.9 | -55.4 | 502 | 1,220 | -58.9 |
| Sierra | 7,271 | 8,020 | -9.3 | -1.8 | 7,271 | 8,020 | -9.3 |
| Topkick 4/5 Series | 190 | 218 | -12.8 | -5.6 | 190 | 218 | -12.8 |
| Topkick 6/7/8 Series | 39 | 88 | -55.7 | -52.0 | 39 | 88 | -55.7 |
| Yukon | 1,503 | 2,263 | -33.6 | -28.0 | 1,503 | 2,263 | -33.6 |
| Yukon XL | 1,222 | 1,777 | -31.2 | -25.5 | 1,222 | 1,777 | -31.2 |
| GMC Total | 11,541 | 15,887 | -27.4 | -21.3 | 11,541 | 15,887 | -27.4 |
| Core Brand Total | 49,292 | 59,124 | -16.6 | -9.7 | 49,292 | 59,124 | -16.6 |
| HUMMER H2 | 29 | 210 | -86.2 | -85.0 | 29 | 210 | -86.2 |
| HUMMER H3 | 155 | 793 | -80.5 | -78.8 | 155 | 793 | -80.5 |
| HUMMER H3T | 81 | 219 | -63.0 | -59.9 | 81 | 219 | -63.0 |
| HUMMER Total | 265 | 1,222 | -78.3 | -76.5 | 265 | 1,222 | -78.3 |
| 9-7X | 17 | 331 | -94.9 | -94.4 | 17 | 331 | -94.9 |
| Saab Total | 17 | 331 | -94.9 | -94.4 | 17 | 331 | -94.9 |
| Relay | 0 | 1 | ***.* | ***.* | 0 | 1 | ***.* |
| Saturn Total | 0 | 1 | ***.* | ***.* | 0 | 1 | ***.* |
| Non-Core Brand Total | 282 | 1,554 | -81.9 | -80.3 | 282 | 1,554 | -81.9 |
| GM Truck Total | 49,574 | 60,678 | -18.3 | -11.5 | 49,574 | 60,678 | -18.3 |

NOTE: GM crossover vehicles are now shown on the tab titled, "PR_Crossover_Page"
Global Market and Industry Analysis - Sales Reporting and Data Management

GM Crossover Deliveries - (United States)
January 2010


Global Market and Industry Analysis - Sales Reporting and Data Management

| Units 000s |  |  |  |  |  | Memo: Joint Venture |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | GMNA |  |  | GMIO ${ }^{2}$ | Total Worldwide | Car ${ }^{1}$ | GMNA | GMIO ${ }^{2}$ |
|  | Car ${ }^{1}$ | Truck ${ }^{1}$ | Total |  |  |  | Truck ${ }^{1}$ |  |
| 2010 Q1 \# * | 237 | 413 | 650 | 1,355 | 2,005 | 0 | 0 | 591 |
| O/(U) prior forecast | 0 | 0 | 0 | 79 | 79 | 0 | 0 | 60 |


| Units 000s |  | GMNA |  |  | GMIO ${ }^{2}$ | Total Worldwide | GMNA |  | GMIO ${ }^{2}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Car ${ }^{1}$ | Truck ${ }^{1}$ | Total |  |  | Car ${ }^{1}$ | 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. |  | 205 | 326 | 531 | 1,178 | 1,709 | 7 | 31 | 491 |
| 4th Qtr. \# |  | 235 | 381 | 616 | 1,306 | 1,922 | 0 | 49 | 592 |
|  | CY | 727 | 1,186 | 1,913 | 4,586 | 6,499 | 29 | 105 | 1,920 |
| 2010 |  |  |  |  |  |  |  |  |  |
| 1st Qtr. \# |  | 237 | 413 | 650 | 1,355 | 2,005 | 0 | 0 | 591 |

* Variance reported only if current production estimate differs from prior production estimate by 5 K 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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${ }^{1}$ GMNA includes joint venture production - HUMMER and CAMI units included in GMNA Truck (Starting in Q1 2010, CAMI production is not classified as
joint venture production) and production historically classified as joint venture production - NUMMI units included in GMNA car
${ }^{2}$ 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

