# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION Washington, DC 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) October 2, 2012

# GENERAL MOTORS COMPANY 

(Exact Name of Registrant as Specified in its Charter)

DELAWARE
(State or other jurisdiction of incorporation)
$\qquad$

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

27-0756180
(I.R.S. Employer Identification No.)
(Registrant's telephone number, including area code)
Not Applicable
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

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))

## ITEM 8.01 Other Events

## Signature

Index to Exhibits
Sales Release and Charts Dated October 2, 2012

## ITEM 8.01 Other Events

On October 2, 2012, General Motors Company issued a news release announcing September sales. The release and charts are attached as Exhibit 99.1.

## EXHIBIT

| $\underline{\text { Exhibit }}$ | $\underline{\text { Description }}$ | Method of Filing |
| :--- | :--- | :--- |
| Exhibit 99.1 | Sales Release and Charts <br> Dated October 2, 2012 | Attached as Exhibit |

## SIGNATURE

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

GENERAL MOTORS COMPANY (Registrant)
/s/ Nick S. Cyprus

GENERAL MOTORS COMPANY

For Release: Tuesday, October 2, 2012, 10 a.m. EDT

## GM U.S. Car Sales Increase 29 percent in September, Total Sales up 1.5 percent

DETROIT - General Motors Co. (NYSE: GM) today reported its highest September U.S. sales since 2008: 210,245 vehicles, up 1.5 percent compared with a year ago. New products helped drive a 29 percent increase in passenger car sales. Sales of GM's mini, small and compact cars alone were up a combined 97 percent and all GM brands increased their retail sales.
"Passenger cars have been the launch point for a broad and deep GM product offensive," said Kurt McNeil, vice president of U.S. sales operations. "Auto sales will continue to be a bright spot for the U.S. economy, which is particularly good news for GM as we walk into an even stronger cadence of new products in 2013 and 2014."

GM has moved aggressively to replace existing vehicles with better designs, more technology and improved fuel economy. At the same time, GM is entering growth segments and offering new entry points for each brand. Seventy percent of GM nameplates will be all new or redesigned in 2012 and 2013.

September's car sales increase reflects a strong start for the new Chevrolet Spark and Cadillac XTS, continued strong sales of the Buick Verano, Chevrolet Cruze and Chevrolet Sonic, and a second consecutive all-time sales record for the Chevrolet Volt. September also marked the first deliveries of the all-new Cadillac ATS.

The GMC Terrain and Acadia crossovers had strong months as well, with sales up 8 percent and 16 percent, respectively. This helped drive a 3 percent increase for all GM crossovers versus a year ago.

Truck sales were down 20 percent due to a 46 percent year over year reduction in fleet sales due to the timing of customer deliveries. In the large pickup segment, GM's total sales were down 12 percent and fleet sales were down 56 percent. However, GM reduced its large pickup inventories by approximately 8,600 units compared with August, and earned average transaction prices more than $\$ 2,300$ per unit above a year ago with the lowest incentive spending in the industry, according to J.D. Power PIN data.

| 2012 Highlights | Sept. Total Sales | Total Change vs. <br> Sept. 2011 | Sept. Retail <br> Sales | Retail Change vs. <br> Sept. 2011 | CYTD <br> Sales | CYTD <br> Change vs. <br> 2011 | CYTD Retail <br> Sales | CYTD <br> Retail Change vs. <br> 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Chevrolet | 149,801 | $1.5 \%$ | 103,668 | $2.5 \%$ | $1,420,383$ | $4.9 \%$ | 959,770 |  |
| GMC | 33,192 | $-\%$ | 29,018 | $1.3 \%$ | 306,558 | $3.9 \%$ | 256,799 |  |
| Buick | 14,673 | $7.9 \%$ | 13,598 | $10 \%$ | 137,262 | $(2.9 \%$ | 122,490 |  |
| Cadillac | 12,579 | $(1.3) \%$ | 11,990 | $1.2 \%$ | 103,512 | $(8.6) \%$ | 97,793 | $(1.9) \%$ |
| Total GM | 210,245 | $1.5 \%$ | 158,274 | $2.8 \%$ | $1,967,715$ | $3.4 \%$ | $1,436,852$ |  |


| Inventory | Units @ <br> Oct. 1, 2012 | Days Supply (selling <br> day adjusted) | Units @ <br> Aug. 31, 2012 | Days Supply <br> (selling day <br> adjusted) | Year-end Inventory <br> Target |
| :---: | :---: | :---: | :---: | :---: | :---: |
| All Vehicles | 689,334 | 82 | 687,354 | Year-end Days Supply <br> Target (selling day <br> adjusted) |  |
| Full-size Pickups | 240,810 | 116 | 249,411 | $65-70$ | 60,000 units (range) |


| Industry Sales | Sept. SAAR (est.) | CYTD SAAR (est.) | Full Year 2012 (est.) |
| :---: | :---: | :---: | :---: |
| Light Vehicles | 14.5 million range | 14.3 million | 14.0 million -14.5 million |

General Motors Co. (NYSE:GM, TSX: GMM) and its partners produce vehicles in 30 countries, and the company has leadership positions in the world's largest and fastest-growing automotive markets. GM's brands include Chevrolet and Cadillac, as well as Baojun, Buick, GMC, Holden, Jiefang, Opel, Vauxhall and Wuling. More information on the company and its subsidiaries, including OnStar, a global leader in vehicle safety, security and information services, can be found at http://www.gm.com.

## CONTACT:

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## Forward-Looking Statements

In this press release and in related comments by our management, our use of the words "expect," "anticipate," "possible," "potential," "target," "believe," "commit," "intend,"

 results may differ materially due to a variety of important factors. Among other items, such factors might include: our ability to realize production efficiencies and to achieve



 factors, which we may revise or supplement in future reports to the SEC

|  | September |  |  | (Calendar Year-to-Date) <br> January - September |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2,012 | 2,011 | \%Change Volume | 2,012 | 2,011 | \%Change Volume |
| Enclave | 4,210 | 4,868 | (13.5) | 41,561 | 44,404 | (6.4) |
| LaCrosse | 4,580 | 4,338 | 5.6 | 45,066 | 45,058 | - |
| Lucerne | 2 | 1,068 | (99.8) | 966 | 17,973 | (94.6) |
| Regal | 1,839 | 3,325 | (44.7) | 20,523 | 32,657 | (37.2) |
| Verano | 4,042 | - | ***.* | 29,146 | - | ***.* |
| Buick Total | 14,673 | 13,599 | 7.9 | 137,262 | 140,092 | (2.0) |
| ATS | 611 | - | ***.* | 611 | - | ***.* |
| CTS | 3,103 | 4,663 | (33.5) | 38,465 | 41,900 | (8.2) |
| DTS | 2 | 583 | (99.7) | 462 | 10,755 | (95.7) |
| Escalade | 913 | 1,527 | (40.2) | 9,294 | 10,491 | (11.4) |
| Escalade ESV | 595 | 713 | (16.5) | 5,795 | 5,770 | 0.4 |
| Escalade EXT | 188 | 174 | 8.0 | 1,348 | 1,415 | (4.7) |
| SRX | 4,660 | 4,901 | (4.9) | 40,224 | 39,861 | 0.9 |
| STS | 1 | 180 | (99.4) | 157 | 2,986 | (94.7) |
| XLR | - | - | ***.* | - | 12 | ***.* |
| XTS | 2,506 | - | ***.* | 7,156 | - | ***.* |
| Cadillac Total | 12,579 | 12,741 | (1.3) | 103,512 | 113,190 | (8.6) |
| Avalanche | 2,030 | 1,861 | 9.1 | 17,149 | 13,989 | 22.6 |
| Aveo | 2 | 1,271 | (99.8) | 61 | 28,482 | (99.8) |
| Camaro | 5,670 | 6,994 | (18.9) | 68,968 | 70,249 | (1.8) |
| Caprice | 454 | 140 | 224.3 | 2,865 | 498 | 475.3 |
| Captiva Sport | 2,849 | - | ***.* | 27,148 | - | ***.* |
| Cobalt | - | 4 | ***.* | 11 | 843 | (98.7) |
| Colorado | 2,833 | 2,171 | 30.5 | 32,608 | 23,985 | 36.0 |
| Corvette | 1,351 | 1,147 | 17.8 | 10,570 | 10,270 | 2.9 |
| Cruze | 25,787 | 18,097 | 42.5 | 180,600 | 187,524 | (3.7) |
| Equinox | 15,835 | 15,497 | 2.2 | 166,862 | 145,035 | 15.0 |
| Express | 3,881 | 7,556 | (48.6) | 57,886 | 51,674 | 12.0 |
| HHR | 1 | 158 | (99.4) | 21 | 36,771 | ***.* |
| Impala | 15,259 | 13,822 | 10.4 | 140,179 | 138,122 | 1.5 |
| Kodiak 4/5 Series | - | - | ***.* | - | 10 | ***.* |
| Malibu | 11,188 | 11,114 | 0.7 | 179,465 | 171,266 | 4.8 |
| Silverado-C/K Pickup | 36,425 | 43,698 | (16.6) | 298,200 | 296,436 | 0.6 |
| Sonic | 7,525 | 1,426 | 427.7 | 64,746 | 1,706 | ***.* |
| Spark | 2,223 | - | ***.* | 6,313 | - | ***.* |
| Suburban (Chevy) | 3,254 | 5,246 | (38.0) | 33,860 | 33,055 | 2.4 |
| Tahoe | 4,696 | 8,813 | (46.7) | 49,481 | 56,636 | (12.6) |
| TrailBlazer | - | - | ***.* | - | 33 | ***.* |
| Traverse | 5,687 | 7,873 | (27.8) | 67,042 | 83,464 | (19.7) |
| Volt | 2,851 | 723 | 294.3 | 16,348 | 3,895 | 319.7 |
| Chevrolet Total | 149,801 | 147,611 | 1.5 | 1,420,383 | 1,353,943 | 4.9 |
| Acadia | 6,159 | 5,287 | 16.5 | 63,857 | 62,013 | 3.0 |
| Canyon | 555 | 458 | 21.2 | 7,618 | 7,634 | (0.2) |
| Envoy | - | - | ***.* | - | 5 | ***.* |
| Savana | 1,005 | 846 | 18.8 | 17,259 | 13,096 | 31.8 |
| Sierra | 13,636 | 13,904 | (1.9) | 112,181 | 107,342 | 4.5 |
| Terrain | 7,486 | 6,910 | 8.3 | 70,826 | 63,451 | 11.6 |
| Topkick 4/5 Series | ***.* | ***.* | ***.* | - | 5 | ***.* |
| Topkick 6/7/8 Series | ***.* | ***.* | ***.* | - | 8 | ***.* |
| Yukon | 2,071 | 3,338 | (38.0) | 19,149 | 24,337 | (21.3) |
| Yukon XL | 2,280 | 2,451 | (7.0) | 15,668 | 17,056 | (8.1) |
| GMC Total | 33,192 | 33,194 | - | 306,558 | 294,947 | 3.9 |
| GM Vehicle Total | 210,245 | 207,145 | 1.5 | 1,967,715 | 1,902,172 | 3.4 |

* 25 selling days for the September period this year and 25 for last year.

