# 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 1, 2013

# 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.)

001-34960
(Commission File Number)

48265-3000
(Zip Code)
(313) 556-5000
(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
U.S. Sales Release and Charts Dated October 1, 2013

## Item 8.01 Other Events

On October 1, 2013, General Motors Company issued a news release announcing September 2013 U.S. sales. The release and charts are attached as Exhibit 99.1.

| Exhibit | $\underline{\text { Description }}$ | Method of Filing |
| :--- | :--- | :--- |
| Exhibit 99.1 | U.S. Sales Release and Charts | 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/ THOMAS S. TIMKO
Date: October 3, 2013
By: Thomas S. Timko
Vice President, Controller and Chief Accounting Officer

GENERAL MOTORS COMPANY

For Release: Tuesday, Oct. 1, 2013, 10 a.m. EDT

## GM Delivers 187,195 Vehicles in September

## Buick sales increase 6 percent and Cadillac sales grow by 10 percent

DETROIT - General Motors Co. (NYSE: GM) dealers delivered 187,195 vehicles in the United States in September, down 11 percent compared year over year. Retail sales were down 6 percent versus a year ago and fleet sales were down 27 percent. Retail sales were up 2 percent on a selling day-adjusted basis.
"We held our own when it comes to retail market share this month thanks to strong new products, including the Chevrolet Impala, Buick Encore, GMC Sierra and the Cadillac ATS and XTS," said Kurt McNeil, vice president, U.S. sales operations. "We expect a strong finish to the year and more growth in 2014 thanks to new products and a healthier economy."

Highlights (vs. 2012)

- Buick sales increased 6 percent and Cadillac sales were up 10 percent. On a retail basis, Buick sales have now increased for 17 months in a row.
- Chevrolet Malibu sales were up 29 percent, sales of the Spark were up 6 percent and retail sales of the Impala increased 64 percent. Chevrolet Tahoe sales were up 14 percent.
- Third quarter retail sales for GM were up 13 percent and total sales were up 7 percent.
- Through the first nine months of the year, Chevrolet, Buick, Cadillac and GMC have posted double-digit retail sales increases compared with 2012.
- Year-to-date sales of Buick and Cadillac cars are up a combined 15 percent; large pickups are up 20 percent; large SUVs are up 15 percent; and compact crossovers are up 13 percent.

GM's fleet sales in September reflect the strategic repositioning of the Impala, the temporary discontinuation of the Chevrolet Colorado and GMC Canyon, and lower Chevrolet Cruze sales.

## Forward-Looking Statements



 factors. Among other items, such factors might include: our ability to realize production efficiencies and to achieve reductions in costs as a result of our restructuring initiatives and labor


 on Form 10-Q provides information about these and other factors, which we may revise or supplement in future reports to the SEC.
 markets. GM, its subsidiaries and joint venture entities sell vehicles under the Chevrolet, Cadillac, Baojun, Buick, GMC, Holden, Isuzu, Jiefang, Opel, Vauxhall and Wuling brands. 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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## Sales Tables

| September | Total Sales | YOY Change | Retail Sales | YOY Change |
| :---: | :---: | :---: | :---: | :---: |
| Chevrolet | 127,785 | (14.7)\% | 94,563 | (8.8)\% |
| GMC | 29,959 | (9.7)\% | 27,725 | (4.5)\% |
| Buick | 15,623 | 6.5\% | 13,875 | 2.0\% |
| Cadillac | 13,828 | 9.9\% | 12,899 | 7.6\% |
| Total GM | 187,195 | (11.0)\% | 149,062 | (5.8)\% |
|  |  |  |  |  |
| CYTD | Total Sales | YOY Change | Retail Sales | YOY Change |
| Chevrolet | 1,493,329 | 5.1\% | 1,050,973 | 9.5\% |
| GMC | 333,213 | 8.7\% | 289,940 | 12.9\% |
| Buick | 157,503 | 14.7\% | 139,740 | 14.1\% |
| Cadillac | 133,414 | 28.9\% | 122,666 | 25.4\% |
| Total GM | 2,117,459 | 7.6\% | 1,603,319 | 11.6\% |
|  |  |  |  |  |
| Fleet Segment | Month | YOY Change | CYTD | CYTD Change |
| Fleet Share of Total GM Sales | 20.4\% | (4.3) points | 24.3\% | (2.7) points |
|  |  |  |  |  |
| Inventory | Units at Month-end | Days Supply (selling day adjusted) | Units at Previous Month-end | Days Supply (selling day adjusted) |
| All Vehicles | 670,191 | 82 | 628,644 | 64 |


| Industry Sales | Month (est.) | CYTD (est.) |
| :---: | :---: | :---: |
| Light Vehicle SAAR | 15.3 million range | 15.5 million range |


|  | September |  |  | $\begin{gathered} \text { (Calendar Year-to-Date) } \\ \text { January - September } \\ \hline \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2013 | 2012 | \%Change Volume | 2013 | 2012 | \%Change Volume |
| Enclave | 3,477 | 4,210 | (17.4) | 46,384 | 41,561 | 11.6 |
| Encore | 3,206 | - | ***.* | 22,930 | - | ***.* |
| LaCrosse | 3,952 | 4,580 | (13.7) | 38,845 | 45,066 | (13.8) |
| Regal | 1,300 | 1,839 | (29.3) | 12,767 | 20,523 | (37.8) |
| Verano | 3,688 | 4,042 | (8.8) | 36,568 | 29,146 | 25.5 |
| Buick Total* | 15,623 | 14,673 | 6.5 | 157,503 | 137,262 | 14.7 |
| ATS | 2,739 | 611 | 348.3 | 28,207 | 611 | ***.* |
| CTS | 2,408 | 3,103 | (22.4) | 24,410 | 38,465 | (36.5) |
| Escalade | 968 | 913 | 6.0 | 8,953 | 9,294 | (3.7) |
| Escalade ESV | 634 | 595 | 6.6 | 5,916 | 5,795 | 2.1 |
| Escalade EXT | 152 | 188 | (19.1) | 1,674 | 1,348 | 24.2 |
| SRX | 4,362 | 4,660 | (6.4) | 40,506 | 40,224 | 0.7 |
| XTS | 2,565 | 2,506 | 2.4 | 23,722 | 7,156 | 231.5 |
| Cadillac Total* | 13,828 | 12,579 | 9.9 | 133,414 | 103,512 | 28.9 |
| Avalanche | 719 | 2,030 | (64.6) | 15,618 | 17,149 | (8.9) |
| Camaro | 5,659 | 5,670 | (0.2) | 64,815 | 68,968 | (6.0) |
| Caprice | 514 | 454 | 13.2 | 2,966 | 2,865 | 3.5 |
| Captiva Sport | 3,248 | 2,849 | 14.0 | 36,293 | 27,148 | 33.7 |
| Colorado | 41 | 2,833 | (98.6) | 3,375 | 32,608 | (89.6) |
| Corvette | 831 | 1,351 | (38.5) | 7,830 | 10,570 | (25.9) |
| Cruze | 12,730 | 25,787 | (50.6) | 195,775 | 180,600 | 8.4 |
| Equinox | 15,443 | 15,835 | (2.5) | 185,420 | 166,862 | 11.1 |
| Express | 5,235 | 3,881 | 34.9 | 59,624 | 57,886 | 3.0 |
| Impala | 11,462 | 15,259 | (24.9) | 121,033 | 140,179 | (13.7) |
| Malibu | 14,487 | 11,188 | 29.5 | 154,950 | 179,465 | (13.7) |
| Silverado-C/K Pickup | 32,506 | 36,425 | (10.8) | 360,775 | 298,200 | 21.0 |
| Sonic | 7,335 | 7,525 | (2.5) | 69,649 | 64,746 | 7.6 |
| Spark | 2,355 | 2,223 | 5.9 | 28,324 | 6,313 | 348.7 |
| Suburban (Chevy) | 2,733 | 3,254 | (16.0) | 34,580 | 33,860 | 2.1 |
| Tahoe | 5,332 | 4,696 | 13.5 | 60,126 | 49,481 | 21.5 |
| Traverse | 5,389 | 5,687 | (5.2) | 75,411 | 67,042 | 12.5 |
| Volt | 1,766 | 2,851 | (38.1) | 16,760 | 16,348 | 2.5 |
| Chevrolet Total* | 127,785 | 149,801 | (14.7) | 1,493,329 | 1,420,383 | 5.1 |
| Acadia | 5,565 | 6,159 | (9.6) | 67,422 | 63,857 | 5.6 |
| Canyon | 8 | 555 | (98.6) | 918 | 7,618 | (87.9) |
| Savana | 820 | 1,005 | (18.4) | 11,558 | 17,259 | (33.0) |
| Sierra | 13,438 | 13,636 | (1.5) | 135,670 | 112,181 | 20.9 |
| Terrain | 7,141 | 7,486 | (4.6) | 76,792 | 70,826 | 8.4 |
| Yukon | 1,667 | 2,071 | (19.5) | 18,907 | 19,149 | (1.3) |
| Yukon XL | 1,320 | 2,280 | (42.1) | 21,946 | 15,668 | 40.1 |
| GMC Total | 29,959 | 33,192 | (9.7) | 333,213 | 306,558 | 8.7 |
| GM Vehicle Total* | 187,195 | 210,245 | (11.0) | 2,117,459 | 1,967,715 | 7.6 |

[^0]
[^0]:    23 selling days for the September period this year and 25 for last year.
    *Totals include discontinued models: Buick Lucerne, Cadillac DTS and STS, Chevrolet Aveo, Cobalt and HHR.

