# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> \author{ Washington, DC 20549-1004 

}

## FORM 8-K

## CURRENT REPORT <br> PURSUANT TO SECTION 13 OR 15(d) OF <br> THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported) August 3, 2009

## GENERAL MOTORS COMPANY

(Exact Name of Company as Specified in its Charter)

| 333-160471 (Commission File Number) | DELAWARE <br> (State or other jurisdiction of incorporation) | 27 |
| :---: | :---: | :---: |
| 300 Renaissance Center, Detroit, Michigan <br> (Address of Principal Executive Offices) |  | $\begin{aligned} & \text { 48265-3000 } \\ & \text { (Zip Code) } \end{aligned}$ |
| (313) 556-5000(Company's telephone number, including area code) |  |  |
| (Former | Not Applicable ormer address, if changed si |  |

27-03832222
(I.R.S. Employer Identification No.)
ner name or former address, if changed since last report)
(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)

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 7.01 Regulation Fair Disclosure

## ITEM 9.01 Financial Statements and Exhibits

Signature
Index to Exhibits
Sales Release and Charts Dated August 3, 2009

On August 3, 2009 General Motors Company (GM) issued a news release announcing July sales. The release and charts are attached as Exhibit 99.1.

## ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS

## EXHIBIT

| Exhibit | Description |
| :--- | :--- |
| Exhibit 99.1 | Males Release and Charts Dated August 3, 2009 |

## Table of Contents

## 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: /s/ NICK S. CYPRUS
Nick S. Cyprus
Controller and Chief Accounting Officer

## News

| General Motors | GM Communications <br> Detroit. Mich..USA <br> media.gm.com |
| :--- | :--- |
| Company |  |

For Release: 1:45 p.m. ET
August 3, 2009

## GM July Sales Total 189,443; Highest Retail Sales in Ten

## Months

Chevy Retail Up 1 Percent

- July month-over-month retail sales increase led by core brands: Chevrolet, GMC, Buick and Cadillac which were up 12 percent collectively compared with June
- $\quad$ Chevrolet led by the Camaro and the all-new Equinox had a year-over-year retail sales improvement
- All-new model pushes Chevrolet Equinox sales up 78 percent compared with July 2008
- CARS (Cash for Clunkers) program driving showroom traffic to GM's strong portfolio of fuel-efficient new vehicles; Chevrolet Aveo total sales up 124 percent, crossovers Equinox and HHR up 164 and 36 percent respectively, Cobalt up 38 percent. GMC Canyon and Chevrolet Colorado mid-pickup sales climb 38 percent compared with June

DETROIT - General Motors dealers in the United States delivered 189,443 total vehicles in July, resulting in a month-over-month sales increase. The July total, when compared with a strong July last year and lower fleet sales this year, was down 19 percent compared with a year ago. Retail sales were down 9 percent while fleet sales declined 47 percent. However, when comparing GM’s strong July retail sales with June, volume was up nearly 12,000 vehicles. Large pickup retail sales began to recover in July with a 16 percent increase compared with June, driving total GM truck retail sales improvements of 12 percent when compared with the prior month.
"Our performance is being driven by the outstanding products in our core Chevrolet, GMC, Cadillac and Buick brands. While still challenging, the market is firming and GM sales are still tracking ahead of what we projected in our reinvention plan," said Mark LaNeve, vice president, U.S. sales. "In July we are projecting our retail market share to exceed our year-ago performance. From great new products, like our Cadillac SRX and CTS Sport Wagon, Chevrolet Camaro and Equinox, to attractive financing and new leasing opportunities and to the Cash-for-Clunkers program that helps reduce the cost to buy a new vehicle customers have unprecedented opportunities to get into a new GM car or truck. We anticipate an additional sales lift in August if Congress approves more funding for the wildly-popular Cash-For-Clunkers economic recovery program."

Compared with last July, GM overall sales declined 45,741 vehicles driven largely by a planned reduction in fleet sales of 30,423 vehicles (down 47 percent). This drop in fleet sales was a direct result of a strategic decision to tightly control production and inventories that better enable GM dealers to reduce their stock of vehicles to align with market demand. Retail sales of 155,569 vehicles were down 9 percent. GM total truck sales in July were down 18 percent, and car sales of 83,736 were off 21 percent compared with a year ago. However, when compared with a year ago, GM total crossover sales of 39,937 were up 6 percent, driven by the strong performance of Chevrolet Traverse which contributed more than 6,600 sales.

When compared with June's retail performance, there were several product highlights in GM's core brands to note:

- Chevrolet Aveo, Cobalt, Impala and Malibu contributed to a Chevrolet car retail increase of 8 percent. Chevrolet truck sales increased 27 percent, led by increases by Silverado, Suburban, Avalanche, Colorado, HHR and Equinox.
- GMC sales increased 8 percent, led by Sierra, Canyon and Yukon XL.
- Cadillac Escalade ESV sales increased 32 percent while Escalade sales increased 3 percent.
"Assuming the Cash-For-Clunkers program stays in place, we look to continue this positive momentum in August," LaNeve said. "We offer twice as many vehicles that qualify for the Cash-For-Clunkers program than any other manufacturer - vehicles such as Chevrolet Aveo, Cobalt, Malibu, HHR, Silverado and GMC Sierra. Additionally, we have the best selection of crossovers in the industry with Chevrolet Traverse, GMC Acadia, Buick Enclave, and the all-new GMC Terrain, Chevrolet Equinox and Cadillac SRX. Clearly, GM dealers have the cars and trucks that customers demand."

A total of $1,487 \mathrm{GM}$ hybrid vehicles were delivered in the month. So far, in 2009, GM has delivered 9,836 hybrid vehicles.
Non-core brand sales declined when compared with June as Pontiac dipped 7 percent; Saturn was down 21 percent, and HUMMER and Saab declined 26 percent.

## MORE

GM inventories dropped compared with a year ago, and dipped below the half-million mark as planned, to historically low levels. In July, GM dealers had an average 76 day supply of vehicles. At the end of July, about 466,000 vehicles were in stock, down about 281,000 vehicles (or 38 percent) compared with last year, and down approximately 20 percent compared with June. There were about 202,000 cars and 264,000 trucks (including crossovers) in inventory at the end of July.

## GM Certified Sales

GM Certified Used Vehicles, Saturn Certified Pre-Owned Vehicles, Cadillac Certified Pre-Owned Vehicles, Saab Certified Pre-Owned Vehicles, and HUMMER Certified Pre-Owned Vehicles, combined sold 29,211 vehicles.

GM Certified Used Vehicles posted July sales of 25,441 vehicles, down 29 percent from July 2008. Saturn Certified Pre-Owned Vehicles sold 829 vehicles, down 29 percent. Cadillac Certified Pre-Owned Vehicles sold 2,383 vehicles, down 35 percent. Saab Certified Pre-Owned Vehicles sold 371 vehicles, down 52 percent. HUMMER Certified Pre-Owned Vehicles posted an increase with 187 vehicles sold, up 16 percent.
"We are confident in the new GM and are committed more than ever to sell our comprehensive line-up of cars, trucks, SUVs and crossovers, whether new or used. Our Certified Used Vehicles offer a worry-free purchasing experience - a tremendous value to our customers," LaNeve said. "GM's national network of dealers will continue to honor warranties on current and future General Motors Certified Used/Pre-Owned vehicles, which demonstrates the durability and reliability of our products. GM Certified offers wide-ranging and long-term warranties such as the 12 -month/12,000 mile bumper-to-bumper warranty and the industry-leading 100,000 mile/five-year (whichever comes first) limited powertrain warranty on the largest selection of Certified Used vehicles in the industry."

GM North America Reports July 2009 Production; Initial Q3 2009 Production Forecast at 535,000 Vehicles, a significant improvement from Q1 and Q2 2009 levels.

In July, GM North America produced 102,000 vehicles ( 39,000 cars and 63,000 trucks). This is down 136,000 vehicles or 57 percent compared with July 2008 when the region produced 238,000 vehicles ( 116,000 cars and 122,000 trucks). (Production totals include joint venture production of 11,000 vehicles in July 2009 and 14,000 vehicles in July 2008.)

The region's 2009 third-quarter production forecast is initially set at 535,000 vehicles (210,000 cars and 325,000 trucks), which is down about 42 percent compared with a year ago. GM North America built 915,000 vehicles ( 436,000 cars and 479,000 trucks) in the third-quarter of 2008 . However, Q3 2009 production volumes have substantially increased versus Q1 and Q2 2009 production volumes of 371,000 (up 44 percent) and 395,000 (up 35 percent), respectively.

About General Motors: General Motors Company, one of the world’s largest automakers, traces its roots back to 1908. With its global headquarters in Detroit, GM employs 235,000 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, the United Kingdom, Canada, Russia and Germany. GM's OnStar subsidiary is the industry leader in vehicle safety, security and information services. General Motors Company 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 Company can be found at www.gm.com.

## Contact:

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General Motors Company
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313-418-2139 (mobile)
john.m.mcdonald@gm.com

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

| *S/D Curr: 26 | July |  |  |  | (Calendar Year-to-Date) <br> January - July |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| *S/D Prev: 26 | 2009 | 2008 | \% Chg Volume | \%Chg per S/D | 2009 | 2008 | \%Chg Volume |
| Vehicle Total | 189,443 | 235,184 | -19.4 | -19.4 | 1,143,799 | 1,840,126 | -37.8 |
| Car Total | 83,376 | 105,335 | -20.8 | -20.8 | 485,906 | 794,842 | -38.9 |
| Light Truck Total | 104,780 | 128,005 | -18.1 | -18.1 | 649,768 | 1,027,733 | -36.8 |
| Light Vehicle Total | 188,156 | 233,340 | -19.4 | -19.4 | 1,135,674 | 1,822,575 | -37.7 |
| Truck Total | 106,067 | 129,849 | -18.3 | -18.3 | 657,893 | 1,045,284 | -37.1 |

GM Vehicle Deliveries by Marketing Division

|  | 2009 | 2008 | \%Chg <br> Volume | $\begin{gathered} \begin{array}{c} \text { \%Chg per } \\ \text { S/D } \end{array} \\ \hline \end{gathered}$ | 2009 | 2008 | \%Chg <br> Volume |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Buick Total | 7,099 | 10,013 | -29.1 | -29.1 | 54,322 | 81,176 | -33.1 |
| Cadillac Total | 6,171 | 13,022 | -52.6 | -52.6 | 54,754 | 101,731 | -46.2 |
| Chevrolet Total | 124,948 | 137,823 | -9.3 | -9.3 | 721,880 | 1,102,488 | -34.5 |
| GMC Total | 21,860 | 27,447 | -20.4 | -20.4 | 140,331 | 224,667 | -37.5 |
| HUMMER Total | 799 | 1,877 | -57.4 | -57.4 | 6,990 | 18,035 | -61.2 |
| Pontiac Total | 22,024 | 25,373 | -13.2 | -13.2 | 110,818 | 178,127 | -37.8 |
| Saab Total | 574 | 2,026 | -71.7 | -71.7 | 5,960 | 14,094 | -57.7 |
| Saturn Total | 5,968 | 17,603 | -66.1 | -66.1 | 48,744 | 119,808 | -59.3 |
| GM Vehicle Total | 189,443 | 235,184 | -19.4 | -19.4 | 1,143,799 | 1,840,126 | -37.8 |

GM Car Deliveries by Marketing Division

|  | 2009 | 2008 | \%Chg <br> Volume | $\begin{gathered} \begin{array}{c} \text { \%Chg per } \\ \text { S/D } \end{array} \\ \hline \end{gathered}$ | 2009 | 2008 | \%Chg Volume |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Buick Total | 3,302 | 6,086 | -45.7 | -45.7 | 29,603 | 54,911 | -46.1 |
| Cadillac Total | 3,711 | 8,630 | -57.0 | -57.0 | 36,754 | 67,267 | -45.4 |
| Chevrolet Total | 52,463 | 55,506 | -5.5 | -5.5 | 293,442 | 443,422 | -33.8 |
| Pontiac Total | 21,133 | 23,689 | -10.8 | -10.8 | 102,947 | 164,422 | -37.4 |
| Saab Total | 483 | 1,621 | -70.2 | -70.2 | 4,334 | 11,773 | -63.2 |
| Saturn Total | 2,284 | 9,803 | -76.7 | -76.7 | 18,826 | 53,047 | -64.5 |
| GM Car Total | 83,376 | $\underline{\underline{105,335}}$ | -20.8 | -20.8 | 485,906 | 794,842 | -38.9 |

GM Light Truck Deliveries by Marketing Division

|  | 2009 | 2008 | \%Chg <br> Volume | $\begin{gathered} \text { \%Chg per } \\ \text { S/D } \\ \hline \end{gathered}$ | 2009 | 2008 | \%Chg <br> Volume |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Buick Total | 3,797 | 3,927 | -3.3 | -3.3 | 24,719 | 26,265 | -5.9 |
| Cadillac Total | 2,460 | 4,392 | -44.0 | -44.0 | 18,000 | 34,464 | -47.8 |
| Chevrolet Total | 72,054 | 81,572 | -11.7 | -11.7 | 424,693 | 652,196 | -34.9 |
| GMC Total | 21,004 | 26,348 | -20.3 | -20.3 | 135,951 | 213,986 | -36.5 |
| HUMMER Total | 799 | 1,877 | -57.4 | -57.4 | 6,990 | 18,035 | -61.2 |
| Pontiac Total | 891 | 1,684 | -47.1 | -47.1 | 7,871 | 13,705 | -42.6 |
| Saab Total | 91 | 405 | -77.5 | -77.5 | 1,626 | 2,321 | -29.9 |
| Saturn Total | 3,684 | 7,800 | -52.8 | -52.8 | 29,918 | 66,761 | -55.2 |
| GM Light Truck Total | 104,780 | 128,005 | -18.1 | -18.1 | 649,768 | 1,027,733 | -36.8 |

[^0]Global Market and Industry Analysis - Sales Reporting and Data Management

|  | July |  |  |  | (Calendar Year-to-Date) January - July |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 | 2008 | \% Chg Volume | $\begin{gathered} \hline \text { \%Chg per } \\ \text { S/D } \\ \hline \end{gathered}$ | 2009 | 2008 | \%Chg Volume |
| Selling Days (S/D) | 26 | 26 |  |  | 26 | 26 |  |
| LaCrosse | 1,468 | 2,061 | -28.8 | -28.8 | 11,410 | 23,231 | -50.9 |
| Lucerne | 1,834 | 4,025 | -54.4 | -54.4 | 18,193 | 31,680 | -42.6 |
| Buick Total | 3,302 | 6,086 | -45.7 | -45.7 | 29,603 | 54,911 | -46.1 |
| CTS | 2,383 | 5,262 | -54.7 | -54.7 | 22,942 | 37,252 | -38.4 |
| DTS | 901 | 2,179 | -58.7 | -58.7 | 9,011 | 18,387 | -51.0 |
| STS | 358 | 1,079 | -66.8 | -66.8 | 4,272 | 10,790 | -60.4 |
| XLR | 69 | 110 | -37.3 | -37.3 | 529 | 838 | -36.9 |
| Cadillac Total | 3,711 | 8,630 | -57.0 | -57.0 | 36,754 | 67,267 | -45.4 |
| Aveo | 4,961 | 7,215 | -31.2 | -31.2 | 16,847 | 37,697 | -55.3 |
| Camaro | 7,113 | 0 | ***.* | ***.* | 22,510 | 0 | ***.* |
| Cobalt | 9,435 | 16,410 | -42.5 | -42.5 | 61,111 | 130,660 | -53.2 |
| Corvette | 966 | 1,870 | -48.3 | -48.3 | 8,464 | 16,824 | -49.7 |
| Impala | 14,649 | 13,368 | 9.6 | 9.6 | 93,336 | 152,320 | -38.7 |
| Malibu | 15,339 | 16,637 | -7.8 | -7.8 | 91,168 | 105,212 | -13.3 |
| Monte Carlo | 0 | 6 | ***.* | ***.* | 6 | 696 | -99.1 |
| SSR | 0 | 0 | ***.* | ***.* | 0 | 13 | ***.* |
| Chevrolet Total | 52,463 | 55,506 | -5.5 | -5.5 | 293,442 | 443,422 | -33.8 |
| G3 Wave | 1,100 | 0 | ***.* | ***.* | 2,315 | 0 | ***.* |
| G5 | 2,723 | 2,665 | 2.2 | 2.2 | 7,579 | 15,156 | -50.0 |
| G6 | 8,193 | 13,261 | -38.2 | -38.2 | 47,815 | 98,943 | -51.7 |
| G8 | 2,404 | 1,472 | 63.3 | 63.3 | 18,095 | 7,742 | 133.7 |
| GTO | 0 | 0 | ***.* | ***.* | 0 | 52 | ***.* |
| Grand Prix | 12 | 558 | -97.8 | -97.8 | 247 | 7,505 | -96.7 |
| Solstice | 655 | 1,232 | -46.8 | -46.8 | 3,339 | 8,113 | -58.8 |
| Vibe | 6,046 | 4,501 | 34.3 | 34.3 | 23,557 | 26,911 | -12.5 |
| Pontiac Total | $\underline{\underline{21,133}}$ | 23,689 | -10.8 | -10.8 | $\underline{\text { 102,947 }}$ | 164,422 | -37.4 |
| $9-2 \mathrm{X}$ | 0 | 0 | ***.* | ***.* | 0 | 3 | ***.* |
| 9-3 | 421 | 1,394 | -69.8 | -69.8 | 3,601 | 10,025 | -64.1 |
| 9-5 | 62 | 227 | -72.7 | -72.7 | 733 | 1,745 | -58.0 |
| Saab Total | 483 | 1,621 | -70.2 | -70.2 | 4,334 | 11,773 | -63.2 |
| Astra | 558 | 1,555 | -64.1 | -64.1 | 4,768 | 5,920 | -19.5 |
| Aura | 1,415 | 7,202 | -80.4 | -80.4 | 12,076 | 40,140 | -69.9 |
| ION | 0 | 4 | ***.* | ***.* | 12 | 311 | -96.1 |
| Sky | 311 | 1,042 | -70.2 | -70.2 | 1,970 | 6,676 | -70.5 |
| Saturn Total | 2,284 | 9,803 | -76.7 | -76.7 | 18,826 | 53,047 | -64.5 |
| GM Car Total | $\underline{\underline{83,376}}$ | $\underline{\underline{105,335}}$ | -20.8 | -20.8 | $\underline{\underline{485,906}}$ | 794,842 | -38.9 |

Global Market and Industry Analysis - Sales Reporting and Data Management

|  | July |  |  |  | (Calendar Year-to-Date) <br> January - July |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 | 2008 | \% Chg Volume | $\begin{gathered} \hline \text { \%Chg per } \\ \text { S/D } \\ \hline \end{gathered}$ | 2009 | 2008 | \%Chg Volume |
|  | 26 | 26 |  |  | 26 | 26 |  |
| Enclave | 3,797 | 3,894 | -2.5 | -2.5 | 24,673 | 25,651 | -3.8 |
| Rainier | 0 | 3 | ***.* | ***.* | 4 | 108 | -96.3 |
| Rendezvous | 0 | 1 | ***.* | ***.* | 9 | 23 | -60.9 |
| Terraza | 0 | 29 | ***.* | ***.* | 33 | 483 | -93.2 |
| Buick Total | 3,797 | 3,927 | -3.3 | -3.3 | 24,719 | 26,265 | -5.9 |
| Escalade | 1,068 | 1,775 | -39.8 | -39.8 | 8,617 | 14,103 | -38.9 |
| Escalade ESV | 569 | 842 | -32.4 | -32.4 | 3,449 | 6,696 | -48.5 |
| Escalade EXT | 175 | 329 | -46.8 | -46.8 | 1,431 | 2,730 | -47.6 |
| SRX | 648 | 1,446 | -55.2 | -55.2 | 4,503 | 10,935 | -58.8 |
| Cadillac Total | 2,460 | 4,392 | -44.0 | -44.0 | 18,000 | 34,464 | -47.8 |
| Chevy C/T Series | 0 | 40 | ***.* | ***.* | 31 | 188 | -83.5 |
| Chevy W Series | 71 | 157 | -54.8 | -54.8 | 454 | 1,108 | -59.0 |
| Colorado | 3,911 | 4,989 | -21.6 | -21.6 | 20,819 | 37,340 | -44.2 |
| Equinox | 10,834 | 6,095 | 77.8 | 77.8 | 35,985 | 48,196 | -25.3 |
| Express Cutaway/G Cut | 1,269 | 877 | 44.7 | 44.7 | 6,919 | 7,591 | -8.9 |
| Express Panel/G Van | 3,199 | 3,657 | -12.5 | -12.5 | 17,401 | 30,467 | -42.9 |
| Express/G Sportvan | 254 | 982 | -74.1 | -74.1 | 7,006 | 8,733 | -19.8 |
| HHR | 8,409 | 11,518 | -27.0 | -27.0 | 39,133 | 62,336 | -37.2 |
| Kodiak 4/5 Series | 322 | 479 | -32.8 | -32.8 | 2,503 | 4,529 | -44.7 |
| Kodiak 6/7/8 Series | 38 | 69 | -44.9 | -44.9 | 757 | 1,045 | -27.6 |
| Suburban (Chevy) | 3,281 | 3,989 | -17.7 | -17.7 | 18,002 | 31,910 | -43.6 |
| Tahoe | 4,178 | 7,732 | -46.0 | -46.0 | 36,393 | 59,925 | -39.3 |
| TrailBlazer | 580 | 3,952 | -85.3 | -85.3 | 7,722 | 44,585 | -82.7 |
| Traverse | 6,690 | 0 | ***.* | ***.* | 47,369 | 0 | ***.* |
| Uplander | 111 | 2,258 | -95.1 | -95.1 | 1,527 | 35,969 | -95.8 |
| Avalanche | 1,721 | 2,534 | -32.1 | -32.1 | 8,851 | 20,835 | -57.5 |
| Silverado-C/K Pickup | 27,617 | 32,989 | -16.3 | -16.3 | 177,566 | 264,309 | -32.8 |
| Chevrolet Fullsize Pickups | 29,338 | 35,523 | -17.4 | -17.4 | 186,417 | 285,144 | -34.6 |
| Chevrolet Total | $\underline{\text { 72,485 }}$ | $\xlongequal{82,317}$ | -11.9 | -11.9 | $\underline{\text { 428,438 }}$ | $\underline{\text { 659,066 }}$ | -35.0 |
| Acadia | 4,974 | 5,397 | -7.8 | -7.8 | 32,334 | 43,666 | -26.0 |
| Canyon | 1,146 | 1,311 | -12.6 | -12.6 | 6,343 | 9,995 | -36.5 |
| Envoy | 410 | 1,070 | -61.7 | -61.7 | 4,055 | 14,029 | -71.1 |
| GMC C/T Series | 66 | 32 | 106.3 | 106.3 | 308 | 319 | -3.4 |
| GMC W Series | 360 | 278 | 29.5 | 29.5 | 1,138 | 1,716 | -33.7 |
| Savana Panel/G Classic | 473 | 710 | -33.4 | -33.4 | 3,264 | 5,931 | -45.0 |
| Savana Special/G Cut | 209 | 1,239 | -83.1 | -83.1 | 4,423 | 7,156 | -38.2 |
| Savana/Rally | 67 | 71 | -5.6 | -5.6 | 576 | 729 | -21.0 |
| Sierra | 10,465 | 11,596 | -9.8 | -9.8 | 60,532 | 94,770 | -36.1 |
| Terrain | 0 | 0 | ***.* | ***.* | 3 | 0 | ***.* |
| Topkick 4/5 Series | 286 | 525 | -45.5 | -45.5 | 1,685 | 6,209 | -72.9 |
| Topkick 6/7/8 Series | 144 | 264 | -45.5 | -45.5 | 1,249 | 2,437 | -48.7 |
| Yukon | 1,636 | 3,087 | -47.0 | -47.0 | 15,989 | 22,942 | -30.3 |
| Yukon XL | 1,624 | 1,867 | -13.0 | -13.0 | 8,432 | 14,768 | -42.9 |
| GMC Total | $\underline{\underline{21,860}}$ | $\underline{\underline{27,447}}$ | -20.4 | -20.4 | 140,331 | 224,667 | -37.5 |

Global Market and Industry Analysis - Sales Reporting and Data Management

|  | July |  |  |  | (Calendar Year-to-Date) <br> January - July |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 | 2008 | $\begin{aligned} & \hline \text { \% Chg } \\ & \text { Volume } \end{aligned}$ | $\begin{gathered} \hline \text { \%Chg per } \\ \text { S/D } \\ \hline \end{gathered}$ | 2009 | 2008 | $\begin{gathered} \hline \text { \%Chg } \\ \text { Volume } \end{gathered}$ |
| Selling Days (S/D) | 26 | 26 |  |  | 26 | 26 |  |
| HUMMER H1 | 0 | 1 | ***.* | ***.* | 0 | 13 | ***.* |
| HUMMER H2 | 133 | 454 | -70.7 | -70.7 | 1,153 | 4,207 | -72.6 |
| HUMMER H3 | 482 | 1,422 | -66.1 | -66.1 | 4,327 | 13,815 | -68.7 |
| HUMMER H3T | 184 | 0 | ***.* | ***.* | 1,510 | 0 | ***.* |
| HUMMER Total | 799 | 1,877 | -57.4 | -57.4 | 6,990 | 18,035 | -61.2 |
| Montana SV6 | 0 | 0 | ***.* | ***.* | 0 | 64 | ***.* |
| Torrent | 891 | 1,684 | -47.1 | -47.1 | 7,871 | 13,641 | -42.3 |
| Pontiac Total | 891 | 1,684 | -47.1 | -47.1 | 7,871 | 13,705 | -42.6 |
| 9-7X | 91 | 405 | -77.5 | -77.5 | 1,626 | 2,321 | -29.9 |
| Saab Total | 91 | 405 | -77.5 | -77.5 | 1,626 | 2,321 | -29.9 |
| Outlook | 926 | 2,368 | -60.9 | -60.9 | 9,163 | 15,428 | -40.6 |
| Relay | 0 | 6 | ***.* | ***.* | 12 | 155 | -92.3 |
| VUE | 2,758 | 5,426 | -49.2 | -49.2 | 20,743 | 51,178 | -59.5 |
| Saturn Total | 3,684 | 7,800 | -52.8 | -52.8 | 29,918 | 66,761 | -55.2 |
| GM Truck Total | 106,067 | 129,849 | -18.3 | -18.3 | 657,893 | 1,045,284 | -37.1 |


| Units 000s | GMNA |  |  | GME ${ }^{2}$ | GMLAAM ${ }^{3}$ | GMAP ${ }^{4}$ | Total Worldwide | Memo: Joint Venture |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | GMNA ${ }^{1}$ |  |  |  | $\underline{\text { International }}{ }^{5}$ |
|  | Car ${ }^{1}$ | Truck ${ }^{1}$ | Total |  |  |  |  |  | Car | Truck |
| 2009 Q3 \# | 210 | 325 | 535 |  | 276 | 226 | 549 | 1,586 | 7 | 30 | 389 |
| O/(U) prior forecast | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
|  |  | GMNA |  |  |  |  | Total |  | NA ${ }^{1}$ | $\underline{\text { International }{ }^{5}}$ |
| Units 000s | Car | Truck | Total | GME | GMLAAM | GMAP | Worldwide | Car | Truck |  |
| 2003 |  |  |  |  |  |  |  |  |  |  |
| 1st Qtr. | 591 | 860 | 1,451 | 491 | 127 | 77 | 2,146 | 19 | 24 | NA |
| 2nd Qtr. | 543 | 837 | 1,380 | 488 | 128 | 90 | 2,086 | 19 | 24 | NA |
| 3rd Qtr. | 492 | 753 | 1,245 | 393 | 135 | 120 | 1,893 | 20 | 17 | NA |
| 4th Qtr. | 558 | 827 | 1,385 | 446 | 157 | 133 | 2,121 | 16 | 20 | NA |
| CY | 2,184 | 3,277 | 5,461 | 1,818 | 547 | 420 | 8,246 | 74 | 85 | NA |
| 2004 |  |  |  |  |  |  |  |  |  |  |
| 1st Qtr. | 525 | 820 | 1,345 | 473 | 159 | 296 | 2,273 | 19 | 19 | 247 |
| 2nd Qtr. | 543 | 846 | 1,389 | 503 | 172 | 337 | 2,401 | 18 | 48 | 284 |
| 3rd Qtr. | 463 | 746 | 1,209 | 411 | 185 | 314 | 2,119 | 16 | 43 | 261 |
| 4th Qtr. | 466 | 811 | 1,277 | 442 | 200 | 386 | 2,305 | 17 | 47 | 324 |
| CY | 1,997 | 3,223 | 5,220 | 1,829 | 716 | 1,333 | 9,098 | 70 | 158 | 1,116 |
| 2005 |  |  |  |  |  |  |  |  |  |  |
| 1st Qtr. | 470 | 712 | 1,182 | 502 | 185 | 335 | 2,204 | 16 | 51 | 286 |
| 2nd Qtr. | 458 | 789 | 1,247 | 501 | 195 | 398 | 2,341 | 17 | 49 | 337 |
| 3rd Qtr. | 423 | 723 | 1,146 | 412 | 207 | 409 | 2,174 | 15 | 50 | 199 |
| 4th Qtr. | 483 | 798 | 1,281 | 443 | 188 | 420 | 2,332 | 14 | 68 | 197 |
| CY | 1,834 | 3,022 | 4,856 | 1,858 | 775 | 1,562 | 9,051 | 62 | 218 | 1,019 |
| 2006 |  |  |  |  |  |  |  |  |  |  |
| 1st Qtr. | 496 | 759 | 1,255 | 494 | 194 | 472 | 2,415 | 18 | 50 | 246 |
| 2nd Qtr. | 462 | 775 | 1,237 | 495 | 206 | 482 | 2,420 | 17 | 58 | 258 |
| 3rd Qtr. | 417 | 633 | 1,050 | 374 | 215 | 433 | 2,072 | 12 | 48 | 202 |
| 4th Qtr. | 446 | 661 | 1,107 | 443 | 215 | 509 | 2,274 | 11 | 43 | 260 |
| CY | 1,821 | 2,828 | 4,649 | 1,806 | 830 | 1,896 | 9,181 | 58 | 199 | 966 |
| 2007 |  |  |  |  |  |  |  |  |  |  |
| 1st Qtr. | 399 | 664 | 1,063 | 511 | 222 | 544 | 2,340 | 15 | 35 | 287 |
| 2nd Qtr. | 402 | 740 | 1,142 | 464 | 233 | 571 | 2,410 | 12 | 42 | 264 |
| 3rd Qtr. | 367 | 653 | 1,020 | 396 | 251 | 489 | 2,156 | 11 | 39 | 252 |
| 4th Qtr. | 358 | 684 | 1,042 | 457 | 253 | 627 | 2,380 | 11 | 45 | 323 |
| CY | $\overline{1,526}$ | 2,741 | 4,267 | $\overline{1,828}$ | 960 | 2,231 | 9,286 | 49 | 161 | 1,126 |
| 2008 |  |  |  |  |  |  |  |  |  |  |
| 1st Qtr. | 360 | 525 | 885 | 493 | 243 | 612 | 2,233 | 12 | 42 | 336 |
| 2nd Qtr. | 382 | 452 | 834 | 495 | 276 | 619 | 2,224 | 20 | 36 | 320 |
| 3rd Qtr. | 436 | 479 | 915 | 348 | 276 | 500 | 2,039 | 21 | 29 | 265 |
| 4th Qtr. | 365 | 450 | 815 | 214 | 166 | 453 | 1,648 | 17 | 12 | 261 |
| CY | 1,543 | 1,906 | 3,449 | 1,550 | 961 | 2,184 | 8,144 | 70 | 119 | 1,182 |
| 2009 |  |  |  |  |  |  |  |  |  |  |
| 1st Qtr. | 116 | 255 | 371 | 267 | 185 | 507 | 1,330 | 11 | 8 | 363 |
| 2nd Qtr. | 170 | 225 | 395 | 324 | 215 | 604 | 1,538 | 11 | 17 | 474 |
| 3rd Qtr. \# | 210 | 325 | 535 | 276 | 226 | 549 | 1,586 | 7 | 30 | 389 |

[^1]
## 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

GMNA includes joint venture production - HUMMER and CAMI units included in GMNA Truck and production historically classified as joint venture production - NUMMI units included in GMNA car
2 GME includes GM-AvtoVAZ joint venture production beginning in Q1 2004
3 GMLAAM includes GM Egypt joint venture from 2001 through current calendar year
4 GMAP includes joint venture production: Shanghai GM Norsom Motors (formerly Jinbei GM) and Shanghai GM beginning in 2000 and SAIC-GMWuling and GM Daewoo Auto Technologies (GMDAT) beginning in Q1 2004.
International joint venture production includes GM-AvtoVAZ, GM Egypt, Shanghai GM Norsom Motors, Shanghai GM, SAIC-GM-Wuling, and GMDAT. Starting in Q3 2005 International joint venture production does not include GMDAT.

This report is governed by the Forward Looking Statements language found in the Terms and Conditions on the GM Institutional Investor website.


[^0]:    * Twenty-six selling days (S/D) for the July 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.

[^1]:    * Variance reported only if current production estimate by region differs from prior production estimate by 5K units or more
    \# Denotes estimate

