# 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) April 2, 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)

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
Sales Release and Charts Dated April 2, 2013

## Item 8.01 Other Events

On April 2, 2013, General Motors Company issued a news release announcing March 2013 sales. The release and charts are attached as Exhibit 99.1.

## EXHIBIT

## Exhibit

Exhibit 99.1

Description

Sales Release and Charts Dated April 2, 2013

Method of Filing

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

Vice President, Controller and Chief Accounting Officer

GENERAL MOTORS COMPANY

# GM Reports its Best March Sales in Five Years 

## Cadillac sales up almost 50 percent on new models

DETROIT - General Motors Co. (NYSE: GM) sold 245,950 vehicles in the United States in March, up 6 percent compared with a year ago. Retail sales increased 4 percent, fleet sales were up 12 percent and the fleet mix was 27 percent of total sales.
"GM delivered its best March sales in five years thanks to a strengthening economy and new products, and we are expecting our third consecutive increase in market share versus last year," said Kurt McNeil, vice president of U.S. sales operations. "Sales of smaller cars have been robust for some time. Trucks have improved in lockstep with the housing market and the strength of the crossover market signals that America's families are more confident about their financial health."

## March Highlights (vs. 2012)

- Cadillac was up almost 50 percent; Buick was up 37 percent; GMC was up 12 percent; and Chevrolet sales were essentially equal to a year ago.
- Crossovers were up 31 percent; trucks, which include pickups, vans and SUVs, were up 2 percent; car sales were down 3 percent; large pickup sales were up 6 percent.
- Small business sales, which are included in retail sales, were up 32 percent to almost 15,000 deliveries, aided by a stronger housing market.
- Sales of GM's redesigned mid-size crossovers were up 62 percent. The Chevrolet Traverse was up 54 percent; the GMC Acadia was up 77 percent, and the Buick Enclave was up 55 percent for its best-ever March sales.
- The all-new Cadillac ATS had its best sales month yet with deliveries of 3,587 units.
- In its second full month, the all-new Buick Encore had sales of more than 3,000 units, driving a 19 percent increase in GM small and compact crossover sales.

| March Highlights | Total Sales | YOY Change | Retail Sales | YOY Change |
| :---: | :---: | :---: | :---: | :---: |
| Chevrolet | 173,859 | $0.5 \%$ | 118,339 | $0.2 \%$ |
| GMC | 38,333 | $11.6 \%$ | 31,619 | $4.2 \%$ |
| Buick | 18,007 | $37.4 \%$ | 15,919 | $25.9 \%$ |
| Cadillac | 15,751 | $49.5 \%$ | 13,112 | $27.3 \%$ |
| Total GM | 245,950 | $6.4 \%$ | 178,989 | $4.4 \%$ |

## First Quarter Highlights (vs. 2012)

- GM sales were up 9 percent: retail sales were up 10 percent; fleet sales were up 6 percent, and fleet mix was 26 percent of total sales.
- Cadillac was up 38 percent; Buick was up 28 percent; GMC was up 14 percent, and Chevrolet was up 5 percent.
- Crossovers were up 25 percent; trucks were up 10 percent and cars were up slightly.
- Large pickup trucks were up 21 percent, and combined mini, small and compact cars were up 14 percent.

| Q1 Highlights | Total Sales | YOY Change | Retail Sales | YOY Change |
| :---: | :---: | :---: | :---: | :---: |
| Chevrolet | 469,704 | $4.8 \%$ | 319,921 | $6.2 \%$ |
| GMC | 104,927 | $14.2 \%$ | 91,340 | $14.9 \%$ |
| Buick | 47,620 | $27.5 \%$ | 43,288 | $22.4 \%$ |
| Cadillac | 42,712 | $37.9 \%$ | 38,024 | $27.4 \%$ |
| Total GM | 664,963 | $9.3 \%$ | 492,573 | $10.4 \%$ |


| Inventory | Units @ <br> March 31 | Days Supply <br> (selling day <br> adjusted) | Units @ <br> Feb. 28 | Days Supply (selling <br> day adjusted) |
| :---: | :---: | :---: | :---: | :---: |
| All Vehicles | 743,786 | 82 | 742,887 | 79 |
| Full-size Pickups | 239,718 | 117 | 234,695 | 97 |


| Industry Sales | March SAAR (est.) | Calendar Year (est.) |
| :---: | :---: | :---: |
| Light Vehicles | 15.2 million range | $15.0-15.5$ million range |

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, 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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## 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," "continue," "may," "would," "could," "should," "project," "projected," "positioned" or similar expressions is intended to identify forward-looking statements that represent our current judgment about possible future events. We believe these judgments are reasonable, but these statements are not guarantees of any events or financial results, and our actual 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 reductions in costs as a result of our restructuring initiatives and labor modifications; our ability to maintain quality control over our vehicles and avoid material vehicle recalls; our ability to maintain adequate liquidity and financing sources and an appropriate level of debt, including as required to fund our planned significant investment in new technology; the ability of our suppliers to timely deliver parts, components and systems; our ability to realize successful vehicle applications of new technology; and our ability to continue to attract new customers, particularly for our new products. GM's most recent annual report on Form 10-K and quarterly reports on Form 10-Q provides information about these and other factors, which we may revise or supplement in future reports to the SEC.

|  | March |  |  | (Calendar Year-to-Date) March - March |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2013 | 2012 | \%Change Volume | 2013 | 2012 | \%Change Volume |
| Enclave | 5,676 | 3,659 | 55.1 | 15,812 | 10,950 | 44.4 |
| Encore | 3,003 | - | ***.* | 4,953 | - | ***.* |
| LaCrosse | 4,157 | 4,237 | (1.9) | 11,372 | 13,478 | (15.6) |
| Lucerne | 2 | 103 | (98.1) | 4 | 828 | (99.5) |
| Regal | 1,605 | 2,609 | (38.5) | 4,084 | 7,100 | (42.5) |
| Verano | 3,564 | 2,497 | 42.7 | 11,395 | 4,980 | 128.8 |
| Buick Total | 18,007 | 13,105 | 37.4 | 47,620 | 37,336 | 27.5 |
| ATS | 3,587 | - | ***.* | 9,750 | - | ***.* |
| CTS | 2,791 | 4,485 | (37.8) | 7,862 | 12,074 | (34.9) |
| DTS | - | 79 | ***.* | 3 | 236 | (98.7) |
| Escalade | 987 | 1,010 | (2.3) | 2,690 | 3,006 | (10.5) |
| Escalade ESV | 746 | 656 | 13.7 | 1,846 | 1,877 | (1.7) |
| Escalade EXT | 211 | 136 | 55.1 | 574 | 394 | 45.7 |
| SRX | 4,368 | 4,143 | 5.4 | 12,856 | 13,292 | (3.3) |
| STS | - | 28 | ***.* | 1 | 87 | (98.9) |
| XTS | 3,061 | - | ***.* | 7,130 | - | ***.* |
| Cadillac Total | 15,751 | 10,537 | 49.5 | 42,712 | 30,966 | 37.9 |
| Avalanche | 2,057 | 2,083 | (1.2) | 6,259 | 5,494 | 13.9 |
| Aveo | - | 9 | ***.* | - | 42 | ***.* |
| Camaro | 8,102 | 9,292 | (12.8) | 19,198 | 21,924 | (12.4) |
| Caprice | 241 | 121 | 99.2 | 679 | 368 | 84.5 |
| Captiva Sport | 4,576 | 2,670 | 71.4 | 12,379 | 7,220 | 71.5 |
| Cobalt | - | - | ***.* | - | 3 | ***.* |
| Colorado | 560 | 3,652 | (84.7) | 2,210 | 10,056 | (78.0) |
| Corvette | 1,053 | 1,376 | (23.5) | 2,941 | 2,932 | 0.3 |
| Cruze | 23,260 | 21,607 | 7.7 | 55,731 | 57,083 | (2.4) |
| Equinox | 20,997 | 20,064 | 4.7 | 58,869 | 51,577 | 14.1 |
| Express | 6,065 | 5,878 | 3.2 | 15,531 | 15,667 | (0.9) |
| HHR | - | 4 | ***.* | 2 | 9 | (77.8) |
| Impala | 14,766 | 19,035 | (22.4) | 44,343 | 50,377 | (12.0) |
| Malibu | 18,539 | 23,887 | (22.4) | 49,179 | 58,550 | (16.0) |
| Silverado-C/K Pickup | 39,561 | 36,491 | 8.4 | 116,649 | 95,638 | 22.0 |
| Sonic | 6,907 | 8,251 | (16.3) | 20,109 | 21,863 | (8.0) |
| Spark | 3,538 | - | ***.* | 8,782 | - | ***.* |
| Suburban (Chevy) | 3,378 | 3,653 | (7.5) | 9,415 | 9,892 | (4.8) |
| Tahoe | 7,837 | 5,626 | 39.3 | 16,772 | 13,833 | 21.2 |
| Traverse | 10,944 | 7,085 | 54.5 | 26,412 | 21,691 | 21.8 |
| Volt | 1,478 | 2,289 | (35.4) | 4,244 | 3,915 | 8.4 |
| Chevrolet Total | 173,859 | 173,073 | 0.5 | 469,704 | 448,134 | 4.8 |
| Acadia | 10,006 | 5,649 | 77.1 | 21,822 | 17,149 | 27.2 |
| Canyon | 154 | 941 | (83.6) | 636 | 3,064 | (79.2) |
| Savana | 955 | 2,074 | (54.0) | 2,885 | 5,038 | (42.7) |
| Sierra | 13,817 | 13,849 | (0.2) | 40,796 | 34,672 | 17.7 |
| Terrain | 8,454 | 8,461 | (0.1) | 26,806 | 22,196 | 20.8 |
| Yukon | 2,655 | 1,970 | 34.8 | 6,917 | 6,117 | 13.1 |
| Yukon XL | 2,292 | 1,393 | 64.5 | 5,065 | 3,648 | 38.8 |
| GMC Total | 38,333 | 34,337 | 11.6 | 104,927 | 91,884 | 14.2 |
| GM Vehicle Total | 245,950 | 231,052 | 6.4 | 664,963 | 608,320 | 9.3 |

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[^0]:    * 27 selling days for the March period this year and 28 for last year.

