
**UNITED STATES
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) February 14, 2013

GENERAL MOTORS COMPANY

(Exact Name of Registrant as Specified in its Charter)

DELAWARE
(State or other jurisdiction of
incorporation)

001-34960
(Commission File Number)

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
(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))
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ITEM 2.02 RESULTS OF OPERATIONS AND FINANCIAL CONDITION

On February 14, 2013 a news release was issued on the subject of 2012 fourth quarter and full year 2012 consolidated earnings for General Motors Company (GM). The news release did not include certain financial statements, related footnotes and certain other financial information that will be filed with the Securities and Exchange Commission as part of GM's Annual Report on Form 10-K. The news release and financial statements are incorporated as Exhibit 99.1.

Charts furnished to securities analysts in connection with GM's 2012 fourth quarter and full year 2012 earnings release are attached as Exhibit 99.2.

ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS**EXHIBITS**

<u>Exhibit</u>	<u>Description</u>	<u>Method of Filing</u>
Exhibit 99.1	News Release Dated February 14, 2013 and Financial Statements	Attached as Exhibit
Exhibit 99.2	Charts Furnished to Securities Analysts	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

Date: February 14, 2013

By: Nick S. Cyprus
Vice President, Controller and Chief Accounting Officer



For Release: Thursday, Feb. 14, 2013, 7:30 a.m. EST

GM Reports 2012 Net Income of \$4.9 Billion

Full-year EBIT-adjusted of \$7.9 billion

- Company posts third consecutive year of strong earnings
- Fourth quarter net income of \$0.9 billion, up from \$0.5 billion last year
- EBIT-adjusted of \$1.2 billion in the fourth quarter, up from \$1.1 billion last year

DETROIT - General Motors Co. (NYSE: GM) today announced 2012 calendar-year net income attributable to common stockholders of \$4.9 billion, or \$2.92 per fully diluted share, down from \$7.6 billion, or \$4.58 per fully diluted share in 2011, due primarily to unfavorable special items.

Special items during the calendar year impacted full-year net income to common stockholders unfavorably, \$(0.5) billion, or \$(0.32) per share, compared to a favorable \$1.2 billion impact in 2011, or \$0.70 per share.

Revenue increased 1 percent to \$152.3 billion, compared with \$150.3 billion in 2011. Full-year earnings before interest and tax (EBIT) adjusted was \$7.9 billion, compared with \$8.3 billion in 2011. Full-year EBIT-adjusted for 2012 includes the impact of restructuring charges of \$(0.4) billion.

"We recorded another solid year in 2012 as we grew the business, delivered a third straight year of profitability and took significant actions to put the company on a solid path for future growth," said Dan Akerson, chairman and CEO. "This year our priorities will be executing flawless new vehicle launches, controlling costs and delivering more vehicles to our customers at outstanding value."

Overview (in billions except for per share amounts)

	Q4 2011	Q4 2012	Full-year 2011	Full-year 2012
Revenue	\$38.0	\$39.3	\$150.3	\$152.3
Net income attributable to common stockholders	\$0.5	\$0.9	\$7.6	\$4.9
Earnings per share (EPS) fully diluted	\$0.28	\$0.54	\$4.58	\$2.92
Impact of special items on EPS fully diluted	\$(0.11)	\$0.06	\$0.70	\$(0.32)
EBIT-adjusted	\$1.1	\$1.2	\$8.3	\$7.9
Automotive net cash flow from operating activities	\$1.2	\$0.5	\$7.4	\$9.6
Adjusted automotive free cash flow	\$(0.2)	\$1.1	\$3.0	\$4.3

Fourth Quarter Results

Revenue in the fourth quarter of 2012 increased 3 percent to \$39.3 billion, compared with the fourth quarter of 2011. GM's fourth quarter 2012 net income attributable to common stockholders was \$0.9 billion, or \$0.54 per fully diluted share, including a net gain from special items of \$0.1 billion or \$0.06 per fully diluted share.

In the fourth quarter of 2011, GM's net income attributable to common stockholders was \$0.5 billion, or \$0.28 per fully diluted share, including a net loss from special items of \$(0.2) billion, or \$(0.11) per fully diluted share.

EBIT-adjusted was \$1.2 billion in the fourth quarter of 2012, compared with \$1.1 billion in the fourth quarter of 2011. Fourth quarter EBIT-adjusted for 2012 includes the impact of restructuring charges of \$(0.2) billion.

GM's fourth quarter 2012 special items impact to net income of \$0.1 billion includes a \$34.9 billion non-cash benefit from the release of the majority of the company's valuation allowances on U.S. and Canada deferred tax assets and an associated \$(26.2) billion non-cash goodwill impairment charge; a \$(5.2) billion non-cash impairment of GM Europe long-lived assets; and a \$(2.2) billion charge related to U.S. salaried pension plan actions announced earlier this year, among other smaller items.

The non-cash impairment of GM Europe long-lived assets does not reflect any change to the company's objective to break-even in its European operations by mid-decade.

Segment Results

- GM North America (GMNA) reported EBIT-adjusted of \$1.4 billion in the fourth quarter of 2012 compared with \$1.5 billion in 2011. Full-year EBIT-adjusted was \$7.0 billion in 2012 compared to \$7.2 billion in 2011. Based on GMNA's 2012 financial performance, the company will pay profit sharing of up to \$6,750 to approximately 49,000 eligible GM U.S. hourly employees.
- GM Europe (GME) reported EBIT-adjusted of \$(0.7) billion in the fourth quarter of 2012, compared to \$(0.6) billion in 2011. Full-year EBIT-adjusted was \$(1.8) billion in 2012, compared with \$(0.7) billion in 2011.
- GM International Operations (GMIO) reported EBIT-adjusted of \$0.5 billion in the fourth quarter of 2012 compared with \$0.4 billion in 2011. Full-year EBIT-adjusted was \$2.2 billion in 2012 compared with \$1.9 billion in 2011.
- GM South America (GMSA) reported EBIT-adjusted of \$0.1 billion in the fourth quarter of 2012, compared with \$(0.2) billion in 2011. Full-year EBIT-adjusted was \$0.3 billion in 2012 compared with EBIT-adjusted of \$(0.1) billion in 2011.
- GM Financial reported earnings before taxes (EBT) of \$0.1 billion in the fourth quarter of 2012, compared with \$0.2 billion in 2011. Full-year EBT was \$0.7 billion, compared to \$0.6 billion in 2011.

Cash Flow and Liquidity

For the fourth quarter of 2012, automotive cash flow from operating activities was \$0.5 billion, compared to \$1.2 billion in 2011. In the fourth quarter of 2012, adjusted automotive free cash flow was \$1.1 billion, compared to \$(0.2) billion in 2011. For the year, adjusted automotive free cash flow was \$4.3 billion, compared to \$3.0 billion a year ago.

GM ended 2012 with strong total automotive liquidity of \$37.2 billion compared with \$37.0 billion at year-end in 2011. Automotive cash and marketable securities was \$26.1 billion at the end of 2012, compared with \$31.6 billion a year earlier.

GM expects capital expenditures for 2013 to be similar to 2012.

U.S. Pension Update

GM's U.S. defined benefit pension plans earned asset returns of 11.6 percent in 2012 and ended the year 84 percent funded. The underfunded position stood at \$13.1 billion, slightly improved from the prior year. As previously announced, during 2012 GM settled approximately \$28 billion of its U.S. salaried pension liability through a combination of lump sum offers and annuitizations.

Under current economic conditions, GM expects no mandatory contributions to U.S. defined benefit pension plans for at least five years. While the company will continue to evaluate opportunities to make voluntary cash contributions, it has no current plans to do so in 2013.

"We're pleased with our fourth quarter results, as the business generated strong adjusted free cash flow and we took significant steps to strengthen our fortress balance sheet," said Dan Ammann, senior vice president and CFO. "Our aggressive vehicle launch cadence and focus on improving the topline, combined with rigorous cost discipline will help us continue to generate strong business results moving forward."

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, Isuzu, Daewoo, 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>.

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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 financing sources, including as required to fund our planned significant investment in new technology; our ability to successfully integrate Ally Financial's international operations; the ability of our suppliers to timely deliver parts, components and systems; our ability to realize successful vehicle applications of new technology; overall strength and stability of our markets, particularly Europe; and our ability to continue to attract new customers, particularly for our new products. GM's most recent annual report on Form 10-K provides information about these and other factors, which we may revise or supplement in future reports to the SEC.

Exhibit 1

General Motors Company and Subsidiaries
Supplemental Material
(Unaudited)

The accompanying tables and charts include earnings before interest and taxes adjusted for special items, presented net of noncontrolling interests (EBIT-adjusted), and Automotive adjusted free cash flow. These metrics are not prepared in accordance with Accounting Principles Generally Accepted in the United States of America (U.S. GAAP) and have not been audited or reviewed by GM's independent auditors. EBIT-adjusted and Automotive adjusted free cash flow are considered non-GAAP financial measures.

Management believes these non-GAAP financial measures provide meaningful supplemental information regarding GM's operating results because they exclude amounts that management does not consider part of operating results when assessing and measuring the operational and financial performance of the organization. Management believes these measures allow it to readily view operating trends, perform analytical comparisons and benchmark performance between periods and among geographic regions. Accordingly, GM believes these non-GAAP financial measures are useful in allowing for greater transparency of GM's core operations and they are therefore used by management in its financial and operational decision-making.

While management believes that these non-GAAP financial measures provide useful information, they are not operating measures under U.S. GAAP, and there are limitations associated with their use. GM's calculation of these non-GAAP financial measures may not be completely comparable to similarly titled measures of other companies due to potential differences between companies in their method of calculation. As a result the use of these non-GAAP financial measures has limitations and should not be considered in isolation from, or as a substitute for, other measures such as Net income or Net income attributable to stockholders. Due to these limitations, these non-GAAP financial measures are used as a supplement to U.S. GAAP measures.

The following table summarizes the reconciliation of EBIT-adjusted to its most comparable U.S. GAAP measure (dollars in millions):

	Three Months Ended		Year Ended	
	December 31, 2012	December 31, 2011	December 31, 2012	December 31, 2011
Operating segments				
GMNA(a)	\$ 1,395	\$ 1,497	\$ 6,953	\$ 7,194
GME(a)	(699)	(562)	(1,797)	(747)
GMIO(a)	473	373	2,191	1,897
GMSA(a)	99	(225)	271	(122)
GM Financial(b)	146	170	744	622
Total operating segments(b)	1,414	1,253	8,362	8,844
Corporate and eliminations	(166)	(156)	(503)	(540)
EBIT-adjusted(b)	1,248	1,097	7,859	8,304
Adjustments	(35,418)	(622)	(36,106)	861
Corporate interest income	84	92	343	455
Automotive interest expense	133	135	489	540
Loss on extinguishment of debt	232	—	250	—
Income tax expense (benefit)	(35,645)	(293)	(34,831)	(110)
Net income attributable to stockholders	1,194	725	6,188	9,190
Less: cumulative dividends on and undistributed earnings allocated to Series B Preferred Stock participating security	302	253	1,329	1,605
Net income (loss) attributable to common stockholders	\$ 892	\$ 472	\$ 4,859	\$ 7,585

(a) GM's automotive operations interest and income taxes are recorded centrally in Corporate; therefore, there are no reconciling items for GM's automotive operating segments between EBIT-adjusted and Net income attributable to stockholders.

(b) GM Financial amounts represent income before income taxes.

General Motors Company and Subsidiaries
Supplemental Material
(Unaudited)

The following table summarizes the impact of special items to net income to common stockholders (in millions):

	Years Ended	
	December 31, 2012	December 31, 2011
Net income attributable to common stockholders	\$ 4,859	\$ 7,585
Included in Above:		
Gain on sale of our New Delphi Class A Membership Interests	\$ —	\$ 1,645
Gain related to Canadian Health Care Trust (HCT) settlement	—	749
Impairment related to Ally Financial common stock	—	(555)
Gain on sale of Ally Financial preferred stock	—	339
Charges related to HKJV	—	(106)
Gain on extinguishment of debt	—	63
Deferred tax valuation allowance release	34,936	415
Goodwill impairment charges	(26,899)	(1,274)
GME long-lived and intangible asset impairment	(5,232)	—
Pension settlement charges	(2,249)	—
Premium paid to purchase our common stock from the U.S. Treasury	(402)	—
GM Korea hourly wage litigation	(336)	—
Redemption of GM Korea mandatorily redeemable preferred shares	(174)	—
Impairment charge related to our investment in PSA	(220)	—
Charge to record General Motors Strasbourg S.A.S. (GMS) assets and liabilities to estimated fair value	(119)	—
Income related to insurance recoveries	112	—
Impact to undistributed earnings allocated to our Series B Preferred Stock	52	(115)
Total impact to net income to common stockholders	\$ (531)	\$ 1,161

General Motors Company and Subsidiaries
Supplemental Material
(Unaudited)

The following tables summarize the impact of special items to EBIT-adjusted (in millions):

	Year Ended December 31, 2012					
	GMNA	GME	GMIO	GMSA	Corporate	Total
Goodwill impairment charges	\$ (26,399)	\$ (590)	\$ (132)	\$ —	\$ —	\$ (27,121)
Impairment charges of property	—	(3,714)	—	—	—	(3,714)
Impairment charges of intangible assets	—	(1,755)	—	—	—	(1,755)
Pension settlement charges	(2,662)	—	—	—	—	(2,662)
Premium paid to purchase our common stock from the UST	—	—	—	—	(402)	(402)
GM Korea hourly wage litigation	—	—	(336)	—	—	(336)
Impairment charge related to our investment in PSA	—	(220)	—	—	—	(220)
Income related to insurance recoveries	9	7	112	27	—	155
Charge to record General Motors Strasbourg S.A.S. (GMS) assets and liabilities to estimated fair value	—	(119)	—	—	—	(119)
Noncontrolling interests related to redemption of the GM Korea mandatorily redeemable preferred shares	—	—	68	—	—	68
Total adjustments to EBIT	\$ (29,052)	\$ (6,391)	\$ (288)	\$ 27	\$ (402)	\$ (36,106)

	Year Ended December 31, 2011					
	GMNA	GME	GMIO	GMSA	Corporate	Total
Gain on sale of our New Delphi Class A Membership Interests	\$ 1,645	\$ —	\$ —	\$ —	\$ —	\$ 1,645
Goodwill impairment charges	—	(1,016)	(258)	—	—	(1,274)
Gain related to HCT settlement	749	—	—	—	—	749
Impairment related to Ally Financial common stock	—	—	—	—	(555)	(555)
Gain on sale of Ally Financial preferred stock	—	—	—	—	339	339
Charges related to HKJV	—	—	(106)	—	—	(106)
Gain on extinguishment of debt	—	—	—	63	—	63
Total adjustments to EBIT	\$ 2,394	\$ (1,016)	\$ (364)	\$ 63	\$ (216)	\$ 861

The following table summarizes the reconciliation of Automotive adjusted free cash flow to Automotive net cash provided by operating activities (dollars in millions):

	Three Months Ended		Year Ended	
	December 31, 2012	December 31, 2011	December 31, 2012	December 31, 2011
Automotive adjusted free cash flow	\$ 1,136	(174)	\$ 4,288	\$ 3,018
Less: Adjustments for voluntary management actions	2,712	767	2,712	1,830
Automotive free cash flow	(1,576)	(941)	1,576	1,188
Capital expenditures	2,062	2,176	8,055	6,241
Automotive net cash provided by operating activities	\$ 486	\$ 1,235	\$ 9,631	\$ 7,429

Adjustments for voluntary management actions include the following items: voluntary contributions to the Retiree Plan of \$2.3 billion for the purchase of annuity contracts and the premium paid to purchase our common stock from the UST of \$0.4 billion in December 2012; termination of in-transit wholesale advance agreement in GMNA resulting in an increase to accounts receivable of \$1.1 billion and OPEB payments relating to the HCT settlement of \$0.8 billion in 2011.

General Motors Company and Subsidiaries
Supplemental Material
(Unaudited)

	<u>GMNA</u>	<u>GME</u>	<u>GMIO</u>	<u>GMSA</u>	<u>Corporate</u>	<u>Eliminations</u>	<u>Total Automotive</u>	<u>GM Financial</u>	<u>Eliminations</u>	<u>Total</u>
Three Months Ended December 31, 2012										
Total net sales and revenue	\$ 24,175	\$ 5,580	\$ 7,940	\$ 4,491	\$ (1)	\$ (3,408)	\$ 38,777	\$ 529	\$ 1	\$ 39,307
Depreciation, amortization and impairment of long-lived assets and finite-lived intangible assets	\$ 940	\$ 5,742	\$ 197	\$ 131	\$ 12	\$ —	\$ 7,022	\$ 69	\$ (3)	\$ 7,088
Equity income, net of tax and gain on investments	\$ 2	\$ —	\$ 419	\$ —	\$ —	\$ —	\$ 421	\$ —	\$ —	\$ 421
Three Months Ended December 31, 2011										
Total net sales and revenue	\$ 23,111	\$ 6,277	\$ 7,035	\$ 4,200	\$ 11	\$ (3,035)	\$ 37,599	\$ 394	\$ (3)	\$ 37,990
Depreciation, amortization and impairment of long-lived assets and finite-lived intangible assets	\$ 844	\$ 328	\$ 137	\$ 113	\$ 13	\$ (1)	\$ 1,434	\$ 28	\$ (2)	\$ 1,460
Equity income, net of tax and gain on investments	\$ —	\$ —	\$ 288	\$ 1	\$ —	\$ —	\$ 289	\$ —	\$ —	\$ 289
Year Ended December 31, 2012										
Total net sales and revenue	\$ 94,595	\$ 22,050	\$ 27,690	\$ 16,950	\$ 40	\$ (11,032)	\$ 150,293	\$ 1,961	\$ 2	\$ 152,256
Depreciation, amortization and impairment of long-lived assets and finite-lived intangible assets	\$ 3,663	\$ 6,570	\$ 638	\$ 483	\$ 49	\$ (1)	\$ 11,402	\$ 225	\$ (10)	\$ 11,617
Equity income, net of tax and gain on investments	\$ 9	\$ —	\$ 1,552	\$ 1	\$ —	\$ —	\$ 1,562	\$ —	\$ —	\$ 1,562
Year Ended December 31, 2011										
Total net sales and revenue	\$ 90,233	\$ 26,757	\$ 24,761	\$ 16,877	\$ 61	\$ (9,820)	\$ 148,869	\$ 1,410	\$ (3)	\$ 150,276
Depreciation, amortization and impairment of long-lived assets and finite-lived intangible assets	\$ 3,693	\$ 1,371	\$ 491	\$ 454	\$ 50	\$ (1)	\$ 6,058	\$ 85	\$ (2)	\$ 6,141
Equity income, net of tax and gain on investments(a)	\$ 1,733	\$ —	\$ 1,458	\$ 1	\$ —	\$ —	\$ 3,192	\$ —	\$ —	\$ 3,192

(a) Includes a gain of 1.6 billion recorded on the sale of GM's New Delphi Class A Membership Interests.

General Motors Company and Subsidiaries
Supplemental Material
(Unaudited)

Worldwide Employment (thousands)	December 31, 2012	December 31, 2011	December 31, 2010
GMNA	101	98	96
GME	37	39	40
GMIO(a)	39	34	32
GMSA	32	33	31
GM Financial	4	3	3
Total Worldwide	213	207	202
U.S. - Salaried	30	29	28
U.S. - Hourly	50	48	49

(a) Increase in GMIO includes an increase of 4,000 employees due to the acquisition of HKJV.

General Motors Company and Subsidiaries
Supplemental Material
(Unaudited)

	Three Months Ended		Year Ended	
	December 31, 2012	December 31, 2011	December 31, 2012	December 31, 2011
Production Volume (units in thousands)(a)				
GMNA - Cars	305	285	1,270	1,145
GMNA - Trucks	470	454	1,967	1,944
Total GMNA	775	739	3,237	3,089
GME	209	249	927	1,189
GMIO - Consolidated Entities	342	294	1,208	1,114
GMIO - Joint Ventures(b)	886	810	3,238	2,927
Total GMIO	1,228	1,104	4,446	4,041
GMSA	223	227	879	948
Total Worldwide	2,435	2,319	9,489	9,267

(a) Production volume includes vehicles produced by certain joint ventures.

(b) The joint venture agreements with SGMW and FAW-GM allow for significant rights as a member as well as the contractual right to report SGMW and FAW-GM joint venture production in China.

General Motors Company and Subsidiaries
Supplemental Material
(Unaudited)

	Three Months Ended		Year Ended	
	December 31, 2012	December 31, 2011	December 31, 2012	December 31, 2011
Vehicle Sales (units in thousands)(a)(b)(c)				
United States				
Chevrolet - Cars	167	150	837	763
Chevrolet - Trucks	184	192	673	668
Chevrolet - Crossovers	80	79	341	344
Cadillac	46	39	150	152
Buick	43	38	180	178
GMC	107	103	414	398
Total United States	628	602	2,596	2,504
Canada, Mexico and Other	107	110	423	421
Total GMNA	735	712	3,019	2,925
GME				
Opel/Vauxhall	236	276	1,054	1,218
Chevrolet	135	141	550	528
Other	1	1	3	4
Total GME	372	417	1,607	1,751
GMIO				
Chevrolet	329	285	1,186	1,087
Wuling	345	310	1,335	1,194
Buick	184	151	700	646
GM Daewoo	—	—	—	15
Holden	32	32	124	134
GMC	9	9	40	39
Cadillac	10	10	35	35
Other	59	47	195	132
Total GMIO(d)	968	844	3,616	3,281
GMSA				
Chevrolet	258	266	1,041	1,057
Other	1	1	6	9
Total GMSA	260	267	1,047	1,066
Total Worldwide	2,334	2,240	9,288	9,024

(a) GMNA vehicle sales primarily represent sales to the end customer. GME, GMIO and GMSA vehicle sales primarily represent estimated sales to the end customer. In countries where end customer data is not readily available other data sources, such as wholesale or forecast volumes, are used to estimate vehicle sales.

(b) Certain fleet sales that are accounted for as operating leases are included in vehicle sales at the time of delivery to the daily rental car companies.

(c) Vehicle sales data may include rounding differences.

(d) Includes the following joint venture sales. Vehicle sales for SAIC GM Investment Limited, General Motors India Private Limited and Chevrolet Sales India Private Limited (collectively HKJV) are included through August 31, 2012:

	Year Ended December 31,	
	2012	2011
Joint venture sales in China		
SGM	—	1,200
SGMS	1,331	—
SGMW and FAW-GM	1,501	1,342
Joint venture sales in India		
HKJV	64	111

General Motors Company and Subsidiaries
Supplemental Material
(Unaudited)

	Three Months Ended		Year Ended	
	December 31, 2012	December 31, 2011	December 31, 2012	December 31, 2011
Market Share(a)(b)				
United States - Cars	12.8%	12.8%	14.3%	15.7%
United States - Trucks	24.9%	26.1%	23.7%	25.2%
United States - Crossovers	16.5%	17.3%	17.3%	18.8%
Total United States	17.1%	18.0%	17.5%	19.2%
Total GMNA	16.6%	17.5%	16.9%	18.4%
Total GME	8.3%	8.6%	8.5%	8.7%
Total GMIO(c)	9.8%	9.5%	9.5%	9.5%
Total GMSA	17.7%	18.4%	18.0%	18.8%
Total Worldwide	11.5%	11.6%	11.5%	11.9%
U.S. Retail/Fleet Mix				
% Fleet Sales - Cars	27.9%	24.4%	30.6%	31.3%
% Fleet Sales - Trucks	21.8%	21.8%	25.3%	24.2%
% Fleet Sales - Crossovers	16.7%	16.6%	19.2%	18.8%
Total Vehicles	22.7%	21.4%	25.9%	25.5%
GMNA Capacity Utilization	93.4%	91.5%	97.5%	95.6%

(a) Market share information is based on vehicle sales volume.

(b) GMNA vehicle sales primarily represent sales to the end customer. GME, GMIO and GMSA vehicle sales primarily represent estimated sales to the end customer. In countries where end customer data is not readily available other data sources, such as wholesale or forecast volumes, are used to estimate vehicle sales.

(c) Includes the following joint venture sales. Vehicle sales for SAIC GM Investment Limited, General Motors India Private Limited and Chevrolet Sales India Private Limited (collectively HKJV) are included through August 31, 2012:

	Year Ended	
	December 31, 2012	December 31, 2011
Joint venture sales in China		
SGM	—	1,200
SGMS	1,331	—
SGMW and FAW-GM	1,501	1,342
Joint venture sales in India		
HKJV	64	111

General Motors Company and Subsidiaries
Consolidated Income Statements
(In millions, except per share amounts)
(Unaudited)

	Years Ended December 31,		
	2012	2011	2010
Net sales and revenue			
Automotive sales and revenue	\$ 150,295	\$ 148,866	\$ 135,311
GM Financial revenue	1,961	1,410	281
Total net sales and revenue	<u>152,256</u>	<u>150,276</u>	<u>135,592</u>
Costs and expenses			
Automotive cost of sales	140,236	130,386	118,768
GM Financial operating and other expenses	1,207	785	152
Automotive selling, general and administrative expense	13,593	12,105	11,446
Other automotive expenses, net	438	58	118
Goodwill impairment charges	27,145	1,286	—
Total costs and expenses	<u>182,619</u>	<u>144,620</u>	<u>130,484</u>
Operating income (loss)	(30,363)	5,656	5,108
Automotive interest expense	489	540	1,098
Interest income and other non-operating income, net	845	851	1,531
Gains (losses) on extinguishment of debt	(250)	18	196
Income (loss) before income taxes and equity income	<u>(30,257)</u>	<u>5,985</u>	<u>5,737</u>
Income tax expense (benefit)	(34,831)	(110)	672
Equity income, net of tax and gain on investments	1,562	3,192	1,438
Net income	<u>6,136</u>	<u>9,287</u>	<u>6,503</u>
Net (income) loss attributable to noncontrolling interests	52	(97)	(331)
Net income attributable to stockholders	<u>\$ 6,188</u>	<u>\$ 9,190</u>	<u>\$ 6,172</u>
Net income attributable to common stockholders	<u>\$ 4,859</u>	<u>\$ 7,585</u>	<u>\$ 4,668</u>
Earnings per share			
Basic			
Basic earnings per common share	\$ 3.10	\$ 4.94	\$ 3.11
Weighted-average common shares outstanding	1,566	1,536	1,500
Diluted			
Diluted earnings per common share	\$ 2.92	\$ 4.58	\$ 2.89
Weighted-average common shares outstanding	1,675	1,668	1,624

General Motors Company and Subsidiaries
Basic and Diluted Earnings per Share
(Unaudited)

In the three months and year ended December 31, 2012 GM was required to use the two-class method for calculating earnings per share as the applicable market value of its common stock was below \$33.00 per common share in the period ended December 31, 2012.

The following table summarizes basic and diluted earnings per share for the three months and years ended December 31, 2012 and 2011 (in millions, except per share amounts):

	Three Months Ended		Year Ended	
	December 31, 2012	December 31, 2011	December 31, 2012	December 31, 2011
Basic earnings (loss) per share				
Net income (loss) attributable to stockholders	\$ 1,194	\$ 725	\$ 6,188	\$ 9,190
Less: cumulative dividends on preferred stock and undistributed earnings allocated to Series B Preferred Stock participating security(a)(b)	302	253	1,329	1,605
Net income (loss) attributable to common stockholders	<u>\$ 892</u>	<u>\$ 472</u>	<u>\$ 4,859</u>	<u>\$ 7,585</u>
Weighted-average common shares outstanding - basic	1,551	1,571	1,566	1,536
Basic earnings (loss) per common share	\$ 0.58	\$ 0.30	\$ 3.10	\$ 4.94
Diluted earnings (loss) per share				
Net income (loss) attributable to stockholders	\$ 1,194	\$ 725	\$ 6,188	\$ 9,190
Less: cumulative dividends on preferred stock and undistributed earnings allocated to Series B Preferred Stock participating security(a)(c)	296	257	1,301	1,552
Net income attributable to common stockholders	<u>\$ 898</u>	<u>\$ 468</u>	<u>\$ 4,887</u>	<u>\$ 7,638</u>
Weighted-average shares outstanding - diluted				
Weighted-average common shares outstanding - basic	1,551	1,571	1,566	1,536
Dilutive effect of warrants	116	96	104	130
Dilutive effect of restricted stock units (RSUs)	7	1	5	2
Weighted-average common shares outstanding - diluted	<u>1,674</u>	<u>1,668</u>	<u>1,675</u>	<u>1,668</u>
Diluted earnings (loss) per common share	\$ 0.54	\$ 0.28	\$ 2.92	\$ 4.58

(a) Includes earned but undeclared dividends of \$26 million on our Series A Preferred Stock and \$20 million on our Series B Preferred Stock in the years ended December 31, 2012 and 2011.

(b) Includes cumulative dividends on preferred stock of \$215 million and earnings of \$87 million that have been allocated to the Series B Preferred Stock holders in the three months ended December 31, 2012; and includes cumulative dividends on preferred stock of \$215 million and earnings of \$38 million that have been allocated to the Series B Preferred Stock holders in the three months ended December 31, 2011. Includes cumulative dividends on preferred stock of \$859 million and earnings of \$470 million that have been allocated to the Series B Preferred Stock holders in the year ended December 31, 2012; and includes cumulative dividends on preferred stock of \$859 million and earnings of \$746 million that have been allocated to the Series B Preferred Stock holders in the year ended December 31, 2011.

(c) Includes cumulative dividends on preferred stock of \$215 million and earnings of \$81 million that have been allocated to the Series B Preferred Stock holders in the three months ended December 31, 2012; and includes cumulative dividends on preferred stock of \$215 million and earnings of \$42 million that have been allocated to the Series B Preferred Stock holders in the three months ended December 31, 2011. Includes cumulative dividends on preferred stock of \$859 million and earnings of \$442 million that have been allocated to the Series B Preferred Stock holders in the year ended December 31, 2012; and includes cumulative dividends on preferred stock of \$859 million and earnings of \$693 million that have been allocated to the Series B Preferred Stock holders in the year ended December 31, 2011.

General Motors Company and Subsidiaries
Consolidated Balance Sheets
(In millions, except share amounts)
(Unaudited)

	December 31, 2012	December 31, 2011
ASSETS		
Current Assets		
Cash and cash equivalents	\$ 18,422	\$ 16,071
Marketable securities	8,988	16,148
Restricted cash and marketable securities	686	1,005
Accounts and notes receivable (net of allowance of \$311 and \$331)	10,395	9,964
GM Financial finance receivables, net (including gross consumer finance receivables transferred to SPEs of \$3,444 and \$3,295)	4,044	3,251
Inventories	14,714	14,324
Equipment on operating leases, net	1,782	2,464
Deferred income taxes	9,429	527
Other current assets	1,536	1,169
Total current assets	69,996	64,923
Non-current Assets		
Restricted cash and marketable securities	682	1,228
GM Financial finance receivables, net (including gross consumer finance receivables transferred to SPEs of \$6,458 and \$5,773)	6,954	5,911
Equity in net assets of nonconsolidated affiliates	6,883	6,790
Property, net	24,196	23,005
Goodwill	1,973	29,019
Intangible assets, net	6,809	10,014
GM Financial equipment on operating leases, net (including assets transferred to SPEs of \$540 and \$274)	1,649	785
Deferred income taxes	27,922	512
Other assets and deferred income taxes	2,358	2,416
Total non-current assets	79,426	79,680
Total Assets	\$ 149,422	\$ 144,603
LIABILITIES AND EQUITY		
Current Liabilities		
Accounts payable (principally trade)	\$ 25,166	\$ 24,551
Short-term debt and current portion of long-term debt		
Automotive (including certain debt at VIEs of \$228 and \$171)	1,748	1,682
GM Financial	3,770	4,118
Accrued liabilities (including derivative liabilities at VIEs of \$18 and \$44)	23,308	22,875
Total current liabilities	53,992	53,226
Non-current Liabilities		
Long-term debt		
Automotive (including certain debt at VIEs of \$122 and \$7)	3,424	3,613
GM Financial	7,108	4,420
Postretirement benefits other than pensions	7,309	6,836
Pensions	27,420	25,075
Other liabilities and deferred income taxes	13,169	12,442
Total non-current liabilities	58,430	52,386
Total Liabilities	112,422	105,612
Commitments and contingencies		
Equity		
Preferred stock, \$0.01 par value, 2,000,000,000 shares authorized:		
Series A (276,101,695 shares issued and outstanding (each with a \$25.00 liquidation preference) at December 31, 2012 and 2011)	5,536	5,536
Series B (99,988,796 and 100,000,000 shares issued and outstanding (each with a \$50.00 liquidation preference) at December 31, 2012 and 2011)	4,855	4,855
Common stock, \$0.01 par value (5,000,000,000 shares authorized and 1,366,373,526 shares and 1,564,727,289 shares issued and outstanding at December 31, 2012 and 2011)	14	16
Capital surplus (principally additional paid-in capital)	23,834	26,391
Retained earnings	10,057	7,183
Accumulated other comprehensive loss	(8,052)	(5,861)
Total stockholders' equity	36,244	38,120
Noncontrolling interests	756	871
Total Equity	37,000	38,991
Total Liabilities and Equity	\$ 149,422	\$ 144,603



General Motors Company

CY 2012 Results

February 14, 2013

In this presentation 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,” “outlook” 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 may 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 suppliers’ ability to deliver parts, systems and components at such times to allow us to meet production schedules; our ability to maintain adequate financing sources, including as required to fund our planned significant investment in new technology; our ability to successfully integrate Ally Financial’s international operations; our ability to realize successful vehicle applications of new technology; overall strength and stability of our markets, particularly Europe; and our ability to continue to attract new customers, particularly for our new products.

GM’s most recent annual report on Form 10-K provides information about these and other factors, which we may revise or supplement in future reports to the SEC.

2012 CY Performance

	CY '11	CY '12	 Favorable  Unfavorable vs. CY '11
Global Deliveries	9.0M	9.3M	
Net Revenue	\$150.3B	\$152.3B	
Net Income to Common	\$7.6B	\$4.9B	
Net Cash from Operating Activities - Automotive	\$7.4B	\$9.6B	
EBIT- Adjusted	\$8.3B	\$7.9B	
- GMNA	\$7.2B	7.0B	
- GME	\$(0.7)B	\$(1.8)B	
- GMIO	\$1.9B	\$2.2B	
- GMSA	\$(0.1)B	\$0.3B	
- GM Financial	\$0.6B	\$0.7B	
Adjusted Automotive Free Cash Flow (\$B)*	\$3.0B	\$4.3B	

* See Adjusted Automotive Free Cash Flow reconciliation in Supplemental Financial Information slide S6

Note: EBIT- Adjusted includes GM Financial on an Earnings Before Tax (EBT) basis

- Key new vehicles
 - China – XTS & Encore; South America – Onix; Europe – ADAM & Mokka; North America – Silverado & Sierra truck reveal
- GM Europe Breakeven Objective
 - Strengthened European management team
 - Cost, revenue, and reinvestment actions
 - Finalized PSA Peugeot Citroën purchasing and vehicle development plans
- Agreed to purchase Ally's Europe, China and South America operations
- Clarity on UST Stake
- Fortress Balance Sheet
 - Settled \$28 billion of pension obligations
 - Secured \$11 billion revolver



Summary of CY 2012 Results

	<u>CY 2011</u>	<u>CY 2012</u>
<u>GAAP</u>		
Net Revenue (\$B)	150.3	152.3
Operating Income (\$B)	5.7	(30.4)
Net Income to Common Stockholders (\$B)	7.6	4.9
EPS – Diluted (\$/Share)	4.58	2.92
Net Cash from Operating Activities – Automotive (\$B)	7.4	9.6
<hr/>		
<u>Non- GAAP</u>		
EBIT- Adjusted (\$B)	8.3	7.9
<i>EBIT- Adjusted % Revenue</i>	5.5%	5.2%
Adjusted Automotive Free Cash Flow (\$B)*	3.0	4.3

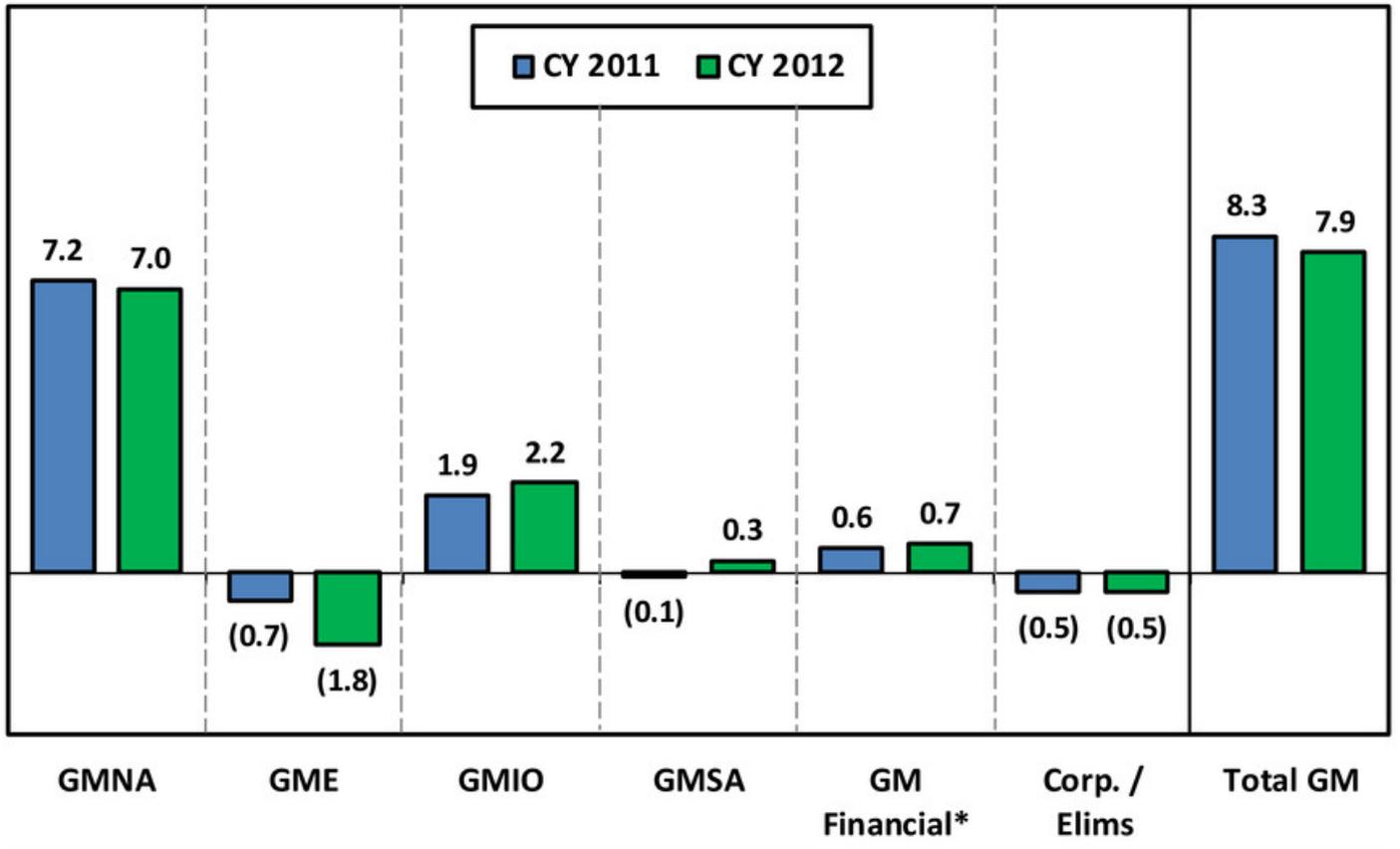
* See Adjusted Automotive Free Cash Flow reconciliation in Supplemental Financial Information slide S6

Note: EBIT- Adjusted includes GM Financial on an Earnings Before Tax (EBT) basis



2012 CY EBIT- Adjusted

EBIT- Adjusted (\$B)



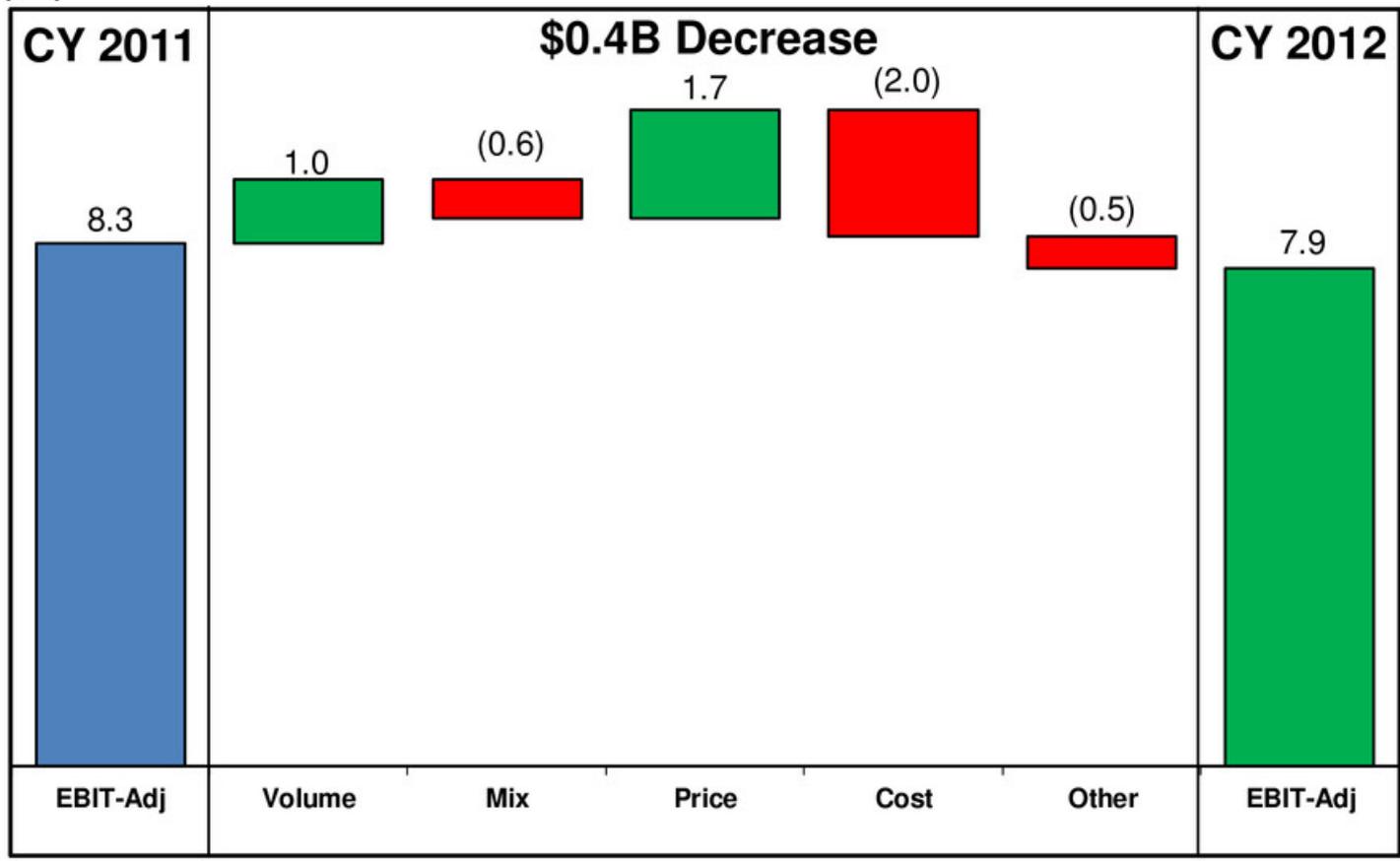
* GM Financial at an Earnings Before Tax basis (EBT)

Note: Results may not foot due to rounding



Consolidated EBIT- Adj. – CY 2011 vs. CY 2012

(\$B)



Note: EBIT- Adjusted includes GM Financial on an Earnings Before Tax (EBT) basis



Impact of Special Items

	<u>Q4</u> <u>2011</u>	<u>Q4</u> <u>2012</u>	<u>CY</u> <u>2011</u>	<u>CY</u> <u>2012</u>
Net Income to Common Stockholders (\$B)	0.5	0.9	7.6	4.9
EPS – Diluted (\$/Share)	0.28	0.54	4.58	2.92
<u>Included in Above (\$B):</u>				
Gain on Sale of Delphi Membership Interest	-	-	1.6	-
HCT Gain*	0.7	-	0.7	-
Impairment of Ally Investment	(0.6)	-	(0.6)	-
Gain on Sale of Ally Preferred	-	-	0.3	-
HKJV Impairment & Related Charges	-	-	(0.1)	-
Gain/(Loss) on Extinguishment of Debt	0.1	-	0.1	-
Deferred Tax Valuation Allowance Released	0.4	34.9	0.4	34.9
Goodwill Impairment Charges*	(0.9)	(26.2)	(1.3)	(26.9)
GME Long Lived and Intangible Asset Impairment*	-	(5.2)	-	(5.2)
Pension settlement*	-	(2.2)	-	(2.2)
Premium to Purchase Common Stock from UST*	-	(0.4)	-	(0.4)
GM Korea Wage Litigation*	-	(0.4)	-	(0.3)
Redemption of GM Korea Preferred Shares	-	(0.2)	-	(0.2)
Impairment of Investment in PSA	-	(0.2)	-	(0.2)
Loss on GM Strasbourg Sale	-	(0.1)	-	(0.1)
Various Insurance recoveries	-	0.1	-	0.1
Total Impact Net Income to Common Stockholders (\$B)	(0.2)	0.1	1.2	(0.5)
Total Impact EPS – Diluted (\$/Share)	(0.11)	0.06	0.70	(0.32)

* Included in Operating Income

Note: Results may not foot due to rounding 7

Deferred Tax Valuation Allowance / Goodwill Impairment

- As a result of 3 full years of profitability and the completion of our near and medium term plans forecasting continuing profits, we reversed the majority of the valuation allowance in the U.S. and Canada, recording a \$34.9 billion non-cash benefit
- This triggered a non-cash goodwill impairment charge of \$26.2 billion in Q4

GME Impairment of Long Lived and Intangible Assets

- In Q3 we indicated we may impair GME assets if conditions deteriorated
- Industry outlook and other factors have deteriorated since Q3 so we are now impairing long-lived assets in Europe, recording a \$5.2 billion non-cash charge
- No change to our mid-decade objective to breakeven in GME

Pension Settlement

- Completion of the annuitization agreement with Prudential and lump sum payment to retirees resulted in a charge of \$2.2 billion

Summary of Q4 2012 Results

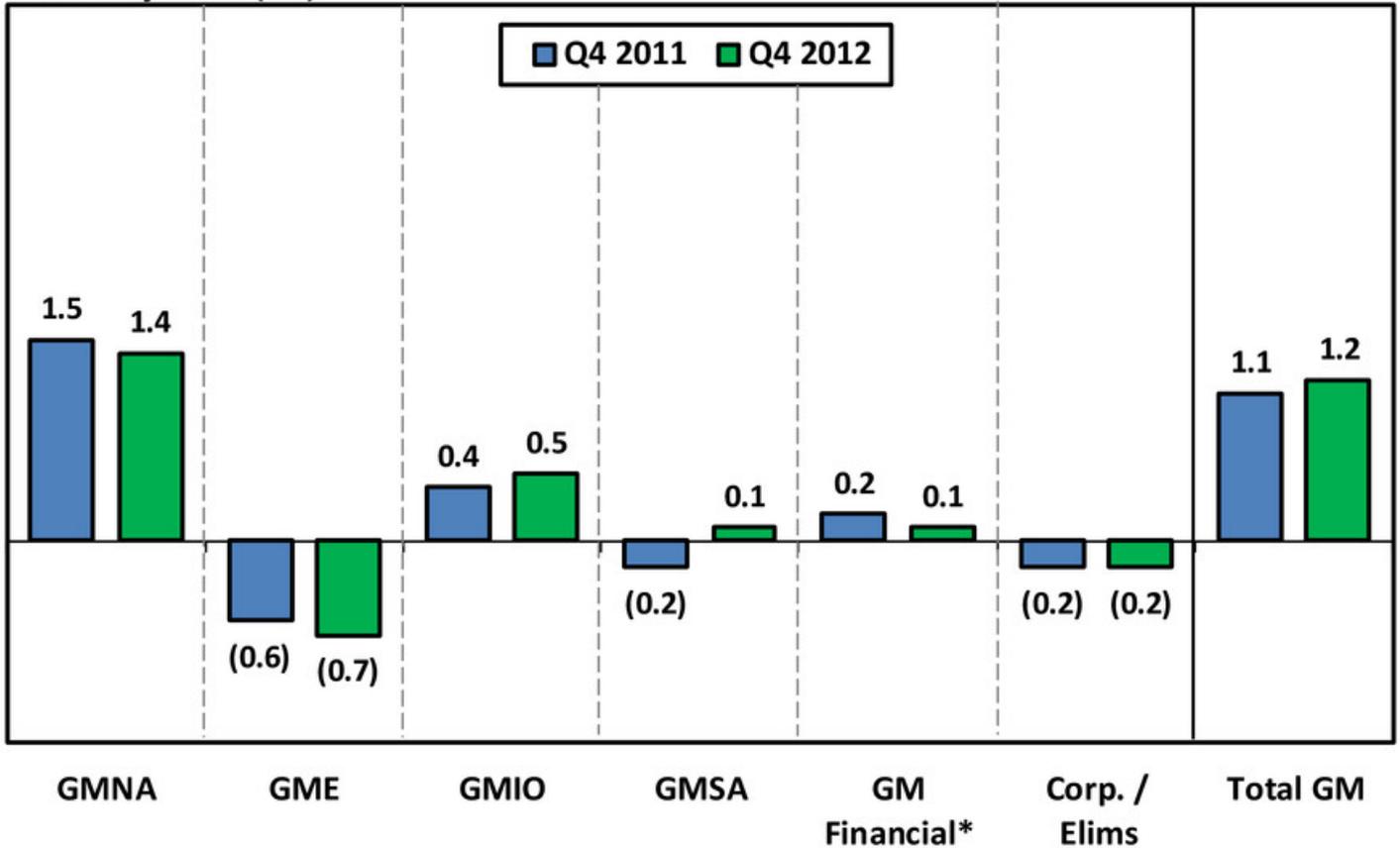
	<u>Q4 2011</u>	<u>Q4 2012</u>
<u>GAAP</u>		
Net Revenue (\$B)	38.0	39.3
Operating Income (\$B)	0.5	(34.8)
Net Income to Common Stockholders (\$B)	0.5	0.9
EPS – Diluted (\$/Share)	0.28	0.54
Net Cash from Operating Activities – Automotive (\$B)	1.2	0.5
<hr style="border-top: 1px dashed black;"/>		
<u>Non- GAAP</u>		
EBIT- Adjusted (\$B)	1.1	1.2
<i>EBIT- Adjusted % Revenue</i>	<i>2.9%</i>	<i>3.2%</i>
Adjusted Automotive Free Cash Flow (\$B)	(0.2)	1.1

Note: EBIT- Adjusted includes GM Financial on an Earnings Before Tax (EBT) basis



2012 Q4 EBIT- Adjusted

EBIT- Adjusted (\$B)

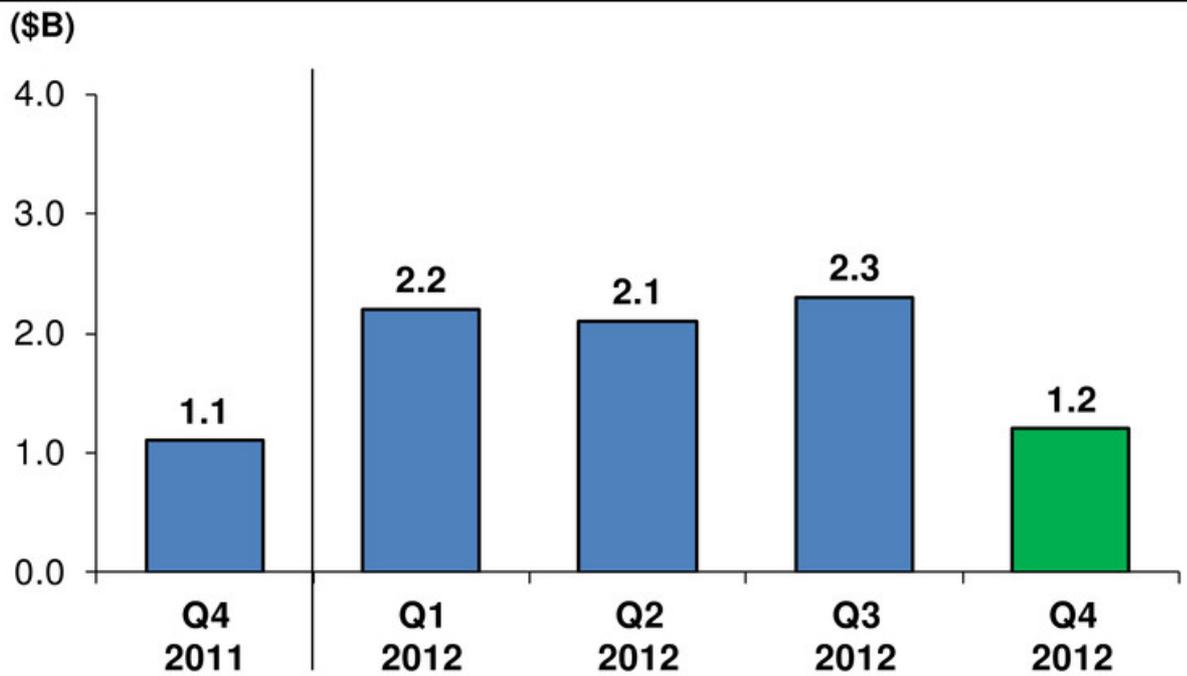


* GM Financial at an Earnings Before Tax basis (EBT)

Note: Results may not foot due to rounding



Consolidated EBIT- Adjusted



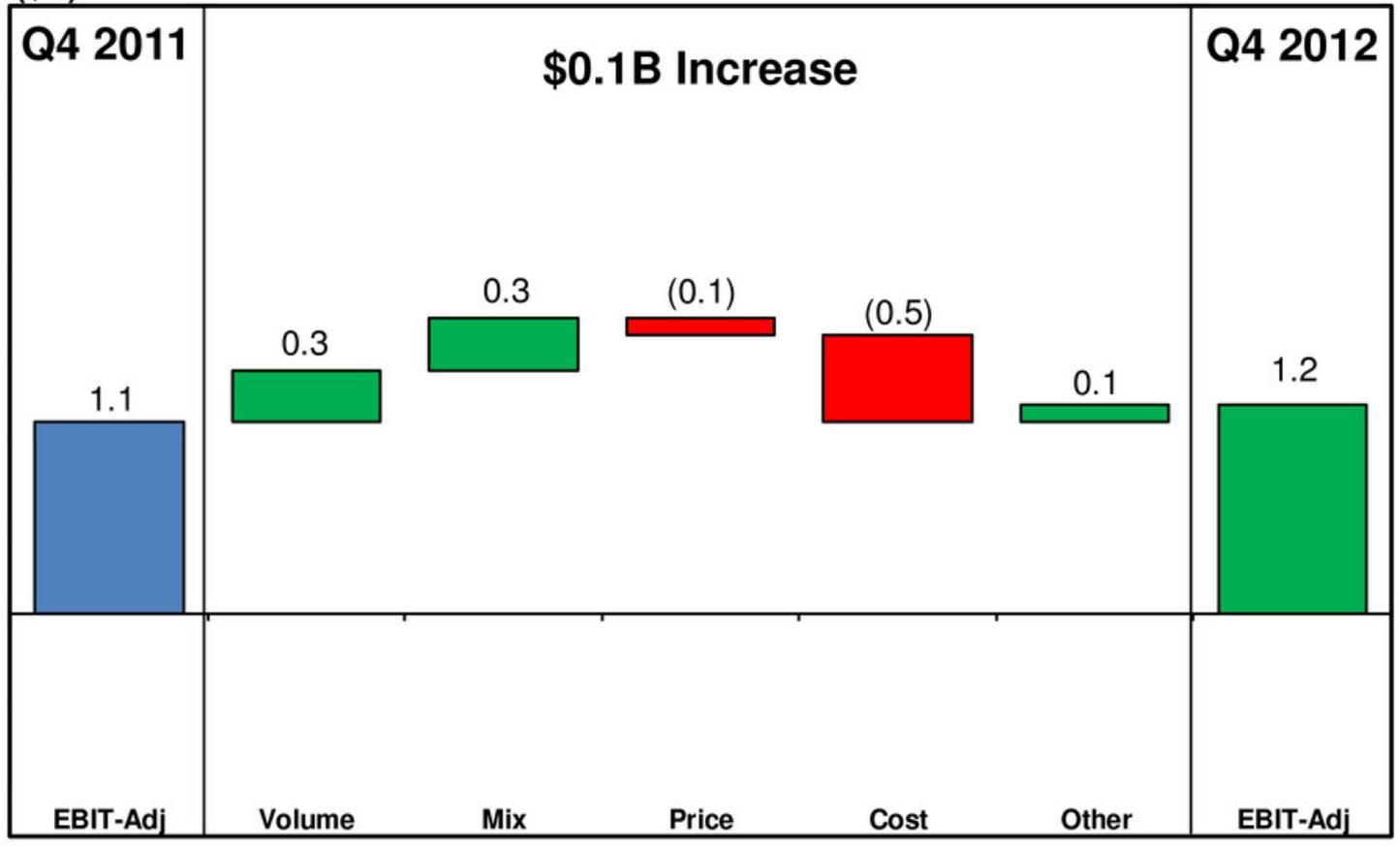
Revenue (\$B)	38.0	37.8	37.6	37.6	39.3
Oper. Inc % Rev	1.2%	2.6%	4.8%	4.3%	(88.5)%
EBIT- Adj. % Rev	2.9%	5.8%	5.7%	6.2%	3.2%
Production (000's)	2,319	2,424	2,393	2,237	2,435
Global Share	11.6%	11.2%	11.6%	11.7%	11.5%

Note: EBIT- Adjusted includes GM Financial on an Earnings Before Tax (EBT) basis



Consolidated EBIT- Adj. – Q4 2011 vs. Q4 2012

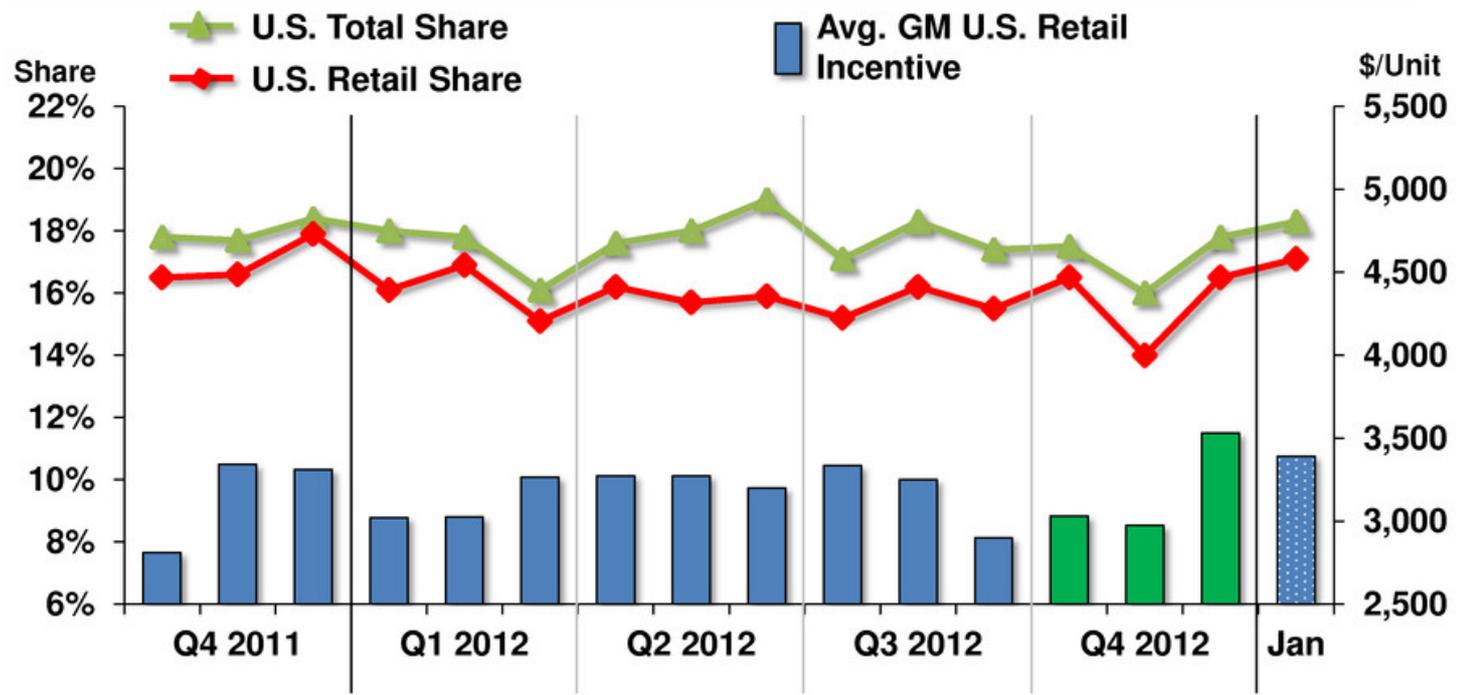
(\$B)



Note: EBIT- Adjusted includes GM Financial on an Earnings Before Tax (EBT) basis; Results may not foot due to rounding 12



Key GMNA Performance Indicators

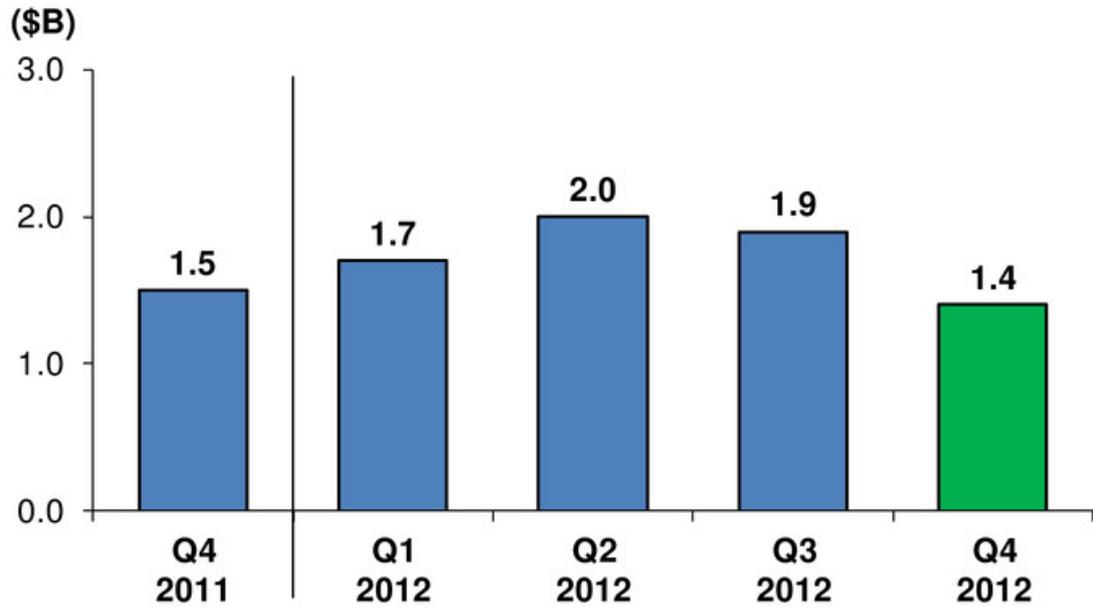


Avg. U.S. Retail Incentive as % of ATP

GM %	8.9	10.7	10.4	10.0	10.1	11.0	11.0	11.0	10.7	10.9	10.6	9.3	9.5	9.3	11.0	10.9
GM vs. Ind. (GM % / Ind. %)	1.03	1.12	1.07	1.09	1.06	1.13	1.17	1.08	1.05	1.10	1.08	1.02	1.08	0.95	1.09	1.15

Note: Incentive & ATP Information Based on J.D. Power and Associates Power Information Network data

GMNA EBIT- Adjusted



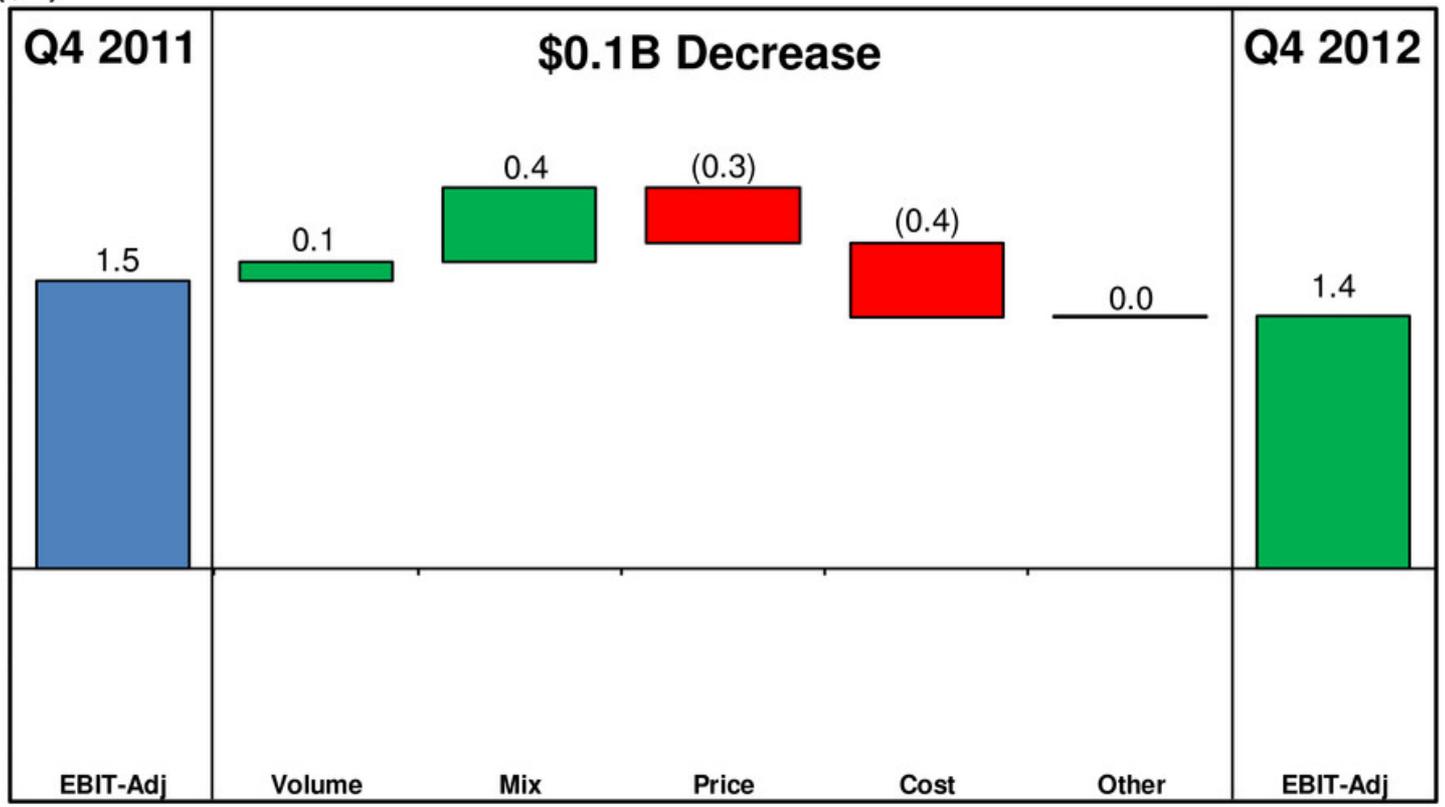
Revenue (\$B)	23.1	24.2	22.9	23.3	24.2
EBIT- Adj. % Rev	6.5%	7.0%	8.6%	8.1%	5.8%
U.S. Dealer Inv (000's)	583	713	701	689	717
Production (000's)	739	862	837	763	775
GMNA Share	17.5%	16.7%	17.4%	16.9%	16.6%

Note: Results may not foot due to rounding



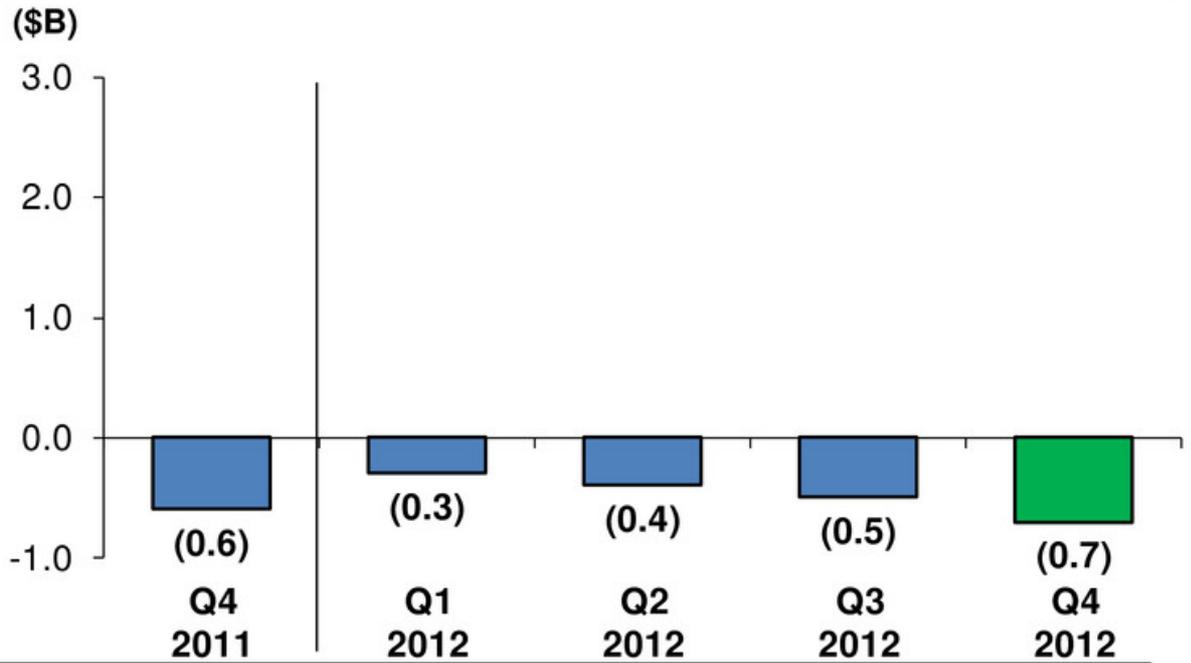
GMNA EBIT- Adj. – Q4 2011 vs. Q4 2012

(\$B)



Note: Results may not foot due to rounding

GME EBIT- Adjusted

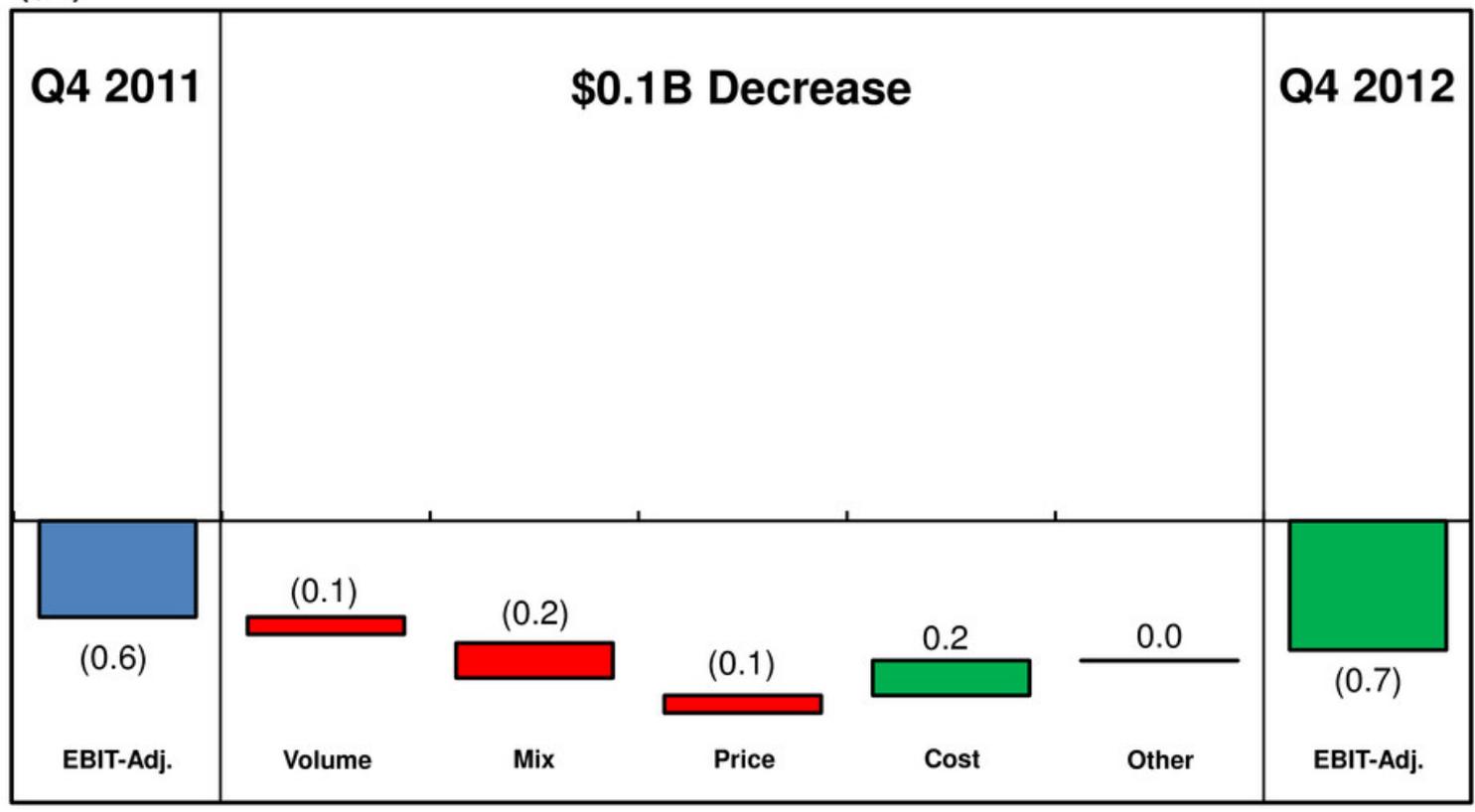


Revenue (\$B)	6.3	5.5	5.9	5.1	5.6
EBIT- Adj. % Rev	(9.0)%	(4.6)%	(6.1)%	(9.5)%	(12.5)%
Production (000's)	249	292	230	196	209
GME Share	8.6%	8.2%	8.8%	8.6%	8.3%



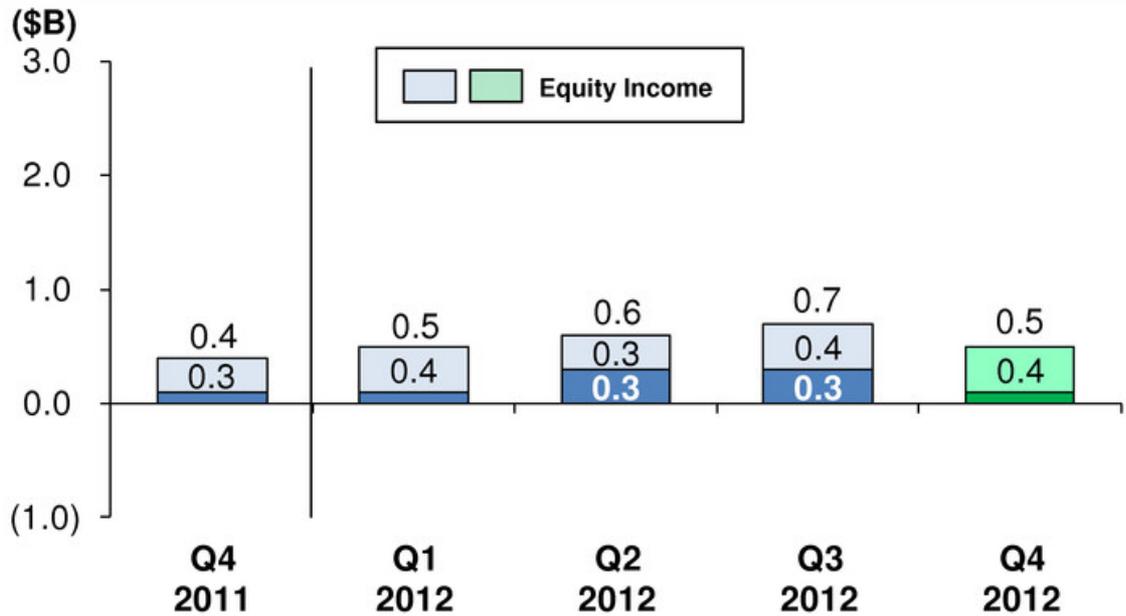
GME EBIT- Adj. – Q4 2011 vs. Q4 2012

(\$B)



Note: Results may not foot due to rounding

GMIO EBIT- Adjusted



Revenue (\$B)	7.0	6.1	6.9	6.7	7.9
EBIT-Adj. margin from consolidated operations ⁽¹⁾	1.5%	2.1%	4.3%	4.0%	0.5%
Total China JV NI/Rev ⁽²⁾	8.4%	10.2%	9.3%	9.7%	9.1%
Total Production (000's)	1,104	1,066	1,095	1,056	1,228
GMIO Share	9.5%	9.4%	9.2%	9.5%	9.8%

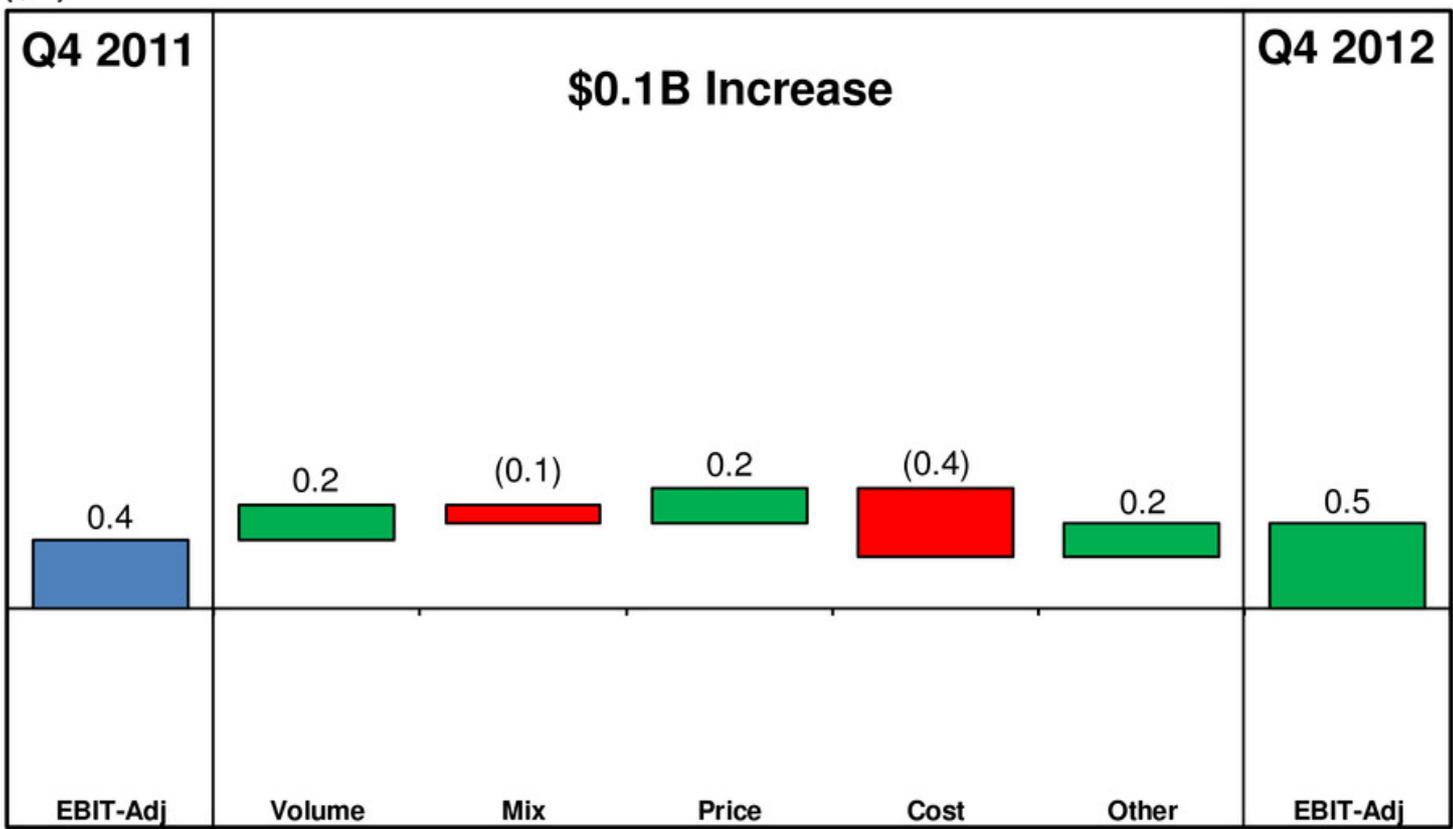
(1) Excludes equity income and non-controlling interest adjustment.

(2) Revenue not consolidated in GM results, pro-rata share of earnings reported as equity income

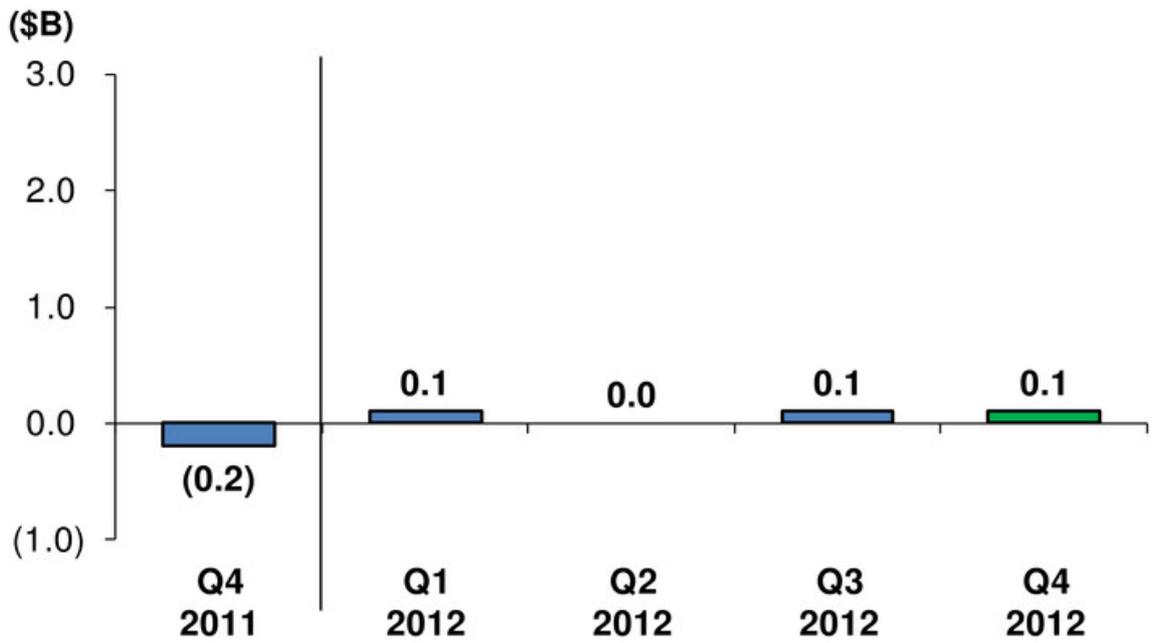


GMIO EBIT- Adj. – Q4 2011 vs. Q4 2012

(\$B)



GMSA EBIT- Adjusted

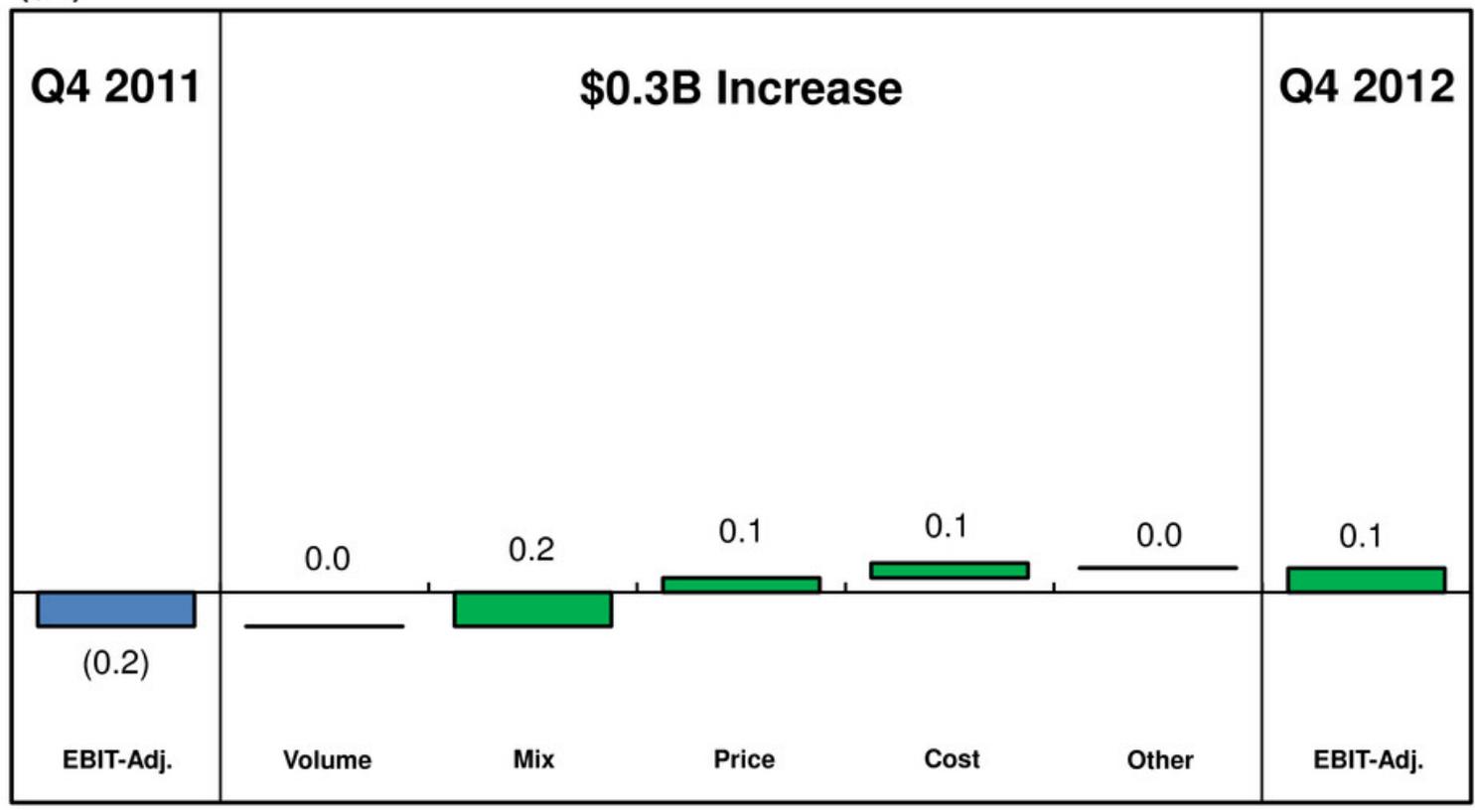


Revenue (\$B)	4.2	3.9	4.2	4.3	4.5
EBIT- Adj. % Rev	(5.4)%	2.1%	(0.5)%	2.5%	2.2%
Production (000's)	227	203	231	222	223
GMSA Share	18.4%	18.4%	18.2%	17.9%	17.7%



GMSA EBIT- Adj. – Q4 2011 vs. Q4 2012

(\$B)



Note: Results may not foot due to rounding

Adjusted Automotive Free Cash Flow

(\$B)	Q4 2011	Q4 2012
Net Income to Common Stockholders	0.5	0.9
Adjusted for Non-Controlling Interests, Preferred Dividends & undistributed earnings allocated to Series B	0.3	0.1
Deduct Non-Auto (GM Financial)	<u>(0.1)</u>	<u>(0.2)</u>
Automotive Income	0.6	0.8
Non-Cash Special Items	0.2	(0.3)
Depreciation and Amortization*	1.4	1.6
Working Capital	0.9	1.5
Pension / OPEB – Cash in Excess of Expense*	(1.2)	(2.5)
Other*	(0.8)	(0.5)
Automotive Net Cash Provided/(Used)	1.2	0.5
Operating Activities		
Capital Expenditures	(2.2)	(2.1)
Contribution to Canadian Health Care Trust	0.8	-
Salaried Pension Settlement Contribution	-	2.3
Premium for UST Share Repurchase	-	0.4
Adjusted Automotive Free Cash Flow	(0.2)	1.1

* Excludes impact of non-cash special items

Note: Results may not foot due to rounding



Key Automotive Balance Sheet Items

(\$B)	Dec. 31	Sept. 30	Dec. 31
	<u>2011</u>	<u>2012</u>	<u>2012</u>
Cash & Current Marketable Securities	31.6	31.9	26.1
Available Credit Facilities ⁽¹⁾	<u>5.3</u>	<u>5.4</u>	<u>11.1</u>
Available Liquidity	37.0	37.3	37.2
<u>Key Obligations:</u>			
Debt	5.3	5.6	5.2
Series A Preferred Stock	5.5	5.5	5.5
U.S. Pension Underfunded Status ^{(2) (3)}	13.3	13.4	13.1
Non-U.S. Pension Underfunded Status ^{(2) (3)}	11.2	11.4	13.8
Unfunded OPEB ⁽³⁾	7.3	7.2	7.8

(1) Excludes uncommitted facilities

(2) Excludes U.S. non-qualified plan PBO of ~\$0.9 billion

(3) September 30, 2012 balance is rolled forward and does not reflect remeasurement, except for the measurement of the U.S. salaried plans in August, 2012

Note: Results may not foot due to rounding



U.S. Pension Funded Status

\$B	Obligations⁽¹⁾	Assets	Funded Status⁽¹⁾
12/31/2011	107.7	94.3	(13.3)
Remeasurement & Asset Returns ⁽²⁾	10.2	10.3	0.1
Benefit Payments	(8.3)	(8.3)	0.0
Annuitization and Lump Sums	(28.3)	(30.6)	(2.3)
Cash Contribution	0.0	2.3	2.3
12/31/2012	81.2	68.1	(13.1)
Net Change	(26.4)	(26.3)	0.2

Subject to determination of final funding requirements

(1) Excludes U.S. non-qualified plan PBO of ~\$0.9B

(2) Also includes Salaried plan freeze, pension service cost and interest cost, impact of changes in discount rates, and actual asset returns through the settlement dates or 12/31/2012 as applicable

Note: Results may not foot due to rounding



GM Financial

	Q4 <u>2011</u>	Q4 <u>2012</u>	Industry Avg. (Excl. GM)	
			Q4 <u>2011</u>	Q4 <u>2012</u>
<u>GM Sales Penetrations</u>				
U.S. Subprime APR (<=620)	6.8%	7.2%	5.0%	5.4%
U.S. Lease	11.0%	14.9%	21.3%	22.9%
Canada Lease	8.5%	6.3%	19.1%	20.6%
<u>GM / GM Financial Linkage</u>				
GM as % of GM Financial Loan and Lease Originations (GM New / GMF Loan & Lease)	44%	43%		
GMF as % of GM U.S. Subprime & Lease	27%	20%		
<u>GM Financial Performance</u>				
GM Financial Credit Losses (annualized net credit losses as % avg. consumer finance receivables)	3.3%	3.3%		
EBT (\$M)	170	146		

Note: GM Sales Penetrations based on JD Power PIN

- Our effective GAAP tax rate will be approximately 35% for 2013
- Cash taxes in 2013 are expected to be similar to 2012
- GME will have approximately \$0.6 billion in lower depreciation and amortization expenses, primarily due to the impairment of long-lived and intangible assets. This expense reduction is additive to our previously provided outlook for 2013
- We do not expect to have mandatory contributions to our U.S. qualified plans for at least 5 years
 - No voluntary contributions are currently planned for 2013
- We expect capital expenditures in 2013 to be similar to 2012
- The devaluation of the Venezuelan currency is expected to have a \$0.2 billion unfavorable special item impact in Q1 2013

- GM North America
 - Numerous awards at NAIAS
 - Chevrolet Impala, Buick Encore
 - GM South America
 - Chevrolet Onix “Car of the Year” in Brazil
 - GM Europe
 - Expanding in growth markets
 - GM International Operations
 - Investing in China growth through our JV’s
- ➔ Profitability, Fortress Balance Sheet, Solid Cash Flow



General Motors Company

Select Supplemental Financial Information



Global Deliveries

(000's)	<u>Q4 2011</u>	<u>Q1 2012</u>	<u>Q2 2012</u>	<u>Q3 2012</u>	<u>Q4 2012</u>
GMNA	712	704	820	759	735
GME	417	398	455	382	372
<i>Chevrolet in GME</i>	<i>141</i>	<i>122</i>	<i>155</i>	<i>138</i>	<i>135</i>
GMIO	844	928	862	857	968
<i>China</i>	<i>654</i>	<i>745</i>	<i>672</i>	<i>665</i>	<i>754</i>
GMSA	267	250	255	283	260
<i>Brazil</i>	<i>168</i>	<i>137</i>	<i>154</i>	<i>183</i>	<i>169</i>
Global Deliveries	2,240	2,280	2,392	2,281	2,334

Note: GM deliveries include vehicles sold around the world under GM and JV brands, and through GM-branded distribution network.

	<u>Q4 2011</u>	<u>Q1 2012</u>	<u>Q2 2012</u>	<u>Q3 2012</u>	<u>Q4 2012</u>
GMNA	17.5%	16.7%	17.4%	16.9%	16.6%
<i>U.S.</i>	<i>18.0%</i>	<i>17.2%</i>	<i>18.2%</i>	<i>17.6%</i>	<i>17.1%</i>
GME	8.6%	8.2%	8.8%	8.6%	8.3%
<i>Germany</i>	<i>8.4%</i>	<i>7.6%</i>	<i>8.1%</i>	<i>7.4%</i>	<i>6.8%</i>
<i>U.K.</i>	<i>12.1%</i>	<i>11.0%</i>	<i>12.0%</i>	<i>11.6%</i>	<i>12.3%</i>
GMIO	9.5%	9.4%	9.2%	9.5%	9.8%
<i>China</i>	<i>13.2%</i>	<i>15.2%</i>	<i>13.9%</i>	<i>14.9%</i>	<i>14.3%</i>
<i>India</i>	<i>3.4%</i>	<i>2.6%</i>	<i>2.5%</i>	<i>2.7%</i>	<i>2.4%</i>
GMSA	18.4%	18.4%	18.2%	17.9%	17.7%
<i>Brazil</i>	<i>17.6%</i>	<i>16.7%</i>	<i>17.1%</i>	<i>17.1%</i>	<i>16.7%</i>
Global Market Share	11.6%	11.2%	11.6%	11.7%	11.5%

Note: GM market share include vehicles sold around the world under GM and JV brands, and through GM-branded distribution network. Market share data excludes the markets of Iran, North Korea, Sudan and Syria

Operating Income Walk to EBIT- Adjusted

<u>(\$B)</u>	<u>Q4</u> <u>2011</u>	<u>Q4</u> <u>2012</u>	<u>CY</u> <u>2011</u>	<u>CY</u> <u>2012</u>
Operating Income	0.5	(34.8)	5.7	(30.4)
Equity Income	0.3	0.4	3.2	1.6
Non-Controlling Interests	0.0	0.2	(0.1)	0.1
Non-Operating Income	(0.3)	0.0	0.4	0.5
Special Items	<u>0.6</u>	<u>35.4</u>	<u>(0.9)</u>	<u>36.1</u>
EBIT- Adjusted	1.1	1.2	8.3	7.9

Note: EBIT-Adj. includes GM Financial on an Earnings Before Tax (EBT) basis

Note: Results may not foot due to rounding



Reconciliation of EBIT- Adjusted

(\$B)	Q4 <u>2011</u>	Q4 <u>2012</u>	CY <u>2011</u>	CY <u>2012</u>
Net Income to Common Stockholders	0.5	0.9	7.6	4.9
<u>Add Back:</u>				
Undistributed earnings allocated to Series B (Basic)	0.0	0.1	0.7	0.5
Dividends on Preferred Stock	0.2	0.2	0.9	0.9
Interest Expense / (Income)	0.0	0.0	0.1	0.1
Income Tax Expense / (Benefit)	(0.3)	(35.6)	(0.1)	(34.8)
Gain/Loss on Extinguishment of Debt	-	0.2	-	0.2
<u>Special Items:</u>				
Gain on Sale of Delphi Membership Interest	-	-	(1.6)	-
HCT Gain	(0.7)	-	(0.7)	-
Impairment of Ally Investment	0.6	-	0.6	-
Gain on Sale of Ally Preferred	-	-	(0.3)	-
HKJV Impairment & Related Charges	-	-	0.1	-
Gain/Loss on Extinguishment of Debt	(0.1)	-	(0.1)	-
Goodwill Impairment Charges	0.9	26.4	1.3	27.1
GME Long Lived and Intangible Asset Impairment	-	5.5	-	5.5
Pension Settlement	-	2.6	-	2.7
GM Korea Wage Litigation	-	0.4	-	0.3
Premium to Purchase Common Stock from UST	-	0.4	-	0.4
Redemption of GM Korea Preferred Shares	-	(0.1)	-	(0.1)
Impairment of Investment in PSA	-	0.2	-	0.2
Loss on GM Strasbourg Sale	-	0.1	-	0.1
Various Insurance Recoveries	-	(0.1)	-	(0.2)
EBIT- Adjusted	1.1	1.2	8.3	7.9

Note: EBIT-Adj. includes GM Financial on an Earnings Before Tax (EBT) basis; Results may not foot due to rounding

Restructuring (not included in special items)

<u>(\$B)</u>	<u>Q4 2011</u>	<u>Q1 2012</u>	<u>Q2 2012</u>	<u>Q3 2012</u>	<u>Q4 2012</u>
GMNA	0.0	(0.1)	0.0	0.1	0.0
GME	(0.2)	0.0	0.0	0.0	(0.1)
GMIO	0.0	0.0	0.0	0.0	0.0
GMSA	<u>(0.1)</u>	<u>0.0</u>	<u>(0.1)</u>	<u>0.0</u>	<u>0.0</u>
Total	(0.2)	(0.1)	(0.1)	0.0	(0.2)

Note: Results may not foot due to rounding



Adjusted Automotive Free Cash Flow

(\$B)	CY 2011	CY 2012
Net Income to Common Stockholders	7.6	4.9
Adjusted for Non-Controlling Interests, Preferred Dividends & undistributed earnings allocated to Series B	1.7	1.3
Deduct Non-Auto (GM Financial)	<u>(0.4)</u>	<u>(0.6)</u>
Automotive Income	8.9	5.6
Non-Cash Special Items	(1.3)	0.5
Depreciation and Amortization ⁽¹⁾	6.1	5.9
Working Capital ⁽²⁾	(2.2)	(0.7)
Pension / OPEB – Cash in Excess of Expense ⁽¹⁾	(2.3)	(3.2)
Other ⁽¹⁾	(1.7)	1.5
Automotive Net Cash Provided/(Used)	7.4	9.6
Operating Activities		
Capital Expenditures	(6.2)	(8.1)
Termination of In-transit Agreement in GMNA	1.1	-
Contribution to Canadian Health Care Trust	0.8	-
Salaried Pension Settlement Contribution	-	2.3
Premium for UST Share Repurchase	-	0.4
Adjusted Automotive Free Cash Flow	3.0	4.3

(1) Excludes impact of non-cash special items

(2) Includes \$1.1B related to termination of in-transit agreement in GMNA

Note: Results may not foot due to rounding



GM Financial – Key Metrics

<u>(\$M)</u>	<u>Q4 2011</u>	<u>Q4 2012</u>
Earnings Before Tax	170	146
Total Loan and Lease Originations	1,554	1,481
GM as % of GM Financial Loan and Lease Originations	44%	43%
Commercial Finance Receivables	-	560
Consumer Finance Receivables	9,680	10,993
Consumer Finance Delinquencies (>30 days)*	7.2%	8.2%
Annualized Net Credit Losses as % of Avg. Consumer Finance Receivables	3.3%	3.3%

**Excludes consumer finance receivables in repossession*



Calculation of EBIT- Adj. as a Percent of Revenue

Total GM										
	Q4		Q1		Q2		Q3		Q4	
(\$B)	<u>2011</u>	%	<u>2012</u>	%	<u>2012</u>	%	<u>2012</u>	%	<u>2012</u>	%
Revenue	38.0		37.8		37.6		37.6		39.3	
Operating Income	0.5	1.2%	1.0	2.6%	1.8	4.8%	1.6	4.3%	(34.8)	(88.5)%
EBIT- Adjusted	1.1	2.9%	2.2	5.8%	2.1	5.7%	2.3	6.2%	1.2	3.2%

GMIO Consolidated Results										
	Q4		Q1		Q2		Q3		Q4	
(\$B)	<u>2011</u>	%	<u>2012</u>	%	<u>2012</u>	%	<u>2012</u>	%	<u>2012</u>	%
Revenue	7.0		6.1		6.9		6.7		7.9	
Operating Income	(0.3)	(3.6)%	0.1	0.9%	0.2	2.8%	0.1	1.7%	(0.6)	(7.7)%
Non-Operating Income	0.1		0.0		0.1		0.1		0.2	
Plus Special Items	<u>0.3</u>		<u>0.0</u>		<u>0.0</u>		<u>0.1</u>		<u>0.4</u>	
EBIT-Adjusted from consolidated operations	0.1	1.5%	0.1	2.1%	0.3	4.3%	0.3	4.0%	0.0	0.5%

Note: EBIT- Adjusted includes GM Financial on an Earnings Before Tax (EBT) basis; Certain data has been adjusted to conform to the current presentation

