# 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) May 1, 2013

# GENERAL MOTORS COMPANY 

(Exact Name of Registrant as Specified in its Charter)

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

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

27-0756180
(I.R.S. Employer Identification No.)
(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 May 1, 2013

## Item 8.01 Other Events

On May 1, 2013, General Motors Company issued a news release announcing April 2013 sales. The release and charts are attached as Exhibit 99.1.

## EXHIBIT

Exhibit

Exhibit 99.1

## Description

Sales Release and Charts Dated May 1, 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

GENERAL MOTORS COMPANY

For Release: Wednesday, May 1, 2013, 10 a.m. EDT

# GM's U.S. Sales up 11 percent for Best April in Five Years 

Cadillac and Buick sales continue to surge on new models
DETROIT - General Motors Co. (NYSE: GM) sold 237,646 vehicles in the United States in April, up 11 percent compared with a year ago. Retail sales increased 10 percent, fleet sales were up 16 percent and the fleet mix was 28 percent of total sales.
"Car-buying conditions are strong and will continue to release pent-up demand," said Kurt McNeil, vice president of U.S. sales operations. "We're very optimistic because GM's market share is growing, the economy continues to move forward and important car and truck launches are just getting underway."

Chevrolet dealers began receiving their first shipments of the all-new 2014 Impala in mid-April, and the all-new 2014 Chevrolet Silverado 1500 and GMC Sierra 1500 crew cabs will begin arriving in dealerships in the next several weeks. Buick is launching redesigns of the Regal and LaCrosse in late summer and Cadillac will launch an all-new CTS luxury sedan in the fall.

## April Highlights (vs. 2012)

- All four GM brands posted higher total and retail sales.
- Crossovers were up 13 percent; trucks, which include pickups, vans and SUVs, were up 17 percent; and car sales were up 6 percent.
- Large pickups were up 23 percent.
- Strong sales of the all-new Chevrolet Spark and double-digit sales increases for the Buick Verano, the Chevrolet Sonic and the Chevrolet Cruze drove a 31 percent increase in sales of GM mini, small and compact cars.
- The new Chevrolet Malibu achieved its best sales and retail segment share since launch.

| April Highlights | Total Sales | YOY Change | Retail Sales | YOY Change |
| :---: | :---: | :---: | :---: | :---: |
| Chevrolet | 172,460 | $10.9 \%$ | 115,173 | $9.0 \%$ |
| GMC | 34,799 | $6.7 \%$ | 29,720 | $8.0 \%$ |
| Buick | 17,157 | $11.1 \%$ | 14,928 | $10.3 \%$ |
| Cadillac | 13,230 | $34.3 \%$ | 11,863 | $24.5 \%$ |
| Total GM | 237,646 | $11.4 \%$ | 171,684 | $9.9 \%$ |

## Calendar Year to Date Highlights (vs. 2012)

- Cadillac was the industry's fastest-growing volume brand in the first quarter, and April's results bring the brand's year-to-date sales increase to 37 percent.
- Through April, Buick total sales are up 23 percent. Retail sales are up 19 percent and have increased for 12 consecutive months year over year.
- Sales to small business customers totaled 57,030 units, which is up 32 percent.
- Chevrolet had its best-ever year-to-date crossover sales, driven by a 14 percent increase for Equinox and an 18 percent increase for the redesigned Traverse.
- GM's large pickup sales are up 21 percent and GM's estimated retail segment share is up more than 1 percentage point and its total share is up almost a point.
- GM's fleet mix is 26 percent.

| CYTD Highlights | Total Sales | YOY Change | Retail Sales | YOY Change |
| :---: | :---: | :---: | :---: | :---: |
| Chevrolet | 642,164 | $6.4 \%$ | 435,094 | $6.9 \%$ |
| GMC | 139,726 | $12.2 \%$ | 121,060 | $13.1 \%$ |
| Buick | 64,777 | $22.7 \%$ | 58,216 | $19.0 \%$ |
| Cadillac | 55,942 | $37.1 \%$ | 49,887 | $26.7 \%$ |
| Total GM | 902,609 | $9.8 \%$ | 664,257 | $10.3 \%$ |


| Inventory | Units @ <br> April 30 | Days Supply (selling <br> day adjusted) | Units @ <br> March 31 | Days Supply <br> (selling day adjusted) |
| :---: | :---: | :---: | :---: | :---: |
| All Vehicles | 720,699 | 76 | 743,786 | 82 |
| Full-size Pickups | 228,524 | 103 | 239,718 | 117 |


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

n 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.

|  | April |  |  | (Calendar Year-to-Date) April - April |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2013 | 2012 | \%Change Volume | 2013 | 2012 | \%Change Volume |
| Enclave | 4,797 | 5,000 | (4.1) | 20,609 | 15,950 | 29.2 |
| Encore | 2,916 | - | ***.* | 7,869 | - | ***.* |
| LaCrosse | 4,307 | 4,545 | (5.2) | 15,679 | 18,023 | (13.0) |
| Lucerne | - | 60 | ***.* | 4 | 888 | (99.5) |
| Regal | 1,746 | 2,852 | (38.8) | 5,830 | 9,952 | (41.4) |
| Verano | 3,391 | 2,989 | 13.4 | 14,786 | 7,969 | 85.5 |
| Buick Total | 17,157 | 15,446 | 11.1 | 64,777 | 52,782 | 22.7 |
| ATS | 2,725 | - | ***.* | 12,475 | - | ***.* |
| CTS | 2,398 | 4,202 | (42.9) | 10,260 | 16,276 | (37.0) |
| DTS | - | 39 | ***.* | 3 | 275 | (98.9) |
| Escalade | 919 | 908 | 1.2 | 3,609 | 3,914 | (7.8) |
| Escalade ESV | 619 | 543 | 14.0 | 2,465 | 2,420 | 1.9 |
| Escalade EXT | 199 | 141 | 41.1 | 773 | 535 | 44.5 |
| SRX | 3,478 | 3,998 | (13.0) | 16,334 | 17,290 | (5.5) |
| STS | 1 | 20 | (95.0) | 2 | 107 | (98.1) |
| XTS | 2,891 | - | ***.* | 10,021 | - | ***.* |
| Cadillac Total | 13,230 | 9,851 | 34.3 | 55,942 | 40,817 | 37.1 |
| Avalanche | 1,927 | 1,676 | 15.0 | 8,186 | 7,170 | 14.2 |
| Aveo | 1 | 6 | (83.3) | 1 | 48 | (97.9) |
| Camaro | 7,949 | 9,627 | (17.4) | 27,147 | 31,551 | (14.0) |
| Caprice | 233 | 174 | 33.9 | 912 | 542 | 68.3 |
| Captiva Sport | 4,315 | 3,493 | 23.5 | 16,694 | 10,713 | 55.8 |
| Cobalt | - | 1 | ***.* | - | 4 | ***.* |
| Colorado | 425 | 3,499 | (87.9) | 2,635 | 13,555 | (80.6) |
| Corvette | 974 | 1,396 | (30.2) | 3,915 | 4,328 | (9.5) |
| Cruze | 22,032 | 18,205 | 21.0 | 77,763 | 75,288 | 3.3 |
| Equinox | 20,965 | 18,282 | 14.7 | 79,834 | 69,859 | 14.3 |
| Express | 7,850 | 6,599 | 19.0 | 23,381 | 22,266 | 5.0 |
| HHR | - | - | ***.* | 2 | 9 | (77.8) |
| Impala | 10,943 | 14,965 | (26.9) | 55,286 | 65,342 | (15.4) |
| Malibu | 21,734 | 21,906 | (0.8) | 70,913 | 80,456 | (11.9) |
| Silverado-C/K Pickup | 39,395 | 30,749 | 28.1 | 156,044 | 126,387 | 23.5 |
| Sonic | 8,151 | 6,387 | 27.6 | 28,260 | 28,250 | - |
| Spark | 3,121 | - | ***.* | 11,903 | - | ***.* |
| Suburban (Chevy) | 3,682 | 3,463 | 6.3 | 13,097 | 13,355 | (1.9) |
| Tahoe | 9,052 | 5,845 | 54.9 | 25,824 | 19,678 | 31.2 |
| Traverse | 8,405 | 7,752 | 8.4 | 34,817 | 29,443 | 18.3 |
| Volt | 1,306 | 1,462 | (10.7) | 5,550 | 5,377 | 3.2 |
| Chevrolet Total | 172,460 | 155,487 | 10.9 | 642,164 | 603,621 | 6.4 |
| Acadia | 6,681 | 6,087 | 9.8 | 28,503 | 23,236 | 22.7 |
| Canyon | 88 | 787 | (88.8) | 724 | 3,851 | (81.2) |
| Savana | 1,529 | 2,342 | (34.7) | 4,414 | 7,380 | (40.2) |
| Sierra | 14,208 | 12,598 | 12.8 | 55,004 | 47,270 | 16.4 |
| Terrain | 7,964 | 7,839 | 1.6 | 34,770 | 30,035 | 15.8 |
| Yukon | 1,577 | 1,762 | (10.5) | 8,494 | 7,879 | 7.8 |
| Yukon XL | 2,752 | 1,188 | 131.6 | 7,817 | 4,836 | 61.6 |
| GMC Total | 34,799 | 32,603 | 6.7 | 139,726 | 124,487 | 12.2 |
| GM Vehicle Total | 237,646 | 213,387 | 11.4 | 902,609 | 821,707 | 9.8 |

25 selling days for the April period this year and 24 for last year.

