# 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) March 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.)
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

## ITEM 8.01 Other Events

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

## EXHIBIT

Description

Sales Release and Charts Dated March 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/ ANNE T. LARIN
Date: March 4, 2013
$\begin{array}{ll}\text { By: } & \text { Anne T. Larin } \\ & \text { Corporate Secretary }\end{array}$

GENERAL MOTORS COMPANY

For Release: Friday, March 1, 2013, 10 a.m. EST

## GM's U.S. Sales Increase 7 Percent in February

DETROIT - General Motors Co. (NYSE: GM) announced today that it sold 224,314 vehicles in the United States in February, up 7 percent compared with a year ago. Retail sales and fleet sales were both up 7 percent. The fleet mix was 25 percent of total sales, equal to a year ago.
"The housing sector has now joined auto sales in propelling the U.S. economy forward," said Kurt McNeil, vice president of U.S. sales operations. "More importantly, the recovery in new home construction is reinforcing the underlying improvement in auto buying conditions, especially for pickups.
"Light vehicle sales have now been running at a mid-15 million unit annual rate since November," he added. "This sets us up well for the launches of key new products this year, including an all-new generation of Chevrolet and GMC full-size pickups and an all-new Chevrolet Impala and Cadillac CTS."

The Cadillac CTS, along with the redesigned Buick LaCrosse and Regal, will be unveiled at the New York International Auto Show later this month.

## Highlights

- All four GM brands posted higher year-over-year sales: Cadillac was up 20 percent; Buick was up 15 percent; GMC was up 10 percent, and Chevrolet was up 5 percent.
- Crossover sales increased 17 percent and compact crossovers had their best month ever; truck sales were up 14 percent and car sales were down 4 percent.
- Sales of GM's full-size pickups were up 28 percent to 58,039 units.
- The Chevrolet Equinox, GMC Terrain and the redesigned Buick Enclave had their best-ever February sales.
- The Chevrolet Spark and Cadillac ATS had their best sales months yet.

| Highlights | Feb. Total <br> Sales | Total Change <br> vs. Feb. 2012 | Feb. Retail <br> Sales | Retail <br> Change vs. <br> Feb. 2012 | CYTD Sales | CYTD vs. <br> 2012 | CYTD <br> Retail Sales | CYTD Retail <br> Sales vs. 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Chevrolet | 158,541 | $4.9 \%$ | 109,188 | $4.1 \%$ | 295,845 | $7.6 \%$ | 201,582 | $10.1 \%$ |
| GMC | 35,778 | $9.8 \%$ | 31,257 | $13.5 \%$ | 66,594 | $15.7 \%$ | 59,721 | $21.4 \%$ |
| Buick | 16,150 | $15.2 \%$ | 14,951 | $13.2 \%$ | 29,613 | $22.2 \%$ | 27,369 | $20.4 \%$ |
| Cadillac | 13,845 | $20.3 \%$ | 12,571 | $12.5 \%$ | 26,961 | $32 \%$ | 24,912 | $27.4 \%$ |
| Total GM | 224,314 | $7.2 \%$ | 167,967 | $7.1 \%$ | 419,013 | $11.1 \%$ | 313,584 | $14.2 \%$ |


| Inventory | Units @ <br> Feb. 28, 2013 | Days Supply <br> (selling day <br> adjusted) | Units @ <br> Jan. 31, 2013 | Days Supply (selling <br> day adjusted) |
| :---: | :---: | :---: | :---: | :---: |
| All Vehicles | 742,887 | 79 | 737,885 | 95 |
| Full-size <br> Pickups | 234,695 | 97 | 234,342 | 117 |


| Industry Sales | Feb. SAAR (est.) | Calendar Year (est.) |
| :---: | :---: | :---: |
| Light Vehicles | 15.5 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's brands include Chevrolet and Cadillac, as well as Baojun, Buick, GMC, Holden, 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.

## 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.

|  | February |  |  | (Calendar Year-to-Date) January - February |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2013 | 2012 | \%Change Volume | 2013 | 2012 | \%Change Volume |
| Enclave | 5,241 | 4,167 | 25.8 | 10,136 | 7,291 | 39.0 |
| Encore | 1,597 | - | ***.* | 1,950 | - | ***.* |
| LaCrosse | 3,667 | 5,228 | (29.9) | 7,215 | 9,241 | (21.9) |
| Lucerne | - | 304 | ***.* | 2 | 725 | (99.7) |
| Regal | 1,474 | 2,636 | (44.1) | 2,479 | 4,491 | (44.8) |
| Verano | 4,171 | 1,688 | 147.1 | 7,831 | 2,483 | 215.4 |
| Buick Total | 16,150 | 14,023 | 15.2 | 29,613 | 24,231 | 22.2 |
| ATS | 3,382 | - | ***.* | 6,163 | - | ***.* |
| CTS | 2,566 | 4,570 | (43.9) | 5,071 | 7,589 | (33.2) |
| DTS | - | 68 | ***.* | 3 | 157 | (98.1) |
| Escalade | 846 | 1,011 | (16.3) | 1,703 | 1,996 | (14.7) |
| Escalade ESV | 582 | 690 | (15.7) | 1,100 | 1,221 | (9.9) |
| Escalade EXT | 191 | 150 | 27.3 | 363 | 258 | 40.7 |
| SRX | 4,108 | 4,983 | (17.6) | 8,488 | 9,149 | (7.2) |
| STS | 1 | 33 | (97.0) | 1 | 59 | (98.3) |
| XTS | 2,169 | - | ***.* | 4,069 | - | ***.* |
| Cadillac Total | 13,845 | 11,505 | 20.3 | 26,961 | 20,429 | 32.0 |
| Avalanche | 2,263 | 1,794 | 26.1 | 4,202 | 3,411 | 23.2 |
| Aveo | - | 17 | ***.* | - | 33 | ***.* |
| Camaro | 6,171 | 6,923 | (10.9) | 11,096 | 12,632 | (12.2) |
| Caprice | 201 | 155 | 29.7 | 438 | 247 | 77.3 |
| Captiva Sport | 3,867 | 2,289 | 68.9 | 7,803 | 4,550 | 71.5 |
| Cobalt | - | 2 | ***.* | - | 3 | ***.* |
| Colorado | 828 | 3,532 | (76.6) | 1,650 | 6,404 | (74.2) |
| Corvette | 980 | 927 | 5.7 | 1,888 | 1,556 | 21.3 |
| Cruze | 17,947 | 20,427 | (12.1) | 32,471 | 35,476 | (8.5) |
| Equinox | 20,649 | 17,851 | 15.7 | 37,872 | 31,513 | 20.2 |
| Express | 5,504 | 5,257 | 4.7 | 9,466 | 9,789 | (3.3) |
| HHR | 1 | 1 | - | 2 | 5 | (60.0) |
| Impala | 15,424 | 15,333 | 0.6 | 29,577 | 31,342 | (5.6) |
| Malibu | 14,817 | 19,987 | (25.9) | 30,640 | 34,663 | (11.6) |
| Silverado-C/K Pickup | 41,643 | 32,297 | 28.9 | 77,088 | 59,147 | 30.3 |
| Sonic | 6,025 | 7,900 | (23.7) | 13,202 | 13,612 | (3.0) |
| Spark | 2,836 | - | ***.* | 5,244 | - | ***.* |
| Suburban (Chevy) | 3,745 | 3,304 | 13.3 | 6,037 | 6,239 | (3.2) |
| Tahoe | 5,316 | 4,212 | 26.2 | 8,935 | 8,207 | 8.9 |
| Traverse | 8,698 | 7,966 | 9.2 | 15,468 | 14,606 | 5.9 |
| Volt | 1,626 | 1,023 | 58.9 | 2,766 | 1,626 | 70.1 |
| Chevrolet Total | 158,541 | 151,197 | 4.9 | 295,845 | 275,061 | 7.6 |
| Acadia | 6,628 | 6,630 | - | 11,816 | 11,500 | 2.7 |
| Canyon | 180 | 1,064 | (83.1) | 482 | 2,123 | (77.3) |
| Savana | 886 | 2,126 | (58.3) | 1,930 | 2,964 | (34.9) |
| Sierra | 14,133 | 11,306 | 25.0 | 26,979 | 20,823 | 29.6 |
| Terrain | 9,802 | 8,086 | 21.2 | 18,352 | 13,735 | 33.6 |
| Yukon | 2,572 | 2,125 | 21.0 | 4,262 | 4,147 | 2.8 |
| Yukon XL | 1,577 | 1,244 | 26.8 | 2,773 | 2,255 | 23.0 |
| GMC Total | 35,778 | 32,581 | 9.8 | 66,594 | 57,547 | 15.7 |
| GM Vehicle Total | 224,314 | 209,306 | 7.2 | 419,013 | 377,268 | 11.1 |

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[^0]:    * 24 selling days for the February period this year and 25 for last year.

