# 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) September 4, 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
U.S. Sales Release and Charts Dated September 4, 2013

## Item 8.01 Other Events

On September 4, 2013, General Motors Company issued a news release announcing August 2013 U.S. sales. The release and charts are attached as Exhibit 99.1.

## Exhibit

Description
U.S. Sales Release and Charts Dated September 4, 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, Sept. 4, 2013, 10 a.m. EDT

## GM's Retail Sales Increased 22 percent in August

Record month for Cadillac XTS, Buick Encore and Verano, Chevrolet Volt, Spark, Sonic and Equinox

DETROIT - General Motors Co. (NYSE: GM) dealers delivered 275,847 vehicles in the United States in August, up 15 percent compared with a year ago. Retail sales increased 22 percent while fleet sales were down 8 percent.

Total and retail deliveries increased by double-digits at all GM brands. In total, Cadillac was up 38 percent, Buick was up 37 percent, GMC was up 14 percent and Chevrolet was up 10 percent. Deliveries to retail customers were up 38 percent at Cadillac, 22 percent at Chevrolet, 16 percent at GMC and 24 percent at Buick. Buick's retail sales were up for the $16^{\text {th }}$ month in row, and it was the brand's best August since 2003. Cadillac's retail sales were the brand's best August since 1989.
"The second half of 2013 is off to a very solid start for GM and our model-year change over and new product launches are going smoothly," said Kurt McNeil, vice president, U.S. sales operations. "We have a lot of momentum and we feel good about the direction of the U.S. economy as we prepare to launch even more new products, including all-new heavy duty pickups and large SUVs for Chevrolet and GMC, a completely redesigned Cadillac CTS and the Chevrolet Corvette Stingray."

GM's sales last month were the highest of 2013 and the best since September 2008, when the global financial crisis began to accelerate. Two years later, on Sept. 8, 2010, Chevrolet launched the Cruze in North America, marking the beginning of an aggressive rollout of new products that will see nearly 30 Chevrolet, Cadillac, Buick and GMC nameplates either all new or redesigned by early 2014.

Since then, the 2011 Chevrolet Volt and the 2013 Cadillac ATS won the North American Car of the Year award, the 2014 Chevrolet Impala was named the top sedan in the country by a leading consumer publication, GM topped the 2013 J.D. Power and Associates Initial Quality Study and the company has returned to competitive levels of leasing. GM and its dealers have also embarked on a multibillion-dollar program to renovate sales and service facilities in all 50 states.
"If our first Cruze customer were to walk into a Chevrolet dealership today, he wouldn't recognize the place," McNeil said. "The same holds true for Buick-GMC and Cadillac. The cars and trucks, the sales and service experience - everything is being elevated so we can offer customers the best ownership experience in the business."

August Sales Highlights (vs. 2012)

- Crossover sales were up 34 percent. The GMC Terrain and Cadillac SRX had their best-ever August sales and the Chevrolet Equinox and Buick Encore had their best months ever.
- Full-size pickup sales were up 15 percent. Large SUV sales were up 29 percent.
- Passenger car deliveries were up 8 percent. Retail deliveries were up 27 percent, driven by a 93 percent increase for the Chevrolet Malibu and a 76 percent increase for the Chevrolet Impala. The Impala has increased its retail share of the large car segment by about 3 percentage points, according to J.D. Power PIN data.
- The Chevrolet Volt had its best month ever, as did the Chevrolet Spark, Chevrolet Sonic, Cadillac XTS and Buick Verano.


## August 2013 Sales

| Month | Total Sales | YOY Change | Retail Sales | YOY Change |
| :---: | :---: | :---: | :---: | :---: |
| Chevrolet | 187,740 | 10.4\% | 143,030 | 21.6\% |
| GMC | 43,202 | 14.2\% | 38,908 | 16.3\% |
| Buick | 24,650 | 36.9\% | 20,038 | 24.1\% |
| Cadillac | 20,255 | 37.8\% | 18,982 | 38.3\% |
| Total GM | 275,847 | 14.7\% | 220,958 | 22.1\% |
|  |  |  |  |  |
| CYTD | Total Sales | YOY Change | Retail Sales | YOY Change |
| Chevrolet | 1,365,544 | 7.5\% | 956,410 | 11.7\% |
| GMC | 303,254 | 10.9\% | 262,215 | 15.1\% |
| Buick | 141,880 | 15.7\% | 125,865 | 15.6\% |
| Cadillac | 119,586 | 31.5\% | 109,767 | 27.9\% |
| Total GM | 1,930,264 | 9.8\% | 1,454,257 | 13.7\% |
|  |  |  |  |  |
| Fleet Segment | Month | YOY Change | CYTD | CYTD Change |
| Fleet Share of Total GM Sales | 19.9\% | (4.9) points | 24.7\% | (2.6) points |
|  |  |  |  |  |
| Inventory | Units at Month-end | Days Supply (selling day adjusted) | Units at Previous Month-end | Days Supply (selling day adjusted) |
| All Vehicles | 628,644 | 64 | 638,517 | 68 |
| GMT-900 Pickups | 106,282 | 60 | 140,035 | 68 |


| Industry Sales | Month (est.) | CYTD (est.) |
| :---: | :---: | :---: |
| Light Vehicle SAAR | 16.3 million range | 15.6 million range |

## 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.

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 fastestgrowing 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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|  | August |  |  | (Calendar Year-to-Date) January - August |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2013 | 2012 | \%Change Volume | 2013 | 2012 | \%Change Volume |
| Enclave | 6,103 | 5,125 | 19.1 | 42,907 | 37,351 | 14.9 |
| Encore | 4,296 | - | ***.* | 19,724 | - | ***.* |
| LaCrosse | 6,965 | 5,593 | 24.5 | 34,893 | 40,486 | (13.8) |
| Lucerne | - | 10 | ***.* | 9 | 964 | (99.1) |
| Regal | 1,460 | 2,072 | (29.5) | 11,467 | 18,684 | (38.6) |
| Verano | 5,826 | 5,200 | 12.0 | 32,880 | 25,104 | 31.0 |
| Buick Total | 24,650 | 18,000 | 36.9 | 141,880 | 122,589 | 15.7 |
| ATS | 3,380 | - | ***.* | 25,468 | - | ***.* |
| CTS | 3,980 | 5,136 | (22.5) | 22,002 | 35,362 | (37.8) |
| DTS | - | 11 | ***.* | 19 | 460 | (95.9) |
| Escalade | 1,203 | 1,264 | (4.8) | 7,985 | 8,381 | (4.7) |
| Escalade ESV | 767 | 742 | 3.4 | 5,282 | 5,200 | 1.6 |
| Escalade EXT | 181 | 183 | (1.1) | 1,522 | 1,160 | 31.2 |
| SRX | 7,211 | 5,203 | 38.6 | 36,144 | 35,564 | 1.6 |
| STS | - | 7 | ***.* | 7 | 156 | (95.5) |
| XTS | 3,533 | 2,158 | 63.7 | 21,157 | 4,650 | 355.0 |
| Cadillac Total | 20,255 | 14,704 | 37.8 | 119,586 | 90,933 | 31.5 |
| Avalanche | 1,525 | 2,294 | (33.5) | 14,899 | 15,119 | (1.5) |
| Aveo | - | 1 | ***.* | 2 | 59 | (96.6) |
| Camaro | 8,875 | 6,675 | 33.0 | 59,156 | 63,298 | (6.5) |
| Caprice | 718 | 731 | (1.8) | 2,452 | 2,411 | 1.7 |
| Captiva Sport | 5,735 | 2,464 | 132.8 | 33,045 | 24,299 | 36.0 |
| Cobalt | - | - | ***.* | - | 11 | ***.* |
| Colorado | 93 | 4,222 | (97.8) | 3,334 | 29,775 | (88.8) |
| Corvette | 655 | 1,210 | (45.9) | 6,999 | 9,219 | (24.1) |
| Cruze | 23,909 | 25,975 | (8.0) | 183,045 | 154,813 | 18.2 |
| Equinox | 25,073 | 20,231 | 23.9 | 169,977 | 151,027 | 12.5 |
| Express | 8,218 | 6,861 | 19.8 | 54,389 | 54,005 | 0.7 |
| HHR | - | - | ***.* | 3 | 20 | (85.0) |
| Impala | 13,274 | 17,066 | (22.2) | 109,571 | 124,920 | (12.3) |
| Malibu | 16,890 | 14,495 | 16.5 | 140,463 | 168,277 | (16.5) |
| Silverado-C/K Pickup | 43,603 | 38,295 | 13.9 | 328,269 | 261,775 | 25.4 |
| Sonic | 11,354 | 8,703 | 30.5 | 62,314 | 57,221 | 8.9 |
| Spark | 4,534 | 2,630 | 72.4 | 25,969 | 4,090 | 534.9 |
| Suburban (Chevy) | 4,003 | 3,093 | 29.4 | 31,847 | 30,606 | 4.1 |
| Tahoe | 6,818 | 5,458 | 24.9 | 54,794 | 44,785 | 22.3 |
| Traverse | 9,112 | 6,743 | 35.1 | 70,022 | 61,355 | 14.1 |
| Volt | 3,351 | 2,831 | 18.4 | 14,994 | 13,497 | 11.1 |
| Chevrolet Total | 187,740 | 169,978 | 10.4 | 1,365,544 | 1,270,582 | 7.5 |
| Acadia | 7,801 | 8,148 | (4.3) | 61,857 | 57,698 | 7.2 |
| Canyon | 12 | 702 | (98.3) | 910 | 7,063 | (87.1) |
| Savana | 1,128 | 1,545 | (27.0) | 10,738 | 16,254 | (33.9) |
| Sierra | 18,017 | 14,495 | 24.3 | 122,232 | 98,545 | 24.0 |
| Terrain | 11,120 | 9,143 | 21.6 | 69,651 | 63,340 | 10.0 |
| Yukon | 2,345 | 2,211 | 6.1 | 17,240 | 17,078 | 0.9 |
| Yukon XL | 2,779 | 1,594 | 74.3 | 20,626 | 13,388 | 54.1 |
| GMC Total | 43,202 | 37,838 | 14.2 | 303,254 | 273,366 | 10.9 |
| GM Vehicle Total | 275,847 | 240,520 | 14.7 | 1,930,264 | 1,757,470 | 9.8 |

28 selling days for the August period this year and 27 for last year.

