# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, DC 20549-1004 

## FORM 8-K

$\qquad$
CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF
THE SECURITIES EXCHANGE ACT OF 1934
Date of Report (Date of earliest event reported) December 1, 2011

## GENERAL MOTORS COMPANY

(Exact Name of Registrant as Specified in its Charter)

DELAWARE
(State or other jurisdiction of incorporation)

001-34960
(Commission File Number)

## 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 8.01 Other Events
On December 1, 2011, General Motors Company (GM) issued a news release announcing November sales. The release and charts are attached as Exhibit 99.1 .

## EXHIBIT

| Exhibit | $\frac{\text { Description }}{\text { Exhibit 99.1 }}$Sales Release and Charts <br>  <br>  <br> Dated December 1, 2011 Filing |
| :--- | :--- |

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## 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)
By: /s/ Nick S. Cyprus
Nick S. Cyprus
Vice President, Controller and Chief Accounting Officer

## GENERAL MOTORS COMPANY

## GM's U.S. Sales Up 7 Percent in November

## Chevrolet Cruze and Sonic drive 54-percent increase in small and compact car sales

DETROIT - General Motors Co. (NYSE: GM) today reported total sales of 180,402 vehicles in November, up 7 percent compared with November 2010.
Retail deliveries were up 15 percent compared with the same month a year ago and accounted for 77 percent of GM sales. Deliveries to fleets were down 14 percent.
"We are seeing a broad spectrum of customers return to the market," said Don Johnson, vice president, U.S. Sales Operations. "Truck sales showed a very solid increase, as we expected, but the momentum building behind our most fuel-efficient vehicles was even stronger."

In November, combined sales of GM small and compact cars, led by the new Chevrolet Sonic and consistently strong-selling Chevrolet Cruze, were up 54 percent compared with a year ago. GM’s total passenger car sales increased 1 percent, crossover sales decreased 9 percent and sales of trucks, which include full-size pickups, vans and SUVs, increased 25 percent.

Highlights for the month include a 34 percent increase in Chevrolet Silverado sales and a 22 percent increase in GMC Sierra sales. Other vehicles posting doubledigit sales increases were the Chevrolet Cruze, Camaro, Avalanche, Colorado, Suburban, Tahoe and Express van, the GMC Yukon and Yukon XL, and the Cadillac SRX.

Calendar year to date, all four GM brands have increased their sales compared with the same period a year ago, on the strength of double-digit increases in retail sales.

| Sales <br> Highlights | Nov. 2011 <br> Total Sales (vehicles) | Total Change vs. Nov. 2010 | $\begin{gathered} \text { Nov. } 2011 \\ \text { Retail Sales } \\ \text { vs. Nov. } \\ 2010 \\ \hline \end{gathered}$ | $\begin{gathered} \text { CYTD Total } \\ \text { Sales } \\ \text { (vehicles) } \\ \hline \end{gathered}$ | $\begin{gathered} \text { CYTD Total } \\ \text { Sales } \\ \text { Change vs. } \\ 2010 \\ \hline \end{gathered}$ | $\begin{gathered} \text { CYTD Retail } \\ \text { Sales } \\ \text { Change vs. } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Chevrolet | 128,907 | 9.6\% | 22.9\% | 1,614,654 | 13.9\% | 21.1\% |
| GMC | 29,470 | 6.8\% | 8.3\% | 356,026 | 21.6\% | 19.1\% |
| Buick | 10,880 | (7.2\%) | (7.1\%) | 162,659 | 17.6\% | 17.8\% |
| Cadillac | 11,145 | (5.6\%) | (1.4\%) | 136,130 | 4.5\% | 11.2\% |
| Total GM | 180,402 | 6.9\% | 15.1\% | 2,269,469 | 14.7\% | 19.7\% |

GM ended November with about 620,000 units in dealer stock and expects to end the year with inventory in the high 500,000 -unit range, including approximately 200,000 full-size pickup trucks, as previously announced.

| Inventory |  | $\begin{gathered} \text { Units @ } \\ \text { Nov. 30, } 2011 \\ \hline \end{gathered}$ | Days Supply (selling days adjusted) | $\begin{gathered} \text { Units @ } \\ \text { Oct. 31, } 2011 \end{gathered}$ | Days Supply (selling days adjusted) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| All Vehicles |  | 623,666 | 86 | 592,151 | 82 |
| Full-size Pickups |  | 202,720 | 105 | 207,596 | 104 |
| Industry <br> Sales | October | $\begin{gathered} \text { Nov. SAAR } \\ \text { (est.) } \end{gathered}$ | $\underset{\text { (est.) }}{\substack{\text { CYTD SAAR }}}$ | $\begin{gathered} \text { Full Year } 2011 \\ \text { (est.) } \end{gathered}$ |  |
| Total Vehicles | 13.6 million | 14.0 million | 13.0 million | $\overline{13.0 \mathrm{mi}}$ | 3.5 million <br> , |

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, 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:

Jim Cain
GM Communications
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james.cain@gm.com

## 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 forwardlooking 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.

## GM U.S. Deliveries for November 2011 - Divisional Brand Level

| *S/D Curr: 25 | November |  |  |  | (Calendar Year-to-Date) <br> January - November |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| *S/D Prev: 24 | 2011 | 2010 | \% Chg Volume | $\begin{gathered} \text { \% Chg } \\ \text { per S/D } \end{gathered}$ | 2011 | 2010 | \% Chg Volume |
| Vehicle Total | 180,402 | 168,739 | 6.9 | 2.6 | 2,269,469 | 1,991,042 | 14.0 |
| Brand Total | 180,402 | 168,704 | 6.9 | 2.7 | 2,269,469 | 1,978,995 | 14.7 |
| Other Brand Total | 0 | 35 | ***.* | ***.* | 0 | 12,047 | ***.* |

GM Vehicle Deliveries by Marketing Division

|  | 2011 | 2010 | \% Chg <br> Volume | $\begin{array}{r} \text { \% Chg } \\ \text { per S/D } \\ \hline \end{array}$ | 2011 | 2010 | \% Chg <br> Volume |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Buick Total | 10,880 | 11,725 | -7.2 | -10.9 | 162,659 | 138,294 | 17.6 |
| Cadillac Total | 11,145 | 11,801 | -5.6 | -9.3 | 136,130 | 130,207 | 4.5 |
| Chevrolet Total ** | 128,907 | 117,588 | 9.6 | 5.2 | 1,614,654 | 1,417,672 | 13.9 |
| GMC Total ** | 29,470 | 27,590 | 6.8 | 2.5 | 356,026 | 292,822 | 21.6 |
| Brand Total | 180,402 | 168,704 | 6.9 | 2.7 | 2,269,469 | 1,978,995 | 14.7 |
| HUMMER Total | 0 | 25 | ***.* | ***.* | 0 | 3,774 | ***.* |
| Pontiac Total | 0 | 7 | ***.* | ***.* | 0 | 1,052 | ***.* |
| Saab Total | 0 | 0 | ***.* | ***.* | 0 | 608 | ***.* |
| Saturn Total | 0 | 3 | ***.* | ***.* | 0 | 6,613 | ***.* |
| Other Brand Total | 0 | 35 | ***.* | ***.* | 0 | 12,047 | ***.* |
| GM Vehicle Total | 180,402 | 168,739 | 6.9 | 2.6 | 2,269,469 | 1,991,042 | 14.0 |

* Twenty-five selling days for the November period this year and twenty-four for last year.
** Calendar Year 2010 includes GMC \& Chevrolet Dealer deliveries of commercial vehicles distributed by American Isuzu Motors, Inc.

|  | November |  |  |  | (Calendar Year-to-Date) January - November |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 | 2010 | \% Chg Volume | $\begin{aligned} & \hline \% \mathrm{Chg} \\ & \text { per S/D } \end{aligned}$ | 2011 | 2010 | \% Chg Volume |
| Selling Days (S/D) | 25 | 24 |  |  |  |  |  |
| Enclave | 3,924 | 3,810 | 3.0 | -1.1 | 52,837 | 48,792 | 8.3 |
| LaCrosse | 4,008 | 4,070 | -1.5 | -5.5 | 53,114 | 56,038 | -5.2 |
| Lucerne | 824 | 1,866 | -55.8 | -57.6 | 19,646 | 24,197 | -18.8 |
| Regal | 2,120 | 1,979 | 7.1 | 2.8 | 37,058 | 9,267 | 299.9 |
| Verano | 4 | 0 | ***.* | ***.* | 4 | 0 | ***.* |
| Buick Total | 10,880 | 11,725 | -7.2 | -10.9 | 162,659 | 138,294 | 17.6 |
| CTS | 3,804 | 3,727 | 2.1 | -2.0 | 49,622 | 40,485 | 22.6 |
| DTS | 264 | 1,384 | -80.9 | -81.7 | 11,423 | 17,102 | -33.2 |
| Escalade | 1,274 | 1,347 | -5.4 | -9.2 | 13,189 | 13,832 | -4.6 |
| Escalade ESV | 777 | 763 | 1.8 | -2.2 | 7,269 | 7,412 | -1.9 |
| Escalade EXT | 196 | 197 | -0.5 | -4.5 | 1,774 | 1,816 | -2.3 |
| SRX | 4,736 | 4,076 | 16.2 | 11.5 | 49,581 | 45,229 | 9.6 |
| STS | 94 | 307 | -69.4 | -70.6 | 3,260 | 4,144 | -21.3 |
| XLR | 0 | 0 | ***.* | ***.* | 12 | 187 | -93.6 |
| Cadillac Total | 11,145 | 11,801 | -5.6 | -9.3 | 136,130 | 130,207 | 4.5 |
| Avalanche | 1,857 | 1,459 | 27.3 | 22.2 | 17,542 | 18,409 | -4.7 |
| Aveo | 30 | 3,262 | -99.1 | -99.1 | 28,577 | 44,586 | -35.9 |
| Camaro | 5,127 | 4,164 | 23.1 | 18.2 | 81,495 | 75,685 | 7.7 |
| Caprice | 167 | 0 | ***.* | ***.* | 781 | 0 | ***.* |
| Captiva Sport | 2,915 | 0 | **** | **** | 5,055 | 0 | ***.* |
| Chevy C/T Series | 0 | 0 | ***.* | ***.* | 0 | 9 | ***.* |
| Chevy W Series | 0 | 28 | ***.* | ***.* | 0 | 286 | ***.* |
| Cobalt | 1 | 931 | -99.9 | -99.9 | 851 | 96,740 | -99.1 |
| Colorado | 1,978 | 1,598 | 23.8 | 18.8 | 28,056 | 22,255 | 26.1 |
| Corvette | 910 | 836 | 8.9 | 4.5 | 12,126 | 11,645 | 4.1 |
| Cruze | 13,238 | 8,066 | 64.1 | 57.6 | 215,057 | 13,630 | ***.* |
| Equinox | 14,936 | 15,387 | -2.9 | -6.8 | 175,079 | 127,215 | 37.6 |
| Express | 5,387 | 4,760 | 13.2 | 8.6 | 63,482 | 53,279 | 19.2 |
| HHR | 23 | 4,118 | -99.4 | -99.5 | 36,862 | 71,371 | -48.4 |
| Impala | 10,851 | 14,693 | -26.1 | -29.1 | 160,955 | 160,667 | 0.2 |
| Kodiak 4/5 Series | 0 | 6 | ***.* | ***.* | 10 | 1,189 | -99.2 |
| Kodiak 6/7/8 Series | 0 | 4 | ***.* | ***.* | 0 | 245 | ***.* |
| Malibu | 10,269 | 11,651 | -11.9 | -15.4 | 191,774 | 187,250 | 2.4 |
| Silverado-C/K Pickup | 34,251 | 25,619 | 33.7 | 28.3 | 367,343 | 327,617 | 12.1 |
| Sonic | 4,496 | 0 | ***.* | ***.* | 10,035 | 0 | ***.* |
| Suburban (Chevy) | 5,787 | 4,726 | 22.5 | 17.6 | 43,497 | 40,888 | 6.4 |
| Tahoe | 8,401 | 6,325 | 32.8 | 27.5 | 72,097 | 68,193 | 5.7 |
| TrailBlazer | 0 | 1 | ***.* | ***.* | 33 | 216 | -84.7 |
| Traverse | 7,144 | 9,954 | -28.2 | -31.1 | 97,805 | 96,221 | 1.6 |
| Uplander | 0 | 0 | ***.* | ***.* | 0 | 76 | ***.* |
| Volt | 1,139 | 0 | ***.* | ***.* | 6,142 | 0 | ***.* |
| Chevrolet Total | 128,907 | 117,588 | 9.6 | 5.2 | 1,614,654 | 1,417,672 | 13.9 |
| Acadia | 4,886 | 5,541 | -11.8 | -15.3 | 71,933 | 60,677 | 18.6 |
| Canyon | 462 | 598 | -22.7 | -25.8 | 8,874 | 7,166 | 23.8 |
| Envoy | 0 | 1 | ***.* | ***.* | 5 | 82 | -93.9 |
| GMC C/T Series | 0 | 0 | ***.* | ***.* | 0 | 54 | ***.* |
| GMC W Series | 0 | 25 | ***.* | ***.* | 0 | 382 | ***.* |
| Savana | 732 | 949 | -22.9 | -26.0 | 14,738 | 12,792 | 15.2 |
| Sierra | 11,971 | 9,781 | 22.4 | 17.5 | 132,675 | 112,999 | 17.4 |
| Terrain | 5,654 | 5,902 | -4.2 | -8.0 | 75,455 | 51,216 | 47.3 |
| Topkick 4/5 Series | 0 | 6 | ***.* | ***.* | 5 | 907 | -99.4 |
| Topkick 6/7/8 Series | 0 | 0 | ***.* | **** | 8 | 418 | -98.1 |
| Yukon | 2,987 | 2,317 | 28.9 | 23.8 | 30,282 | 24,890 | 21.7 |
| Yukon XL | 2,778 | 2,470 | 12.5 | 8.0 | 22,051 | 21,239 | 3.8 |
| GMC Total | 29,470 | 27,590 | 6.8 | 2.5 | 356,026 | 292,822 | 21.6 |
| Brand Total | 180,402 | 168,704 | 6.9 | 2.7 | 2,269,469 | 1,978,995 | 14.7 |
| HUMMER Total | 0 | 25 | ***.* | ***.* | 0 | 3,774 | ***.* |
| Pontiac Total | 0 | 7 | ***.* | ***.* | 0 | 1,052 | ***.* |
| Saab Total | 0 | 0 | ***.* | ***.* | 0 | 608 | ***.* |
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| Other Brand Total | 0 | 35 | ***.* | ***.* | 0 | 12,047 | ***.* |
| GM Vehicle Total | 180,402 | 168,739 | 6.9 | 2.6 | 2,269,469 | 1,991,042 | 14.0 |

