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GENERAL MOTORS CORP
Form 8-K
November 03, 2003

UNITED STATES SECURITIES AND EXCHANGE COMMISSION
Washington, DC 20549-1004

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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) November 3, 2003

GENERAL MOTORS CORPORATION

(Exact Name of Registrant as Specified in its Charter)

| | |
|---|--|
| STATE OF DELAWARE ----- (State or other jurisdiction of Incorporation or Organization) | 38-0572515 ----- (I.R.S. Employer Identification No.) |
| 300 Renaissance Center, Detroit, Michigan ----- (Address of Principal Executive Offices) | 48265-3000 ----- (Zip Code) |

Registrant's telephone number, including area code (313) 556-5000

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ITEM 5. OTHER ITEMS

On November 3, 2003, General Motors Corporation (GM) issued a news release announcing October sales. The release is as follows:

GM Reports October Sales of 363,043, Down 7 Percent
Calendar Year-To-Date Truck Sales on Par with Record 2002 Pace

DETROIT - General Motors Corp. dealers sold 363,043 new cars and trucks in October in the United States, down 7 percent compared to strong year-ago levels. GM's overall truck sales (220,374) were down 8 percent over a year ago. Car sales (142,669) were down 6 percent.

"GM's sales in October fell short of our objectives, partially due to a smaller industry than expected and in part due to a slight hangover from our very strong performance in the third quarter," said John Smith, group vice president of GM Vehicle Sales, Service and Marketing. "Truck sales continued at a strong pace, particularly the Chevrolet Tahoe and Suburban and the GMC Yukon and Yukon XL. The momentum we have with our industry-leading truck line-up and recent new vehicle launches is reflected in market share year-to-date improvement through September in the majority of our brands, including Chevrolet, Cadillac, GMC, Saab, Saturn and HUMMER. The increasing availability of our new vehicles such as the Chevrolet Malibu and Cadillac SRX will help position GM for a strong finish to the year."

GM Truck Sales

Sales of GM's industry-leading truck lineup were down 8 percent compared to a strong October last year. Large (23,980) and extra-large utilities (20,056) again posted strong sales, each up over 26 percent. While total utilities (105,640) were down 6 percent, this was the sixth time in the last 7 months that sales of GM utilities surpassed 100,000 units. GM has sold over 1,000,000 utilities for the calendar year-to-date (1,026,213).

GM Car Sales

Despite the 6 percent decline in GM car sales in October, there were several vehicles that reflected strong sales performance. Sales of GM entry-level cars improved 23 percent, led by the Chevrolet Cavalier (22,499) with a 55 percent improvement, and the Pontiac Sunfire (3,586), up 33 percent. Additionally, Saab 9-3 sold 2,357 units, an exceptional 181 percent increase.

Divisional Highlights

Chevrolet - Chevrolet car sales (56,344) improved 11 percent from last year. Chevrolet continues to lead the mid-size car segment in the U.S. for the year-to-date, led by strong sales of Impala, which was up 44 percent year-to-date (231,526). Chevrolet truck sales were led by Tahoe (16,029), which improved 20 percent, and the Suburban, which was up 25 percent with 12,896 deliveries. Chevrolet sales for the year-to-date (2,207,250) were comparable (-0.6 percent) with last year.

Cadillac - Cadillac truck sales (6,438) had its best-ever month, up 38 percent in October, driven by continuing strong sales of the Escalade portfolio. For the year-to-date, total deliveries (172,325) were up 5 percent, and truck sales (48,161) improved 18 percent. The two newest additions to Cadillac's portfolio,

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the XLR and SRX, are arriving in dealerships and are being well-received by consumers. Cadillac is on-track to surpass 200,000 unit sales for the calendar year for the first time since 1994.

GMC - Yukon deliveries in October (7,951) were up 41 percent from year-ago levels, and Yukon XL sales (7,160) improved 27 percent. As a result of continuing strong utility sales throughout the year, GMC's calendar year-to-date sales performance (472,810) improved 2 percent over record year-ago levels.

HUMMER - HUMMER deliveries in October were 3,157 units, which made it the division's best sales month for the calendar year. Calendar year-to-date sales were 28,610, up 143 percent. H2 sales in October were 3,072, and for the year-to-date, sales (27,994) were up 150 percent.

Saturn - ION had 8,860 deliveries in October. In its first full year in the market, ION will sell over 100,000 vehicles. VUE sales for the calendar year (69,529) were up 23 percent.

Saab - Saab car sales surpassed 40,000 units in the U.S. for the first time in 16 years. Calendar year-to-date, Saab sales (40,808) were up 26 percent. In October, Saab sold 3,349 units, an 82 percent improvement. The 9-3 was up 181 percent, with 2,357 units sold.

Pontiac - Grand Am deliveries in October were 11,130, up 40.5 percent from a year ago. Sunfire sales (3,586) were up 32 percent. Vibe sales for the calendar year-to-date (50,043) were a 64 percent improvement from last year.

Buick - Buick truck deliveries in October (5,959) were up 23 percent. Calendar year-to-date, Buick truck sales (57,036) were up 9 percent, and Rendezvous deliveries (55,891) were up 7 percent.

Certified Used Vehicles

GM Certified Used Vehicles had strong October sales of 34,614 units and continued its positive sales momentum with calendar year-to-date sales of 337,851 units, up 25 percent from the year-ago period. Cadillac Certified Pre-Owned Vehicles reported 3,044 sales; Saturn Certified Used Vehicles reported sales of 2,924 units; and Saab Certified Pre-Owned Vehicles reported 420 sales.

"GM Certified Used Vehicles posted one of its best sales months of 2003, while Saab Certified more than doubled its sales from last October and increased calendar year-to-date sales 134 percent," said Smith. "GM's combined certified used sales for the year are now 403,645, a 27 percent increase from last year. We are confident that certified sales will have a strong finish to the year."

GM Announces October Production Results and Revised Fourth-Quarter Production Forecast

In October, GM North America produced 526,500 vehicles (207,500 cars and 319,000 trucks), compared to 579,000 vehicles (243,000 cars and 336,000 trucks) produced in October 2002. Production totals include joint venture production of 14,000 vehicles in October and 17,600 vehicles in October 2002.

Also, GM is revising its fourth-quarter production forecast for North America to 1.36 million vehicles (553,000 cars and 807,000 trucks), up 10,000 units from last month's initial forecast of 1.35 million vehicles (562,000 cars and 788,000 trucks). In the fourth-quarter of 2002, GM North America production was 1.426 million vehicles (602,000 cars and 824,000 trucks).

GM also announced revised fourth-quarter production forecasts for its international regions:

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GM Europe - The region's revised fourth-quarter production forecast is 445,000 vehicles, down 2,000 vehicles from last month's forecast. GM Europe built 453,000 vehicles in the fourth quarter of 2002.

GM Asia Pacific - The region's revised fourth-quarter production forecast is 114,000 vehicles, up 9,000 vehicles from last month's guidance. The region built 81,000 vehicles in the fourth quarter of 2002.

GM Latin America, Africa and the Middle East - The region's revised fourth-quarter forecast is 156,000 vehicles, up 15,000 vehicles from last month's forecast of 141,000 vehicles. The region built 157,000 vehicles in the fourth quarter of 2002.

General Motors Corp. (NYSE: GM), the world's largest vehicle manufacturer, employs 341,000 people globally in its core automotive business and subsidiaries. Founded in 1908, GM has been the global automotive sales leader since 1931. GM today has manufacturing operations in 32 countries and its vehicles are sold in more than 190 countries. In 2002, GM sold more than 8.6 million cars and trucks, nearly 15 percent of the global vehicle market. GM's global headquarters is at the GM Renaissance Center in Detroit. More information on GM and its products can be found on the company's consumer website at www.gm.com.

Note: GM sales and production results are available on GM Media OnLine at <http://media.gm.com> by clicking on News, then Sales/Production. In this press release and related comments by General Motors management, our use of the words "expect," "anticipate," "estimate," "forecast," "objective," "plan," "goal" and similar expressions is intended to identify forward looking statements. While these statements represent our current judgment on what the future may hold, and we believe these judgments are reasonable, actual results may differ materially due to numerous important factors that are described in GM's most recent report on SEC Form 10-K (at page II-18) which may be revised or supplemented in subsequent reports on SEC Forms 10-Q and 8-K. Such factors include, among others, the following: changes in economic conditions, currency exchange rates or political stability; shortages of fuel, labor strikes or work stoppages; market acceptance of the corporation's new products; significant changes in the competitive environment; changes in laws, regulations and tax rates; and, the ability of the corporation to achieve reductions in cost and employment levels to realize production efficiencies and implement capital expenditures at levels and times planned by management.

#

Detroit -- General Motors dealers in the United States today reported the following vehicle sales:

| | October | | % Chg per S/D | Calendar Year-to-Date January - October | | |
|---------------|---------|---------|------------------|--|-----------|------|
| | 2003 | 2002 | | 2003 | 2002 | %Chg |
| Curr S/D: 27 | | | | | | |
| Prev S/D: 27 | | | | | | |
| Vehicle Total | 363,043 | 391,070 | -7.2 | 3,945,322 | 4,075,780 | -3.2 |
| Car Total | 142,669 | 151,318 | -5.7 | 1,642,156 | 1,759,670 | -6.7 |
| Truck Total | 220,374 | 239,752 | -8.1 | 2,303,166 | 2,316,110 | -0.6 |

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| | | | | | | |
|---------------------|---------|---------|------|-----------|-----------|------|
| Light Truck Total | 217,173 | 236,673 | -8.2 | 2,269,964 | 2,284,589 | -0.6 |
| Light Vehicle Total | 359,842 | 387,991 | -7.3 | 3,912,120 | 4,044,259 | -3.3 |

| Market Division Vehicle Total | October | | | Calendar Year-to-Date January - October | | |
|----------------------------------|---------|---------|------------------|--|-----------|-------|
| | 2003 | 2002 | % Chg per S/D | 2003 | 2002 | %Chg |
| Buick | 24,323 | 31,591 | -23.0 | 282,090 | 356,057 | -20.8 |
| Cadillac | 18,645 | 18,711 | -0.4 | 172,325 | 164,133 | 5.0 |
| Chevrolet | 200,311 | 204,295 | -2.0 | 2,207,250 | 2,219,914 | -0.6 |
| GMC | 46,821 | 48,233 | -2.9 | 472,810 | 462,897 | 2.1 |
| HUMMER | 3,157 | 3,868 | -18.4 | 28,610 | 11,784 | 142.8 |
| Oldsmobile | 9,872 | 12,057 | -18.1 | 106,304 | 135,263 | -21.4 |
| Other - Isuzu | 996 | 1,270 | -21.6 | 10,594 | 11,278 | -6.1 |
| Pontiac | 37,599 | 41,884 | -10.2 | 389,800 | 443,347 | -12.1 |
| Saab | 3,349 | 1,844 | 81.6 | 40,808 | 32,290 | 26.4 |
| Saturn | 17,970 | 27,317 | -34.2 | 234,731 | 238,817 | -1.7 |

Sales of Domestically Produced Vehicles

| | | | | | | |
|-------------|---------|---------|------|-----------|-----------|------|
| Car | 139,320 | 149,473 | -6.8 | 1,601,333 | 1,727,142 | -7.3 |
| Light Truck | 217,173 | 236,673 | -8.2 | 2,269,964 | 2,284,589 | -0.6 |

Twenty-seven selling days for the October period this year and twenty-seven for last year.

*American Isuzu Motors, Inc., dealer sales of commercial vehicles distributed by General Motors Corporation as reported to General Motor by American Isuzu Motors, Inc.

2-1P
GM Car Deliveries - (United States)
October 2003

| | October | | | Calendar Year-to-Date January - October | | |
|--------------------|---------|--------|-----------------|--|---------|-------|
| | 2003 | 2002 | %Chg per S/D | 2003 | 2002 | %Chg |
| Selling Days (S/D) | 27 | 27 | | | | |
| Century | 6,618 | 10,700 | -38.1 | 81,550 | 130,623 | -37.6 |
| LeSabre | 7,338 | 8,969 | -18.2 | 100,709 | 114,662 | -12.2 |
| Park Avenue | 2,498 | 2,705 | -7.7 | 22,532 | 25,789 | -12.6 |
| Regal | 1,910 | 4,377 | -56.4 | 20,263 | 32,707 | -38.0 |

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| | | | | | | |
|--|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 18,364 | 26,751 | -31.4 | 225,054 | 303,781 | -25.9 |
| Catera | 0 | 1 | ***.* | 15 | 238 | -93.7 |
| CTS | 3,844 | 4,848 | -20.7 | 41,073 | 29,180 | 40.8 |
| DeVille | 6,818 | 6,933 | -1.7 | 66,674 | 70,607 | -5.6 |
| Eldorado | 4 | 287 | -98.6 | 192 | 5,266 | -96.4 |
| Seville | 1,300 | 1,991 | -34.7 | 15,884 | 18,177 | -12.6 |
| XLR | 241 | 0 | ***.* | 326 | 0 | ***.* |
| Cadillac Total | 12,207 | 14,060 | -13.2 | 124,164 | 123,468 | 0.6 |
| Camaro | 20 | 1,425 | -98.6 | 1,092 | 26,865 | -95.9 |
| Cavalier | 22,499 | 14,549 | 54.6 | 216,534 | 207,388 | 4.4 |
| Classic | 6,008 | 0 | ***.* | 30,999 | 0 | ***.* |
| Corvette | 1,878 | 3,094 | -39.3 | 24,553 | 27,533 | -10.8 |
| Impala | 15,077 | 17,306 | -12.9 | 231,526 | 161,001 | 43.8 |
| Lumina | 0 | 2 | ***.* | 15 | 34 | -55.9 |
| Malibu | 6,695 | 9,323 | -28.2 | 107,306 | 143,815 | -25.4 |
| Metro | 0 | 0 | ***.* | 1 | 13 | -92.3 |
| Monte Carlo | 4,081 | 5,096 | -19.9 | 55,943 | 55,329 | 1.1 |
| Prizm | 0 | 82 | ***.* | 16 | 14,263 | -99.9 |
| SSR | 86 | 0 | ***.* | 87 | 0 | ***.* |
| Chevrolet Total | 56,344 | 50,877 | 10.7 | 668,072 | 636,241 | 5.0 |
| Alero | 7,690 | 7,704 | -0.2 | 81,894 | 81,803 | 0.1 |
| Aurora | 104 | 547 | -81.0 | 3,014 | 8,045 | -62.5 |
| Intrigue | 25 | 737 | -96.6 | 776 | 13,779 | -94.4 |
| Oldsmobile Total | 7,819 | 8,988 | -13.0 | 85,684 | 103,627 | -17.3 |
| Bonneville | 1,385 | 2,519 | -45.0 | 19,680 | 31,913 | -38.3 |
| Firebird | 24 | 1,022 | -97.7 | 900 | 19,400 | -95.4 |
| Grand Am | 11,130 | 7,924 | 40.5 | 127,632 | 131,510 | -2.9 |
| Grand Prix | 12,342 | 14,830 | -16.8 | 98,302 | 107,561 | -8.6 |
| Sunfire | 3,586 | 2,708 | 32.4 | 36,615 | 57,291 | -36.1 |
| Vibe | 3,794 | 6,509 | -41.7 | 50,043 | 30,462 | 64.3 |
| Pontiac Total | 32,261 | 35,512 | -9.2 | 333,172 | 378,137 | -11.9 |
| 9-3 | 2,357 | 839 | 180.9 | 29,010 | 17,299 | 67.7 |
| 9-5 | 992 | 1,005 | -1.3 | 11,798 | 14,991 | -21.3 |
| Saab Total | 3,349 | 1,844 | 81.6 | 40,808 | 32,290 | 26.4 |
| ION | 8,860 | 1,009 | 778.1 | 98,303 | 1,009 | ***.* |
| Saturn L Series | 3,291 | 5,544 | -40.6 | 59,853 | 71,755 | -16.6 |
| Saturn S Series | 174 | 6,733 | -97.4 | 7,046 | 109,362 | -93.6 |
| Saturn Total | 12,325 | 13,286 | -7.2 | 165,202 | 182,126 | -9.3 |
| GM Total | 142,669 | 151,318 | -5.7 | 1,642,156 | 1,759,670 | -6.7 |
| GM Car Deliveries by Production Source | | | | | | |
| GM North America * | 139,320 | 149,473 | -6.8 | 1,601,333 | 1,727,142 | -7.3 |
| GM Import | 3,349 | 1,845 | 81.5 | 40,823 | 32,528 | 25.5 |
| GM Total | 142,669 | 151,318 | -5.7 | 1,642,156 | 1,759,670 | -6.7 |

* Includes U.S./Canada/Mexico

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October 2003

| | October | | | Calendar Year-to-Date January - October | | |
|---|---------|---------|---------|--|-----------|-------|
| | | | %Chg | | | %Chg |
| | 2003 | 2002 | per S/D | 2003 | 2002 | |
| Selling Days (S/D) | 27 | 27 | | | | |
| GM Car Deliveries by Production Source and Marketing Division | | | | | | |
| Buick Total | 18,364 | 26,751 | -31.4 | 225,054 | 303,781 | -25.9 |
| Cadillac Total | 12,207 | 14,059 | -13.2 | 124,149 | 123,230 | 0.7 |
| Chevrolet Total | 56,344 | 50,877 | 10.7 | 668,072 | 636,241 | 5.0 |
| Oldsmobile Total | 7,819 | 8,988 | -13.0 | 85,684 | 103,627 | -17.3 |
| Pontiac Total | 32,261 | 35,512 | -9.2 | 333,172 | 378,137 | -11.9 |
| Saturn Total | 12,325 | 13,286 | -7.2 | 165,202 | 182,126 | -9.3 |
| GM North America Total* | 139,320 | 149,473 | -6.8 | 1,601,333 | 1,727,142 | -7.3 |
| Cadillac Total | 0 | 1 | ***.* | 15 | 238 | -93.7 |
| Saab Total | 3,349 | 1,844 | 81.6 | 40,808 | 32,290 | 26.4 |
| GM Import Total | 3,349 | 1,845 | 81.5 | 40,823 | 32,528 | 25.5 |

| GM Vehicle Deliveries by Marketing Division | | | | | | |
|---|---------|---------|---------|-----------|-----------|-------|
| | | | %Chg | | | %Chg |
| | 2003 | 2002 | per S/D | 2003 | 2002 | |
| Buick Total | 24,323 | 31,591 | -23.0 | 282,090 | 356,057 | -20.8 |
| Cadillac Total | 18,645 | 18,711 | -0.4 | 172,325 | 164,133 | 5.0 |
| Chevrolet Total | 200,311 | 204,295 | -2.0 | 2,207,250 | 2,219,914 | -0.6 |
| GMC Total | 46,821 | 48,233 | -2.9 | 472,810 | 462,897 | 2.1 |
| HUMMER Total | 3,157 | 3,868 | -18.4 | 28,610 | 11,784 | 142.8 |
| Oldsmobile Total | 9,872 | 12,057 | -18.1 | 106,304 | 135,263 | -21.4 |
| Other-Isuzu Total | 996 | 1,270 | -21.6 | 10,594 | 11,278 | -6.1 |
| Pontiac Total | 37,599 | 41,884 | -10.2 | 389,800 | 443,347 | -12.1 |
| Saab Total | 3,349 | 1,844 | 81.6 | 40,808 | 32,290 | 26.4 |
| Saturn Total | 17,970 | 27,317 | -34.2 | 234,731 | 238,817 | -1.7 |
| GM Total | 363,043 | 391,070 | -7.2 | 3,945,322 | 4,075,780 | -3.2 |

* Includes US/Canada/Mexico

3-1P GM Truck Deliveries - (United States) October 2003

| | October | | | Calendar Year-to-Date January - October | | |
|--------------------|---------|-------|---------|--|--------|-------|
| | | | %Chg | | | %Chg |
| | 2003 | 2002 | per S/D | 2003 | 2002 | |
| Selling Days (S/D) | 27 | 27 | | | | |
| Rainier | 823 | 0 | ***.* | 1,145 | 0 | ***.* |
| Rendezvous | 5,136 | 4,840 | 6.1 | 55,891 | 52,276 | 6.9 |
| Total Buick | 5,959 | 4,840 | 23.1 | 57,036 | 52,276 | 9.1 |
| Escalade | 3,123 | 3,286 | -5.0 | 27,776 | 29,804 | -6.8 |
| Escalade ESV | 1,064 | 0 | ***.* | 10,010 | 0 | ***.* |
| Escalade EXT | 1,082 | 1,365 | -20.7 | 8,943 | 10,861 | -17.7 |

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| | | | | | | |
|----------------------------|---------|---------|-------|-----------|-----------|-------|
| SRX | 1,169 | 0 | ***.* | 1,432 | 0 | ***.* |
| Total Cadillac | 6,438 | 4,651 | 38.4 | 48,161 | 40,665 | 18.4 |
| ----- | | | | | | |
| Astro | 2,351 | 3,546 | -33.7 | 34,388 | 44,487 | -22.7 |
| C/K Suburban(Chevy) | 12,896 | 10,288 | 25.3 | 108,051 | 125,324 | -13.8 |
| Chevy C/T Series | 34 | 213 | -84.0 | 668 | 3,980 | -83.2 |
| Chevy W Series | 141 | 172 | -18.0 | 1,818 | 1,894 | -4.0 |
| Express Cutaway/G Cut | 1,499 | 2,082 | -28.0 | 15,570 | 17,529 | -11.2 |
| Express Panel/G Van | 4,980 | 5,479 | -9.1 | 56,556 | 55,623 | 1.7 |
| Express/G Sportvan | 799 | 1,281 | -37.6 | 13,285 | 12,600 | 5.4 |
| Kodiak 4/5 Series | 578 | 364 | 58.8 | 5,946 | 1,107 | 437.1 |
| Kodiak 6/7/8 Series | 281 | 60 | 368.3 | 2,052 | 89 | ***.* |
| S/T Blazer | 6,347 | 6,448 | -1.6 | 43,153 | 87,644 | -50.8 |
| S/T Pickup | 8,671 | 11,328 | -23.5 | 124,424 | 130,605 | -4.7 |
| Tahoe | 16,029 | 13,317 | 20.4 | 162,888 | 173,782 | -6.3 |
| Tracker | 2,050 | 2,977 | -31.1 | 30,835 | 36,314 | -15.1 |
| TrailBlazer | 20,129 | 25,361 | -20.6 | 217,495 | 203,609 | 6.8 |
| Venture | 8,557 | 8,693 | -1.6 | 76,345 | 76,865 | -0.7 |
| | | | | | | |
| Avalanche | 7,001 | 6,709 | 4.4 | 77,164 | 76,963 | 0.3 |
| Silverado-C/K Pickup | 51,624 | 55,100 | -6.3 | 568,540 | 535,258 | 6.2 |
| Chevrolet Fullsize Pickups | 58,625 | 61,809 | -5.2 | 645,704 | 612,221 | 5.5 |
| | | | | | | |
| Chevrolet Total | 143,967 | 153,418 | -6.2 | 1,539,178 | 1,583,673 | -2.8 |
| ----- | | | | | | |
| Envoy | 8,686 | 12,084 | -28.1 | 105,814 | 89,758 | 17.9 |
| GMC C/T Series | 73 | 432 | -83.1 | 1,428 | 9,010 | -84.2 |
| GMC W Series | 375 | 295 | 27.1 | 3,672 | 3,438 | 6.8 |
| S/T Jimmy | 0 | 9 | ***.* | 52 | 928 | -94.4 |
| Safari (GMC) | 1,001 | 892 | 12.2 | 9,558 | 12,010 | -20.4 |
| Savana Panel/G Classic | 1,566 | 1,509 | 3.8 | 16,527 | 18,316 | -9.8 |
| Savana Special/G Cut | 565 | 556 | 1.6 | 9,143 | 7,257 | 26.0 |
| Savana/Rally | 181 | 247 | -26.7 | 2,619 | 2,284 | 14.7 |
| Sierra | 16,095 | 17,746 | -9.3 | 162,490 | 167,216 | -2.8 |
| Sonoma | 2,445 | 2,934 | -16.7 | 31,166 | 35,960 | -13.3 |
| Topkick 4/5 Series | 388 | 203 | 91.1 | 3,799 | 606 | 526.9 |
| Topkick 6/7/8 Series | 335 | 70 | 378.6 | 3,225 | 119 | ***.* |
| Yukon | 7,951 | 5,634 | 41.1 | 68,609 | 61,152 | 12.2 |
| Yukon XL | 7,160 | 5,622 | 27.4 | 54,708 | 54,843 | -0.2 |
| GMC Total | 46,821 | 48,233 | -2.9 | 472,810 | 462,897 | 2.1 |
| ----- | | | | | | |
| HUMMER H1 | 85 | 108 | -21.3 | 616 | 602 | 2.3 |
| HUMMER H2 | 3,072 | 3,760 | -18.3 | 27,994 | 11,182 | 150.3 |
| HUMMER Total | 3,157 | 3,868 | -18.4 | 28,610 | 11,784 | 142.8 |
| ----- | | | | | | |
| Bravada | 841 | 1,004 | -16.2 | 7,361 | 12,494 | -41.1 |
| Silhouette | 1,212 | 2,065 | -41.3 | 13,259 | 19,142 | -30.7 |
| Oldsmobile Total | 2,053 | 3,069 | -33.1 | 20,620 | 31,636 | -34.8 |
| ----- | | | | | | |
| Other-Isuzu F Series | 101 | 217 | -53.5 | 1,200 | 1,630 | -26.4 |
| Other-Isuzu N Series | 895 | 1,053 | -15.0 | 9,394 | 9,648 | -2.6 |
| Other-Isuzu Total | 996 | 1,270 | -21.6 | 10,594 | 11,278 | -6.1 |
| ----- | | | | | | |
| Aztek | 2,352 | 1,772 | 32.7 | 23,911 | 24,196 | -1.2 |
| Montana | 2,986 | 4,600 | -35.1 | 32,717 | 41,014 | -20.2 |
| Pontiac Total | 5,338 | 6,372 | -16.2 | 56,628 | 65,210 | -13.2 |
| ----- | | | | | | |
| VUE | 5,645 | 14,031 | -59.8 | 69,529 | 56,691 | 22.6 |
| Saturn Total | 5,645 | 14,031 | -59.8 | 69,529 | 56,691 | 22.6 |
| ----- | | | | | | |

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|---|---------|---------|-------|-----------|-----------|-------|
| GM Total | 220,374 | 239,752 | -8.1 | 2,303,166 | 2,316,110 | -0.6 |
| ----- | | | | | | |
| GM TRUCK Deliveries by Production Source | | | | | | |
| GM North America * | 219,206 | 238,521 | -8.1 | 2,291,181 | 2,304,151 | -0.6 |
| GM Import | 1,168 | 1,231 | -5.1 | 11,985 | 11,959 | 0.2 |
| GM Total | 220,374 | 239,752 | -8.1 | 2,303,166 | 2,316,110 | -0.6 |
| ----- | | | | | | |
| GM Light Duty Truck Deliveries by Production Source | | | | | | |
| GM North America * | 217,173 | 236,673 | -8.2 | 2,269,964 | 2,284,589 | -0.6 |
| GM Import | 0 | 0 | ***.* | 0 | 0 | ***.* |
| GM Total | 217,173 | 236,673 | -8.2 | 2,269,964 | 2,284,589 | -0.6 |

* Includes U.S./Canada/Mexico

3-1P
GM Truck Deliveries - (United States)
October 2003

| | October | | %Chg per S/D | Calendar Year-to-Date January - October | | |
|--|--------------------|------|-----------------|--|------|------|
| | 2003 | 2002 | | 2003 | 2002 | %Chg |
| | Selling Days (S/D) | 27 | | 27 | | |

| GM TRUCK Deliveries by Production Source and Marketing Division | | | | | | |
|---|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 5,959 | 4,840 | 23.1 | 57,036 | 52,276 | 9.1 |
| Cadillac Total | 6,438 | 4,651 | 38.4 | 48,161 | 40,665 | 18.4 |
| Chevrolet Total | 143,886 | 153,312 | -6.1 | 1,537,997 | 1,582,420 | -2.8 |
| GMC Total | 46,512 | 48,019 | -3.1 | 469,965 | 460,584 | 2.0 |
| HUMMER Total | 3,157 | 3,868 | -18.4 | 28,610 | 11,784 | 142.8 |
| Oldsmobile Total | 2,053 | 3,069 | -33.1 | 20,620 | 31,636 | -34.8 |
| Other-Isuzu Total | 218 | 359 | -39.3 | 2,635 | 2,885 | -8.7 |
| Pontiac Total | 5,338 | 6,372 | -16.2 | 56,628 | 65,210 | -13.2 |
| Saturn Total | 5,645 | 14,031 | -59.8 | 69,529 | 56,691 | 22.6 |
| GM North America Total* | 219,206 | 238,521 | -8.1 | 2,291,181 | 2,304,151 | -0.6 |
| Chevrolet Total | 81 | 106 | -23.6 | 1,181 | 1,253 | -5.7 |
| GMC Total | 309 | 214 | 44.4 | 2,845 | 2,313 | 23.0 |
| Other-Isuzu Total | 778 | 911 | -14.6 | 7,959 | 8,393 | -5.2 |
| GM Import Total | 1,168 | 1,231 | -5.1 | 11,985 | 11,959 | 0.2 |

| GM Light Truck Deliveries by Production Source and Marketing Division | | | | | | |
|---|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 5,959 | 4,840 | 23.1 | 57,036 | 52,276 | 9.1 |
| Cadillac Total | 6,438 | 4,651 | 38.4 | 48,161 | 40,665 | 18.4 |
| Chevrolet Total | 142,933 | 152,609 | -6.3 | 1,528,694 | 1,576,603 | -3.0 |
| GMC Total | 45,650 | 47,233 | -3.4 | 460,686 | 449,724 | 2.4 |
| HUMMER Total | 3,157 | 3,868 | -18.4 | 28,610 | 11,784 | 142.8 |
| Oldsmobile Total | 2,053 | 3,069 | -33.1 | 20,620 | 31,636 | -34.8 |
| Pontiac Total | 5,338 | 6,372 | -16.2 | 56,628 | 65,210 | -13.2 |

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| | | | | | | |
|----------------------------|---------|---------|-------|-----------|-----------|------|
| Saturn Total | 5,645 | 14,031 | -59.8 | 69,529 | 56,691 | 22.6 |
| GM North America Total* | 217,173 | 236,673 | -8.2 | 2,269,964 | 2,284,589 | -0.6 |

GM Light Truck Deliveries by Marketing Division

| | | | | | | |
|------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 5,959 | 4,840 | 23.1 | 57,036 | 52,276 | 9.1 |
| Cadillac Total | 6,438 | 4,651 | 38.4 | 48,161 | 40,665 | 18.4 |
| Chevrolet Total | 142,933 | 152,609 | -6.3 | 1,528,694 | 1,576,603 | -3.0 |
| GMC Total | 45,650 | 47,233 | -3.4 | 460,686 | 449,724 | 2.4 |
| HUMMER Total | 3,157 | 3,868 | -18.4 | 28,610 | 11,784 | 142.8 |
| Oldsmobile Total | 2,053 | 3,069 | -33.1 | 20,620 | 31,636 | -34.8 |
| Pontiac Total | 5,338 | 6,372 | -16.2 | 56,628 | 65,210 | -13.2 |
| Saturn Total | 5,645 | 14,031 | -59.8 | 69,529 | 56,691 | 22.6 |
| GM Total | 217,173 | 236,673 | -8.2 | 2,269,964 | 2,284,589 | -0.6 |

* Includes US/Canada/Mexico

GM Production Schedule - 11/03/03

| Units 000s | GMNA | | | GME** | GMLAAM | GMAP | Total Worldwide | Memo: JV* | |
|---------------------------|------|-------|-------|-------|--------|------|--------------------|-----------|-------|
| | Car* | Truck | Total | | | | | Car | Truck |
| 2003 Q4 # | 553 | 807 | 1,360 | 445 | 156 | 114 | 2,075 | 16 | 20 |
| O/(U) prior forecast:@ | (9) | 19 | 10 | (2) | 15 | 9 | 32 | 0 | (4) |

| Units 000s | GMNA | | | GME** | GMLAAM | GMAP | Total Worldwide | Memo: JV* | |
|------------|-------|-------|-------|-------|--------|------|--------------------|-----------|-------|
| | Car* | Truck | Total | | | | | Car | Truck |
| 1999 | | | | | | | | | |
| 1st Qtr. | 781 | 725 | 1,506 | 524 | 93 | 38 | 2,161 | 20 | 15 |
| 2nd Qtr. | 760 | 795 | 1,555 | 533 | 110 | 25 | 2,223 | 22 | 13 |
| 3rd Qtr. | 660 | 699 | 1,359 | 427 | 112 | 47 | 1,945 | 19 | 11 |
| 4th Qtr. | 759 | 694 | 1,453 | 530 | 97 | 47 | 2,127 | 21 | 17 |
| CY | 2,960 | 2,913 | 5,873 | 2,014 | 412 | 157 | 8,456 | 82 | 56 |
| 2000 | | | | | | | | | |
| 1st Qtr. | 746 | 775 | 1,521 | 572 | 118 | 40 | 2,251 | 24 | 13 |
| 2nd Qtr. | 787 | 781 | 1,568 | 534 | 140 | 45 | 2,287 | 19 | 17 |
| 3rd Qtr. | 689 | 630 | 1,319 | 374 | 151 | 53 | 1,897 | 16 | 18 |
| 4th Qtr. | 670 | 694 | 1,364 | 513 | 135 | 47 | 2,059 | 18 | 17 |
| CY | 2,892 | 2,880 | 5,772 | 1,993 | 544 | 185 | 8,494 | 77 | 65 |
| 2001 | | | | | | | | | |
| 1st Qtr. | 581 | 633 | 1,214 | 538 | 138 | 51 | 1,941 | 13 | 14 |
| 2nd Qtr. | 638 | 726 | 1,364 | 491 | 165 | 64 | 2,084 | 13 | 16 |
| 3rd Qtr. | 573 | 665 | 1,238 | 373 | 146 | 74 | 1,832 | 11 | 15 |

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| | | | | | | | | | |
|------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 4th Qtr. | 573 | 721 | 1,294 | 441 | 127 | 67 | 1,929 | 9 | 16 |
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| CY | 2,365 | 2,745 | 5,110 | 1,842 | 575 | 256 | 7,786 | 46 | 61 |
| 2002 | | | | | | | | | |
| 1st Qtr. | 600 | 753 | 1,353 | 456 | 131 | 65 | 2,005 | 12 | 11 |
| 2nd Qtr. | 688 | 865 | 1,553 | 453 | 141 | 74 | 2,221 | 15 | 17 |
| 3rd Qtr. | 567 | 740 | 1,307 | 408 | 132 | 87 | 1,934 | 19 | 20 |
| 4th Qtr. | 602 | 824 | 1,426 | 453 | 157 | 81 | 2,117 | 16 | 20 |
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| CY | 2,457 | 3,182 | 5,639 | 1,770 | 561 | 307 | 8,277 | 62 | 68 |
| 2003 | | | | | | | | | |
| 1st Qtr. | 592 | 859 | 1,451 | 491 | 127 | 77 | 2,146 | 19 | 24 |
| 2nd Qtr. | 544 | 837 | 1,381 | 488 | 128 | 90 | 2,087 | 19 | 24 |
| 3rd Qtr. | 492 | 752 | 1,244 | 393 | 135 | 122 | 1,894 | 21 | 16 |
| 4th Qtr. # | 553 | 807 | 1,360 | 445 | 156 | 114 | 2,075 | 16 | 20 |
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| CY # | 2,181 | 3,255 | 5,436 | 1,817 | 546 | 403 | 8,202 | 75 | 84 |
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |

@ Numbers may vary due to rounding

* JOINT VENTURE - NUMMI units included in U.S. Car, HUMMER in U.S. Truck, CAMI units included in Canada Car and Truck figures.

** GME Production includes Saab back to 1999

Denotes estimate

Note: Beginning with Q1 2001, a reclassification has been made in the International regions to count vehicles as production in the region of final assembly. 1999 and 2000 data has been adjusted to reflect this reclassification.

This report is governed by the Safe Harbor language found in the Terms and Conditions on the GM Institutional Investor website.

SIGNATURES

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.

| | |
|------------------------|---|
| Date: November 3, 2003 | GENERAL MOTORS CORPORATION (Registrant) |
| | By: /s/PETER R. BIBLE. |
| | ----- |
| | (Peter R. Bible, Chief Accounting Officer) |

