

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GENERAL MOTORS CORP  
Form 8-K  
May 01, 2003

SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 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, 2003  
-----

GENERAL MOTORS CORPORATION  
-----  
(Exact name of registrant as specified in its charter)

|   |  |  |
|---|--|--|
| STATE OF DELAWARE<br>-----<br>(State or other jurisdiction<br>of incorporation) | 1-143<br>-----<br>(Commission File Number) | 38-0572515<br>-----<br>(I.R.S. Employer<br>Identification No.) |
|---|--|--|

|  |                                   |
|--|-----------------------------------|
| 300 Renaissance Center, Detroit, Michigan<br>-----<br>(Address of principal executive offices) | 48265-3000<br>-----<br>(Zip Code) |
|--|-----------------------------------|

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

ITEM 5. OTHER ITEMS

On May 1, 2003, General Motors Corporation (GM) issued a news release announcing April sales. The release is as follows:

## Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GM Reports April Sales of 400,687, Down 9 Percent

Truck Sales Up 2 Percent Versus Year-Ago Levels; Large Pickups Up 12 Percent and Utilities Up 7 Percent  
Luxury Vehicle Sales Strong; Saab Up 39 Percent and Cadillac Up 15 Percent

DETROIT - General Motors Corp. dealers sold 400,687 new cars and trucks in April in the United States. This is a 9 percent decline versus April 2002. GM's overall truck sales (244,965) were up 2 percent over a year ago, and car sales in April (155,722) were down 22 percent from the year-ago level.

"Both GM and the industry had a solid month in April, despite some hesitation in consumer attitudes," said John Smith, group vice president of GM North America Vehicle Sales, Service and Marketing. "Sales of GM luxury vehicles, large pickups and large utilities were strong even with the exceptionally competitive environment. In April, Saab was up 39 percent, Cadillac was up 15 percent and HUMMER sales continued to grow. Building on this performance and with the additional 15 new vehicle launches scheduled for this year, we expect continued improvement in our results over the course of the year."

### GM Truck Sales

GM posted industry record April truck sales, up 2 percent from year-ago levels. It became the first manufacturer to sell more than 90,000 full-size pickups in the month of April, with 91,077 total sales, up 15.5 percent from last year. Chevrolet Silverado and GMC Sierra had strong sales, with increases of 14 percent and 15 percent, respectively, over last year.

GM also achieved industry record utility sales for April, with 102,504 total sales, a 9 percent improvement from year-ago levels. Full-size utilities were up 20 percent, driven by increases for Cadillac Escalade, GMC Yukon, and Chevrolet Tahoe.

### GM Car Sales

GM luxury car sales improved 19 percent in April and were up 8 percent calendar year-to-date, driven by record April sales of Cadillac CTS and strong Saab 9-3 sales. Saab had record April sales, and calendar year-to-date was up 26 percent. Cadillac calendar year-to-date sales increased 18 percent.

### Certified Used Vehicles

GM's industry-leading certified vehicle program had a record month in April with approximately 43,371 total certified used vehicle sales, including the Cadillac, Saturn and Saab certified brands. The previous record was 42,642 units in August 2002. The GM Certified Used Vehicle brand alone also posted record numbers, selling 36,423 vehicles, which is 39 percent higher than last year. "April was a fantastic month for our certified used vehicle program," Smith said. "As more dealers get involved in the program, and more consumers become aware of it, we continue to outpace the growth of the segment."

### GM Announces April Production Results; 2003 Q2 GM North America Production Forecast Unchanged

In April, GM North America produced 461,000 vehicles (179,000 cars and 282,000 trucks) in North America, compared to 535,000 vehicles (235,000 cars and 300,000 trucks) produced in April 2002. (Production totals include joint venture production of 14,800 vehicles in April 2003 and 10,900 vehicles in April 2002.)

GM's 2003 second-quarter production forecast for North America remains unchanged

## Edgar Filing: GENERAL MOTORS CORP - Form 8-K

at 1.39 million units (548,000 cars and 842,000 trucks). In the second quarter of 2002, GM North America built 1.553 million vehicles (688,000 cars and 865,000 trucks).

GM also announced current 2003 second-quarter production forecasts for its international regions:

GM Europe - The region's current second-quarter production forecast is 488,000 vehicles, down 4,000 vehicles from last month's forecast. GM Europe built 453,000 vehicles in the second quarter of 2002.

GM Asia Pacific - GM Asia Pacific's second-quarter forecast is 82,000 vehicles, up 1,000 vehicles from last month's forecast. GM Asia Pacific built 74,000 vehicles in the second quarter of 2002.

GM Latin America, Africa and the Middle East - The region's second quarter production forecast is 149,000 units, down 4,000 from last month's guidance. The region built 141,000 units in the second quarter of 2002.

General Motors Corp. (NYSE: GM), the world's largest vehicle manufacturer, employs 349,000 people globally in its core automotive business and subsidiaries. Founded in 1908, GM has been the global 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 8.5 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](http://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 11-15, 16) 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:

|               | April   |         | % Chg<br>per S/D | Calendar Year-to-Date<br>January - April |           |      |
|---------------|---------|---------|------------------|--|-----------|------|
|               | 2003    | 2002    |                  | 2003                                     | 2002      | %Chg |
| Curr S/D: 26  |         |         |                  |  |           |      |
| Prev S/D: 25  |         |         |                  |  |           |      |
| Vehicle Total | 400,687 | 422,089 | -8.7             | 1,419,097                                | 1,552,244 | -8.6 |
| Car Total     | 155,722 | 191,176 | -21.7            | 609,981                                  | 661,000   | -7.7 |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

|                     |         |         |      |           |           |      |
|---------------------|---------|---------|------|-----------|-----------|------|
| Truck Total         | 244,965 | 230,913 | 2.0  | 809,116   | 891,244   | -9.2 |
| Light Truck Total   | 241,249 | 226,163 | 2.6  | 796,980   | 878,241   | -9.3 |
| Light Vehicle Total | 396,971 | 417,339 | -8.5 | 1,406,961 | 1,539,241 | -8.6 |

| Market Division<br>Vehicle Total | April   |         |                  | Calendar Year-to-Date<br>January - April |         |       |
|----------------------------------|---------|---------|------------------|--|---------|-------|
|                                  | 2003    | 2002    | % Chg<br>per S/D | 2003                                     | 2002    | %Chg  |
| Buick                            | 25,389  | 35,153  | -30.6            | 108,678                                  | 117,883 | -7.8  |
| Cadillac                         | 17,955  | 15,013  | 15.0             | 64,215                                   | 54,776  | 17.2  |
| Chevrolet                        | 230,659 | 232,428 | -4.6             | 774,049                                  | 882,029 | -12.2 |
| GMC                              | 50,037  | 45,372  | 6.0              | 158,066                                  | 172,497 | -8.4  |
| HUMMER                           | 2,883   | 55      | ***.*            | 11,522                                   | 182     | ***.* |
| Oldsmobile                       | 10,080  | 14,044  | -31.0            | 43,491                                   | 56,915  | -23.6 |
| Other - Isuzu                    | 1,109   | 1,214   | -12.2            | 3,965                                    | 4,331   | -8.5  |
| Pontiac                          | 36,625  | 50,252  | -29.9            | 143,658                                  | 168,497 | -14.7 |
| Saab                             | 4,967   | 3,437   | 39.0             | 15,852                                   | 12,575  | 26.1  |
| Saturn                           | 20,983  | 25,121  | -19.7            | 95,601                                   | 82,559  | 15.8  |

Sales of Domestically Produced Vehicles

|             |         |         |       |         |         |      |
|-------------|---------|---------|-------|---------|---------|------|
| Car         | 150,745 | 187,690 | -22.8 | 594,114 | 648,228 | -8.3 |
| Light Truck | 241,249 | 226,163 | 2.6   | 796,980 | 878,241 | -9.3 |

Twenty-six selling days for the April period this year and twenty-five 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)  
April 2003

| (1)                | April |        | Calendar Year-to-Date<br>January - April |        |        |       |
|--------------------|-------|--------|--|--------|--------|-------|
|                    | 2003  | 2002   | %Chg<br>per S/D                          | 2003   | 2002   | %Chg  |
| Selling Days (S/D) | 26    | 25     |  |        |        |       |
| Century            | 6,420 | 14,040 | -56.0                                    | 38,249 | 41,072 | -6.9  |
| LeSabre            | 8,982 | 10,889 | -20.7                                    | 31,267 | 37,694 | -17.1 |
| Park Avenue        | 2,114 | 3,285  | -38.1                                    | 8,257  | 9,475  | -12.9 |
| Regal              | 2,004 | 2,171  | -11.2                                    | 7,377  | 8,695  | -15.2 |
| Riviera            | 0     | 0      | ***.*                                    | 0      | 0      | ***.* |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

|  |         |         |       |         |         |       |
|--|---------|---------|-------|---------|---------|-------|
| Buick Total                            | 19,520  | 30,385  | -38.2 | 85,150  | 96,936  | -12.2 |
| -----                                  |         |         |       |         |         |       |
| Catera                                 | 10      | 49      | -80.4 | 15      | 197     | -92.4 |
| CTS                                    | 5,751   | 3,506   | 57.7  | 16,707  | 7,764   | 115.2 |
| DeVille                                | 5,888   | 5,557   | 1.9   | 23,318  | 22,721  | 2.6   |
| Eldorado                               | 23      | 763     | -97.1 | 168     | 2,375   | -92.9 |
| Seville                                | 1,173   | 1,809   | -37.7 | 7,721   | 7,443   | 3.7   |
| Cadillac Total                         | 12,845  | 11,684  | 5.7   | 47,929  | 40,500  | 18.3  |
| -----                                  |         |         |       |         |         |       |
| Camaro                                 | 171     | 3,145   | -94.8 | 746     | 11,079  | -93.3 |
| Cavalier                               | 18,405  | 28,514  | -37.9 | 70,629  | 85,356  | -17.3 |
| Corvette                               | 6,249   | 2,176   | 176.1 | 12,233  | 9,850   | 24.2  |
| Impala                                 | 24,487  | 16,252  | 44.9  | 83,272  | 65,452  | 27.2  |
| Lumina                                 | 15      | 9       | 60.3  | 15      | 24      | -37.5 |
| Malibu                                 | 11,681  | 14,365  | -21.8 | 50,413  | 55,610  | -9.3  |
| Metro                                  | 1       | 8       | -88.0 | 1       | 11      | -90.9 |
| Monte Carlo                            | 5,721   | 5,242   | 4.9   | 20,281  | 20,474  | -0.9  |
| Prizm                                  | 12      | 1,812   | -99.4 | 16      | 8,829   | -99.8 |
| Chevrolet Total                        | 66,742  | 71,523  | -10.3 | 237,606 | 256,685 | -7.4  |
| -----                                  |         |         |       |         |         |       |
| Alero                                  | 7,395   | 7,719   | -7.9  | 33,131  | 33,989  | -2.5  |
| Aurora                                 | 576     | 1,045   | -47.0 | 1,645   | 3,402   | -51.6 |
| Cutlass                                | 0       | 0       | ***.* | 0       | 0       | ***.* |
| Eighty Eight                           | 0       | 0       | ***.* | 0       | 0       | ***.* |
| Intrigue                               | 138     | 1,800   | -92.6 | 496     | 5,918   | -91.6 |
| Oldsmobile Total                       | 8,109   | 10,564  | -26.2 | 35,272  | 43,309  | -18.6 |
| -----                                  |         |         |       |         |         |       |
| Bonneville                             | 3,044   | 3,014   | -2.9  | 8,969   | 11,018  | -18.6 |
| Firebird                               | 141     | 2,262   | -94.0 | 610     | 7,970   | -92.3 |
| Grand Am                               | 10,269  | 14,417  | -31.5 | 43,688  | 53,502  | -18.3 |
| Grand Prix                             | 7,521   | 13,332  | -45.8 | 32,093  | 42,789  | -25.0 |
| Sunfire                                | 3,159   | 7,648   | -60.3 | 11,400  | 24,798  | -54.0 |
| Vibe                                   | 5,118   | 2,561   | 92.2  | 23,160  | 5,115   | 352.8 |
| Pontiac Total                          | 29,252  | 43,234  | -34.9 | 119,920 | 145,192 | -17.4 |
| -----                                  |         |         |       |         |         |       |
| 9-3                                    | 3,734   | 1,933   | 85.7  | 11,623  | 8,358   | 39.1  |
| 9-5                                    | 1,233   | 1,504   | -21.2 | 4,229   | 4,217   | 0.3   |
| Saab Total                             | 4,967   | 3,437   | 39.0  | 15,852  | 12,575  | 26.1  |
| -----                                  |         |         |       |         |         |       |
| ION                                    | 8,243   | 0       | ***.* | 34,026  | 0       | ***.* |
| Saturn L Series                        | 5,560   | 7,567   | -29.3 | 28,423  | 26,494  | 7.3   |
| Saturn S Series                        | 484     | 12,782  | -96.4 | 5,803   | 39,309  | -85.2 |
| Saturn Total                           | 14,287  | 20,349  | -32.5 | 68,252  | 65,803  | 3.7   |
| -----                                  |         |         |       |         |         |       |
| GM Total                               | 155,722 | 191,176 | -21.7 | 609,981 | 661,000 | -7.7  |
| -----                                  |         |         |       |         |         |       |
| GM Car Deliveries by Production Source |         |         |       |         |         |       |
| -----                                  |         |         |       |         |         |       |
| GM North America *                     | 150,745 | 187,690 | -22.8 | 594,114 | 648,228 | -8.3  |
| -----                                  |         |         |       |         |         |       |
| GM Import                              | 4,977   | 3,486   | 37.3  | 15,867  | 12,772  | 24.2  |
| -----                                  |         |         |       |         |         |       |
| GM Total                               | 155,722 | 191,176 | -21.7 | 609,981 | 661,000 | -7.7  |
| -----                                  |         |         |       |         |         |       |

\* Includes U.S./Canada/Mexico

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

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

|                    | (1) April |      | Calendar Year-to-Date<br>January - April |      |      |      |
|--------------------|-----------|------|--|------|------|------|
|                    | 2003      | 2002 | %Chg<br>per S/D                          | 2003 | 2002 | %Chg |
| Selling Days (S/D) | 26        | 25   |  |      |      |      |

GM Car Deliveries by Production Source and Marketing Division

|                            |         |         |       |         |         |       |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total                | 19,520  | 30,385  | -38.2 | 85,150  | 96,936  | -12.2 |
| Cadillac Total             | 12,835  | 11,635  | 6.1   | 47,914  | 40,303  | 18.9  |
| Chevrolet Total            | 66,742  | 71,523  | -10.3 | 237,606 | 256,685 | -7.4  |
| Oldsmobile Total           | 8,109   | 10,564  | -26.2 | 35,272  | 43,309  | -18.6 |
| Pontiac Total              | 29,252  | 43,234  | -34.9 | 119,920 | 145,192 | -17.4 |
| Saturn Total               | 14,287  | 20,349  | -32.5 | 68,252  | 65,803  | 3.7   |
| GM North America<br>Total* | 150,745 | 187,690 | -22.8 | 594,114 | 648,228 | -8.3  |
| Cadillac Total             | 10      | 49      | -80.4 | 15      | 197     | -92.4 |
| Saab Total                 | 4,967   | 3,437   | 39.0  | 15,852  | 12,575  | 26.1  |
| GM Import Total            | 4,977   | 3,486   | 37.3  | 15,867  | 12,772  | 24.2  |

GM Vehicle Deliveries by Marketing Division

|                   |         |         |       |           |           |       |
|-------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total       | 25,389  | 35,153  | -30.6 | 108,678   | 117,883   | -7.8  |
| Cadillac Total    | 17,955  | 15,013  | 15.0  | 64,215    | 54,776    | 17.2  |
| Chevrolet Total   | 230,659 | 232,428 | -4.6  | 774,049   | 882,029   | -12.2 |
| GMC Total         | 50,037  | 45,372  | 6.0   | 158,066   | 172,497   | -8.4  |
| HUMMER Total      | 2,883   | 55      | ***.* | 11,522    | 182       | ***.* |
| Oldsmobile Total  | 10,080  | 14,044  | -31.0 | 43,491    | 56,915    | -23.6 |
| Other-Isuzu Total | 1,109   | 1,214   | -12.2 | 3,965     | 4,331     | -8.5  |
| Pontiac Total     | 36,625  | 50,252  | -29.9 | 143,658   | 168,497   | -14.7 |
| Saab Total        | 4,967   | 3,437   | 39.0  | 15,852    | 12,575    | 26.1  |
| Saturn Total      | 20,983  | 25,121  | -19.7 | 95,601    | 82,559    | 15.8  |
| GM Total          | 400,687 | 422,089 | -8.7  | 1,419,097 | 1,552,244 | -8.6  |

\* Includes US/Canada/Mexico

3-1P

GM Truck Deliveries - (United States)  
April 2003

|                    | (1) April |       | Calendar Year-to-Date<br>January - April |        |        |       |
|--------------------|-----------|-------|--|--------|--------|-------|
|                    | 2003      | 2002  | % Chg<br>per S/D                         | 2003   | 2002   | %Chg  |
| Selling Days (S/D) | 26        | 25    |  |        |        |       |
| Rendezvous         | 5,869     | 4,768 | 18.4                                     | 23,528 | 20,947 | 12.3  |
| Total Buick        | 5,869     | 4,768 | 18.4                                     | 23,528 | 20,947 | 12.3  |
| Escalade           | 2,996     | 2,429 | 18.6                                     | 9,770  | 10,794 | -9.5  |
| Escalade ESV       | 1,231     | 0     | ***.*                                    | 3,497  | 0      | ***.* |
| Escalade EXT       | 883       | 900   | -5.7                                     | 3,019  | 3,482  | -13.3 |
| Total Cadillac     | 5,110     | 3,329 | 47.6                                     | 16,286 | 14,276 | 14.1  |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

|                               |         |         |       |         |         |       |
|-------------------------------|---------|---------|-------|---------|---------|-------|
| Astro                         | 5,731   | 5,806   | -5.1  | 14,284  | 17,702  | -19.3 |
| C/K Suburban(Chevy)           | 11,201  | 10,409  | 3.5   | 33,364  | 43,471  | -23.2 |
| Chevy C/T Series              | 136     | 709     | -81.6 | 384     | 1,923   | -80.0 |
| Chevy P Models & Mtr Hms      | 0       | 0       | ***.* | 0       | 0       | ***.* |
| Chevy W Series                | 180     | 220     | -21.3 | 719     | 836     | -14.0 |
| Express Cutaway/G Cut         | 1,625   | 2,081   | -24.9 | 5,313   | 6,116   | -13.1 |
| Express Panel/G Van           | 6,692   | 5,965   | 7.9   | 19,513  | 21,221  | -8.0  |
| Express/G Sportvan            | 1,591   | 2,261   | -32.3 | 5,129   | 5,870   | -12.6 |
| Kodiak 4/5 Series             | 746     | 32      | ***.* | 2,186   | 32      | ***.* |
| Kodiak 6/7/8 Series           | 167     | 0       | ***.* | 610     | 0       | ***.* |
| S/T Blazer                    | 4,087   | 11,542  | -66.0 | 16,719  | 42,506  | -60.7 |
| S/T Pickup                    | 11,911  | 14,830  | -22.8 | 43,438  | 52,700  | -17.6 |
| Tahoe                         | 17,440  | 16,176  | 3.7   | 51,606  | 64,542  | -20.0 |
| Tracker                       | 2,661   | 3,540   | -27.7 | 11,256  | 13,424  | -16.2 |
| TrailBlazer                   | 19,246  | 15,913  | 16.3  | 74,252  | 74,566  | -0.4  |
| Venture                       | 8,304   | 9,046   | -11.7 | 29,897  | 28,704  | 4.2   |
| .....                         |         |         |       |         |         |       |
| Avalanche                     | 6,698   | 7,029   | -8.4  | 25,709  | 30,983  | -17.0 |
| Silverado-C/K<br>Pickup       | 65,501  | 55,346  | 13.8  | 202,064 | 220,748 | -8.5  |
| Chevrolet Fullsize<br>Pickups | 72,199  | 62,375  | 11.3  | 227,773 | 251,731 | -9.5  |
| .....                         |         |         |       |         |         |       |
| Chevrolet Total               | 163,917 | 160,905 | -2.0  | 536,443 | 625,344 | -14.2 |
| -----                         |         |         |       |         |         |       |
| C/K Suburban(GMC)             | 0       | 0       | ***.* | 0       | 0       | ***.* |
| Envoy                         | 9,550   | 6,744   | 36.2  | 35,195  | 29,369  | 19.8  |
| GMC C/T Series                | 268     | 1,999   | -87.1 | 856     | 4,424   | -80.7 |
| GMC W Series                  | 419     | 563     | -28.4 | 1,329   | 1,444   | -8.0  |
| P Models & Mtr Hms(GMC)       | 0       | 0       | ***.* | 0       | 0       | ***.* |
| S/T Jimmy                     | 36      | 149     | -76.8 | 52      | 685     | -92.4 |
| Safari (GMC)                  | 1,093   | 1,478   | -28.9 | 3,708   | 4,964   | -25.3 |
| Savana Panel/G Classic        | 2,012   | 1,845   | 4.9   | 5,693   | 6,246   | -8.9  |
| Savana Special/G Cut          | 1,151   | 1,334   | -17.0 | 3,425   | 3,251   | 5.4   |
| Savana/Rally                  | 306     | 207     | 42.1  | 986     | 764     | 29.1  |
| Sierra                        | 18,878  | 15,743  | 15.3  | 57,361  | 63,894  | -10.2 |
| Sonoma                        | 2,974   | 4,242   | -32.6 | 10,281  | 13,806  | -25.5 |
| Topkick 4/5 Series            | 386     | 13      | ***.* | 1,203   | 13      | ***.* |
| Topkick 6/7/8 Series          | 305     | 0       | ***.* | 884     | 0       | ***.* |
| Yukon                         | 6,942   | 6,022   | 10.8  | 20,948  | 24,120  | -13.2 |
| Yukon XL                      | 5,717   | 5,033   | 9.2   | 16,145  | 19,517  | -17.3 |
| GMC Total                     | 50,037  | 45,372  | 6.0   | 158,066 | 172,497 | -8.4  |
| -----                         |         |         |       |         |         |       |
| HUMMER H1                     | 77      | 55      | 34.6  | 228     | 182     | 25.3  |
| HUMMER H2                     | 2,806   | 0       | ***.* | 11,294  | 0       | ***.* |
| HUMMER Total                  | 2,883   | 55      | ***.* | 11,522  | 182     | ***.* |
| -----                         |         |         |       |         |         |       |
| Bravada                       | 750     | 1,354   | -46.7 | 2,932   | 6,103   | -52.0 |
| Silhouette                    | 1,221   | 2,126   | -44.8 | 5,287   | 7,503   | -29.5 |
| Oldsmobile Total              | 1,971   | 3,480   | -45.5 | 8,219   | 13,606  | -39.6 |
| -----                         |         |         |       |         |         |       |
| Other-Isuzu F Series          | 161     | 152     | 1.8   | 514     | 620     | -17.1 |
| Other-Isuzu N Series          | 948     | 1,062   | -14.2 | 3,451   | 3,711   | -7.0  |
| Other-Isuzu Total             | 1,109   | 1,214   | -12.2 | 3,965   | 4,331   | -8.5  |
| -----                         |         |         |       |         |         |       |
| Aztek                         | 4,316   | 2,591   | 60.2  | 11,311  | 9,267   | 22.1  |
| Montana                       | 3,057   | 4,427   | -33.6 | 12,427  | 14,038  | -11.5 |
| Pontiac Total                 | 7,373   | 7,018   | 1.0   | 23,738  | 23,305  | 1.9   |
| -----                         |         |         |       |         |         |       |
| VUE                           | 6,696   | 4,772   | 34.9  | 27,349  | 16,756  | 63.2  |
| Saturn Total                  | 6,696   | 4,772   | 34.9  | 27,349  | 16,756  | 63.2  |
| -----                         |         |         |       |         |         |       |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

|   |         |         |       |         |         |       |
|---|---------|---------|-------|---------|---------|-------|
| GM Total  | 244,965 | 230,913 | 2.0   | 809,116 | 891,244 | -9.2  |
| -----   |         |         |       |         |         |       |
| GM TRUCK Deliveries by Production Source            |         |         |       |         |         |       |
| GM North America *                                  | 243,661 | 229,603 | 2.0   | 804,753 | 886,544 | -9.2  |
| GM Import   | 1,304   | 1,310   | -4.3  | 4,363   | 4,700   | -7.2  |
| GM Total  | 244,965 | 230,913 | 2.0   | 809,116 | 891,244 | -9.2  |
| -----   |         |         |       |         |         |       |
| GM Light Duty Truck Deliveries by Production Source |         |         |       |         |         |       |
| GM North America *                                  | 241,249 | 226,163 | 2.6   | 796,980 | 878,241 | -9.3  |
| GM Import   | 0       | 0       | ***.* | 0       | 0       | ***.* |
| GM Total  | 241,249 | 226,163 | 2.6   | 796,980 | 878,241 | -9.3  |

\* Includes U.S./Canada/Mexico

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

| (1)   | April   |         | % Chg<br>per S/D | Calendar Year-to-Date<br>January - April |         |       |
|---|---------|---------|------------------|--|---------|-------|
|   | 2003    | 2002    |                  | 2003                                     | 2002    | %Chg  |
| Selling Days (S/D)  | 26      | 25      |                  |  |         |       |
| -----   |         |         |                  |  |         |       |
| GM TRUCK Deliveries by Production Source and Marketing Division       |         |         |                  |  |         |       |
| Buick Total   | 5,869   | 4,768   | 18.4             | 23,528                                   | 20,947  | 12.3  |
| Cadillac Total  | 5,110   | 3,329   | 47.6             | 16,286                                   | 14,276  | 14.1  |
| Chevrolet Total   | 163,795 | 160,757 | -2.0             | 535,947                                  | 624,770 | -14.2 |
| GMC Total   | 49,696  | 45,088  | 6.0              | 157,049                                  | 171,563 | -8.5  |
| HUMMER Total  | 2,883   | 55      | ***.*            | 11,522                                   | 182     | ***.* |
| Oldsmobile Total  | 1,971   | 3,480   | -45.5            | 8,219                                    | 13,606  | -39.6 |
| Other-Isuzu Total   | 268     | 336     | -23.3            | 1,115                                    | 1,139   | -2.1  |
| Pontiac Total   | 7,373   | 7,018   | 1.0              | 23,738                                   | 23,305  | 1.9   |
| Saturn Total  | 6,696   | 4,772   | 34.9             | 27,349                                   | 16,756  | 63.2  |
| GM North America<br>Total*  | 243,661 | 229,603 | 2.0              | 804,753                                  | 886,544 | -9.2  |
| -----   |         |         |                  |  |         |       |
| Chevrolet Total   | 122     | 148     | -20.7            | 496                                      | 574     | -13.6 |
| GMC Total   | 341     | 284     | 15.5             | 1,017                                    | 934     | 8.9   |
| Other-Isuzu Total   | 841     | 878     | -7.9             | 2,850                                    | 3,192   | -10.7 |
| GM Import Total   | 1,304   | 1,310   | -4.3             | 4,363                                    | 4,700   | -7.2  |
| -----   |         |         |                  |  |         |       |
| GM Light Truck Deliveries by Production Source and Marketing Division |         |         |                  |  |         |       |
| Buick Total   | 5,869   | 4,768   | 18.4             | 23,528                                   | 20,947  | 12.3  |
| Cadillac Total  | 5,110   | 3,329   | 47.6             | 16,286                                   | 14,276  | 14.1  |
| Chevrolet Total   | 162,688 | 159,944 | -2.2             | 532,544                                  | 622,553 | -14.5 |
| GMC Total   | 48,659  | 42,797  | 9.3              | 153,794                                  | 166,616 | -7.7  |
| HUMMER Total  | 2,883   | 55      | ***.*            | 11,522                                   | 182     | ***.* |
| Oldsmobile Total  | 1,971   | 3,480   | -45.5            | 8,219                                    | 13,606  | -39.6 |
| Pontiac Total   | 7,373   | 7,018   | 1.0              | 23,738                                   | 23,305  | 1.9   |

## Edgar Filing: GENERAL MOTORS CORP - Form 8-K

|                  |         |         |      |         |         |      |
|------------------|---------|---------|------|---------|---------|------|
| Saturn Total     | 6,696   | 4,772   | 34.9 | 27,349  | 16,756  | 63.2 |
| GM North America |         |         |      |         |         |      |
| Total*           | 241,249 | 226,163 | 2.6  | 796,980 | 878,241 | -9.3 |

### GM Light Truck Deliveries by Marketing Division

|                  |         |         |       |         |         |       |
|------------------|---------|---------|-------|---------|---------|-------|
| Buick Total      | 5,869   | 4,768   | 18.4  | 23,528  | 20,947  | 12.3  |
| Cadillac Total   | 5,110   | 3,329   | 47.6  | 16,286  | 14,276  | 14.1  |
| Chevrolet Total  | 162,688 | 159,944 | -2.2  | 532,544 | 622,553 | -14.5 |
| GMC Total        | 48,659  | 42,797  | 9.3   | 153,794 | 166,616 | -7.7  |
| HUMMER Total     | 2,883   | 55      | ***.* | 11,522  | 182     | ***.* |
| Oldsmobile Total | 1,971   | 3,480   | -45.5 | 8,219   | 13,606  | -39.6 |
| Pontiac Total    | 7,373   | 7,018   | 1.0   | 23,738  | 23,305  | 1.9   |
| Saturn Total     | 6,696   | 4,772   | 34.9  | 27,349  | 16,756  | 63.2  |
| GM Total         | 241,249 | 226,163 | 2.6   | 796,980 | 878,241 | -9.3  |

\* Includes US/Canada/Mexico

### GM Production Schedule - 05/01/03

| Units 000s                | GMNA |       |       | GME** | GMLAAM | GMAP | Total<br>Worldwide | Memo: JV* |       |
|---------------------------|------|-------|-------|-------|--------|------|--------------------|-----------|-------|
|                           | Car* | Truck | Total |       |        |      |                    | Car       | Truck |
| 2003 Q2 #                 | 548  | 842   | 1,390 | 488   | 149    | 82   | 2,109              | 19        | 24    |
| O/(U) prior<br>forecast:@ | 0    | 0     | 0     | (4)   | (4)    | 1    | (7)                | 0         | 0     |

| Units 000s | GMNA  |       |       | GME** | GMLAAM | GMAP  | Total<br>Worldwide | Memo: JV* |       |
|------------|-------|-------|-------|-------|--------|-------|--------------------|-----------|-------|
|            | Car*  | Truck | Total |       |        |       |                    | Car       | Truck |
| 1998       |       |       |       |       |        |       |                    |           |       |
| 1st Qtr.   | 673   | 702   | 1,375 | 424   | 146    | 36    | 1,981              | 20        | 6     |
| 2nd Qtr.   | 615   | 557   | 1,172 | 479   | 153    | 39    | 1,843              | 13        | 8     |
| 3rd Qtr.   | 592   | 410   | 1,002 | 440   | 137    | 37    | 1,616              | 14        | 0     |
| 4th Qtr.   | 819   | 691   | 1,510 | 522   | 89     | 36    | 2,157              | 21        | 9     |
|            | ----- | ----- | ----- | ----- | -----  | ----- | -----              | -----     | ----- |
| CY         | 2,699 | 2,360 | 5,059 | 1,864 | 525    | 148   | 7,596              | 68        | 23    |
| 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    |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

|            |       |       |       |       |     |     |       |    |    |
|------------|-------|-------|-------|-------|-----|-----|-------|----|----|
| 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 |
| 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.   | 601   | 824   | 1,425 | 453   | 157 | 81  | 2,116 | 19 | 24 |
|            | ----- | ----- | ----- | ----- | --- | --- | ----- | -- | -- |
| CY         | 2,456 | 3,182 | 5,638 | 1,770 | 561 | 307 | 8,276 | 65 | 72 |
| 2003       |       |       |       |       |     |     |       |    |    |
| 1st Qtr.   | 592   | 859   | 1,451 | 491   | 127 | 77  | 2,146 | 19 | 24 |
| 2nd Qtr. # | 548   | 842   | 1,390 | 488   | 149 | 82  | 2,109 | 19 | 23 |
|            | ----- | ----- | ----- | ----- | --- | --- | ----- | -- | -- |

@ 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.

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 CORPORATION

May 1, 2003

By

/s/Peter R. Bible

(Peter R. Bible,  
Chief Accounting Officer)