

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GENERAL MOTORS CORP  
Form 8-K  
April 01, 2005

UNITED STATES  
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) April 1, 2005

GENERAL MOTORS CORPORATION

-----  
(Exact Name of Registrant as Specified in its Charter)

|   |   |  |
|---|---|--|
| STATE OF DELAWARE<br>-----<br>(State or other jurisdiction of<br>Incorporation or Organization) | 1-143<br>-----<br>(Commission<br>File Number) | 38-0572515<br>-----<br>(I.R.S. Employer<br>Identification No.) |
| 300 Renaissance Center,<br>Detroit, Michigan  |   | 48265-3000<br>(Zip Code)                                       |

-----  
(Address of Principal Executive Offices)

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

=====  
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)

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

- [ ] 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

On April 1, 2005, General Motors Corporation (GM) issued a news release announcing March 2005 sales. The release is as follows:

GM Reports 426,114 Deliveries in March

Retail Sales Up 34 Percent from February, U.S. Share Improves  
Full-Size Pickup Sales Lead Industry, Best March Sales Since 1978  
New Pontiac G6, Chevrolet Cobalt and Buick LaCrosse All Post Best-Ever Monthly Sales

DETROIT - General Motors dealers sold 426,114 new cars and trucks in March with retail sales up 34 percent from February levels, led by strong retail truck sales. Overall, GM sales were down 1 percent on a selling days adjusted basis and up 3 percent on an absolute basis. GM truck sales (255,209) were up 4 percent, and car sales (170,905) were down 9 percent. Total first quarter sales (1,015,142) were down 5 percent. Truck sales in the first quarter (596,866) were down 1.5 percent, and car sales (418,276) were down 9 percent.

"We experienced a nice improvement in both sales and share in March led by full-size pickup and launch vehicle sales," said Mark LaNeve, vice president, GM North America Vehicle Sales, Service and Marketing. "Several of our launch vehicles, including Pontiac G6, Buick LaCrosse, Chevrolet Cobalt and Colorado and GMC Canyon, all posted best-ever sales. Cobalt, in particular, had exceptional sales, breaking the 14,000-unit sales mark. We're encouraged by the sales performance of our launch vehicles and are hopeful that sales will continue to gain momentum as consumers become more aware of them and recognize the value they represent."

Sales of GM's new models continued to grow month-over-month comprising an increasingly greater percentage of GM deliveries, accounting for 24 percent of March deliveries and 26 percent for the first quarter. Pontiac G6 had its best-ever monthly sales in March, beating its previous high in February by 21 percent. With the anticipated addition of the coupe this summer, availability of 4-cylinder engines and a retractable hardtop convertible in early 2006, G6 sales are expected to continue to strengthen.

The new Buick LaCrosse in March had its best sales month since introduction. Total deliveries were up 21 percent compared to February. LaCrosse retail sales again outpaced year-ago combined Century and Regal retail sales achieving a 16.5 percent improvement. Additionally, Buick's new crossover sport van, Terraza, also posted its best-ever monthly sales with a 37 percent increase over February deliveries. Buick plans to introduce its third all-new vehicle in just over a year with the launch of Lucerne later this year.

The first launch vehicles in Chevrolet's product blitz of 20 new models are showing strong sales results. Cobalt achieved best-ever sales in March with deliveries that were 66 percent above February results. Production of the Cobalt

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

SS coupe and Cobalt SS sedan is scheduled to begin this summer. Aveo sales were up 34 percent compared to year-ago levels, and Colorado sales rose 58 percent. Chevrolet's new crossover sport van, Uplander, posted its second-best sales month. Continuing its strong sales results, Equinox deliveries in March broke the 10,000-unit mark for the fifth time in the last seven months. Next up for Chevrolet are the new HHR, which is scheduled for introduction in the late summer/early fall of 2005 and the new Impala and Monte Carlo, scheduled to arrive in dealers' showrooms later this year.

Highlights of GM's truck sales: Sales of GM's industry-leading truck lineup were up 4 percent in March, led by a 17 percent increase and the best March full-size pickup sales since 1978. Chevrolet Silverado sales climbed 18 percent, and GMC Sierra sales increased 23 percent, setting new March sales records. In the very competitive full-size pickup segment, Silverado and Sierra sales continue to outperform the segment, for which total sales are down for the calendar year-to-date. Mid-size pickup sales rose 38 percent in March, led by best-ever monthly sales of the Chevrolet Colorado (up 58 percent) and GMC Canyon (up 77 percent). In addition to solid sales for the crossover sport vans Chevrolet Uplander and Buick Terraza, Saturn Relay also posted its best sales to date, a 22 percent increase over February deliveries.

Highlights of GM's car sales: Consumers continued to respond enthusiastically to Cadillac STS, which achieved its second-best monthly sales since launch. March sales were 31 percent higher than February deliveries. Entry-level car sales in March were up 7 percent, led by strong sales of Chevrolet Aveo and Cobalt and Saturn Ion, which was up 1 percent compared to last year. Pontiac GTO deliveries were up 84 percent compared to year-ago levels, and Chevrolet Corvette sales rose 2 percent.

### Certified Used Vehicles

March sales for all certified GM brands, including GM Certified Used Vehicles, Cadillac Certified Pre-Owned, Used Cars from Saturn and Saab Certified Pre-Owned, were 47,251 units, up 6 percent over last March and the category's second-highest monthly sales performance. Total year-to-date certified GM sales are 132,596 units, up 2 percent over last year's first quarter.

GM Certified Used Vehicles, the industry's top-selling manufacturer-certified used brand, posted its third highest sales month on record with strong sales of 40,142 units, up 7 percent from last March. Year-to-date sales for GM Certified Used Vehicles are 113,413, up 4 percent.

Cadillac Certified Pre-Owned Vehicles posted its second-best monthly performance with sales of 3,523 units, up more than 18 percent. Used Cars from Saturn sold 2,867 units, down 13 percent. Saab Certified Pre-Owned Vehicles sold 719 units, up 2 percent.

"GM continues to set the pace in the certified segment, with the category's second-highest monthly sales performance ever," LaNeve said. "GM Certified Used Vehicles, the number-one selling certified brand, was up 7 percent from last March, and Cadillac Certified Pre-Owned Vehicles posted its second-best monthly sales on record, up 18 percent. We're bullish on the prospects for continued growth through 2005."

GM North America Reports March 2005 and 2005 First-Quarter Production Results, 2005 Second-Quarter Production Forecast Remains Unchanged

In March, GM North America produced 401,000 vehicles (161,000 cars and 240,000 trucks), compared to 532,000 vehicles (207,000 cars and 325,000 trucks) produced

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

in March 2004. Production totals include joint venture production of 23,000 vehicles in March 2005 and 20,000 vehicles in March 2004.

GM North America built 1.183 million vehicles (470,000 cars and 713,000 trucks) in the first quarter of 2005. In the first quarter of 2004, GM North America built 1.345 million vehicles (525,000 cars and 820,000 trucks). Additionally, the region's 2005 second-quarter production forecast remains unchanged at 1.25 million vehicles (431,000 cars and 819,000 trucks). In the second quarter of 2004, the region produced 1.389 million vehicles (543,000 cars and 846,000 trucks).

GM also announced revised 2005 first-quarter and second-quarter production forecasts for its international regions:

GM Europe - GM Europe's revised 2005 first-quarter production estimate is 502,000 vehicles, up 2,000 vehicles from last month's guidance. In the first quarter of 2004, the region built 473,000 vehicles. The region's revised 2005 second-quarter production forecast is 503,000 vehicles, up 5,000 vehicles from last month's guidance. In the second quarter of 2004, GM Europe built 503,000 vehicles.

GM Asia Pacific - GM Asia Pacific's revised 2005 first-quarter production forecast is 341,000 vehicles, down 4,000 vehicles from last month's guidance. In the first quarter of 2004, the region built 296,000 vehicles. In addition, the region's revised 2005 second-quarter production estimate is 387,000 vehicles, down 6,000 vehicles from last month's guidance. In the second quarter of 2004, GM Asia Pacific built 337,000 vehicles.

GM Latin America, Africa and the Middle East - The region's revised 2005 first-quarter production estimate is 185,000 vehicles, down 2,000 vehicles from last month's guidance. In the first quarter of 2004, the region built 159,000 vehicles. Also, the region's revised 2005 second-quarter production estimate is 200,000 vehicles, down 8,000 vehicles from last month's guidance. In the second quarter of 2004, the region built 172,000 vehicles.

General Motors Corp. (NYSE: GM), the world's largest vehicle manufacturer, has been the global industry sales leader since 1931. Founded in 1908, GM today employs about 324,000 people around the world. It has manufacturing operations in 32 countries and its vehicles are sold in 200 countries. In 2004, GM sold nearly 9 million cars and trucks globally, up 4 percent and the second-highest total in the company's history. GM's global headquarters are at the GM Renaissance Center in Detroit. More information on GM can be found 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 II-20) 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

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

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:

|                     | March   |         |                  | Calendar Year-to-Date<br>January - March |           |      |
|---------------------|---------|---------|------------------|--|-----------|------|
|                     | 2005    | 2004    | % Chg<br>per S/D | 2005                                     | 2004      | %Chg |
| Curr S/D: 27        |         |         |                  |  |           |      |
| Prev S/D: 26        |         |         |                  |  |           |      |
| Vehicle Total       | 426,114 | 414,949 | -1.1             | 1,015,142                                | 1,067,116 | -4.9 |
| Car Total           | 170,905 | 179,428 | -8.3             | 418,276                                  | 460,892   | -9.2 |
| Truck Total         | 255,209 | 235,521 | 4.3              | 596,866                                  | 606,224   | -1.5 |
| Light Truck Total   | 249,537 | 231,490 | 3.8              | 584,293                                  | 596,259   | -2.0 |
| Light Vehicle Total | 420,442 | 410,918 | -1.5             | 1,002,569                                | 1,057,151 | -5.2 |

| Market Division<br>Vehicle Total | March   |         |                  | Calendar Year-to-Date<br>January - March |         |       |
|----------------------------------|---------|---------|------------------|--|---------|-------|
|                                  | 2005    | 2004    | % Chg<br>per S/D | 2005                                     | 2004    | %Chg  |
| Buick                            | 22,706  | 29,490  | -25.9            | 61,167                                   | 78,012  | -21.6 |
| Cadillac                         | 19,579  | 19,431  | -3.0             | 50,073                                   | 51,175  | -2.2  |
| Chevrolet                        | 258,160 | 233,412 | 6.5              | 615,307                                  | 600,843 | 2.4   |
| GMC                              | 54,183  | 50,094  | 4.2              | 123,199                                  | 130,463 | -5.6  |
| HUMMER                           | 2,220   | 2,334   | -8.4             | 5,950                                    | 6,402   | -7.1  |
| Oldsmobile                       | 213     | 6,652   | -96.9            | 791                                      | 17,031  | -95.4 |
| Other - Isuzu                    | 1,814   | 1,064   | 64.2             | 3,325                                    | 2,861   | 16.2  |
| Pontiac                          | 43,893  | 47,990  | -11.9            | 99,734                                   | 120,358 | -17.1 |
| Saab                             | 3,161   | 3,702   | -17.8            | 7,344                                    | 8,050   | -8.8  |
| Saturn                           | 20,185  | 20,780  | -6.5             | 48,252                                   | 51,921  | -7.1  |

### Sales of Domestically Produced Vehicles

|             |         |         |      |         |         |       |
|-------------|---------|---------|------|---------|---------|-------|
| Car         | 161,524 | 171,530 | -9.3 | 393,637 | 443,158 | -11.2 |
| Light Truck | 249,537 | 231,490 | 3.8  | 584,293 | 596,259 | -2.0  |

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

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

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

2-1P  
GM Car Deliveries - (United States)  
March 2005

|                  | March              |        |                 | Calendar Year-to-Date<br>January - March |         |       |
|------------------|--------------------|--------|-----------------|--|---------|-------|
|                  | 2005               | 2004   | %Chg<br>per S/D | 2005                                     | 2004    | %Chg  |
|                  | Selling Days (S/D) |        |                 |  |         |       |
|                  | 27                 | 26     |                 |  |         |       |
| Century          | 1,280              | 6,817  | -81.9           | 3,330                                    | 18,527  | -82.0 |
| LaCrosse         | 8,233              | 0      | ***.*           | 19,281                                   | 0       | ***.* |
| LeSabre          | 4,857              | 9,526  | -50.9           | 17,320                                   | 26,555  | -34.8 |
| Park Avenue      | 429                | 2,123  | -80.5           | 1,219                                    | 5,280   | -76.9 |
| Regal            | 115                | 2,822  | -96.1           | 327                                      | 5,174   | -93.7 |
| Buick Total      | 14,914             | 21,288 | -32.5           | 41,477                                   | 55,536  | -25.3 |
| CTS              | 5,430              | 6,057  | -13.7           | 13,402                                   | 14,173  | -5.4  |
| DeVille          | 3,259              | 4,765  | -34.1           | 10,455                                   | 15,357  | -31.9 |
| Eldorado         | 0                  | 1      | ***.*           | 0  | 1       | ***.* |
| Seville          | 19                 | 466    | -96.1           | 66                                       | 1,329   | -95.0 |
| STS              | 2,954              | 0      | ***.*           | 6,871                                    | 0       | ***.* |
| XLR              | 453                | 370    | 17.9            | 967                                      | 917     | 5.5   |
| Cadillac Total   | 12,115             | 11,659 | 0.1             | 31,761                                   | 31,777  | -0.1  |
| Aveo             | 4,845              | 3,477  | 34.2            | 14,034                                   | 7,883   | 78.0  |
| Camaro           | 0                  | 10     | ***.*           | 0  | 19      | ***.* |
| Cavalier         | 5,231              | 17,128 | -70.6           | 13,981                                   | 50,061  | -72.1 |
| Classic          | 10,469             | 10,120 | -0.4            | 30,480                                   | 29,012  | 5.1   |
| Cobalt           | 14,261             | 0      | ***.*           | 29,162                                   | 0       | ***.* |
| Corvette         | 3,215              | 3,033  | 2.1             | 7,962                                    | 8,401   | -5.2  |
| Impala           | 25,072             | 30,175 | -20.0           | 64,328                                   | 72,624  | -11.4 |
| Malibu           | 20,085             | 12,997 | 48.8            | 45,792                                   | 28,989  | 58.0  |
| Monte Carlo      | 3,810              | 5,223  | -29.8           | 9,773                                    | 13,880  | -29.6 |
| Prizm            | 0                  | 0      | ***.*           | 0  | 1       | ***.* |
| SSR              | 1,125              | 1,087  | -0.3            | 2,703                                    | 3,069   | -11.9 |
| Chevrolet Total  | 88,113             | 83,250 | 1.9             | 218,215                                  | 213,939 | 2.0   |
| Alero            | 164                | 4,864  | -96.8           | 587                                      | 13,233  | -95.6 |
| Aurora           | 4                  | 21     | -81.7           | 7  | 104     | -93.3 |
| Intrigue         | 0                  | 4      | ***.*           | 0  | 13      | ***.* |
| Oldsmobile Total | 168                | 4,889  | -96.7           | 594                                      | 13,350  | -95.6 |
| Bonneville       | 1,096              | 2,329  | -54.7           | 3,719                                    | 7,306   | -49.1 |
| Firebird         | 0                  | 7      | ***.*           | 0  | 19      | ***.* |
| G6               | 9,565              | 0      | ***.*           | 20,712                                   | 0       | ***.* |
| Grand Am         | 7,959              | 14,434 | -46.9           | 18,427                                   | 37,246  | -50.5 |
| Grand Prix       | 10,036             | 14,607 | -33.8           | 21,508                                   | 38,612  | -44.3 |
| GTO              | 1,375              | 719    | 84.2            | 3,261                                    | 1,801   | 81.1  |
| Sunfire          | 4,855              | 4,155  | 12.5            | 10,949                                   | 9,177   | 19.3  |
| Vibe             | 6,297              | 5,804  | 4.5             | 14,036                                   | 12,481  | 12.5  |
| Pontiac Total    | 41,183             | 42,055 | -5.7            | 92,612                                   | 106,642 | -13.2 |
| 9-2X             | 430                | 0      | ***.*           | 796                                      | 0       | ***.* |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

|  |         |         |       |         |         |       |
|--|---------|---------|-------|---------|---------|-------|
| 9-3                                    | 2,258   | 2,934   | -25.9 | 5,330   | 6,293   | -15.3 |
| 9-5                                    | 473     | 768     | -40.7 | 1,218   | 1,757   | -30.7 |
| Saab Total                             | 3,161   | 3,702   | -17.8 | 7,344   | 8,050   | -8.8  |
| -----                                  |         |         |       |         |         |       |
| ION                                    | 10,386  | 9,922   | 0.8   | 23,606  | 25,105  | -6.0  |
| Saturn L Series                        | 865     | 2,663   | -68.7 | 2,667   | 6,493   | -58.9 |
| Saturn S Series                        | 0       | 0       | ***.* | 0       | 0       | ***.* |
| Saturn Total                           | 11,251  | 12,585  | -13.9 | 26,273  | 31,598  | -16.9 |
| -----                                  |         |         |       |         |         |       |
| GM Total                               | 170,905 | 179,428 | -8.3  | 418,276 | 460,892 | -9.2  |
| -----                                  |         |         |       |         |         |       |
| GM Car Deliveries by Production Source |         |         |       |         |         |       |
| -----                                  |         |         |       |         |         |       |
| GM North America *                     | 161,524 | 171,530 | -9.3  | 393,637 | 443,158 | -11.2 |
| -----                                  |         |         |       |         |         |       |
| GM Import                              | 9,381   | 7,898   | 14.4  | 24,639  | 17,734  | 38.9  |
| -----                                  |         |         |       |         |         |       |
| GM Total                               | 170,905 | 179,428 | -8.3  | 418,276 | 460,892 | -9.2  |

\* Includes U.S./Canada/Mexico

2-1P  
GM Car Deliveries - (United States)  
March 2005

|                    | March |      | %Chg<br>per S/D | Calendar Year-to-Date<br>January - March |      | %Chg |
|--------------------|-------|------|-----------------|--|------|------|
|                    | 2005  | 2004 |                 | 2005                                     | 2004 |      |
| Selling Days (S/D) | 27    | 26   |                 |  |      |      |

GM Car Deliveries by Production Source and Marketing Division

|                            |         |         |       |         |         |       |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total                | 14,914  | 21,288  | -32.5 | 41,477  | 55,536  | -25.3 |
| Cadillac Total             | 12,115  | 11,659  | 0.1   | 31,761  | 31,777  | -0.1  |
| Chevrolet Total            | 83,268  | 79,773  | 0.5   | 204,181 | 206,056 | -0.9  |
| Oldsmobile Total           | 168     | 4,889   | -96.7 | 594     | 13,350  | -95.6 |
| Pontiac Total              | 39,808  | 41,336  | -7.3  | 89,351  | 104,841 | -14.8 |
| Saturn Total               | 11,251  | 12,585  | -13.9 | 26,273  | 31,598  | -16.9 |
| GM North America<br>Total* | 161,524 | 171,530 | -9.3  | 393,637 | 443,158 | -11.2 |
| =====                      |         |         |       |         |         |       |
| Chevrolet Total            | 4,845   | 3,477   | 34.2  | 14,034  | 7,883   | 78.0  |
| Pontiac Total              | 1,375   | 719     | 84.2  | 3,261   | 1,801   | 81.1  |
| Saab Total                 | 3,161   | 3,702   | -17.8 | 7,344   | 8,050   | -8.8  |
| GM Import Total            | 9,381   | 7,898   | 14.4  | 24,639  | 17,734  | 38.9  |

GM Vehicle Deliveries by Marketing Division

|                   |         |         |       |         |         |       |
|-------------------|---------|---------|-------|---------|---------|-------|
| Buick Total       | 22,706  | 29,490  | -25.9 | 61,167  | 78,012  | -21.6 |
| Cadillac Total    | 19,579  | 19,431  | -3.0  | 50,073  | 51,175  | -2.2  |
| Chevrolet Total   | 258,160 | 233,412 | 6.5   | 615,307 | 600,843 | 2.4   |
| GMC Total         | 54,183  | 50,094  | 4.2   | 123,199 | 130,463 | -5.6  |
| HUMMER Total      | 2,220   | 2,334   | -8.4  | 5,950   | 6,402   | -7.1  |
| Oldsmobile Total  | 213     | 6,652   | -96.9 | 791     | 17,031  | -95.4 |
| Other-Isuzu Total | 1,814   | 1,064   | 64.2  | 3,325   | 2,861   | 16.2  |
| Pontiac Total     | 43,893  | 47,990  | -11.9 | 99,734  | 120,358 | -17.1 |
| Saab Total        | 3,161   | 3,702   | -17.8 | 7,344   | 8,050   | -8.8  |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

|              |         |         |      |           |           |      |
|--------------|---------|---------|------|-----------|-----------|------|
| Saturn Total | 20,185  | 20,780  | -6.5 | 48,252    | 51,921    | -7.1 |
| GM Total     | 426,114 | 414,949 | -1.1 | 1,015,142 | 1,067,116 | -4.9 |

\* Includes US/Canada/Mexico

3-1P  
GM Truck Deliveries - (United States)  
March 2005

|                               | March              |         |                 | Calendar Year-to-Date<br>January - March |         |       |
|-------------------------------|--------------------|---------|-----------------|--|---------|-------|
|                               | 2005               | 2004    | %Chg<br>per S/D | 2005                                     | 2004    | %Chg  |
|                               | Selling Days (S/D) | 27      | 26              |  |         |       |
| Rainier                       | 1,420              | 2,130   | -35.8           | 3,329                                    | 5,432   | -38.7 |
| Rendezvous                    | 4,863              | 6,072   | -22.9           | 13,075                                   | 17,044  | -23.3 |
| Terraza                       | 1,509              | 0       | ***.*           | 3,286                                    | 0       | ***.* |
| Total Buick                   | 7,792              | 8,202   | -8.5            | 19,690                                   | 22,476  | -12.4 |
| Escalade                      | 2,722              | 2,908   | -9.9            | 7,270                                    | 7,539   | -3.6  |
| Escalade ESV                  | 1,243              | 1,100   | 8.8             | 3,136                                    | 2,840   | 10.4  |
| Escalade EXT                  | 764                | 915     | -19.6           | 1,907                                    | 2,380   | -19.9 |
| SRX                           | 2,735              | 2,849   | -7.6            | 5,999                                    | 6,639   | -9.6  |
| Total Cadillac                | 7,464              | 7,772   | -7.5            | 18,312                                   | 19,398  | -5.6  |
| Astro                         | 3,488              | 3,024   | 11.1            | 8,516                                    | 7,901   | 7.8   |
| C/K Suburban(Chevy)           | 7,672              | 8,765   | -15.7           | 18,234                                   | 25,756  | -29.2 |
| Chevy C/T Series              | 28                 | 33      | -18.3           | 50                                       | 90      | -44.4 |
| Chevy W Series                | 290                | 198     | 41.0            | 593                                      | 497     | 19.3  |
| Colorado                      | 14,089             | 8,574   | 58.2            | 32,523                                   | 17,275  | 88.3  |
| Equinox                       | 11,616             | 1,051   | 964.3           | 29,777                                   | 1,051   | ***.* |
| Express Cutaway/G Cut         | 1,645              | 1,776   | -10.8           | 4,119                                    | 4,076   | 1.1   |
| Express Panel/G Van           | 7,734              | 6,395   | 16.5            | 18,932                                   | 16,327  | 16.0  |
| Express/G Sportvan            | 2,381              | 1,222   | 87.6            | 5,998                                    | 3,181   | 88.6  |
| Kodiak 4/5 Series             | 1,013              | 749     | 30.2            | 2,540                                    | 1,751   | 45.1  |
| Kodiak 6/7/8 Series           | 454                | 335     | 30.5            | 1,001                                    | 898     | 11.5  |
| S/T Blazer                    | 803                | 4,448   | -82.6           | 2,359                                    | 9,767   | -75.8 |
| S/T Pickup                    | 22                 | 1,354   | -98.4           | 72                                       | 4,829   | -98.5 |
| Tahoe                         | 13,815             | 15,256  | -12.8           | 32,854                                   | 42,411  | -22.5 |
| Tracker                       | 100                | 1,481   | -93.5           | 308                                      | 5,956   | -94.8 |
| TrailBlazer                   | 20,717             | 21,785  | -8.4            | 47,558                                   | 61,675  | -22.9 |
| Uplander                      | 5,029              | 0       | ***.*           | 14,141                                   | 0       | ***.* |
| Venture                       | 1,359              | 8,553   | -84.7           | 3,190                                    | 16,778  | -81.0 |
| .....                         |                    |         |                 |  |         |       |
| Avalanche                     | 6,330              | 6,928   | -12.0           | 15,006                                   | 19,348  | -22.4 |
| Silverado-C/K<br>Pickup       | 71,462             | 58,235  | 18.2            | 159,321                                  | 147,337 | 8.1   |
| Chevrolet Fullsize<br>Pickups | 77,792             | 65,163  | 15.0            | 174,327                                  | 166,685 | 4.6   |
| .....                         |                    |         |                 |  |         |       |
| Chevrolet Total               | 170,047            | 150,162 | 9.0             | 397,092                                  | 386,904 | 2.6   |
| Canyon                        | 3,698              | 2,016   | 76.6            | 8,444                                    | 4,146   | 103.7 |
| Envoy                         | 9,883              | 11,656  | -18.4           | 21,678                                   | 30,924  | -29.9 |
| GMC C/T Series                | 16                 | 36      | -57.2           | 38                                       | 99      | -61.6 |
| GMC W Series                  | 539                | 409     | 26.9            | 1,135                                    | 973     | 16.6  |
| Safari (GMC)                  | 520                | 631     | -20.6           | 1,263                                    | 1,670   | -24.4 |



Edgar Filing: GENERAL MOTORS CORP - Form 8-K

|   |         |         |       |         |         |       |
|---|---------|---------|-------|---------|---------|-------|
| Savana Panel/G Classic                              | 1,945   | 1,843   | 1.6   | 4,927   | 4,526   | 8.9   |
| Savana Special/G Cut                                | 2,276   | 2,236   | -2.0  | 4,057   | 5,734   | -29.2 |
| Savana/Rally  | 231     | 235     | -5.3  | 544     | 584     | -6.8  |
| Sierra  | 22,418  | 17,510  | 23.3  | 50,869  | 43,771  | 16.2  |
| Sonoma  | 14      | 458     | -97.1 | 41      | 1,565   | -97.4 |
| Topkick 4/5 Series                                  | 893     | 574     | 49.8  | 1,687   | 1,541   | 9.5   |
| Topkick 6/7/8 Series                                | 625     | 633     | -4.9  | 2,204   | 1,255   | 75.6  |
| Yukon   | 6,377   | 7,087   | -13.4 | 15,127  | 20,456  | -26.1 |
| Yukon XL  | 4,748   | 4,770   | -4.1  | 11,185  | 13,219  | -15.4 |
| GMC Total   | 54,183  | 50,094  | 4.2   | 123,199 | 130,463 | -5.6  |
| -----   |         |         |       |         |         |       |
| HUMMER H1   | 38      | 34      | 7.6   | 67      | 102     | -34.3 |
| HUMMER H2   | 2,182   | 2,300   | -8.6  | 5,883   | 6,300   | -6.6  |
| HUMMER Total  | 2,220   | 2,334   | -8.4  | 5,950   | 6,402   | -7.1  |
| -----   |         |         |       |         |         |       |
| Bravada   | 32      | 258     | -88.1 | 119     | 776     | -84.7 |
| Silhouette  | 13      | 1,505   | -99.2 | 78      | 2,905   | -97.3 |
| Oldsmobile Total                                    | 45      | 1,763   | -97.5 | 197     | 3,681   | -94.6 |
| -----   |         |         |       |         |         |       |
| Other-Isuzu F Series                                | 120     | 127     | -9.0  | 272     | 276     | -1.4  |
| Other-Isuzu N Series                                | 1,694   | 937     | 74.1  | 3,053   | 2,585   | 18.1  |
| Other-Isuzu Total                                   | 1,814   | 1,064   | 64.2  | 3,325   | 2,861   | 16.2  |
| -----   |         |         |       |         |         |       |
| Aztek   | 817     | 1,534   | -48.7 | 1,917   | 5,071   | -62.2 |
| Montana   | 613     | 4,401   | -86.6 | 1,404   | 8,645   | -83.8 |
| Montana SV6   | 1,280   | 0       | ***.* | 3,801   | 0       | ***.* |
| Pontiac Total                                       | 2,710   | 5,935   | -56.0 | 7,122   | 13,716  | -48.1 |
| -----   |         |         |       |         |         |       |
| Relay   | 1,614   | 0       | ***.* | 4,076   | 0       | ***.* |
| VUE   | 7,320   | 8,195   | -14.0 | 17,903  | 20,323  | -11.9 |
| Saturn Total  | 8,934   | 8,195   | 5.0   | 21,979  | 20,323  | 8.1   |
| -----   |         |         |       |         |         |       |
| GM Total  | 255,209 | 235,521 | 4.3   | 596,866 | 606,224 | -1.5  |
| -----   |         |         |       |         |         |       |
| GM TRUCK Deliveries by Production Source            |         |         |       |         |         |       |
| -----   |         |         |       |         |         |       |
| GM North America *                                  | 253,178 | 234,274 | 4.1   | 592,841 | 602,801 | -1.7  |
| -----   |         |         |       |         |         |       |
| GM Import   | 2,031   | 1,247   | 56.8  | 4,025   | 3,423   | 17.6  |
| -----   |         |         |       |         |         |       |
| GM Total  | 255,209 | 235,521 | 4.3   | 596,866 | 606,224 | -1.5  |
| -----   |         |         |       |         |         |       |
| GM Light Duty Truck Deliveries by Production Source |         |         |       |         |         |       |
| -----   |         |         |       |         |         |       |
| GM North America *                                  | 249,537 | 231,490 | 3.8   | 584,293 | 596,259 | -2.0  |
| -----   |         |         |       |         |         |       |
| GM Import   | 0       | 0       | ***.* | 0       | 0       | ***.* |
| -----   |         |         |       |         |         |       |
| GM Total  | 249,537 | 231,490 | 3.8   | 584,293 | 596,259 | -2.0  |
| -----   |         |         |       |         |         |       |

\* Includes U.S./Canada/Mexico

3-1P  
GM Truck Deliveries - (United States)  
March 2005

March  
Calendar Year-to-Date  
January - March

%Chg

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

|   | 2005    | 2004    | per S/D | 2005    | 2004    | %Chg  |
|---|---------|---------|---------|---------|---------|-------|
| Selling Days (S/D)  | 27      | 26      |         |         |         |       |
| GM TRUCK Deliveries by Production Source and Marketing Division       |         |         |         |         |         |       |
| Buick Total   | 7,792   | 8,202   | -8.5    | 19,690  | 22,476  | -12.4 |
| Cadillac Total  | 7,464   | 7,772   | -7.5    | 18,312  | 19,398  | -5.6  |
| Chevrolet Total   | 169,841 | 150,047 | 9.0     | 396,657 | 386,597 | 2.6   |
| GMC Total   | 53,790  | 49,779  | 4.1     | 122,295 | 129,688 | -5.7  |
| HUMMER Total  | 2,220   | 2,334   | -8.4    | 5,950   | 6,402   | -7.1  |
| Oldsmobile Total  | 45      | 1,763   | -97.5   | 197     | 3,681   | -94.6 |
| Other-Isuzu Total   | 382     | 247     | 48.9    | 639     | 520     | 22.9  |
| Pontiac Total   | 2,710   | 5,935   | -56.0   | 7,122   | 13,716  | -48.1 |
| Saturn Total  | 8,934   | 8,195   | 5.0     | 21,979  | 20,323  | 8.1   |
| GM North America<br>Total*  | 253,178 | 234,274 | 4.1     | 592,841 | 602,801 | -1.7  |
| Chevrolet Total   | 206     | 115     | 72.5    | 435     | 307     | 41.7  |
| GMC Total   | 393     | 315     | 20.1    | 904     | 775     | 16.6  |
| Other-Isuzu Total   | 1,432   | 817     | 68.8    | 2,686   | 2,341   | 14.7  |
| GM Import Total   | 2,031   | 1,247   | 56.8    | 4,025   | 3,423   | 17.6  |
| GM Light Truck Deliveries by Production Source and Marketing Division |         |         |         |         |         |       |
| Buick Total   | 7,792   | 8,202   | -8.5    | 19,690  | 22,476  | -12.4 |
| Cadillac Total  | 7,464   | 7,772   | -7.5    | 18,312  | 19,398  | -5.6  |
| Chevrolet Total   | 168,262 | 148,847 | 8.9     | 392,908 | 383,668 | 2.4   |
| GMC Total   | 52,110  | 48,442  | 3.6     | 118,135 | 126,595 | -6.7  |
| HUMMER Total  | 2,220   | 2,334   | -8.4    | 5,950   | 6,402   | -7.1  |
| Oldsmobile Total  | 45      | 1,763   | -97.5   | 197     | 3,681   | -94.6 |
| Pontiac Total   | 2,710   | 5,935   | -56.0   | 7,122   | 13,716  | -48.1 |
| Saturn Total  | 8,934   | 8,195   | 5.0     | 21,979  | 20,323  | 8.1   |
| GM North America<br>Total*  | 249,537 | 231,490 | 3.8     | 584,293 | 596,259 | -2.0  |
| GM Light Truck Deliveries by Marketing Division                       |         |         |         |         |         |       |
| Buick Total   | 7,792   | 8,202   | -8.5    | 19,690  | 22,476  | -12.4 |
| Cadillac Total  | 7,464   | 7,772   | -7.5    | 18,312  | 19,398  | -5.6  |
| Chevrolet Total   | 168,262 | 148,847 | 8.9     | 392,908 | 383,668 | 2.4   |
| GMC Total   | 52,110  | 48,442  | 3.6     | 118,135 | 126,595 | -6.7  |
| HUMMER Total  | 2,220   | 2,334   | -8.4    | 5,950   | 6,402   | -7.1  |
| Oldsmobile Total  | 45      | 1,763   | -97.5   | 197     | 3,681   | -94.6 |
| Pontiac Total   | 2,710   | 5,935   | -56.0   | 7,122   | 13,716  | -48.1 |
| Saturn Total  | 8,934   | 8,195   | 5.0     | 21,979  | 20,323  | 8.1   |
| GM Total  | 249,537 | 231,490 | 3.8     | 584,293 | 596,259 | -2.0  |

\* Includes US/Canada/Mexico

GM Production Schedule - 04/01/05

| Units 000s | GMNA        |       |      |         | Total<br>Worldwide | Memo: Joint Ventures |                 |
|------------|-------------|-------|------|---------|--------------------|----------------------|-----------------|
|            | Carl Truck1 | Total | GME2 | GMLAAM3 |                    | GMNA 1<br>Car Truck  | International 5 |
|            |             |       |      |         |                    |                      |                 |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

|                        |     |     |       |     |     |     |       |    |    |     |
|------------------------|-----|-----|-------|-----|-----|-----|-------|----|----|-----|
| 2005 Q1 #              | 470 | 713 | 1,183 | 502 | 185 | 341 | 2,211 | 16 | 51 | 289 |
| O/(U) prior forecast:@ | 0   | 3   | 3     | 2   | (2) | (4) | (1)   | 0  | 0  | (2) |
| 2005 Q2 #              | 431 | 819 | 1,250 | 503 | 200 | 387 | 2,340 | 17 | 47 | 323 |
| O/(U) prior forecast:@ | 0   | 0   | 0     | 5   | (8) | (6) | (9)   | 0  | 0  | (6) |

| Units 000s | GMNA  |       |       | GME   | GMLAAM | GMAP  | Total Worldwide | Memo: Joint Ventures |                       |       |
|------------|-------|-------|-------|-------|--------|-------|-----------------|----------------------|-----------------------|-------|
|            | Car   | Truck | Total |       |        |       |                 | GMNA 1 Car           | International 5 Truck |       |
| 2001       |       |       |       |       |        |       |                 |                      |                       |       |
| 1st Qtr.   | 580   | 634   | 1,214 | 538   | 138    | 51    | 1,941           | 18                   | 9                     | NA    |
| 2nd Qtr.   | 638   | 726   | 1,364 | 491   | 165    | 64    | 2,084           | 13                   | 16                    | NA    |
| 3rd Qtr.   | 574   | 664   | 1,238 | 373   | 146    | 74    | 1,832           | 11                   | 15                    | NA    |
| 4th Qtr.   | 573   | 721   | 1,294 | 441   | 127    | 67    | 1,929           | 9                    | 16                    | NA    |
| CY         | 2,365 | 2,745 | 5,110 | 1,842 | 575    | 256   | 7,786           | 51                   | 56                    | NA    |
| 2002       |       |       |       |       |        |       |                 |                      |                       |       |
| 1st Qtr.   | 600   | 753   | 1,353 | 456   | 131    | 65    | 2,005           | 11                   | 11                    | NA    |
| 2nd Qtr.   | 688   | 865   | 1,553 | 453   | 141    | 74    | 2,221           | 15                   | 17                    | NA    |
| 3rd Qtr.   | 568   | 740   | 1,308 | 408   | 132    | 87    | 1,935           | 19                   | 20                    | NA    |
| 4th Qtr.   | 602   | 824   | 1,426 | 453   | 157    | 81    | 2,117           | 14                   | 25                    | NA    |
| CY         | 2,458 | 3,182 | 5,640 | 1,770 | 561    | 307   | 8,278           | 59                   | 73                    | NA    |
| 2003       |       |       |       |       |        |       |                 |                      |                       |       |
| 1st Qtr.   | 591   | 860   | 1,451 | 491   | 127    | 77    | 2,146           | 19                   | 24                    | NA    |
| 2nd Qtr.   | 543   | 837   | 1,380 | 488   | 128    | 90    | 2,086           | 19                   | 24                    | NA    |
| 3rd Qtr.   | 492   | 753   | 1,245 | 393   | 135    | 120   | 1,893           | 20                   | 17                    | NA    |
| 4th Qtr.   | 558   | 827   | 1,385 | 446   | 157    | 133   | 2,121           | 16                   | 20                    | NA    |
| CY         | 2,184 | 3,277 | 5,461 | 1,818 | 547    | 420   | 8,246           | 74                   | 85                    | NA    |
| 2004       |       |       |       |       |        |       |                 |                      |                       |       |
| 1st Qtr.   | 525   | 820   | 1,345 | 473   | 159    | 296   | 2,273           | 19                   | 19                    | 247   |
| 2nd Qtr.   | 543   | 846   | 1,389 | 503   | 172    | 337   | 2,401           | 18                   | 48                    | 284   |
| 3rd Qtr.   | 463   | 746   | 1,209 | 411   | 185    | 314   | 2,119           | 16                   | 43                    | 261   |
| 4th Qtr.   | 466   | 811   | 1,277 | 442   | 200    | 386   | 2,305           | 17                   | 47                    | 324   |
| CY         | 1,997 | 3,223 | 5,220 | 1,829 | 716    | 1,333 | 9,098           | 70                   | 158                   | 1,116 |
| 2005       |       |       |       |       |        |       |                 |                      |                       |       |
| 1st Qtr. # | 470   | 713   | 1,183 | 502   | 185    | 341   | 2,211           | 16                   | 51                    | 289   |
| 2nd Qtr. # | 431   | 819   | 1,250 | 503   | 200    | 387   | 2,340           | 17                   | 47                    | 323   |

@ Numbers may vary due to rounding

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

# Denotes estimate

- 1 GMNA includes joint venture production - NUMMI units included in GMNA Car; HUMMER and CAMI units included in GMNA Truck
- 2 GME includes GM-AvtoVAZ joint venture production beginning in Q1 2004
- 3 GMLAAM includes GM Egypt joint venture from 2001 through current calendar years
- 4 GMAP includes joint venture production: Shanghai GM Norsom Motors (formerly Jinbei GM) and Shanghai GM beginning in 2000 and SAIC-GM-Wuling and GM Daewoo Auto Technologies (GMDAT) beginning in Q1 2004
- 5 International joint venture production includes GM-AvtoVAZ, GM Egypt, Shanghai GM Norsom Motors, Shanghai GM, SAIC-GM-Wuling, and GMDAT

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.

GENERAL MOTORS CORPORATION

-----  
(Registrant)

Date: April 1, 2005

By: /s/PETER R. BIBLE

-----  
(Peter R. Bible,  
Chief Accounting Officer)