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GENERAL MOTORS CORP  
Form 8-K  
September 04, 2001

SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549-1004

FORM 8-K  
CURRENT REPORT PURSUANT TO SECTION 13 OF  
THE SECURITIES EXCHANGE ACT OF 1934

Date of Report  
(Date of earliest event reported) September 4, 2001  
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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  
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ITEM 5. OTHER ITEMS

On September 4, 2001, General Motors Corporation (GM) issued a news release announcing August production results and third and fourth quarter forecast. The

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release is as follows:

### GM Truck Sales Continue Momentum: SUVs on Industry Record Pace

- Industry on target for Third-Best All-Time Sales
- GM Truck Sales Up 7%; Passenger Cars Down 20%
- Overall August Sales Down 7%

### GM Announces August Production Results and 3rd and 4th Quarter Estimates

DETROIT -- General Motors dealers sold 403,258 new cars and trucks in August in the United States, a 7 percent decline from August 2000. Industry sales moderated in August but are on track for the third-best sales year.

"We are very pleased that GM's leading lineup of truck brands continued to pace the industry, especially our midsize and full-size utilities and full-size pickups," said Bill Lovejoy, group vice president of North America Vehicle Sales, Service and Marketing. "Despite an extremely competitive market, GM's share continued to stabilize and we have made good progress in improving our product mix, managing our fleet volumes, reducing our total inventory and moving out our 2001 models."

### GM Sales Highlights

GM and its dealers continued to have robust truck sales in August led by midsize utilities, full-size utilities and full-size pickups. The strongest results in August came once again from sport utility vehicle (SUV) sales, keeping GM on pace to set an all-time industry SUV calendar year sales record. GM's full-size utilities (41,352) dominated the industry once again in August on the strength of Chevrolet Tahoe, GMC Yukon and Yukon XL as well as increased sales of the all-new Cadillac Escalade. GM's all-new midsize SUV lineup, the Chevrolet TrailBlazer, GMC Envoy and Oldsmobile Bravada and Buick Rendezvous continued to gain sales momentum. GM maintained its leadership in full-size pickups in August (76,586) and is on pace for the best year since 1978.

As new and innovative entries Buick Rendezvous, Chevrolet Avalanche and Cadillac Escalade increase in availability, GM expects its strong truck sales performance will continue in the second half.

### August Sales Records

- o GM Trucks
- o Chevrolet Trucks
- o GM Utilities
- o Chevrolet Utilities
- o GMC Utilities
- o GM Large Utilities
- o Chevrolet Large Utilities
- o GMC Large Utilities
- o Chevrolet Tahoe
- o GMC Yukon and Yukon XL
- o Cadillac Escalade
- o Chevrolet Impala
- o Saab
- o Saab 9-5

### CYTD Records

- o GM Utilities
- o GM Large Utilities
- o Chevrolet Utilities
- o GMC Utilities
- o GM Small Utilities
- o GM Mid-Utilities
- o Chevrolet Tahoe and Suburban
- o GMC Yukon and Yukon XL
- o Cadillac Escalade
- o Chevrolet Tracker
- o Chevrolet Impala
- o Saab 9-5

### GM Announces August and 3rd- & 4th-Quarter 2001 Estimates

In August, GM produced 508,000 vehicles (236,000 cars and 272,000 trucks)

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in North America, down from 561,000 vehicles (295,000 cars and 266,000 trucks) produced in August 2000. (Production totals include joint venture production of 11,600 vehicles in August 2001 and 14,000 vehicles in August 2000.)

GM announced that the third-quarter production estimate will be largely unchanged from recent guidance at 1.232 million vehicles (569,000 cars and 663,000 trucks), up slightly from the prior estimate of 1.230 million vehicles (567,000 cars and 663,000 trucks). It is a 6.6 percent decline from the 1.319 million vehicles (689,000 cars and 630,000 trucks) GM produced in the third quarter of 2000.

Additionally, GM announced that the fourth-quarter production estimate will be 1.318 million vehicles (597,000 cars and 721,000 trucks), down 3.3 percent from 1.364 million vehicles (670,000 cars and 694,000 trucks) produced in the fourth quarter of 2000.

GM also announced the following production estimates for its international regions:

- GM Europe - The third-quarter estimate is 378,000, down from the previous estimate of 387,000 vehicles. The fourth-quarter estimate is 436,000, down from the 513,000 vehicles produced in the fourth quarter 2000.
- GM Asia Pacific - The third-quarter estimate is 75,000 vehicles, down from the previous estimate of 81,000. The fourth-quarter estimate is 84,000, up from the 47,000 produced in the fourth quarter 2000.
- GM Latin America, Africa and the Middle East - The third-quarter estimate is 146,000 vehicles, down from the previous estimate of 157,000. The fourth-quarter estimate is 154,000, up from the 135,000 vehicles produced in the fourth quarter 2000.

Note: GM sales and production results are available on GM Media Online at <http://media.gm.com> by clicking on the Sales/Production icon.

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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 judgement on what the future may hold, and we believe these judgements 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 to realize production efficiencies and implement capital expenditures at levels and times planned by management.

# # #

2-1P

GM Car Deliveries - (United States)  
August 2001

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|     |        |                       |
|-----|--------|-----------------------|
|     |        | Calendar Year-to-Date |
| (1) | August | January - August      |

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|  | 2001    | 2000    | %Chg<br>per S/D | 2001      | 2000      | %Chg  |
|--|---------|---------|-----------------|-----------|-----------|-------|
| -----                                  |         |         |                 |           |           |       |
| Selling Days (S/D)                     | 27      | 27      |                 |           |           |       |
| -----                                  |         |         |                 |           |           |       |
| Century                                | 17,630  | 15,089  | 16.8            | 94,326    | 106,650   | -11.6 |
| LeSabre                                | 15,590  | 18,116  | -13.9           | 99,053    | 101,373   | -2.3  |
| Park Avenue                            | 3,410   | 4,433   | -23.1           | 24,033    | 32,284    | -25.6 |
| Regal                                  | 6,135   | 5,076   | 20.9            | 36,016    | 44,426    | -18.9 |
| Riviera                                | 1       | 1       | 0.0             | 3         | 40        | -92.5 |
| Buick Total                            | 42,766  | 42,715  | 0.1             | 253,431   | 284,773   | -11.0 |
| -----                                  |         |         |                 |           |           |       |
| Catera                                 | 782     | 1,295   | -39.6           | 8,230     | 12,480    | -34.1 |
| DeVille                                | 8,235   | 10,147  | -18.8           | 61,139    | 73,876    | -17.2 |
| Eldorado                               | 888     | 1,040   | -14.6           | 6,152     | 7,576     | -18.8 |
| Seville                                | 1,376   | 2,630   | -47.7           | 15,508    | 18,573    | -16.5 |
| Cadillac Total                         | 11,281  | 15,112  | -25.4           | 91,029    | 112,505   | -19.1 |
| -----                                  |         |         |                 |           |           |       |
| Camaro                                 | 2,681   | 3,640   | -26.3           | 22,339    | 30,042    | -25.6 |
| Cavalier                               | 12,740  | 22,624  | -43.7           | 156,532   | 168,143   | -6.9  |
| Corvette                               | 2,789   | 2,861   | -2.5            | 20,811    | 20,808    | 0.0   |
| Impala                                 | 15,449  | 13,345  | 15.8            | 133,119   | 121,340   | 9.7   |
| Lumina                                 | 22      | 3,918   | -99.4           | 17,557    | 28,547    | -38.5 |
| Malibu                                 | 16,517  | 18,554  | -11.0           | 131,437   | 153,680   | -14.5 |
| Metro                                  | 8       | 2,580   | -99.7           | 6,464     | 24,435    | -73.5 |
| Monte Carlo                            | 5,606   | 5,671   | -1.1            | 46,906    | 48,264    | -2.8  |
| Prizm                                  | 2,667   | 4,915   | -45.7           | 36,669    | 37,214    | -1.5  |
| Chevrolet Total                        | 58,479  | 78,108  | -25.1           | 571,834   | 632,473   | -9.6  |
| -----                                  |         |         |                 |           |           |       |
| Alero                                  | 9,786   | 9,978   | -1.9            | 83,143    | 90,233    | -7.9  |
| Aurora                                 | 1,349   | 2,917   | -53.8           | 18,130    | 17,607    | 3.0   |
| Cutlass                                | 3       | 42      | -92.9           | 19        | 1,154     | -98.4 |
| Cutlass Supreme                        | 0       | 0       | ***.*           | 0         | 0         | ***.* |
| Eighty Eight                           | 0       | 4       | ***.*           | 3         | 439       | -99.3 |
| Intrigue                               | 3,606   | 5,590   | -35.5           | 29,044    | 44,144    | -34.2 |
| Oldsmobile Total                       | 14,744  | 18,531  | -20.4           | 130,339   | 153,577   | -15.1 |
| -----                                  |         |         |                 |           |           |       |
| Bonneville                             | 4,123   | 5,962   | -30.8           | 33,663    | 41,907    | -19.7 |
| Firebird                               | 1,870   | 2,631   | -28.9           | 16,225    | 22,542    | -28.0 |
| Grand Am                               | 19,125  | 21,288  | -10.2           | 132,255   | 152,385   | -13.2 |
| Grand Prix                             | 12,167  | 15,612  | -22.1           | 85,123    | 107,976   | -21.2 |
| Sunfire                                | 4,489   | 7,454   | -39.8           | 52,817    | 59,099    | -10.6 |
| Pontiac Total                          | 41,774  | 52,947  | -21.1           | 320,083   | 383,909   | -16.6 |
| -----                                  |         |         |                 |           |           |       |
| 900                                    | 0       | 1       | ***.*           | 0         | 57        | ***.* |
| 9000                                   | 0       | 0       | ***.*           | 0         | 18        | ***.* |
| 9-3                                    | 1,415   | 1,628   | -13.1           | 12,466    | 13,743    | -9.3  |
| 9-5                                    | 2,808   | 2,124   | 32.2            | 11,873    | 11,315    | 4.9   |
| Saab Total                             | 4,223   | 3,753   | 12.5            | 24,339    | 25,133    | -3.2  |
| -----                                  |         |         |                 |           |           |       |
| Saturn EV1                             | 0       | 8       | ***.*           | 0         | 245       | ***.* |
| Saturn L Series                        | 5,348   | 9,647   | -44.6           | 69,698    | 68,118    | 2.3   |
| Saturn S Series                        | 11,751  | 16,234  | -27.6           | 113,735   | 126,623   | -10.2 |
| Saturn Total                           | 17,099  | 25,889  | -34.0           | 183,433   | 194,986   | -5.9  |
| -----                                  |         |         |                 |           |           |       |
| GM Total                               | 190,366 | 237,055 | -19.7           | 1,574,488 | 1,787,356 | -11.9 |
| -----                                  |         |         |                 |           |           |       |
| GM Car Deliveries by Production Source |         |         |                 |           |           |       |
| -----                                  |         |         |                 |           |           |       |
| GM North America *                     | 185,361 | 232,007 | -20.1           | 1,541,919 | 1,749,743 | -11.9 |
| -----                                  |         |         |                 |           |           |       |
| GM Import                              | 5,005   | 5,048   | -0.9            | 32,569    | 37,613    | -13.4 |

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|          |         |         |       |           |           |       |
|----------|---------|---------|-------|-----------|-----------|-------|
| GM Total | 190,366 | 237,055 | -19.7 | 1,574,488 | 1,787,356 | -11.9 |
|----------|---------|---------|-------|-----------|-----------|-------|

\* Includes U.S./Canada/Mexico

2-1P  
GM Car Deliveries - (United States)  
August 2001

| (1)                | August |      | Calendar Year-to-Date<br>January - August |      |      |      |
|--------------------|--------|------|---|------|------|------|
|                    | 2001   | 2000 | %Chg<br>per S/D                           | 2001 | 2000 | %Chg |
| Selling Days (S/D) | 27     | 27   |   |      |      |      |

GM Car Deliveries by Production Source and Marketing Division

|                             |         |         |       |           |           |       |
|-----------------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total                 | 42,766  | 42,715  | 0.1   | 253,431   | 284,773   | -11.0 |
| Cadillac Total              | 10,499  | 13,817  | -24.0 | 82,799    | 100,025   | -17.2 |
| Chevrolet Total             | 58,479  | 78,108  | -25.1 | 571,834   | 632,473   | -9.6  |
| Oldsmobile Total            | 14,744  | 18,531  | -20.4 | 130,339   | 153,577   | -15.1 |
| Pontiac Total               | 41,774  | 52,947  | -21.1 | 320,083   | 383,909   | -16.6 |
| Saturn Total                | 17,099  | 25,889  | -34.0 | 183,433   | 194,986   | -5.9  |
| GM North America<br>Total * | 185,361 | 232,007 | -20.1 | 1,541,919 | 1,749,743 | -11.9 |
| Cadillac Total              | 782     | 1,295   | -39.6 | 8,230     | 12,480    | -34.1 |
| Saab Total                  | 4,223   | 3,753   | 12.5  | 24,339    | 25,133    | -3.2  |
| GM Import Total             | 5,005   | 5,048   | -0.9  | 32,569    | 37,613    | -13.4 |

GM Vehicle Deliveries by Marketing Division

|                   |         |         |       |           |           |       |
|-------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total       | 46,764  | 42,715  | 9.5   | 263,809   | 284,773   | -7.4  |
| Cadillac Total    | 13,772  | 16,816  | -18.1 | 108,028   | 128,994   | -16.3 |
| Chevrolet Total   | 208,902 | 222,994 | -6.3  | 1,745,577 | 1,834,138 | -4.8  |
| GMC Total         | 43,694  | 42,047  | 3.9   | 350,257   | 370,670   | -5.5  |
| Hummer Total      | 48      | 53      | -9.4  | 527       | 649       | -18.8 |
| Oldsmobile Total  | 19,205  | 22,577  | -14.9 | 172,688   | 202,001   | -14.5 |
| Other-Isuzu Total | 1,559   | 0       | ***.* | 10,834    | 0         | ***.* |
| Pontiac Total     | 47,992  | 58,753  | -18.3 | 375,618   | 429,617   | -12.6 |
| Saab Total        | 4,223   | 3,753   | 12.5  | 24,339    | 25,133    | -3.2  |
| Saturn Total      | 17,099  | 25,889  | -34.0 | 183,433   | 194,986   | -5.9  |
| GM Total          | 403,258 | 435,597 | -7.4  | 3,235,110 | 3,470,961 | -6.8  |

\* Includes US/Canada/Mexico

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GM Truck Deliveries - (United States)  
August 2001

| (1)                | August |      | Calendar Year-to-Date<br>January - August |      |      |      |
|--------------------|--------|------|---|------|------|------|
|                    | 2001   | 2000 | %Chg<br>per S/D                           | 2001 | 2000 | %Chg |
| Selling Days (S/D) | 27     | 27   |   |      |      |      |

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|                               |         |         |       |           |           |       |
|-------------------------------|---------|---------|-------|-----------|-----------|-------|
| Rendezvous                    | 3,998   | 0       | ***.* | 10,378    | 0         | ***.* |
| Total Buick                   | 3,998   | 0       | ***.* | 10,378    | 0         | ***.* |
| -----                         |         |         |       |           |           |       |
| Escalade                      | 2,491   | 1,704   | 46.2  | 16,999    | 16,489    | 3.1   |
| Total Cadillac                | 2,491   | 1,704   | 46.2  | 16,999    | 16,489    | 3.1   |
| -----                         |         |         |       |           |           |       |
| Astro                         | 4,693   | 6,738   | -30.4 | 42,981    | 70,196    | -38.8 |
| C/K Suburban(Chevy)           | 10,882  | 11,645  | -6.6  | 95,126    | 89,602    | 6.2   |
| Chevy C/T Series              | 357     | 614     | -41.9 | 4,320     | 6,201     | -30.3 |
| Chevy P Models & Mtr Hms      | 2       | 24      | -91.7 | 60        | 508       | -88.2 |
| Chevy W Series                | 152     | 259     | -41.3 | 1,358     | 1,549     | -12.3 |
| Express Cutaway/G Cut         | 1,756   | 1,823   | -3.7  | 10,617    | 14,587    | -27.2 |
| Express Panel/G Van           | 5,840   | 8,317   | -29.8 | 45,171    | 54,793    | -17.6 |
| Express/G Sportvan            | 1,193   | 838     | 42.4  | 11,401    | 10,348    | 10.2  |
| S/T Blazer                    | 9,620   | 17,966  | -46.5 | 116,414   | 163,213   | -28.7 |
| S/T Pickup                    | 16,695  | 17,991  | -7.2  | 114,474   | 155,081   | -26.2 |
| Tahoe                         | 16,110  | 12,253  | 31.5  | 128,186   | 95,283    | 34.5  |
| Tracker                       | 4,757   | 4,192   | 13.5  | 36,828    | 33,930    | 8.5   |
| TrailBlazer                   | 11,114  | 0       | ***.* | 42,935    | 0         | ***.* |
| Venture                       | 7,438   | 7,203   | 3.3   | 62,967    | 68,466    | -8.0  |
| .....                         |         |         |       |           |           |       |
| Avalanche                     | 6,015   | 0       | ***.* | 15,434    | 0         | ***.* |
| Silverado-C/K Pickup          | 53,799  | 55,023  | -2.2  | 445,471   | 437,908   | 1.7   |
| Chevrolet Fullsize<br>Pickups | 59,814  | 55,023  | 8.7   | 460,905   | 437,908   | 5.3   |
| .....                         |         |         |       |           |           |       |
| Chevrolet Total               | 150,423 | 144,886 | 3.8   | 1,173,743 | 1,201,665 | -2.3  |
| -----                         |         |         |       |           |           |       |
| C/K Suburban(GMC)             | 1       | 59      | -98.3 | 31        | 4,646     | -99.3 |
| Envoy                         | 4,639   | 0       | ***.* | 22,169    | 0         | ***.* |
| GMC C/T Series                | 733     | 1,517   | -51.7 | 9,139     | 17,500    | -47.8 |
| GMC W Series                  | 355     | 373     | -4.8  | 2,819     | 3,091     | -8.8  |
| P Models & Mtr Hms(GMC)       | 1       | 9       | -88.9 | 15        | 411       | -96.4 |
| S/T Jimmy                     | 1,129   | 5,833   | -80.6 | 27,760    | 54,833    | -49.4 |
| Safari (GMC)                  | 1,348   | 2,520   | -46.5 | 13,803    | 24,470    | -43.6 |
| Savana Panel/G Classic        | 1,712   | 2,037   | -16.0 | 17,004    | 21,763    | -21.9 |
| Savana Special/G Cut          | 697     | 595     | 17.1  | 8,221     | 6,972     | 17.9  |
| Savana/Rally                  | 189     | 301     | -37.2 | 1,809     | 2,667     | -32.2 |
| Sierra                        | 16,772  | 15,605  | 7.5   | 126,957   | 131,093   | -3.2  |
| Sonoma                        | 4,298   | 4,681   | -8.2  | 29,454    | 36,298    | -18.9 |
| Yukon                         | 6,585   | 4,692   | 40.3  | 48,944    | 36,668    | 33.5  |
| Yukon XL                      | 5,235   | 3,825   | 36.9  | 42,132    | 30,258    | 39.2  |
| GMC Total                     | 43,694  | 42,047  | 3.9   | 350,257   | 370,670   | -5.5  |
| -----                         |         |         |       |           |           |       |
| Hummer H1                     | 48      | 53      | -9.4  | 527       | 649       | -18.8 |
| Hummer Total                  | 48      | 53      | -9.4  | 527       | 649       | -18.8 |
| -----                         |         |         |       |           |           |       |
| Bravada                       | 1,618   | 1,583   | 2.2   | 15,329    | 21,600    | -29.0 |
| Silhouette                    | 2,843   | 2,463   | 15.4  | 27,020    | 26,824    | 0.7   |
| Oldsmobile Total              | 4,461   | 4,046   | 10.3  | 42,349    | 48,424    | -12.5 |
| -----                         |         |         |       |           |           |       |
| Other-Isuzu F Series          | 202     | 0       | ***.* | 1,532     | 0         | ***.* |
| Other-Isuzu N Series          | 1,357   | 0       | ***.* | 9,302     | 0         | ***.* |
| Other-Isuzu Total             | 1,559   | 0       | ***.* | 10,834    | 0         | ***.* |
| -----                         |         |         |       |           |           |       |
| Aztek                         | 1,940   | 1,449   | 33.9  | 20,141    | 1,746     | ***.* |
| Montana                       | 4,278   | 4,356   | -1.8  | 35,394    | 43,928    | -19.4 |
| Trans Sport                   | 0       | 1       | ***.* | 0         | 34        | ***.* |
| Pontiac Total                 | 6,218   | 5,806   | 7.1   | 55,535    | 45,708    | 21.5  |
| -----                         |         |         |       |           |           |       |
| GM Total                      | 212,892 | 198,542 | 7.2   | 1,660,622 | 1,683,605 | -1.4  |
| -----                         |         |         |       |           |           |       |

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### GM TRUCK Deliveries by Production Source

|                    | 2001    | 2000    | %Chg  | 2001      | 2000      | %Chg  |
|--------------------|---------|---------|-------|-----------|-----------|-------|
| GM North America * | 211,316 | 198,089 | 6.7   | 1,649,995 | 1,680,419 | -1.8  |
| GM Import          | 1,576   | 453     | 247.9 | 10,627    | 3,186     | 233.6 |
| GM Total           | 212,892 | 198,542 | 7.2   | 1,660,622 | 1,683,605 | -1.4  |

### GM Light Duty Truck Deliveries by Production Source

|                    | 2001    | 2000    | %Chg  | 2001      | 2000      | %Chg  |
|--------------------|---------|---------|-------|-----------|-----------|-------|
| GM North America * | 209,733 | 195,746 | 7.1   | 1,632,077 | 1,654,345 | -1.3  |
| GM Import          | 0       | 0       | ***.* | 0         | 0         | ***.* |
| GM Total           | 209,733 | 195,746 | 7.1   | 1,632,077 | 1,654,345 | -1.3  |

\* Includes U.S./Canada/Mexico

3-1P

### GM Truck Deliveries - (United States) August 2001

|                    | (1) August |      | %Chg<br>per S/D | Calendar Year-to-Date<br>January - August |      |      |
|--------------------|------------|------|-----------------|---|------|------|
|                    | 2001       | 2000 |                 | 2001                                      | 2000 | %Chg |
| Selling Days (S/D) | 27         | 27   |                 |   |      |      |

### GM TRUCK Deliveries by Production Source and Marketing Division

|                             |         |         |       |           |           |       |
|-----------------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total                 | 3,998   | 0       | ***.* | 10,378    | 0         | ***.* |
| Cadillac Total              | 2,491   | 1,704   | 46.2  | 16,999    | 16,489    | 3.1   |
| Chevrolet Total             | 150,306 | 144,681 | 3.9   | 1,172,813 | 1,200,542 | -2.3  |
| GMC Total                   | 43,459  | 41,799  | 4.0   | 348,618   | 368,607   | -5.4  |
| Hummer Total                | 48      | 53      | -9.4  | 527       | 649       | -18.8 |
| Oldsmobile Total            | 4,461   | 4,046   | 10.3  | 42,349    | 48,424    | -12.5 |
| Other-Isuzu Total           | 335     | 0       | ***.* | 2,776     | 0         | ***.* |
| Pontiac Total               | 6,218   | 5,806   | 7.1   | 55,535    | 45,708    | 21.5  |
| GM North America<br>Total * | 211,316 | 198,089 | 6.7   | 1,649,995 | 1,680,419 | -1.8  |
| Chevrolet Total             | 117     | 205     | -42.9 | 930       | 1,123     | -17.2 |
| GMC Total                   | 235     | 248     | -5.2  | 1,639     | 2,063     | -20.6 |
| Other-Isuzu Total           | 1,224   | 0       | ***.* | 8,058     | 0         | ***.* |
| GM Import Total             | 1,576   | 453     | 247.9 | 10,627    | 3,186     | 233.6 |

### GM Light Truck Deliveries by Production Source and Marketing Division

|                             |         |         |       |           |           |       |
|-----------------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total                 | 3,998   | 0       | ***.* | 10,378    | 0         | ***.* |
| Cadillac Total              | 2,491   | 1,704   | 46.2  | 16,999    | 16,489    | 3.1   |
| Chevrolet Total             | 149,912 | 143,989 | 4.1   | 1,168,005 | 1,193,407 | -2.1  |
| GMC Total                   | 42,605  | 40,148  | 6.1   | 338,284   | 349,668   | -3.3  |
| Hummer Total                | 48      | 53      | -9.4  | 527       | 649       | -18.8 |
| Oldsmobile Total            | 4,461   | 4,046   | 10.3  | 42,349    | 48,424    | -12.5 |
| Pontiac Total               | 6,218   | 5,806   | 7.1   | 55,535    | 45,708    | 21.5  |
| GM North America<br>Total * | 209,733 | 195,746 | 7.1   | 1,632,077 | 1,654,345 | -1.3  |

### GM Light Truck Deliveries by Marketing Division

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|                  |         |         |       |           |           |       |
|------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total      | 3,998   | 0       | ***.* | 10,378    | 0         | ***.* |
| Cadillac Total   | 2,491   | 1,704   | 46.2  | 16,999    | 16,489    | 3.1   |
| Chevrolet Total  | 149,912 | 143,989 | 4.1   | 1,168,005 | 1,193,407 | -2.1  |
| GMC Total        | 42,605  | 40,148  | 6.1   | 338,284   | 349,668   | -3.3  |
| Hummer Total     | 48      | 53      | -9.4  | 527       | 649       | -18.8 |
| Oldsmobile Total | 4,461   | 4,046   | 10.3  | 42,349    | 48,424    | -12.5 |
| Pontiac Total    | 6,218   | 5,806   | 7.1   | 55,535    | 45,708    | 21.5  |
| GM Total         | 209,733 | 195,746 | 7.1   | 1,632,077 | 1,654,345 | -1.3  |

\* Includes US/Canada/Mexico

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

| Curr S/D: | Prev S/D: | August  |         | % Chg<br>per S/D | Calendar Year-to-Date<br>January - August |           | % Chg |
|-----------|-----------|---------|---------|------------------|---|-----------|-------|
|           |           | 2001    | 2000    |                  | 2001                                      | 2000      |       |
| 27        | 27        | 403,258 | 435,597 | -7.4             | 3,235,110                                 | 3,470,961 | -6.8  |
|           |           | 190,366 | 237,055 | -19.7            | 1,574,488                                 | 1,787,356 | -11.9 |
|           |           | 212,892 | 198,542 | 7.2              | 1,660,622                                 | 1,683,605 | -1.4  |
|           |           | 209,733 | 195,746 | 7.1              | 1,632,077                                 | 1,654,345 | -1.3  |
|           |           | 400,099 | 432,801 | -7.6             | 3,206,565                                 | 3,441,701 | -6.8  |

| Market Division<br>Vehicle Total | August  |         | % Chg<br>per S/D | Calendar Year-to-Date<br>January - August |           | % Chg |
|----------------------------------|---------|---------|------------------|---|-----------|-------|
|                                  | 2001    | 2000    |                  | 2001                                      | 2000      |       |
| Buick                            | 46,764  | 42,715  | 9.5              | 263,809                                   | 284,773   | -7.4  |
| Cadillac                         | 13,772  | 16,816  | -18.1            | 108,028                                   | 128,994   | -16.3 |
| Chevrolet                        | 208,902 | 222,994 | -6.3             | 1,745,577                                 | 1,834,138 | -4.8  |
| GMC                              | 43,694  | 42,047  | 3.9              | 350,257                                   | 370,670   | -5.5  |
| Hummer                           | 48      | 53      | -9.4             | 527                                       | 649       | -18.8 |
| Oldsmobile                       | 19,205  | 22,577  | -14.9            | 172,688                                   | 202,001   | -14.5 |
| Other - Isuzu                    | 1,559   | 0       | ***.*            | 10,834                                    | 0         | ***.* |
| Pontiac                          | 47,992  | 58,753  | -18.3            | 375,618                                   | 429,617   | -12.6 |
| Saab                             | 4,223   | 3,753   | 12.5             | 24,339                                    | 25,133    | -3.2  |
| Saturn                           | 17,099  | 25,889  | -34.0            | 183,433                                   | 194,986   | -5.9  |

Sales of Domestically Produced Vehicles

|             |         |         |       |           |           |       |
|-------------|---------|---------|-------|-----------|-----------|-------|
| Car         | 185,361 | 232,007 | -20.1 | 1,541,919 | 1,749,743 | -11.9 |
| Light Truck | 209,733 | 195,746 | 7.1   | 1,632,077 | 1,654,345 | -1.3  |

Twenty-seven selling days for the August period this year and twenty-seven for



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last year.

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

Please Note: The Light sub-totals will be different than reported the prior year due to the implementation of 2001 Segmentation, which moved some Light Trucks to Medium.

### GM Production Schedule - 9/01

| Units 000s                | GMNA  |       |       | GME** | GMLAAM | GMAP | Total<br>Worldwide | Memo: |      |
|---------------------------|-------|-------|-------|-------|--------|------|--------------------|-------|------|
|                           | Car*  | Truck | Total |       |        |      |                    | NUMMI | CAMI |
| 2001 Q3                   | 569   | 663   | 1,232 | 378   | 146    | 75   | 1,831              | 11    | 15   |
| O/(U) prior<br>forecast:@ | 2     | 0     | 2     | (9)   | (11)   | (6)  | (24)               | 0     | 0    |
| -----                     |       |       |       |       |        |      |                    |       |      |
| Units 000s                | GMNA  |       |       | GME   | GMLAAM | GMAP | Total<br>Worldwide | Memo: |      |
|                           | Car*  | Truck | Total |       |        |      |                    | NUMMI | CAMI |
| 1997                      |       |       |       |       |        |      |                    |       |      |
| 1st Qtr.                  | 797   | 645   | 1,442 | 472   | 130    | 32   | 2,076              | 16    | 30   |
| 2nd Qtr.                  | 809   | 650   | 1,459 | 521   | 162    | 33   | 2,175              | 17    | 29   |
| 3rd Qtr.                  | 712   | 557   | 1,269 | 417   | 170    | 31   | 1,887              | 13    | 21   |
| 4th Qtr.                  | 765   | 693   | 1,458 | 464   | 142    | 37   | 2,101              | 11    | 18   |
| CY                        | 3,083 | 2,545 | 5,628 | 1,873 | 604    | 133  | 8,238              | 57    | 98   |
| 1998                      |       |       |       |       |        |      |                    |       |      |
| 1st Qtr.                  | 673   | 702   | 1,375 | 424   | 146    | 36   | 1,981              | 16    | 10   |
| 2nd Qtr.                  | 615   | 557   | 1,172 | 479   | 153    | 39   | 1,843              | 7     | 14   |
| 3rd Qtr.                  | 592   | 410   | 1,002 | 440   | 137    | 37   | 1,616              | 11    | 3    |
| 4th Qtr.                  | 819   | 691   | 1,510 | 522   | 89     | 36   | 2,157              | 12    | 18   |
| CY                        | 2,699 | 2,360 | 5,059 | 1,864 | 525    | 148  | 7,596              | 46    | 45   |
| 1999                      |       |       |       |       |        |      |                    |       |      |
| 1st Qtr.                  | 781   | 725   | 1,506 | 524   | 93     | 38   | 2,161              | 12    | 23   |
| 2nd Qtr.                  | 760   | 795   | 1,555 | 533   | 110    | 25   | 2,223              | 12    | 23   |
| 3rd Qtr.                  | 660   | 699   | 1,359 | 427   | 112    | 47   | 1,945              | 13    | 17   |
| 4th Qtr.                  | 759   | 694   | 1,453 | 530   | 97     | 47   | 2,127              | 12    | 26   |
| CY                        | 2,960 | 2,913 | 5,873 | 2,014 | 412    | 157  | 8,456              | 49    | 89   |
| 2000                      |       |       |       |       |        |      |                    |       |      |
| 1st Qtr.                  | 746   | 775   | 1,521 | 572   | 118    | 40   | 2,251              | 13    | 24   |
| 2nd Qtr.                  | 787   | 781   | 1,568 | 534   | 140    | 45   | 2,287              | 13    | 23   |
| 3rd Qtr.                  | 689   | 630   | 1,319 | 374   | 151    | 53   | 1,897              | 12    | 22   |
| 4th Qtr.                  | 670   | 694   | 1,364 | 513   | 135    | 47   | 2,059              | 12    | 23   |
| CY                        | 2,892 | 2,880 | 5,772 | 1,993 | 544    | 185  | 8,494              | 50    | 92   |
| 2001                      |       |       |       |       |        |      |                    |       |      |
| 1st Qtr.                  | 582   | 632   | 1,214 | 538   | 138    | 51   | 1,941              | 13    | 14   |
| 2nd Qtr.                  | 638   | 726   | 1,364 | 491   | 165    | 64   | 2,084              | 13    | 16   |

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|            |       |       |       |       |       |       |       |       |       |
|------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 3rd Qtr. # | 569   | 663   | 1,232 | 378   | 146   | 75    | 1,831 | 11    | 15    |
| 4th Qtr. # | 597   | 721   | 1,318 | 436   | 154   | 84    | 1,992 | 9     | 15    |
|            | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |

@ Numbers may vary due to rounding

\* NUMMI units included in GMNA Car, CAMI units included in GMNA 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

September 4, 2001

By

/s/Peter R. Bible

(Peter R. Bible,  
Chief Accounting Officer)