

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GENERAL MOTORS CORP
Form 8-K
February 01, 2002

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) February 1, 2002

GENERAL MOTORS CORPORATION

(Exact name of registrant as specified in its charter)

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

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

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

ITEM 5. OTHER ITEMS

On February 1, 2002, General Motors Corporation (GM) issued a news release announcing January production results and increases first-quarter schedule. The

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

release is as follows:

GM Trucks Continue Momentum from Record-Setting

2001 Calendar Year

- Retail Sales Comparable to Year-ago Levels
- Overall January sales down 13 percent
- Truck Sales Up 10 percent - Retail Truck Sales Up 15 Percent
- Midsize Utilities Up 50 Percent Over Last Year

GM Announces January Production Results, Increases First-Quarter Schedule

DETROIT -- General Motors dealers sold 299,634 new cars and trucks in January in the United States, down 13 percent. GM's sales decline was fully accounted for by a 58 percent reduction in daily rental volume. GM's retail sales were comparable to a year ago due to a 15 percent increase in retail truck sales.

"We had a phenomenal year in truck sales in 2001 setting several truck sales records and we continued that momentum in January," said Bill Lovejoy, group vice president of North America Vehicle Sales, Service and Marketing. "In addition, our strong retail performance helped to offset reductions in daily rental fleet."

Lovejoy continued, "Our entire GM organization, the effectiveness of the 'GM Overdrive' marketing campaign, and the outstanding sales efforts of our dealers are clearly positioning us to maintain our momentum throughout the year."

GM Truck Sales

For January, GM's Industry leading truck lineup maintained its record sales pace with deliveries up 10 percent. GM's midsize utilities continued to gain momentum with sales of 38,140, an increase of 50 percent over last January. Once again, GM had strong full-size pickup sales (72,143 units - up 20 percent) and maintained its leadership in full-size utilities.

GM is expecting to build momentum in calendar year '02 in the luxury and entry level markets with several all-new vehicles. Cadillac CTS and Escalade EXT, Saturn Vue and Pontiac Vibe are currently arriving in dealerships and will each be in full production within the next several months.

January Sales Records

GM Trucks
Chevrolet Trucks
GM Pickups
GM Full-size Pickups
Chevrolet Silverado
GM Utilities

January Sales Records cont.

Chevrolet Utilities
GMC Utilities
GM Midsize Utilities
GM Full-size Utilities
GMC Yukon
Cadillac Escalade

Certified Used Sales

GM continued to gain momentum in the used car market, achieving approximately 22,000 total used certified vehicle sales for January, including the Cadillac, Saturn and SAAB certified brands. The GM Certified Used Vehicle brand had another strong month, selling 18,262 units. Lovejoy commented on the success of GM's certified used vehicle programs. "We are really hitting our stride in this end of the market and we fully expect that with the strength and support of our dealer network, we will challenge for the segment lead in certified used vehicles."

GM Announces January Production Results, Increases First-Quarter Schedule

In January, GM produced 409,000 vehicles (178,000 cars and 231,000 trucks) in North America, up more than 6 percent from 384,000 vehicles (191,000 cars and 193,000 trucks) produced in January 2001. (Totals include joint venture production of 5,000 vehicles in January and 9,000 vehicles in January 2001.)

Additionally, GM increased its first-quarter 2002 North American forecast to 1.32 million vehicles (585,000 cars and 735,000 trucks) from its previous estimate of 1.3 million vehicles (575,000 cars and 725,000 trucks). The increase in production builds on the momentum created by the successful "Keep America Rolling" and "GM Overdrive" campaigns. In the first quarter of 2001, GM produced 1.214 million vehicles (581,000 cars and 633,000 trucks).

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

- GM Europe - The first-quarter estimate is 460,000 vehicles, a decrease of 38,000 vehicles from the previous estimate due to lower than expected sales in late 2001 and early 2002, resulting in higher than desired inventory levels.
- GM Asia Pacific - The first-quarter estimate is 59,000 vehicles, a decrease of 8,000 vehicles from the previous estimate due to a reduction in export volume to other regions.
- GM Latin America, Africa and the Middle East - The first-quarter estimate is 138,000 vehicles, an increase of 6,000 vehicles from the previous estimate.

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 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.

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

#

- 3 -

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

| | January | | | Calendar Year-to-Date January - January | | |
|---------------------|---------|---------|------------------|--|---------|------------------|
| | 2002 | 2001 | % Chg per S/D | 2002 | 2001 | % Chg per S/D |
| Curr S/D: 25 | | | | | | |
| Prev S/D: 25 | | | | | | |
| Vehicle Total | 299,634 | 343,527 | -12.8 | 299,634 | 343,527 | -12.8 |
| Car Total | 116,633 | 177,192 | -34.2 | 116,633 | 177,192 | -34.2 |
| Truck Total | 183,001 | 166,335 | 10.0 | 183,001 | 166,335 | 10.0 |
| Light Truck Total | 180,706 | 163,840 | 10.3 | 180,706 | 163,840 | 10.3 |
| Light Vehicle Total | 297,339 | 341,032 | -12.8 | 297,339 | 341,032 | -12.8 |

| Market Division Vehicle Total | January | | | Calendar Year-to-Date January - January | | |
|----------------------------------|---------|---------|------------------|--|---------|------------------|
| | 2002 | 2001 | % Chg per S/D | 2002 | 2001 | % Chg per S/D |
| Buick | 19,335 | 26,564 | -27.2 | 19,335 | 26,564 | -27.2 |
| Cadillac | 11,442 | 11,235 | 1.8 | 11,442 | 11,235 | 1.8 |
| Chevrolet | 181,148 | 183,371 | -1.2 | 181,148 | 183,371 | -1.2 |
| GMC | 35,040 | 34,398 | 1.9 | 35,040 | 34,398 | 1.9 |
| Hummer | 52 | 92 | -43.5 | 52 | 92 | -43.5 |
| Oldsmobile | 11,058 | 24,754 | -55.3 | 11,058 | 24,754 | -55.3 |
| Other - Isuzu | 774 | 929 | -16.7 | 774 | 929 | -16.7 |
| Pontiac | 25,212 | 38,405 | -34.4 | 25,212 | 38,405 | -34.4 |
| Saab | 1,575 | 2,314 | -31.9 | 1,575 | 2,314 | -31.9 |
| Saturn | 13,998 | 21,465 | -34.8 | 13,998 | 21,465 | -34.8 |

Sales of Domestically Produced Vehicles

| | | | | | | |
|-------------|---------|---------|-------|---------|---------|-------|
| Car | 115,003 | 174,174 | -34.0 | 115,003 | 174,174 | -34.0 |
| Light Truck | 180,706 | 163,840 | 10.3 | 180,706 | 163,840 | 10.3 |

Twenty-five selling days for the January period this year and twenty-five for

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

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.

- 4 -

2-1P
GM Car Deliveries - (United States)
January 2002

| | Calendar Year-to-Date | | | | | |
|--------------------|-----------------------|---------|-----------------|-------------------|--------|------------------|
| | (1) | January | | January - January | | |
| | 2002 | 2001 | %Chg per S/D | 2002 | 2001 | % Chg per S/D |
| Selling Days (S/D) | 25 | 25 | | | | |
| Century | 5,047 | 9,526 | -47.0 | 5,047 | 9,526 | -47.0 |
| LeSabre | 7,390 | 9,948 | -25.7 | 7,390 | 9,948 | -25.7 |
| Park Avenue | 1,533 | 2,534 | -39.5 | 1,533 | 2,534 | -39.5 |
| Regal | 1,479 | 4,556 | -67.5 | 1,479 | 4,556 | -67.5 |
| Riviera | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Buick Total | 15,449 | 26,564 | -41.8 | 15,449 | 26,564 | -41.8 |
| Catera | 55 | 704 | -92.2 | 55 | 704 | -92.2 |
| CTS | 224 | 0 | ***.* | 224 | 0 | ***.* |
| DeVille | 5,759 | 7,948 | -27.5 | 5,759 | 7,948 | -27.5 |
| Eldorado | 470 | 538 | -12.6 | 470 | 538 | -12.6 |
| Seville | 1,581 | 1,339 | 18.1 | 1,581 | 1,339 | 18.1 |
| Cadillac Total | 8,089 | 10,529 | -23.2 | 8,089 | 10,529 | -23.2 |
| Camaro | 2,052 | 1,948 | 5.3 | 2,052 | 1,948 | 5.3 |
| Cavalier | 15,471 | 16,221 | -4.6 | 15,471 | 16,221 | -4.6 |
| Corvette | 2,443 | 2,252 | 8.5 | 2,443 | 2,252 | 8.5 |
| Impala | 12,724 | 14,923 | -14.7 | 12,724 | 14,923 | -14.7 |
| Lumina | 1 | 4,298 | ***.* | 1 | 4,298 | ***.* |
| Malibu | 10,879 | 13,076 | -16.8 | 10,879 | 13,076 | -16.8 |
| Metro | 2 | 2,170 | ***.* | 2 | 2,170 | ***.* |
| Monte Carlo | 4,155 | 4,599 | -9.7 | 4,155 | 4,599 | -9.7 |
| Prizm | 1,881 | 4,620 | -59.3 | 1,881 | 4,620 | -59.3 |
| Chevrolet Total | 49,608 | 64,107 | -22.6 | 49,608 | 64,107 | -22.6 |
| Alero | 7,241 | 13,407 | -46.0 | 7,241 | 13,407 | -46.0 |
| Aurora | 534 | 2,763 | -80.7 | 534 | 2,763 | -80.7 |
| Cutlass | 0 | 4 | ***.* | 0 | 4 | ***.* |
| Eighty Eight | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Intrigue | 928 | 3,604 | -74.3 | 928 | 3,604 | -74.3 |
| Oldsmobile Total | 8,703 | 19,778 | -56.0 | 8,703 | 19,778 | -56.0 |
| Bonneville | 1,795 | 2,689 | -33.2 | 1,795 | 2,689 | -33.2 |
| Firebird | 1,492 | 1,495 | -0.2 | 1,492 | 1,495 | -0.2 |
| Grand Am | 9,230 | 16,265 | -43.3 | 9,230 | 16,265 | -43.3 |
| Grand Prix | 4,697 | 5,363 | -12.4 | 4,697 | 5,363 | -12.4 |
| Sunfire | 4,672 | 6,623 | -29.5 | 4,672 | 6,623 | -29.5 |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

| | | | | | | |
|--|---------|---------|-------|---------|---------|-------|
| Vibe | 33 | 0 | ***.* | 33 | 0 | ***.* |
| Pontiac Total | 21,919 | 32,435 | -32.4 | 21,919 | 32,435 | -32.4 |
| 9-3 | 1,030 | 1,149 | -10.4 | 1,030 | 1,149 | -10.4 |
| 9-5 | 545 | 1,165 | -53.2 | 545 | 1,165 | -53.2 |
| Saab Total | 1,575 | 2,314 | -31.9 | 1,575 | 2,314 | -31.9 |
| Saturn L Series | 4,517 | 8,050 | -43.9 | 4,517 | 8,050 | -43.9 |
| Saturn S Series | 6,773 | 13,415 | -49.5 | 6,773 | 13,415 | -49.5 |
| Saturn Total | 11,290 | 21,465 | -47.4 | 11,290 | 21,465 | -47.4 |
| GM Total | 116,633 | 177,192 | -34.2 | 116,633 | 177,192 | -34.2 |
| GM Car Deliveries by Production Source | | | | | | |
| GM North America * | 115,003 | 174,174 | -34.0 | 115,003 | 174,174 | -34.0 |
| GM Import | 1,630 | 3,018 | -46.0 | 1,630 | 3,018 | -46.0 |
| GM Total | 116,633 | 177,192 | -34.2 | 116,633 | 177,192 | -34.2 |

* Includes U.S./Canada/Mexico

- 5 -

2-1P
GM Car Deliveries - (United States)
January 2002

| (1) | Calendar Year-to-Date | | | | | |
|--------------------|-----------------------|------|-----------------|-------------------|------|------------------|
| | January | | | January - January | | |
| | 2002 | 2001 | %Chg per S/D | 2002 | 2001 | % Chg per S/D |
| Selling Days (S/D) | 25 | 25 | | | | |

GM Car Deliveries by Production Source and Marketing Division

| | | | | | | |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 15,449 | 26,564 | -41.8 | 15,449 | 26,564 | -41.8 |
| Cadillac Total | 8,034 | 9,825 | -18.2 | 8,034 | 9,825 | -18.2 |
| Chevrolet Total | 49,608 | 64,107 | -22.6 | 49,608 | 64,107 | -22.6 |
| Oldsmobile Total | 8,703 | 19,778 | -56.0 | 8,703 | 19,778 | -56.0 |
| Pontiac Total | 21,919 | 32,435 | -32.4 | 21,919 | 32,435 | -32.4 |
| Saturn Total | 11,290 | 21,465 | -47.4 | 11,290 | 21,465 | -47.4 |
| GM North America Total* | 115,003 | 174,174 | -34.0 | 115,003 | 174,174 | -34.0 |
| Cadillac Total | 55 | 704 | -92.2 | 55 | 704 | -92.2 |
| Saab Total | 1,575 | 2,314 | -31.9 | 1,575 | 2,314 | -31.9 |
| GM Import Total | 1,630 | 3,018 | -46.0 | 1,630 | 3,018 | -46.0 |

GM Vehicle Deliveries by Marketing Division

| | | | | | | |
|-------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 19,335 | 26,564 | -27.2 | 19,335 | 26,564 | -27.2 |
| Cadillac Total | 11,442 | 11,235 | 1.8 | 11,442 | 11,235 | 1.8 |
| Chevrolet Total | 181,148 | 183,371 | -1.2 | 181,148 | 183,371 | -1.2 |
| GMC Total | 35,040 | 34,398 | 1.9 | 35,040 | 34,398 | 1.9 |
| Hummer Total | 52 | 92 | -43.5 | 52 | 92 | -43.5 |
| Oldsmobile Total | 11,058 | 24,754 | -55.3 | 11,058 | 24,754 | -55.3 |
| Other-Isuzu Total | 774 | 929 | -16.7 | 774 | 929 | -16.7 |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

| | | | | | | |
|---------------|---------|---------|-------|---------|---------|-------|
| Pontiac Total | 25,212 | 38,405 | -34.4 | 25,212 | 38,405 | -34.4 |
| Saab Total | 1,575 | 2,314 | -31.9 | 1,575 | 2,314 | -31.9 |
| Saturn Total | 13,998 | 21,465 | -34.8 | 13,998 | 21,465 | -34.8 |
| GM Total | 299,634 | 343,527 | -12.8 | 299,634 | 343,527 | -12.8 |

* Includes US/Canada/Mexico

- 6 -

3-1P
GM Truck Deliveries - (United States)
January 2002

| | (1) January | | %Chg per S/D | Calendar Year-to-Date January - January | | % Chg per S/D |
|-------------------------------|-------------|---------|-----------------|--|---------|------------------|
| | 2002 | 2001 | | 2002 | 2001 | |
| Selling Days (S/D) | 25 | 25 | | | | |
| Rendezvous | 3,886 | 0 | ***.* | 3,886 | 0 | ***.* |
| Total Buick | 3,886 | 0 | ***.* | 3,886 | 0 | ***.* |
| Escalade | 2,638 | 706 | 273.7 | 2,638 | 706 | 273.7 |
| Escalade EXT | 715 | 0 | ***.* | 715 | 0 | ***.* |
| Total Cadillac | 3,353 | 706 | 374.9 | 3,353 | 706 | 374.9 |
| Astro | 2,814 | 4,810 | -41.5 | 2,814 | 4,810 | -41.5 |
| C/K Suburban (Chevy) | 9,590 | 10,501 | -8.7 | 9,590 | 10,501 | -8.7 |
| Chevy C/T Series | 418 | 352 | 18.8 | 418 | 352 | 18.8 |
| Chevy P Models & Mtr Hms | 0 | 10 | ***.* | 0 | 10 | ***.* |
| Chevy W Series | 190 | 183 | 3.8 | 190 | 183 | 3.8 |
| Express Cutaway/G Cut | 1,149 | 880 | 30.6 | 1,149 | 880 | 30.6 |
| Express Panel/G Van | 4,046 | 4,849 | -16.6 | 4,046 | 4,849 | -16.6 |
| Express/G Sportvan | 487 | 1,075 | -54.7 | 487 | 1,075 | -54.7 |
| S/T Blazer | 7,729 | 15,867 | -51.3 | 7,729 | 15,867 | -51.3 |
| S/T Pickup | 9,387 | 10,085 | -6.9 | 9,387 | 10,085 | -6.9 |
| Tahoe | 13,974 | 14,250 | -1.9 | 13,974 | 14,250 | -1.9 |
| Tracker | 2,999 | 3,410 | -12.1 | 2,999 | 3,410 | -12.1 |
| TrailBlazer | 17,411 | 0 | ***.* | 17,411 | 0 | ***.* |
| Venture | 3,528 | 5,329 | -33.8 | 3,528 | 5,329 | -33.8 |
| | | | | | | |
| Avalanche | 6,634 | 0 | ***.* | 6,634 | 0 | ***.* |
| Silverado-C/K Pickup | 51,184 | 47,663 | 7.4 | 51,184 | 47,663 | 7.4 |
| Chevrolet Fullsize Pickups | 57,818 | 47,663 | 21.3 | 57,818 | 47,663 | 21.3 |
| | | | | | | |
| Chevrolet Total | 131,540 | 119,264 | 10.3 | 131,540 | 119,264 | 10.3 |
| | | | | | | |
| C/K Suburban (GMC) | 0 | 9 | ***.* | 0 | 9 | ***.* |
| Envoy | 6,008 | 0 | ***.* | 6,008 | 0 | ***.* |
| GMC C/T Series | 693 | 766 | -9.5 | 693 | 766 | -9.5 |
| GMC W Series | 220 | 253 | -13.0 | 220 | 253 | -13.0 |
| P Models & Mtr Hms (GMC) | 0 | 2 | ***.* | 0 | 2 | ***.* |
| S/T Jimmy | 231 | 5,032 | -95.4 | 231 | 5,032 | -95.4 |
| Safari (GMC) | 780 | 1,662 | -53.1 | 780 | 1,662 | -53.1 |
| Savana Panel/G Classic | 1,270 | 1,506 | -15.7 | 1,270 | 1,506 | -15.7 |
| Savana Special/G Cut | 378 | 376 | 0.5 | 378 | 376 | 0.5 |
| Savana/Rally | 112 | 155 | -27.7 | 112 | 155 | -27.7 |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

| | | | | | | |
|----------------------|---------|---------|-------|---------|---------|-------|
| Sierra | 13,610 | 12,679 | 7.3 | 13,610 | 12,679 | 7.3 |
| Sonoma | 2,499 | 2,329 | 7.3 | 2,499 | 2,329 | 7.3 |
| Yukon | 5,292 | 5,352 | -1.1 | 5,292 | 5,352 | -1.1 |
| Yukon XL | 3,947 | 4,277 | -7.7 | 3,947 | 4,277 | -7.7 |
| GMC Total | 35,040 | 34,398 | 1.9 | 35,040 | 34,398 | 1.9 |
| ----- | | | | | | |
| Hummer H1 | 52 | 92 | -43.5 | 52 | 92 | -43.5 |
| Hummer Total | 52 | 92 | -43.5 | 52 | 92 | -43.5 |
| ----- | | | | | | |
| Bravada | 1,354 | 1,553 | -12.8 | 1,354 | 1,553 | -12.8 |
| Silhouette | 1,001 | 3,423 | -70.8 | 1,001 | 3,423 | -70.8 |
| Oldsmobile Total | 2,355 | 4,976 | -52.7 | 2,355 | 4,976 | -52.7 |
| ----- | | | | | | |
| Other-Isuzu F Series | 124 | 158 | -21.5 | 124 | 158 | -21.5 |
| Other-Isuzu N Series | 650 | 771 | -15.7 | 650 | 771 | -15.7 |
| Other-Isuzu Total | 774 | 929 | -16.7 | 774 | 929 | -16.7 |
| ----- | | | | | | |
| Aztek | 1,521 | 2,938 | -48.2 | 1,521 | 2,938 | -48.2 |
| Montana | 1,772 | 3,032 | -41.6 | 1,772 | 3,032 | -41.6 |
| Trans Sport | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Pontiac Total | 3,293 | 5,970 | -44.8 | 3,293 | 5,970 | -44.8 |
| ----- | | | | | | |
| VUE | 2,708 | 0 | ***.* | 2,708 | 0 | ***.* |
| Saturn Total | 2,708 | 0 | ***.* | 2,708 | 0 | ***.* |
| ----- | | | | | | |
| GM Total | 183,001 | 166,335 | 10.0 | 183,001 | 166,335 | 10.0 |

GM TRUCK Deliveries by Production Source

| | | | | | | |
|--------------------|---------|---------|-------|---------|---------|-------|
| GM North America * | 182,144 | 165,277 | 10.2 | 182,144 | 165,277 | 10.2 |
| GM Import | 857 | 1,058 | -19.0 | 857 | 1,058 | -19.0 |
| GM Total | 183,001 | 166,335 | 10.0 | 183,001 | 166,335 | 10.0 |

GM Light Duty Truck Deliveries by Production Source

| | | | | | | |
|--------------------|---------|---------|-------|---------|---------|-------|
| GM North America * | 180,706 | 163,840 | 10.3 | 180,706 | 163,840 | 10.3 |
| GM Import | 0 | 0 | ***.* | 0 | 0 | ***.* |
| GM Total | 180,706 | 163,840 | 10.3 | 180,706 | 163,840 | 10.3 |

* Includes U.S./Canada/Mexico

- 7 -

3-1P

GM Truck Deliveries - (United States)
January 2002

| (1) | January | | Calendar Year-to-Date January - January | | | |
|--------------------|---------|------|--|------|------|------------------|
| | 2002 | 2001 | %Chg per S/D | 2002 | 2001 | % Chg per S/D |
| Selling Days (S/D) | 25 | 25 | | | | |

GM TRUCK Deliveries by Production Source and Marketing Division

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

| | | | | | | |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 3,886 | 0 | ***.* | 3,886 | 0 | ***.* |
| Cadillac Total | 3,353 | 706 | 374.9 | 3,353 | 706 | 374.9 |
| Chevrolet Total | 131,410 | 119,125 | 10.3 | 131,410 | 119,125 | 10.3 |
| GMC Total | 34,881 | 34,200 | 2.0 | 34,881 | 34,200 | 2.0 |
| Hummer Total | 52 | 92 | -43.5 | 52 | 92 | -43.5 |
| Oldsmobile Total | 2,355 | 4,976 | -52.7 | 2,355 | 4,976 | -52.7 |
| Other-Isuzu Total | 206 | 208 | -1.0 | 206 | 208 | -1.0 |
| Pontiac Total | 3,293 | 5,970 | -44.8 | 3,293 | 5,970 | -44.8 |
| Saturn Total | 2,708 | 0 | ***.* | 2,708 | 0 | ***.* |
| GM North America Total* | 182,144 | 165,277 | 10.2 | 182,144 | 165,277 | 10.2 |

| | | | | | | |
|-------------------|-----|-------|-------|-----|-------|-------|
| Chevrolet Total | 130 | 139 | -6.5 | 130 | 139 | -6.5 |
| GMC Total | 159 | 198 | -19.7 | 159 | 198 | -19.7 |
| Other-Isuzu Total | 568 | 721 | -21.2 | 568 | 721 | -21.2 |
| GM Import Total | 857 | 1,058 | -19.0 | 857 | 1,058 | -19.0 |

GM Light Truck Deliveries by Production Source and Marketing Division

| | | | | | | |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 3,886 | 0 | ***.* | 3,886 | 0 | ***.* |
| Cadillac Total | 3,353 | 706 | 374.9 | 3,353 | 706 | 374.9 |
| Chevrolet Total | 130,932 | 118,719 | 10.3 | 130,932 | 118,719 | 10.3 |
| GMC Total | 34,127 | 33,377 | 2.2 | 34,127 | 33,377 | 2.2 |
| Hummer Total | 52 | 92 | -43.5 | 52 | 92 | -43.5 |
| Oldsmobile Total | 2,355 | 4,976 | -52.7 | 2,355 | 4,976 | -52.7 |
| Pontiac Total | 3,293 | 5,970 | -44.8 | 3,293 | 5,970 | -44.8 |
| Saturn Total | 2,708 | 0 | ***.* | 2,708 | 0 | ***.* |
| GM North America Total* | 180,706 | 163,840 | 10.3 | 180,706 | 163,840 | 10.3 |

GM Light Truck Deliveries by Marketing Division

| | | | | | | |
|------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 3,886 | 0 | ***.* | 3,886 | 0 | ***.* |
| Cadillac Total | 3,353 | 706 | 374.9 | 3,353 | 706 | 374.9 |
| Chevrolet Total | 130,932 | 118,719 | 10.3 | 130,932 | 118,719 | 10.3 |
| GMC Total | 34,127 | 33,377 | 2.2 | 34,127 | 33,377 | 2.2 |
| Hummer Total | 52 | 92 | -43.5 | 52 | 92 | -43.5 |
| Oldsmobile Total | 2,355 | 4,976 | -52.7 | 2,355 | 4,976 | -52.7 |
| Pontiac Total | 3,293 | 5,970 | -44.8 | 3,293 | 5,970 | -44.8 |
| Saturn Total | 2,708 | 0 | ***.* | 2,708 | 0 | ***.* |
| GM Total | 180,706 | 163,840 | 10.3 | 180,706 | 163,840 | 10.3 |

* Includes US/Canada/Mexico

- 8 -

GM Production Schedule - 2/1/02

| Units 000s | GMNA | | | GME** | GMLAAM | GMAP | Total Worldwide | Memo: NUMMI | CAMI |
|------------|-------|--------|-------|-------|--------|-------|--------------------|----------------|-------|
| | Car* | Truck* | Total | | | | | | |
| ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

| | | | | | | | | | |
|------------------------|-----|-----|-------|------|-----|-----|-------|----|----|
| 2002 Q1 # | 585 | 735 | 1,320 | 460 | 138 | 59 | 1,977 | 12 | 11 |
| O/(U) prior forecast:@ | 10 | 10 | 20 | (38) | 6 | (8) | (20) | 0 | 0 |

| Units 000s | GMNA | | | GME** | GMLAAM | GMAP | Total Worldwide | Memo: | |
|------------|-------|--------|-------|-------|--------|-------|-----------------|-------|-------|
| | Car* | Truck* | Total | | | | | NUMMI | CAMI |
| 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. | 581 | 633 | 1,214 | 538 | 138 | 51 | 1,941 | 13 | 14 |
| 2nd Qtr. | 638 | 726 | 1,364 | 491 | 165 | 64 | 2,084 | 13 | 16 |
| 3rd Qtr. | 573 | 665 | 1,238 | 373 | 146 | 74 | 1,832 | 11 | 15 |
| 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. # | 585 | 735 | 1,320 | 460 | 138 | 59 | 1,977 | 12 | 11 |

@ 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.

- 9 -

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.

February 1, 2002

GENERAL MOTORS CORPORATION

By
/s/Peter R. Bible

(Peter R. Bible,
Chief Accounting Officer)

- 10 -