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GENERAL MOTORS CORP  
Form 8-K  
April 02, 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) April 2, 2002  
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GENERAL MOTORS CORPORATION  
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(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 April 2, 2002, General Motors Corporation (GM) issued a news release announcing March and first-quarter production results and revised second-quarter schedule. The release is as follows:

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### GM Continues Strong Retail Momentum in March

- o March Retail Sales Up 6 Percent, First Qtr Retail Up 3.5 Percent
- o March Total Sales Down 2 Percent From Year Ago Levels
- o Truck Sales Up 8 percent, Retail Truck Sales Up 12 Percent
- o GM Utility Sales Continue On Record Pace, Up 23 percent

### GM Announces March and First-Quarter Production Results, Revises Second-Quarter Schedule

DETROIT -- General Motors dealers sold 419,410 new cars and trucks in March in the United States, down slightly over last year. GM's retail sales were up 6 percent over year ago levels due to a 12 percent increase in retail truck sales and first quarter retail sales were up 3.5 percent. GM car sales were down 12 percent with a majority of the decline being attributable to a 34 percent reduction in fleet volume.

"Our retail sales were strong again in March and we exceeded our expectations despite another substantial reduction in daily rental fleet volume," said Bill Lovejoy, group vice president of North America Vehicle Sales, Service and Marketing. "We continue to exceed our year ago retail levels, our share continues to stabilize and our inventories remain lean. The truck side of our business continues to run at an all-time industry record sales rate and with the ongoing success of key products like the Chevy Impala and the excitement around the all-new Pontiac Vibe and Cadillac CTS, our car lineup is also gaining momentum in the marketplace."

Lovejoy continued, "Combined with the outstanding sales efforts of our dealers we are firmly positioned to maintain our momentum and shift into overdrive."

### GM Truck Sales

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For March, GM's industry leading truck lineup maintained its brisk growth with deliveries up 8 percent. GM's combined midsize utility sales (51,402) increased 52 percent over year ago levels and was the second best month in industry history. Once again, GM achieved midsize utility leadership on the strength of exceptional sales of the Chevrolet TrailBlazer (19,053) and the GMC Envoy (8,013).

Additionally, GM continued its leadership again in full-size utilities selling 42,038 units and had another solid month in full-size pickups delivering 77,440 units. The all-new Saturn VUE, combined with the Chevy Tracker, contributed to GM's first month above 9,000 small utility sales (9,070), strengthening GM's position in the segment. For the month of March, GM delivered more than 100,000 utilities, the third best month by any manufacturer.

### GM Car Sales

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GM car sales were down 12 percent in February due in part to a 34 percent reduction in fleet volume, retail sales were down slightly (-2 percent). Several GM cars had strong sales performances in March. Pontiac retail sales were up 20 percent on the strength of Grand Am and Grand Prix, which increased 26 percent and 20 percent respectively. Chevrolet Malibu retail sales were up 26 percent and Chevrolet Impala maintained its impressive sales with 16,923 deliveries. Cadillac's all-new CTS sold 3,179 units in March and the SAAB 9-3 and 9-5 increased 86 percent and 14 percent respectively.

### Certified Used Sales

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GM momentum in the certified used car market continued to build, achieving approximately 25,700 total used certified vehicle sales for March, including the Cadillac, Saturn and SAAB certified brands. The GM Certified Used Vehicle brand had another record month, selling 22,448 units. Lovejoy commented on the success of GM's certified used vehicle programs. "With tremendous support from our dealers, this program is really taking off as we pursue segment leadership in Certified Used Vehicles."

GM Announces March and First-Quarter Production Results, Revises Second-Quarter  
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Schedule  
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In March, GM produced 481,000 vehicles (206,000 cars and 275,000 trucks) in North America, up more than 4 percent from 461,000 vehicles (218,000 cars and 243,000 trucks) produced in March 2001. (Totals include joint venture production of 10,000 vehicles in March and 10,000 vehicles in March 2001.)

In the first quarter, GM produced 1.353 million vehicles (600,000 cars and 753,000 trucks) in North America, up more than 11 percent from 1.214 million vehicles (581,000 cars and 633,000 trucks) produced in the first quarter of 2001.

GM's second-quarter production forecast is 1.48 million vehicles (652,000 cars and 828,000 trucks), nearly 4 percent higher than the previous estimate of 1.425 million vehicles (605,000 cars and 820,000 trucks). The second-quarter increase - most of it in cars - is due to stronger-than-expected consumer demand and a moderate recovery in daily rental deliveries. The new forecast also is 8.5 percent higher than the second quarter of 2001 when GM produced 1.364 million vehicles (638,000 cars and 726,000 trucks).

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

- o GM Europe - The second-quarter production forecast is 475,000 vehicles, an increase of 12,000 vehicles.
- o GM Asia Pacific - The second-quarter production forecast is 67,000 vehicles, an increase of 1,000 vehicles.
- o GM Latin America, Africa and the Middle East - The second-quarter production forecast is 149,000 vehicles, an increase of 2,000 vehicles.

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

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

|                     | March   |         |                  | Calendar Year-to-Date<br>January - March |           |       |
|---------------------|---------|---------|------------------|--|-----------|-------|
|                     | 2002    | 2001    | % Chg<br>per S/D | 2002                                     | 2001      | % Chg |
| Curr S/D: 27        |         |         |                  |  |           |       |
| Prev S/D: 28        |         |         |                  |  |           |       |
| Vehicle Total       | 419,410 | 442,573 | -1.7             | 1,130,155                                | 1,195,635 | -5.5  |
| Car Total           | 181,181 | 213,310 | -11.9            | 469,824                                  | 603,623   | -22.2 |
| Truck Total         | 238,229 | 229,263 | 7.8              | 660,331                                  | 592,012   | 11.5  |
| Light Truck Total   | 235,078 | 224,521 | 8.6              | 652,078                                  | 581,547   | 12.1  |
| Light Vehicle Total | 416,259 | 437,831 | -1.4             | 1,121,902                                | 1,185,170 | -5.3  |

| Market Division<br>Vehicle Total | March   |         |                  | Calendar Year-to-Date<br>January - March |         |       |
|----------------------------------|---------|---------|------------------|--|---------|-------|
|                                  | 2002    | 2001    | % Chg<br>per S/D | 2002                                     | 2001    | % Chg |
| Buick                            | 29,135  | 29,086  | 3.9              | 82,730                                   | 86,170  | -4.0  |
| Cadillac                         | 14,968  | 13,113  | 18.4             | 39,763                                   | 38,205  | 4.1   |
| Chevrolet                        | 232,665 | 244,743 | -1.4             | 649,601                                  | 653,980 | -0.7  |
| GMC                              | 44,205  | 49,388  | -7.2             | 127,125                                  | 124,702 | 1.9   |
| HUMMER                           | 37      | 58      | -33.8            | 127                                      | 227     | -44.1 |
| Oldsmobile                       | 16,008  | 24,668  | -32.7            | 42,871                                   | 76,554  | -44.0 |
| Other - Isuzu                    | 1,422   | 1,855   | -20.5            | 3,117                                    | 3,990   | -21.9 |
| Pontiac                          | 50,299  | 52,096  | 0.1              | 118,245                                  | 137,737 | -14.2 |
| Saab                             | 4,864   | 3,175   | 58.9             | 9,138                                    | 7,837   | 16.6  |
| Saturn                           | 25,807  | 24,391  | 9.7              | 57,438                                   | 66,233  | -13.3 |

Sales of Domestically Produced Vehicles

|             |         |         |       |         |         |       |
|-------------|---------|---------|-------|---------|---------|-------|
| Car         | 176,283 | 209,470 | -12.7 | 460,538 | 593,758 | -22.4 |
| Light Truck | 235,078 | 224,521 | 8.6   | 652,078 | 581,547 | 12.1  |

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

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

|                    | (1)    |        | Calendar Year-to-Date<br>January - March |         |         |       |
|--------------------|--------|--------|--|---------|---------|-------|
|                    | March  |        |  |         |         |       |
|                    | 2002   | 2001   | %Chg<br>per S/D                          | 2002    | 2001    | % Chg |
| Selling Days (S/D) | 27     | 28     |  |         |         |       |
| Century            | 9,377  | 10,477 | -7.2                                     | 27,032  | 30,092  | -10.2 |
| LeSabre            | 9,238  | 11,624 | -17.6                                    | 26,805  | 34,370  | -22.0 |
| Park Avenue        | 2,284  | 2,664  | -11.1                                    | 6,190   | 8,529   | -27.4 |
| Regal              | 2,192  | 4,319  | -47.4                                    | 6,524   | 13,177  | -50.5 |
| Riviera            | 0      | 2      | ***.*                                    | 0       | 2       | ***.* |
| Buick Total        | 23,091 | 29,086 | -17.7                                    | 66,551  | 86,170  | -22.8 |
| Catera             | 34     | 665    | -94.7                                    | 148     | 2,028   | -92.7 |
| CTS                | 3,145  | 0      | ***.*                                    | 4,258   | 0       | ***.* |
| DeVille            | 5,566  | 6,762  | -14.6                                    | 17,164  | 23,947  | -28.3 |
| Eldorado           | 591    | 719    | -14.8                                    | 1,612   | 1,901   | -15.2 |
| Seville            | 2,142  | 2,344  | -5.2                                     | 5,634   | 5,273   | 6.8   |
| Cadillac Total     | 11,478 | 10,490 | 13.5                                     | 28,816  | 33,149  | -13.1 |
| Camaro             | 3,082  | 3,164  | 1.0                                      | 7,934   | 7,673   | 3.4   |
| Cavalier           | 21,991 | 21,978 | 3.8                                      | 56,842  | 64,678  | -12.1 |
| Corvette           | 1,877  | 2,923  | -33.4                                    | 7,674   | 7,941   | -3.4  |
| Impala             | 16,923 | 19,372 | -9.4                                     | 49,200  | 52,660  | -6.6  |
| Lumina             | 12     | 4,646  | -99.7                                    | 15      | 12,790  | -99.9 |
| Malibu             | 15,819 | 17,656 | -7.1                                     | 41,245  | 47,809  | -13.7 |
| Metro              | 1      | 2,048  | ***.*                                    | 3       | 5,854   | ***.* |
| Monte Carlo        | 5,226  | 6,934  | -21.8                                    | 15,232  | 18,343  | -17.0 |
| Prizm              | 2,886  | 4,487  | -33.3                                    | 7,017   | 14,263  | -50.8 |
| Chevrolet Total    | 67,817 | 83,208 | -15.5                                    | 185,162 | 232,011 | -20.2 |
| Alero              | 8,680  | 12,084 | -25.5                                    | 26,270  | 38,632  | -32.0 |
| Aurora             | 891    | 3,047  | -69.7                                    | 2,357   | 9,214   | -74.4 |
| Cutlass            | 0      | 3      | ***.*                                    | 0       | 11      | ***.* |
| Eighty Eight       | 0      | 1      | ***.*                                    | 0       | 1       | ***.* |
| Intrigue           | 1,781  | 3,455  | -46.5                                    | 4,118   | 12,274  | -66.4 |
| Oldsmobile Total   | 11,352 | 18,590 | -36.7                                    | 32,745  | 60,132  | -45.5 |
| Bonneville         | 2,922  | 5,366  | -43.5                                    | 8,004   | 12,492  | -35.9 |
| Firebird           | 1,998  | 2,421  | -14.4                                    | 5,708   | 5,799   | -1.6  |
| Grand Am           | 15,458 | 16,521 | -3.0                                     | 39,085  | 50,161  | -22.1 |
| Grand Prix         | 14,480 | 11,814 | 27.1                                     | 29,457  | 27,250  | 8.1   |
| Sunfire            | 5,502  | 8,248  | -30.8                                    | 17,150  | 22,389  | -23.4 |
| Vibe               | 2,014  | 0      | ***.*                                    | 2,554   | 0       | ***.* |
| Pontiac Total      | 42,374 | 44,370 | -1.0                                     | 101,958 | 118,091 | -13.7 |
| 900                | 0      | 0      | ***.*                                    | 0       | 0       | ***.* |
| 9000               | 0      | 0      | ***.*                                    | 0       | 0       | ***.* |
| 9-3                | 3,564  | 1,990  | 85.7                                     | 6,425   | 4,528   | 41.9  |
| 9-5                | 1,300  | 1,185  | 13.8                                     | 2,713   | 3,309   | -18.0 |

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|  |         |         |       |         |         |       |
|--|---------|---------|-------|---------|---------|-------|
| Saab Total                             | 4,864   | 3,175   | 58.9  | 9,138   | 7,837   | 16.6  |
| Saturn L Series                        | 8,536   | 8,907   | -0.6  | 18,927  | 24,631  | -23.2 |
| Saturn S Series                        | 11,669  | 15,484  | -21.8 | 26,527  | 41,602  | -36.2 |
| Saturn Total                           | 20,205  | 24,391  | -14.1 | 45,454  | 66,233  | -31.4 |
| GM Total                               | 181,181 | 213,310 | -11.9 | 469,824 | 603,623 | -22.2 |
| GM Car Deliveries by Production Source |         |         |       |         |         |       |
| GM North America *                     | 176,283 | 209,470 | -12.7 | 460,538 | 593,758 | -22.4 |
| GM Import                              | 4,898   | 3,840   | 32.3  | 9,286   | 9,865   | -5.9  |
| GM Total                               | 181,181 | 213,310 | -11.9 | 469,824 | 603,623 | -22.2 |

\* Includes U.S./Canada/Mexico

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GM Car Deliveries - (United States)  
March 2002

|                    | (1) | March |      | Calendar Year-to-Date<br>January - March |      |      |
|--------------------|-----|-------|------|--|------|------|
|                    |     | 2002  | 2001 | %Chg<br>per S/D                          | 2002 | 2001 |
| Selling Days (S/D) | 27  | 28    |      |  |      |      |

GM Car Deliveries by Production Source and Marketing Division

|                            |         |         |       |         |         |       |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total                | 23,091  | 29,086  | -17.7 | 66,551  | 86,170  | -22.8 |
| Cadillac Total             | 11,444  | 9,825   | 20.8  | 28,668  | 31,121  | -7.9  |
| Chevrolet Total            | 67,817  | 83,208  | -15.5 | 185,162 | 232,011 | -20.2 |
| Oldsmobile Total           | 11,352  | 18,590  | -36.7 | 32,745  | 60,132  | -45.5 |
| Pontiac Total              | 42,374  | 44,370  | -1.0  | 101,958 | 118,091 | -13.7 |
| Saturn Total               | 20,205  | 24,391  | -14.1 | 45,454  | 66,233  | -31.4 |
| GM North America<br>Total* | 176,283 | 209,470 | -12.7 | 460,538 | 593,758 | -22.4 |
| Cadillac Total             | 34      | 665     | -94.7 | 148     | 2,028   | -92.7 |
| Saab Total                 | 4,864   | 3,175   | 58.9  | 9,138   | 7,837   | 16.6  |
| GM Import Total            | 4,898   | 3,840   | 32.3  | 9,286   | 9,865   | -5.9  |

GM Vehicle Deliveries by Marketing Division

|                   |         |         |       |           |           |       |
|-------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total       | 29,135  | 29,086  | 3.9   | 82,730    | 86,170    | -4.0  |
| Cadillac Total    | 14,968  | 13,113  | 18.4  | 39,763    | 38,205    | 4.1   |
| Chevrolet Total   | 232,665 | 244,743 | -1.4  | 649,601   | 653,980   | -0.7  |
| GMC Total         | 44,205  | 49,388  | -7.2  | 127,125   | 124,702   | 1.9   |
| HUMMER Total      | 37      | 58      | -33.8 | 127       | 227       | -44.1 |
| Oldsmobile Total  | 16,008  | 24,668  | -32.7 | 42,871    | 76,554    | -44.0 |
| Other-Isuzu Total | 1,422   | 1,855   | -20.5 | 3,117     | 3,990     | -21.9 |
| Pontiac Total     | 50,299  | 52,096  | 0.1   | 118,245   | 137,737   | -14.2 |
| Saab Total        | 4,864   | 3,175   | 58.9  | 9,138     | 7,837     | 16.6  |
| Saturn Total      | 25,807  | 24,391  | 9.7   | 57,438    | 66,233    | -13.3 |
| GM Total          | 419,410 | 442,573 | -1.7  | 1,130,155 | 1,195,635 | -5.5  |

\* Includes US/Canada/Mexico

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

| (1)                           | March   |         |                  | Calendar Year-to-Date<br>January - March |         |       |
|-------------------------------|---------|---------|------------------|--|---------|-------|
|                               | 2002    | 2001    | % Chg<br>per S/D | 2002                                     | 2001    | % Chg |
| Selling Days (S/D)            | 27      | 28      |                  |  |         |       |
| Rendezvous                    | 6,044   | 0       | ***.*            | 16,179                                   | 0       | ***.* |
| Total Buick                   | 6,044   | 0       | ***.*            | 16,179                                   | 0       | ***.* |
| Escalade                      | 2,598   | 2,623   | 2.7              | 8,365                                    | 5,056   | 65.4  |
| Escalade EXT                  | 892     | 0       | ***.*            | 2,582                                    | 0       | ***.* |
| Total Cadillac                | 3,490   | 2,623   | 38.0             | 10,947                                   | 5,056   | 116.5 |
| Astro                         | 4,957   | 5,937   | -13.4            | 11,896                                   | 16,318  | -27.1 |
| C/K Suburban (Chevy)          | 11,537  | 13,373  | -10.5            | 33,062                                   | 35,506  | -6.9  |
| Chevy C/T Series              | 370     | 602     | -36.3            | 1,214                                    | 1,587   | -23.5 |
| Chevy P Models & Mtr Hms      | 0       | 4       | ***.*            | 0  | 24      | ***.* |
| Chevy W Series                | 237     | 173     | 42.1             | 616                                      | 531     | 16.0  |
| Express Cutaway/G Cut         | 1,389   | 1,226   | 17.5             | 4,035                                    | 3,290   | 22.6  |
| Express Panel/G Van           | 5,600   | 5,956   | -2.5             | 15,256                                   | 16,456  | -7.3  |
| Express/G Sportvan            | 1,828   | 1,734   | 9.3              | 3,609                                    | 3,600   | 0.3   |
| S/T Blazer                    | 13,593  | 20,429  | -31.0            | 30,964                                   | 56,123  | -44.8 |
| S/T Pickup                    | 15,592  | 13,618  | 18.7             | 37,870                                   | 37,662  | 0.6   |
| Tahoe                         | 16,656  | 17,166  | 0.6              | 48,366                                   | 46,348  | 4.4   |
| Tracker                       | 3,468   | 5,878   | -38.8            | 9,884                                    | 13,507  | -26.8 |
| TrailBlazer                   | 19,053  | 1,033   | ***.*            | 58,653                                   | 1,092   | ***.* |
| Venture                       | 9,831   | 8,153   | 25.0             | 19,658                                   | 19,331  | 1.7   |
| Avalanche                     | 8,951   | 0       | ***.*            | 23,954                                   | 0       | ***.* |
| Silverado-C/K<br>Pickup       | 51,786  | 66,253  | -18.9            | 165,402                                  | 170,594 | -3.0  |
| Chevrolet Fullsize<br>Pickups | 60,737  | 66,253  | -4.9             | 189,356                                  | 170,594 | 11.0  |
| Chevrolet Total               | 164,848 | 161,535 | 5.8              | 464,439                                  | 421,969 | 10.1  |
| C/K Suburban (GMC)            | 0       | 1       | ***.*            | 0  | 21      | ***.* |
| Envoy                         | 8,013   | 1,664   | 399.4            | 22,625                                   | 1,767   | ***.* |
| GMC C/T Series                | 772     | 1,508   | -46.9            | 2,425                                    | 3,167   | -23.4 |
| GMC W Series                  | 350     | 598     | -39.3            | 881                                      | 1,157   | -23.9 |
| P Models & Mtr Hms (GMC)      | 0       | 2       | ***.*            | 0  | 9       | ***.* |
| S/T Jimmy                     | 101     | 5,905   | -98.2            | 536                                      | 16,810  | -96.8 |
| Safari (GMC)                  | 1,390   | 2,053   | -29.8            | 3,486                                    | 5,740   | -39.3 |
| Savana Panel/G Classic        | 1,473   | 2,920   | -47.7            | 4,401                                    | 6,944   | -36.6 |
| Savana Special/G Cut          | 1,035   | 819     | 31.1             | 1,917                                    | 1,785   | 7.4   |
| Savana/Rally                  | 239     | 197     | 25.8             | 557                                      | 520     | 7.1   |
| Sierra                        | 15,811  | 18,596  | -11.8            | 48,151                                   | 46,312  | 4.0   |
| Sonoma                        | 3,811   | 2,853   | 38.5             | 9,564                                    | 8,339   | 14.7  |
| Yukon                         | 6,056   | 6,632   | -5.3             | 18,098                                   | 17,563  | 3.0   |
| Yukon XL                      | 5,154   | 5,640   | -5.2             | 14,484                                   | 14,568  | -0.6  |
| GMC Total                     | 44,205  | 49,388  | -7.2             | 127,125                                  | 124,702 | 1.9   |
| HUMMER H1                     | 37      | 58      | -33.8            | 127                                      | 227     | -44.1 |
| HUMMER Total                  | 37      | 58      | -33.8            | 127                                      | 227     | -44.1 |

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|   |         |         |       |         |         |       |
|---|---------|---------|-------|---------|---------|-------|
| Bravada   | 1,768   | 2,861   | -35.9 | 4,749   | 6,109   | -22.3 |
| Silhouette  | 2,888   | 3,217   | -6.9  | 5,377   | 10,313  | -47.9 |
| Oldsmobile Total                                    | 4,656   | 6,078   | -20.6 | 10,126  | 16,422  | -38.3 |
| Other-Isuzu F Series                                | 184     | 242     | -21.2 | 468     | 552     | -15.2 |
| Other-Isuzu N Series                                | 1,238   | 1,613   | -20.4 | 2,649   | 3,438   | -22.9 |
| Other-Isuzu Total                                   | 1,422   | 1,855   | -20.5 | 3,117   | 3,990   | -21.9 |
| Aztek   | 2,830   | 3,144   | -6.7  | 6,676   | 8,658   | -22.9 |
| Montana   | 5,095   | 4,582   | 15.3  | 9,611   | 10,988  | -12.5 |
| Trans Sport   | 0       | 0       | ***.* | 0       | 0       | ***.* |
| Pontiac Total                                       | 7,925   | 7,726   | 6.4   | 16,287  | 19,646  | -17.1 |
| VUE   | 5,602   | 0       | ***.* | 11,984  | 0       | ***.* |
| Saturn Total  | 5,602   | 0       | ***.* | 11,984  | 0       | ***.* |
| GM Total  | 238,229 | 229,263 | 7.8   | 660,331 | 592,012 | 11.5  |
| GM TRUCK Deliveries by Production Source            |         |         |       |         |         |       |
| GM North America *                                  | 236,738 | 227,542 | 7.9   | 656,941 | 588,078 | 11.7  |
| GM Import   | 1,491   | 1,721   | -10.2 | 3,390   | 3,934   | -13.8 |
| GM Total  | 238,229 | 229,263 | 7.8   | 660,331 | 592,012 | 11.5  |
| GM Light Duty Truck Deliveries by Production Source |         |         |       |         |         |       |
| GM North America *                                  | 235,078 | 224,521 | 8.6   | 652,078 | 581,547 | 12.1  |
| GM Import   | 0       | 0       | ***.* | 0       | 0       | ***.* |
| GM Total  | 235,078 | 224,521 | 8.6   | 652,078 | 581,547 | 12.1  |

\* Includes U.S./Canada/Mexico

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

|                    | (1) March |      | Calendar Year-to-Date<br>January - March |      |      |       |
|--------------------|-----------|------|--|------|------|-------|
|                    | 2002      | 2001 | % Chg<br>per S/D                         | 2002 | 2001 | % Chg |
| Selling Days (S/D) | 27        | 28   |  |      |      |       |

GM TRUCK Deliveries by Production Source and Marketing Division

|                   |         |         |       |         |         |       |
|-------------------|---------|---------|-------|---------|---------|-------|
| Buick Total       | 6,044   | 0       | ***.* | 16,179  | 0       | ***.* |
| Cadillac Total    | 3,490   | 2,623   | 38.0  | 10,947  | 5,056   | 116.5 |
| Chevrolet Total   | 164,673 | 161,425 | 5.8   | 464,013 | 421,620 | 10.1  |
| GMC Total         | 43,953  | 49,121  | -7.2  | 126,475 | 124,080 | 1.9   |
| HUMMER Total      | 37      | 58      | -33.8 | 127     | 227     | -44.1 |
| Oldsmobile Total  | 4,656   | 6,078   | -20.6 | 10,126  | 16,422  | -38.3 |
| Other-Isuzu Total | 358     | 511     | -27.3 | 803     | 1,027   | -21.8 |
| Pontiac Total     | 7,925   | 7,726   | 6.4   | 16,287  | 19,646  | -17.1 |
| Saturn Total      | 5,602   | 0       | ***.* | 11,984  | 0       | ***.* |
| GM North America  |         |         |       |         |         |       |



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|                   |         |         |       |         |         |       |
|-------------------|---------|---------|-------|---------|---------|-------|
| Total*            | 236,738 | 227,542 | 7.9   | 656,941 | 588,078 | 11.7  |
| Chevrolet Total   | 175     | 110     | 65.0  | 426     | 349     | 22.1  |
| GMC Total         | 252     | 267     | -2.1  | 650     | 622     | 4.5   |
| Other-Isuzu Total | 1,064   | 1,344   | -17.9 | 2,314   | 2,963   | -21.9 |
| GM Import Total   | 1,491   | 1,721   | -10.2 | 3,390   | 3,934   | -13.8 |

GM Light Truck Deliveries by Production Source and Marketing Division

|                         |         |         |       |         |         |       |
|-------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total             | 6,044   | 0       | ***.* | 16,179  | 0       | ***.* |
| Cadillac Total          | 3,490   | 2,623   | 38.0  | 10,947  | 5,056   | 116.5 |
| Chevrolet Total         | 164,241 | 160,756 | 6.0   | 462,609 | 419,827 | 10.2  |
| GMC Total               | 43,083  | 47,280  | -5.5  | 123,819 | 120,369 | 2.9   |
| HUMMER Total            | 37      | 58      | -33.8 | 127     | 227     | -44.1 |
| Oldsmobile Total        | 4,656   | 6,078   | -20.6 | 10,126  | 16,422  | -38.3 |
| Pontiac Total           | 7,925   | 7,726   | 6.4   | 16,287  | 19,646  | -17.1 |
| Saturn Total            | 5,602   | 0       | ***.* | 11,984  | 0       | ***.* |
| GM North America Total* | 235,078 | 224,521 | 8.6   | 652,078 | 581,547 | 12.1  |

GM Light Truck Deliveries by Marketing Division

|                  |         |         |       |         |         |       |
|------------------|---------|---------|-------|---------|---------|-------|
| Buick Total      | 6,044   | 0       | ***.* | 16,179  | 0       | ***.* |
| Cadillac Total   | 3,490   | 2,623   | 38.0  | 10,947  | 5,056   | 116.5 |
| Chevrolet Total  | 164,241 | 160,756 | 6.0   | 462,609 | 419,827 | 10.2  |
| GMC Total        | 43,083  | 47,280  | -5.5  | 123,819 | 120,369 | 2.9   |
| HUMMER Total     | 37      | 58      | -33.8 | 127     | 227     | -44.1 |
| Oldsmobile Total | 4,656   | 6,078   | -20.6 | 10,126  | 16,422  | -38.3 |
| Pontiac Total    | 7,925   | 7,726   | 6.4   | 16,287  | 19,646  | -17.1 |
| Saturn Total     | 5,602   | 0       | ***.* | 11,984  | 0       | ***.* |
| GM Total         | 235,078 | 224,521 | 8.6   | 652,078 | 581,547 | 12.1  |

\* Includes US/Canada/Mexico

GM Production Schedule - 4/2/02

| Units 000s             | GMNA |        |       | GME** | GMLAAM | GMAP | Total Worldwide | Memo: |      |
|------------------------|------|--------|-------|-------|--------|------|-----------------|-------|------|
|                        | Car* | Truck* | Total |       |        |      |                 | NUMMI | CAMI |
| 2002 Q2 #              | 652  | 828    | 1,480 | 475   | 149    | 67   | 2,171           | 17    | 17   |
| O/(U) prior forecast:@ | 47   | 8      | 55    | 12    | 2      | 1    | 70              | 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   |

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|            |       |       |       |       |     |     |       |     |     |
|------------|-------|-------|-------|-------|-----|-----|-------|-----|-----|
| 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. # | 600   | 753   | 1,353 | 457   | 134 | 64  | 2,008 | 12  | 11  |
| 2nd Qtr. # | 652   | 828   | 1,480 | 475   | 149 | 67  | 2,171 | 17  | 17  |

@ 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

April 2, 2002

By  
/s/Peter R. Bible

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(Peter R. Bible,  
Chief Accounting Officer)