

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GENERAL MOTORS CORP  
Form 8-K  
September 04, 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) September 4, 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 September 4, 2002, General Motors Corporation (GM) issued a news release announcing strong August results and U.S. sales up 18 percent. The release is as follows:

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

GM Announces Strong August Results, U.S. Sales Up 18 Percent

Truck Sales Increase 27 Percent, Car Sales Rise 7.6 Percent  
GM Trucks Continue On All-Time Industry Record Pace  
GM Announces Revised Q3 And Initial Q4 Production Forecast  
GM Increases Q3 And Calendar Year Earnings Estimates

DETROIT - General Motors Corp. dealers sold 492,434 new cars and trucks in August in the United States, up 18 percent over last year. GM reported an increase in truck sales of 27 percent, and August retail truck deliveries were up 28 percent. GM remains on track to shatter the calendar year industry truck sales record. GM's car sales were up 8 percent overall and increased 3 percent retail. For the year, GM's overall retail sales are up 8 percent and retail truck deliveries are up 18 percent.

"We experienced an overwhelming response from dealers and customers to our 'Summerdrive' program. Given our constrained inventory, our sales clearly exceeded our expectations," said Bill Lovejoy, group vice president of North America Vehicle Sales, Service and Marketing. "Our truck lineup continues on pace to set the all-time industry record, driven by incredible sales of our sport utility vehicle lineup. Cadillac continues to strengthen its position in the luxury market and new entries like the Cadillac CTS and Pontiac Vibe are improving our competitive position in the passenger car market.

"Quite simply, GM and its dealers are clearly demonstrating leadership in the marketplace with our simple, compelling marketing programs," said Lovejoy.

### GM Truck Sales

GM maintained overall sport utility vehicle leadership with an all-time best month ever for the industry (132,826), an increase of 60 percent over year-ago levels. For the calendar year, GM utility vehicle sales are up 34 percent. GM posted strong midsize utility sales once again, selling 49,381 for the month, a year-over-year increase of 40 percent. Chevrolet TrailBlazer (22,326), GMC Envoy (10,706) and Buick Rendezvous (6,366) all maintained their solid sales pace.

GM had an all-time record sales month in full-size utility vehicles (74,281 units), an increase of 73 percent, including 2,556 H2 sales. Despite some tight inventories, GM had another solid month in full-size pickup sales, delivering 91,036 units, an increase of nearly 15 percent over last August.

### GM Car Sales

GM car sales were up 8 percent in August, led by strong performances by Chevrolet (up 19 percent) and Cadillac (up 41 percent). GM continues to generate momentum in the luxury vehicle segment with Cadillac division sales up 54 percent over last August and 19 percent for the year.

### Certified Used Sales

GM's industry-leading certified used car program sold 42,642 total certified used vehicles in August, including the Cadillac, Saturn and Saab certified brands. The GM Certified Used Vehicle brand had another record month, selling 35,129 units. GM has already reached its goal of 200,000 units, with four months left in the year. "We continue to strengthen the certified used vehicle end of our business as our GM dealers, GMAC and the entire VSSM organization are making this program a tremendous success for General Motors," Lovejoy said.

### GM Announces Revised Q3 And Initial Q4 Production Forecast

In August, GM produced 500,200 vehicles (215,300 cars and 284,900 trucks) in

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

North America, compared to 508,000 vehicles (236,000 cars and 272,000 trucks) produced in August 2001. (Totals include joint venture production of 15,300 vehicles in August and 11,000 vehicles in August 2001.)

GM is increasing its third-quarter production forecast for North America to 1.285 million vehicles (560,600 cars and 724,200 trucks), up 22,800 units from last month's forecast of 1.262 million units (553,500 cars and 708,500 trucks). In the third quarter of 2001, GM North America produced 1.238 million units.

GM's initial fourth-quarter production forecast for North America is 1.389 million units (590,900 cars and 798,100 trucks), up more than 7 percent from the fourth quarter of 2001 when GM produced 1.294 million units (573,000 cars and 721,000 trucks) in North America.

GM also announced its current third-quarter and initial fourth-quarter production forecasts for its international regions:

GM Europe - GM's current third-quarter production forecast for its European region is 416,000 vehicles, a decrease of 5,000 vehicles from last month's forecast. The region's initial fourth-quarter forecast is 465,000 vehicles.

GM Asia Pacific - GM's third-quarter production forecast for the region is 85,000 vehicles, an increase of 6,000 vehicles from the prior forecast. GM Asia Pacific's initial fourth-quarter production forecast is 73,000 vehicles.

GM Latin America, Africa and the Middle East - The company's third-quarter forecast for the region is 134,000 vehicles, an increase of 3,000 vehicles from last month's forecast. The region's initial fourth-quarter forecast is 148,000 units.

### GM Increases Q3 And Calendar Year Earnings Estimates

GM is raising its earnings estimates for the third quarter and calendar year as a result of continued strong industry sales and increased production in North America through the end of the year. Also contributing to the volume improvement is the exceptionally good production start-up for GM's full-size pickup and sport utility trucks through the month of August.

GM now estimates its third-quarter-2002 earnings, excluding Hughes and any special charges, at slightly more than \$1 per share, up from its prior estimate of \$0.90 per share. Including Hughes, but excluding any special charges, the third quarter estimate is now slightly more than \$0.90 per share, up from \$0.80 per share previously.

For the full year, GM estimates its 2002 calendar year earnings, excluding Hughes and special charges, at approximately \$6.50 per share, up from \$6.00 per share. Including Hughes, but before any special charges, the revised 2002 calendar year earnings estimate is approximately \$6.10 per share, up from \$5.60 per share.

GM cars and trucks are sold under the following brands: Chevrolet, Pontiac, Buick, Oldsmobile, Cadillac, GMC, Saturn, Hummer, Saab, Opel, Vauxhall and Holden. GM parts and accessories are marketed under the GM, GM Goodwrench and ACDelco brands through GM Service and Parts Operations.

More information on GM can be found at [www.gm.com](http://www.gm.com).

#####

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

Note: GM sales and production results are available on GM Media Online at <http://media.gm.com> by clicking on News, then Sales/Production. In this press release and related comments by General Motors management, our use of the words "expect," "anticipate," "estimate," "forecast," "objective," "plan," "goal" and similar expressions is intended to identify forward looking statements. While these statements represent our current judgment on what the future may hold, and we believe these judgments are reasonable, actual results may differ materially due to numerous important factors that are described in GM's most recent report on SEC Form 10-K (at page II-15, 16) which may be revised or supplemented in subsequent reports on SEC Forms 10-Q and 8-K. Such factors include, among others, the following: changes in economic conditions, currency exchange rates or political stability; shortages of fuel, labor strikes or work stoppages; market acceptance of the corporation's new products; significant changes in the competitive environment; changes in laws, regulations and tax rates; and, the ability of the corporation to achieve reductions in cost and employment levels to realize production efficiencies and implement capital expenditures at levels and times planned by management.

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

	August			Calendar Year-to-Date January - August		
	2002	2001	% Chg per S/D	2002	2001	% Chg
Curr S/D: 28						
Prev S/D: 27						
Vehicle Total	492,434	403,256	17.8	3,372,433	3,235,108	4.2
Car Total	212,368	190,366	7.6	1,469,898	1,574,488	-6.6
Truck Total	280,066	212,890	26.9	1,902,535	1,660,620	14.6
Light Truck Total	277,103	209,733	27.4	1,876,769	1,632,077	15.0
Light Vehicle Total	489,471	400,099	18.0	3,346,667	3,206,565	4.4

Market Division Vehicle Total	August			Calendar Year-to-Date January - August		
	2002	2001	% Chg per S/D	2002	2001	% Chg
Buick	56,137	46,764	15.8	293,348	263,809	11.2
Cadillac	21,942	13,772	53.6	128,700	108,028	19.1
Chevrolet	261,495	208,902	20.7	1,856,307	1,745,577	6.3
GMC	59,418	43,694	31.1	378,178	350,257	8.0
HUMMER	2,623	48	***.*	4,841	527	818.6
Oldsmobile	14,505	19,205	-27.2	112,149	172,688	-35.1
Other - Isuzu	1,139	1,557	-29.5	9,028	10,832	-16.7
Pontiac	49,484	47,992	-0.6	368,335	375,618	-1.9
Saab	4,072	4,223	-7.0	28,386	24,339	16.6
Saturn	21,619	17,099	21.9	193,161	183,433	5.3

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

-----  
Sales of Domestically Produced Vehicles  
-----

Car	208,287	185,361	8.4	1,441,275	1,541,919	-6.5
Light Truck	277,103	209,733	27.4	1,876,769	1,632,077	15.0

-----

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

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

	(1) August		Calendar Year-to-Date January - August			
	2002	2001	% Chg per S/D	2002	2001	% Chg
Selling Days (S/D)	28	27				
Century	23,173	17,630	26.7	106,853	94,326	13.3
LeSabre	17,248	15,590	6.7	94,967	99,053	-4.1
Park Avenue	3,075	3,410	-13.0	21,518	24,033	-10.5
Regal	6,275	6,135	-1.4	25,801	36,016	-28.4
Riviera	0	1	***.*	0	3	***.*
Buick Total	49,771	42,766	12.2	249,139	253,431	-1.7
Catera	9	782	-98.9	237	8,230	-97.1
CTS	3,419	0	***.*	21,055	0	***.*
DeVille	10,949	8,235	28.2	56,320	61,139	-7.9
Eldorado	517	888	-43.9	4,614	6,152	-25.0
Seville	1,599	1,376	12.1	14,339	15,508	-7.5
Cadillac Total	16,493	11,281	41.0	96,565	91,029	6.1
Camaro	3,251	2,681	16.9	23,314	22,339	4.4
Cavalier	25,160	12,740	90.4	181,175	156,532	15.7
Corvette	2,912	2,789	0.7	21,479	20,811	3.2
Impala	17,574	15,449	9.7	131,429	133,119	-1.3
Lumina	0	22	***.*	32	17,557	-99.8
Malibu	16,771	16,517	-2.1	122,095	131,437	-7.1
Metro	1	8	-87.9	13	6,464	-99.8
Monte Carlo	5,975	5,606	2.8	46,066	46,906	-1.8
Prizm	461	2,667	-83.3	13,992	36,669	-61.8
Chevrolet Total	72,105	58,479	18.9	539,595	571,834	-5.6
Alero	9,087	9,786	-10.5	66,636	83,143	-19.9
Aurora	761	1,349	-45.6	7,043	18,130	-61.2
Cutlass	0	3	***.*	0	19	***.*
Eighty Eight	0	0	***.*	0	3	***.*
Intrigue	1,782	3,606	-52.3	12,141	29,044	-58.2
Oldsmobile Total	11,630	14,744	-23.9	85,820	130,339	-34.2

-----

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Bonneville	5,584	4,123	30.6	27,099	33,663	-19.5
Firebird	2,339	1,870	20.6	16,906	16,225	4.2
Grand Am	13,462	19,125	-32.1	114,492	132,255	-13.4
Grand Prix	10,063	12,167	-20.2	83,915	85,123	-1.4
Sunfire	6,047	4,489	29.9	51,893	52,817	-1.7
Vibe	4,001	0	***.*	20,029	0	***.*
Pontiac Total	41,496	41,774	-4.2	314,334	320,083	-1.8
-----						
9-3	1,446	1,415	-1.5	15,672	12,466	25.7
9-5	2,626	2,808	-9.8	12,714	11,873	7.1
Saab Total	4,072	4,223	-7.0	28,386	24,339	16.6
-----						
Saturn L Series	6,446	5,348	16.2	61,295	69,698	-12.1
Saturn S Series	10,355	11,751	-15.0	94,764	113,735	-16.7
Saturn Total	16,801	17,099	-5.3	156,059	183,433	-14.9
-----						
GM Total	212,368	190,366	7.6	1,469,898	1,574,488	-6.6
-----						
GM Car Deliveries by Production Source						
-----						
GM North America *	208,287	185,361	8.4	1,441,275	1,541,919	-6.5
-----						
GM Import	4,081	5,005	-21.4	28,623	32,569	-12.1
-----						
GM Total	212,368	190,366	7.6	1,469,898	1,574,488	-6.6

\* Includes U.S./Canada/Mexico

2-1P

GM Car Deliveries - (United States)  
August 2002

	(1)	Calendar Year-to-Date January - August				
		August				
	2002	2001	% Chg per S/D	2002	2001	% Chg
Selling Days (S/D)	28	27				
-----						
GM Car Deliveries by Production Source and Marketing Division						
-----						
Buick Total	49,771	42,766	12.2	249,139	253,431	-1.7
Cadillac Total	16,484	10,499	51.4	96,328	82,799	16.3
Chevrolet Total	72,105	58,479	18.9	539,595	571,834	-5.6
Oldsmobile Total	11,630	14,744	-23.9	85,820	130,339	-34.2
Pontiac Total	41,496	41,774	-4.2	314,334	320,083	-1.8
Saturn Total	16,801	17,099	-5.3	156,059	183,433	-14.9
GM North America Total	208,287	185,361	8.4	1,441,275	1,541,919	-6.5
-----						
Cadillac Total	9	782	-98.9	237	8,230	-97.1
Saab Total	4,072	4,223	-7.0	28,386	24,339	16.6
GM Import Total	4,081	5,005	-21.4	28,623	32,569	-12.1
-----						
GM Vehicle Deliveries by Marketing Division						
-----						
Buick Total	56,137	46,764	15.8	293,348	263,809	11.2
Cadillac Total	21,942	13,772	53.6	128,700	108,028	19.1
Chevrolet Total	261,495	208,902	20.7	1,856,307	1,745,577	6.3

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GMC Total	59,418	43,694	31.1	378,178	350,257	8.0
HUMMER Total	2,623	48	***.*	4,841	527	818.6
Oldsmobile Total	14,505	19,205	-27.2	112,149	172,688	-35.1
Other-Isuzu Total	1,139	1,557	-29.5	9,028	10,832	-16.7
Pontiac Total	49,484	47,992	-0.6	368,335	375,618	-1.9
Saab Total	4,072	4,223	-7.0	28,386	24,339	16.6
Saturn Total	21,619	17,099	21.9	193,161	183,433	5.3
GM Total	492,434	403,256	17.8	3,372,433	3,235,108	4.2

\* Includes US/Canada/Mexico

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

	(1) August		% Chg per S/D	Calendar Year-to-Date January - August		
	2002	2001		2002	2001	% Chg
Selling Days (S/D)	28	27				
Rendezvous	6,366	3,998	53.5	44,209	10,378	326.0
Total Buick	6,366	3,998	53.5	44,209	10,378	326.0
Escalade	4,067	2,491	57.4	23,763	16,999	39.8
Escalade EXT	1,382	0	***.*	8,372	0	***.*
Total Cadillac	5,449	2,491	110.9	32,135	16,999	89.0
Astro	5,775	4,693	18.7	38,538	42,981	-10.3
C/K Suburban(Chevy)	24,127	10,882	113.8	105,465	95,126	10.9
Chevy C/T Series	300	357	-19.0	3,564	4,320	-17.5
Chevy P Models & Mtr Hms	0	2	***.*	0	60	***.*
Chevy W Series	196	152	24.3	1,550	1,358	14.1
Express Cutaway/G Cut	2,478	1,756	36.1	13,706	10,617	29.1
Express Panel/G Van	6,454	5,840	6.6	44,594	45,171	-1.3
Express/G Sportvan	687	1,193	-44.5	10,770	11,401	-5.5
Kodiak 4/5 Series	179	0	***.*	488	0	***.*
Kodiak 6/7/8 Series	12	0	***.*	13	0	***.*
S/T Blazer	5,531	9,620	-44.6	76,293	116,414	-34.5
S/T Pickup	13,778	16,695	-20.4	110,486	114,474	-3.5
Tahoe	26,268	16,110	57.2	149,963	128,186	17.0
Tracker	4,346	4,757	-11.9	30,908	36,828	-16.1
TrailBlazer	22,326	11,114	93.7	165,208	42,935	284.8
Venture	7,899	7,438	2.4	63,235	62,967	0.4
Avalanche	11,555	6,015	85.2	64,030	15,434	314.9
Silverado-C/K Pickup	57,479	53,799	3.0	437,901	445,471	-1.7
Chevrolet Fullsize Pickup	69,034	59,814	11.3	501,931	460,905	8.9
Chevrolet Total	189,390	150,423	21.4	1,316,712	1,173,743	12.2
C/K Suburban(GMC)	0	1	***.*	0	31	***.*
Envoy	10,706	4,639	122.5	70,323	22,169	217.2
GMC C/T Series	546	733	-28.2	7,979	9,139	-12.7
GMC W Series	483	355	31.2	2,847	2,819	1.0
P Models & Mtr Hms(GMC)	0	1	***.*	0	15	***.*
S/T Jimmy	35	1,129	-97.0	900	27,760	-96.8

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

Safari (GMC)	1,764	1,348	26.2	10,394	13,803	-24.7
Savana Panel/G Classic	2,568	1,712	44.6	15,537	17,004	-8.6
Savana Special/G Cut	745	697	3.1	6,262	8,221	-23.8
Savana/Rally	222	189	13.3	1,915	1,809	5.9
Sierra	20,620	16,772	18.6	134,307	126,957	5.8
Sonoma	4,425	4,298	-0.7	30,517	29,454	3.6
Topkick 4/5 Series	100	0	***.*	288	0	***.*
Topkick 6/7/8 Series	8	0	***.*	9	0	***.*
Yukon	8,205	6,585	20.2	51,830	48,944	5.9
Yukon XL	8,991	5,235	65.6	45,070	42,132	7.0
GMC Total	59,418	43,694	31.1	378,178	350,257	8.0
-----						
HUMMER H1	67	48	34.6	393	527	-25.4
HUMMER H2	2,556	0	***.*	4,448	0	***.*
HUMMER Total	2,623	48	***.*	4,841	527	818.6
-----						
Bravada	1,254	1,618	-25.3	10,825	15,329	-29.4
Silhouette	1,621	2,843	-45.0	15,504	27,020	-42.6
Oldsmobile Total	2,875	4,461	-37.9	26,329	42,349	-37.8
-----						
Other-Isuzu F Series	153	200	-26.2	1,258	1,530	-17.8
Other-Isuzu N Series	986	1,357	-29.9	7,770	9,302	-16.5
Other-Isuzu Total	1,139	1,557	-29.5	9,028	10,832	-16.7
-----						
Aztek	3,163	1,940	57.2	21,248	20,141	5.5
Montana	4,825	4,278	8.8	32,753	35,394	-7.5
Pontiac Total	7,988	6,218	23.9	54,001	55,535	-2.8
-----						
VUE	4,818	0	***.*	37,102	0	***.*
Saturn Total	4,818	0	***.*	37,102	0	***.*
-----						
GM Total	280,066	212,890	26.9	1,902,535	1,660,620	14.6
-----						
GM TRUCK Deliveries by Production Source						
-----						
GM North America *	278,743	211,314	27.2	1,892,863	1,649,993	14.7
-----						
GM Import	1,323	1,576	-19.1	9,672	10,627	-9.0
-----						
GM Total	280,066	212,890	26.9	1,902,535	1,660,620	14.6
-----						
GM Light Duty Truck Deliveries by Production Source						
-----						
GM North America *	277,103	209,733	27.4	1,876,769	1,632,077	15.0
-----						
GM Import	0	0	***.*	0	0	***.*
-----						
GM Total	277,103	209,733	27.4	1,876,769	1,632,077	15.0
-----						

\* Includes U.S./Canada/Mexico

3-1P

GM Truck Deliveries - (United States)  
August 2002

(1)	August		Calendar Year-to-Date January - August			
	2002	2001	% Chg per S/D	2002	2001	% Chg



Edgar Filing: GENERAL MOTORS CORP - Form 8-K

-----  
 Selling Days (S/D) 28 27  
 -----

GM TRUCK Deliveries by Production Source and Marketing Division

Buick Total	6,366	3,998	53.5	44,209	10,378	326.0
Cadillac Total	5,449	2,491	110.9	32,135	16,999	89.0
Chevrolet Total	189,255	150,306	21.4	1,315,678	1,172,813	12.2
GMC Total	59,076	43,459	31.1	376,290	348,618	7.9
HUMMER Total	2,623	48	***.*	4,841	527	818.6
Oldsmobile Total	2,875	4,461	-37.9	26,329	42,349	-37.8
Other-Isuzu Total	293	333	-15.2	2,278	2,774	-17.9
Pontiac Total	7,988	6,218	23.9	54,001	55,535	-2.8
Saturn Total	4,818	0	***.*	37,102	0	***.*
GM North America Ttotal*	278,743	211,314	27.2	1,892,863	1,649,993	14.7

Chevrolet Total	135	117	11.3	1,034	930	11.2
GMC Total	342	235	40.3	1,888	1,639	15.2
Other-Isuzu Total	846	1,224	-33.4	6,750	8,058	-16.2
GM Import Total	1,323	1,576	-19.1	9,672	10,627	-9.0

GM Light Truck Deliveries by Production Source and Marketing Division

Buick Total	6,366	3,998	53.5	44,209	10,378	326.0
Cadillac Total	5,449	2,491	110.9	32,135	16,999	89.0
Chevrolet Total	188,703	149,912	21.4	1,311,097	1,168,005	12.3
GMC Total	58,281	42,605	31.9	367,055	338,284	8.5
HUMMER Total	2,623	48	***.*	4,841	527	818.6
Oldsmobile Total	2,875	4,461	-37.9	26,329	42,349	-37.8
Pontiac Total	7,988	6,218	23.9	54,001	55,535	-2.8
Saturn Total	4,818	0	***.*	37,102	0	***.*
GM North America Total*	277,103	209,733	27.4	1,876,769	1,632,077	15.0

GM Light Truck Deliveries by Marketing Division

Buick Total	6,366	3,998	53.5	44,209	10,378	326.0
Cadillac Total	5,449	2,491	110.9	32,135	16,999	89.0
Chevrolet Total	188,703	149,912	21.4	1,311,097	1,168,005	12.3
GMC Total	58,281	42,605	31.9	367,055	338,284	8.5
HUMMER Total	2,623	48	***.*	4,841	527	818.6
Oldsmobile Total	2,875	4,461	-37.9	26,329	42,349	-37.8
Pontiac Total	7,988	6,218	23.9	54,001	55,535	-2.8
Saturn Total	4,818	0	***.*	37,102	0	***.*
GM Total	277,103	209,733	27.4	1,876,769	1,632,077	15.0

\* Includes US/Canada/Mexico

GM Production Schedule - 9/4/02

Units 000s	GMNA			GME**	GMLAAM	GMAP	Total Worldwide	Memo: JV*	
	Car*	Truck*	Total					Car	Truck
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

2002 Q3 #	560	724	1,284	416	134	85	1,919	19	20
O/(U) prior			1,262				1,893	19	20
forecast:@	7	16	22	(5)	3	6	26		0

2002 Q4 #	591	798	1,389	465	148	73	2,075	13	24
O/(U) prior									
forecast:@	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a

Units 000s	GMNA			GME	GMLAAM	GMAP	Total Worldwide	Memo: Car	JV* Truck
	Car	Truck	Total						
1998									
1st Qtr.	673	702	1,375	424	146	36	1,981	20	6
2nd Qtr.	615	557	1,172	479	153	39	1,843	13	8
3rd Qtr.	592	410	1,002	440	137	37	1,616	14	0
4th Qtr.	819	691	1,510	522	89	36	2,157	21	9
	-----	-----	-----	-----	-----	-----	-----	-----	-----
CY	2,699	2,360	5,059	1,864	525	148	7,596	68	23
1999									
1st Qtr.	781	725	1,506	524	93	38	2,161	20	15
2nd Qtr.	760	795	1,555	533	110	25	2,223	22	13
3rd Qtr.	660	699	1,359	427	112	47	1,945	19	11
4th Qtr.	759	694	1,453	530	97	47	2,127	21	17
	-----	-----	-----	-----	-----	-----	-----	-----	-----
CY	2,960	2,913	5,873	2,014	412	157	8,456	82	56
2000									
1st Qtr.	746	775	1,521	572	118	40	2,251	24	13
2nd Qtr.	787	781	1,568	534	140	45	2,287	19	17
3rd Qtr.	689	630	1,319	374	151	53	1,897	16	18
4th Qtr.	670	694	1,364	513	135	47	2,059	18	17
	-----	-----	-----	-----	-----	-----	-----	-----	-----
CY	2,892	2,880	5,772	1,993	544	185	8,494	77	65
2001									
1st Qtr.	581	633	1,214	538	138	51	1,941	918	9
2nd Qtr.	638	726	1,364	491	165	64	2,084	13	16
3rd Qtr.	573	665	1,238	373	146	74	1,832	11	15
4th Qtr.	573	721	1,294	441	127	67	1,929	9	16
	-----	-----	-----	-----	-----	-----	-----	-----	-----
CY	2,365	2,745	5,110	1,842	575	256	7,786	46	61
2002									
1st Qtr.	600	753	1,353	456	131	65	2,005	12	11
2nd Qtr.	688	865	1,553	453	141	74	2,221	15	17
3rd Qtr. #	560	724	1,284	416	134	85	1,919	19	20
4th Qtr. #	591	798	1,389	465	148	73	2,075	13	24
	-----	-----	-----	-----	-----	-----	-----	-----	-----
CY #	2,439	3,140	5,579	1,790	554	297	8,220	59	72

@ Numbers may vary due to rounding

\* JOINT VENTURE - NUMMI units included in U.S. Car, HUMMER in U.S. Truck, CAMI units included in Canada Car and Truck figures.

\*\* GME Production includes Saab back to 1999

# Denotes estimate

Note: Beginning with Q1 2001, a reclassification has been made in the

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

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, 2002  
-----

By

/s/Peter R. Bible  
-----

(Peter R. Bible,  
Chief Accounting Officer)