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GENERAL MOTORS CORP
Form 8-K
March 01, 2005

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, DC 20549-1004

FORM 8-K

CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF
THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported) March 1, 2005

GENERAL MOTORS CORPORATION

(Exact Name of Registrant as Specified in its Charter)

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

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

=====
Check the appropriate box below if the Form 8-K filing is intended to
simultaneously satisfy the filing obligation of the registrant under any of the
following provisions:

- Written communications pursuant to Rule 425 under the Securities Act
(17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR
240.14a-12)

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- [] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- [] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

ITEM 8.01. OTHER EVENTS

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

GM Reports 309,375 Deliveries in February
New Pontiac G6 and Chevrolet Cobalt Achieve Best-Ever Monthly Sales
Small Utility Vehicle Sales Rise 85 Percent Led by Chevrolet Equinox

DETROIT - General Motors dealers sold 309,375 new cars and trucks in February, down 12 percent compared to year-ago sales. GM's truck sales (179,390) were down 8.5 percent, and car sales (129,985) were down 17 percent.

"The calendar year is starting off slower than expected, for both GM and the industry," said Mark LaNeve, vice president, GM North America Vehicle Sales, Service and Marketing. "While our daily rental volume is down significantly compared to last year, we are pleased with growing retail sales of key launch vehicles, including the Pontiac G6, Buick LaCrosse, Chevrolet Cobalt and Equinox, and Cadillac STS. Sales of these products continue to strengthen as production ramps up. In addition, we are introducing 17 new products in 2005, which should add to that momentum."

Overall, GM's launch products posted strong sales in February. Pontiac G6 had its best-ever sales month, with deliveries 72 percent higher than January. Additionally, sales were up all across the country, and G6 retail sales are showing an encouraging upward trend.

The newly introduced LaCrosse had its second-best sales month and is contributing to an improving sales mix for Buick. LaCrosse retail sales were up 48 percent compared to combined year-ago Century and Regal retail sales.

Highlights of GM's trucks: While pickups held their own compared to year-ago levels, sales increased in mid-size pickups, small utility vehicles and mid-size vans. GM mid-size pickup sales were up 13 percent in February, paced by a 45 percent improvement in Chevrolet Colorado sales and a 52 percent jump in GMC Canyon deliveries. Solid Chevrolet Equinox sales led an 85 percent increase in GM small utilities. Mid-size van sales increased 1 percent compared to year-ago levels, aided by month-over-month sales increases of the all-new crossover sport van Chevrolet Uplander (up 59 percent) and Buick Terraza (up 22 percent). Cadillac Escalade ESV posted a 2 percent sales increase compared to year-ago levels. GMC Sierra was up 9 percent compared to last February.

Additionally, there were several bright spots in GM's car sales: The recently introduced Chevrolet Cobalt continued to achieve solid sales with its best-ever sales month (up 5 percent over January). Aveo deliveries were up 36 percent versus last February. Pontiac Vibe sales rose 24.5 percent compared to year-ago levels, and GTO sales increased 63 percent. As production of the Cadillac STS continues to ramp up, February sales rose 4.5 percent compared to January.

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Certified Used Vehicles

February sales for all GM certified used vehicle brands, including GM Certified Used Vehicles, Cadillac Certified Pre-Owned, Used Cars from Saturn and Saab Certified Pre-Owned, were 45,286 units, up 6 percent. Total year-to-date certified GM sales are 85,349 units, comparable to 2004.

GM Certified Used Vehicles, the industry's top-selling manufacturer-certified used brand, posted strong sales of 38,940 units, up 7 percent compared to year-ago levels. Year-to-date sales for GM Certified Used Vehicles are 73,271, up 2 percent.

Cadillac Certified Pre-Owned Vehicles posted sales of 3,152 units, up 20 percent. Used Cars from Saturn sold 2,641 units, down 17 percent. Saab Certified Pre-Owned Vehicles sold 523 units, down 26 percent.

"February was a great month for GM Certified Used Vehicles, with sales increasing 7 percent over last February, and year-to-date sales up 2 percent," LaNeve said. "GM Certified continues to set the pace for the certified pre-owned category, and we expect continued growth through the remainder of this year."

GM North America Reports February Production, 2005 First-Quarter Production Forecast Revised, Initial 2005 Second-Quarter Production Forecast Set

In February, GM North America produced 429,700 vehicles (167,300 cars and 262,400 trucks), compared to 434,500 vehicles (172,600 cars and 261,900 trucks) produced in February 2004. Production totals include joint venture production of 22,200 vehicles in February 2005 and 8,500 vehicles in February 2004.

Also, GM North America's 2005 revised first-quarter production forecast is 1.18 million vehicles (470,000 cars and 710,000 trucks), down 45,000 vehicles from last month's guidance of 1.225 million vehicles. In the first quarter of 2004, GM North America built 1.345 million vehicles (525,000 cars and 820,000 trucks). Additionally, the region's 2005 second-quarter production forecast is 1.25 million vehicles (431,000 cars and 819,000 trucks). In the second quarter of 2004, the region produced 1.389 million vehicles (543,000 cars and 846,000 trucks).

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

GM Europe - GM Europe's revised 2005 first-quarter production estimate is 500,000 vehicles, up 1,000 vehicles from last month's guidance. In the first quarter of 2004, the region built 473,000 vehicles. The region's 2005 second-quarter production forecast is 498,000 vehicles. In the second quarter of 2004, GM Europe built 503,000 vehicles.

GM Asia Pacific - GM Asia Pacific's revised 2005 first-quarter production forecast is 345,000 vehicles, up 4,000 vehicles from last month's guidance. In the first quarter of 2004, the region built 296,000 vehicles. In addition, the region's 2005 second-quarter production estimate is 393,000 vehicles. In the second quarter of 2004, GM Asia Pacific built 337,000 vehicles.

GM Latin America, Africa and the Middle East - The region's 2005 first-quarter production estimate remains unchanged from last month's guidance of 187,000 vehicles. In the first quarter of 2004, the region built 159,000 vehicles. Also, the region's 2005 second-quarter production estimate is 208,000 vehicles. In the second quarter of 2004, the region built 172,000 vehicles.

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

Note: GM sales and production results are available on GM Media OnLine at <http://media.gm.com> by clicking on News, then Sales/Production. In this press release and related comments by General Motors management, our use of the words "expect," "anticipate," "estimate," "forecast," "objective," "plan," "goal" and similar expressions is intended to identify forward looking statements. While these statements represent our current judgment on what the future may hold, and we believe these judgments are reasonable, actual results may differ materially due to numerous important factors that are described in GM's most recent report on SEC Form 10-K (at page II-20) which may be revised or supplemented in subsequent reports on SEC Forms 10-Q and 8-K. Such factors include, among others, the following: changes in economic conditions, currency exchange rates or political stability; shortages of fuel, labor strikes or work stoppages; market acceptance of the corporation's new products; significant changes in the competitive environment; changes in laws, regulations and tax rates; and, the ability of the corporation to achieve reductions in cost and employment levels 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:

| | February | | | Calendar Year-to-Date January - February | | |
|---------------------|----------|---------|---------|---|---------|-------|
| Curr S/D: 24 | | | % Chg | | | |
| Prev S/D: 24 | 2005 | 2004 | per S/D | 2005 | 2004 | %Chg |
| Vehicle Total | 309,375 | 353,117 | -12.4 | 589,028 | 652,167 | -9.7 |
| Car Total | 129,985 | 157,011 | -17.2 | 247,371 | 281,464 | -12.1 |
| Truck Total | 179,390 | 196,106 | -8.5 | 341,657 | 370,703 | -7.8 |
| Light Truck Total | 175,565 | 192,830 | -9.0 | 334,756 | 364,769 | -8.2 |
| Light Vehicle Total | 305,550 | 349,841 | -12.7 | 582,127 | 646,233 | -9.9 |

Market Division
Vehicle Total

February

Calendar Year-to-Date
January - February

% Chg

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| | 2005 | 2004 | per S/D | 2005 | 2004 | %Chg |
|---------------|---------|---------|---------|---------|---------|-------|
| Buick | 21,058 | 27,017 | -22.1 | 38,461 | 48,522 | -20.7 |
| Cadillac | 16,429 | 16,983 | -3.3 | 30,494 | 31,744 | -3.9 |
| Chevrolet | 183,158 | 200,232 | -8.5 | 357,147 | 367,431 | -2.8 |
| GMC | 37,141 | 41,467 | -10.4 | 69,016 | 80,369 | -14.1 |
| HUMMER | 1,866 | 2,141 | -12.8 | 3,730 | 4,068 | -8.3 |
| Oldsmobile | 292 | 6,178 | -95.3 | 578 | 10,379 | -94.4 |
| Other - Isuzu | 961 | 939 | 2.3 | 1,511 | 1,797 | -15.9 |
| Pontiac | 31,658 | 39,297 | -19.4 | 55,841 | 72,368 | -22.8 |
| Saab | 2,545 | 2,701 | -5.8 | 4,183 | 4,348 | -3.8 |
| Saturn | 14,267 | 16,162 | -11.7 | 28,067 | 31,141 | -9.9 |

Sales of Domestically Produced Vehicles

| | 2005 | 2004 | %Chg | 2005 | 2004 | %Chg |
|-------------|---------|---------|-------|---------|---------|-------|
| Car | 122,568 | 150,857 | -18.8 | 232,113 | 271,628 | -14.5 |
| Light Truck | 175,565 | 192,830 | -9.0 | 334,756 | 364,769 | -8.2 |

Twenty-four selling days for the February period this year and twenty-four 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)
February 2005

| | February | | | Calendar Year-to-Date January - February | | |
|--------------------|----------|--------|-----------------|---|--------|-------|
| | 2005 | 2004 | %Chg per S/D | 2005 | 2004 | %Chg |
| Selling Days (S/D) | 24 | 24 | | | | |
| Century | 768 | 4,916 | -84.4 | 2,050 | 11,710 | -82.5 |
| LaCrosse | 6,047 | 0 | ***.* | 11,048 | 0 | ***.* |
| LeSabre | 8,336 | 10,492 | -20.5 | 12,463 | 17,029 | -26.8 |
| Park Avenue | 312 | 1,963 | -84.1 | 790 | 3,157 | -75.0 |
| Regal | 63 | 1,554 | -95.9 | 212 | 2,352 | -91.0 |
| Buick Total | 15,526 | 18,925 | -18.0 | 26,563 | 34,248 | -22.4 |
| CTS | 4,369 | 4,838 | -9.7 | 7,972 | 8,116 | -1.8 |
| DeVille | 4,638 | 4,991 | -7.1 | 7,196 | 10,592 | -32.1 |
| Eldorado | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Seville | 22 | 442 | -95.0 | 47 | 863 | -94.6 |
| STS | 2,002 | 0 | ***.* | 3,917 | 0 | ***.* |
| XLR | 310 | 320 | -3.1 | 514 | 547 | -6.0 |
| Cadillac Total | 11,341 | 10,591 | 7.1 | 19,646 | 20,118 | -2.3 |
| Aveo | 3,884 | 2,847 | 36.4 | 9,189 | 4,406 | 108.6 |
| Camaro | 0 | 2 | ***.* | 0 | 9 | ***.* |
| Cavalier | 3,635 | 21,092 | -82.8 | 8,750 | 32,933 | -73.4 |

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| | | | | | | |
|--|---------|---------|-------|---------|---------|-------|
| Classic | 11,910 | 11,602 | 2.7 | 20,011 | 18,892 | 5.9 |
| Cobalt | 7,618 | 0 | ***.* | 14,901 | 0 | ***.* |
| Corvette | 2,365 | 2,382 | -0.7 | 4,747 | 5,368 | -11.6 |
| Impala | 19,135 | 23,288 | -17.8 | 39,256 | 42,449 | -7.5 |
| Malibu | 11,345 | 8,835 | 28.4 | 25,707 | 15,992 | 60.7 |
| Monte Carlo | 1,987 | 4,794 | -58.6 | 5,963 | 8,657 | -31.1 |
| Prizm | 0 | 1 | ***.* | 0 | 1 | ***.* |
| SSR | 718 | 1,034 | -30.6 | 1,578 | 1,982 | -20.4 |
| Chevrolet Total | 62,597 | 75,877 | -17.5 | 130,102 | 130,689 | -0.4 |
| ----- | | | | | | |
| Alero | 209 | 4,835 | -95.7 | 423 | 8,369 | -94.9 |
| Aurora | 2 | 50 | -96.0 | 3 | 83 | -96.4 |
| Intrigue | 0 | 5 | ***.* | 0 | 9 | ***.* |
| Oldsmobile Total | 211 | 4,890 | -95.7 | 426 | 8,461 | -95.0 |
| ----- | | | | | | |
| Bonneville | 1,889 | 2,174 | -13.1 | 2,623 | 4,977 | -47.3 |
| Firebird | 0 | 6 | ***.* | 0 | 12 | ***.* |
| G6 | 7,043 | 0 | ***.* | 11,147 | 0 | ***.* |
| Grand Am | 5,983 | 11,192 | -46.5 | 10,468 | 22,812 | -54.1 |
| Grand Prix | 5,349 | 13,132 | -59.3 | 11,472 | 24,005 | -52.2 |
| GTO | 988 | 606 | 63.0 | 1,886 | 1,082 | 74.3 |
| Sunfire | 3,687 | 3,261 | 13.1 | 6,094 | 5,022 | 21.3 |
| Vibe | 5,022 | 4,033 | 24.5 | 7,739 | 6,677 | 15.9 |
| Pontiac Total | 29,961 | 34,404 | -12.9 | 51,429 | 64,587 | -20.4 |
| ----- | | | | | | |
| 9-2X | 161 | 0 | ***.* | 366 | 0 | ***.* |
| 9-3 | 1,933 | 2,139 | -9.6 | 3,072 | 3,359 | -8.5 |
| 9-5 | 451 | 562 | -19.8 | 745 | 989 | -24.7 |
| Saab Total | 2,545 | 2,701 | -5.8 | 4,183 | 4,348 | -3.8 |
| ----- | | | | | | |
| ION | 6,983 | 7,723 | -9.6 | 13,220 | 15,183 | -12.9 |
| Saturn L Series | 821 | 1,900 | -56.8 | 1,802 | 3,830 | -53.0 |
| Saturn S Series | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Saturn Total | 7,804 | 9,623 | -18.9 | 15,022 | 19,013 | -21.0 |
| ----- | | | | | | |
| GM Total | 129,985 | 157,011 | -17.2 | 247,371 | 281,464 | -12.1 |
| ----- | | | | | | |
| GM Car Deliveries by Production Source | | | | | | |
| ----- | | | | | | |
| GM North America * | 122,568 | 150,857 | -18.8 | 232,113 | 271,628 | -14.5 |
| ----- | | | | | | |
| GM Import | 7,417 | 6,154 | 20.5 | 15,258 | 9,836 | 55.1 |
| ----- | | | | | | |
| GM Total | 129,985 | 157,011 | -17.2 | 247,371 | 281,464 | -12.1 |
| ----- | | | | | | |

* Includes U.S./Canada/Mexico

2-1P

GM Car Deliveries - (United States)
February 2005

| | February | | %Chg per S/D | Calendar Year-to-Date January - February | | %Chg |
|--------------------|----------|------|-----------------|---|------|------|
| | 2005 | 2004 | | 2005 | 2004 | |
| Selling Days (S/D) | 24 | 24 | | | | |

GM Car Deliveries by Production Source and Marketing Division

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| | | | | | | |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 15,526 | 18,925 | -18.0 | 26,563 | 34,248 | -22.4 |
| Cadillac Total | 11,341 | 10,591 | 7.1 | 19,646 | 20,118 | -2.3 |
| Chevrolet Total | 58,713 | 73,030 | -19.6 | 120,913 | 126,283 | -4.3 |
| Oldsmobile Total | 211 | 4,890 | -95.7 | 426 | 8,461 | -95.0 |
| Pontiac Total | 28,973 | 33,798 | -14.3 | 49,543 | 63,505 | -22.0 |
| Saturn Total | 7,804 | 9,623 | -18.9 | 15,022 | 19,013 | -21.0 |
| GM North America Total* | 122,568 | 150,857 | -18.8 | 232,113 | 271,628 | -14.5 |
| Chevrolet Total | 3,884 | 2,847 | 36.4 | 9,189 | 4,406 | 108.6 |
| Pontiac Total | 988 | 606 | 63.0 | 1,886 | 1,082 | 74.3 |
| Saab Total | 2,545 | 2,701 | -5.8 | 4,183 | 4,348 | -3.8 |
| GM Import Total | 7,417 | 6,154 | 20.5 | 15,258 | 9,836 | 55.1 |

GM Vehicle Deliveries by Marketing Division

| | | | | | | |
|-------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 21,058 | 27,017 | -22.1 | 38,461 | 48,522 | -20.7 |
| Cadillac Total | 16,429 | 16,983 | -3.3 | 30,494 | 31,744 | -3.9 |
| Chevrolet Total | 183,158 | 200,232 | -8.5 | 357,147 | 367,431 | -2.8 |
| GMC Total | 37,141 | 41,467 | -10.4 | 69,016 | 80,369 | -14.1 |
| HUMMER Total | 1,866 | 2,141 | -12.8 | 3,730 | 4,068 | -8.3 |
| Oldsmobile Total | 292 | 6,178 | -95.3 | 578 | 10,379 | -94.4 |
| Other-Isuzu Total | 961 | 939 | 2.3 | 1,511 | 1,797 | -15.9 |
| Pontiac Total | 31,658 | 39,297 | -19.4 | 55,841 | 72,368 | -22.8 |
| Saab Total | 2,545 | 2,701 | -5.8 | 4,183 | 4,348 | -3.8 |
| Saturn Total | 14,267 | 16,162 | -11.7 | 28,067 | 31,141 | -9.9 |
| GM Total | 309,375 | 353,117 | -12.4 | 589,028 | 652,167 | -9.7 |

* Includes US/Canada/Mexico

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

| | February | | | Calendar Year-to-Date January - February | | |
|----------------------|----------|-------|-----------------|---|--------|-------|
| | 2005 | 2004 | %Chg per S/D | 2005 | 2004 | %Chg |
| Selling Days (S/D) | 24 | 24 | | | | |
| Rainier | 1,016 | 2,080 | -51.2 | 1,909 | 3,302 | -42.2 |
| Rendezvous | 3,540 | 6,012 | -41.1 | 8,212 | 10,972 | -25.2 |
| Terraza | 976 | 0 | ***.* | 1,777 | 0 | ***.* |
| Total Buick | 5,532 | 8,092 | -31.6 | 11,898 | 14,274 | -16.6 |
| Escalade | 2,021 | 2,413 | -16.2 | 4,548 | 4,631 | -1.8 |
| Escalade ESV | 973 | 953 | 2.1 | 1,893 | 1,740 | 8.8 |
| Escalade EXT | 562 | 743 | -24.4 | 1,143 | 1,465 | -22.0 |
| SRX | 1,532 | 2,283 | -32.9 | 3,264 | 3,790 | -13.9 |
| Total Cadillac | 5,088 | 6,392 | -20.4 | 10,848 | 11,626 | -6.7 |
| Astro | 2,701 | 2,641 | 2.3 | 5,028 | 4,877 | 3.1 |
| C/K Suburban (Chevy) | 5,526 | 8,618 | -35.9 | 10,562 | 16,991 | -37.8 |
| Chevy C/T Series | 8 | 37 | -78.4 | 22 | 57 | -61.4 |
| Chevy W Series | 169 | 171 | -1.2 | 303 | 299 | 1.3 |
| Colorado | 8,258 | 5,685 | 45.3 | 18,434 | 8,701 | 111.9 |
| Equinox | 9,335 | 0 | ***.* | 18,161 | 0 | ***.* |

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| | | | | | | |
|------------------------|---------|---------|-------|---------|---------|-------|
| Express Cutaway/G Cut | 1,189 | 1,250 | -4.9 | 2,474 | 2,300 | 7.6 |
| Express Panel/G Van | 5,311 | 5,463 | -2.8 | 11,198 | 9,932 | 12.7 |
| Express/G Sportvan | 1,947 | 1,071 | 81.8 | 3,617 | 1,959 | 84.6 |
| Kodiak 4/5 Series | 688 | 604 | 13.9 | 1,527 | 1,002 | 52.4 |
| Kodiak 6/7/8 Series | 277 | 381 | -27.3 | 547 | 563 | -2.8 |
| S/T Blazer | 691 | 2,107 | -67.2 | 1,556 | 5,319 | -70.7 |
| S/T Pickup | 21 | 1,643 | -98.7 | 50 | 3,475 | -98.6 |
| Tahoe | 10,481 | 13,760 | -23.8 | 19,039 | 27,155 | -29.9 |
| Tracker | 72 | 1,410 | -94.9 | 208 | 4,475 | -95.4 |
| TrailBlazer | 15,974 | 19,616 | -18.6 | 26,841 | 39,890 | -32.7 |
| Uplander | 5,593 | 0 | ***.* | 9,112 | 0 | ***.* |
| Venture | 761 | 5,417 | -86.0 | 1,831 | 8,225 | -77.7 |
| | | | | | | |
| Avalanche | 4,531 | 6,345 | -28.6 | 8,676 | 12,420 | -30.1 |
| Silverado-C/K | | | | | | |
| Pickup | 47,028 | 48,136 | -2.3 | 87,859 | 89,102 | -1.4 |
| Chevrolet Fullsize | | | | | | |
| Pickups | 51,559 | 54,481 | -5.4 | 96,535 | 101,522 | -4.9 |
| | | | | | | |
| Chevrolet Total | 120,561 | 124,355 | -3.1 | 227,045 | 236,742 | -4.1 |
| ----- | | | | | | |
| Canyon | 2,060 | 1,355 | 52.0 | 4,746 | 2,130 | 122.8 |
| Envoy | 6,973 | 9,264 | -24.7 | 11,795 | 19,268 | -38.8 |
| GMC C/T Series | 12 | 27 | -55.6 | 22 | 63 | -65.1 |
| GMC W Series | 367 | 296 | 24.0 | 596 | 564 | 5.7 |
| Safari (GMC) | 377 | 521 | -27.6 | 743 | 1,039 | -28.5 |
| Savana Panel/G Classic | 1,262 | 1,316 | -4.1 | 2,982 | 2,683 | 11.1 |
| Savana Special/G Cut | 980 | 1,911 | -48.7 | 1,781 | 3,498 | -49.1 |
| Savana/Rally | 180 | 193 | -6.7 | 313 | 349 | -10.3 |
| Sierra | 15,498 | 14,198 | 9.2 | 28,451 | 26,261 | 8.3 |
| Sonoma | 7 | 503 | -98.6 | 27 | 1,107 | -97.6 |
| Topkick 4/5 Series | 412 | 522 | -21.1 | 794 | 967 | -17.9 |
| Topkick 6/7/8 Series | 931 | 299 | 211.4 | 1,579 | 622 | 153.9 |
| Yukon | 4,748 | 6,837 | -30.6 | 8,750 | 13,369 | -34.6 |
| Yukon XL | 3,334 | 4,225 | -21.1 | 6,437 | 8,449 | -23.8 |
| GMC Total | 37,141 | 41,467 | -10.4 | 69,016 | 80,369 | -14.1 |
| ----- | | | | | | |
| HUMMER H1 | 20 | 38 | -47.4 | 29 | 68 | -57.4 |
| HUMMER H2 | 1,846 | 2,103 | -12.2 | 3,701 | 4,000 | -7.5 |
| HUMMER Total | 1,866 | 2,141 | -12.8 | 3,730 | 4,068 | -8.3 |
| ----- | | | | | | |
| Bravada | 50 | 252 | -80.2 | 87 | 518 | -83.2 |
| Silhouette | 31 | 1,036 | -97.0 | 65 | 1,400 | -95.4 |
| Oldsmobile Total | 81 | 1,288 | -93.7 | 152 | 1,918 | -92.1 |
| ----- | | | | | | |
| Other-Isuzu F Series | 82 | 82 | 0.0 | 152 | 149 | 2.0 |
| Other-Isuzu N Series | 879 | 857 | 2.6 | 1,359 | 1,648 | -17.5 |
| Other-Isuzu Total | 961 | 939 | 2.3 | 1,511 | 1,797 | -15.9 |
| ----- | | | | | | |
| Aztek | 484 | 1,849 | -73.8 | 1,100 | 3,537 | -68.9 |
| Montana | 330 | 3,044 | -89.2 | 791 | 4,244 | -81.4 |
| Montana SV6 | 883 | 0 | ***.* | 2,521 | 0 | ***.* |
| Pontiac Total | 1,697 | 4,893 | -65.3 | 4,412 | 7,781 | -43.3 |
| ----- | | | | | | |
| Relay | 1,179 | 0 | ***.* | 2,462 | 0 | ***.* |
| VUE | 5,284 | 6,539 | -19.2 | 10,583 | 12,128 | -12.7 |
| Saturn Total | 6,463 | 6,539 | -1.2 | 13,045 | 12,128 | 7.6 |
| ----- | | | | | | |
| GM Total | 179,390 | 196,106 | -8.5 | 341,657 | 370,703 | -7.8 |
| ----- | | | | | | |

GM TRUCK Deliveries by Production Source

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| | | | | | | |
|--------------------|---------|---------|------|---------|---------|------|
| GM North America * | 178,152 | 194,963 | -8.6 | 339,663 | 368,527 | -7.8 |
| GM Import | 1,238 | 1,143 | 8.3 | 1,994 | 2,176 | -8.4 |
| GM Total | 179,390 | 196,106 | -8.5 | 341,657 | 370,703 | -7.8 |

GM Light Duty Truck Deliveries by Production Source

| | | | | | | |
|--------------------|---------|---------|-------|---------|---------|-------|
| GM North America * | 175,565 | 192,830 | -9.0 | 334,756 | 364,769 | -8.2 |
| GM Import | 0 | 0 | ***.* | 0 | 0 | ***.* |
| GM Total | 175,565 | 192,830 | -9.0 | 334,756 | 364,769 | -8.2 |

* Includes U.S./Canada/Mexico

3-1P

GM Truck Deliveries - (United States)
February 2005

| | February | | %Chg per S/D | Calendar Year-to-Date January - February | | |
|--------------------|----------|------|-----------------|---|------|------|
| | 2005 | 2004 | | 2005 | 2004 | %Chg |
| Selling Days (S/D) | 24 | 24 | | | | |

GM TRUCK Deliveries by Production Source and Marketing Division

| | | | | | | |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 5,532 | 8,092 | -31.6 | 11,898 | 14,274 | -16.6 |
| Cadillac Total | 5,088 | 6,392 | -20.4 | 10,848 | 11,626 | -6.7 |
| Chevrolet Total | 120,441 | 124,241 | -3.1 | 226,816 | 236,550 | -4.1 |
| GMC Total | 36,820 | 41,233 | -10.7 | 68,505 | 79,909 | -14.3 |
| HUMMER Total | 1,866 | 2,141 | -12.8 | 3,730 | 4,068 | -8.3 |
| Oldsmobile Total | 81 | 1,288 | -93.7 | 152 | 1,918 | -92.1 |
| Other-Isuzu Total | 164 | 144 | 13.9 | 257 | 273 | -5.9 |
| Pontiac Total | 1,697 | 4,893 | -65.3 | 4,412 | 7,781 | -43.3 |
| Saturn Total | 6,463 | 6,539 | -1.2 | 13,045 | 12,128 | 7.6 |
| GM North America Total* | 178,152 | 194,963 | -8.6 | 339,663 | 368,527 | -7.8 |

| | | | | | | |
|-------------------|-------|-------|------|-------|-------|-------|
| Chevrolet Total | 120 | 114 | 5.3 | 229 | 192 | 19.3 |
| GMC Total | 321 | 234 | 37.2 | 511 | 460 | 11.1 |
| Other-Isuzu Total | 797 | 795 | 0.3 | 1,254 | 1,524 | -17.7 |
| GM Import Total | 1,238 | 1,143 | 8.3 | 1,994 | 2,176 | -8.4 |

GM Light Truck Deliveries by Production Source and Marketing Division

| | | | | | | |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 5,532 | 8,092 | -31.6 | 11,898 | 14,274 | -16.6 |
| Cadillac Total | 5,088 | 6,392 | -20.4 | 10,848 | 11,626 | -6.7 |
| Chevrolet Total | 119,419 | 123,162 | -3.0 | 224,646 | 234,821 | -4.3 |
| GMC Total | 35,419 | 40,323 | -12.2 | 66,025 | 78,153 | -15.5 |
| HUMMER Total | 1,866 | 2,141 | -12.8 | 3,730 | 4,068 | -8.3 |
| Oldsmobile Total | 81 | 1,288 | -93.7 | 152 | 1,918 | -92.1 |
| Pontiac Total | 1,697 | 4,893 | -65.3 | 4,412 | 7,781 | -43.3 |
| Saturn Total | 6,463 | 6,539 | -1.2 | 13,045 | 12,128 | 7.6 |
| GM North America Total* | 175,565 | 192,830 | -9.0 | 334,756 | 364,769 | -8.2 |

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GM Light Truck Deliveries by Marketing Division

| Buick Total | 5,532 | 8,092 | -31.6 | 11,898 | 14,274 | -16.6 |
|------------------|---------|---------|-------|---------|---------|-------|
| Cadillac Total | 5,088 | 6,392 | -20.4 | 10,848 | 11,626 | -6.7 |
| Chevrolet Total | 119,419 | 123,162 | -3.0 | 224,646 | 234,821 | -4.3 |
| GMC Total | 35,419 | 40,323 | -12.2 | 66,025 | 78,153 | -15.5 |
| HUMMER Total | 1,866 | 2,141 | -12.8 | 3,730 | 4,068 | -8.3 |
| Oldsmobile Total | 81 | 1,288 | -93.7 | 152 | 1,918 | -92.1 |
| Pontiac Total | 1,697 | 4,893 | -65.3 | 4,412 | 7,781 | -43.3 |
| Saturn Total | 6,463 | 6,539 | -1.2 | 13,045 | 12,128 | 7.6 |
| GM Total | 175,565 | 192,830 | -9.0 | 334,756 | 364,769 | -8.2 |

* Includes US/Canada/Mexico

GM Production Schedule - 03/01/05

| Units 000s | GMNA | | | GME2 | GMLAAM3 | GMAP4 | Total Worldwide | Memo: Joint Ventures | | |
|---------------------------|------|--------|-------|------|---------|-------|--------------------|----------------------|------------------------|-----------------|
| | Car1 | Truck1 | Total | | | | | GMNA 1 Car | International Truck | International 5 |
| 2005 Q1 | 470 | 710 | 1,180 | 500 | 187 | 345 | 2,212 | 16 | 51 | 291 |
| O/(U) prior forecast:@ | (10) | (35) | (45) | 1 | 0 | 4 | (40) | 2 | 0 | 7 |
| 2005 Q2 # | 431 | 819 | 1,250 | 498 | 208 | 393 | 2,349 | 17 | 47 | 329 |
| O/(U) prior forecast:@ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

| Units 000s | GMNA | | | GME | GMLAAM | GMAP | Total Worldwide | Memo: Joint Ventures | | |
|------------|-------|-------|-------|-------|--------|------|--------------------|----------------------|------------------------|-----------------|
| | Car | Truck | Total | | | | | GMNA 1 Car | International Truck | International 5 |
| 2001 | | | | | | | | | | |
| 1st Qtr. | 580 | 634 | 1,214 | 538 | 138 | 51 | 1,941 | 18 | 9 | NA |
| 2nd Qtr. | 638 | 726 | 1,364 | 491 | 165 | 64 | 2,084 | 13 | 16 | NA |
| 3rd Qtr. | 574 | 664 | 1,238 | 373 | 146 | 74 | 1,832 | 11 | 15 | NA |
| 4th Qtr. | 573 | 721 | 1,294 | 441 | 127 | 67 | 1,929 | 9 | 16 | NA |
| CY | 2,365 | 2,745 | 5,110 | 1,842 | 575 | 256 | 7,786 | 51 | 56 | NA |
| 2002 | | | | | | | | | | |
| 1st Qtr. | 600 | 753 | 1,353 | 456 | 131 | 65 | 2,005 | 11 | 11 | NA |

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| | | | | | | | | | | |
|------------|-------|-------|-------|-------|-----|-------|-------|-----|-----|-------|
| 2nd Qtr. | 688 | 865 | 1,553 | 453 | 141 | 74 | 2,221 | 15 | 17 | NA |
| 3rd Qtr. | 568 | 740 | 1,308 | 408 | 132 | 87 | 1,935 | 19 | 20 | NA |
| 4th Qtr. | 602 | 824 | 1,426 | 453 | 157 | 81 | 2,117 | 14 | 25 | NA |
| | ----- | ----- | ----- | ----- | --- | --- | ----- | --- | --- | |
| CY | 2,458 | 3,182 | 5,640 | 1,770 | 561 | 307 | 8,278 | 59 | 73 | NA |
| 2003 | | | | | | | | | | |
| 1st Qtr. | 591 | 860 | 1,451 | 491 | 127 | 77 | 2,146 | 19 | 24 | NA |
| 2nd Qtr. | 543 | 837 | 1,380 | 488 | 128 | 90 | 2,086 | 19 | 24 | NA |
| 3rd Qtr. | 492 | 753 | 1,245 | 393 | 135 | 120 | 1,893 | 20 | 17 | NA |
| 4th Qtr. | 558 | 827 | 1,385 | 446 | 157 | 133 | 2,121 | 16 | 20 | NA |
| | ----- | ----- | ----- | ----- | --- | --- | ----- | --- | --- | |
| CY | 2,184 | 3,277 | 5,461 | 1,818 | 547 | 420 | 8,246 | 74 | 85 | NA |
| 2004 | | | | | | | | | | |
| 1st Qtr. | 525 | 820 | 1,345 | 473 | 159 | 296 | 2,273 | 19 | 19 | 247 |
| 2nd Qtr. | 543 | 846 | 1,389 | 503 | 172 | 337 | 2,401 | 18 | 48 | 284 |
| 3rd Qtr. | 463 | 746 | 1,209 | 411 | 185 | 314 | 2,119 | 16 | 43 | 261 |
| 4th Qtr. | 466 | 811 | 1,277 | 442 | 200 | 386 | 2,305 | 17 | 47 | 324 |
| | ----- | ----- | ----- | ----- | --- | --- | ----- | --- | --- | ----- |
| CY | 1,997 | 3,223 | 5,220 | 1,829 | 716 | 1,333 | 9,098 | 70 | 158 | 1,116 |
| 2005 | | | | | | | | | | |
| 1st Qtr. # | 470 | 710 | 1,180 | 500 | 187 | 345 | 2,212 | 16 | 51 | 291 |
| 2nd Qtr. # | 431 | 819 | 1,250 | 498 | 208 | 393 | 2,349 | 17 | 47 | 329 |
| | ----- | ----- | ----- | ----- | --- | --- | ----- | --- | --- | ----- |

@ Numbers may vary due to rounding
Denotes estimate

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

This report is governed by the Safe Harbor language found in the Terms and Conditions on the GM Institutional Investor website.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

GENERAL MOTORS CORPORATION

(Registrant)

Date: March 1, 2005

By: /s/PETER R. BIBLE

(Peter R. Bible,
Chief Accounting Officer)

