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GENERAL MOTORS CORP
Form 8-K
April 01, 2003

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 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) April 1, 2003

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 April 1, 2003, General Motors Corporation (GM) issued a news release announcing March sales. The release is as follows:

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GM Reports March Sales of 391,752, Down 3 Percent
Truck sales comparable to year-ago, driven by full-size pickup
and utility sales
Luxury vehicle sales continue to grow; Cadillac up 16 percent

DETROIT - General Motors Corp. dealers sold 391,752 new cars and trucks in March in the United States. This is a modest 3 percent decline versus March 2002. GM's overall truck sales (226,586) were down slightly, with sales accelerating 11 percent over February 2003. Car sales in March (165,166) were down 5 percent, with a 5 percent improvement over February.

"Despite current economic uncertainty, industry sales remain solid, in part due to across-the-board incentive activity by all manufacturers," said John Smith, group vice president of GM North America Vehicle Sales, Service and Marketing. "GM's results show improvement both in unit sales and share over the quarter. We'll build upon this with the "Zero to Sixty" campaign that is effective today. Additionally, we are pleased with our richer mix, reflecting the continuing improvement of truck sales, which made up 62 percent of our retail volume in March. And, we continue to experience sales gains at Cadillac, Hummer, Saturn and Saab, as well as with our new vehicle introductions, including the all-new Pontiac Grand Prix launched just last month. We expect momentum to continue to build with 15 more new vehicle launches before year-end."

GM Truck Sales

GM total truck sales were comparable to year-ago levels. Importantly, full-size pickup sales were up 7.5 percent. Total utility vehicle sales for the month (98,486) were in line with year-ago levels, and GM achieved March record sales for a number of utilities, including Saturn VUE, Chevrolet TrailBlazer, GMC Envoy and Cadillac Escalade.

GM Car Sales

Saturn and Cadillac cars had strong sales in March, with increases of 16 percent and 10.5 percent, respectively. Saturn ION continued to gain momentum with 13,057 sales. March sales records were posted for Chevrolet Impala (21,962), Pontiac Vibe (7,810), and Cadillac CTS (4,588). GM's luxury car sales were up 8 percent for March and up over 4 percent calendar-year-to-date, driven by strong sales of the Cadillac CTS and new Saab 9-3.

Certified Used Vehicles

GM's industry leading certified vehicle program sold approximately 39,544 total certified used vehicles in March, including the Cadillac, Saturn and Saab certified brands. The GM Certified Used Vehicle brand alone posted solid numbers, selling 33,022 vehicles, which is 47 percent higher than last year. "In light of the current economic circumstances, we are pleased with the continued growth of our dealers' certified used business," said Smith.

GM Announces March and Q1 Production Results; Q2 2003 Production Forecast Remains Unchanged

In March, GM North America produced 489,000 vehicles (184,000 cars and 305,000 trucks) in North America, compared to 481,000 vehicles (206,000 cars and 275,000 trucks) produced in March 2002. (Production totals include joint venture production of 14,000 vehicles in March 2003 and 10,000 vehicles in March 2002.)

Also, GM North America built 1.451 million vehicles (592,000 cars and 859,000 trucks) in the first quarter of 2003. In the first quarter of 2002, GM

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North America built 1.353 million vehicles (600,000 cars and 753,000 trucks).

GM's 2003 second-quarter production forecast for North America remains unchanged at 1.39 million units (557,000 cars and 833,000 trucks). In the second quarter of 2002, GM North America built 1.553 million vehicles (688,000 cars and 865,000 trucks). In the second quarter of 2002, GM North America built 1.553 million vehicles (688,000 cars and 865,000 trucks).

GM also announced current 2003 second-quarter production forecasts for its international regions:

GM Europe - The region's revised second-quarter production forecast is 492,000 units. GM Europe built 453,000 units in the second quarter of 2002.

GM Asia Pacific - GM Asia Pacific's revised second-quarter forecast is 81,000 vehicles. GM Asia Pacific built 74,000 vehicles in the second quarter of 2002.

GM Latin America, Africa and the Middle East - The region's revised second quarter production forecast is 153,000 units, compared to 141,000 units built in the second quarter of 2002.

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General Motors Corp. (NYSE: GM), the world's largest vehicle manufacturer, employs 349,000 people globally in its core automotive business and subsidiaries. Founded in 1908, GM has been the global sales leader since 1931. GM today has manufacturing operations in 32 countries and its vehicles are sold in more than 190 countries. In 2002, GM sold more than 8.5 million cars and trucks, nearly 15 percent of the global vehicle market. GM's global headquarters is at the GM Renaissance Center in Detroit. More information on GM and its products can be found on the company's consumer website 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 11-15, 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.

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

| | March | | | Calendar Year-to-Date January - March | | |
|---------------------|---------|---------|------------------|--|-----------|-------|
| | 2003 | 2002 | % Chg per S/D | 2003 | 2002 | %Chg |
| Curr S/D: 26 | | | | | | |
| Prev S/D: 27 | | | | | | |
| Vehicle Total | 391,752 | 419,410 | -3.0 | 1,018,410 | 1,130,155 | -9.9 |
| Car Total | 165,166 | 181,181 | -5.3 | 454,259 | 469,824 | -3.3 |
| Truck Total | 226,586 | 238,229 | -1.2 | 564,151 | 660,331 | -14.6 |
| Light Truck Total | 222,620 | 235,078 | -1.7 | 555,731 | 652,078 | -14.8 |
| Light Vehicle Total | 387,786 | 416,259 | -3.3 | 1,009,990 | 1,121,902 | -10.0 |

| Market Division Vehicle Total | March | | | Calendar Year-to-Date January - March | | |
|----------------------------------|---------|---------|------------------|--|---------|-------|
| | 2003 | 2002 | % Chg per S/D | 2003 | 2002 | %Chg |
| Buick | 24,900 | 29,135 | -11.2 | 83,289 | 82,730 | 0.7 |
| Cadillac | 16,706 | 14,968 | 15.9 | 46,260 | 39,763 | 16.3 |
| Chevrolet | 211,898 | 232,665 | -5.4 | 543,390 | 649,601 | -16.4 |
| GMC | 43,362 | 44,205 | 1.9 | 108,029 | 127,125 | -15.0 |
| HUMMER | 3,069 | 37 | ***.* | 8,639 | 127 | ***.* |
| Oldsmobile | 13,150 | 16,008 | -14.7 | 33,411 | 42,871 | -22.1 |
| Other - Isuzu | 1,259 | 1,422 | -8.1 | 2,856 | 3,117 | -8.4 |
| Pontiac | 38,501 | 50,299 | -20.5 | 107,033 | 118,245 | -9.5 |
| Saab | 4,736 | 4,864 | 1.1 | 10,885 | 9,138 | 19.1 |
| Saturn | 34,171 | 25,807 | 37.5 | 74,618 | 57,438 | 29.9 |

Sales of Domestically Produced Vehicles

| | | | | | | |
|-------------|---------|---------|------|---------|---------|-------|
| Car | 160,428 | 176,283 | -5.5 | 443,369 | 460,538 | -3.7 |
| Light Truck | 222,620 | 235,078 | -1.7 | 555,731 | 652,078 | -14.8 |

Twenty-six selling days for the March 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.

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| | Calendar Year-to-Date | | | | | | |
|--------------------|-----------------------|---------|-----------------|---------|-----------------|-------|--|
| | (1) | March | | | January - March | | |
| | 2003 | 2002 | %Chg per S/D | 2003 | 2002 | %Chg | |
| Selling Days (S/D) | 26 | 27 | | | | | |
| Century | 8,001 | 9,377 | -11.4 | 31,829 | 27,032 | 17.7 | |
| LeSabre | 8,048 | 9,238 | -9.5 | 22,285 | 26,805 | -16.9 | |
| Park Avenue | 2,073 | 2,284 | -5.7 | 6,143 | 6,190 | -0.8 | |
| Regal | 1,890 | 2,192 | -10.5 | 5,373 | 6,524 | -17.6 | |
| Riviera | 0 | 0 | ***.* | 0 | 0 | ***.* | |
| Buick Total | 20,012 | 23,091 | -10.0 | 65,630 | 66,551 | -1.4 | |
| Catera | 2 | 34 | -93.9 | 5 | 148 | -96.6 | |
| CTS | 4,588 | 3,145 | 51.5 | 10,956 | 4,258 | 157.3 | |
| DeVille | 5,868 | 5,566 | 9.5 | 17,430 | 17,164 | 1.5 | |
| Eldorado | 38 | 591 | -93.3 | 145 | 1,612 | -91.0 | |
| Seville | 1,722 | 2,142 | -16.5 | 6,548 | 5,634 | 16.2 | |
| Cadillac Total | 12,218 | 11,478 | 10.5 | 35,084 | 28,816 | 21.8 | |
| Camaro | 208 | 3,082 | -93.0 | 575 | 7,934 | -92.8 | |
| Cavalier | 18,041 | 21,991 | -14.8 | 52,224 | 56,842 | -8.1 | |
| Corvette | 2,792 | 1,877 | 54.5 | 5,984 | 7,674 | -22.0 | |
| Impala | 21,962 | 16,923 | 34.8 | 58,785 | 49,200 | 19.5 | |
| Lumina | 0 | 12 | ***.* | 0 | 15 | ***.* | |
| Malibu | 14,634 | 15,819 | -3.9 | 38,732 | 41,245 | -6.1 | |
| Metro | 0 | 1 | ***.* | 0 | 3 | ***.* | |
| Monte Carlo | 5,192 | 5,226 | 3.2 | 14,560 | 15,232 | -4.4 | |
| Prizm | 1 | 2,886 | ***.* | 4 | 7,017 | -99.9 | |
| Chevrolet Total | 62,830 | 67,817 | -3.8 | 170,864 | 185,162 | -7.7 | |
| Alero | 9,949 | 8,680 | 19.0 | 25,736 | 26,270 | -2.0 | |
| Aurora | 423 | 891 | -50.7 | 1,069 | 2,357 | -54.6 | |
| Cutlass | 0 | 0 | ***.* | 0 | 0 | ***.* | |
| Eighty Eight | 0 | 0 | ***.* | 0 | 0 | ***.* | |
| Intrigue | 133 | 1,781 | -92.2 | 358 | 4,118 | -91.3 | |
| Oldsmobile Total | 10,505 | 11,352 | -3.9 | 27,163 | 32,745 | -17.0 | |
| Bonneville | 2,745 | 2,922 | -2.4 | 5,925 | 8,004 | -26.0 | |
| Firebird | 156 | 1,998 | -91.9 | 469 | 5,708 | -91.8 | |
| Grand Am | 11,122 | 15,458 | -25.3 | 33,419 | 39,085 | -14.5 | |
| Grand Prix | 7,807 | 14,480 | -44.0 | 24,572 | 29,457 | -16.6 | |
| Sunfire | 2,718 | 5,502 | -48.7 | 8,241 | 17,150 | -51.9 | |
| Vibe | 7,810 | 2,014 | 302.7 | 18,042 | 2,554 | 606.4 | |
| Pontiac Total | 32,358 | 42,374 | -20.7 | 90,668 | 101,958 | -11.1 | |
| 9-3 | 3,470 | 3,564 | 1.1 | 7,889 | 6,425 | 22.8 | |
| 9-5 | 1,266 | 1,300 | 1.1 | 2,996 | 2,713 | 10.4 | |
| Saab Total | 4,736 | 4,864 | 1.1 | 10,885 | 9,138 | 19.1 | |
| ION | 13,057 | 0 | ***.* | 25,783 | 0 | ***.* | |
| Saturn L Series | 8,314 | 8,536 | 1.1 | 22,863 | 18,927 | 20.8 | |
| Saturn S Series | 1,136 | 11,669 | -89.9 | 5,319 | 26,527 | -79.9 | |
| Saturn Total | 22,507 | 20,205 | 15.7 | 53,965 | 45,454 | 18.7 | |
| GM Total | 165,166 | 181,181 | -5.3 | 454,259 | 469,824 | -3.3 | |

GM Car Deliveries by Production Source

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| | | | | | | |
|--------------------|---------|---------|------|---------|---------|------|
| GM North America * | 160,428 | 176,283 | -5.5 | 443,369 | 460,538 | -3.7 |
| GM Import | 4,738 | 4,898 | 0.5 | 10,890 | 9,286 | 17.3 |
| GM Total | 165,166 | 181,181 | -5.3 | 454,259 | 469,824 | -3.3 |

* Includes U.S./Canada/Mexico

2-1P
GM Car Deliveries - (United States)
March 2003

| | (1) March | | Calendar Year-to-Date January - March | | | |
|--------------------|-----------|------|--|------|------|------|
| | 2003 | 2002 | %Chg per S/D | 2003 | 2002 | %Chg |
| Selling Days (S/D) | 26 | 27 | | | | |

GM Car Deliveries by Production Source and Marketing Division

| | | | | | | |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 20,012 | 23,091 | -10.0 | 65,630 | 66,551 | -1.4 |
| Cadillac Total | 12,216 | 11,444 | 10.9 | 35,079 | 28,668 | 22.4 |
| Chevrolet Total | 62,830 | 67,817 | -3.8 | 170,864 | 185,162 | -7.7 |
| Oldsmobile Total | 10,505 | 11,352 | -3.9 | 27,163 | 32,745 | -17.0 |
| Pontiac Total | 32,358 | 42,374 | -20.7 | 90,668 | 101,958 | -11.1 |
| Saturn Total | 22,507 | 20,205 | 15.7 | 53,965 | 45,454 | 18.7 |
| GM North America Total* | 160,428 | 176,283 | -5.5 | 443,369 | 460,538 | -3.7 |
| Cadillac Total | 2 | 34 | -93.9 | 5 | 148 | -96.6 |
| Saab Total | 4,736 | 4,864 | 1.1 | 10,885 | 9,138 | 19.1 |
| GM Import Total | 4,738 | 4,898 | 0.5 | 10,890 | 9,286 | 17.3 |

GM Vehicle Deliveries by Marketing Division

| | | | | | | |
|-------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 24,900 | 29,135 | -11.2 | 83,289 | 82,730 | 0.7 |
| Cadillac Total | 16,706 | 14,968 | 15.9 | 46,260 | 39,763 | 16.3 |
| Chevrolet Total | 211,898 | 232,665 | -5.4 | 543,390 | 649,601 | -16.4 |
| GMC Total | 43,362 | 44,205 | 1.9 | 108,029 | 127,125 | -15.0 |
| HUMMER Total | 3,069 | 37 | ***.* | 8,639 | 127 | ***.* |
| Oldsmobile Total | 13,150 | 16,008 | -14.7 | 33,411 | 42,871 | -22.1 |
| Other-Isuzu Total | 1,259 | 1,422 | -8.1 | 2,856 | 3,117 | -8.4 |
| Pontiac Total | 38,501 | 50,299 | -20.5 | 107,033 | 118,245 | -9.5 |
| Saab Total | 4,736 | 4,864 | 1.1 | 10,885 | 9,138 | 19.1 |
| Saturn Total | 34,171 | 25,807 | 37.5 | 74,618 | 57,438 | 29.9 |
| GM Total | 391,752 | 419,410 | -3.0 | 1,018,410 | 1,130,155 | -9.9 |

* Includes US/Canada/Mexico

3-1P
GM Truck Deliveries - (United States)
March 2003

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

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| | 2003 | 2002 | % Chg per S/D | 2003 | 2002 | %Chg |
|--------------------------|---------|---------|------------------|---------|---------|-------|
| Selling Days (S/D) | 26 | 27 | | | | |
| Rendezvous | 4,888 | 6,044 | -16.0 | 17,659 | 16,179 | 9.1 |
| Total Buick | 4,888 | 6,044 | -16.0 | 17,659 | 16,179 | 9.1 |
| Escalade | 2,667 | 2,598 | 6.6 | 6,774 | 8,365 | -19.0 |
| Escalade ESV | 1,026 | 0 | ***.* | 2,266 | 0 | ***.* |
| Escalade EXT | 795 | 892 | -7.4 | 2,136 | 2,582 | -17.3 |
| Total Cadillac | 4,488 | 3,490 | 33.5 | 11,176 | 10,947 | 2.1 |
| Astro | 3,695 | 4,957 | -22.6 | 8,553 | 11,896 | -28.1 |
| C/K Suburban(Chevy) | 9,191 | 11,537 | -17.3 | 22,163 | 33,062 | -33.0 |
| Chevy C/T Series | 69 | 370 | -80.6 | 248 | 1,214 | -79.6 |
| Chevy P Models & Mtr Hms | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Chevy W Series | 254 | 237 | 11.3 | 539 | 616 | -12.5 |
| Express Cutaway/G Cut | 1,498 | 1,389 | 12.0 | 3,688 | 4,035 | -8.6 |
| Express Panel/G Van | 5,265 | 5,600 | -2.4 | 12,821 | 15,256 | -16.0 |
| Express/G Sportvan | 1,605 | 1,828 | -8.8 | 3,538 | 3,609 | -2.0 |
| Kodiak 4/5 Series | 724 | 0 | ***.* | 1,440 | 0 | ***.* |
| Kodiak 6/7/8 Series | 197 | 0 | ***.* | 443 | 0 | ***.* |
| S/T Blazer | 4,161 | 13,593 | -68.2 | 12,632 | 30,964 | -59.2 |
| S/T Pickup | 11,746 | 15,592 | -21.8 | 31,527 | 37,870 | -16.7 |
| Tahoe | 14,895 | 16,656 | -7.1 | 34,166 | 48,366 | -29.4 |
| Tracker | 3,592 | 3,468 | 7.6 | 8,595 | 9,884 | -13.0 |
| TrailBlazer | 20,185 | 19,053 | 10.0 | 55,006 | 58,653 | -6.2 |
| Venture | 8,514 | 9,831 | -10.1 | 21,593 | 19,658 | 9.8 |
| | | | | | | |
| Avalanche | 7,174 | 8,951 | -16.8 | 19,011 | 23,954 | -20.6 |
| Silverado-C/K | | | | | | |
| Pickup | 56,303 | 51,786 | 12.9 | 136,563 | 165,402 | -17.4 |
| Chevrolet Fullsize | | | | | | |
| Pickups | 63,477 | 60,737 | 8.5 | 155,574 | 189,356 | -17.8 |
| | | | | | | |
| Chevrolet Total | 149,068 | 164,848 | -6.1 | 372,526 | 464,439 | -19.8 |
| | | | | | | |
| C/K Suburban(GMC) | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Envoy | 9,361 | 8,013 | 21.3 | 25,645 | 22,625 | 13.3 |
| GMC C/T Series | 267 | 772 | -64.1 | 588 | 2,425 | -75.8 |
| GMC W Series | 462 | 350 | 37.1 | 910 | 881 | 3.3 |
| P Models & Mtr Hms(GMC) | 0 | 0 | ***.* | 0 | 0 | ***.* |
| S/T Jimmy | 9 | 101 | -90.7 | 16 | 536 | -97.0 |
| Safari (GMC) | 896 | 1,390 | -33.1 | 2,615 | 3,486 | -25.0 |
| Savana Panel/G Classic | 1,503 | 1,473 | 6.0 | 3,681 | 4,401 | -16.4 |
| Savana Special/G Cut | 952 | 1,035 | -4.5 | 2,274 | 1,917 | 18.6 |
| Savana/Rally | 319 | 239 | 38.6 | 680 | 557 | 22.1 |
| Sierra | 15,902 | 15,811 | 4.4 | 38,483 | 48,151 | -20.1 |
| Sonoma | 2,652 | 3,811 | -27.7 | 7,307 | 9,564 | -23.6 |
| Topkick 4/5 Series | 469 | 0 | ***.* | 817 | 0 | ***.* |
| Topkick 6/7/8 Series | 265 | 0 | ***.* | 579 | 0 | ***.* |
| Yukon | 5,940 | 6,056 | 1.9 | 14,006 | 18,098 | -22.6 |
| Yukon XL | 4,365 | 5,154 | -12.1 | 10,428 | 14,484 | -28.0 |
| GMC Total | 43,362 | 44,205 | 1.9 | 108,029 | 127,125 | -15.0 |
| | | | | | | |
| HUMMER H1 | 55 | 37 | 54.4 | 151 | 127 | 18.9 |
| HUMMER H2 | 3,014 | 0 | ***.* | 8,488 | 0 | ***.* |
| HUMMER Total | 3,069 | 37 | ***.* | 8,639 | 127 | ***.* |
| | | | | | | |
| Bravada | 797 | 1,768 | -53.2 | 2,182 | 4,749 | -54.1 |
| Silhouette | 1,848 | 2,888 | -33.5 | 4,066 | 5,377 | -24.4 |

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|---|---------|---------|-------|---------|---------|-------|
| Oldsmobile Total | 2,645 | 4,656 | -41.0 | 6,248 | 10,126 | -38.3 |
| Other-Isuzu F Series | 150 | 184 | -15.3 | 353 | 468 | -24.6 |
| Other-Isuzu N Series | 1,109 | 1,238 | -7.0 | 2,503 | 2,649 | -5.5 |
| Other-Isuzu Total | 1,259 | 1,422 | -8.1 | 2,856 | 3,117 | -8.4 |
| Aztek | 2,676 | 2,830 | -1.8 | 6,995 | 6,676 | 4.8 |
| Montana | 3,467 | 5,095 | -29.3 | 9,370 | 9,611 | -2.5 |
| Pontiac Total | 6,143 | 7,925 | -19.5 | 16,365 | 16,287 | 0.5 |
| VUE | 11,664 | 5,602 | 116.2 | 20,653 | 11,984 | 72.3 |
| Saturn Total | 11,664 | 5,602 | 116.2 | 20,653 | 11,984 | 72.3 |
| GM Total | 226,586 | 238,229 | -1.2 | 564,151 | 660,331 | -14.6 |
| GM TRUCK Deliveries by Production Source | | | | | | |
| GM North America * | 225,302 | 236,738 | -1.2 | 561,092 | 656,941 | -14.6 |
| GM Import | 1,284 | 1,491 | -10.6 | 3,059 | 3,390 | -9.8 |
| GM Total | 226,586 | 238,229 | -1.2 | 564,151 | 660,331 | -14.6 |
| GM Light Duty Truck Deliveries by Production Source | | | | | | |
| GM North America * | 222,620 | 235,078 | -1.7 | 555,731 | 652,078 | -14.8 |
| GM Import | 0 | 0 | ***.* | 0 | 0 | ***.* |
| GM Total | 222,620 | 235,078 | -1.7 | 555,731 | 652,078 | -14.8 |

* Includes U.S./Canada/Mexico

3-1P
GM Truck Deliveries - (United States)
March 2003

| | (1) March | | Calendar Year-to-Date January - March | | | |
|---|-----------|---------|--|---------|---------|-------|
| | 2003 | 2002 | % Chg per S/D | 2003 | 2002 | %Chg |
| Selling Days (S/D) | 26 | 27 | | | | |
| GM TRUCK Deliveries by Production Source and Marketing Division | | | | | | |
| Buick Total | 4,888 | 6,044 | -16.0 | 17,659 | 16,179 | 9.1 |
| Cadillac Total | 4,488 | 3,490 | 33.5 | 11,176 | 10,947 | 2.1 |
| Chevrolet Total | 148,900 | 164,673 | -6.1 | 372,152 | 464,013 | -19.8 |
| GMC Total | 43,023 | 43,953 | 1.6 | 107,353 | 126,475 | -15.1 |
| HUMMER Total | 3,069 | 37 | ***.* | 8,639 | 127 | ***.* |
| Oldsmobile Total | 2,645 | 4,656 | -41.0 | 6,248 | 10,126 | -38.3 |
| Other-Isuzu Total | 482 | 358 | 39.8 | 847 | 803 | 5.5 |
| Pontiac Total | 6,143 | 7,925 | -19.5 | 16,365 | 16,287 | 0.5 |
| Saturn Total | 11,664 | 5,602 | 116.2 | 20,653 | 11,984 | 72.3 |
| GM North America Total* | 225,302 | 236,738 | -1.2 | 561,092 | 656,941 | -14.6 |
| Chevrolet Total | 168 | 175 | -0.3 | 374 | 426 | -12.2 |
| GMC Total | 339 | 252 | 39.7 | 676 | 650 | 4.0 |

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|-------------------|-------|-------|-------|-------|-------|-------|
| Other-Isuzu Total | 777 | 1,064 | -24.2 | 2,009 | 2,314 | -13.2 |
| GM Import Total | 1,284 | 1,491 | -10.6 | 3,059 | 3,390 | -9.8 |

GM Light Truck Deliveries by Production Source and Marketing Division

| | | | | | | |
|-------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 4,888 | 6,044 | -16.0 | 17,659 | 16,179 | 9.1 |
| Cadillac Total | 4,488 | 3,490 | 33.5 | 11,176 | 10,947 | 2.1 |
| Chevrolet Total | 147,824 | 164,241 | -6.5 | 369,856 | 462,609 | -20.0 |
| GMC Total | 41,899 | 43,083 | 1.0 | 105,135 | 123,819 | -15.1 |
| HUMMER Total | 3,069 | 37 | ***.* | 8,639 | 127 | ***.* |
| Oldsmobile Total | 2,645 | 4,656 | -41.0 | 6,248 | 10,126 | -38.3 |
| Pontiac Total | 6,143 | 7,925 | -19.5 | 16,365 | 16,287 | 0.5 |
| Saturn Total | 11,664 | 5,602 | 116.2 | 20,653 | 11,984 | 72.3 |
| GM North America Total* | 222,620 | 235,078 | -1.7 | 555,731 | 652,078 | -14.8 |

GM Light Truck Deliveries by Marketing Division

| | | | | | | |
|------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 4,888 | 6,044 | -16.0 | 17,659 | 16,179 | 9.1 |
| Cadillac Total | 4,488 | 3,490 | 33.5 | 11,176 | 10,947 | 2.1 |
| Chevrolet Total | 147,824 | 164,241 | -6.5 | 369,856 | 462,609 | -20.0 |
| GMC Total | 41,899 | 43,083 | 1.0 | 105,135 | 123,819 | -15.1 |
| HUMMER Total | 3,069 | 37 | ***.* | 8,639 | 127 | ***.* |
| Oldsmobile Total | 2,645 | 4,656 | -41.0 | 6,248 | 10,126 | -38.3 |
| Pontiac Total | 6,143 | 7,925 | -19.5 | 16,365 | 16,287 | 0.5 |
| Saturn Total | 11,664 | 5,602 | 116.2 | 20,653 | 11,984 | 72.3 |
| GM Total | 222,620 | 235,078 | -1.7 | 555,731 | 652,078 | -14.8 |

* Includes US/Canada/Mexico

GM Production Schedule - 04/01/03

| Units 000s | GMNA | | | | | | Total Worldwide | Memo: JV* | |
|------------------------|------|-------|-------|-------|--------|------|-----------------|-----------|-------|
| | Car* | Truck | Total | GME** | GMLAAM | GMAP | | Car | Truck |
| 2003 Q1 | 592 | 859 | 1,451 | 491 | 127 | 77 | 2,146 | 19 | 24 |
| O/(U) prior forecast:@ | 0 | 0 | 21 | (2) | 1 | 0 | 20 | 0 | 0 |
| 2003 Q2 # | 557 | 833 | 1,390 | 492 | 153 | 81 | 2,116 | 19 | 23 |
| O/(U) prior forecast:@ | 0 | 0 | 0 | 1 | 8 | (1) | 8 | 0 | 0 |

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

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| | | | | | | | | | |
|------------|-------|-------|-------|-------|-----|-----|-------|-----|-----|
| 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. | 567 | 740 | 1,307 | 408 | 132 | 87 | 1,934 | 19 | 20 |
| 4th Qtr. | 601 | 824 | 1,425 | 453 | 157 | 81 | 2,116 | 19 | 24 |
| | ---- | ---- | ----- | ----- | --- | --- | ----- | --- | --- |
| CY | 2,456 | 3,182 | 5,638 | 1,770 | 561 | 307 | 8,276 | 65 | 72 |
| 2003 | | | | | | | | | |
| 1st Qtr. | 592 | 859 | 1,451 | 491 | 127 | 77 | 2,146 | 19 | 24 |
| 2nd Qtr. # | 557 | 833 | 1,390 | 492 | 153 | 81 | 2,116 | 19 | 23 |
| | ----- | ----- | ----- | ----- | --- | --- | ----- | --- | --- |

@ 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 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 1, 2003

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By

/s/Peter R. Bible

(Peter R. Bible,
Chief Accounting Officer)