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GENERAL MOTORS CORP  
Form 8-K  
March 03, 2003

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) March 3, 2003  
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GENERAL MOTORS CORPORATION  
-----  
(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 March 3, 2003, General Motors Corporation (GM) issued a news release announcing February sales. The release is as follows:

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GM Reports February Sales of 333,572, Down 19 Percent  
Cadillac Continues To Achieve Significant Gains With 16 Percent Increase  
GM Announces February Production Results, Q1 2003 Forecast Unchanged,  
Initial Q2 2003 Production Forecast

Detroit - General Motors Corp. dealers sold 333,572 new cars and trucks in February in the United States, a 19 percent decrease versus February 2002. GM's overall truck sales (188,954) declined 21 percent, while car sales (144,618) were down 16 percent.

"February was a challenging month for the industry, with poor weather in most of the country and significant uncertainty impacting consumers and the overall economy," said John Smith, group vice president of North America Vehicle Sales, Service and Marketing. "At GM, we had a tough comparison to our performance last February, which included record truck sales and a total share of nearly 31 percent. Yet, we're pleased with gains in our retail share compared to January, and all of 2002, and the prospects of further increases that will result from the 16 new GM products being introduced this year."

### GM Truck Sales

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GM truck sales declined in February, due in large part to record December sales and comparisons to record truck sales last February. Total utility vehicle sales for the month (81,843) decreased 20 percent from last year. GM sold 42,884 midsize utility vehicles for the month, a decrease of 16 percent, and full-size utility sales (31,445) decreased 30 percent. GM continues to strengthen its position in the small utility segment as Saturn VUE and Chevrolet Tracker combined increased 6 percent over last year.

### GM Car Sales

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Cadillac and Saturn cars posted solid retail gains again, with an increase of 12 percent and 10 percent respectively. Saturn ION continued to gain momentum (7,340), and the Pontiac Vibe (5,162) and Cadillac CTS (3,552) both had solid performances in February. Other GM cars which posted strong sales in February included Saab 9-3 and 9-5, up 44 percent and 10 percent respectively, the Cadillac Seville (up 28 percent), and the Chevrolet Impala (up 3 percent).

### Certified Used Vehicles

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GM's industry leading certified vehicle program sold approximately 39,383 total certified used vehicles in February, including the Cadillac, Saturn and Saab certified brands. The GM Certified Used Vehicle brand alone continued to post impressive numbers, selling 33,525 units. "Our February sales nearly doubled last year's total, as we continue to grow our dealers' used car business and increase our industry leadership," said Smith.

### GM Announces February Production Results, Q1 2003 Forecast Unchanged, Initial

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### Q2 2003 Production Forecast

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In February, GM produced 477,700 vehicles (191,570 cars and 286,130 trucks) in North America, compared to 463,000 vehicles (215,000 cars and 248,000 trucks) produced in February 2002. (Production totals include joint venture production of 14,150 vehicles in February 2003 and 8,000 vehicles in February 2002.)

Also, GM North America's current First-quarter production forecast remains unchanged at 1.43 million vehicles (584,000 cars and 846,000 trucks). In the first quarter of 2002, GM North America produced 1.353 million vehicles (600,000 cars, 753,000 trucks).

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Additionally, GM's initial 2003 second-quarter production forecast for North America is 1,390,000 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). The second quarter decrease in production is attributable to consumer and economic uncertainty as well as the effect of product start-ups and plant conversions.

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

GM Europe - The region's initial second-quarter production forecast is 491,000 units. GM Europe built 453,000 units in the second-quarter of 2002.

GM Asia Pacific - GM Asia Pacific's initial second-quarter forecast is 82,000 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 initial second-quarter production forecast is 145,000 units, compared to 141,000 units built in the second-quarter of 2002

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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.

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

|                     | February |         |                  | Calendar Year-to-Date<br>January - February |         |       |
|---------------------|----------|---------|------------------|---|---------|-------|
|                     | 2003     | 2002    | % Chg<br>per S/D | 2003  | 2002    | %Chg  |
| Curr S/D: 24        |          |         |                  |   |         |       |
| Prev S/D: 24        |          |         |                  |   |         |       |
| Vehicle Total       | 333,572  | 411,111 | -18.9            | 626,658                                     | 710,745 | -11.8 |
| Car Total           | 144,618  | 172,010 | -15.9            | 289,093                                     | 288,643 | 0.2   |
| Truck Total         | 188,954  | 239,101 | -21.0            | 337,565                                     | 422,102 | -20.0 |
| Light Truck Total   | 186,549  | 236,294 | -21.1            | 333,111                                     | 417,000 | -20.1 |
| Light Vehicle Total | 331,167  | 408,304 | -18.9            | 622,204                                     | 705,643 | -11.8 |

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| Market Division<br>Vehicle Total | February |         |                  | Calendar Year-to-Date<br>January - February |         |       |
|----------------------------------|----------|---------|------------------|---|---------|-------|
|                                  | 2003     | 2002    | % Chg<br>per S/D | 2003  | 2002    | %Chg  |
| Buick                            | 28,697   | 34,260  | -16.2            | 58,389                                      | 53,595  | 8.9   |
| Cadillac                         | 15,500   | 13,353  | 16.1             | 29,554                                      | 24,795  | 19.2  |
| Chevrolet                        | 182,235  | 235,788 | -22.7            | 331,492                                     | 416,936 | -20.5 |
| GMC                              | 36,460   | 47,880  | -23.9            | 64,667                                      | 82,920  | -22.0 |
| HUMMER                           | 2,713    | 38      | ***.*            | 5,570                                       | 90      | ***.* |
| Oldsmobile                       | 11,203   | 15,805  | -29.1            | 20,261                                      | 26,863  | -24.6 |
| Other - Isuzu                    | 841      | 921     | -8.7             | 1,597                                       | 1,695   | -5.8  |
| Pontiac                          | 32,896   | 42,734  | -23.0            | 68,532                                      | 67,946  | 0.9   |
| Saab                             | 3,598    | 2,699   | 33.3             | 6,149                                       | 4,274   | 43.9  |
| Saturn                           | 19,429   | 17,633  | 10.2             | 40,447                                      | 31,631  | 27.9  |

Sales of Domestically Produced Vehicles

|             |         |         |       |         |         |       |
|-------------|---------|---------|-------|---------|---------|-------|
| Car         | 141,019 | 169,252 | -16.7 | 282,941 | 284,255 | -0.5  |
| Light Truck | 186,549 | 236,294 | -21.1 | 333,111 | 417,000 | -20.1 |

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 2003

|                    | (1)    | February |       | Calendar Year-to-Date<br>January - February |        |       |
|--------------------|--------|----------|-------|---|--------|-------|
|                    |        | 2003     | 2002  | %Chg<br>per S/D                             | 2003   | 2002  |
| Selling Days (S/D) | 24     | 24       |       |   |        |       |
| Century            | 10,008 | 12,608   | -20.6 | 23,828                                      | 17,655 | 35.0  |
| LeSabre            | 7,296  | 10,177   | -28.3 | 14,237                                      | 17,567 | -19.0 |
| Park Avenue        | 2,410  | 2,373    | 1.6   | 4,070                                       | 3,906  | 4.2   |
| Regal              | 2,185  | 2,853    | -23.4 | 3,483                                       | 4,332  | -19.6 |
| Riviera            | 0      | 0        | ***.* | 0   | 0      | ***.* |
| Buick Total        | 21,899 | 28,011   | -21.8 | 45,618                                      | 43,460 | 5.0   |
| Catera             | 1      | 59       | -98.3 | 3   | 114    | -97.4 |
| CTS                | 3,552  | 889      | 299.6 | 6,368                                       | 1,113  | 472.1 |
| DeVille            | 5,622  | 5,839    | -3.7  | 11,562                                      | 11,598 | -0.3  |

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|  |         |         |       |         |         |       |
|--|---------|---------|-------|---------|---------|-------|
| Eldorado                               | 35      | 551     | -93.6 | 107     | 1,021   | -89.5 |
| Seville                                | 2,439   | 1,911   | 27.6  | 4,826   | 3,492   | 38.2  |
| Cadillac Total                         | 11,649  | 9,249   | 25.9  | 22,866  | 17,338  | 31.9  |
| -----                                  |         |         |       |         |         |       |
| Camaro                                 | 156     | 2,800   | -94.4 | 367     | 4,852   | -92.4 |
| Cavalier                               | 17,191  | 19,380  | -11.3 | 34,183  | 34,851  | -1.9  |
| Corvette                               | 1,724   | 3,354   | -48.6 | 3,192   | 5,797   | -44.9 |
| Impala                                 | 20,088  | 19,553  | 2.7   | 36,823  | 32,277  | 14.1  |
| Lumina                                 | 0       | 2       | ***.* | 0       | 3       | ***.* |
| Malibu                                 | 12,864  | 14,547  | -11.6 | 24,098  | 25,426  | -5.2  |
| Metro                                  | 0       | 0       | ***.* | 0       | 2       | ***.* |
| Monte Carlo                            | 5,222   | 5,851   | -10.8 | 9,368   | 10,006  | -6.4  |
| Prizm                                  | 4       | 2,250   | -99.8 | 3       | 4,131   | -99.9 |
| Chevrolet Total                        | 57,249  | 67,737  | -15.5 | 108,034 | 117,345 | -7.9  |
| -----                                  |         |         |       |         |         |       |
| Alero                                  | 8,851   | 10,349  | -14.5 | 15,787  | 17,590  | -10.3 |
| Aurora                                 | 332     | 932     | -64.4 | 646     | 1,466   | -55.9 |
| Cutlass                                | 0       | 0       | ***.* | 0       | 0       | ***.* |
| Eighty Eight                           | 0       | 0       | ***.* | 0       | 0       | ***.* |
| Intrigue                               | 97      | 1,409   | -93.1 | 225     | 2,337   | -90.4 |
| Oldsmobile Total                       | 9,280   | 12,690  | -26.9 | 16,658  | 21,393  | -22.1 |
| -----                                  |         |         |       |         |         |       |
| Bonneville                             | 1,834   | 3,287   | -44.2 | 3,180   | 5,082   | -37.4 |
| Firebird                               | 128     | 2,218   | -94.2 | 313     | 3,710   | -91.6 |
| Grand Am                               | 10,268  | 14,397  | -28.7 | 22,297  | 23,627  | -5.6  |
| Grand Prix                             | 6,876   | 10,280  | -33.1 | 16,765  | 14,977  | 11.9  |
| Sunfire                                | 2,145   | 6,976   | -69.3 | 5,523   | 11,648  | -52.6 |
| Vibe                                   | 5,162   | 507     | 918.1 | 10,232  | 540     | ***.* |
| Pontiac Total                          | 26,413  | 37,665  | -29.9 | 58,310  | 59,584  | -2.1  |
| -----                                  |         |         |       |         |         |       |
| 9-3                                    | 2,640   | 1,831   | 44.2  | 4,419   | 2,861   | 54.5  |
| 9-5                                    | 958     | 868     | 10.4  | 1,730   | 1,413   | 22.4  |
| Saab Total                             | 3,598   | 2,699   | 33.3  | 6,149   | 4,274   | 43.9  |
| -----                                  |         |         |       |         |         |       |
| ION                                    | 7,340   | 0       | ***.* | 12,726  | 0       | ***.* |
| Saturn L Series                        | 5,792   | 5,874   | -1.4  | 14,549  | 10,391  | 40.0  |
| Saturn S Series                        | 1,398   | 8,085   | -82.7 | 4,183   | 14,858  | -71.8 |
| Saturn Total                           | 14,530  | 13,959  | 4.1   | 31,458  | 25,249  | 24.6  |
| -----                                  |         |         |       |         |         |       |
| GM Total                               | 144,618 | 172,010 | -15.9 | 289,093 | 288,643 | 0.2   |
| -----                                  |         |         |       |         |         |       |
| GM Car Deliveries by Production Source |         |         |       |         |         |       |
| -----                                  |         |         |       |         |         |       |
| GM North America *                     | 141,019 | 169,252 | -16.7 | 282,941 | 284,255 | -0.5  |
| -----                                  |         |         |       |         |         |       |
| GM Import                              | 3,599   | 2,758   | 30.5  | 6,152   | 4,388   | 40.2  |
| -----                                  |         |         |       |         |         |       |
| GM Total                               | 144,618 | 172,010 | -15.9 | 289,093 | 288,643 | 0.2   |
| -----                                  |         |         |       |         |         |       |

\* Includes U.S./Canada/Mexico

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

| (1)   | Calendar Year-to-Date |         |                    |      |      |
|-------|-----------------------|---------|--------------------|------|------|
|       | February              |         | January - February |      |      |
|       |                       | %Chg    |                    |      | %Chg |
| 2003  | 2002                  | per S/D | 2003               | 2002 | %Chg |
| ----- |                       |         |                    |      |      |

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Selling Days (S/D) 24 24

| GM Car Deliveries by Production Source and Marketing Division |         |         |       |         |         |       |
|---|---------|---------|-------|---------|---------|-------|
| Buick Total   | 21,899  | 28,011  | -21.8 | 45,618  | 43,460  | 5.0   |
| Cadillac Total  | 11,648  | 9,190   | 26.7  | 22,863  | 17,224  | 32.7  |
| Chevrolet Total   | 57,249  | 67,737  | -15.5 | 108,034 | 117,345 | -7.9  |
| Oldsmobile Total  | 9,280   | 12,690  | -26.9 | 16,658  | 21,393  | -22.1 |
| Pontiac Total   | 26,413  | 37,665  | -29.9 | 58,310  | 59,584  | -2.1  |
| Saturn Total  | 14,530  | 13,959  | 4.1   | 31,458  | 25,249  | 24.6  |
| GM North America Total*                                       | 141,019 | 169,252 | -16.7 | 282,941 | 284,255 | -0.5  |
| Cadillac Total  | 1       | 59      | -98.3 | 3       | 114     | -97.4 |
| Saab Total  | 3,598   | 2,699   | 33.3  | 6,149   | 4,274   | 43.9  |
| GM Import Total   | 3,599   | 2,758   | 30.5  | 6,152   | 4,388   | 40.2  |

| GM Vehicle Deliveries by Marketing Division |         |         |       |         |         |       |
|---|---------|---------|-------|---------|---------|-------|
| Buick Total                                 | 28,697  | 34,260  | -16.2 | 58,389  | 53,595  | 8.9   |
| Cadillac Total                              | 15,500  | 13,353  | 16.1  | 29,554  | 24,795  | 19.2  |
| Chevrolet Total                             | 182,235 | 235,788 | -22.7 | 331,492 | 416,936 | -20.5 |
| GMC Total                                   | 36,460  | 47,880  | -23.9 | 64,667  | 82,920  | -22.0 |
| HUMMER Total                                | 2,713   | 38      | ***.* | 5,570   | 90      | ***.* |
| Oldsmobile Total                            | 11,203  | 15,805  | -29.1 | 20,261  | 26,863  | -24.6 |
| Other-Isuzu Total                           | 841     | 921     | -8.7  | 1,597   | 1,695   | -5.8  |
| Pontiac Total                               | 32,896  | 42,734  | -23.0 | 68,532  | 67,946  | 0.9   |
| Saab Total                                  | 3,598   | 2,699   | 33.3  | 6,149   | 4,274   | 43.9  |
| Saturn Total                                | 19,429  | 17,633  | 10.2  | 40,447  | 31,631  | 27.9  |
| GM Total                                    | 333,572 | 411,111 | -18.9 | 626,658 | 710,745 | -11.8 |

\* Includes US/Canada/Mexico

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

| (1)                      | February |        | % Chg<br>per S/D | Calendar Year-to-Date<br>January - February |        |       |
|--------------------------|----------|--------|------------------|---|--------|-------|
|                          | 2003     | 2002   |                  | 2003  | 2002   | %Chg  |
| Selling Days (S/D)       | 24       | 24     |                  |   |        |       |
| Rendezvous               | 6,798    | 6,249  | 8.8              | 12,771                                      | 10,135 | 26.0  |
| Total Buick              | 6,798    | 6,249  | 8.8              | 12,771                                      | 10,135 | 26.0  |
| Escalade                 | 2,311    | 3,129  | -26.1            | 4,107                                       | 5,767  | -28.8 |
| Escalade ESV             | 860      | 0      | ***.*            | 1,240                                       | 0      | ***.* |
| Escalade EXT             | 680      | 975    | -30.3            | 1,341                                       | 1,690  | -20.7 |
| Total Cadillac           | 3,851    | 4,104  | -6.2             | 6,688                                       | 7,457  | -10.3 |
| Astro                    | 2,818    | 4,125  | -31.7            | 4,858                                       | 6,939  | -30.0 |
| C/K Suburban(Chevy)      | 6,862    | 11,935 | -42.5            | 12,972                                      | 21,525 | -39.7 |
| Chevy C/T Series         | 82       | 426    | -80.8            | 179   | 844    | -78.8 |
| Chevy P Models & Mtr Hms | 0        | 0      | ***.*            | 0   | 0      | ***.* |
| Chevy W Series           | 154      | 189    | -18.5            | 285   | 379    | -24.8 |
| Express Cutaway/G Cut    | 1,248    | 1,497  | -16.6            | 2,190                                       | 2,646  | -17.2 |
| Express Panel/G Van      | 4,099    | 5,610  | -26.9            | 7,556                                       | 9,656  | -21.7 |
| Express/G Sportvan       | 1,114    | 1,294  | -13.9            | 1,933                                       | 1,781  | 8.5   |

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|  |         |         |       |         |         |       |
|--|---------|---------|-------|---------|---------|-------|
| Kodiak 4/5 Series                        | 381     | 0       | ***.* | 716     | 0       | ***.* |
| Kodiak 6/7/8 Series                      | 141     | 0       | ***.* | 246     | 0       | ***.* |
| S/T Blazer                               | 4,571   | 9,642   | -52.6 | 8,471   | 17,371  | -51.2 |
| S/T Pickup                               | 9,958   | 12,891  | -22.8 | 19,781  | 22,278  | -11.2 |
| Tahoe                                    | 10,673  | 17,736  | -39.8 | 19,271  | 31,710  | -39.2 |
| Tracker                                  | 2,615   | 3,417   | -23.5 | 5,003   | 6,416   | -22.0 |
| TrailBlazer                              | 19,158  | 22,189  | -13.7 | 34,821  | 39,600  | -12.1 |
| Venture                                  | 8,632   | 6,299   | 37.0  | 13,079  | 9,827   | 33.1  |
| .....                                    |         |         |       |         |         |       |
| Avalanche                                | 8,308   | 8,369   | -0.7  | 11,837  | 15,003  | -21.1 |
| Silverado-C/K<br>Pickup                  | 44,172  | 62,432  | -29.2 | 80,260  | 113,616 | -29.4 |
| Chevrolet Fullsize<br>Pickups            | 52,480  | 70,801  | -25.9 | 92,097  | 128,619 | -28.4 |
| .....                                    |         |         |       |         |         |       |
| Chevrolet Total                          | 124,986 | 168,051 | -25.6 | 223,458 | 299,591 | -25.4 |
| -----                                    |         |         |       |         |         |       |
| C/K Suburban(GMC)                        | 0       | 0       | ***.* | 0       | 0       | ***.* |
| Envoy                                    | 9,299   | 8,604   | 8.1   | 16,284  | 14,612  | 11.4  |
| GMC C/T Series                           | 162     | 960     | -83.1 | 321     | 1,653   | -80.6 |
| GMC W Series                             | 227     | 311     | -27.0 | 448     | 531     | -15.6 |
| P Models & Mtr Hms(GMC)                  | 0       | 0       | ***.* | 0       | 0       | ***.* |
| S/T Jimmy                                | 0       | 204     | ***.* | 7       | 435     | -98.4 |
| Safari (GMC)                             | 886     | 1,316   | -32.7 | 1,719   | 2,096   | -18.0 |
| Savana Panel/G Classic                   | 1,217   | 1,658   | -26.6 | 2,178   | 2,928   | -25.6 |
| Savana Special/G Cut                     | 890     | 504     | 76.6  | 1,322   | 882     | 49.9  |
| Savana/Rally                             | 229     | 206     | 11.2  | 361     | 318     | 13.5  |
| Sierra                                   | 12,634  | 18,730  | -32.5 | 22,581  | 32,340  | -30.2 |
| Sonoma                                   | 2,473   | 3,254   | -24.0 | 4,655   | 5,753   | -19.1 |
| Topkick 4/5 Series                       | 210     | 0       | ***.* | 348     | 0       | ***.* |
| Topkick 6/7/8 Series                     | 207     | 0       | ***.* | 314     | 0       | ***.* |
| Yukon                                    | 4,511   | 6,750   | -33.2 | 8,066   | 12,042  | -33.0 |
| Yukon XL                                 | 3,515   | 5,383   | -34.7 | 6,063   | 9,330   | -35.0 |
| GMC Total                                | 36,460  | 47,880  | -23.9 | 64,667  | 82,920  | -22.0 |
| -----                                    |         |         |       |         |         |       |
| HUMMER H1                                | 49      | 38      | 28.9  | 96      | 90      | 6.7   |
| HUMMER H2                                | 2,664   | 0       | ***.* | 5,474   | 0       | ***.* |
| HUMMER Total                             | 2,713   | 38      | ***.* | 5,570   | 90      | ***.* |
| -----                                    |         |         |       |         |         |       |
| Bravada                                  | 669     | 1,627   | -58.9 | 1,385   | 2,981   | -53.5 |
| Silhouette                               | 1,254   | 1,488   | -15.7 | 2,218   | 2,489   | -10.9 |
| Oldsmobile Total                         | 1,923   | 3,115   | -38.3 | 3,603   | 5,470   | -34.1 |
| -----                                    |         |         |       |         |         |       |
| Other-Isuzu F Series                     | 101     | 160     | -36.9 | 203     | 284     | -28.5 |
| Other-Isuzu N Series                     | 740     | 761     | -2.8  | 1,394   | 1,411   | -1.2  |
| Other-Isuzu Total                        | 841     | 921     | -8.7  | 1,597   | 1,695   | -5.8  |
| -----                                    |         |         |       |         |         |       |
| Aztek                                    | 2,389   | 2,325   | 2.8   | 4,319   | 3,846   | 12.3  |
| Montana                                  | 4,094   | 2,744   | 49.2  | 5,903   | 4,516   | 30.7  |
| Pontiac Total                            | 6,483   | 5,069   | 27.9  | 10,222  | 8,362   | 22.2  |
| -----                                    |         |         |       |         |         |       |
| VUE                                      | 4,899   | 3,674   | 33.3  | 8,989   | 6,382   | 40.8  |
| Saturn Total                             | 4,899   | 3,674   | 33.3  | 8,989   | 6,382   | 40.8  |
| -----                                    |         |         |       |         |         |       |
| GM Total                                 | 188,954 | 239,101 | -21.0 | 337,565 | 422,102 | -20.0 |
| -----                                    |         |         |       |         |         |       |
| GM TRUCK Deliveries by Production Source |         |         |       |         |         |       |
| -----                                    |         |         |       |         |         |       |
| GM North America *                       | 188,043 | 238,059 | -21.0 | 335,790 | 420,203 | -20.1 |
| -----                                    |         |         |       |         |         |       |
| GM Import                                | 911     | 1,042   | -12.6 | 1,775   | 1,899   | -6.5  |
| -----                                    |         |         |       |         |         |       |

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|   |         |         |       |         |         |       |
|---|---------|---------|-------|---------|---------|-------|
| GM Total  | 188,954 | 239,101 | -21.0 | 337,565 | 422,102 | -20.0 |
| -----   |         |         |       |         |         |       |
| GM Light Duty Truck Deliveries by Production Source |         |         |       |         |         |       |
| GM North America *                                  | 186,549 | 236,294 | -21.1 | 333,111 | 417,000 | -20.1 |
| GM Import   | 0       | 0       | ***.* | 0       | 0       | ***.* |
| GM Total  | 186,549 | 236,294 | -21.1 | 333,111 | 417,000 | -20.1 |

\* Includes U.S./Canada/Mexico

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

| (1)                | February |      | % Chg<br>per S/D | Calendar Year-to-Date<br>January - February |      |      |
|--------------------|----------|------|------------------|---|------|------|
|                    | 2003     | 2002 |                  | 2003  | 2002 | %Chg |
| Selling Days (S/D) | 24       | 24   |                  |   |      |      |

GM TRUCK Deliveries by Production Source and Marketing Division

|                              |         |         |       |         |         |       |
|------------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total                  | 6,798   | 6,249   | 8.8   | 12,771  | 10,135  | 26.0  |
| Cadillac Total               | 3,851   | 4,104   | -6.2  | 6,688   | 7,457   | -10.3 |
| Chevrolet Total              | 124,872 | 167,930 | -25.6 | 223,252 | 299,340 | -25.4 |
| GMC Total                    | 36,288  | 47,641  | -23.8 | 64,330  | 82,522  | -22.0 |
| HUMMER Total                 | 2,713   | 38      | ***.* | 5,570   | 90      | ***.* |
| Oldsmobile Total             | 1,923   | 3,115   | -38.3 | 3,603   | 5,470   | -34.1 |
| Other-Isuzu Total            | 216     | 239     | -9.6  | 365     | 445     | -18.0 |
| Pontiac Total                | 6,483   | 5,069   | 27.9  | 10,222  | 8,362   | 22.2  |
| Saturn Total                 | 4,899   | 3,674   | 33.3  | 8,989   | 6,382   | 40.8  |
| GM North America<br>Totalss* | 188,043 | 238,059 | -21.0 | 335,790 | 420,203 | -20.1 |
| Chevrolet Total              | 114     | 121     | -5.8  | 206     | 251     | -17.9 |
| GMC Total                    | 172     | 239     | -28.0 | 337     | 398     | -15.3 |
| Other-Isuzu Total            | 625     | 682     | -8.4  | 1,232   | 1,250   | -1.4  |
| GM Import Total              | 911     | 1,042   | -12.6 | 1,775   | 1,899   | -6.5  |

GM Light Truck Deliveries by Production Source and Marketing Division

|                            |         |         |       |         |         |       |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total                | 6,798   | 6,249   | 8.8   | 12,771  | 10,135  | 26.0  |
| Cadillac Total             | 3,851   | 4,104   | -6.2  | 6,688   | 7,457   | -10.3 |
| Chevrolet Total            | 124,228 | 167,436 | -25.8 | 222,032 | 298,368 | -25.6 |
| GMC Total                  | 35,654  | 46,609  | -23.5 | 63,236  | 80,736  | -21.7 |
| HUMMER Total               | 2,713   | 38      | ***.* | 5,570   | 90      | ***.* |
| Oldsmobile Total           | 1,923   | 3,115   | -38.3 | 3,603   | 5,470   | -34.1 |
| Pontiac Total              | 6,483   | 5,069   | 27.9  | 10,222  | 8,362   | 22.2  |
| Saturn Total               | 4,899   | 3,674   | 33.3  | 8,989   | 6,382   | 40.8  |
| GM North America<br>Total* | 186,549 | 236,294 | -21.1 | 333,111 | 417,000 | -20.1 |

GM Light Truck Deliveries by Marketing Division



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|                  |         |         |       |         |         |       |
|------------------|---------|---------|-------|---------|---------|-------|
| Buick Total      | 6,798   | 6,249   | 8.8   | 12,771  | 10,135  | 26.0  |
| Cadillac Total   | 3,851   | 4,104   | -6.2  | 6,688   | 7,457   | -10.3 |
| Chevrolet Total  | 124,228 | 167,436 | -25.8 | 222,032 | 298,368 | -25.6 |
| GMC Total        | 35,654  | 46,609  | -23.5 | 63,236  | 80,736  | -21.7 |
| HUMMER Total     | 2,713   | 38      | ***.* | 5,570   | 90      | ***.* |
| Oldsmobile Total | 1,923   | 3,115   | -38.3 | 3,603   | 5,470   | -34.1 |
| Pontiac Total    | 6,483   | 5,069   | 27.9  | 10,222  | 8,362   | 22.2  |
| Saturn Total     | 4,899   | 3,674   | 33.3  | 8,989   | 6,382   | 40.8  |
| GM Total         | 186,549 | 236,294 | -21.1 | 333,111 | 417,000 | -20.1 |

\* Includes US/Canada/Mexico

### GM Production Schedule - 03/03/03

| Units 000s                | GMNA |        |       |       |        |      | Total<br>Worldwide | Memo: JV* |       |
|---------------------------|------|--------|-------|-------|--------|------|--------------------|-----------|-------|
|                           | Car* | Truck* | Total | GME** | GMLAAM | GMAP |                    | Car       | Truck |
| 2003 Q1 #                 | 584  | 846    | 1,430 | 493   | 126    | 77   | 2,126              | 18        | 24    |
| O/(U) prior<br>forecast:@ | 0    | 0      | 0     | (3)   | (1)    | 5    | 1                  | 0         | 0     |
| 2003 Q2 #                 | 557  | 833    | 1,390 | 491   | 145    | 82   | 2,108              | 19        | 23    |
| O/(U) prior<br>forecast:@ | 0    | 0      | 0     | 0     | 0      | 0    | 0                  | 0         | 0     |

| Units 000s | GMNA  |       |       |       |        |      | Total<br>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       |       |       |       |       |        |      |                    |           |       |
| 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    |

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|            |       |       |       |       |       |       |       |       |       |
|------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 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 | 18    | 24    |
|            | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| CY         | 2,456 | 3,182 | 5,638 | 1,770 | 561   | 307   | 8,276 | 64    | 72    |
| 2003       |       |       |       |       |       |       |       |       |       |
| 1st Qtr. # | 584   | 846   | 1,430 | 493   | 126   | 77    | 2,126 | 18    | 24    |
| 2nd Qtr. # | 557   | 833   | 1,390 | 491   | 145   | 82    | 2,108 | 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

March 3, 2003

By

/s/Peter R. Bible

(Peter R. Bible,  
Chief Accounting Officer)