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GENERAL MOTORS CORP
Form 8-K
February 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) February 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 February 1, 2005, General Motors Corporation (GM) issued a news release announcing January 2005 sales. The release is as follows:

GM Reports 279,653 Deliveries in January, Up 1 Percent
Cadillac and Chevrolet Sales Up, Continuing Strong Sales Pace Set in 2004
Full-Size Pickup Deliveries Rose 6 Percent, Led by Solid Silverado and Sierra Sales

DETROIT - General Motors dealers sold 279,653 new cars and trucks in January, up 1 percent compared to year-ago deliveries. GM's truck sales (162,267) were up 1 percent, and car sales (117,386) were up 2 percent.

"GM's January sales were soft, but not surprising, given our strong close in December and some tough weather across most of the country," said John Smith, group vice president, GM North America Vehicle Sales, Service and Marketing. "Chevrolet and Cadillac enjoyed solid sales in January, with models like the Chevrolet Cobalt, Aveo and Equinox and the Cadillac STS and Escalade leading the way. Other key vehicles - like the Cadillac CTS, Chevrolet Silverado and Saturn Relay also sold well in January. Industry and GM sales should improve over the balance of the first quarter."

In trucks, GM's full-size pickup sales rose 6 percent on the strength of Chevrolet Silverado and GMC Sierra deliveries, both of which were up versus last year. Additionally, the mid-size pickups Chevrolet Colorado and GMC Canyon had a combined sales improvement of more than 200 percent and also contributed to the 17.5 percent increase for total GM pickup sales.

In addition to sales gains in full-size pickups, small utility vehicle sales were up 78.5 percent, paced by the new Chevrolet Equinox. Deliveries of Cadillac SRX, GM's entry into the medium luxury utility segment, rose 24.5 percent. Additionally, GM's large luxury SUV sales improved 13 percent, led by sales increases for Cadillac Escalade and Escalade ESV and HUMMER H2.

January sales of full-size vans continued on the strong pace that began in 2004. The combination of Chevrolet and GMC full-size van sales generated a 31 percent increase over year-ago levels.

GM's car sales in January were up 2 percent, driven by solid sales performances by launch vehicles. Entry-level car sales were up 9 percent, led by the new Chevrolet Cobalt and Aveo. Mid-size car deliveries were up 2.5 percent, paced by year-over-year sales improvements for Chevrolet Malibu and Impala and positive sales results for new vehicles like the Pontiac G6 and Buick LaCrosse. In the luxury car segment, Cadillac CTS continued its record sales pace.

Among GM brands, Cadillac, Chevrolet, HUMMER and Saab posted sales gains over year-ago levels. Saturn's sales were comparable to last year (-0.2 percent).

Cadillac's strong sales results continued in January with a 3 percent

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improvement in total sales and a 19 percent increase in truck deliveries. Escalade, Escalade ESV and SRX all had sales that were significantly higher than last January. Escalade deliveries rose 23 percent, Escalade ESV sales were up 27 percent, and SRX sales jumped 24.5 percent. CTS had yet another strong month with record sales that were 19 percent higher than year-ago levels. The CTS is entering its fourth year in the market and continues to have year-over-year sales increases. January sales represent the 12th time in the last 13 months that CTS sales have equaled or improved upon the previous year's deliveries.

Chevrolet's total sales were up 13 percent, with a 33 percent improvement in car sales. A significant part of the sales lift came from the addition of the Cobalt and Aveo to the Chevrolet product portfolio. Cobalt had a 32 percent sales improvement over December. Aveo sales in January were nearly triple its year-ago level. On the truck side, Silverado sales improved 8 percent, and Colorado had solid sales results, selling more than 10,000 units for the fourth time in the last five months.

HUMMER sales were up 5 percent in January. H2 deliveries rose 6 percent, bolstered by the addition of the H2 SUT, which accounted for 27 percent of H2 sales.

Saab sales improved 8 percent compared to January 2005 on the strength of the 9-3.

Saturn's total deliveries were comparable to last year (-0.2 percent), led by truck sales, which were up 28 percent. Relay, Saturn's new crossover sport van, made a significant contribution to this gain, posting sales that were 32 percent above December's sales. Vue deliveries also were in positive territory, up 3 percent.

Certified Used Vehicles

January 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 40,063 units, down 5 percent from last year.

GM Certified Used Vehicles, the industry's top-selling manufacturer-certified used brand, posted sales of 34,331 units in January, down 3 percent from year-ago levels.

Cadillac Certified Pre-Owned Vehicles posted sales of 2,893 units in January, up 1 percent. Used Cars from Saturn sold 2,393 units, down 23 percent. Saab Certified Pre-Owned Vehicles sold 446 units, down 40 percent.

"Coming off a record fourth quarter and industry record certified sales in 2004, GM Certified Used Vehicles posted solid sales results in January," Smith said. "GM Certified continues to lead all manufacturers in the certified category, and we are very upbeat about the prospects for continued growth in 2005."

GM North America Reports January Production, 2005 First-Quarter Production Forecast Revised

In January, GM North America produced 351,500 vehicles (141,500 cars and 210,000 trucks), compared to 378,200 vehicles (144,700 cars and 233,500 trucks) produced in January 2004. Production totals include joint venture production of 22,000 vehicles in January 2005 and 9,400 vehicles in January 2004.

Also, GM North America's 2005 revised first-quarter production forecast is 1.225 million vehicles (480,000 cars and 745,000 trucks), down 25,000 vehicles from

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last month's guidance of 1.25 million vehicles. In the first quarter of 2004, GM North America built 1.345 million vehicles (525,000 cars and 820,000 trucks).

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

GM Europe - GM Europe's current 2005 first-quarter production estimate is 499,000 vehicles, down 7,000 vehicles from last month's guidance. In the first quarter of 2004, the region built 473,000 vehicles.

GM Asia Pacific - GM Asia Pacific's revised 2005 first-quarter production forecast is 341,000 vehicles, up 4,000 vehicles from last month's guidance. In the first quarter of 2004, the region built 296,000 vehicles.

GM Latin America, Africa and the Middle East - The region's 2005 revised first-quarter production estimate is 187,000 vehicles, up 6,000 vehicles from last month's guidance. In the first quarter of 2004, the region built 159,000 vehicles.

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 (MORE) 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:

| | | Calendar Year-to-Date |
|-----------|----|-----------------------|
| | | January - January |
| January | | |
| Curr S/D: | 24 | % Chg |

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| Prev S/D: 26 | 2005 | 2004 | per S/D | 2005 | 2004 | %Chg |
|---------------------|---------|---------|---------|---------|---------|------|
| Vehicle Total | 279,653 | 299,050 | 1.3 | 279,653 | 299,050 | 1.3 |
| Car Total | 117,386 | 124,453 | 2.2 | 117,386 | 124,453 | 2.2 |
| Truck Total | 162,267 | 174,597 | 0.7 | 162,267 | 174,597 | 0.7 |
| Light Truck Total | 159,191 | 171,939 | 0.3 | 159,191 | 171,939 | 0.3 |
| Light Vehicle Total | 276,577 | 296,392 | 1.1 | 276,577 | 296,392 | 1.1 |

| Market Division Vehicle Total | January | | | Calendar Year-to-Date January - January | | |
|----------------------------------|---------|---------|------------------|--|---------|-------|
| | 2005 | 2004 | % Chg per S/D | 2005 | 2004 | %Chg |
| Buick | 17,403 | 21,505 | -12.3 | 17,403 | 21,505 | -12.3 |
| Cadillac | 14,065 | 14,761 | 3.2 | 14,065 | 14,761 | 3.2 |
| Chevrolet | 173,989 | 167,199 | 12.7 | 173,989 | 167,199 | 12.7 |
| GMC | 31,875 | 38,902 | -11.2 | 31,875 | 38,902 | -11.2 |
| HUMMER | 1,864 | 1,927 | 4.8 | 1,864 | 1,927 | 4.8 |
| Oldsmobile | 286 | 4,201 | -92.6 | 286 | 4,201 | -92.6 |
| Other - Isuzu | 550 | 858 | -30.6 | 550 | 858 | -30.6 |
| Pontiac | 24,183 | 33,071 | -20.8 | 24,183 | 33,071 | -20.8 |
| Saab | 1,638 | 1,647 | 7.7 | 1,638 | 1,647 | 7.7 |
| Saturn | 13,800 | 14,979 | -0.2 | 13,800 | 14,979 | -0.2 |

Sales of Domestically Produced Vehicles

| | | | | | | |
|-------------|---------|---------|------|---------|---------|------|
| Car | 109,545 | 120,771 | -1.7 | 109,545 | 120,771 | -1.7 |
| Light Truck | 159,191 | 171,939 | 0.3 | 159,191 | 171,939 | 0.3 |

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

| | January | | | Calendar Year-to-Date January - January | | |
|--|---------|------|-----------------|--|------|------|
| | 2005 | 2004 | %Chg per S/D | 2005 | 2004 | %Chg |
| | | | | | | |

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| Selling Days (S/D) | 24 | 26 | | 24 | 26 | |
|--|---------|---------|-------|---------|---------|-------|
| Century | 1,282 | 6,794 | -79.6 | 1,282 | 6,794 | -79.6 |
| LaCrosse | 5,001 | 0 | ***.* | 5,001 | 0 | ***.* |
| LeSabre | 4,127 | 6,537 | -31.6 | 4,127 | 6,537 | -31.6 |
| Park Avenue | 478 | 1,194 | -56.6 | 478 | 1,194 | -56.6 |
| Regal | 149 | 798 | -79.8 | 149 | 798 | -79.8 |
| Buick Total | 11,037 | 15,323 | -22.0 | 11,037 | 15,323 | -22.0 |
| CTS | 3,603 | 3,278 | 19.1 | 3,603 | 3,278 | 19.1 |
| DeVille | 2,558 | 5,601 | -50.5 | 2,558 | 5,601 | -50.5 |
| Eldorado | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Seville | 25 | 421 | -93.6 | 25 | 421 | -93.6 |
| STS | 1,915 | 0 | ***.* | 1,915 | 0 | ***.* |
| XLR | 204 | 227 | -2.6 | 204 | 227 | -2.6 |
| Cadillac Total | 8,305 | 9,527 | -5.6 | 8,305 | 9,527 | -5.6 |
| Aveo | 5,305 | 1,559 | 268.6 | 5,305 | 1,559 | 268.6 |
| Camaro | 0 | 7 | ***.* | 0 | 7 | ***.* |
| Cavalier | 5,115 | 11,841 | -53.2 | 5,115 | 11,841 | -53.2 |
| Classic | 8,101 | 7,290 | 20.4 | 8,101 | 7,290 | 20.4 |
| Cobalt | 7,283 | 0 | ***.* | 7,283 | 0 | ***.* |
| Corvette | 2,382 | 2,986 | -13.6 | 2,382 | 2,986 | -13.6 |
| Impala | 20,121 | 19,161 | 13.8 | 20,121 | 19,161 | 13.8 |
| Malibu | 14,362 | 7,157 | 117.4 | 14,362 | 7,157 | 117.4 |
| Monte Carlo | 3,976 | 3,863 | 11.5 | 3,976 | 3,863 | 11.5 |
| Prizm | 0 | 0 | ***.* | 0 | 0 | ***.* |
| SSR | 860 | 948 | -1.7 | 860 | 948 | -1.7 |
| Chevrolet Total | 67,505 | 54,812 | 33.4 | 67,505 | 54,812 | 33.4 |
| Alero | 214 | 3,534 | -93.4 | 214 | 3,534 | -93.4 |
| Aurora | 1 | 33 | -96.7 | 1 | 33 | -96.7 |
| Intrigue | 0 | 4 | ***.* | 0 | 4 | ***.* |
| Oldsmobile Total | 215 | 3,571 | -93.5 | 215 | 3,571 | -93.5 |
| Bonneville | 734 | 2,803 | -71.6 | 734 | 2,803 | -71.6 |
| Firebird | 0 | 6 | ***.* | 0 | 6 | ***.* |
| G6 | 4,104 | 0 | ***.* | 4,104 | 0 | ***.* |
| Grand Am | 4,485 | 11,620 | -58.2 | 4,485 | 11,620 | -58.2 |
| Grand Prix | 6,123 | 10,873 | -39.0 | 6,123 | 10,873 | -39.0 |
| GTO | 898 | 476 | 104.4 | 898 | 476 | 104.4 |
| Sunfire | 2,407 | 1,761 | 48.1 | 2,407 | 1,761 | 48.1 |
| Vibe | 2,717 | 2,644 | 11.3 | 2,717 | 2,644 | 11.3 |
| Pontiac Total | 21,468 | 30,183 | -22.9 | 21,468 | 30,183 | -22.9 |
| 9-2X | 205 | 0 | ***.* | 205 | 0 | ***.* |
| 9-3 | 1,139 | 1,220 | 1.1 | 1,139 | 1,220 | 1.1 |
| 9-5 | 294 | 427 | -25.4 | 294 | 427 | -25.4 |
| Saab Total | 1,638 | 1,647 | 7.7 | 1,638 | 1,647 | 7.7 |
| ION | 6,237 | 7,460 | -9.4 | 6,237 | 7,460 | -9.4 |
| Saturn L Series | 981 | 1,930 | -44.9 | 981 | 1,930 | -44.9 |
| Saturn S Series | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Saturn Total | 7,218 | 9,390 | -16.7 | 7,218 | 9,390 | -16.7 |
| GM Total | 117,386 | 124,453 | 2.2 | 117,386 | 124,453 | 2.2 |
| GM Car Deliveries by Production Source ***.* | | | | | | |
| GM North America * | 109,545 | 120,771 | -1.7 | 109,545 | 120,771 | -1.7 |

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| | | | | | | |
|-----------|---------|---------|-------|---------|---------|-------|
| GM Import | 7,841 | 3,682 | 130.7 | 7,841 | 3,682 | 130.7 |
| GM Total | 117,386 | 124,453 | 2.2 | 117,386 | 124,453 | 2.2 |

* Includes U.S./Canada/Mexico

2-1P
GM Car Deliveries - (United States)
January 2005

| | January | | | Calendar Year-to-Date January - January | | |
|--------------------|---------|------|-----------------|--|------|------|
| | 2005 | 2004 | %Chg per S/D | 2005 | 2004 | %Chg |
| Selling Days (S/D) | 24 | 26 | | | | |

GM Car Deliveries by Production Source and Marketing Division

| | | | | | | |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 11,037 | 15,323 | -22.0 | 11,037 | 15,323 | -22.0 |
| Cadillac Total | 8,305 | 9,527 | -5.6 | 8,305 | 9,527 | -5.6 |
| Chevrolet Total | 62,200 | 53,253 | 26.5 | 62,200 | 53,253 | 26.5 |
| Oldsmobile Total | 215 | 3,571 | -93.5 | 215 | 3,571 | -93.5 |
| Pontiac Total | 20,570 | 29,707 | -25.0 | 20,570 | 29,707 | -25.0 |
| Saturn Total | 7,218 | 9,390 | -16.7 | 7,218 | 9,390 | -16.7 |
| GM North America Total* | 109,545 | 120,771 | -1.7 | 109,545 | 120,771 | -1.7 |

| | | | | | | |
|-----------------|-------|-------|-------|-------|-------|-------|
| Chevrolet Total | 5,305 | 1,559 | 268.6 | 5,305 | 1,559 | 268.6 |
| Pontiac Total | 898 | 476 | 104.4 | 898 | 476 | 104.4 |
| Saab Total | 1,638 | 1,647 | 7.7 | 1,638 | 1,647 | 7.7 |
| GM Import Total | 7,841 | 3,682 | 130.7 | 7,841 | 3,682 | 130.7 |

GM Vehicle Deliveries by Marketing Division

| | | | | | | |
|-------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 17,403 | 21,505 | -12.3 | 17,403 | 21,505 | -12.3 |
| Cadillac Total | 14,065 | 14,761 | 3.2 | 14,065 | 14,761 | 3.2 |
| Chevrolet Total | 173,989 | 167,199 | 12.7 | 173,989 | 167,199 | 12.7 |
| GMC Total | 31,875 | 38,902 | -11.2 | 31,875 | 38,902 | -11.2 |
| HUMMER Total | 1,864 | 1,927 | 4.8 | 1,864 | 1,927 | 4.8 |
| Oldsmobile Total | 286 | 4,201 | -92.6 | 286 | 4,201 | -92.6 |
| Other-Isuzu Total | 550 | 858 | -30.6 | 550 | 858 | -30.6 |
| Pontiac Total | 24,183 | 33,071 | -20.8 | 24,183 | 33,071 | -20.8 |
| Saab Total | 1,638 | 1,647 | 7.7 | 1,638 | 1,647 | 7.7 |
| Saturn Total | 13,800 | 14,979 | -0.2 | 13,800 | 14,979 | -0.2 |
| GM Total | 279,653 | 299,050 | 1.3 | 279,653 | 299,050 | 1.3 |

* Includes US/Canada/Mexico

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

| | January | | | Calendar Year-to-Date January - January | | |
|--|---------|------|------------------|--|------|------|
| | 2005 | 2004 | % Chg per S/D | 2005 | 2004 | %Chg |

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| Selling Days (S/D) | 24 | 26 | | 24 | 26 | |
|------------------------|---------|---------|-------|---------|---------|-------|
| Rainier | 893 | 1,222 | -20.8 | 893 | 1,222 | -20.8 |
| Rendezvous | 4,672 | 4,960 | 2.0 | 4,672 | 4,960 | 2.0 |
| Terraza | 801 | 0 | ***.* | 801 | 0 | ***.* |
| Total Buick | 6,366 | 6,182 | 11.6 | 6,366 | 6,182 | 11.6 |
| Escalade | 2,527 | 2,218 | 23.4 | 2,527 | 2,218 | 23.4 |
| Escalade ESV | 920 | 787 | 26.6 | 920 | 787 | 26.6 |
| Escalade EXT | 581 | 722 | -12.8 | 581 | 722 | -12.8 |
| SRX | 1,732 | 1,507 | 24.5 | 1,732 | 1,507 | 24.5 |
| Total Cadillac | 5,760 | 5,234 | 19.2 | 5,760 | 5,234 | 19.2 |
| Astro | 2,327 | 2,236 | 12.7 | 2,327 | 2,236 | 12.7 |
| C/K Suburban(Chevy) | 5,036 | 8,373 | -34.8 | 5,036 | 8,373 | -34.8 |
| Chevy C/T Series | 14 | 20 | -24.2 | 14 | 20 | -24.2 |
| Chevy W Series | 134 | 128 | 13.4 | 134 | 128 | 13.4 |
| Colorado | 10,176 | 3,016 | 265.5 | 10,176 | 3,016 | 265.5 |
| Equinox | 8,826 | 0 | ***.* | 8,826 | 0 | ***.* |
| Express Cutaway/G Cut | 1,285 | 1,050 | 32.6 | 1,285 | 1,050 | 32.6 |
| Express Panel/G Van | 5,887 | 4,469 | 42.7 | 5,887 | 4,469 | 42.7 |
| Express/G Sportvan | 1,670 | 888 | 103.7 | 1,670 | 888 | 103.7 |
| Kodiak 4/5 Series | 839 | 398 | 128.4 | 839 | 398 | 128.4 |
| Kodiak 6/7/8 Series | 270 | 182 | 60.7 | 270 | 182 | 60.7 |
| S/T Blazer | 865 | 3,212 | -70.8 | 865 | 3,212 | -70.8 |
| S/T Pickup | 29 | 1,832 | -98.3 | 29 | 1,832 | -98.3 |
| Tahoe | 8,558 | 13,395 | -30.8 | 8,558 | 13,395 | -30.8 |
| Tracker | 136 | 3,065 | -95.2 | 136 | 3,065 | -95.2 |
| TrailBlazer | 10,867 | 20,274 | -41.9 | 10,867 | 20,274 | -41.9 |
| Uplander | 3,519 | 0 | ***.* | 3,519 | 0 | ***.* |
| Venture | 1,070 | 2,808 | -58.7 | 1,070 | 2,808 | -58.7 |
| | | | | | | |
| Avalanche | 4,145 | 6,075 | -26.1 | 4,145 | 6,075 | -26.1 |
| Silverado-C/K | | | | | | |
| Pickup | 40,831 | 40,966 | 8.0 | 40,831 | 40,966 | 8.0 |
| Chevrolet Fullsize | | | | | | |
| Pickups | 44,976 | 47,041 | 3.6 | 44,976 | 47,041 | 3.6 |
| | | | | | | |
| Chevrolet Total | 106,484 | 112,387 | 2.6 | 106,484 | 112,387 | 2.6 |
| Canyon | 2,686 | 775 | 275.5 | 2,686 | 775 | 275.5 |
| Envoy | 4,822 | 10,004 | -47.8 | 4,822 | 10,004 | -47.8 |
| GMC C/T Series | 10 | 36 | -69.9 | 10 | 36 | -69.9 |
| GMC W Series | 229 | 268 | -7.4 | 229 | 268 | -7.4 |
| Safari (GMC) | 366 | 518 | -23.5 | 366 | 518 | -23.5 |
| Savana Panel/G Classic | 1,720 | 1,367 | 36.3 | 1,720 | 1,367 | 36.3 |
| Savana Special/G Cut | 801 | 1,587 | -45.3 | 801 | 1,587 | -45.3 |
| Savana/Rally | 133 | 156 | -7.6 | 133 | 156 | -7.6 |
| Sierra | 12,953 | 12,063 | 16.3 | 12,953 | 12,063 | 16.3 |
| Sonoma | 20 | 604 | -96.4 | 20 | 604 | -96.4 |
| Topkick 4/5 Series | 382 | 445 | -7.0 | 382 | 445 | -7.0 |
| Topkick 6/7/8 Series | 648 | 323 | 117.3 | 648 | 323 | 117.3 |
| Yukon | 4,002 | 6,532 | -33.6 | 4,002 | 6,532 | -33.6 |
| Yukon XL | 3,103 | 4,224 | -20.4 | 3,103 | 4,224 | -20.4 |
| GMC Total | 31,875 | 38,902 | -11.2 | 31,875 | 38,902 | -11.2 |
| HUMMER H1 | 9 | 30 | -67.5 | 9 | 30 | -67.5 |
| HUMMER H2 | 1,855 | 1,897 | 5.9 | 1,855 | 1,897 | 5.9 |
| HUMMER Total | 1,864 | 1,927 | 4.8 | 1,864 | 1,927 | 4.8 |
| Bravada | 37 | 266 | -84.9 | 37 | 266 | -84.9 |

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| | | | | | | |
|---|---------|---------|-------|---------|---------|-------|
| Silhouette | 34 | 364 | -89.9 | 34 | 364 | -89.9 |
| Oldsmobile Total | 71 | 630 | -87.8 | 71 | 630 | -87.8 |
| ----- | | | | | | |
| Other-Isuzu F Series | 70 | 67 | 13.2 | 70 | 67 | 13.2 |
| Other-Isuzu N Series | 480 | 791 | -34.3 | 480 | 791 | -34.3 |
| Other-Isuzu Total | 550 | 858 | -30.6 | 550 | 858 | -30.6 |
| ----- | | | | | | |
| Aztek | 616 | 1,688 | -60.5 | 616 | 1,688 | -60.5 |
| Montana | 461 | 1,200 | -58.4 | 461 | 1,200 | -58.4 |
| Montana SV6 | 1,638 | 0 | ***.* | 1,638 | 0 | ***.* |
| Pontiac Total | 2,715 | 2,888 | 1.8 | 2,715 | 2,888 | 1.8 |
| ----- | | | | | | |
| Relay | 1,283 | 0 | ***.* | 1,283 | 0 | ***.* |
| VUE | 5,299 | 5,589 | 2.7 | 5,299 | 5,589 | 2.7 |
| Saturn Total | 6,582 | 5,589 | 27.6 | 6,582 | 5,589 | 27.6 |
| ----- | | | | | | |
| GM Total | 162,267 | 174,597 | 0.7 | 162,267 | 174,597 | 0.7 |
| ----- | | | | | | |
| GM TRUCK Deliveries by Production Source | | | | | | |
| ----- | | | | | | |
| GM North America * | 161,511 | 173,564 | 0.8 | 161,511 | 173,564 | 0.8 |
| ----- | | | | | | |
| GM Import | 756 | 1,033 | -20.7 | 756 | 1,033 | -20.7 |
| ----- | | | | | | |
| GM Total | 162,267 | 174,597 | 0.7 | 162,267 | 174,597 | 0.7 |
| ----- | | | | | | |
| GM Light Duty Truck Deliveries by Production Source | | | | | | |
| ----- | | | | | | |
| GM North America * | 159,191 | 171,939 | 0.3 | 159,191 | 171,939 | 0.3 |
| ----- | | | | | | |
| GM Import | 0 | 0 | ***.* | 0 | 0 | ***.* |
| ----- | | | | | | |
| GM Total | 159,191 | 171,939 | 0.3 | 159,191 | 171,939 | 0.3 |
| ----- | | | | | | |

* Includes U.S./Canada/Mexico

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

| | January | | % Chg per S/D | Calendar Year-to-Date January - January | | |
|---|---------|---------|------------------|--|---------|-------|
| | 2005 | 2004 | | 2005 | 2004 | %Chg |
| Selling Days (S/D) | 24 | 26 | | | | |
| ----- | | | | | | |
| GM TRUCK Deliveries by Production Source and Marketing Division | | | | | | |
| ----- | | | | | | |
| Buick Total | 6,366 | 6,182 | 11.6 | 6,366 | 6,182 | 11.6 |
| Cadillac Total | 5,760 | 5,234 | 19.2 | 5,760 | 5,234 | 19.2 |
| Chevrolet Total | 106,375 | 112,309 | 2.6 | 106,375 | 112,309 | 2.6 |
| GMC Total | 31,685 | 38,676 | -11.2 | 31,685 | 38,676 | -11.2 |
| HUMMER Total | 1,864 | 1,927 | 4.8 | 1,864 | 1,927 | 4.8 |
| Oldsmobile Total | 71 | 630 | -87.8 | 71 | 630 | -87.8 |
| Other-Isuzu Total | 93 | 129 | -21.9 | 93 | 129 | -21.9 |
| Pontiac Total | 2,715 | 2,888 | 1.8 | 2,715 | 2,888 | 1.8 |
| Saturn Total | 6,582 | 5,589 | 27.6 | 6,582 | 5,589 | 27.6 |
| GM North America Total* | 161,511 | 173,564 | 0.8 | 161,511 | 173,564 | 0.8 |

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| | | | | | | |
|-------------------|-----|-------|-------|-----|-------|-------|
| Chevrolet Total | 109 | 78 | 51.4 | 109 | 78 | 51.4 |
| GMC Total | 190 | 226 | -8.9 | 190 | 226 | -8.9 |
| Other-Isuzu Total | 457 | 729 | -32.1 | 457 | 729 | -32.1 |
| GM Import Total | 756 | 1,033 | -20.7 | 756 | 1,033 | -20.7 |

GM Light Truck Deliveries by Production Source and Marketing Division

| | | | | | | |
|-------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 6,366 | 6,182 | 11.6 | 6,366 | 6,182 | 11.6 |
| Cadillac Total | 5,760 | 5,234 | 19.2 | 5,760 | 5,234 | 19.2 |
| Chevrolet Total | 105,227 | 111,659 | 2.1 | 105,227 | 111,659 | 2.1 |
| GMC Total | 30,606 | 37,830 | -12.4 | 30,606 | 37,830 | -12.4 |
| HUMMER Total | 1,864 | 1,927 | 4.8 | 1,864 | 1,927 | 4.8 |
| Oldsmobile Total | 71 | 630 | -87.8 | 71 | 630 | -87.8 |
| Pontiac Total | 2,715 | 2,888 | 1.8 | 2,715 | 2,888 | 1.8 |
| Saturn Total | 6,582 | 5,589 | 27.6 | 6,582 | 5,589 | 27.6 |
| GM North America Total* | 159,191 | 171,939 | 0.3 | 159,191 | 171,939 | 0.3 |

GM Light Truck Deliveries by Marketing Division

| | | | | | | |
|------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 6,366 | 6,182 | 11.6 | 6,366 | 6,182 | 11.6 |
| Cadillac Total | 5,760 | 5,234 | 19.2 | 5,760 | 5,234 | 19.2 |
| Chevrolet Total | 105,227 | 111,659 | 2.1 | 105,227 | 111,659 | 2.1 |
| GMC Total | 30,606 | 37,830 | -12.4 | 30,606 | 37,830 | -12.4 |
| HUMMER Total | 1,864 | 1,927 | 4.8 | 1,864 | 1,927 | 4.8 |
| Oldsmobile Total | 71 | 630 | -87.8 | 71 | 630 | -87.8 |
| Pontiac Total | 2,715 | 2,888 | 1.8 | 2,715 | 2,888 | 1.8 |
| Saturn Total | 6,582 | 5,589 | 27.6 | 6,582 | 5,589 | 27.6 |
| GM Total | 159,191 | 171,939 | 0.3 | 159,191 | 171,939 | 0.3 |

* Includes US/Canada/Mexico

GM Production Schedule - 02/01/05

| Units 000s | GMNA | | | Total | | | Memo: Joint Ventures | | | |
|------------------------|------|--------|-------|-------|---------|-------|----------------------|--------|-----------------|-----|
| | Carl | Truck1 | Total | GME2 | GMLAAM3 | GMAP4 | Worldwide | GMNA 1 | International 5 | |
| | Car | Truck | | Car | Truck | | | Car | Truck | |
| 2005 Q1 | 480 | 745 | 1,225 | 499 | 187 | 341 | 2,252 | 14 | 51 | 284 |
| O/(U) prior forecast:0 | (1) | (24) | (25) | (7) | 6 | 4 | (22) | (3) | 0 | 4 |

GMNA

Memo: Joint Ventures

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| Units 000s | ----- | | | GME | GMLAAM | GMAP | Total Worldwide | GMNA 1 | | International 5 |
|------------|-------|-------|-------|-------|--------|-------|--------------------|--------|-------|-----------------|
| | Car | Truck | Total | | | | | Car | Truck | |
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | |
| 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 |
| 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. # | 480 | 745 | 1,225 | 499 | 187 | 341 | 2,252 | 14 | 51 | 284 |
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |

@ 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.

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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: February 1, 2005

By: /s/PETER R. BIBLE

(Peter R. Bible,
Chief Accounting Officer)