

Edgar Filing: GENERAL MOTORS CORP - Form 8-K

GENERAL MOTORS CORP  
Form 8-K  
December 03, 2002

SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549-1004

FORM 8-K  
CURRENT REPORT PURSUANT TO SECTION 13 OF  
THE SECURITIES EXCHANGE ACT OF 1934

Date of Report  
(Date of earliest event reported) December 3, 2002  
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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 December 3, 2002, General Motors Corporation (GM) issued a news release announcing November production results, revised fourth quarter 2002 and initial first quarter 2003 forecast. The release is as follows:

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GM Reports November Sales of 309,263, Down 18 Percent

November Truck Sales Down 26 Percent;  
Trucks on Industry-Record Pace for 11 Months  
November Car Sales Down 6 Percent;  
GM Announces November Production Results  
Revised Q4 and Initial Q1 2003 Forecast

DETROIT - General Motors Corp. dealers sold 309,263 new cars and trucks in November in the United States, down 18 percent versus November 2001. GM's overall truck sales (171,862) were down 26 percent; car sales (137,401) were down 6 percent.

"Comparisons to a very strong year-ago November are difficult, however, our sales remain generally healthy," said Bill Lovejoy, group vice president of North America Vehicle Sales, Service and Marketing. "Importantly, we continue to improve our vehicle mix in an extremely competitive market. Heading into the last month of the year, GM's truck sales continue on pace to set the all-time industry record. In addition, we continue to generate strong sales with our new vehicle introductions for Cadillac, HUMMER and Saturn."

### GM Truck Sales

GM truck sales (171,862) were down 26 percent in November from extremely strong year-ago levels. November utility vehicle sales for GM (78,726) were down 19 percent. GM's midsize utility sales for the month were 31,915, down 29 percent in a very competitive market. GM's November sales of full-size utility vehicles (34,279 units) decreased 29 percent from strong year-ago levels. Saturn's new VUE posted impressive sales with 9,482 deliveries.

GM's truck sales for 2002 through November (2,487,972) are up 4 percent. GM's SUV sales (1,099,325) have increased 19 percent for the same period, after setting a new industry calendar year record by the end of October. GM's calendar-year-to-date midsize utility sales were 502,820, up 29 percent. For the same 11-month period, GM's full-size utility vehicle sales (490,968) have increased 1 percent, compared with very strong sales last year.

### GM Car Sales

GM's midsize cars posted a 12-percent gain for November on 82,671 sales versus November 2001. The Chevrolet Malibu made an impressive 19-percent gain on 10,396 sales in November. Chevrolet Impala sales of 16,183 units were also strong with a 3-percent gain. The new Cadillac CTS posted healthy monthly sales of 4,173 units, and the new Pontiac Vibe had another solid month, selling 3,617 units. Overall, GM car sales (1,897,070) were down 11 percent for 2002 through November.

### Certified Used Cars

GM's industry-leading certified used car program sold approximately 37,253 total certified used vehicles in November, including the Cadillac, Saturn and Saab certified brands. The GM Certified Used Vehicle brand alone had another strong month, selling 31,823 units. "On a yearly basis, we expect to do almost 400,000 sales," Lovejoy said. "Our certified used vehicle sales continue to exceed our expectations. GM dealers, GMAC and the entire VSSM organization have made GM's effort to reach out to new customers a great success."

### November Production, Revised Fourth Quarter and Initial First-Quarter 2003 Production Forecasts

In November, GM produced 465,000 vehicles (200,000 cars and 265,000 trucks) in North America, compared to 446,000 vehicles (195,000 cars and 251,000 trucks) produced in November 2001. (Production totals include joint venture production of 10,400 vehicles in November 2002 and 9,500 vehicles in November 2001.)

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In addition, GM is revising its fourth-quarter production forecast for North America to 1.415 million units (600,000 cars and 815,000 trucks), up 5,000 units from last month's guidance. In the fourth quarter of 2001, GM produced 1.294 million units (573,000 cars and 721,000 trucks) in North America.

Additionally, GM's initial 2003 first-quarter production forecast for North America is 1,400,000 units (560,000 cars and 840,000 trucks). In the first quarter of 2002, GM North America produced 1,353,000 vehicles (600,000 cars, 753,000 trucks.) This represents a 3.5 percent increase in production and is mostly attributed to the unusually high level of temporary plant idlings in the first quarter of 2002.

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

- GM Europe -- The region's revised fourth-quarter production forecast is 456,000 vehicles, down 13,000 vehicles from last month's forecast.
- GM Asia Pacific -- GM Asia Pacific's revised fourth-quarter production forecast is 83,000 vehicles, up 1,000 vehicles from last month's forecast.
- GM Latin America, Africa and the Middle East -- The regions' revised fourth-quarter production forecast is 160,000 units, down 6,000 units over last month's forecast.

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

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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:

|               | November |         | % Chg<br>per S/D | Calendar Year-to-Date<br>January - November |           |       |
|---------------|----------|---------|------------------|---|-----------|-------|
|               | 2002     | 2001    |                  | 2002  | 2001      | % Chg |
| Curr S/D: 26  |          |         |                  |   |           |       |
| Prev S/D: 25  |          |         |                  |   |           |       |
| Vehicle Total | 309,263  | 363,721 | -18.2            | 4,385,042                                   | 4,541,846 | -3.5  |
| Car Total     | 137,401  | 140,556 | -6.0             | 1,897,070                                   | 2,141,812 | -11.4 |
| Truck Total   | 171,862  | 223,165 | -26.0            | 2,487,972                                   | 2,400,034 | 3.7   |

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|                     |         |         |       |           |           |      |
|---------------------|---------|---------|-------|-----------|-----------|------|
| Light Truck Total   | 168,739 | 219,863 | -26.2 | 2,453,328 | 2,362,101 | 3.9  |
| Light Vehicle Total | 306,140 | 360,419 | -18.3 | 4,350,398 | 4,503,913 | -3.4 |

| Market Division<br>Vehicle Total | November |         |                  | Calendar Year-to-Date<br>January - November |           |         |
|----------------------------------|----------|---------|------------------|---|-----------|---------|
|                                  | 2002     | 2001    | % Chg<br>per S/D | 2002  | 2001      | % Chg   |
|                                  | Buick    | 32,420  | 31,512           | -1.1  | 388,477   | 378,092 |
| Cadillac                         | 15,743   | 14,642  | 3.4              | 179,876                                     | 159,770   | 12.6    |
| Chevrolet                        | 156,821  | 205,231 | -26.5            | 2,376,735                                   | 2,476,630 | -4.0    |
| GMC                              | 34,173   | 47,997  | -31.5            | 497,070                                     | 505,711   | -1.7    |
| HUMMER                           | 3,933    | 59      | ***.*            | 15,717                                      | 697       | ***.*   |
| Oldsmobile                       | 10,101   | 13,128  | -26.0            | 145,363                                     | 221,131   | -34.3   |
| Other - Isuzu                    | 1,015    | 1,065   | -8.4             | 12,293                                      | 14,023    | -12.3   |
| Pontiac                          | 31,531   | 30,415  | -0.3             | 474,878                                     | 503,723   | -5.7    |
| Saab                             | 2,772    | 2,602   | 2.4              | 35,062                                      | 34,836    | 0.6     |
| Saturn                           | 20,754   | 17,070  | 16.9             | 259,571                                     | 247,233   | 5.0     |

Sales of Domestically Produced Vehicles

|             |         |         |       |           |           |       |
|-------------|---------|---------|-------|-----------|-----------|-------|
| Car         | 134,626 | 137,693 | -6.0  | 1,861,767 | 2,097,313 | -11.2 |
| Light Truck | 168,739 | 219,863 | -26.2 | 2,453,328 | 2,362,101 | 3.9   |

Twenty-six selling days for the November period this year and twenty-five 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)  
November 2002

|             | (1) November       |        | Calendar Year-to-Date<br>January - November |         |         |       |
|-------------|--------------------|--------|---|---------|---------|-------|
|             | 2002               | 2001   | %Chg<br>per S/D                             | 2002    | 2001    | % Chg |
|             | Selling Days (S/D) | 26     | 25  |         |         |       |
| Century     | 16,247             | 9,352  | 67.0  | 146,870 | 132,513 | 10.8  |
| LeSabre     | 6,647              | 11,052 | -42.2                                       | 121,309 | 137,906 | -12.0 |
| Park Avenue | 2,014              | 2,923  | -33.7                                       | 27,803  | 33,458  | -16.9 |
| Regal       | 4,278              | 2,716  | 51.5  | 36,985  | 47,306  | -21.8 |
| Riviera     | 0                  | 11     | ***.*                                       | 0       | 17      | ***.* |
| Buick Total | 29,186             | 26,054 | 7.7   | 332,967 | 351,200 | -5.2  |
| Catera      | 3                  | 261    | -98.9                                       | 241     | 9,663   | -97.5 |
| CTS         | 4,173              | 0      | ***.*                                       | 33,353  | 0       | ***.* |

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|  |         |         |       |           |           |       |
|--|---------|---------|-------|-----------|-----------|-------|
| DeVille                                | 6,233   | 7,522   | -20.3 | 76,840    | 88,752    | -13.4 |
| Eldorado                               | 181     | 695     | -75.0 | 5,447     | 9,515     | -42.8 |
| Seville                                | 1,442   | 2,182   | -36.5 | 19,619    | 23,432    | -16.3 |
| Cadillac Total                         | 12,032  | 10,660  | 8.5   | 135,500   | 131,362   | 3.2   |
| -----                                  |         |         |       |           |           |       |
| Camaro                                 | 803     | 2,400   | -67.8 | 27,668    | 32,929    | -16.0 |
| Cavalier                               | 12,479  | 14,128  | -15.1 | 219,867   | 218,950   | 0.4   |
| Corvette                               | 2,163   | 2,910   | -28.5 | 29,696    | 32,007    | -7.2  |
| Impala                                 | 16,183  | 15,051  | 3.4   | 177,184   | 193,311   | -8.3  |
| Lumina                                 | 0       | 29      | ***.* | 34        | 17,647    | -99.8 |
| Malibu                                 | 10,396  | 8,365   | 19.5  | 154,211   | 167,537   | -8.0  |
| Metro                                  | 0       | 35      | ***.* | 13        | 6,513     | -99.8 |
| Monte Carlo                            | 4,376   | 4,778   | -11.9 | 59,705    | 68,617    | -13.0 |
| Prizm                                  | 17      | 1,904   | -99.1 | 14,280    | 43,559    | -67.2 |
| Chevrolet Total                        | 46,417  | 49,600  | -10.0 | 682,658   | 781,070   | -12.6 |
| -----                                  |         |         |       |           |           |       |
| Alero                                  | 7,155   | 5,154   | 33.5  | 88,957    | 102,823   | -13.5 |
| Aurora                                 | 390     | 1,467   | -74.4 | 8,435     | 23,920    | -64.7 |
| Cutlass                                | 0       | 34      | ***.* | 0         | 53        | ***.* |
| Eighty Eight                           | 0       | 12      | ***.* | 0         | 16        | ***.* |
| Intrigue                               | 617     | 2,017   | -70.6 | 14,396    | 37,972    | -62.1 |
| Oldsmobile Total                       | 8,162   | 8,684   | -9.6  | 111,788   | 164,784   | -32.2 |
| -----                                  |         |         |       |           |           |       |
| Bonneville                             | 1,930   | 3,087   | -39.9 | 33,843    | 46,087    | -26.6 |
| Firebird                               | 603     | 1,772   | -67.3 | 20,003    | 23,939    | -16.4 |
| Grand Am                               | 7,937   | 8,464   | -9.8  | 139,447   | 172,746   | -19.3 |
| Grand Prix                             | 11,252  | 9,078   | 19.2  | 118,813   | 120,371   | -1.3  |
| Sunfire                                | 2,221   | 3,485   | -38.7 | 59,512    | 68,184    | -12.7 |
| Vibe                                   | 3,617   | 0       | ***.* | 34,079    | 0         | ***.* |
| Pontiac Total                          | 27,560  | 25,886  | 2.4   | 405,697   | 431,327   | -5.9  |
| -----                                  |         |         |       |           |           |       |
| 9-3                                    | 1,536   | 895     | 65.0  | 18,835    | 17,455    | 7.9   |
| 9-5                                    | 1,236   | 1,707   | -30.4 | 16,227    | 17,381    | -6.6  |
| Saab Total                             | 2,772   | 2,602   | 2.4   | 35,062    | 34,836    | 0.6   |
| -----                                  |         |         |       |           |           |       |
| ION                                    | 2,465   | 0       | ***.* | 3,474     | 0         | ***.* |
| Saturn L Series                        | 4,230   | 6,217   | -34.6 | 75,985    | 92,849    | -18.2 |
| Saturn S Series                        | 4,577   | 10,853  | -59.4 | 113,939   | 154,384   | -26.2 |
| Saturn Total                           | 11,272  | 17,070  | -36.5 | 193,398   | 247,233   | -21.8 |
| -----                                  |         |         |       |           |           |       |
| GM Total                               | 137,401 | 140,556 | -6.0  | 1,897,070 | 2,141,812 | -11.4 |
| -----                                  |         |         |       |           |           |       |
| GM Car Deliveries by Production Source |         |         |       |           |           |       |
| -----                                  |         |         |       |           |           |       |
| GM North America *                     | 134,626 | 137,693 | -6.0  | 1,861,767 | 2,097,313 | -11.2 |
| -----                                  |         |         |       |           |           |       |
| GM Import                              | 2,775   | 2,863   | -6.8  | 35,303    | 44,499    | -20.7 |
| -----                                  |         |         |       |           |           |       |
| GM Total                               | 137,401 | 140,556 | -6.0  | 1,897,070 | 2,141,812 | -11.4 |
| -----                                  |         |         |       |           |           |       |

\* Includes U.S./Canada/Mexico

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

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

-----  
%Chg

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|   | 2002    | 2001    | per S/D | 2002      | 2001      | % Chg |
|---|---------|---------|---------|-----------|-----------|-------|
| Selling Days (S/D)  | 26      | 25      |         |           |           |       |
| GM Car Deliveries by Production Source and Marketing Division |         |         |         |           |           |       |
| Buick Total   | 29,186  | 26,054  | 7.7     | 332,967   | 351,200   | -5.2  |
| Cadillac Total  | 12,029  | 10,399  | 11.2    | 135,259   | 121,699   | 11.1  |
| Chevrolet Total   | 46,417  | 49,600  | -10.0   | 682,658   | 781,070   | -12.6 |
| Oldsmobile Total  | 8,162   | 8,684   | -9.6    | 111,788   | 164,784   | -32.2 |
| Pontiac Total   | 27,560  | 25,886  | 2.4     | 405,697   | 431,327   | -5.9  |
| Saturn Total  | 11,272  | 17,070  | -36.5   | 193,398   | 247,233   | -21.8 |
| GM North America Total  | 134,626 | 137,693 | -6.0    | 1,861,767 | 2,097,313 | -11.2 |
| Cadillac Total  | 3       | 261     | -98.9   | 241       | 9,663     | -97.5 |
| Saab Total  | 2,772   | 2,602   | 2.4     | 35,062    | 34,836    | 0.6   |
| GM Import Total   | 2,775   | 2,863   | -6.8    | 35,303    | 44,499    | -20.7 |
| GM Vehicle Deliveries by Marketing Division                   |         |         |         |           |           |       |
| Buick Total   | 32,420  | 31,512  | -1.1    | 388,477   | 378,092   | 2.7   |
| Cadillac Total  | 15,743  | 14,642  | 3.4     | 179,876   | 159,770   | 12.6  |
| Chevrolet Total   | 156,821 | 205,231 | -26.5   | 2,376,735 | 2,476,630 | -4.0  |
| GMC Total   | 34,173  | 47,997  | -31.5   | 497,070   | 505,711   | -1.7  |
| HUMMER Total  | 3,933   | 59      | ***.*   | 15,717    | 697       | ***.* |
| Oldsmobile Total  | 10,101  | 13,128  | -26.0   | 145,363   | 221,131   | -34.3 |
| Other-Isuzu Total   | 1,015   | 1,065   | -8.4    | 12,293    | 14,023    | -12.3 |
| Pontiac Total   | 31,531  | 30,415  | -0.3    | 474,878   | 503,723   | -5.7  |
| Saab Total  | 2,772   | 2,602   | 2.4     | 35,062    | 34,836    | 0.6   |
| Saturn Total  | 20,754  | 17,070  | 16.9    | 259,571   | 247,233   | 5.0   |
| GM Total  | 309,263 | 363,721 | -18.2   | 4,385,042 | 4,541,846 | -3.5  |

\* Includes US/Canada/Mexico

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

|                      | (1) November |        |                 | Calendar Year-to-Date<br>January - November |         |       |
|----------------------|--------------|--------|-----------------|---|---------|-------|
|                      | 2002         | 2001   | %Chg<br>per S/D | 2002  | 2001    | % Chg |
| Selling Days (S/D)   | 26           | 25     |                 |   |         |       |
| Rendezvous           | 3,234        | 5,458  | -43.0           | 55,510                                      | 26,892  | 106.4 |
| Total Buick          | 3,234        | 5,458  | -43.0           | 55,510                                      | 26,892  | 106.4 |
| Escalade             | 2,608        | 3,909  | -35.8           | 32,412                                      | 28,335  | 14.4  |
| Escalade EXT         | 1,103        | 73     | ***.*           | 11,964                                      | 73      | ***.* |
| Total Cadillac       | 3,711        | 3,982  | -10.4           | 44,376                                      | 28,408  | 56.2  |
| Astro                | 2,848        | 3,767  | -27.3           | 47,335                                      | 55,190  | -14.2 |
| C/K Suburban (Chevy) | 8,131        | 13,211 | -40.8           | 133,455                                     | 140,557 | -5.1  |
| Chevy C/T Series     | 192          | 579    | -68.1           | 4,172                                       | 6,009   | -30.6 |

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|  |         |         |       |           |           |       |
|--|---------|---------|-------|-----------|-----------|-------|
| Chevy P Models & Mtr Hms                 | 0       | 153     | ***.* | 0         | 226       | ***.* |
| Chevy W Series                           | 169     | 188     | -13.6 | 2,063     | 1,838     | 12.2  |
| Express Cutaway/G Cut                    | 1,323   | 1,508   | -15.6 | 18,852    | 15,371    | 22.6  |
| Express Panel/G Van                      | 3,736   | 5,878   | -38.9 | 59,359    | 61,694    | -3.8  |
| Express/G Sportvan                       | 1,034   | 790     | 25.9  | 13,634    | 13,636    | 0.0   |
| Kodiak 4/5 Series                        | 309     | 0       | ***.* | 1,416     | 0         | ***.* |
| Kodiak 6/7/8 Series                      | 120     | 0       | ***.* | 209       | 0         | ***.* |
| S/T Blazer                               | 3,838   | 7,714   | -52.2 | 91,482    | 141,522   | -35.4 |
| S/T Pickup                               | 6,824   | 9,928   | -33.9 | 137,429   | 150,139   | -8.5  |
| Tahoe                                    | 10,855  | 16,467  | -36.6 | 184,637   | 184,447   | 0.1   |
| Tracker                                  | 3,050   | 3,337   | -12.1 | 39,364    | 48,745    | -19.2 |
| TrailBlazer                              | 15,764  | 18,108  | -16.3 | 219,373   | 98,326    | 123.1 |
| Venture                                  | 6,950   | 6,043   | 10.6  | 83,815    | 82,688    | 1.4   |
| Avalanche                                | 4,633   | 8,661   | -48.6 | 81,596    | 44,649    | 82.7  |
| Silverado-C/K                            |         |         |       |           |           |       |
| Pickups                                  | 40,628  | 59,299  | -34.1 | 575,886   | 650,523   | -11.5 |
| Chevrolet Fullsize                       |         |         |       |           |           |       |
| Pickups                                  | 45,261  | 67,960  | -36.0 | 657,482   | 695,172   | -5.4  |
| Chevrolet Total                          | 110,404 | 155,631 | -31.8 | 1,694,077 | 1,695,560 | -0.1  |
| -----                                    |         |         |       |           |           |       |
| C/K Suburban (GMC)                       | 0       | 57      | ***.* | 0         | 94        | ***.* |
| Envoy                                    | 7,218   | 7,908   | -12.2 | 96,976    | 43,760    | 121.6 |
| GMC C/T Series                           | 746     | 945     | -24.1 | 9,756     | 11,857    | -17.7 |
| GMC W Series                             | 277     | 352     | -24.3 | 3,715     | 3,944     | -5.8  |
| P Models & Mtr Hms (GMC)                 | 0       | 20      | ***.* | 0         | 36        | ***.* |
| S/T Jimmy                                | 12      | 603     | -98.1 | 940       | 30,487    | -96.9 |
| Safari (GMC)                             | 740     | 1,163   | -38.8 | 12,750    | 17,481    | -27.1 |
| Savana Panel/G Classic                   | 1,103   | 1,646   | -35.6 | 19,419    | 22,468    | -13.6 |
| Savana Special/G Cut                     | 336     | 400     | -19.2 | 7,593     | 9,602     | -20.9 |
| Savana/Rally                             | 193     | 178     | 4.3   | 2,477     | 2,325     | 6.5   |
| Sierra                                   | 12,669  | 18,896  | -35.5 | 179,885   | 191,225   | -5.9  |
| Sonoma                                   | 1,832   | 2,775   | -36.5 | 37,792    | 38,585    | -2.1  |
| Topkick 4/5 Series                       | 196     | 0       | ***.* | 802       | 0         | ***.* |
| Topkick 6/7/8 Series                     | 99      | 0       | ***.* | 218       | 0         | ***.* |
| Yukon                                    | 4,662   | 6,379   | -29.7 | 65,814    | 70,194    | -6.2  |
| Yukon XL                                 | 4,090   | 6,675   | -41.1 | 58,933    | 63,653    | -7.4  |
| GMC Total                                | 34,173  | 47,997  | -31.5 | 497,070   | 505,711   | -1.7  |
| -----                                    |         |         |       |           |           |       |
| HUMMER H1                                | 62      | 59      | 1.0   | 664       | 697       | -4.7  |
| HUMMER H2                                | 3,871   | 0       | ***.* | 15,053    | 0         | ***.* |
| HUMMER Total                             | 3,933   | 59      | ***.* | 15,717    | 697       | ***.* |
| -----                                    |         |         |       |           |           |       |
| Bravada                                  | 681     | 2,256   | -71.0 | 13,175    | 22,146    | -40.5 |
| Silhouette                               | 1,258   | 2,188   | -44.7 | 20,400    | 34,201    | -40.4 |
| Oldsmobile Total                         | 1,939   | 4,444   | -58.0 | 33,575    | 56,347    | -40.4 |
| -----                                    |         |         |       |           |           |       |
| Other-Isuzu F Series                     | 155     | 153     | -2.6  | 1,785     | 2,072     | -13.9 |
| Other-Isuzu N Series                     | 860     | 912     | -9.3  | 10,508    | 11,951    | -12.1 |
| Other-Isuzu Total                        | 1,015   | 1,065   | -8.4  | 12,293    | 14,023    | -12.3 |
| -----                                    |         |         |       |           |           |       |
| Aztek                                    | 1,168   | 1,345   | -16.5 | 25,364    | 26,093    | -2.8  |
| Montana                                  | 2,803   | 3,184   | -15.4 | 43,817    | 46,303    | -5.4  |
| Pontiac Total                            | 3,971   | 4,529   | -15.7 | 69,181    | 72,396    | -4.4  |
| -----                                    |         |         |       |           |           |       |
| VUE                                      | 9,482   | 0       | ***.* | 66,173    | 0         | ***.* |
| Saturn Total                             | 9,482   | 0       | ***.* | 66,173    | 0         | ***.* |
| -----                                    |         |         |       |           |           |       |
| GM Total                                 | 171,862 | 223,165 | -26.0 | 2,487,972 | 2,400,034 | 3.7   |
| -----                                    |         |         |       |           |           |       |
| GM TRUCK Deliveries by Production Source |         |         |       |           |           |       |
| -----                                    |         |         |       |           |           |       |
| GM North America *                       | 170,840 | 222,030 | -26.0 | 2,474,972 | 2,386,026 | 3.7   |

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|   |         |         |       |           |           |       |
|---|---------|---------|-------|-----------|-----------|-------|
| GM Import   | 1,022   | 1,135   | -13.4 | 12,981    | 14,008    | -7.3  |
| GM Total  | 171,862 | 223,165 | -26.0 | 2,487,972 | 2,400,034 | 3.7   |
| GM Light Duty Truck Deliveries by Production Source |         |         |       |           |           |       |
| GM North America *                                  | 168,739 | 219,863 | -26.2 | 2,453,328 | 2,362,101 | 3.9   |
| GM Import   | 0       | 0       | ***.* | 0         | 0         | ***.* |
| GM Total  | 168,739 | 219,863 | -26.2 | 2,453,328 | 2,362,101 | 3.9   |

\* Includes U.S./Canada/Mexico

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

|                    | (1) November |      | %Chg<br>per S/D | Calendar Year-to-Date<br>January - November |      |       |
|--------------------|--------------|------|-----------------|---|------|-------|
|                    | 2002         | 2001 |                 | 2002  | 2001 | % Chg |
| Selling Days (S/D) | 26           | 25   |                 |   |      |       |

GM TRUCK Deliveries by Production Source and Marketing Division

|                            |         |         |       |           |           |       |
|----------------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total                | 3,234   | 5,458   | -43.0 | 55,510    | 26,892    | 106.4 |
| Cadillac Total             | 3,711   | 3,982   | -10.4 | 44,376    | 28,408    | 56.2  |
| Chevrolet Total            | 110,287 | 155,502 | -31.8 | 1,692,707 | 1,694,276 | -0.1  |
| GMC Total                  | 33,973  | 47,801  | -31.7 | 494,557   | 503,386   | -1.8  |
| HUMMER Total               | 3,933   | 59      | ***.* | 15,717    | 697       | ***.* |
| Oldsmobile Total           | 1,939   | 4,444   | -58.0 | 33,575    | 56,347    | -40.4 |
| Other-Isuzu Total          | 310     | 255     | 16.9  | 3,195     | 3,624     | -11.8 |
| Pontiac Total              | 3,971   | 4,529   | -15.7 | 69,181    | 72,396    | -4.4  |
| Saturn Total               | 9,482   | 0       | ***.* | 66,173    | 0         | ***.* |
| GM North America<br>Total* | 170,840 | 222,030 | -26.0 | 2,474,991 | 2,386,026 | 3.7   |
| Chevrolet Total            | 117     | 129     | -12.8 | 1,370     | 1,284     | 6.7   |
| GMC Total                  | 200     | 196     | -1.9  | 2,513     | 2,325     | 8.1   |
| Other-Isuzu Total          | 705     | 810     | -16.3 | 9,098     | 10,399    | -12.5 |
| GM Import Total            | 1,022   | 1,135   | -13.4 | 12,981    | 14,008    | -7.3  |

GM Light Truck Deliveries by Production Source and Marketing Division

|                            |         |         |       |           |           |       |
|----------------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total                | 3,234   | 5,458   | -43.0 | 55,510    | 26,892    | 106.4 |
| Cadillac Total             | 3,711   | 3,982   | -10.4 | 44,376    | 28,408    | 56.2  |
| Chevrolet Total            | 109,614 | 154,711 | -31.9 | 1,686,217 | 1,687,487 | -0.1  |
| GMC Total                  | 32,855  | 46,680  | -32.3 | 482,579   | 489,874   | -1.5  |
| HUMMER Total               | 3,933   | 59      | ***.* | 15,717    | 697       | ***.* |
| Oldsmobile Total           | 1,939   | 4,444   | -58.0 | 33,575    | 56,347    | -40.4 |
| Pontiac Total              | 3,971   | 4,529   | -15.7 | 69,181    | 72,396    | -4.4  |
| Saturn Total               | 9,482   | 0       | ***.* | 66,173    | 0         | ***.* |
| GM North America<br>Total* | 168,739 | 219,863 | -26.2 | 2,453,328 | 2,362,101 | 3.9   |

GM Light Truck Deliveries by Marketing Division



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|                  |         |         |       |           |           |       |
|------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total      | 3,234   | 5,458   | -43.0 | 55,510    | 26,892    | 106.4 |
| Cadillac Total   | 3,711   | 3,982   | -10.4 | 44,376    | 28,408    | 56.2  |
| Chevrolet Total  | 109,614 | 154,711 | -31.9 | 1,686,217 | 1,687,487 | -0.1  |
| GMC Total        | 32,855  | 46,680  | -32.3 | 482,579   | 489,874   | -1.5  |
| HUMMER Total     | 3,933   | 59      | ***.* | 15,717    | 697       | ***.* |
| Oldsmobile Total | 1,939   | 4,444   | -58.0 | 33,575    | 56,347    | -40.4 |
| Pontiac Total    | 3,971   | 4,529   | -15.7 | 69,181    | 72,396    | -4.4  |
| Saturn Total     | 9,482   | 0       | ***.* | 66,173    | 0         | ***.* |
| GM Total         | 168,739 | 219,863 | -26.2 | 2,453,328 | 2,362,101 | 3.9   |

\* Includes US/Canada/Mexico

GM Production Schedule - 12/3/02

| Units 000s                | GMNA |        |       |       |        |      | Total<br>Worldwide | Memo: JV* |       |
|---------------------------|------|--------|-------|-------|--------|------|--------------------|-----------|-------|
|                           | Car* | Truck* | Total | GME** | GMLAAM | GMAP |                    | Car       | Truck |
| 2002 Q4 #                 | 600  | 815    | 1,415 | 456   | 160    | 83   | 2,114              | 13        | 24    |
| O/(U) prior<br>forecast:@ | 0    | 0      | 5     | (13)  | (6)    | 1    | (13)               | 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    |
| 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    |

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|            |       |       |       |       |       |       |       |       |       |
|------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 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. # | 600   | 815   | 1,415 | 456   | 160   | 83    | 2,114 | 13    | 24    |
|            | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| CY #       | 2,455 | 3,173 | 5,628 | 1,773 | 564   | 309   | 8,274 | 59    | 72    |
| 2003       |       |       |       |       |       |       |       |       |       |
| 1st Qtr. # | 560   | 840   | 1,400 | 494   | 134   | TBD   | TBD   | 18    | 24    |

@ 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

TBD - GMAP Q1 '03 forecast not available at publication time - Total Worldwide Q1 Forecast unavailable at this time due to pending GMAP data

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

December 3, 2002

By  
/s/Peter R. Bible

(Peter R. Bible,  
Chief Accounting Officer)