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GENERAL MOTORS CORP  
Form 8-K  
January 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) January 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 January 3, 2002, General Motors Corporation (GM) issued a news release announcing December, fourth-quarter, 2001 production and reaffirms first-

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quarter schedule. The release is as follows:

### GM's 'Industry Leading Truck Lineup' Sets Calendar Year Industry Sales Record

- GM Sets Industry Calendar Year SUV Record
- Best Calendar Year Full-Size Pickup sales since 1978
- December Total Sales Up Seven Percent; Retail Up 15 percent

### GM Announces December, Fourth-Quarter, 2001 Production; Reaffirms First-Quarter Schedule

DETROIT -- General Motors dealers sold 362,169 new cars and trucks in December in the United States. GM total sales were up seven percent for the month with a 15 percent retail increase. Buoyed by exceptional retail sales performance and an improved vehicle mix, GM's industry leading lineup of trucks broke the industry calendar year record for truck sales.

"Several years ago, GM committed to regaining truck leadership, and in 2001 we accomplished this important goal, setting a new industry benchmark for truck sales," said Bill Lovejoy, group vice president of North America Vehicle Sales, Service and Marketing. "We not only set an industry record for overall truck and SUV sales, but we had the best industry full-size pickup sales since 1978, which gives us great momentum going into 2002."

Lovejoy continued, "Despite some moderation in the industry, GM's retail volume will be up for the second consecutive year and our inventories are in terrific shape for 2002. This is an accomplishment we could not have achieved without the exceptional performance of our entire GM organization and the outstanding sales efforts of our dealers."

### GM Truck Sales Highlights

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GM achieved truck leadership with 2,631,535 sales in 2001, giving GM the best industry truck sales ever. For December, GM's industry-leading truck lineup maintained its exceptional sales pace, with deliveries up 31 percent.

Robust sport utility vehicle (SUV) sales for the year (1,019,228 units) resulted in GM shattering the all-time industry SUV sales record -- and GM became the first manufacturer to sell more than one million SUVs in a calendar year. GM's full-size utilities (93,280 units - up 28 percent over last year) dominated the industry once again in December. The Chevrolet Tahoe and Suburban, GMC Yukon, Yukon XL as well as the all-new Cadillac Escalade (537,193 units -- up 29 percent for the calendar year) gave GM the all-time industry record for full-size utilities, breaking the record for the fifth consecutive year.

GM's all-new midsize SUVs, the Chevrolet TrailBlazer, GMC Envoy, Oldsmobile Bravada and Buick Rendezvous again made major contributions to an all-time GM record for midsize utility sales (429,274 units -- up 23 percent). GM also led the industry in full-size pickup sales for the first time since 1994 with sales of 979,706 -- up 18 percent over last year, and had the best full-size pickup sales of any manufacturer since 1978.

### GM Car Sales Highlights

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For 2001, GM car deliveries were down 10 percent, and down 19 percent for December. Passenger car sales were negatively impacted by the industry decline in daily rentals. Chevrolet Impala, Malibu and Cavalier, as well as the Pontiac Grand Am remained in the top-10 best selling cars for the year. GM is the only manufacturer with four vehicles in the top ten.

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Building on the strength of the industry leading truck lineup, GM is expecting to build momentum in the luxury and entry level markets with all-new vehicles. Cadillac CTS and Escalade EXT, Saturn Vue and Pontiac Vibe are all coming to market within the next few months.

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### December Sales Records

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Chevrolet Impala  
GM Trucks  
Chevrolet Trucks  
GM Pickups  
Chevrolet Pickups  
GM FullSize Pickups  
GM Utilities  
GM FullSize Utilities  
Chevrolet Suburban  
Chevrolet Tahoe  
GMC Yukon and Yukon XL

### CYTD Records

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Saab Cars  
Chevrolet Impala  
Saturn L-Series

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### CYTD Records Cont.

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GM Trucks  
Chevrolet Trucks  
GM Pickups  
Chevrolet Pickups  
GMC Pickups  
GMC Sierra  
GM Utilities  
Chevrolet Utilities  
GMC Utilities  
Chevrolet Tracker  
GM Midsize Utilities  
GM FullSize Utilities  
Chevrolet Suburban  
Chevrolet Tahoe  
GMC Yukon and Yukon XL  
Cadillac Escalade

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### Certified Used Sales

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GM continued to gain momentum in the used car market, achieving over 23,000 total used certified vehicle sales for December, including the Cadillac, Saturn and SAAB certified brands. The GM Certified Used Vehicle brand achieved record numbers for the seventh consecutive month with 20,272 sales. Overall, the GM Certified Used Vehicle brand, combined with the Cadillac, Saturn and SAAB certified brands sold nearly 140,000 units in 2001.

### GM Announces December, Fourth-Quarter, 2001 Production; Reaffirms First-Quarter

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### Schedule

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In December, GM produced 363,000 vehicles (163,000 cars and 200,000 trucks) in North America, down 4 percent from 378,000 vehicles (180,000 cars and 198,000 trucks) produced in December 2000. (Production totals include joint venture production of 5,000 vehicles in December 2001 and 9,000 vehicles in December 2000.)

In the fourth quarter of 2001, GM produced 1.294 million vehicles (573,000 cars and 721,000 trucks) in North America, down 5 percent from the 1.364 million vehicles (670,000 cars and 694,000 trucks) in the fourth quarter of 2000.

For 2001, GM produced 5.110 million vehicles (2.365 million cars and 2.745 million trucks) in North America, down 11 percent from the 5.772 million vehicles (2.892 million cars and 2.880 million trucks) produced in 2000.

Additionally, GM reaffirmed first-quarter 2002 forecast of 1.3 million

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vehicles (575,000 cars and 725,000 trucks).

GM also announced the following production information for its international regions:

- GM Europe - Fourth-quarter production was 441,000 vehicles, down from 513,000 in the fourth quarter of 2000. For 2001, GM produced 1.843 million vehicles, down from the 1.993 million vehicles produced in 2000. The first-quarter 2002 estimate is unchanged at 498,000 vehicles.
- GM Asia Pacific - Fourth-quarter production was 70,000 vehicles, an increase from the 47,000 vehicles produced in the fourth quarter of 2000. For 2001, GM produced 260,000 vehicles, up from the 185,000 vehicles produced in 2000. The first-quarter 2002 estimate is unchanged at 67,000 vehicles.
- GM Latin America, Africa and the Middle East - Fourth-quarter production was 127,000 vehicles, down from the 135,000 vehicles produced in the fourth quarter of 2000. For 2001, GM produced 576,000 vehicles, up from the 544,000 vehicles produced in 2000. The first-quarter 2002 estimate is 132,000 vehicles, an increase of 14,000 vehicles from the previous estimate.

Note: GM sales and production results are available on GM Media Online at <http://media.gm.com> by clicking on News, then Sales/Production.

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 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 judgement on what the future may hold, and we believe these judgements 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:

|               | December |         |                  | Calendar Year-to-Date<br>January - December |           |       |
|---------------|----------|---------|------------------|---|-----------|-------|
|               | 2001     | 2000    | % Chg<br>per S/D | 2001  | 2000      | % Chg |
| Curr S/D: 25  |          |         |                  |   |           |       |
| Prev S/D: 25  |          |         |                  |   |           |       |
| -----         | -----    | -----   | -----            | -----                                       | -----     | ----- |
| Vehicle Total | 362,169  | 337,972 | 7.2              | 4,904,015                                   | 4,953,163 | -1.0  |
| -----         | -----    | -----   | -----            | -----                                       | -----     | ----- |
| Car Total     | 130,668  | 161,608 | -19.1            | 2,272,480                                   | 2,531,734 | -10.2 |
| -----         | -----    | -----   | -----            | -----                                       | -----     | ----- |
| Truck Total   | 231,501  | 176,364 | 31.3             | 2,631,535                                   | 2,421,429 | 8.7   |

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|                     |         |         |      |           |           |      |
|---------------------|---------|---------|------|-----------|-----------|------|
| Light Truck Total   | 228,080 | 174,311 | 30.8 | 2,590,181 | 2,384,024 | 8.6  |
| Light Vehicle Total | 358,748 | 335,919 | 6.8  | 4,862,661 | 4,915,758 | -1.1 |

| Market Division<br>Vehicle Total | December |         |                  | Calendar Year-to-Date<br>January - December |           |         |
|----------------------------------|----------|---------|------------------|---|-----------|---------|
|                                  | 2001     | 2000    | % Chg<br>per S/D | 2001  | 2000      | % Chg   |
|                                  | Buick    | 27,586  | 25,305           | 9.0   | 405,678   | 404,612 |
| Cadillac                         | 12,313   | 15,281  | -19.4            | 172,083                                     | 189,154   | -9.0    |
| Chevrolet                        | 213,324  | 182,948 | 16.6             | 2,689,954                                   | 2,615,884 | 2.8     |
| GMC                              | 49,042   | 37,717  | 30.0             | 554,753                                     | 528,639   | 4.9     |
| Hummer                           | 71       | 39      | 82.1             | 768   | 875       | -12.2   |
| Oldsmobile                       | 12,614   | 23,294  | -45.8            | 233,745                                     | 289,172   | -19.2   |
| Other - Isuzu                    | 1,323    | 0       | ***.*            | 15,346                                      | 0         | ***.*   |
| Pontiac                          | 29,679   | 31,340  | -5.3             | 533,402                                     | 613,548   | -13.1   |
| Saab                             | 2,720    | 3,753   | -27.5            | 37,556                                      | 39,479    | -4.9    |
| Saturn                           | 13,497   | 18,295  | -26.2            | 260,730                                     | 271,800   | -4.1    |

Sales of Domestically Produced Vehicles

|             |         |         |       |           |           |       |
|-------------|---------|---------|-------|-----------|-----------|-------|
| Car         | 127,847 | 155,729 | -17.9 | 2,225,160 | 2,474,965 | -10.1 |
| Light Truck | 228,080 | 174,311 | 30.8  | 2,590,181 | 2,384,024 | 8.6   |

Twenty-five selling days for the December 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.

Please Note: The Light sub-totals will be different than reported the prior year due to the implementation of 2001 Segmentation, which moved some Light Trucks to Medium.

2-1P  
GM Car Deliveries - (United States)  
December 2001

| (1) | December |      |                  | Calendar Year-to-Date<br>January - December |      |       |
|-----|----------|------|------------------|---|------|-------|
|     | 2001     | 2000 | % Chg<br>per S/D | 2001  | 2000 | % Chg |

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| Selling Days (S/D)                     |         | 25      | 25    |           |           |       |
|--|---------|---------|-------|-----------|-----------|-------|
| Century                                | 9,644   | 7,386   | 30.6  | 142,157   | 143,085   | -0.6  |
| LeSabre                                | 7,398   | 11,369  | -34.9 | 145,304   | 148,633   | -2.2  |
| Park Avenue                            | 2,996   | 3,501   | -14.4 | 36,454    | 47,669    | -23.5 |
| Regal                                  | 2,686   | 3,047   | -11.8 | 49,992    | 65,167    | -23.3 |
| Riviera                                | 0       | 2       | ***.* | 17        | 58        | -70.7 |
| Buick Total                            | 22,724  | 25,305  | -10.2 | 373,924   | 404,612   | -7.6  |
| Catera                                 | 101     | 2,126   | -95.2 | 9,764     | 17,290    | -43.5 |
| DeVille                                | 6,602   | 6,841   | -3.5  | 95,354    | 105,694   | -9.8  |
| Eldorado                               | 344     | 1,640   | -79.0 | 9,859     | 13,289    | -25.8 |
| Seville                                | 1,858   | 2,947   | -37.0 | 25,290    | 29,535    | -14.4 |
| Cadillac Total                         | 8,905   | 13,554  | -34.3 | 140,267   | 165,808   | -15.4 |
| Camaro                                 | 2,524   | 2,770   | -8.9  | 35,453    | 42,131    | -15.9 |
| Cavalier                               | 14,348  | 14,293  | 0.4   | 233,298   | 236,803   | -1.5  |
| Corvette                               | 1,648   | 2,334   | -29.4 | 33,655    | 31,208    | 7.8   |
| Impala                                 | 15,084  | 12,682  | 18.9  | 208,395   | 174,358   | 19.5  |
| Lumina                                 | 2       | 4,337   | ***.* | 17,649    | 46,573    | -62.1 |
| Malibu                                 | 9,046   | 11,969  | -24.4 | 176,583   | 207,376   | -14.8 |
| Metro                                  | 2       | 2,046   | ***.* | 6,515     | 33,878    | -80.8 |
| Monte Carlo                            | 3,979   | 3,899   | 2.1   | 72,596    | 66,364    | 9.4   |
| Prizm                                  | 2,335   | 4,168   | -44.0 | 45,894    | 52,116    | -11.9 |
| Chevrolet Total                        | 48,968  | 58,498  | -16.3 | 830,038   | 890,807   | -6.8  |
| Alero                                  | 6,479   | 8,199   | -21.0 | 109,302   | 122,722   | -10.9 |
| Aurora                                 | 1,008   | 3,734   | -73.0 | 24,928    | 28,250    | -11.8 |
| Cutlass                                | 0       | 6       | ***.* | 53        | 1,243     | -95.7 |
| Eighty Eight                           | 0       | 0       | ***.* | 16        | 477       | -96.6 |
| Intrigue                               | 1,423   | 4,287   | -66.8 | 39,395    | 64,109    | -38.5 |
| Oldsmobile Total                       | 8,910   | 16,226  | -45.1 | 173,694   | 216,801   | -19.9 |
| Bonneville                             | 2,511   | 3,223   | -22.1 | 48,598    | 65,606    | -25.9 |
| Firebird                               | 1,804   | 1,804   | 0.0   | 25,743    | 31,013    | -17.0 |
| Grand Am                               | 9,300   | 9,225   | 0.8   | 182,046   | 214,923   | -15.3 |
| Grand Prix                             | 8,564   | 7,418   | 15.4  | 128,935   | 148,521   | -13.2 |
| Sunfire                                | 3,158   | 4,307   | -26.7 | 71,342    | 82,364    | -13.4 |
| Pontiac Total                          | 25,337  | 25,977  | -2.5  | 456,664   | 542,427   | -15.8 |
| 900                                    | 0       | 0       | ***.* | 0         | 58        | ***.* |
| 9000                                   | 0       | 0       | ***.* | 0         | 18        | ***.* |
| 9-3                                    | 919     | 1,810   | -49.2 | 18,374    | 19,430    | -5.4  |
| 9-5                                    | 1,801   | 1,943   | -7.3  | 19,182    | 19,973    | -4.0  |
| Saab Total                             | 2,720   | 3,753   | -27.5 | 37,556    | 39,479    | -4.9  |
| Saturn EV1                             | 0       | 0       | ***.* | 0         | 411       | ***.* |
| Saturn L Series                        | 5,378   | 6,843   | -21.4 | 98,227    | 94,034    | 4.5   |
| Saturn S Series                        | 7,726   | 11,452  | -32.5 | 162,110   | 177,355   | -8.6  |
| Saturn Total                           | 13,104  | 18,295  | -28.4 | 260,337   | 271,800   | -4.2  |
| GM Total                               | 130,668 | 161,608 | -19.1 | 2,272,480 | 2,531,734 | -10.2 |
| GM Car Deliveries by Production Source |         |         |       |           |           |       |
| GM North America *                     | 127,847 | 155,729 | -17.9 | 2,225,160 | 2,474,965 | -10.1 |
| GM Import                              | 2,821   | 5,879   | -52.0 | 47,320    | 56,769    | -16.6 |
| GM Total                               | 130,668 | 161,608 | -19.1 | 2,272,480 | 2,531,734 | -10.2 |

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\* Includes U.S./Canada/Mexico

2-1P  
GM Car Deliveries - (United States)  
December 2001

| (1)                | December |      | Calendar Year-to-Date<br>January - December |      |      |       |
|--------------------|----------|------|---|------|------|-------|
|                    | 2001     | 2000 | % Chg<br>per S/D                            | 2001 | 2000 | % Chg |
| Selling Days (S/D) | 25       | 25   |   |      |      |       |

GM Car Deliveries by Production Source and Marketing Division

|                             |         |         |       |           |           |       |
|-----------------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total                 | 22,724  | 25,305  | -10.2 | 373,924   | 404,612   | -7.6  |
| Cadillac Total              | 8,804   | 11,428  | -23.0 | 130,503   | 148,518   | -12.1 |
| Chevrolet Total             | 48,968  | 58,498  | -16.3 | 830,038   | 890,807   | -6.8  |
| Oldsmobile Total            | 8,910   | 16,226  | -45.1 | 173,694   | 216,801   | -19.9 |
| Pontiac Total               | 25,337  | 25,977  | -2.5  | 456,664   | 542,427   | -15.8 |
| Saturn Total                | 13,104  | 18,295  | -28.4 | 260,337   | 271,800   | -4.2  |
| GM North America<br>Total * | 127,847 | 155,729 | -17.9 | 2,225,160 | 2,474,965 | -10.1 |
| Cadillac Total              | 101     | 2,126   | -95.2 | 9,764     | 17,290    | -43.5 |
| Saab Total                  | 2,720   | 3,753   | -27.5 | 37,556    | 39,479    | -4.9  |
| GM Import Total             | 2,821   | 5,879   | -52.0 | 47,320    | 56,769    | -16.6 |

GM Vehicle Deliveries by Marketing Division

|                   |         |         |       |           |           |       |
|-------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total       | 27,586  | 25,305  | 9.0   | 405,678   | 404,612   | 0.3   |
| Cadillac Total    | 12,313  | 15,281  | -19.4 | 172,083   | 189,154   | -9.0  |
| Chevrolet Total   | 213,324 | 182,948 | 16.6  | 2,689,954 | 2,615,884 | 2.8   |
| GMC Total         | 49,042  | 37,717  | 30.0  | 554,753   | 528,639   | 4.9   |
| Hummer Total      | 71      | 39      | 82.1  | 768       | 875       | -12.2 |
| Oldsmobile Total  | 12,614  | 23,294  | -45.8 | 233,745   | 289,172   | -19.2 |
| Other-Isuzu Total | 1,323   | 0       | ***.* | 15,346    | 0         | ***.* |
| Pontiac Total     | 29,679  | 31,340  | -5.3  | 533,402   | 613,548   | -13.1 |
| Saab Total        | 2,720   | 3,753   | -27.5 | 37,556    | 39,479    | -4.9  |
| Saturn Total      | 13,497  | 18,295  | -26.2 | 260,730   | 271,800   | -4.1  |
| GM Total          | 362,169 | 337,972 | 7.2   | 4,904,015 | 4,953,163 | -1.0  |

\* Includes US/Canada/Mexico

3-1P  
GM Truck Deliveries - (United States)  
December 2001

| (1)                | December |      | Calendar Year-to-Date<br>January - December |      |      |       |
|--------------------|----------|------|---|------|------|-------|
|                    | 2001     | 2000 | % Chg<br>per S/D                            | 2001 | 2000 | % Chg |
| Selling Days (S/D) | 25       | 25   |   |      |      |       |

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|                               |         |         |       |           |           |       |
|-------------------------------|---------|---------|-------|-----------|-----------|-------|
| Rendezvous                    | 4,862   | 0       | ***.* | 31,754    | 0         | ***.* |
| Total Buick                   | 4,862   | 0       | ***.* | 31,754    | 0         | ***.* |
| Escalade                      | 2,935   | 1,727   | 69.9  | 31,270    | 23,346    | 33.9  |
| Escalade EXT                  | 473     | 0       | ***.* | 546       | 0         | ***.* |
| Total Cadillac                | 3,408   | 1,727   | 97.3  | 31,816    | 23,346    | 36.3  |
| Astro                         | 4,205   | 4,574   | -8.1  | 59,395    | 92,585    | -35.8 |
| C/K Suburban (Chevy)          | 14,225  | 11,830  | 20.2  | 154,782   | 133,123   | 16.3  |
| Chevy C/T Series              | 478     | 462     | 3.5   | 6,487     | 8,066     | -19.6 |
| Chevy P Models & Mtr Hms      | 0       | 8       | ***.* | 226       | 754       | -70.0 |
| Chevy W Series                | 214     | 182     | 17.6  | 2,052     | 2,359     | -13.0 |
| Express Cutaway/G Cut         | 1,525   | 1,062   | 43.6  | 16,896    | 20,400    | -17.2 |
| Express Panel/G Van           | 5,018   | 5,543   | -9.5  | 66,712    | 78,330    | -14.8 |
| Express/G Sportvan            | 770     | 916     | -15.9 | 14,406    | 14,502    | -0.7  |
| S/T Blazer                    | 7,673   | 11,453  | -33.0 | 149,195   | 225,948   | -34.0 |
| S/T Pickup                    | 12,042  | 9,842   | 22.4  | 162,181   | 211,587   | -23.4 |
| Tahoe                         | 17,872  | 15,119  | 18.2  | 202,319   | 149,834   | 35.0  |
| Tracker                       | 3,623   | 3,554   | 1.9   | 52,368    | 48,020    | 9.1   |
| TrailBlazer                   | 16,777  | 0       | ***.* | 115,103   | 0         | ***.* |
| Venture                       | 6,100   | 5,545   | 10.0  | 88,788    | 97,450    | -8.9  |
| .....                         |         |         |       |           |           |       |
| Avalanche                     | 8,306   | 0       | ***.* | 52,955    | 0         | ***.* |
| Silverado-C/K<br>Pickups      | 65,528  | 54,360  | 20.5  | 716,051   | 642,119   | 11.5  |
| Chevrolet Fullsize<br>Pickups | 73,834  | 54,360  | 35.8  | 769,006   | 642,119   | 19.8  |
| .....                         |         |         |       |           |           |       |
| Chevrolet Total               | 164,356 | 124,450 | 32.1  | 1,859,916 | 1,725,077 | 7.8   |
| C/K Suburban (GMC)            | 0       | 15      | ***.* | 94        | 4,776     | -98.0 |
| Envoy                         | 7,448   | 0       | ***.* | 51,208    | 0         | ***.* |
| GMC C/T Series                | 951     | 1,097   | -13.3 | 12,808    | 21,407    | -40.2 |
| GMC W Series                  | 455     | 302     | 50.7  | 4,399     | 4,369     | 0.7   |
| P Models & Mtr Hms (GMC)      | 0       | 2       | ***.* | 36        | 450       | -92.0 |
| S/T Jimmy                     | 338     | 4,457   | -92.4 | 30,825    | 79,489    | -61.2 |
| Safari (GMC)                  | 1,052   | 2,150   | -51.1 | 18,533    | 32,444    | -42.9 |
| Savana Panel/G Classic        | 1,707   | 1,659   | 2.9   | 24,175    | 29,373    | -17.7 |
| Savana Special/G Cut          | 346     | 471     | -26.5 | 9,948     | 9,214     | 8.0   |
| Savana/Rally                  | 226     | 260     | -13.1 | 2,551     | 3,804     | -32.9 |
| Sierra                        | 18,929  | 15,060  | 25.7  | 210,154   | 188,907   | 11.2  |
| Sonoma                        | 3,477   | 2,448   | 42.0  | 42,062    | 51,093    | -17.7 |
| Yukon                         | 7,060   | 5,375   | 31.3  | 77,254    | 56,297    | 37.2  |
| Yukon XL                      | 7,053   | 4,421   | 59.5  | 70,706    | 47,016    | 50.4  |
| GMC Total                     | 49,042  | 37,717  | 30.0  | 554,753   | 528,639   | 4.9   |
| Hummer H1                     | 71      | 39      | 82.1  | 768       | 875       | -12.2 |
| Hummer Total                  | 71      | 39      | 82.1  | 768       | 875       | -12.2 |
| Bravada                       | 1,721   | 3,350   | -48.6 | 23,867    | 31,194    | -23.5 |
| Silhouette                    | 1,983   | 3,718   | -46.7 | 36,184    | 41,177    | -12.1 |
| Oldsmobile Total              | 3,704   | 7,068   | -47.6 | 60,051    | 72,371    | -17.0 |
| Other-Isuzu F Series          | 181     | 0       | ***.* | 2,253     | 0         | ***.* |
| Other-Isuzu N Series          | 1,142   | 0       | ***.* | 13,093    | 0         | ***.* |
| Other-Isuzu Total             | 1,323   | 0       | ***.* | 15,346    | 0         | ***.* |
| Aztek                         | 1,229   | 2,243   | -45.2 | 27,322    | 11,201    | 143.9 |
| Montana                       | 3,113   | 3,120   | -0.2  | 49,416    | 59,849    | -17.4 |
| Trans Sport                   | 0       | 0       | ***.* | 0         | 71        | ***.* |



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|   |         |         |       |           |           |       |
|---|---------|---------|-------|-----------|-----------|-------|
| Pontiac Total                                       | 4,342   | 5,363   | -19.0 | 76,738    | 71,121    | 7.9   |
| VUE   | 393     | 0       | ***.* | 393       | 0         | ***.* |
| Saturn Total  | 393     | 0       | ***.* | 393       | 0         | ***.* |
| GM Total  | 231,501 | 176,364 | 31.3  | 2,631,535 | 2,421,429 | 8.7   |
| GM TRUCK Deliveries by Production Source            |         |         |       |           |           |       |
| GM North America *                                  | 230,163 | 176,006 | 30.8  | 2,616,189 | 2,416,864 | 8.2   |
| GM Import   | 1,338   | 358     | 273.7 | 15,346    | 4,565     | 236.2 |
| GM Total  | 231,501 | 176,364 | 31.3  | 2,631,535 | 2,421,429 | 8.7   |
| GM Light Duty Truck Deliveries by Production Source |         |         |       |           |           |       |
| GM North America *                                  | 228,080 | 174,311 | 30.8  | 2,590,181 | 2,384,024 | 8.6   |
| GM Import   | 0       | 0       | ***.* | 0         | 0         | ***.* |
| GM Total  | 228,080 | 174,311 | 30.8  | 2,590,181 | 2,384,024 | 8.6   |

\* Includes U.S./Canada/Mexico

3-1P  
GM Truck Deliveries - (United States)  
December 2001

|                    | (1)  | Calendar Year-to-Date |                  |                    |      |       |
|--------------------|------|-----------------------|------------------|--------------------|------|-------|
|                    |      | December              |                  | January - December |      |       |
|                    | 2001 | 2000                  | % Chg<br>per S/D | 2001               | 2000 | % Chg |
| Selling Days (S/D) | 25   | 25                    |                  |                    |      |       |

GM TRUCK Deliveries by Production Source and Marketing Division

|                            |         |         |       |           |           |       |
|----------------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total                | 4,862   | 0       | ***.* | 31,754    | 0         | ***.* |
| Cadillac Total             | 3,408   | 1,727   | 97.3  | 31,816    | 23,346    | 36.3  |
| Chevrolet Total            | 164,211 | 124,328 | 32.1  | 1,858,487 | 1,723,368 | 7.8   |
| GMC Total                  | 48,809  | 37,481  | 30.2  | 552,195   | 525,783   | 5.0   |
| Hummer Total               | 71      | 39      | 82.1  | 768       | 875       | -12.2 |
| Oldsmobile Total           | 3,704   | 7,068   | -47.6 | 60,051    | 72,371    | -17.0 |
| Other-Isuzu Total          | 363     | 0       | ***.* | 3,987     | 0         | ***.* |
| Pontiac Total              | 4,342   | 5,363   | -19.0 | 76,738    | 71,121    | 7.9   |
| Saturn Total               | 393     | 0       | ***.* | 393       | 0         | ***.* |
| GM North America<br>Total* | 230,163 | 176,006 | 30.8  | 2,616,189 | 2,416,864 | 8.2   |
| Chevrolet Total            | 145     | 122     | 18.9  | 1,429     | 1,709     | -16.4 |
| GMC Total                  | 233     | 236     | -1.3  | 2,558     | 2,856     | -10.4 |
| Other-Isuzu Total          | 960     | 0       | ***.* | 11,359    | 0         | ***.* |
| GM Import Total            | 1,338   | 358     | 273.7 | 15,346    | 4,565     | 236.2 |

GM Light Truck Deliveries by Production Source and Marketing Division

|                |       |       |       |        |        |       |
|----------------|-------|-------|-------|--------|--------|-------|
| Buick Total    | 4,862 | 0     | ***.* | 31,754 | 0      | ***.* |
| Cadillac Total | 3,408 | 1,727 | 97.3  | 31,816 | 23,346 | 36.3  |

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|                            |         |         |       |           |           |       |
|----------------------------|---------|---------|-------|-----------|-----------|-------|
| Chevrolet Total            | 163,664 | 123,798 | 32.2  | 1,851,151 | 1,713,898 | 8.0   |
| GMC Total                  | 47,636  | 36,316  | 31.2  | 537,510   | 502,413   | 7.0   |
| Hummer Total               | 71      | 39      | 82.1  | 768       | 875       | -12.2 |
| Oldsmobile Total           | 3,704   | 7,068   | -47.6 | 60,051    | 72,371    | -17.0 |
| Pontiac Total              | 4,342   | 5,363   | -19.0 | 76,738    | 71,121    | 7.9   |
| Saturn Total               | 393     | 0       | ***.* | 393       | 0         | ***.* |
| GM North America<br>Total* | 228,080 | 174,311 | 30.8  | 2,590,181 | 2,384,024 | 8.6   |

GM Light Truck Deliveries by Marketing Division

|                  |         |         |       |           |           |       |
|------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total      | 4,862   | 0       | ***.* | 31,754    | 0         | ***.* |
| Cadillac Total   | 3,408   | 1,727   | 97.3  | 31,816    | 23,346    | 36.3  |
| Chevrolet Total  | 163,664 | 123,798 | 32.2  | 1,851,151 | 1,713,898 | 8.0   |
| GMC Total        | 47,636  | 36,316  | 31.2  | 537,510   | 502,413   | 7.0   |
| Hummer Total     | 71      | 39      | 82.1  | 768       | 875       | -12.2 |
| Oldsmobile Total | 3,704   | 7,068   | -47.6 | 60,051    | 72,371    | -17.0 |
| Pontiac Total    | 4,342   | 5,363   | -19.0 | 76,738    | 71,121    | 7.9   |
| Saturn Total     | 393     | 0       | ***.* | 393       | 0         | ***.* |
| GM Total         | 228,080 | 174,311 | 30.8  | 2,590,181 | 2,384,024 | 8.6   |

\* Includes US/Canada/Mexico

GM Production Schedule - 01/02

| Units 000s                | GMNA  |        |       | GME** | GMLAAM | GMAP | Total<br>Worldwide | Memo: |      |
|---------------------------|-------|--------|-------|-------|--------|------|--------------------|-------|------|
|                           | Car*  | Truck* | Total |       |        |      |                    | NUMMI | CAMI |
| 2001 Q4 #                 | 573   | 721    | 1,294 | 441   | 127    | 70   | 1,932              | 9     | 16   |
| O/(U) prior<br>forecast:@ | 3     | 6      | 9     | (3)   | 6      | (2)  | 10                 | 0     | 0    |
| 2002 Q1 #                 | 575   | 725    | 1,300 | 498   | 132    | 67   | 1,997              | 12    | 11   |
| O/(U) prior<br>forecast:@ | (6)   | 6      | 0     | 0     | 14     | 0    | 14                 | 0     | 0    |
| Units 000s                | GMNA  |        |       | GME   | GMLAAM | GMAP | Total<br>Worldwide | Memo: |      |
|                           | Car   | Truck  | Total |       |        |      |                    | NUMMI | CAMI |
| 1998                      |       |        |       |       |        |      |                    |       |      |
| 1st Qtr.                  | 673   | 702    | 1,375 | 424   | 146    | 36   | 1,981              | 16    | 10   |
| 2nd Qtr.                  | 615   | 557    | 1,172 | 479   | 153    | 39   | 1,843              | 7     | 14   |
| 3rd Qtr.                  | 592   | 410    | 1,002 | 440   | 137    | 37   | 1,616              | 11    | 3    |
| 4th Qtr.                  | 819   | 691    | 1,510 | 522   | 89     | 36   | 2,157              | 12    | 18   |
| CY                        | 2,699 | 2,360  | 5,059 | 1,864 | 525    | 148  | 7,596              | 46    | 45   |
| 1999                      |       |        |       |       |        |      |                    |       |      |
| 1st Qtr.                  | 781   | 725    | 1,506 | 524   | 93     | 38   | 2,161              | 12    | 23   |
| 2nd Qtr.                  | 760   | 795    | 1,555 | 533   | 110    | 25   | 2,223              | 12    | 23   |
| 3rd Qtr.                  | 660   | 699    | 1,359 | 427   | 112    | 47   | 1,945              | 13    | 17   |

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|            |       |       |       |       |       |     |       |     |     |
|------------|-------|-------|-------|-------|-------|-----|-------|-----|-----|
| 4th Qtr.   | 759   | 694   | 1,453 | 530   | 97    | 47  | 2,127 | 12  | 26  |
|            | ----- | ----- | ----- | ----- | ---   | --- | ----- | --- | --- |
| CY         | 2,960 | 2,913 | 5,873 | 2,014 | 412   | 157 | 8,456 | 49  | 89  |
| 2000       |       |       |       |       |       |     |       |     |     |
| 1st Qtr.   | 746   | 775   | 1,521 | 572   | 118   | 40  | 2,251 | 13  | 24  |
| 2nd Qtr.   | 787   | 781   | 1,568 | 534   | 140   | 45  | 2,287 | 13  | 23  |
| 3rd Qtr.   | 689   | 630   | 1,319 | 374   | 151   | 53  | 1,897 | 12  | 22  |
| 4th Qtr.   | 670   | 694   | 1,364 | 513   | 135   | 47  | 2,059 | 12  | 23  |
|            | ----- | ----- | ----- | ----- | ----- | --- | ----- | --- | --- |
| CY         | 2,892 | 2,880 | 5,772 | 1,993 | 544   | 185 | 8,494 | 50  | 92  |
| 2001       |       |       |       |       |       |     |       |     |     |
| 1st Qtr.   | 581   | 633   | 1,214 | 538   | 138   | 51  | 1,941 | 13  | 14  |
| 2nd Qtr.   | 638   | 726   | 1,364 | 491   | 165   | 64  | 2,084 | 13  | 16  |
| 3rd Qtr.   | 573   | 665   | 1,238 | 373   | 146   | 75  | 1,832 | 11  | 15  |
| 4th Qtr. # | 573   | 721   | 1,294 | 441   | 127   | 70  | 1,932 | 9   | 16  |
|            | ----- | ----- | ----- | ----- | ----- | --- | ----- | --- | --- |
| CY         | 2,365 | 2,745 | 5,110 | 1,843 | 576   | 260 | 7,789 | 46  | 61  |
| 2002       |       |       |       |       |       |     |       |     |     |
| 1st Qtr. # | 575   | 725   | 1,300 | 498   | 132   | 67  | 1,997 | 12  | 11  |
|            | ----- | ----- | ----- | ----- | ----- | --- | ----- | --- | --- |

@ Numbers may vary due to rounding

\* NUMMI units included in GMNA Car, CAMI units included in GMNA 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

January 3, 2002

By

/s/Peter R. Bible

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(Peter R. Bible,  
Chief Accounting Officer)