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GENERAL MOTORS CORP

Form 8-K

October 01, 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) October 1, 2002  
-----

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<br>----- |
|----------------------------------------------------|-------------------------|

ITEM 5. OTHER ITEMS

On October 1, 2002, General Motors Corporation (GM) issued a news release announcing September and third quarter production results and fourth quarter forecast was unchanged. The release is as follows:

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GM Reports September Sales of 312,276 - Down 13 Percent

Truck Sales Down 8 Percent; Car Sales Decrease 18 Percent

GM CYTD Sales Up 2 Percent; Q3 sales Up 10 percent

GM Announces September And Q3 Production Results; Q4 Forecast Unchanged

DETROIT - General Motors Corp. dealers sold 312,276 new cars and trucks in September in the United States, down 13 percent over last year. GM's overall truck sales were down 8 percent and GM car sales decreased 18 percent. For the third quarter, GM total sales were up 10 percent and retail sales were up 11 percent. GM's calendar year sales are up 2 percent and retail sales are up 5 percent.

"Our September sales performance was softer than expected. However, when you consider our exceptional sales performance in July and August, lean inventories, and the competitive environment, we expected there would be some weakening in September sales," said Bill Lovejoy, group vice president of North America Vehicle Sales, Service and Marketing. "We remain pleased with our overall performance for the third quarter and for the year and remain optimistic as we head into the fourth quarter.

"We still expect our truck lineup to set the all-time industry record, we are pleased with our overall momentum, and importantly, our launch vehicles continue to strengthen our position in the marketplace," said Lovejoy.

### GM Truck Sales

GM reported a decline of 5 percent in sport utility vehicles, selling 72,110 units in September. For the calendar year, GM utility vehicle sales are up nearly 29 percent. GM posted solid midsize utility sales once again, selling 30,381 for the month. GMC Envoy sales increased 72 percent over last year (7351 units). Additionally, the Chevrolet TrailBlazer increased 11 percent over last year with sales of 13,040.

GM had a solid sales month in full-size utility vehicles (33,742 units), led by exceptional sales of the new HUMMER H2 (2,974 units), and another strong month for the Cadillac Escalade (2,755 units), which increased 6 percent. Despite lean inventories, GM sold 64,768 full-size pickups for the month.

### GM Car Sales

Overall GM car sales were down 18 percent in September. However, GM continues to generate momentum in the luxury vehicle segment with Cadillac division sales up 16.4 percent and Cadillac cars up 4.1 percent for the year. Cadillac CTS had another strong month with 3,277 sales. Clearly the CTS, along with the Pontiac Vibe, continue to strengthen GM's position in a highly competitive passenger car market.

### Certified Used Sales

GM's industry-leading certified used car program sold approximately 35,000 total certified used vehicles in September, including the Cadillac, Saturn and Saab certified brands. The GM Certified Used Vehicle brand had another strong month, selling approximately 27,900 units. "Our certified used vehicle business continues to strengthen as our GM dealers, GMAC and the entire VSSM organization make it a tremendous success story for General Motors," Lovejoy said.

GM Announces September and Q3 Production Results, Q4 Production Forecast Remains Unchanged

In September, GM produced 491,200 vehicles (205,200 cars and 286,000 trucks) in North America, compared to 448,500 vehicles (210,500 cars and 238,000 trucks) produced in September 2001. (Totals include joint venture production of 13,300 vehicles in September 2002 and 8,700 vehicles in September 2001.)

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In the third-quarter, GM North America built 1.307 million vehicles (567,000 cars and 740,000 trucks). In the third quarter of 2001, GM North America produced 1.238 million units (573,000 cars and 665,000 trucks).

The increase of approximately 22,000 units in North American third quarter production over the prior estimate was partially related to additional fleet units required to meet an increase in demand by the daily rental companies.

GM's fourth-quarter production forecast for North America remains unchanged at 1.389 million units (590,900 cars and 798,100 trucks). In the fourth-quarter of 2001, GM produced 1.294 million units (573,000 cars and 721,000 trucks) in North America.

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

- GM Europe - The regions' revised fourth-quarter production forecast is 472,000 vehicles, up 7,000 vehicles from last month's forecast.
- GM Asia Pacific - GM Asia Pacific's revised fourth-quarter production forecast is 74,000 vehicles, up 1,000 vehicles from last month's initial forecast.
- GM Latin America, Africa and the Middle East - The region's revised fourth-quarter production forecast is 155,000 units, up 7,000 units over last month's forecast of 148,000 units.

GM cars and trucks are sold under the following brands: Chevrolet, Pontiac, Buick, Oldsmobile, Cadillac, GMC, Saturn, Hummer, Saab, Opel, Vauxhall and Holden. GM parts and accessories are marketed under the GM, GM Goodwrench and ACDelco brands through GM Service and Parts Operations.

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

|           | Calendar Year-to-Date<br>January - September |
|-----------|----------------------------------------------|
| September |                                              |
| -----     |                                              |

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|                     |         |         |         |           |           |       |  |
|---------------------|---------|---------|---------|-----------|-----------|-------|--|
| Curr S/D: 23        |         |         |         | % Chg     |           |       |  |
| Prev S/D: 25        | 2002    | 2001    | per S/D | 2002      | 2001      | % Chg |  |
| Vehicle Total       | 312,276 | 388,365 | -12.6   | 3,684,709 | 3,623,473 | 1.7   |  |
| Car Total           | 138,453 | 182,655 | -17.6   | 1,608,351 | 1,757,143 | -8.5  |  |
| Truck Total         | 173,823 | 205,710 | -8.2    | 2,076,358 | 1,866,330 | 11.3  |  |
| Light Truck Total   | 171,147 | 203,361 | -8.5    | 2,047,916 | 1,835,438 | 11.6  |  |
| Light Vehicle Total | 309,600 | 386,016 | -12.8   | 3,656,267 | 3,592,581 | 1.8   |  |

| Market Division | September |         |                  | Calendar Year-to-Date<br>January - September |           |       |  |
|-----------------|-----------|---------|------------------|----------------------------------------------|-----------|-------|--|
| Vehicle Total   | 2002      | 2001    | % Chg<br>per S/D | 2002                                         | 2001      | % Chg |  |
| Buick           | 31,118    | 36,845  | -8.2             | 324,466                                      | 300,654   | 7.9   |  |
| Cadillac        | 16,722    | 16,945  | 7.3              | 145,422                                      | 124,973   | 16.4  |  |
| Chevrolet       | 159,312   | 212,075 | -18.3            | 2,015,619                                    | 1,957,652 | 3.0   |  |
| GMC             | 36,486    | 41,500  | -4.4             | 414,664                                      | 391,757   | 5.8   |  |
| HUMMER          | 3,075     | 44      | ***.*            | 7,916                                        | 571       | ***.* |  |
| Oldsmobile      | 11,056    | 16,782  | -28.4            | 123,205                                      | 189,470   | -35.0 |  |
| Other - Isuzu   | 980       | 1,024   | 4.0              | 10,008                                       | 11,856    | -15.6 |  |
| Pontiac         | 33,128    | 43,281  | -16.8            | 401,463                                      | 418,899   | -4.2  |  |
| Saab            | 2,060     | 3,075   | -27.2            | 30,446                                       | 27,414    | 11.1  |  |
| Saturn          | 18,339    | 16,794  | 18.7             | 211,500                                      | 200,227   | 5.6   |  |

## Sales of Domestically Produced Vehicles

|             |         |         |       |           |           |      |  |
|-------------|---------|---------|-------|-----------|-----------|------|--|
| Car         | 136,393 | 178,978 | -17.2 | 1,577,668 | 1,720,897 | -8.3 |  |
| Light Truck | 171,147 | 203,361 | -8.5  | 2,047,916 | 1,835,438 | 11.6 |  |

Twenty-three selling days for the September 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) September 2002

| (1)                | September |      |                 | Calendar Year-to-Date<br>January - September |      |       |  |
|--------------------|-----------|------|-----------------|----------------------------------------------|------|-------|--|
|                    | 2002      | 2001 | %Chg<br>per S/D | 2002                                         | 2001 | % Chg |  |
| Selling Days (S/D) | 23        | 25   |                 |                                              |      |       |  |

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|                                        |         |         |       |           |           |       |
|----------------------------------------|---------|---------|-------|-----------|-----------|-------|
| <hr/>                                  |         |         |       |           |           |       |
| Century                                | 13,070  | 13,965  | 1.7   | 119,923   | 108,291   | 10.7  |
| LeSabre                                | 10,726  | 11,862  | -1.7  | 105,693   | 110,915   | -4.7  |
| Park Avenue                            | 1,566   | 2,661   | -36.0 | 23,084    | 26,694    | -13.5 |
| Regal                                  | 2,529   | 3,791   | -27.5 | 28,330    | 39,807    | -28.8 |
| Riviera                                | 0       | 1       | ***.* | 0         | 4         | ***.* |
| Buick Total                            | 27,891  | 32,280  | -6.1  | 277,030   | 285,711   | -3.0  |
| <hr/>                                  |         |         |       |           |           |       |
| Catera                                 | 0       | 602     | ***.* | 237       | 8,832     | -97.3 |
| CTS                                    | 3,277   | 0       | ***.* | 24,332    | 0         | ***.* |
| DeVille                                | 7,354   | 9,722   | -17.8 | 63,674    | 70,861    | -10.1 |
| Eldorado                               | 365     | 1,357   | -70.8 | 4,979     | 7,509     | -33.7 |
| Seville                                | 1,847   | 2,434   | -17.5 | 16,186    | 17,942    | -9.8  |
| Cadillac Total                         | 12,843  | 14,115  | -1.1  | 109,408   | 105,144   | 4.1   |
| <hr/>                                  |         |         |       |           |           |       |
| Camaro                                 | 2,126   | 3,235   | -28.6 | 25,440    | 25,574    | -0.5  |
| Cavalier                               | 11,664  | 17,577  | -27.9 | 192,839   | 174,109   | 10.8  |
| Corvette                               | 2,960   | 3,639   | -11.6 | 24,439    | 24,450    | 0.0   |
| Impala                                 | 12,266  | 17,480  | -23.7 | 143,695   | 150,599   | -4.6  |
| Lumina                                 | 0       | 27      | ***.* | 32        | 17,584    | -99.8 |
| Malibu                                 | 12,397  | 14,138  | -4.7  | 134,492   | 145,575   | -7.6  |
| Metro                                  | 0       | 9       | ***.* | 13        | 6,473     | -99.8 |
| Monte Carlo                            | 4,167   | 7,166   | -36.8 | 50,233    | 54,072    | -7.1  |
| Prizm                                  | 189     | 2,321   | -91.1 | 14,181    | 38,990    | -63.6 |
| Chevrolet Total                        | 45,769  | 65,592  | -24.2 | 585,364   | 637,426   | -8.2  |
| <hr/>                                  |         |         |       |           |           |       |
| Alero                                  | 7,462   | 7,643   | 6.1   | 74,098    | 90,786    | -18.4 |
| Aurora                                 | 455     | 1,824   | -72.9 | 7,498     | 19,954    | -62.4 |
| Cutlass                                | 0       | 0       | ***.* | 0         | 19        | ***.* |
| Eighty Eight                           | 0       | 1       | ***.* | 0         | 4         | ***.* |
| Intrigue                               | 901     | 3,428   | -71.4 | 13,042    | 32,472    | -59.8 |
| Oldsmobile Total                       | 8,818   | 12,896  | -25.7 | 94,638    | 143,235   | -33.9 |
| <hr/>                                  |         |         |       |           |           |       |
| Bonneville                             | 2,295   | 4,193   | -40.5 | 29,394    | 37,856    | -22.4 |
| Firebird                               | 1,472   | 2,423   | -34.0 | 18,378    | 18,648    | -1.4  |
| Grand Am                               | 9,094   | 16,310  | -39.4 | 123,586   | 148,565   | -16.8 |
| Grand Prix                             | 8,816   | 10,859  | -11.8 | 92,731    | 95,982    | -3.4  |
| Sunfire                                | 2,690   | 4,118   | -29.0 | 54,583    | 56,935    | -4.1  |
| Vibe                                   | 3,924   | 0       | ***.* | 23,953    | 0         | ***.* |
| Pontiac Total                          | 28,291  | 37,903  | -18.9 | 342,625   | 357,986   | -4.3  |
| <hr/>                                  |         |         |       |           |           |       |
| 9-3                                    | 788     | 1,576   | -45.7 | 16,460    | 14,042    | 17.2  |
| 9-5                                    | 1,272   | 1,499   | -7.8  | 13,986    | 13,372    | 4.6   |
| Saab Total                             | 2,060   | 3,075   | -27.2 | 30,446    | 27,414    | 11.1  |
| <hr/>                                  |         |         |       |           |           |       |
| Saturn L Series                        | 4,916   | 5,673   | -5.8  | 66,211    | 75,371    | -12.2 |
| Saturn S Series                        | 7,865   | 11,121  | -23.1 | 102,629   | 124,856   | -17.8 |
| Saturn Total                           | 12,781  | 16,794  | -17.3 | 168,840   | 200,227   | -15.7 |
| <hr/>                                  |         |         |       |           |           |       |
| GM Total                               | 138,453 | 182,655 | -17.6 | 1,608,351 | 1,757,143 | -8.5  |
| <hr/>                                  |         |         |       |           |           |       |
| GM Car Deliveries by Production Source |         |         |       |           |           |       |
| <hr/>                                  |         |         |       |           |           |       |
| GM North America *                     | 136,393 | 178,978 | -17.2 | 1,577,668 | 1,720,897 | -8.3  |
| <hr/>                                  |         |         |       |           |           |       |
| GM Import                              | 2,060   | 3,677   | -39.1 | 30,683    | 36,246    | -15.3 |
| <hr/>                                  |         |         |       |           |           |       |
| GM Total                               | 138,453 | 182,655 | -17.6 | 1,608,351 | 1,757,143 | -8.5  |
| <hr/>                                  |         |         |       |           |           |       |

\* Includes U.S./Canada/Mexico

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2-1P

## GM Car Deliveries - (United States) September 2002

|                                                               | (1)     | September |                 | Calendar Year-to-Date<br>January - September |           |       |
|---------------------------------------------------------------|---------|-----------|-----------------|----------------------------------------------|-----------|-------|
|                                                               | 2002    | 2001      | %Chg<br>per S/D | 2002                                         | 2001      | % Chg |
| Selling Days (S/D)                                            | 23      | 25        |                 |                                              |           |       |
| GM Car Deliveries by Production Source and Marketing Division |         |           |                 |                                              |           |       |
| Buick Total                                                   | 27,891  | 32,280    | -6.1            | 277,030                                      | 285,711   | -3.0  |
| Cadillac Total                                                | 12,843  | 13,513    | 3.3             | 109,171                                      | 96,312    | 13.4  |
| Chevrolet Total                                               | 45,769  | 65,592    | -24.2           | 585,364                                      | 637,426   | -8.2  |
| Oldsmobile Total                                              | 8,818   | 12,896    | -25.7           | 94,638                                       | 143,235   | -33.9 |
| Pontiac Total                                                 | 28,291  | 37,903    | -18.9           | 342,625                                      | 357,986   | -4.3  |
| Saturn Total                                                  | 12,781  | 16,794    | -17.3           | 168,840                                      | 200,227   | -15.7 |
| GM North America<br>Total*                                    | 136,393 | 178,978   | -17.2           | 1,577,668                                    | 1,720,897 | -8.3  |
| Cadillac Total                                                | 0       | 602       | ***.*           | 237                                          | 8,832     | -97.3 |
| Saab Total                                                    | 2,060   | 3,075     | -27.2           | 30,446                                       | 27,414    | 11.1  |
| GM Import Total                                               | 2,060   | 3,677     | -39.1           | 30,683                                       | 36,246    | -15.3 |
| GM Vehicle Deliveries by Marketing Division                   |         |           |                 |                                              |           |       |
| Buick Total                                                   | 31,118  | 36,845    | -8.2            | 324,466                                      | 300,654   | 7.9   |
| Cadillac Total                                                | 16,722  | 16,945    | 7.3             | 145,422                                      | 124,973   | 16.4  |
| Chevrolet Total                                               | 159,312 | 212,075   | -18.3           | 2,015,619                                    | 1,957,652 | 3.0   |
| GMC Total                                                     | 36,486  | 41,500    | -4.4            | 414,664                                      | 391,757   | 5.8   |
| HUMMER Total                                                  | 3,075   | 44        | ***.*           | 7,916                                        | 571       | ***.* |
| Oldsmobile Total                                              | 11,056  | 16,782    | -28.4           | 123,205                                      | 189,470   | -35.0 |
| Other-Isuzu Total                                             | 980     | 1,024     | 4.0             | 10,008                                       | 11,856    | -15.6 |
| Pontiac Total                                                 | 33,128  | 43,281    | -16.8           | 401,463                                      | 418,899   | -4.2  |
| Saab Total                                                    | 2,060   | 3,075     | -27.2           | 30,446                                       | 27,414    | 11.1  |
| Saturn Total                                                  | 18,339  | 16,794    | 18.7            | 211,500                                      | 200,227   | 5.6   |
| GM Total                                                      | 312,276 | 388,365   | -12.6           | 3,684,709                                    | 3,623,473 | 1.7   |

\* Includes US/Canada/Mexico

3-1P

## GM Truck Deliveries - (United States) September 2002

|                    | (1)   | September |                 | Calendar Year-to-Date<br>January - September |        |       |
|--------------------|-------|-----------|-----------------|----------------------------------------------|--------|-------|
|                    | 2002  | 2001      | %Chg<br>per S/D | 2002                                         | 2001   | % Chg |
| Selling Days (S/D) | 23    | 25        |                 |                                              |        |       |
| Rendezvous         | 3,227 | 4,565     | -23.2           | 47,436                                       | 14,943 | 217.4 |
| Total Buick        | 3,227 | 4,565     | -23.2           | 47,436                                       | 14,943 | 217.4 |

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|                            |         |         |       |           |           |       |
|----------------------------|---------|---------|-------|-----------|-----------|-------|
| Escalade                   | 2,755   | 2,830   | 5.8   | 26,518    | 19,829    | 33.7  |
| Escalade EXT               | 1,124   | 0       | ***.* | 9,496     | 0         | ***.* |
| Total Cadillac             | 3,879   | 2,830   | 49.0  | 36,014    | 19,829    | 81.6  |
| Astro                      | 2,403   | 3,847   | -32.1 | 40,941    | 46,828    | -12.6 |
| C/K Suburban(Chevy)        | 9,571   | 13,611  | -23.6 | 115,036   | 108,737   | 5.8   |
| Chevy C/T Series           | 203     | 277     | -20.3 | 3,767     | 4,597     | -18.1 |
| Chevy P Models & Mtr Hms   | 0       | 13      | ***.* | 0         | 73        | ***.* |
| Chevy W Series             | 172     | 104     | 79.8  | 1,722     | 1,462     | 17.8  |
| Express Cutaway/G Cut      | 1,741   | 1,546   | 22.4  | 15,447    | 12,163    | 27.0  |
| Express Panel/G Van        | 5,550   | 4,413   | 36.7  | 50,144    | 49,584    | 1.1   |
| Express/G Sportvan         | 549     | 727     | -17.9 | 11,319    | 12,128    | -6.7  |
| Kodiak 4/5 Series          | 255     | 0       | ***.* | 743       | 0         | ***.* |
| Kodiak 6/7/8 Series        | 16      | 0       | ***.* | 29        | 0         | ***.* |
| S/T Blazer                 | 4,903   | 7,987   | -33.3 | 81,196    | 124,401   | -34.7 |
| S/T Pickup                 | 8,791   | 10,430  | -8.4  | 119,277   | 124,904   | -4.5  |
| Tahoe                      | 10,502  | 16,320  | -30.1 | 160,465   | 144,506   | 11.0  |
| Tracker                    | 2,429   | 3,735   | -29.3 | 33,337    | 40,563    | -17.8 |
| TrailBlazer                | 13,040  | 12,752  | 11.2  | 178,248   | 55,687    | 220.1 |
| Venture                    | 4,937   | 6,210   | -13.6 | 68,172    | 69,177    | -1.5  |
| Avalanche                  | 6,224   | 7,639   | -11.4 | 70,254    | 23,073    | 204.5 |
| Silverado-C/K Pickup       | 42,257  | 56,872  | -19.2 | 480,158   | 502,343   | -4.4  |
| Chevrolet Fullsize Pickups | 48,481  | 64,511  | -18.3 | 550,412   | 525,416   | 4.8   |
| Chevrolet Total            | 113,543 | 146,483 | -15.7 | 1,430,255 | 1,320,226 | 8.3   |
| C/K Suburban(GMC)          | 0       | 3       | ***.* | 0         | 34        | ***.* |
| Envoy                      | 7,351   | 4,657   | 71.6  | 77,674    | 26,826    | 189.5 |
| GMC C/T Series             | 599     | 517     | 25.9  | 8,578     | 9,656     | -11.2 |
| GMC W Series               | 296     | 414     | -22.3 | 3,143     | 3,233     | -2.8  |
| P Models & Mtr Hms(GMC)    | 0       | 0       | ***.* | 0         | 15        | ***.* |
| S/T Jimmy                  | 19      | 928     | -97.8 | 919       | 28,688    | -96.8 |
| Safari (GMC)               | 724     | 1,097   | -28.3 | 11,118    | 14,900    | -25.4 |
| Savana Panel/G Classic     | 1,270   | 1,627   | -15.2 | 16,807    | 18,631    | -9.8  |
| Savana Special/G Cut       | 439     | 495     | -3.6  | 6,701     | 8,716     | -23.1 |
| Savana/Rally               | 122     | 159     | -16.6 | 2,037     | 1,968     | 3.5   |
| Sierra                     | 15,163  | 17,363  | -5.1  | 149,470   | 144,320   | 3.6   |
| Sonoma                     | 2,509   | 2,667   | 2.3   | 33,026    | 32,121    | 2.8   |
| Topkick 4/5 Series         | 115     | 0       | ***.* | 403       | 0         | ***.* |
| Topkick 6/7/8 Series       | 40      | 0       | ***.* | 49        | 0         | ***.* |
| Yukon                      | 3,688   | 5,732   | -30.1 | 55,518    | 54,676    | 1.5   |
| Yukon XL                   | 4,151   | 5,841   | -22.8 | 49,221    | 47,973    | 2.6   |
| GMC Total                  | 36,486  | 41,500  | -4.4  | 414,664   | 391,757   | 5.8   |
| HUMMER H1                  | 101     | 44      | 149.5 | 494       | 571       | -13.5 |
| HUMMER H2                  | 2,974   | 0       | ***.* | 7,422     | 0         | ***.* |
| HUMMER Total               | 3,075   | 44      | ***.* | 7,916     | 571       | ***.* |
| Bravada                    | 665     | 1,619   | -55.4 | 11,490    | 16,948    | -32.2 |
| Silhouette                 | 1,573   | 2,267   | -24.6 | 17,077    | 29,287    | -41.7 |
| Oldsmobile Total           | 2,238   | 3,886   | -37.4 | 28,567    | 46,235    | -38.2 |
| Other-Isuzu F Series       | 155     | 185     | -8.9  | 1,413     | 1,715     | -17.6 |
| Other-Isuzu N Series       | 825     | 839     | 6.9   | 8,595     | 10,141    | -15.2 |
| Other-Isuzu Total          | 980     | 1,024   | 4.0   | 10,008    | 11,856    | -15.6 |
| Aztek                      | 1,176   | 1,877   | -31.9 | 22,424    | 22,018    | 1.8   |
| Montana                    | 3,661   | 3,501   | 13.7  | 36,414    | 38,895    | -6.4  |

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|                                                     |         |         |       |           |           |       |
|-----------------------------------------------------|---------|---------|-------|-----------|-----------|-------|
| Pontiac Total                                       | 4,837   | 5,378   | -2.2  | 58,838    | 60,913    | -3.4  |
| VUE                                                 | 5,558   | 0       | ***.* | 42,660    | 0         | ***.* |
| Saturn Total                                        | 5,558   | 0       | ***.* | 42,660    | 0         | ***.* |
| GM Total                                            | 173,823 | 205,710 | -8.2  | 2,076,358 | 1,866,330 | 11.3  |
| GM TRUCK Deliveries by Production Source            |         |         |       |           |           |       |
| GM North America *                                  | 172,767 | 204,713 | -8.3  | 2,065,630 | 1,854,706 | 11.4  |
| GM Import                                           | 1,056   | 997     | 15.1  | 10,728    | 11,624    | -7.7  |
| GM Total                                            | 173,823 | 205,710 | -8.2  | 2,076,358 | 1,866,330 | 11.3  |
| GM Light Duty Truck Deliveries by Production Source |         |         |       |           |           |       |
| GM North America *                                  | 171,147 | 203,361 | -8.5  | 2,047,916 | 1,835,438 | 11.6  |
| GM Import                                           | 0       | 0       | ***.* | 0         | 0         | ***.* |
| GM Total                                            | 171,147 | 203,361 | -8.5  | 2,047,916 | 1,835,438 | 11.6  |

\* Includes U.S./Canada/Mexico

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

|                                                                       | (1)     | September |                 | Calendar Year-to-Date<br>January - September |           |       |
|-----------------------------------------------------------------------|---------|-----------|-----------------|----------------------------------------------|-----------|-------|
|                                                                       | 2002    | 2001      | %Chg<br>per S/D | 2002                                         | 2001      | % Chg |
| Selling Days (S/D)                                                    | 23      | 25        |                 |                                              |           |       |
| GM TRUCK Deliveries by Production Source and Marketing Division       |         |           |                 |                                              |           |       |
| Buick Total                                                           | 3,227   | 4,565     | -23.2           | 47,436                                       | 14,943    | 217.4 |
| Cadillac Total                                                        | 3,879   | 2,830     | 49.0            | 36,014                                       | 19,829    | 81.6  |
| Chevrolet Total                                                       | 113,430 | 146,403   | -15.8           | 1,429,108                                    | 1,319,216 | 8.3   |
| GMC Total                                                             | 36,275  | 41,307    | -4.5            | 412,565                                      | 389,925   | 5.8   |
| HUMMER Total                                                          | 3,075   | 44        | ***.*           | 7,916                                        | 571       | ***.* |
| Oldsmobile Total                                                      | 2,238   | 3,886     | -37.4           | 28,567                                       | 46,235    | -38.2 |
| Other-Isuzu Total                                                     | 248     | 300       | -10.1           | 2,526                                        | 3,074     | -17.8 |
| Pontiac Total                                                         | 4,837   | 5,378     | -2.2            | 58,838                                       | 60,913    | -3.4  |
| Saturn Total                                                          | 5,558   | 0         | ***.*           | 42,660                                       | 0         | ***.* |
| GM North America<br>Total*                                            | 172,767 | 204,713   | -8.3            | 2,065,630                                    | 1,854,706 | 11.4  |
| Chevrolet Total                                                       | 113     | 80        | 53.5            | 1,147                                        | 1,010     | 13.6  |
| GMC Total                                                             | 211     | 193       | 18.8            | 2,099                                        | 1,832     | 14.6  |
| Other-Isuzu Total                                                     | 732     | 724       | 9.9             | 7,482                                        | 8,782     | -14.8 |
| GM Import Total                                                       | 1,056   | 997       | 15.1            | 10,728                                       | 11,624    | -7.7  |
| GM Light Truck Deliveries by Production Source and Marketing Division |         |           |                 |                                              |           |       |
| Buick Total                                                           | 3,227   | 4,565     | -23.2           | 47,436                                       | 14,943    | 217.4 |
| Cadillac Total                                                        | 3,879   | 2,830     | 49.0            | 36,014                                       | 19,829    | 81.6  |



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|                            |         |         |       |           |           |       |
|----------------------------|---------|---------|-------|-----------|-----------|-------|
| Chevrolet Total            | 112,897 | 146,089 | -16.0 | 1,423,994 | 1,314,094 | 8.4   |
| GMC Total                  | 35,436  | 40,569  | -5.1  | 402,491   | 378,853   | 6.2   |
| HUMMER Total               | 3,075   | 44      | ***.* | 7,916     | 571       | ***.* |
| Oldsmobile Total           | 2,238   | 3,886   | -37.4 | 28,567    | 46,235    | -38.2 |
| Pontiac Total              | 4,837   | 5,378   | -2.2  | 58,838    | 60,913    | -3.4  |
| Saturn Total               | 5,558   | 0       | ***.* | 42,660    | 0         | ***.* |
| GM North America<br>Total* | 171,147 | 203,361 | -8.5  | 2,047,916 | 1,835,438 | 11.6  |

## GM Light Truck Deliveries by Marketing Division

|                  |         |         |       |           |           |       |
|------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total      | 3,227   | 4,565   | -23.2 | 47,436    | 14,943    | 217.4 |
| Cadillac Total   | 3,879   | 2,830   | 49.0  | 36,014    | 19,829    | 81.6  |
| Chevrolet Total  | 112,897 | 146,089 | -16.0 | 1,423,994 | 1,314,094 | 8.4   |
| GMC Total        | 35,436  | 40,569  | -5.1  | 402,491   | 378,853   | 6.2   |
| HUMMER Total     | 3,075   | 44      | ***.* | 7,916     | 571       | ***.* |
| Oldsmobile Total | 2,238   | 3,886   | -37.4 | 28,567    | 46,235    | -38.2 |
| Pontiac Total    | 4,837   | 5,378   | -2.2  | 58,838    | 60,913    | -3.4  |
| Saturn Total     | 5,558   | 0       | ***.* | 42,660    | 0         | ***.* |
| GM Total         | 171,147 | 203,361 | -8.5  | 2,047,916 | 1,835,438 | 11.6  |

\* Includes US/Canada/Mexico

## GM Production Schedule - 10/1/02

| GMNA                      |      |        |       |       |        |      |                    |              |              |
|---------------------------|------|--------|-------|-------|--------|------|--------------------|--------------|--------------|
| Units 000s                | Car* | Truck* | Total | GME** | GMLAAM | GMAP | Total<br>Worldwide | Memo:<br>Car | JV*<br>Truck |
| 2002 Q3 #                 | 567  | 740    | 1,307 | 412   | 133    | 89   | 1,941              | 19           | 20           |
| O/(U) prior<br>forecast:@ | 6    | 16     | 22    | (4)   | (1)    | 4    | 21                 | 0            | 0            |
| 2002 Q4 #                 | 591  | 798    | 1,389 | 472   | 155    | 74   | 2,090              | 13           | 24           |
| O/(U) prior<br>forecast:@ | 0    | 0      | 0     | 7     | 7      | 1    | 15                 | 0            | 0            |

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

# Edgar Filing: GENERAL MOTORS CORP - Form 8-K

|            |       |       |       |       |       |     |       |     |    |
|------------|-------|-------|-------|-------|-------|-----|-------|-----|----|
| CY         | 2,960 | 2,913 | 5,873 | 2,014 | 412   | 157 | 8,456 | 82  | 56 |
| 2000       |       |       |       |       |       |     |       |     |    |
| 1st Qtr.   | 746   | 775   | 1,521 | 572   | 118   | 40  | 2,251 | 24  | 13 |
| 2nd Qtr.   | 787   | 781   | 1,568 | 534   | 140   | 45  | 2,287 | 19  | 17 |
| 3rd Qtr.   | 689   | 630   | 1,319 | 374   | 151   | 53  | 1,897 | 16  | 18 |
| 4th Qtr.   | 670   | 694   | 1,364 | 513   | 135   | 47  | 2,059 | 18  | 17 |
|            | ----- | ----- | ----- | ----- | ----- | --- | ----- | --  | -- |
| CY         | 2,892 | 2,880 | 5,772 | 1,993 | 544   | 185 | 8,494 | 77  | 65 |
| 2001       |       |       |       |       |       |     |       |     |    |
| 1st Qtr.   | 581   | 633   | 1,214 | 538   | 138   | 51  | 1,941 | 918 | 9  |
| 2nd Qtr.   | 638   | 726   | 1,364 | 491   | 165   | 64  | 2,084 | 13  | 16 |
| 3rd Qtr.   | 573   | 665   | 1,238 | 373   | 146   | 74  | 1,832 | 11  | 15 |
| 4th Qtr.   | 573   | 721   | 1,294 | 441   | 127   | 67  | 1,929 | 9   | 16 |
|            | ----- | ----- | ----- | ----- | ----- | --- | ----- | --  | -- |
| CY         | 2,365 | 2,745 | 5,110 | 1,842 | 575   | 256 | 7,786 | 46  | 61 |
| 2002       |       |       |       |       |       |     |       |     |    |
| 1st Qtr.   | 600   | 753   | 1,353 | 456   | 131   | 65  | 2,005 | 12  | 11 |
| 2nd Qtr.   | 688   | 865   | 1,553 | 453   | 141   | 74  | 2,221 | 15  | 17 |
| 3rd Qtr. # | 567   | 740   | 1,307 | 412   | 133   | 89  | 1,941 | 19  | 20 |
| 4th Qtr. # | 591   | 798   | 1,389 | 472   | 155   | 74  | 2,090 | 13  | 24 |
|            | ----- | ----- | ----- | ----- | ----- | --- | ----- | --  | -- |
| CY #       | 2,446 | 3,156 | 5,602 | 1,793 | 560   | 302 | 8,257 | 59  | 72 |

@ Numbers may vary due to rounding

\* JOINT VENTURE - NUMMI units included in U.S. Car, HUMMER in U.S. Truck, CAMI units included in Canada Car and Truck figures.

\*\* GME Production includes Saab back to 1999

# Denotes estimate

Note: Beginning with Q1 2001, a reclassification has been made in the International regions to count vehicles as production in the region of final assembly. 1999 and 2000 data has been adjusted to reflect this reclassification.

This report is governed by the Safe Harbor language found in the Terms and Conditions on the GM Institutional Investor website.

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

GENERAL MOTORS CORPORATION

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October 1, 2002

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By

/s/Peter R. Bible

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(Peter R. Bible,  
Chief Accounting Officer)

