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GENERAL MOTORS CORP
Form 8-K
February 03, 2003

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

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

Date of Report
(Date of earliest event reported) February 3, 2003

GENERAL MOTORS CORPORATION

(Exact name of registrant as specified in its charter)

| | | |
|---|--|--|
| STATE OF DELAWARE ----- (State or other jurisdiction of incorporation) | 1-143 ----- (Commission File Number) | 38-0572515 ----- (I.R.S. Employer Identification No.) |
|---|--|--|

| | |
|--|-----------------------------------|
| 300 Renaissance Center, Detroit, Michigan ----- (Address of principal executive offices) | 48265-3000 ----- (Zip Code) |
|--|-----------------------------------|

Registrant's telephone number, including area code (313) 556-5000

ITEM 5. OTHER ITEMS

On February 3, 2003, General Motors Corporation (GM) issued a news release announcing January sales. The release is as follows:

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GM Reports January Sales of 293,086, Down 2 Percent
Cadillac Continues Resurgence With 23 Percent Increase
GM Announces January Production Results, Q1 Production Forecast Unchanged

Detroit - General Motors Corp. dealers sold 293,086 new cars and trucks in January in the United States, a 2 percent decrease versus January 2002. GM's overall car sales (144,475) were up 24 percent, while truck sales (148,611) declined 19 percent.

"Considering GM's very strong performance in December, our January results were in line with our expectations," said John Smith, group vice president of North America Vehicle Sales, Service and Marketing. "However, with our industry leading lineup of trucks, a revitalized Cadillac division, and exciting new products coming into showrooms this year, we're confident that we will continue the market leadership we've established in key segments of the business."

GM Truck Sales

GM truck sales (148,611) declined 19 percent in January, due in part to record December sales and some constrained inventories. Total January utility vehicle sales for GM (67,496) decreased 15 percent from last year. GM's midsize utility sales for the month were 35,174, a decrease of 8 percent, and full-size utility sales (25,844) declined 27 percent.

GM Car Sales

GM car sales (144,475) were up 24 percent over last January. Cadillac, Pontiac and Saturn cars posted solid retail gains over last January of 43 percent, 10 percent and 21 percent respectively. GM's low partition cars posted a 17 percent gain over last year on the strength of Chevrolet Cavalier (16,992), Pontiac Vibe (5,070) and the new Saturn ION (5,386). Other GM cars which had solid sales in January include the Saab 9-3 (up 73 percent), Saab 9-5 (up 42 percent), and the Chevrolet Impala (up 31 percent).

Certified Used Vehicles

GM's industry-leading certified car program sold approximately 37,875 total certified used vehicles in January, including the Cadillac, Saturn and Saab certified brands. The GM Certified Used Vehicle brand alone posted another solid month, selling 32,117 units. "Thanks to the efforts of GM dealers, GMAC and the entire VSSM organization, GM became the industry leader in certified used vehicles in 2002," said Smith. "We fully expect to build on that success and continue to grow the certified used business in 2003."

GM Announces January Production Results, Q1 2003 Production Forecast

Unchanged

In January, GM produced 484,000 vehicles (216,000 cars and 268,000 trucks) in North America, compared to 409,000 vehicles (179,000 cars and 230,000 trucks) produced in January 2002. (Production totals include joint venture production of 15,000 vehicles in January 2003 and 5,000 vehicles in January 2002.)

In addition, GM's 2003 first-quarter production forecast for North America remains unchanged at 1.43 million units (584,000 cars and 846,000 trucks). In the first quarter of 2002, GM North America produced 1.353 million vehicles (600,000 cars, 753,000 trucks).

GM also announced current production forecasts for the first quarter of 2003 for its international regions:

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GM Europe - The region's current first-quarter production forecast is 496,000 units, up 6,000 vehicles from last month's forecast.

GM Asia Pacific - GM Asia Pacific's current first-quarter forecast remains unchanged at 72,000 vehicles.

GM Latin America, Africa and the Middle East - The region's current first-quarter production forecast is 127,000 units, down 11,000 units from last month's guidance.

###

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:

| | January | | | Calendar Year-to-Date January - January | | | |
|---------------------|------------------------|---------|---------|--|---------|---------|------------------|
| | Curr S/D: Prev S/D: | 2003 | 2002 | % Chg per S/D | 2003 | 2002 | % Chg per S/D |
| Vehicle Total | 25 25 | 293,086 | 299,634 | -2.2 | 293,086 | 299,634 | -2.2 |
| Car Total | | 144,475 | 116,633 | 23.9 | 144,475 | 116,633 | 23.9 |
| Truck Total | | 148,611 | 183,001 | -18.8 | 148,611 | 183,001 | -18.8 |
| Light Truck Total | | 146,562 | 180,706 | -18.9 | 146,562 | 180,706 | -18.9 |
| Light Vehicle Total | | 291,037 | 297,339 | -2.1 | 291,037 | 297,339 | -2.1 |

Market Division
Vehicle Total

| | January | Calendar Year-to-Date January - January |
|--|---------|--|
| | % Chg | % Chg |
| | | |

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| | 2003 | 2002 | per S/D | 2003 | 2002 | per S/D |
|---------------|---------|---------|---------|---------|---------|---------|
| Buick | 29,692 | 19,335 | 53.6 | 29,692 | 19,335 | 53.6 |
| Cadillac | 14,054 | 11,442 | 22.8 | 14,054 | 11,442 | 22.8 |
| Chevrolet | 149,257 | 181,148 | -17.6 | 149,257 | 181,148 | -17.6 |
| GMC | 28,207 | 35,040 | -19.5 | 28,207 | 35,040 | -19.5 |
| HUMMER | 2,857 | 52 | ***.* | 2,857 | 52 | ***.* |
| Oldsmobile | 9,058 | 11,058 | -18.1 | 9,058 | 11,058 | -18.1 |
| Other - Isuzu | 756 | 774 | -2.3 | 756 | 774 | -2.3 |
| Pontiac | 35,636 | 25,212 | 41.3 | 35,636 | 25,212 | 41.3 |
| Saab | 2,551 | 1,575 | 62.0 | 2,551 | 1,575 | 62.0 |
| Saturn | 21,018 | 13,998 | 50.2 | 21,018 | 13,998 | 50.2 |

Sales of Domestically Produced Vehicles

| | | | | | | |
|-------------|---------|---------|-------|---------|---------|-------|
| Car | 141,922 | 115,003 | 23.4 | 141,922 | 115,003 | 23.4 |
| Light Truck | 146,562 | 180,706 | -18.9 | 146,562 | 180,706 | -18.9 |

Twenty-five selling days for the January period this year and twenty-five for last year.

*American Isuzu Motors, Inc. dealer sales of commercial vehicle distributed by General Motors Corporation as reported to General Motors by American Isuzu Motors, Inc.

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

| | (1) | January | | Calendar Year-to-Date January - January | | |
|--------------------|--------|---------|-------|--|--------|-------|
| | | 2003 | 2002 | % Chg per S/D | 2003 | 2002 |
| Selling Days (S/D) | 25 | 25 | | | | |
| Century | 13,820 | 5,047 | 173.8 | 13,820 | 5,047 | 173.8 |
| LeSabre | 6,941 | 7,390 | -6.1 | 6,941 | 7,390 | -6.1 |
| Park Avenue | 1,660 | 1,533 | 8.3 | 1,660 | 1,533 | 8.3 |
| Regal | 1,298 | 1,479 | -12.2 | 1,298 | 1,479 | -12.2 |
| Riviera | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Buick Total | 23,719 | 15,449 | 53.5 | 23,719 | 15,449 | 53.5 |
| | | | | | 0 | |
| Catera | 2 | 55 | -96.4 | 2 | 55 | -96.4 |
| CTS | 2,816 | 224 | ***.* | 2,816 | 224 | ***.* |
| DeVille | 5,940 | 5,759 | 3.1 | 5,940 | 5,759 | 3.1 |
| Eldorado | 72 | 470 | -84.7 | 72 | 470 | -84.7 |
| Seville | 2,387 | 1,581 | 51.0 | 2,387 | 1,581 | 51.0 |
| Cadillac Total | 11,217 | 8,089 | 38.7 | 11,217 | 8,089 | 38.7 |
| Camaro | 211 | 2,052 | -89.7 | 211 | 2,052 | -89.7 |
| Cavalier | 16,992 | 15,471 | 9.8 | 16,992 | 15,471 | 9.8 |
| Corvette | 1,468 | 2,443 | -39.9 | 1,468 | 2,443 | -39.9 |
| Impala | 16,735 | 12,724 | 31.5 | 16,735 | 12,724 | 31.5 |
| Lumina | 0 | 1 | ***.* | 0 | 1 | ***.* |

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| | | | | | | |
|-----------------|--------|--------|-------|--------|--------|-------|
| Malibu | 11,234 | 10,879 | 3.3 | 11,234 | 10,879 | 3.3 |
| Metro | 0 | 2 | ***.* | 0 | 2 | ***.* |
| Monte Carlo | 4,146 | 4,155 | -0.2 | 4,146 | 4,155 | -0.2 |
| Prizm | -1 | 1,881 | ***.* | -1 | 1,881 | ***.* |
| Chevrolet Total | 50,785 | 49,608 | 2.4 | 50,785 | 49,608 | 2.4 |

| | | | | | | |
|------------------|-------|-------|-------|-------|-------|-------|
| Alero | 6,936 | 7,241 | -4.2 | 6,936 | 7,241 | -4.2 |
| Aurora | 314 | 534 | -41.2 | 314 | 534 | -41.2 |
| Cutlass | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Eighty Eight | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Intrigue | 128 | 928 | -86.2 | 128 | 928 | -86.2 |
| Oldsmobile Total | 7,378 | 8,703 | -15.2 | 7,378 | 8,703 | -15.2 |

| | | | | | | |
|---------------|--------|--------|-------|--------|--------|-------|
| Bonneville | 1,346 | 1,795 | -25.0 | 1,346 | 1,795 | -25.0 |
| Firebird | 185 | 1,492 | -87.6 | 185 | 1,492 | -87.6 |
| Grand Am | 12,029 | 9,230 | 30.3 | 12,029 | 9,230 | 30.3 |
| Grand Prix | 9,889 | 4,697 | 110.5 | 9,889 | 4,697 | 110.5 |
| Sunfire | 3,378 | 4,672 | -27.7 | 3,378 | 4,672 | -27.7 |
| Vibe | 5,070 | 33 | ***.* | 5,070 | 33 | ***.* |
| Pontiac Total | 31,897 | 21,919 | 45.5 | 31,897 | 21,919 | 45.5 |

| | | | | | | |
|------------|-------|-------|------|-------|-------|------|
| 9-3 | 1,779 | 1,030 | 72.7 | 1,779 | 1,030 | 72.7 |
| 9-5 | 772 | 545 | 41.7 | 772 | 545 | 41.7 |
| Saab Total | 2,551 | 1,575 | 62.0 | 2,551 | 1,575 | 62.0 |

| | | | | | | |
|-----------------|--------|--------|-------|--------|--------|-------|
| ION | 5,386 | 0 | ***.* | 5,386 | 0 | ***.* |
| Saturn L Series | 8,757 | 4,517 | 93.9 | 8,757 | 4,517 | 93.9 |
| Saturn S Series | 2,785 | 6,773 | -58.9 | 2,785 | 6,773 | -58.9 |
| Saturn Total | 16,928 | 11,290 | 49.9 | 16,928 | 11,290 | 49.9 |

| | | | | | | |
|----------|---------|---------|------|---------|---------|------|
| GM Total | 144,475 | 116,633 | 23.9 | 144,475 | 116,633 | 23.9 |
|----------|---------|---------|------|---------|---------|------|

GM Car Deliveries by Production Source

| | | | | | | |
|--------------------|---------|---------|------|---------|---------|------|
| GM North America * | 141,922 | 115,003 | 23.4 | 141,922 | 115,003 | 23.4 |
| GM Import | 2,553 | 1,630 | 56.6 | 2,553 | 1,630 | 56.6 |
| GM Total | 144,475 | 116,633 | 23.9 | 144,475 | 116,633 | 23.9 |

* Includes U.S./Canada/Mexico

2-1P

GM Car Deliveries - (United States)
January 2003

| (1) | January | | Calendar Year-to-Date January - January | | | |
|--------------------|---------|------|--|------|------|------------------|
| | 2003 | 2002 | % Chg per S/D | 2003 | 2002 | % Chg per S/D |
| Selling Days (S/D) | 25 | 25 | | | | |

GM Car Deliveries by Production Source and Marketing Division

| | | | | | | |
|-------------|--------|--------|------|--------|--------|------|
| Buick Total | 23,719 | 15,449 | 53.5 | 23,719 | 15,449 | 53.5 |
|-------------|--------|--------|------|--------|--------|------|

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| | | | | | | |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Cadillac Total | 11,215 | 8,034 | 39.6 | 11,215 | 8,034 | 39.6 |
| Chevrolet Total | 50,785 | 49,608 | 2.4 | 50,785 | 49,608 | 2.4 |
| Oldsmobile Total | 7,378 | 8,703 | -15.2 | 7,378 | 8,703 | -15.2 |
| Pontiac Total | 31,897 | 21,919 | 45.5 | 31,897 | 21,919 | 45.5 |
| Saturn Total | 16,928 | 11,290 | 49.9 | 16,928 | 11,290 | 49.9 |
| GM North America Total* | 141,922 | 115,003 | 23.4 | 141,922 | 115,003 | 23.4 |

| | | | | | | |
|-----------------|-------|-------|-------|-------|-------|-------|
| Cadillac Total | 2 | 55 | -96.4 | 2 | 55 | -96.4 |
| Saab Total | 2,551 | 1,575 | 62.0 | 2,551 | 1,575 | 62.0 |
| GM Import Total | 2,553 | 1,630 | 56.6 | 2,553 | 1,630 | 56.6 |

GM Vehicle Deliveries by Marketing Division

| | | | | | | |
|-------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 29,692 | 19,335 | 53.6 | 29,692 | 19,335 | 53.6 |
| Cadillac Total | 14,054 | 11,442 | 22.8 | 14,054 | 11,442 | 22.8 |
| Chevrolet Total | 149,257 | 181,148 | -17.6 | 149,257 | 181,148 | -17.6 |
| GMC Total | 28,207 | 35,040 | -19.5 | 28,207 | 35,040 | -19.5 |
| HUMMER Total | 2,857 | 52 | ***.* | 2,857 | 52 | ***.* |
| Oldsmobile Total | 9,058 | 11,058 | -18.1 | 9,058 | 11,058 | -18.1 |
| Other-Isuzu Total | 756 | 774 | -2.3 | 756 | 774 | -2.3 |
| Pontiac Total | 35,636 | 25,212 | 41.3 | 35,636 | 25,212 | 41.3 |
| Saab Total | 2,551 | 1,575 | 62.0 | 2,551 | 1,575 | 62.0 |
| Saturn Total | 21,018 | 13,998 | 50.2 | 21,018 | 13,998 | 50.2 |
| GM Total | 293,086 | 299,634 | -2.2 | 293,086 | 299,634 | -2.2 |

* Includes US/Canada/Mexico

3-1P

GM Truck Deliveries - (United States)
January 2003

| | (1) | | Calendar Year-to-Date | | | |
|--------------------------|---------|--------|-----------------------|-------|--------|------------------|
| | January | | January - January | | | |
| | 2003 | 2002 | % Chg per S/D | 2003 | 2002 | % Chg per S/D |
| Selling Days (S/D) | 25 | 25 | | | | |
| Rendezvous | 5,973 | 3,886 | 53.7 | 5,973 | 3,886 | 53.7 |
| Total Buick | 5,973 | 3,886 | 53.7 | 5,973 | 3,886 | 53.7 |
| Escalade | 1,796 | 2,638 | -31.9 | 1,796 | 2,638 | -31.9 |
| Escalade ESV | 380 | 0 | ***.* | 380 | 0 | ***.* |
| Escalade EXT | 661 | 715 | -7.6 | 661 | 715 | -7.6 |
| Total Cadillac | 2,837 | 3,353 | -15.4 | 2,837 | 3,353 | -15.4 |
| Astro | 2,040 | 2,814 | -27.5 | 2,040 | 2,814 | -27.5 |
| C/K Suburban (Chevy) | 6,110 | 9,590 | -36.3 | 6,110 | 9,590 | -36.3 |
| Chevy C/T Series | 97 | 418 | -76.8 | 97 | 418 | -76.8 |
| Chevy P Models & Mtr Hms | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Chevy W Series | 131 | 190 | -31.1 | 131 | 190 | -31.1 |
| Express Cutaway/G Cut | 942 | 1,149 | -18.0 | 942 | 1,149 | -18.0 |
| Express Panel/G Van | 3,457 | 4,046 | -14.6 | 3,457 | 4,046 | -14.6 |
| Express/G Sportvan | 819 | 487 | 68.2 | 819 | 487 | 68.2 |
| Kodiak 4/5 Series | 335 | 0 | ***.* | 335 | 0 | ***.* |
| Kodiak 6/7/8 Series | 105 | 0 | ***.* | 105 | 0 | ***.* |
| S/T Blazer | 3,900 | 7,729 | -49.5 | 3,900 | 7,729 | -49.5 |
| S/T Pickup | 9,823 | 9,387 | 4.6 | 9,823 | 9,387 | 4.6 |
| Tahoe | 8,598 | 13,974 | -38.5 | 8,598 | 13,974 | -38.5 |

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|-------------|--------|--------|-------|--------|--------|-------|
| Tracker | 2,388 | 2,999 | -20.4 | 2,388 | 2,999 | -20.4 |
| TrailBlazer | 15,663 | 17,411 | -10.0 | 15,663 | 17,411 | -10.0 |
| Venture | 4,447 | 3,528 | 26.0 | 4,447 | 3,528 | 26.0 |

| | | | | | | |
|-------------------------------|--------|---------|-------|--------|---------|-------|
| Avalanche | 3,529 | 6,634 | -46.8 | 3,529 | 6,634 | -46.8 |
| Silverado-C/K Pickup | 36,088 | 51,184 | -29.5 | 36,088 | 51,184 | -29.5 |
| Chevrolet Fullsize Pickups | 39,617 | 57,818 | -31.5 | 39,617 | 57,818 | -31.5 |
| Chevrolet Total | 98,472 | 131,540 | -25.1 | 98,472 | 131,540 | -25.1 |

| | | | | | | |
|-------------------------|--------|--------|-------|--------|--------|-------|
| C/K Suburban(GMC) | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Envoy | 6,985 | 6,008 | 16.3 | 6,985 | 6,008 | 16.3 |
| GMC C/T Series | 159 | 693 | -77.1 | 159 | 693 | -77.1 |
| GMC W Series | 221 | 220 | 0.5 | 221 | 220 | 0.5 |
| P Models & Mtr Hms(GMC) | 0 | 0 | ***.* | 0 | 0 | ***.* |
| S/T Jimmy | 7 | 231 | -97.0 | 7 | 231 | -97.0 |
| Safari (GMC) | 833 | 780 | 6.8 | 833 | 780 | 6.8 |
| Savana Panel/G Classic | 961 | 1,270 | -24.3 | 961 | 1,270 | -24.3 |
| Savana Special/G Cut | 432 | 378 | 14.3 | 432 | 378 | 14.3 |
| Savana/Rally | 132 | 112 | 17.9 | 132 | 112 | 17.9 |
| Sierra | 9,947 | 13,610 | -26.9 | 9,947 | 13,610 | -26.9 |
| Sonoma | 2,182 | 2,499 | -12.7 | 2,182 | 2,499 | -12.7 |
| Topkick 4/5 Series | 138 | 0 | ***.* | 138 | 0 | ***.* |
| Topkick 6/7/8 Series | 107 | 0 | ***.* | 107 | 0 | ***.* |
| Yukon | 3,555 | 5,292 | -32.8 | 3,555 | 5,292 | -32.8 |
| Yukon XL | 2,548 | 3,947 | -35.4 | 2,548 | 3,947 | -35.4 |
| GMC Total | 28,207 | 35,040 | -19.5 | 28,207 | 35,040 | -19.5 |

| | | | | | | |
|--------------|-------|----|-------|-------|----|-------|
| HUMMER H1 | 47 | 52 | -9.6 | 47 | 52 | -9.6 |
| HUMMER H2 | 2,810 | 0 | ***.* | 2,810 | 0 | ***.* |
| HUMMER Total | 2,857 | 52 | ***.* | 2,857 | 52 | ***.* |

| | | | | | | |
|------------------|-------|-------|-------|-------|-------|-------|
| Bravada | 716 | 1,354 | -47.1 | 716 | 1,354 | -47.1 |
| Silhouette | 964 | 1,001 | -3.7 | 964 | 1,001 | -3.7 |
| Oldsmobile Total | 1,680 | 2,355 | -28.7 | 1,680 | 2,355 | -28.7 |

| | | | | | | |
|----------------------|-----|-----|-------|-----|-----|-------|
| Other-Isuzu F Series | 102 | 124 | -17.7 | 102 | 124 | -17.7 |
| Other-Isuzu N Series | 654 | 650 | 0.6 | 654 | 650 | 0.6 |
| Other-Isuzu Total | 756 | 774 | -2.3 | 756 | 774 | -2.3 |

| | | | | | | |
|---------------|-------|-------|------|-------|-------|------|
| Aztek | 1,930 | 1,521 | 26.9 | 1,930 | 1,521 | 26.9 |
| Montana | 1,809 | 1,772 | 2.1 | 1,809 | 1,772 | 2.1 |
| Pontiac Total | 3,739 | 3,293 | 13.5 | 3,739 | 3,293 | 13.5 |

| | | | | | | |
|--------------|-------|-------|------|-------|-------|------|
| VUE | 4,090 | 2,708 | 51.0 | 4,090 | 2,708 | 51.0 |
| Saturn Total | 4,090 | 2,708 | 51.0 | 4,090 | 2,708 | 51.0 |

| | | | | | | |
|----------|---------|---------|-------|---------|---------|-------|
| GM Total | 148,611 | 183,001 | -18.8 | 148,611 | 183,001 | -18.8 |
|----------|---------|---------|-------|---------|---------|-------|

GM TRUCK Deliveries by Production Source

| | | | | | | |
|--------------------|---------|---------|-------|---------|---------|-------|
| GM North America * | 147,747 | 182,144 | -18.9 | 147,747 | 182,144 | -18.9 |
|--------------------|---------|---------|-------|---------|---------|-------|

| | | | | | | |
|-----------|-----|-----|-----|-----|-----|-----|
| GM Import | 864 | 857 | 0.8 | 864 | 857 | 0.8 |
|-----------|-----|-----|-----|-----|-----|-----|

| | | | | | | |
|----------|---------|---------|-------|---------|---------|-------|
| GM Total | 148,611 | 183,001 | -18.8 | 148,611 | 183,001 | -18.8 |
|----------|---------|---------|-------|---------|---------|-------|

GM Light Duty Truck Deliveries by Production Source

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| | | | | | | |
|--------------------|---------|---------|-------|---------|---------|-------|
| GM North America * | 146,562 | 180,706 | -18.9 | 146,562 | 180,706 | -18.9 |
| GM Import | 0 | 0 | ***.* | 0 | 0 | ***.* |
| GM Total | 146,562 | 180,706 | -18.9 | 146,562 | 180,706 | -18.9 |

* Includes U.S./Canada/Mexico

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

| | (1) | | Calendar Year-to-Date | | | |
|--------------------|---------|------|-----------------------|------|------|------------------|
| | January | | January - January | | | |
| | 2003 | 2002 | % Chg per S/D | 2003 | 2002 | % Chg per S/D |
| Selling Days (S/D) | 25 | 25 | | | | |

GM TRUCK Deliveries by Production Source and Marketing Division

| | | | | | | |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 5,973 | 3,886 | 53.7 | 5,973 | 3,886 | 53.7 |
| Cadillac Total | 2,837 | 3,353 | -15.4 | 2,837 | 3,353 | -15.4 |
| Chevrolet Total | 98,380 | 131,410 | -25.1 | 98,380 | 131,410 | -25.1 |
| GMC Total | 28,042 | 34,881 | -19.6 | 28,042 | 34,881 | -19.6 |
| HUMMER Total | 2,857 | 52 | ***.* | 2,857 | 52 | ***.* |
| Oldsmobile Total | 1,680 | 2,355 | -28.7 | 1,680 | 2,355 | -28.7 |
| Other-Isuzu Total | 149 | 206 | -27.7 | 149 | 206 | -27.7 |
| Pontiac Total | 3,739 | 3,293 | 13.5 | 3,739 | 3,293 | 13.5 |
| Saturn Total | 4,090 | 2,708 | 51.0 | 4,090 | 2,708 | 51.0 |
| GM North America Total* | 147,747 | 182,144 | -18.9 | 147,747 | 182,144 | -18.9 |
| Chevrolet Total | 92 | 130 | -29.2 | 92 | 130 | -29.2 |
| GMC Total | 165 | 159 | 3.8 | 165 | 159 | 3.8 |
| Other-Isuzu Total | 607 | 568 | 6.9 | 607 | 568 | 6.9 |
| GM Import Total | 864 | 857 | 0.8 | 864 | 857 | 0.8 |

GM Light Truck Deliveries by Production Source and Marketing Division

| | | | | | | |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 5,973 | 3,886 | 53.7 | 5,973 | 3,886 | 53.7 |
| Cadillac Total | 2,837 | 3,353 | -15.4 | 2,837 | 3,353 | -15.4 |
| Chevrolet Total | 97,804 | 130,932 | -25.3 | 97,804 | 130,932 | -25.3 |
| GMC Total | 27,582 | 34,127 | -19.2 | 27,582 | 34,127 | -19.2 |
| HUMMER Total | 2,857 | 52 | ***.* | 2,857 | 52 | ***.* |
| Oldsmobile Total | 1,680 | 2,355 | -28.7 | 1,680 | 2,355 | -28.7 |
| Pontiac Total | 3,739 | 3,293 | 13.5 | 3,739 | 3,293 | 13.5 |
| Saturn Total | 4,090 | 2,708 | 51.0 | 4,090 | 2,708 | 51.0 |
| GM North America Total* | 146,562 | 180,706 | -18.9 | 146,562 | 180,706 | -18.9 |

GM Light Truck Deliveries by Marketing Division

| | | | | | | |
|-----------------|--------|---------|-------|--------|---------|-------|
| Buick Total | 5,973 | 3,886 | 53.7 | 5,973 | 3,886 | 53.7 |
| Cadillac Total | 2,837 | 3,353 | -15.4 | 2,837 | 3,353 | -15.4 |
| Chevrolet Total | 97,804 | 130,932 | -25.3 | 97,804 | 130,932 | -25.3 |
| GMC Total | 27,582 | 34,127 | -19.2 | 27,582 | 34,127 | -19.2 |
| HUMMER Total | 2,857 | 52 | ***.* | 2,857 | 52 | ***.* |

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| | | | | | | |
|------------------|---------|---------|-------|---------|---------|-------|
| Oldsmobile Total | 1,680 | 2,355 | -28.7 | 1,680 | 2,355 | -28.7 |
| Pontiac Total | 3,739 | 3,293 | 13.5 | 3,739 | 3,293 | 13.5 |
| Saturn Total | 4,090 | 2,708 | 51.0 | 4,090 | 2,708 | 51.0 |
| GM Total | 146,562 | 180,706 | -18.9 | 146,562 | 180,706 | -18.9 |

* Includes US/Canada/Mexico

GM Production Schedule - 02/03/03

| Units 000s | GMNA | | | GME** | GMLAAM | GMAP | Total Worldwide | Memo: Car | JV* Truck |
|---------------------------|-------|--------|-------|-------|--------|------|--------------------|--------------|--------------|
| | Car* | Truck* | Total | | | | | | |
| 2003 Q1 | 584 | 846 | 1,430 | 496 | 127 | 72 | 2,125 | 18 | 24 |
| O/(U) prior forecast:@ | 0 | 0 | 0 | 6 | (11) | 0 | (5) | 0 | 0 |
| Units 000s | GMNA | | | GM | GMLAAM | GMAP | Total Worldwide | Memo: Car | JV* Truck |
| | Car | Truck | Total | | | | | | |
| 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 |
| 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 |

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| | | | | | | | | | |
|------------|-------|-------|-------|-------|-----|-----|-------|----|----|
| 3rd Qtr. | 567 | 740 | 1,307 | 408 | 132 | 87 | 1,934 | 19 | 20 |
| 4th Qtr. | 601 | 824 | 1,425 | 453 | 157 | 81 | 2,116 | 18 | 24 |
| | ----- | ----- | ----- | ----- | --- | --- | ----- | -- | -- |
| CY | 2,456 | 3,182 | 5,638 | 1,770 | 561 | 307 | 8,276 | 64 | 72 |
| 2003 | | | | | | | | | |
| 1st Qtr. # | 584 | 846 | 1,430 | 496 | 127 | 72 | 2,125 | 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

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

February 3, 2003

By

/s/Peter R. Bible

(Peter R. Bible,
Chief Accounting Officer)