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GENERAL MOTORS CORP
Form 8-K
January 04, 2005

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, DC 20549-1004

FORM 8-K

CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF
THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported) January 4, 2005

GENERAL MOTORS CORPORATION

(Exact Name of Registrant as Specified in its Charter)

| | | |
|---|---|--|
| STATE OF DELAWARE ----- (State or other jurisdiction of Incorporation or Organization) | 1-143 ----- (Commission File Number) | 38-0572515 ----- (I.R.S. Employer Identification No.) |
| 300 Renaissance Center, Detroit, Michigan | | 48265-3000 (Zip Code) |

(Address of Principal Executive Offices)

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

=====
Check the appropriate box below if the Form 8-K filing is intended to
simultaneously satisfy the filing obligation of the registrant under any of the
following provisions:

- Written communications pursuant to Rule 425 under the Securities Act
(17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR
240.14a-12)

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- [] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- [] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

ITEM 8.01. OTHER EVENTS

On January 4, 2005, General Motors Corporation (GM) issued a news release announcing December 2004 sales. The release is as follows:

GM Reports 437,161 Deliveries in December

Truck and Utility Sales Set Industry Records for 4th Straight Year

Chevrolet Has Best Sales Since 1988, Cadillac Since 1990

GMC Posts Another Record Sales Year

DETROIT - General Motors dealers sold 437,161 new cars and trucks in December, down 6 percent compared to very strong year-ago sales, which included significantly higher fleet deliveries. GM's truck sales (273,867) were down 5 percent, and car sales (163,294) were down 7 percent. GM calendar-year sales (4,707,416) were down a modest 1 percent versus 2003. Truck sales were up 1 percent, and car sales declined 4 percent.

"GM had a solid finish to the year," said John Smith, group vice president, GM North America Vehicle Sales, Service and Marketing. "Once again we set industry records in total truck and utility vehicle sales for the year and sold more full-size pickups than any other manufacturer. Chevrolet, Cadillac and GMC all had sales gains -- Chevrolet had its best year since 1988, Cadillac since 1990 and GMC achieved its best-ever annual sales. Our business improved in the second half of the year, largely due to the growing acceptance of key launch brands including Cadillac STS, Pontiac G6, Buick LaCrosse, GMC Canyon, HUMMER H2 SUT and Chevrolet Aveo, Colorado, Equinox and Cobalt - all of which had their best monthly sales in December. These successes, along with 17 all-new models being introduced this year should help us grow in 2005."

GM achieved a number of positive results in 2004. For the fourth consecutive year, GM set an industry truck sales record and continued to lead the industry with more than 2.8 million deliveries. No other manufacturer has ever surpassed 2.6 million truck sales in a calendar year. Additionally, GM maintained its leadership in two key truck segments. GM full-size pickup deliveries were up compared to year-ago levels (+0.1 percent) and led all manufacturers for the fourth consecutive year. GM sport utility vehicle deliveries were up 5 percent in 2004, eclipsing the 1.3-million unit level and establishing a new industry benchmark for the fourth straight year. GM remains the only manufacturer to sell more than one million SUVs in a calendar year and more than 100,000 SUVs monthly, a benchmark GM achieved eight times in 2004.

Key GM brands had strong sales results in 2004. Chevrolet sales for the calendar year were up 4 percent, resulting in its best sales year since 1988. This improvement was led by car sales, which rose 13 percent in December and 15 percent for the year, securing Chevrolet's position as the top-selling car brand in the U.S. Total Chevrolet sales in December were comparable to 2003 (+0.2 percent). Malibu deliveries were up 167 percent in December and 46.5 percent for

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the calendar year. Impala sales jumped 33.5 percent in December and 8 percent for the year. Corvette sales rose 53 percent for the month and 26 percent for the calendar year. Chevrolet's car sales were further strengthened by the addition of Cobalt and Aveo, which in December had its best sales since launch and led the entry-level car segment for the calendar year. On the truck side, Colorado had its best sales month since launch, TrailBlazer sales increased 7 percent in December and 4.5 percent year-over-year, and Equinox also had its best sales month, surpassing 10,000 units for the fourth month in a row. Additionally, Chevrolet remained the full-size utility segment leader for the calendar year.

Cadillac continued its exceptional sales performance with a 19 percent increase in December and an 8 percent improvement year-over-year. This marks Cadillac's best annual sales since 1990. Cadillac's success was led by record CTS sales, which were up 43 percent in December and 16 percent for the calendar year and annual sales improvements for Escalade (+4 percent) and Escalade ESV (+21 percent), both of which had record December sales. SRX had its best-ever sales in December (+80 percent), and STS recorded its fourth consecutive month of sales increases.

GMC achieved its best-ever annual sales and its eleventh all-time sales record in the last 12 years. Although GMC's December sales were down, calendar year sales were up 4 percent compared to very strong year-ago levels. GMC's success was led by calendar-year record sales for Envoy (+6 percent) and Sierra (+9 percent) and solid Canyon sales, which rose 157 percent in December.

In December, HUMMER posted its best sales month for the year, capping five consecutive months of sales increases. Although sales were down compared to year-ago levels, HUMMER deliveries continued to show improvement in the second half of 2004, strengthened by the addition of the H2 SUT to the portfolio, which had its best monthly sales to date.

Pontiac car deliveries were up 3 percent for the calendar year, led by a 5 percent increase in Grand Prix deliveries and the addition of the G6, which in December had its best sales month since launch and posted deliveries up 35 percent over November sales. Vibe deliveries rose 13 percent in December and 3.5 percent for the calendar year. Although Pontiac's December sales were down, calendar year sales were comparable to 2003 (-0.3 percent).

Saturn car sales were negatively impacted in 2004 by the discontinuation of the L-Series, resulting in sales declines for December and the calendar year. Vue, however, had a year-over-year sales improvement of 6 percent, and Saturn's truck sales are improving with the introduction of its new crossover sport van, the Relay.

Buick's calendar year truck deliveries improved 11.5 percent with the addition of the Rainier and Terraza, the division's new crossover sport van. LaCrosse had its best monthly sales since its introduction, a 59.5 percent increase over November sales. Buick's December and calendar year sales declined.

Certified Used Vehicles

December sales for all GM certified used vehicle brands, including GM Certified Used Vehicles, Cadillac Certified Pre-Owned, Used Cars from Saturn and Saab Certified Pre-Owned, were 47,233 units, up 17 percent from December 2003. Total 2004 certified GM sales were 533,205 units, up more than 12 percent from year-ago levels.

GM Certified Used Vehicles, the industry's top-selling manufacturer-certified

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used brand, posted the certified category's second-highest monthly sales results ever in December with sales of 40,292 units, up more than 16 percent from last December. This marks the third consecutive month that GM Certified Used Vehicles surpassed the 40,000-unit mark in sales, with fourth-quarter sales up more than 20,000 units over the same period last year.

GM Certified Used Vehicles led all certified pre-owned brands industry-wide with total 2004 sales of 449,562 units, a 13 percent increase from 2003 and a new annual sales record for the certified category. Annual sales for Used Cars from Saturn were up 8 percent, while Cadillac Certified Pre-Owned Vehicles sales were up 12 percent.

Cadillac Certified Pre-Owned Vehicles posted December sales of 3,631 units, up 37 percent. Used Cars from Saturn sold 2,688 units, up 11 percent. Saab Certified Pre-Owned Vehicles sold 622 units, down 18 percent.

"With its best-ever annual sales performance in 2004 GM Certified Used Vehicles, the industry's top-selling certified brand, continues to expand its leadership in the certified pre-owned segment," Smith said. "GM Certified Used Vehicles finished the year with sales of nearly 450,000 units, up 13 percent from 2003 and an all-time high for the manufacturer-certified category."

GM North America Reports December Production and 2004 Fourth-Quarter Production, 2005 First-Quarter Production Forecast Unchanged

In December, GM North America produced 399,000 vehicles (148,000 cars and 251,000 trucks), compared to 420,000 vehicles (169,000 cars and 251,000 trucks) produced in December 2003. Production totals include joint venture production of 19,300 vehicles in December 2004 and 11,500 vehicles in December 2003.

In the fourth quarter of 2004, GM North America built 1.277 million vehicles (466,000 cars and 811,000 trucks). In the fourth quarter of 2003, GM North America built 1.385 million vehicles (558,000 cars and 827,000 trucks).

Also, GM North America's 2005 first-quarter production forecast remains unchanged at 1.25 million vehicles (481,000 cars and 769,000 trucks). In the first quarter of 2004, GM North America built 1.345 million vehicles (525,000 cars and 820,000 trucks).

GM also announced revised 2004 fourth-quarter and 2005 first-quarter production forecasts for its international regions.

GM Europe - The region's revised fourth-quarter forecast is 441,000 vehicles, down 5,000 vehicles from last month's guidance. Comparable fourth quarter 2003 production is 458,000 vehicles. GM Europe's current 2005 first-quarter production estimate is 506,000 vehicles, down 9,000 vehicles from last month's initial guidance. In the first quarter of 2004, the region built 473,000 vehicles.

GM Asia Pacific - GM Asia Pacific's current fourth-quarter production forecast is 382,000 vehicles, up 1,000 vehicles from last month's forecast. Comparable fourth quarter 2003 production is 308,000. The region's current 2005 first-quarter production forecast is unchanged at 337,000 vehicles. In the first quarter of 2004, the region built 296,000 vehicles.

GM Latin America, Africa and the Middle East - The region's revised fourth-quarter forecast is 201,000 vehicles, up 1,000 vehicles from last month's guidance. In the fourth quarter of 2003, the region built 157,000 vehicles. The region's 2005 first-quarter production estimate remains unchanged at 181,000 vehicles. In the first quarter of 2004, the region built 159,000 vehicles.

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General Motors Corp. (NYSE: GM), the world's largest vehicle manufacturer, employs about 325,000 people globally in its core automotive business and subsidiaries. Founded in 1908, GM has been the global automotive sales leader since 1931. GM today has manufacturing operations in 32 countries, and its vehicles are sold in 192 countries. In 2003, GM sold nearly 8.6 million cars and trucks, about 15 percent of the global vehicle market. GM's global headquarters is at the GM Renaissance Center in Detroit. More information on GM and its products can be found on the company's consumer website at www.gm.com.

Note: GM sales and production results are available on GM Media OnLine at <http://media.gm.com> by clicking on News, then Sales/Production. In this press release and related comments by General Motors management, our use of the words "expect," "anticipate," "estimate," "forecast," "objective," "plan," "goal" and similar expressions is intended to identify forward looking statements. While these statements represent our current judgment on what the future may hold, and we believe these judgments are reasonable, actual results may differ materially due to numerous important factors that are described in GM's most recent report on SEC Form 10-K (at page II-20) which may be revised or supplemented in subsequent reports on SEC Forms 10-Q and 8-K. Such factors include, among others, the following: changes in economic conditions, currency exchange rates or political stability; shortages of fuel, labor strikes or work stoppages; market acceptance of the corporation's new products; significant changes in the competitive environment; changes in laws, regulations and tax rates; and, the ability of the corporation to achieve reductions in cost and employment levels to realize production efficiencies and implement capital expenditures at levels and times planned by management.

#

Detroit -- General Motors dealers in the United States today reported the following vehicle sales:

| | December | | | Calendar Year-to-Date January - December | | |
|---------------------|----------|---------|------------------|---|-----------|------|
| | 2004 | 2003 | % Chg per S/D | 2004 | 2003 | %Chg |
| Curr S/D: 27 | | | | | | |
| Prev S/D: 26 | | | | | | |
| Vehicle Total | 437,161 | 447,900 | -6.0 | 4,707,416 | 4,756,403 | -1.0 |
| Car Total | 163,294 | 169,494 | -7.2 | 1,885,199 | 1,960,682 | -3.8 |
| Truck Total | 273,867 | 278,406 | -5.3 | 2,822,217 | 2,795,721 | 0.9 |
| Light Truck Total | 265,430 | 273,352 | -6.5 | 2,770,260 | 2,754,100 | 0.6 |
| Light Vehicle Total | 428,724 | 442,846 | -6.8 | 4,655,459 | 4,714,782 | -1.3 |

| Market Division | December | | | Calendar Year-to-Date January - December | | |
|-----------------|----------|------|------------------|---|------|------|
| Vehicle Total | 2004 | 2003 | % Chg per S/D | 2004 | 2003 | %Chg |
| | | | | | | |

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| | | | | | | |
|---------------|---------|---------|-------|-----------|-----------|-------|
| Buick | 26,241 | 28,821 | -12.3 | 309,639 | 336,788 | -8.1 |
| Cadillac | 27,324 | 22,062 | 19.3 | 234,217 | 216,090 | 8.4 |
| Chevrolet | 262,633 | 252,283 | 0.2 | 2,763,238 | 2,655,777 | 4.0 |
| GMC | 61,192 | 62,401 | -5.6 | 602,064 | 578,783 | 4.0 |
| HUMMER | 3,814 | 3,812 | -3.7 | 29,345 | 35,259 | -16.8 |
| Oldsmobile | 553 | 10,196 | -94.8 | 28,851 | 125,897 | -77.1 |
| Other - Isuzu | 2,744 | 1,563 | 69.1 | 15,707 | 13,123 | 19.7 |
| Pontiac | 35,843 | 44,093 | -21.7 | 474,179 | 475,615 | -0.3 |
| Saab | 3,421 | 3,506 | -6.0 | 38,159 | 47,914 | -20.4 |
| Saturn | 13,396 | 19,163 | -32.7 | 212,017 | 271,157 | -21.8 |

Sales of Domestically Produced Vehicles

| | | | | | | |
|-------------|---------|---------|-------|-----------|-----------|------|
| Car | 150,054 | 163,674 | -11.7 | 1,776,829 | 1,906,997 | -6.8 |
| Light Truck | 265,430 | 273,352 | -6.5 | 2,770,260 | 2,754,100 | 0.6 |

Twenty-seven selling days for the December period this year and twenty-six for last year.

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

2-1P
GM Car Deliveries - (United States)
December 2004

| | December | | | Calendar Year-to-Date January - December | | |
|--------------------|----------|--------|-----------------|---|---------|-------|
| | 2004 | 2003 | %Chg per S/D | 2004 | 2003 | %Chg |
| Selling Days (S/D) | 27 | 26 | | | | |
| Century | 1,780 | 6,859 | -75.0 | 67,264 | 94,279 | -28.7 |
| LaCrosse | 6,663 | 0 | ***.* | 10,995 | 0 | ***.* |
| LeSabre | 8,385 | 7,832 | 3.1 | 114,157 | 114,572 | -0.4 |
| Park Avenue | 710 | 2,404 | -71.6 | 17,138 | 26,820 | -36.1 |
| Regal | 304 | 1,550 | -81.1 | 13,775 | 23,677 | -41.8 |
| Buick Total | 17,842 | 18,645 | -7.9 | 223,329 | 259,348 | -13.9 |
| Catera | 0 | 0 | ***.* | 0 | 15 | ***.* |
| CTS | 6,258 | 4,209 | 43.2 | 57,211 | 49,392 | 15.8 |
| DeVille | 6,456 | 7,312 | -15.0 | 68,195 | 82,076 | -16.9 |
| Eldorado | 0 | 0 | ***.* | 7 | 193 | -96.4 |
| Seville | 69 | 1,048 | -93.7 | 3,386 | 18,747 | -81.9 |
| STS | 3,171 | 0 | ***.* | 9,484 | 0 | ***.* |
| XLR | 342 | 287 | 14.8 | 3,665 | 875 | 318.9 |
| Cadillac Total | 16,296 | 12,856 | 22.1 | 141,948 | 151,298 | -6.2 |
| Aveo | 6,867 | 2,235 | 195.9 | 56,642 | 5,677 | 897.7 |
| Camaro | 0 | 21 | ***.* | 127 | 1,124 | -88.7 |

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| | | | | | | |
|--|---------|---------|-------|-----------|-----------|-------|
| Cavalier | 8,754 | 21,662 | -61.1 | 195,275 | 256,550 | -23.9 |
| Classic | 6,636 | 11,992 | -46.7 | 88,211 | 50,492 | 74.7 |
| Cobalt | 4,507 | 0 | ***.* | 4,959 | 0 | ***.* |
| Corvette | 2,897 | 1,825 | 52.9 | 35,276 | 27,974 | 26.1 |
| Impala | 28,380 | 20,467 | 33.5 | 290,259 | 267,882 | 8.4 |
| Lumina | 0 | 0 | ***.* | 0 | 15 | ***.* |
| Malibu | 22,154 | 7,972 | 167.6 | 179,806 | 122,771 | 46.5 |
| Metro | 0 | 0 | ***.* | 0 | 1 | ***.* |
| Monte Carlo | 5,101 | 6,408 | -23.3 | 57,679 | 66,976 | -13.9 |
| Prizm | 0 | 0 | ***.* | 5 | 17 | -70.6 |
| SSR | 1,110 | 933 | 14.6 | 9,648 | 1,664 | 479.8 |
| Chevrolet Total | 86,406 | 73,515 | 13.2 | 917,887 | 801,143 | 14.6 |
| ----- | | | | | | |
| Alero | 415 | 9,122 | -95.6 | 20,156 | 99,123 | -79.7 |
| Aurora | 7 | 79 | -91.5 | 206 | 3,161 | -93.5 |
| Intrigue | 0 | 3 | ***.* | 55 | 789 | -93.0 |
| Oldsmobile Total | 422 | 9,204 | -95.6 | 20,417 | 103,073 | -80.2 |
| ----- | | | | | | |
| Bonneville | 1,580 | 3,457 | -56.0 | 29,852 | 25,250 | 18.2 |
| Firebird | 0 | 8 | ***.* | 109 | 920 | -88.2 |
| G6 | 6,687 | 0 | ***.* | 16,185 | 0 | ***.* |
| Grand Am | 2,849 | 14,368 | -80.9 | 133,707 | 156,466 | -14.5 |
| Grand Prix | 10,505 | 14,557 | -30.5 | 131,551 | 125,441 | 4.9 |
| GTO | 2,952 | 79 | ***.* | 13,569 | 79 | ***.* |
| Sunfire | 3,611 | 3,570 | -2.6 | 36,095 | 43,595 | -17.2 |
| Vibe | 4,119 | 3,507 | 13.1 | 58,894 | 56,922 | 3.5 |
| Pontiac Total | 32,303 | 39,546 | -21.3 | 419,962 | 408,673 | 2.8 |
| ----- | | | | | | |
| 9-2X | 438 | 0 | ***.* | 1,788 | 0 | ***.* |
| 9-3 | 2,495 | 2,479 | -3.1 | 27,322 | 34,075 | -19.8 |
| 9-5 | 488 | 1,027 | -54.2 | 9,049 | 13,839 | -34.6 |
| Saab Total | 3,421 | 3,506 | -6.0 | 38,159 | 47,914 | -20.4 |
| ----- | | | | | | |
| ION | 5,986 | 9,404 | -38.7 | 104,044 | 117,230 | -11.2 |
| Saturn L Series | 618 | 2,818 | -78.9 | 19,453 | 64,957 | -70.1 |
| Saturn S Series | 0 | 0 | ***.* | 0 | 7,046 | ***.* |
| Saturn Total | 6,604 | 12,222 | -48.0 | 123,497 | 189,233 | -34.7 |
| ----- | | | | | | |
| GM Total | 163,294 | 169,494 | -7.2 | 1,885,199 | 1,960,682 | -3.8 |
| ----- | | | | | | |
| GM Car Deliveries by Production Source | | | | | | |
| ----- | | | | | | |
| GM North America * | 150,054 | 163,674 | -11.7 | 1,776,829 | 1,906,997 | -6.8 |
| GM Import | 13,240 | 5,820 | 119.1 | 108,370 | 53,685 | 101.9 |
| GM Total | 163,294 | 169,494 | -7.2 | 1,885,199 | 1,960,682 | -3.8 |
| ----- | | | | | | |

* Includes U.S./Canada/Mexico

2-1P
GM Car Deliveries - (United States)
December 2004

| | | Calendar Year-to-Date | | | | |
|-------|--|-----------------------|------|--------------------|------|------|
| | | December | | January - December | | |
| | | | | | | |
| | | %Chg per S/D | | | | |
| | | 2004 | 2003 | 2004 | 2003 | %Chg |
| ----- | | | | | | |

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| Selling Days (S/D) | | 27 | 26 | | | |
|---|---------|---------|-------|-----------|-----------|-------|
| GM Car Deliveries by Production Source and Marketing Division | | | | | | |
| Buick Total | 17,842 | 18,645 | -7.9 | 223,329 | 259,348 | -13.9 |
| Cadillac Total | 16,296 | 12,856 | 22.1 | 141,948 | 151,283 | -6.2 |
| Chevrolet Total | 79,539 | 71,280 | 7.5 | 861,245 | 795,466 | 8.3 |
| Oldsmobile Total | 422 | 9,204 | -95.6 | 20,417 | 103,073 | -80.2 |
| Pontiac Total | 29,351 | 39,467 | -28.4 | 406,393 | 408,594 | -0.5 |
| Saturn Total | 6,604 | 12,222 | -48.0 | 123,497 | 189,233 | -34.7 |
| GM North America Total | 150,054 | 163,674 | -11.7 | 1,776,829 | 1,906,997 | -6.8 |
| Cadillac Total | 0 | 0 | ***.* | 0 | 15 | ***.* |
| Chevrolet Total | 6,867 | 2,235 | 195.9 | 56,642 | 5,677 | 897.7 |
| Pontiac Total | 2,952 | 79 | ***.* | 13,569 | 79 | ***.* |
| Saab Total | 3,421 | 3,506 | -6.0 | 38,159 | 47,914 | -20.4 |
| GM Import Total | 13,240 | 5,820 | 119.1 | 108,370 | 53,685 | 101.9 |
| GM Vehicle Deliveries by Marketing Division | | | | | | |
| Buick Total | 26,241 | 28,821 | -12.3 | 309,639 | 336,788 | -8.1 |
| Cadillac Total | 27,324 | 22,062 | 19.3 | 234,217 | 216,090 | 8.4 |
| Chevrolet Total | 262,633 | 252,283 | 0.2 | 2,763,238 | 2,655,777 | 4.0 |
| GMC Total | 61,192 | 62,401 | -5.6 | 602,064 | 578,783 | 4.0 |
| HUMMER Total | 3,814 | 3,812 | -3.7 | 29,345 | 35,259 | -16.8 |
| Oldsmobile Total | 553 | 10,196 | -94.8 | 28,851 | 125,897 | -77.1 |
| Other-Isuzu Total | 2,744 | 1,563 | 69.1 | 15,707 | 13,123 | 19.7 |
| Pontiac Total | 35,843 | 44,093 | -21.7 | 474,179 | 475,615 | -0.3 |
| Saab Total | 3,421 | 3,506 | -6.0 | 38,159 | 47,914 | -20.4 |
| Saturn Total | 13,396 | 19,163 | -32.7 | 212,017 | 271,157 | -21.8 |
| GM Total | 437,161 | 447,900 | -6.0 | 4,707,416 | 4,756,403 | -1.0 |

* Includes US/Canada/Mexico

3-1P
GM Truck Deliveries - (United States)
December 2004

| | December | | | Calendar Year-to-Date January - December | | |
|--------------------|----------|--------|-----------------|---|--------|-------|
| | 2004 | 2003 | %Chg per S/D | 2004 | 2003 | %Chg |
| Selling Days (S/D) | | 27 | 26 | | | |
| Rainier | 2,586 | 2,017 | 23.5 | 24,134 | 4,797 | 403.1 |
| Rendezvous | 4,445 | 8,159 | -47.5 | 60,039 | 72,643 | -17.4 |
| Terraza | 1,368 | 0 | ***.* | 2,137 | 0 | ***.* |
| Total Buick | 8,399 | 10,176 | -20.5 | 86,310 | 77,440 | 11.5 |
| Escalade | 4,569 | 4,447 | -1.1 | 36,994 | 35,621 | 3.9 |
| Escalade ESV | 1,905 | 1,581 | 16.0 | 15,618 | 12,866 | 21.4 |
| Escalade EXT | 979 | 1,264 | -25.4 | 9,638 | 11,256 | -14.4 |
| SRX | 3,575 | 1,914 | 79.9 | 30,019 | 5,049 | 494.6 |
| Total Cadillac | 11,028 | 9,206 | 15.4 | 92,269 | 64,792 | 42.4 |
| Astro | 3,461 | 3,312 | 0.6 | 34,564 | 40,123 | -13.9 |

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|-------------------------------|---------|---------|-------|-----------|-----------|-------|
| C/K Suburban (Chevy) | 12,470 | 15,428 | -22.2 | 119,545 | 135,222 | -11.6 |
| Chevy C/T Series | 28 | 78 | -65.4 | 355 | 828 | -57.1 |
| Chevy W Series | 388 | 361 | 3.5 | 2,772 | 2,318 | 19.6 |
| Colorado | 12,726 | 3,161 | 287.7 | 117,475 | 3,535 | ***.* |
| Equinox | 12,274 | 0 | ***.* | 84,024 | 0 | ***.* |
| Express Cutaway/G Cut | 2,440 | 2,008 | 17.0 | 21,332 | 18,854 | 13.1 |
| Express Panel/G Van | 8,758 | 8,393 | 0.5 | 74,538 | 69,857 | 6.7 |
| Express/G Sportvan | 1,583 | 1,855 | -17.8 | 18,692 | 16,023 | 16.7 |
| Kodiak 4/5 Series | 1,278 | 839 | 46.7 | 9,323 | 7,464 | 24.9 |
| Kodiak 6/7/8 Series | 361 | 336 | 3.5 | 3,420 | 2,584 | 32.4 |
| S/T Blazer | 876 | 4,795 | -82.4 | 32,950 | 53,426 | -38.3 |
| S/T Pickup | 96 | 5,095 | -98.2 | 10,014 | 136,573 | -92.7 |
| Tahoe | 16,838 | 21,122 | -23.2 | 186,161 | 199,065 | -6.5 |
| Tracker | 288 | 1,867 | -85.1 | 14,898 | 35,123 | -57.6 |
| TrailBlazer | 25,870 | 23,244 | 7.2 | 283,484 | 261,334 | 8.5 |
| Uplander | 2,441 | 0 | ***.* | 3,948 | 0 | ***.* |
| Venture | 1,680 | 9,347 | -82.7 | 66,522 | 94,521 | -29.6 |
| | | | | | | |
| Avalanche | 6,592 | 9,364 | -32.2 | 80,566 | 93,482 | -13.8 |
| Silverado-C/K Pickup | 65,779 | 68,163 | -7.1 | 680,768 | 684,302 | -0.5 |
| Chevrolet Fullsize Pickups | 72,371 | 77,527 | -10.1 | 761,334 | 777,784 | -2.1 |
| | | | | | | |
| Chevrolet Total | 176,227 | 178,768 | -5.1 | 1,845,351 | 1,854,634 | -0.5 |
| ----- | | | | | | |
| Canyon | 3,288 | 1,230 | 157.4 | 27,193 | 1,471 | ***.* |
| Envoy | 10,166 | 12,903 | -24.1 | 134,897 | 127,782 | 5.6 |
| GMC C/T Series | 27 | 81 | -67.9 | 384 | 1,563 | -75.4 |
| GMC W Series | 786 | 576 | 31.4 | 5,666 | 4,545 | 24.7 |
| S/T Jimmy | 0 | 0 | ***.* | 0 | 52 | ***.* |
| Safari (GMC) | 840 | 750 | 7.9 | 8,345 | 10,950 | -23.8 |
| Savana Panel/G Classic | 2,791 | 2,716 | -1.0 | 21,103 | 20,712 | 1.9 |
| Savana Special/G Cut | 1,287 | 1,131 | 9.6 | 18,131 | 10,569 | 71.5 |
| Savana/Rally | 240 | 236 | -2.1 | 2,468 | 3,089 | -20.1 |
| Sierra | 23,415 | 19,948 | 13.0 | 213,756 | 196,689 | 8.7 |
| Sonoma | 50 | 1,947 | -97.5 | 3,303 | 35,040 | -90.6 |
| Topkick 4/5 Series | 869 | 654 | 28.0 | 6,441 | 5,054 | 27.4 |
| Topkick 6/7/8 Series | 1,956 | 566 | 232.8 | 7,889 | 4,142 | 90.5 |
| Yukon | 7,781 | 10,281 | -27.1 | 86,571 | 86,238 | 0.4 |
| Yukon XL | 7,696 | 9,382 | -21.0 | 65,917 | 70,887 | -7.0 |
| GMC Total | 61,192 | 62,401 | -5.6 | 602,064 | 578,783 | 4.0 |
| ----- | | | | | | |
| HUMMER H1 | 57 | 61 | -10.0 | 447 | 730 | -38.8 |
| HUMMER H2 | 3,757 | 3,751 | -3.5 | 28,898 | 34,529 | -16.3 |
| HUMMER Total | 3,814 | 3,812 | -3.7 | 29,345 | 35,259 | -16.8 |
| ----- | | | | | | |
| Bravada | 62 | 355 | -83.2 | 1,973 | 8,052 | -75.5 |
| Silhouette | 69 | 637 | -89.6 | 6,461 | 14,772 | -56.3 |
| Oldsmobile Total | 131 | 992 | -87.3 | 8,434 | 22,824 | -63.0 |
| ----- | | | | | | |
| Other-Isuzu F Series | 242 | 119 | 95.8 | 1,389 | 1,417 | -2.0 |
| Other-Isuzu N Series | 2,502 | 1,444 | 66.9 | 14,318 | 11,706 | 22.3 |
| Other-Isuzu Total | 2,744 | 1,563 | 69.1 | 15,707 | 13,123 | 19.7 |
| ----- | | | | | | |
| Aztek | 1,399 | 1,554 | -13.3 | 20,588 | 27,354 | -24.7 |
| Montana | 773 | 2,993 | -75.1 | 31,411 | 39,588 | -20.7 |
| Montana SV6 | 1,368 | 0 | ***.* | 2,218 | 0 | ***.* |
| Pontiac Total | 3,540 | 4,547 | -25.0 | 54,217 | 66,942 | -19.0 |
| ----- | | | | | | |
| Relay | 1,090 | 0 | ***.* | 1,563 | 0 | ***.* |
| VUE | 5,702 | 6,941 | -20.9 | 86,957 | 81,924 | 6.1 |

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| | | | | | | |
|---|---------|---------|-------|-----------|-----------|-------|
| Saturn Total | 6,792 | 6,941 | -5.8 | 88,520 | 81,924 | 8.1 |
| GM Total | 273,867 | 278,406 | -5.3 | 2,822,217 | 2,795,721 | 0.9 |
| GM TRUCK Deliveries by Production Source | | | | | | |
| GM North America * | 270,977 | 276,707 | -5.7 | 2,803,216 | 2,780,943 | 0.8 |
| GM Import | 2,890 | 1,699 | 63.8 | 19,001 | 14,778 | 28.6 |
| GM Total | 273,867 | 278,406 | -5.3 | 2,822,217 | 2,795,721 | 0.9 |
| GM Light Duty Truck Deliveries by Production Source | | | | | | |
| GM North America * | 265,430 | 273,352 | -6.5 | 2,770,260 | 2,754,100 | 0.6 |
| GM Import | 0 | 0 | ***.* | 0 | 0 | ***.* |
| GM Total | 265,430 | 273,352 | -6.5 | 2,770,260 | 2,754,100 | 0.6 |

* Includes U.S./Canada/Mexico

3-1P
GM Truck Deliveries - (United States)
December 2004

| | December | | %Chg per S/D | Calendar Year-to-Date January - December | | |
|--------------------|----------|------|-----------------|---|------|------|
| | 2004 | 2003 | | 2004 | 2003 | %Chg |
| Selling Days (S/D) | 27 | 26 | | | | |

| GM TRUCK Deliveries by Production Source and Marketing Division | | | | | | |
|---|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 8,399 | 10,176 | -20.5 | 86,310 | 77,440 | 11.5 |
| Cadillac Total | 11,028 | 9,206 | 15.4 | 92,269 | 64,792 | 42.4 |
| Chevrolet Total | 175,964 | 178,595 | -5.1 | 1,843,655 | 1,853,190 | -0.5 |
| GMC Total | 60,614 | 61,970 | -5.8 | 597,468 | 575,276 | 3.9 |
| HUMMER Total | 3,814 | 3,812 | -3.7 | 29,345 | 35,259 | -16.8 |
| Oldsmobile Total | 131 | 992 | -87.3 | 8,434 | 22,824 | -63.0 |
| Other-Isuzu Total | 695 | 468 | 43.0 | 2,998 | 3,296 | -9.0 |
| Pontiac Total | 3,540 | 4,547 | -25.0 | 54,217 | 66,942 | -19.0 |
| Saturn Total | 6,792 | 6,941 | -5.8 | 88,520 | 81,924 | 8.1 |
| GM North America Total* | 270,977 | 276,707 | -5.7 | 2,803,216 | 2,780,943 | 0.8 |
| Chevrolet Total | 263 | 173 | 46.4 | 1,696 | 1,444 | 17.5 |
| GMC Total | 578 | 431 | 29.1 | 4,596 | 3,507 | 31.1 |
| Other-Isuzu Total | 2,049 | 1,095 | 80.2 | 12,709 | 9,827 | 29.3 |
| GM Import Total | 2,890 | 1,699 | 63.8 | 19,001 | 14,778 | 28.6 |

| GM Light Truck Deliveries by Production Source and Marketing Division | | | | | | |
|---|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 8,399 | 10,176 | -20.5 | 86,310 | 77,440 | 11.5 |
| Cadillac Total | 11,028 | 9,206 | 15.4 | 92,269 | 64,792 | 42.4 |
| Chevrolet Total | 174,172 | 177,154 | -5.3 | 1,829,481 | 1,841,440 | -0.6 |
| GMC Total | 57,554 | 60,524 | -8.4 | 581,684 | 563,479 | 3.2 |
| HUMMER Total | 3,814 | 3,812 | -3.7 | 29,345 | 35,259 | -16.8 |
| Oldsmobile Total | 131 | 992 | -87.3 | 8,434 | 22,824 | -63.0 |

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| | | | | | | |
|----------------------------|---------|---------|-------|-----------|-----------|-------|
| Pontiac Total | 3,540 | 4,547 | -25.0 | 54,217 | 66,942 | -19.0 |
| Saturn Total | 6,792 | 6,941 | -5.8 | 88,520 | 81,924 | 8.1 |
| GM North America Total* | 265,430 | 273,352 | -6.5 | 2,770,260 | 2,754,100 | 0.6 |

GM Light Truck Deliveries by Marketing Division

| | | | | | | |
|------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 8,399 | 10,176 | -20.5 | 86,310 | 77,440 | 11.5 |
| Cadillac Total | 11,028 | 9,206 | 15.4 | 92,269 | 64,792 | 42.4 |
| Chevrolet Total | 174,172 | 177,154 | -5.3 | 1,829,481 | 1,841,440 | -0.6 |
| GMC Total | 57,554 | 60,524 | -8.4 | 581,684 | 563,479 | 3.2 |
| HUMMER Total | 3,814 | 3,812 | -3.7 | 29,345 | 35,259 | -16.8 |
| Oldsmobile Total | 131 | 992 | -87.3 | 8,434 | 22,824 | -63.0 |
| Pontiac Total | 3,540 | 4,547 | -25.0 | 54,217 | 66,942 | -19.0 |
| Saturn Total | 6,792 | 6,941 | -5.8 | 88,520 | 81,924 | 8.1 |
| GM Total | 265,430 | 273,352 | -6.5 | 2,770,260 | 2,754,100 | 0.6 |

* Includes US/Canada/Mexico

GM Production Schedule - 01/04/05

| Units 000s | GMNA | | | GME2 | GMLAAM3 | GMAP4 | Total Worldwide | Memo: Joint Ventures | | |
|---------------------------|------|--------|-------|------|---------|-------|--------------------|----------------------|-------|-----------------|
| | Car1 | Truck1 | Total | | | | | GMNA 1 Car | Truck | International 5 |
| 2004 Q4 | 466 | 811 | 1,277 | 441 | 201 | 382 | 2,301 | 17 | 47 | 320 |
| O/(U) prior forecast:@ | (7) | 14 | 7 | (5) | 1 | 1 | 4 | 0 | 1 | 3 |
| 2005 Q1 # | 481 | 769 | 1,250 | 506 | 181 | 337 | 2,274 | 17 | 51 | 280 |
| O/(U) prior forecast:@ | 0 | 0 | 0 | (9) | 0 | 0 | (9) | 0 | 0 | 0 |

| Units 000s | GMNA | | | GME | GMLAAM | GMAP | Total Worldwide | Memo: Joint Ventures | | |
|------------|------|-------|-------|-----|--------|------|--------------------|----------------------|-------|---------------|
| | Car | Truck | Total | | | | | GMNA 1 Car | Truck | International |
| 2001 | | | | | | | | | | |
| 1st Qtr. | 580 | 634 | 1,214 | 538 | 138 | 51 | 1,941 | 18 | 9 | NA |
| 2nd Qtr. | 638 | 726 | 1,364 | 491 | 165 | 64 | 2,084 | 13 | 16 | NA |
| 3rd Qtr. | 574 | 664 | 1,238 | 373 | 146 | 74 | 1,832 | 11 | 15 | NA |

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| | | | | | | | | | | |
|------------|-------|-------|-------|-------|-----|-------|-------|----|-----|-------|
| 4th Qtr. | 573 | 721 | 1,294 | 441 | 127 | 67 | 1,929 | 9 | 16 | NA |
| | ----- | ----- | ----- | ----- | --- | --- | ----- | -- | -- | |
| CY | 2,365 | 2,745 | 5,110 | 1,842 | 575 | 256 | 7,786 | 51 | 56 | NA |
| 2002 | | | | | | | | | | |
| 1st Qtr. | 600 | 753 | 1,353 | 456 | 131 | 65 | 2,005 | 11 | 11 | NA |
| 2nd Qtr. | 688 | 865 | 1,553 | 453 | 141 | 74 | 2,221 | 15 | 17 | NA |
| 3rd Qtr. | 568 | 740 | 1,308 | 408 | 132 | 87 | 1,935 | 19 | 20 | NA |
| 4th Qtr. | 602 | 824 | 1,426 | 453 | 157 | 81 | 2,117 | 14 | 25 | NA |
| | ----- | ----- | ----- | ----- | --- | --- | ----- | -- | -- | |
| CY | 2,458 | 3,182 | 5,640 | 1,770 | 561 | 307 | 8,278 | 59 | 73 | NA |
| 2003 | | | | | | | | | | |
| 1st Qtr. | 591 | 860 | 1,451 | 491 | 127 | 77 | 2,146 | 19 | 24 | NA |
| 2nd Qtr. | 543 | 837 | 1,380 | 488 | 128 | 90 | 2,086 | 19 | 24 | NA |
| 3rd Qtr. | 492 | 753 | 1,245 | 393 | 135 | 120 | 1,893 | 20 | 17 | NA |
| 4th Qtr. | 558 | 827 | 1,385 | 446 | 157 | 133 | 2,121 | 16 | 20 | NA |
| | ----- | ----- | ----- | ----- | --- | --- | ----- | -- | -- | |
| CY | 2,184 | 3,277 | 5,461 | 1,818 | 547 | 420 | 8,246 | 74 | 85 | NA |
| 2004 | | | | | | | | | | |
| 1st Qtr. | 525 | 820 | 1,345 | 473 | 159 | 296 | 2,273 | 19 | 19 | 246 |
| 2nd Qtr. | 543 | 846 | 1,389 | 503 | 172 | 338 | 2,402 | 18 | 48 | 284 |
| 3rd Qtr. | 463 | 746 | 1,209 | 411 | 185 | 314 | 2,119 | 16 | 43 | 261 |
| 4th Qtr. | 466 | 811 | 1,277 | 441 | 201 | 382 | 2,301 | 17 | 47 | 320 |
| | ----- | ----- | ----- | ----- | --- | --- | ----- | -- | -- | ----- |
| CY | 1,997 | 3,223 | 5,220 | 1,828 | 717 | 1,330 | 9,095 | 70 | 158 | 1,111 |
| 2005 | | | | | | | | | | |
| 1st Qtr. # | 481 | 769 | 1,250 | 506 | 181 | 337 | 2,274 | 17 | 51 | 280 |
| | ----- | ----- | ----- | ----- | --- | --- | ----- | -- | -- | ----- |

@ Numbers may vary due to rounding

Denotes estimate

- 1 GMNA includes joint venture production - NUMMI units included in GMNA Car; HUMMER and CAMI units included in GMNA Truck
- 2 GME includes GM-AvtoVAZ joint venture production beginning in Q1 2004
- 3 GMLAAM includes GM Egypt joint venture from 2001 through current calendar years
- 4 GMAP includes joint venture production: Shanghai GM Norsom Motors (formerly Jinbei GM) and Shanghai GM beginning in 2000 and SAIC-GM-Wuling and GM Daewoo Auto Technologies (GMDAT) beginning in Q1 2004
- 5 International joint venture production includes GM-AvtoVAZ, GM Egypt, Shanghai GM Norsom Motors, Shanghai GM, SAIC-GM-Wuling, and GMDAT

Effective December 1, 2004 reporting, 2004 quarterly production for GME and GMAP has been restated to include all joint venture production. In addition, a new International joint venture memo total has been added. Refer to Footnotes 2, 3, 4, & 5.

Memo: Incl all joint ventures

| Units 000s | GMNA | | | GME | GMLAAM | GMAP | Total Worldwide | Memo: Joint Ventures | | |
|------------|-------|-------|-------|-------|--------|-------|--------------------|----------------------|--------------------------|-------|
| | Car | Truck | Total | | | | | GMNA 1 Car | International 5 Truck | |
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |

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| | | | | | | | | | | |
|---------------|-------|-----|-------|-----|-----|-----|-------|----|----|-----|
| 4th Qtr. 2003 | 558 | 827 | 1,385 | 458 | 157 | 308 | 2,308 | 16 | 20 | 265 |
| | ----- | | | --- | --- | --- | ----- | | | |

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

SIGNATURES

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

GENERAL MOTORS CORPORATION

(Registrant)

Date: January 4, 2005

By: /s/PETER R. BIBLE

(Peter R. Bible,
Chief Accounting Officer)