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GENERAL MOTORS CORP
Form 8-K
February 02, 2007

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) February 1, 2007

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 ----- (Address of Principal Executive Offices) | | 48265-3000 ----- (Zip Code) |

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

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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

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230.425)

- { } Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17-CFR 240.14a-12)
- { } 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 February 1, 2007 General Motors Corporation (GM) issued a news release announcing January 2007 sales. The release is as follows:

GM Reports 247,464 Deliveries in January

Daily Rental Sales Reductions Accelerated

All-New Silverado and Sierra Power Full-Size Pickup Increase

GMC Acadia and Saturn Outlook Drive Mid-Utility Crossover Retail Segment Up 132 Percent

Retail-To-Fleet Mix Continues To Improve

DETROIT - GM accelerated its efforts to reduce daily rental sales with a dramatic cut versus January 2006, contributing to United States total deliveries of 247,464 vehicles, down 19.7 percent on a sales day adjusted basis, from sales of 296,003 in January 2006.

"We are aggressively reducing our daily rental fleet sales as a continuing element of our strategy to offer industry-leading value and improve residuals. Importantly, we also are launching significant new vehicles such as everybody's truck of the year, the Chevrolet Silverado, and GMC Sierra full-size pickups, as well as the new GMC Acadia and Saturn Outlook mid-utility crossovers," said Mark LaNeve, vice president, GM North American Sales, Service and Marketing. "In January, our mix of total fleet to retail sales continued to improve significantly. The positive movement we have seen in total mix, and the mix of fleet to retail sales, positions us for future retail sales growth."

Total full-size pickup retail sales were up 7 percent compared with January 2006, with positive showings by Chevrolet Avalanche up 77 percent and GMC Sierra up 13 percent. Chevrolet Silverado retail sales volume was up more than 1,000 trucks compared with last January.

The new GMC Acadia and Saturn Outlook together accounted for more than 2,300 retail vehicle sales in the month. Combined with a 25 percent increase in retail sales for Buick Rendezvous, the mid-utility segment grew retail sales 132 percent compared with year-ago January levels.

Large luxury utilities continued to perform well, with a 40 percent retail increase by Cadillac Escalade, a 116 percent retail increase by the Escalade ESV and a 44 percent retail increase by Escalade EXT, compared with January 2006. "The continued strong performance of our segment-leading Escalade luxury

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utilities demonstrates our ability to design and deliver outstanding large luxury SUVs, with the best value, to the marketplace," LaNeve added.

Driven by a 5 percent increase in Chevrolet Aveo retail sales, GM's economy car segment retail volume was up 5 percent compared with January 2006. A 6 percent retail increase in Buick Lucerne and a 30 percent increase in Chevrolet Impala retail sales, compared with the same month a year ago, pushed GM's mid-car segment retail volume up 3 percent.

Certified Used Vehicles

January 2007 sales for all certified GM brands, including GM Certified Used Vehicles, Cadillac Certified Pre-Owned Vehicles, Saturn Certified Pre-Owned Vehicles, Saab Certified Pre-Owned Vehicles, and HUMMER Certified Pre-Owned Vehicles, were 43,262 units, up nearly 10 percent from last January.

GM Certified Used Vehicles, the industry's top-selling certified brand, posted January sales of 37,550 units, up 9 percent from year-ago levels.

Cadillac Certified Pre-Owned Vehicles posted strong January sales of 3,732 units, up nearly 27 percent. Saturn Certified Pre-Owned Vehicles sold 1,326 units in January, down 17.5 percent. Saab Certified Pre-Owned Vehicles sold 527 units, up 22 percent, and HUMMER Certified Pre-Owned Vehicles sold 127 units.

"GM Certified Used Vehicles started the new year off strong, increasing sales 9 percent over last January," LaNeve said. "This builds nicely upon 2006, when GM Certified Used Vehicles closed the year as the industry's top-selling manufacturer-certified brand for the fifth consecutive year. We're very pleased with this start and are confident 2007 will be a year for continued growth."

GM North America Reports January 2007 Production, 2007 First-Quarter Production Forecast is Revised at 1.080 Million Vehicles

In January, GM North America produced 313,000 vehicles (135,000 cars and 178,000 trucks). This is down 74,000 vehicles or 19 percent compared to January 2006 when the region produced 387,000 vehicles (159,000 cars and 228,000 trucks). (Production totals include joint venture production of 15,000 vehicles in January 2007 and 26,000 vehicles in January 2006.) The region's 2007 first-quarter production forecast is revised at 1.080 million vehicles (417,000 cars and 663,000 trucks), down 40,000 vehicles or 3.6 percent from last month's guidance. The production decrease is due to GM's ongoing efforts to reduce low-margin daily rental fleet sales, shifting production to the company's new full-size pickups and the ongoing management of inventories. In the first-quarter of 2006, the region produced 1.255 million vehicles (496,000 cars and 759,000 trucks).

GM also announced 2006 actual fourth-quarter production and 2007 revised first-quarter production forecasts for its international regions.

GM Europe - In the fourth-quarter of 2006, GM Europe built 443,000 vehicles. In the fourth-quarter of 2005, the region built 443,000 vehicles. The region's 2007 first-quarter production forecast is unchanged at 508,000 units. In the first-quarter of 2006 the region built 494,000 vehicles.

GM Asia Pacific - GM Asia Pacific built 509,000 vehicles in the fourth-quarter of 2006. In the fourth-quarter of 2005, the region built 420,000 vehicles. The region's 2007 first-quarter production forecast is revised at 521,000 units, down 10,000 units from last month's guidance. In the first-quarter of 2006 the region built 472,000 vehicles.

GM Latin America, Africa and the Middle East - In the fourth-quarter of 2006, the region built 215,000 vehicles. In the fourth-quarter of 2005, the region

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built 188,000 vehicles. The region's 2007 first-quarter production forecast is revised at 225,000 units, up 11,000 vehicles from last month's guidance. In the first-quarter of 2006, the region built 194,000 vehicles.

General Motors Corp. (NYSE: GM), the world's largest automaker, has been the global industry sales leader for 76 years. Founded in 1908, GM today employs about 284,000 people around the world. With global headquarters in Detroit, GM manufactures its cars and trucks in 33 countries. In 2006, nearly 9.1 million GM cars and trucks were sold globally under the following brands: Buick, Cadillac, Chevrolet, GMC, GM Daewoo, Holden, HUMMER, Opel, Pontiac, Saab, Saturn and Vauxhall. GM's OnStar subsidiary is the industry leader in vehicle safety, security and information services. More information on GM can be found 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, we use words like "expect," "anticipate," "estimate," "forecast," "objective," "plan," "goal" and similar expressions to identify forward-looking statements, representing our current judgment about possible future events. We believe these judgments are reasonable, but actual results may differ materially due to a variety of important factors. Among other items, such factors might include: the pace of introductions and market acceptance of new products; the effect of competition on our markets and significant changes in the competitive environment; price increases or shortages of fuel; and changes in laws, regulations or tax rates. GM's most recent annual report on Form 10-K and quarterly report on Form 10-Q provide information about these factors, which may be revised or supplemented in future reports to the SEC on Form 10-Q or 8-K.

#

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

| | January | | | Calendar Year-to-Date January - January | | |
|---------------------|---------|---------|------------------|--|---------|-----------------|
| | 2007 | 2006 | % Chg per S/D | 2007 | 2006 | %Chg per S/D |
| Curr S/D: 25 | | | | | | |
| Prev S/D: 24 | | | | | | |
| Vehicle Total | 247,464 | 296,003 | -19.7 | 247,464 | 296,003 | -19.7 |
| Car Total | 104,156 | 134,467 | -25.6 | 104,156 | 134,467 | -25.6 |
| Truck Total | 143,308 | 161,536 | -14.8 | 143,308 | 161,536 | -14.8 |
| Light Truck Total | 140,458 | 158,664 | -15.0 | 140,458 | 158,664 | -15.0 |
| Light Vehicle Total | 244,614 | 293,131 | -19.9 | 244,614 | 293,131 | -19.9 |

| Market Division Vehicle Total | January | | | Calendar Year-to-Date January - January | | |
|----------------------------------|---------|--------|------------------|--|--------|-----------------|
| | 2007 | 2006 | % Chg per S/D | 2007 | 2006 | %Chg per S/D |
| Buick | 12,013 | 17,173 | -32.8 | 12,013 | 17,173 | -32.8 |

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| | | | | | | |
|---------------|---------|---------|-------|---------|---------|-------|
| Cadillac | 13,740 | 14,733 | -10.5 | 13,740 | 14,733 | -10.5 |
| Chevrolet | 148,449 | 173,622 | -17.9 | 148,449 | 173,622 | -17.9 |
| GMC | 28,488 | 27,978 | -2.3 | 28,488 | 27,978 | -2.3 |
| HUMMER | 3,980 | 5,214 | -26.7 | 3,980 | 5,214 | -26.7 |
| Oldsmobile | 0 | 4 | ***.* | 0 | 4 | ***.* |
| Other - Isuzu | 667 | 631 | 1.5 | 667 | 631 | 1.5 |
| Pontiac | 24,060 | 37,545 | -38.5 | 24,060 | 37,545 | -38.5 |
| Saab | 2,362 | 2,196 | 3.3 | 2,362 | 2,196 | 3.3 |
| Saturn | 13,705 | 16,907 | -22.2 | 13,705 | 16,907 | -22.2 |

Sales of Vehicles Produced in US/Canada/Mexico

| | | | | | | |
|-------------|---------|---------|-------|---------|---------|-------|
| Car | 97,930 | 129,306 | -27.3 | 97,930 | 129,306 | -27.3 |
| Light Truck | 140,458 | 158,664 | -15.0 | 140,458 | 158,664 | -15.0 |

Twenty-five selling days for the Month period this year and twenty-four 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.

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GM Car Deliveries - (United States)
January 2007

| | January | | | Calendar Year-to-Date January - January | | |
|--------------------|---------|--------|------------------|--|--------|-----------------|
| | 2007 | 2006 | % Chg per S/D | 2007 | 2006 | %Chg per S/D |
| Selling Days (S/D) | 25 | 24 | | 25 | 24 | |
| Century | 2 | 12 | -84.0 | 2 | 12 | -84.0 |
| LaCrosse | 2,585 | 5,332 | -53.5 | 2,585 | 5,332 | -53.5 |
| LeSabre | 24 | 504 | -95.4 | 24 | 504 | -95.4 |
| Lucerne | 5,759 | 6,107 | -9.5 | 5,759 | 6,107 | -9.5 |
| Park Avenue | 3 | 5 | -42.4 | 3 | 5 | -42.4 |
| Regal | 0 | 6 | ***.* | 0 | 6 | ***.* |
| Buick Total | 8,373 | 11,966 | -32.8 | 8,373 | 11,966 | -32.8 |
| CTS | 2,843 | 3,806 | -28.3 | 2,843 | 3,806 | -28.3 |
| DeVille | 10 | 145 | -93.4 | 10 | 145 | -93.4 |
| DTS | 4,095 | 5,279 | -25.5 | 4,095 | 5,279 | -25.5 |
| Seville | 0 | 1 | ***.* | 0 | 1 | ***.* |
| STS | 1,407 | 1,668 | -19.0 | 1,407 | 1,668 | -19.0 |
| XLR | 122 | 183 | -36.0 | 122 | 183 | -36.0 |
| Cadillac Total | 8,477 | 11,082 | -26.6 | 8,477 | 11,082 | -26.6 |
| Aveo | 3,789 | 2,756 | 32.0 | 3,789 | 2,756 | 32.0 |
| Cavalier | 6 | 53 | -89.1 | 6 | 53 | -89.1 |

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| | | | | | | |
|--|---------|---------|-------|---------|---------|-------|
| Classic | 1 | 1 | -4.0 | 1 | 1 | -4.0 |
| Cobalt | 13,023 | 17,513 | -28.6 | 13,023 | 17,513 | -28.6 |
| Corvette | 2,234 | 2,579 | -16.8 | 2,234 | 2,579 | -16.8 |
| Impala | 25,275 | 21,648 | 12.1 | 25,275 | 21,648 | 12.1 |
| Malibu | 9,209 | 18,407 | -52.0 | 9,209 | 18,407 | -52.0 |
| Monte Carlo | 1,639 | 4,394 | -64.2 | 1,639 | 4,394 | -64.2 |
| SSR | 54 | 326 | -84.1 | 54 | 326 | -84.1 |
| Chevrolet Total | 55,230 | 67,677 | -21.7 | 55,230 | 67,677 | -21.7 |
| ----- | | | | | | |
| Alero | 0 | 3 | ***.* | 0 | 3 | ***.* |
| Aurora | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Oldsmobile Total | 0 | 3 | ***.* | 0 | 3 | ***.* |
| ----- | | | | | | |
| Bonneville | 25 | 194 | -87.6 | 25 | 194 | -87.6 |
| G5 | 1,312 | 0 | ***.* | 1,312 | 0 | ***.* |
| G6 | 11,998 | 15,340 | -24.9 | 11,998 | 15,340 | -24.9 |
| Grand Am | 16 | 105 | -85.4 | 16 | 105 | -85.4 |
| Grand Prix | 5,344 | 11,903 | -56.9 | 5,344 | 11,903 | -56.9 |
| GTO | 552 | 594 | -10.8 | 552 | 594 | -10.8 |
| Solstice | 861 | 1,990 | -58.5 | 861 | 1,990 | -58.5 |
| Sunfire | 3 | 152 | -98.1 | 3 | 152 | -98.1 |
| Vibe | 2,130 | 2,741 | -25.4 | 2,130 | 2,741 | -25.4 |
| Pontiac Total | 22,241 | 33,019 | -35.3 | 22,241 | 33,019 | -35.3 |
| ----- | | | | | | |
| 9-2X | 35 | 50 | -32.8 | 35 | 50 | -32.8 |
| 9-3 | 1,475 | 1,541 | -8.1 | 1,475 | 1,541 | -8.1 |
| 9-5 | 375 | 220 | 63.6 | 375 | 220 | 63.6 |
| Saab Total | 1,885 | 1,811 | -0.1 | 1,885 | 1,811 | -0.1 |
| ----- | | | | | | |
| Aura | 4,102 | 0 | ***.* | 4,102 | 0 | ***.* |
| ION | 3,150 | 8,905 | -66.0 | 3,150 | 8,905 | -66.0 |
| Saturn L Series | 0 | 4 | ***.* | 0 | 4 | ***.* |
| Sky | 698 | 0 | ***.* | 698 | 0 | ***.* |
| Saturn Total | 7,950 | 8,909 | -14.3 | 7,950 | 8,909 | -14.3 |
| ----- | | | | | | |
| GM Total | 104,156 | 134,467 | -25.6 | 104,156 | 134,467 | -25.6 |
| ----- | | | | | | |
| GM Car Deliveries by Production Source | | | | | | |
| ----- | | | | | | |
| GM North America * | 97,930 | 129,306 | -27.3 | 97,930 | 129,306 | -27.3 |
| ----- | | | | | | |
| GM Import | 6,226 | 5,161 | 15.8 | 6,226 | 5,161 | 15.8 |
| ----- | | | | | | |
| GM Total | 104,156 | 134,467 | -25.6 | 104,156 | 134,467 | -25.6 |
| ----- | | | | | | |

* Includes U.S./Canada/Mexico

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GM Car Deliveries - (United States)
January 2007

| | January | | Calendar Year-to-Date January - January | |
|--------------------|---------|------|--|-----------------|
| | 2007 | 2006 | 2007 | 2006 |
| Selling Days (S/D) | 25 | 24 | 25 | 24 |
| | | | % Chg per S/D | %Chg per S/D |

GM Car Deliveries by Production Source and Marketing Division

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| | | | | | | |
|----------------------------|--------|---------|-------|--------|---------|-------|
| Buick Total | 8,373 | 11,966 | -32.8 | 8,373 | 11,966 | -32.8 |
| Cadillac Total | 8,477 | 11,082 | -26.6 | 8,477 | 11,082 | -26.6 |
| Chevrolet Total | 51,441 | 64,921 | -23.9 | 51,441 | 64,921 | -23.9 |
| Oldsmobile Total | 0 | 3 | ***.* | 0 | 3 | ***.* |
| Pontiac Total | 21,689 | 32,425 | -35.8 | 21,689 | 32,425 | -35.8 |
| Saturn Total | 7,950 | 8,909 | -14.3 | 7,950 | 8,909 | -14.3 |
| GM North America Total* | 97,930 | 129,306 | -27.3 | 97,930 | 129,306 | -27.3 |
| Chevrolet Total | 3,789 | 2,756 | 32.0 | 3,789 | 2,756 | 32.0 |
| Pontiac Total | 552 | 594 | -10.8 | 552 | 594 | -10.8 |
| Saab Total | 1,885 | 1,811 | -0.1 | 1,885 | 1,811 | -0.1 |
| GM Import Total | 6,226 | 5,161 | 15.8 | 6,226 | 5,161 | 15.8 |

GM Vehicle Deliveries by Marketing Division

| | | | | | | |
|-------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 12,013 | 17,173 | -32.8 | 12,013 | 17,173 | -32.8 |
| Cadillac Total | 13,740 | 14,733 | -10.5 | 13,740 | 14,733 | -10.5 |
| Chevrolet Total | 148,449 | 173,622 | -17.9 | 148,449 | 173,622 | -17.9 |
| GMC Total | 28,488 | 27,978 | -2.3 | 28,488 | 27,978 | -2.3 |
| HUMMER Total | 3,980 | 5,214 | -26.7 | 3,980 | 5,214 | -26.7 |
| Oldsmobile Total | 0 | 4 | ***.* | 0 | 4 | ***.* |
| Other-Isuzu Total | 667 | 631 | 1.5 | 667 | 631 | 1.5 |
| Pontiac Total | 24,060 | 37,545 | -38.5 | 24,060 | 37,545 | -38.5 |
| Saab Total | 2,362 | 2,196 | 3.3 | 2,362 | 2,196 | 3.3 |
| Saturn Total | 13,705 | 16,907 | -22.2 | 13,705 | 16,907 | -22.2 |
| GM Total | 247,464 | 296,003 | -19.7 | 247,464 | 296,003 | -19.7 |

* Includes US/Canada/Mexico

3-1P
GM Truck Deliveries - (United States)
January 2007

| | January | | % Chg per S/D | Calendar Year-to-Date January - January | | %Chg per S/D |
|----------------------|---------|-------|------------------|--|-------|-----------------|
| | 2007 | 2006 | | 2007 | 2006 | |
| Selling Days (S/D) | 25 | 24 | | 25 | 24 | |
| Rainier | 460 | 568 | -22.3 | 460 | 568 | -22.3 |
| Rendezvous | 2,782 | 3,281 | -18.6 | 2,782 | 3,281 | -18.6 |
| Terraza | 398 | 1,358 | -71.9 | 398 | 1,358 | -71.9 |
| Total Buick | 3,640 | 5,207 | -32.9 | 3,640 | 5,207 | -32.9 |
| Escalade | 2,169 | 1,403 | 48.4 | 2,169 | 1,403 | 48.4 |
| Escalade ESV | 1,011 | 492 | 97.3 | 1,011 | 492 | 97.3 |
| Escalade EXT | 530 | 352 | 44.5 | 530 | 352 | 44.5 |
| SRX | 1,553 | 1,404 | 6.2 | 1,553 | 1,404 | 6.2 |
| Total Cadillac | 5,263 | 3,651 | 38.4 | 5,263 | 3,651 | 38.4 |
| Astro | 11 | 62 | -83.0 | 11 | 62 | -83.0 |
| C/K Suburban (Chevy) | 4,951 | 5,507 | -13.7 | 4,951 | 5,507 | -13.7 |
| Chevy C/T Series | 22 | 17 | 24.2 | 22 | 17 | 24.2 |
| Chevy W Series | 152 | 156 | -6.5 | 152 | 156 | -6.5 |
| Colorado | 5,204 | 5,075 | -1.6 | 5,204 | 5,075 | -1.6 |

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|------------------------|--------|---------|-------|--------|---------|-------|
| Equinox | 5,325 | 6,161 | -17.0 | 5,325 | 6,161 | -17.0 |
| Express Cutaway/G Cut | 1,054 | 1,065 | -5.0 | 1,054 | 1,065 | -5.0 |
| Express Panel/G Van | 4,424 | 6,155 | -31.0 | 4,424 | 6,155 | -31.0 |
| Express/G Sportvan | 786 | 1,198 | -37.0 | 786 | 1,198 | -37.0 |
| HHR | 6,104 | 8,613 | -32.0 | 6,104 | 8,613 | -32.0 |
| Kodiak 4/5 Series | 675 | 756 | -14.3 | 675 | 756 | -14.3 |
| Kodiak 6/7/8 Series | 215 | 265 | -22.1 | 215 | 265 | -22.1 |
| S/T Blazer | 0 | 21 | ***.* | 0 | 21 | ***.* |
| S/T Pickup | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Tahoe | 8,360 | 13,093 | -38.7 | 8,360 | 13,093 | -38.7 |
| Tracker | 0 | 2 | ***.* | 0 | 2 | ***.* |
| TrailBlazer | 9,368 | 13,479 | -33.3 | 9,368 | 13,479 | -33.3 |
| Uplander | 3,888 | 3,808 | -2.0 | 3,888 | 3,808 | -2.0 |
| Venture | 2 | 34 | -94.4 | 2 | 34 | -94.4 |
| | | | | | | |
| Avalanche | 4,285 | 2,345 | 75.4 | 4,285 | 2,345 | 75.4 |
| Silverado-C/K | | | | | | |
| Pickup | 38,393 | 38,133 | -3.3 | 38,393 | 38,133 | -3.3 |
| Chevrolet Fullsize | | | | | | |
| Pickups | 42,678 | 40,478 | 1.2 | 42,678 | 40,478 | 1.2 |
| | | | | | | |
| Chevrolet Total | 93,219 | 105,945 | -15.5 | 93,219 | 105,945 | -15.5 |
| ----- | | | | | | |
| Acadia | 1,682 | 0 | ***.* | 1,682 | 0 | ***.* |
| Canyon | 1,689 | 1,203 | 34.8 | 1,689 | 1,203 | 34.8 |
| Envoy | 3,176 | 4,749 | -35.8 | 3,176 | 4,749 | -35.8 |
| GMC C/T Series | 18 | 9 | 92.0 | 18 | 9 | 92.0 |
| GMC W Series | 249 | 234 | 2.2 | 249 | 234 | 2.2 |
| Safari (GMC) | 10 | 13 | -26.2 | 10 | 13 | -26.2 |
| Savana Panel/G Classic | 996 | 1,106 | -13.5 | 996 | 1,106 | -13.5 |
| Savana Special/G Cut | 390 | 934 | -59.9 | 390 | 934 | -59.9 |
| Savana/Rally | 104 | 197 | -49.3 | 104 | 197 | -49.3 |
| Sierra | 13,147 | 11,800 | 7.0 | 13,147 | 11,800 | 7.0 |
| Sonoma | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Topkick 4/5 Series | 434 | 363 | 14.8 | 434 | 363 | 14.8 |
| Topkick 6/7/8 Series | 418 | 441 | -9.0 | 418 | 441 | -9.0 |
| Yukon | 3,713 | 3,867 | -7.8 | 3,713 | 3,867 | -7.8 |
| Yukon XL | 2,462 | 3,062 | -22.8 | 2,462 | 3,062 | -22.8 |
| GMC Total | 28,488 | 27,978 | -2.3 | 28,488 | 27,978 | -2.3 |
| ----- | | | | | | |
| HUMMER H1 | 24 | 18 | 28.0 | 24 | 18 | 28.0 |
| HUMMER H2 | 1,069 | 1,419 | -27.7 | 1,069 | 1,419 | -27.7 |
| HUMMER H3 | 2,887 | 3,777 | -26.6 | 2,887 | 3,777 | -26.6 |
| HUMMER Total | 3,980 | 5,214 | -26.7 | 3,980 | 5,214 | -26.7 |
| ----- | | | | | | |
| Bravada | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Silhouette | 0 | 1 | ***.* | 0 | 1 | ***.* |
| Oldsmobile Total | 0 | 1 | ***.* | 0 | 1 | ***.* |
| ----- | | | | | | |
| Other-Isuzu F Series | 105 | 67 | 50.4 | 105 | 67 | 50.4 |
| Other-Isuzu H Series | 4 | 8 | -52.0 | 4 | 8 | -52.0 |
| Other-Isuzu N Series | 558 | 556 | -3.7 | 558 | 556 | -3.7 |
| Other-Isuzu Total | 667 | 631 | 1.5 | 667 | 631 | 1.5 |
| ----- | | | | | | |
| Aztek | 6 | 50 | -88.5 | 6 | 50 | -88.5 |
| Montana | 4 | 65 | -94.1 | 4 | 65 | -94.1 |
| Montana SV6 | 161 | 1,450 | -89.3 | 161 | 1,450 | -89.3 |
| Torrent | 1,648 | 2,961 | -46.6 | 1,648 | 2,961 | -46.6 |
| Pontiac Total | 1,819 | 4,526 | -61.4 | 1,819 | 4,526 | -61.4 |
| ----- | | | | | | |
| 9-7X | 477 | 385 | 18.9 | 477 | 385 | 18.9 |
| Saab Total | 477 | 385 | 18.9 | 477 | 385 | 18.9 |

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| | | | | | | |
|---|---------|---------|-------|---------|---------|-------|
| Outlook | 944 | 0 | ***.* | 944 | 0 | ***.* |
| Relay | 139 | 605 | -77.9 | 139 | 605 | -77.9 |
| VUE | 4,672 | 7,393 | -39.3 | 4,672 | 7,393 | -39.3 |
| Saturn Total | 5,755 | 7,998 | -30.9 | 5,755 | 7,998 | -30.9 |
| GM Total | 143,308 | 161,536 | -14.8 | 143,308 | 161,536 | -14.8 |
| GM TRUCK Deliveries by Production Source | | | | | | |
| GM North America * | 142,450 | 160,724 | -14.9 | 142,450 | 160,724 | -14.9 |
| GM Import | 858 | 812 | 1.4 | 858 | 812 | 1.4 |
| GM Total | 143,308 | 161,536 | -14.8 | 143,308 | 161,536 | -14.8 |
| GM Light Duty Truck Deliveries by Production Source | | | | | | |
| GM North America * | 140,458 | 158,664 | -15.0 | 140,458 | 158,664 | -15.0 |
| GM Import | 0 | 0 | ***.* | 0 | 0 | ***.* |
| GM Total | 140,458 | 158,664 | -15.0 | 140,458 | 158,664 | -15.0 |

* Includes U.S./Canada/Mexico

3-1P
GM Truck Deliveries - (United States)
January 2007

| | January | | | Calendar Year-to-Date January - January | | |
|---|---------|---------|------------------|--|---------|-----------------|
| | 2007 | 2006 | % Chg per S/D | 2007 | 2006 | %Chg per S/D |
| Selling Days (S/D) | 25 | 24 | | 25 | 24 | |
| GM TRUCK Deliveries by Production Source and Marketing Division | | | | | | |
| Buick Total | 3,640 | 5,207 | -32.9 | 3,640 | 5,207 | -32.9 |
| Cadillac Total | 5,263 | 3,651 | 38.4 | 5,263 | 3,651 | 38.4 |
| Chevrolet Total | 93,108 | 105,831 | -15.5 | 93,108 | 105,831 | -15.5 |
| GMC Total | 28,275 | 27,786 | -2.3 | 28,275 | 27,786 | -2.3 |
| HUMMER Total | 3,980 | 5,214 | -26.7 | 3,980 | 5,214 | -26.7 |
| Oldsmobile Total | 0 | 1 | ***.* | 0 | 1 | ***.* |
| Other-Isuzu Total | 133 | 125 | 2.1 | 133 | 125 | 2.1 |
| Pontiac Total | 1,819 | 4,526 | -61.4 | 1,819 | 4,526 | -61.4 |
| Saab Total | 477 | 385 | 18.9 | 477 | 385 | 18.9 |
| Saturn Total | 5,755 | 7,998 | -30.9 | 5,755 | 7,998 | -30.9 |
| GM North America Total* | 142,450 | 160,724 | -14.9 | 142,450 | 160,724 | -14.9 |
| Chevrolet Total | 111 | 114 | -6.5 | 111 | 114 | -6.5 |
| GMC Total | 213 | 192 | 6.5 | 213 | 192 | 6.5 |
| Other-Isuzu Total | 534 | 506 | 1.3 | 534 | 506 | 1.3 |
| GM Import Total | 858 | 812 | 1.4 | 858 | 812 | 1.4 |

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GM Light Truck Deliveries by Production Source and Marketing Division

| Buick Total | 3,640 | 5,207 | -32.9 | 3,640 | 5,207 | -32.9 |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Cadillac Total | 5,263 | 3,651 | 38.4 | 5,263 | 3,651 | 38.4 |
| Chevrolet Total | 92,155 | 104,751 | -15.5 | 92,155 | 104,751 | -15.5 |
| GMC Total | 27,369 | 26,931 | -2.4 | 27,369 | 26,931 | -2.4 |
| HUMMER Total | 3,980 | 5,214 | -26.7 | 3,980 | 5,214 | -26.7 |
| Oldsmobile Total | 0 | 1 | ***.* | 0 | 1 | ***.* |
| Pontiac Total | 1,819 | 4,526 | -61.4 | 1,819 | 4,526 | -61.4 |
| Saab Total | 477 | 385 | 18.9 | 477 | 385 | 18.9 |
| Saturn Total | 5,755 | 7,998 | -30.9 | 5,755 | 7,998 | -30.9 |
| GM North America Total* | 140,458 | 158,664 | -15.0 | 140,458 | 158,664 | -15.0 |

GM Light Truck Deliveries by Marketing Division

| | | | | | | |
|------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 3,640 | 5,207 | -32.9 | 3,640 | 5,207 | -32.9 |
| Cadillac Total | 5,263 | 3,651 | 38.4 | 5,263 | 3,651 | 38.4 |
| Chevrolet Total | 92,155 | 104,751 | -15.5 | 92,155 | 104,751 | -15.5 |
| GMC Total | 27,369 | 26,931 | -2.4 | 27,369 | 26,931 | -2.4 |
| HUMMER Total | 3,980 | 5,214 | -26.7 | 3,980 | 5,214 | -26.7 |
| Oldsmobile Total | 0 | 1 | ***.* | 0 | 1 | ***.* |
| Pontiac Total | 1,819 | 4,526 | -61.4 | 1,819 | 4,526 | -61.4 |
| Saab Total | 477 | 385 | 18.9 | 477 | 385 | 18.9 |
| Saturn Total | 5,755 | 7,998 | -30.9 | 5,755 | 7,998 | -30.9 |
| GM Total | 140,458 | 158,664 | -15.0 | 140,458 | 158,664 | -15.0 |

* Includes US/Canada/Mexico

GM Production Schedule - 02/01/07

| | GMNA | | | | | | Total Worldwide | Memo: Joint Venture | | | |
|-----------------------------|-------|-------|-------|-------|-----|--------|--------------------|---------------------|---------------|-------|---------------|
| | Car | | Truck | Total | GME | GMLAAM | | GMAP | GMNA 1 Car | Truck | International |
| Units 000s | | | | | | | | | | | |
| 2007 Q1 # | 417 | 663 | 1,080 | 508 | 225 | 521 | 2,334 | 15 | 34 | 276 | |
| O/(U) prior forecast:@ * | (38) | (2) | (40) | 0 | 11 | (10) | (39) | 0 | (10) | 12 | |
| | ===== | | | | | | | | | | |
| | GMNA | | | | | | Total Worldwide | GMNA 1 | | | International |
| | Car | | Truck | Total | GME | GMLAAM | | GMAP | Car | Truck | |
| Units 000s | | | | | | | | | | | |
| 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 | |
| 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 | |

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| | | | | | | | | | | |
|------------|-------|-------|-------|-------|-----|-------|-------|-----|-----|-------|
| 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 | 247 |
| 2nd Qtr. | 543 | 846 | 1,389 | 503 | 172 | 337 | 2,401 | 18 | 48 | 284 |
| 3rd Qtr. | 463 | 746 | 1,209 | 411 | 185 | 314 | 2,119 | 16 | 43 | 261 |
| 4th Qtr. | 466 | 811 | 1,277 | 442 | 200 | 386 | 2,305 | 17 | 47 | 324 |
| | ----- | ----- | ----- | ----- | --- | ----- | ----- | --- | --- | ----- |
| CY | 1,997 | 3,223 | 5,220 | 1,829 | 716 | 1,333 | 9,098 | 70 | 158 | 1,116 |
| 2005 | | | | | | | | | | |
| 1st Qtr. | 470 | 712 | 1,182 | 502 | 185 | 335 | 2,204 | 16 | 51 | 286 |
| 2nd Qtr. | 458 | 789 | 1,247 | 501 | 195 | 398 | 2,341 | 17 | 49 | 337 |
| 3rd Qtr. | 423 | 723 | 1,146 | 412 | 207 | 409 | 2,174 | 15 | 50 | 199 |
| 4th Qtr. | 483 | 798 | 1,281 | 443 | 188 | 420 | 2,332 | 14 | 68 | 197 |
| | ----- | ----- | ----- | ----- | --- | ----- | ----- | --- | --- | ----- |
| CY | 1,834 | 3,022 | 4,856 | 1,858 | 775 | 1,562 | 9,051 | 62 | 218 | 1,019 |
| 2006 | | | | | | | | | | |
| 1st Qtr. | 496 | 759 | 1,255 | 494 | 194 | 472 | 2,415 | 18 | 50 | 246 |
| 2nd Qtr. | 462 | 775 | 1,237 | 495 | 206 | 482 | 2,420 | 17 | 58 | 258 |
| 3rd Qtr. | 417 | 633 | 1,050 | 374 | 215 | 433 | 2,072 | 12 | 48 | 202 |
| 4th Qtr. | 446 | 661 | 1,107 | 443 | 215 | 509 | 2,274 | 11 | 43 | 260 |
| | ----- | ----- | ----- | ----- | --- | ----- | ----- | --- | --- | ----- |
| CY | 1,821 | 2,828 | 4,649 | 1,806 | 830 | 1,896 | 9,181 | 58 | 199 | 966 |
| 2007 | | | | | | | | | | |
| 1st Qtr. # | 417 | 663 | 1,080 | 508 | 225 | 521 | 2,334 | 15 | 34 | 276 |
| | ----- | ----- | ----- | ----- | --- | ----- | ----- | --- | --- | |

See notes on next page.

* Variance reported only if current production estimate by region differs from prior production estimate by 5K units or more

@ 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,

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Shanghai GM Norsom Motors, Shanghai GM, SAIC-GM-Wuling, and GMDAT. Starting in Q3 2005 International joint venture production does not include GMDAT.

This report is governed by the Forward Looking Statements 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: February 2, 2007

By: /s/ NICK S. CYPRUS

(Nick S. Cyprus
Controller and
Chief Accounting Officer)