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GENERAL MOTORS CORP
Form 8-K
May 01, 2002

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

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

Date of Report
(Date of earliest event reported) May 1, 2002

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 May 1, 2002, General Motors Corporation (GM) issued a news release announcing April sales and revised second-quarter schedule. The release is as follows:

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GM Outpaces The Industry In April With Exceptional Retail Sales

- Total April Sales Up 13 Percent, Retail Sales Up 15 Percent
- Retail Sales Up 7 Percent For The Year
- Truck Sales Up 24 Percent, Retail Truck Sales Up 29 Percent
- GM Trucks And Utilities Continue To Set Industry Benchmark

GM Revises Second-Quarter Schedule

DETROIT -- General Motors dealers sold 422,089 new cars and trucks in April in the United States, up 13 percent over last year. GM's retail sales were up 15 percent over year ago levels and GM retail sales through April were up 7 percent. GM's overall April truck sales were up 24 percent and GM car sales were up 1 percent as daily rental volume began to stabilize.

"Once again the industry's strength surprised us in April," said Bill Lovejoy, group vice president of North America Vehicle Sales, Service and Marketing. "Our retail sales continue to surpass our year ago levels, despite some lean inventories, and our total truck business continues to run at an all-time industry record sales rate. Importantly, cars such as the Chevy Impala, combined with exciting new entries like the all-new Pontiac Vibe and Cadillac CTS, are helping improve our competitive position in the passenger car market.

"We are very enthused by the renewed confidence our consumers and retailers are showing in our products. And that confidence is clearly contributing to GM continuing its sales momentum," said Lovejoy.

GM Truck Sales

For April, GM's industry leading truck lineup with deliveries up 24 percent, continued on pace to establish an all-time industry record. GM's combined utility sales (91,497) increased 47 percent over year ago levels. Again, GM achieved midsize utility leadership (43,061) on the strength of the Chevrolet TrailBlazer (15,913) and the GMC Envoy (6,744).

GM had another stellar month in full-size utilities selling 40,124 units. GM small utilities, the Saturn VUE and Chevrolet Tracker, further strengthened GM's position in the utility market, with 8,312 sales. For the month of April, GM delivered more than 90,000 utilities. Complementing its strength in utilities, GM had another solid month in full-size pickups delivering 79,018 units, an increase of 5 percent over last April.

GM Car Sales

GM car sales (up 1 percent), continue to improve as fleet volumes begin to stabilize and retail sales regain momentum. Several GM cars had strong sales performances in April. Chevrolet Impala (16,252) continued to post impressive sales, despite constrained inventory and the Chevrolet Cavalier increased 16 percent over last April. Buick LeSabre sales were up 42 percent (10,889) and the all-new Cadillac CTS (3,506 units) and Pontiac Vibe (2,561 units) both had strong sales months as those products build momentum.

Certified Used Sales

GM's strength in the certified used car market continued to build toward leadership in the segment. GM sold approximately 29,800 total certified used vehicle sales for April, including the Cadillac, Saturn and SAAB certified brands. The GM Certified Used Vehicle brand had another record month, selling 26,229 units. Lovejoy commented on the growth of GM's certified used vehicle programs, "Our Certified Used Vehicle business is firing on all cylinders and the exceptional dealer support we have received will allow us to become the

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industry leader."

GM Revises Second-Quarter Production Forecast

(Due to a delay in data reporting, GM's April production results will be posted on media.gm.com when they are available.)

GM's second-quarter production forecast for North America is 1.53 million vehicles (677,000 cars and 853,000 trucks), consistent with our guidance of greater than 1.5 million vehicles provided in GM's April 16th first quarter earnings announcement. The second-quarter increase from earlier estimates is due to continued strong consumer demand, the moderate recovery in daily rental deliveries as well as strong manufacturing performance. The new forecast also is 12 percent higher than the second quarter of 2001 when GM produced 1.364 million vehicles (638,000 cars and 726,000 trucks).

GM continues to face an extremely competitive environment, and currently believes its net price retention in North America in the second quarter will be between negative 1.4 percent and negative 1.6 percent.

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

- GM Europe - The second-quarter production forecast is 471,000 vehicles, a decrease of 4,000 vehicles.
- GM Asia Pacific - The second-quarter production forecast is 70,000 vehicles, an increase of 3,000 vehicles.
- GM Latin America, Africa and the Middle East - The second-quarter production forecast is unchanged 149,000 vehicles.

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 judgement on what the future may hold, and we believe these judgements are reasonable, actual results may differ materially due to numerous important factors that are described in GM's most recent report on SEC Form 10-K (at pages II-15 and 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:

| | | April | | Calendar Year-to-Date January - April | | | |
|-----------|----|-------|------|--|------|------|-------|
| | | 2002 | 2001 | % Chg per S/D | 2002 | 2001 | % Chg |
| Curr S/D: | 25 | | | | | | |
| Prev S/D: | 24 | | | | | | |

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| | | | | | | |
|---------------------|---------|---------|------|-----------|-----------|-------|
| Vehicle Total | 422,089 | 359,499 | 12.7 | 1,552,244 | 1,555,134 | -0.2 |
| Car Total | 191,176 | 181,228 | 1.3 | 661,000 | 784,851 | -15.8 |
| Truck Total | 230,913 | 178,271 | 24.3 | 891,244 | 770,283 | 15.7 |
| Light Truck Total | 226,163 | 175,004 | 24.1 | 878,241 | 756,551 | 16.1 |
| Light Vehicle Total | 417,339 | 356,232 | 12.5 | 1,539,241 | 1,541,402 | -0.1 |

| Market Division Vehicle Total | April | | | Calendar Year-to-Date January - April | | |
|----------------------------------|---------|---------|------------------|--|---------|-------|
| | 2002 | 2001 | % Chg per S/D | 2002 | 2001 | % Chg |
| Buick | 35,153 | 22,784 | 48.1 | 117,883 | 108,954 | 8.2 |
| Cadillac | 15,013 | 11,682 | 23.4 | 54,776 | 49,887 | 9.8 |
| Chevrolet | 232,428 | 201,523 | 10.7 | 882,029 | 855,503 | 3.1 |
| GMC | 45,372 | 39,358 | 10.7 | 172,497 | 164,060 | 5.1 |
| HUMMER | 55 | 65 | -18.8 | 182 | 292 | -37.7 |
| Oldsmobile | 14,044 | 15,311 | -11.9 | 56,915 | 91,865 | -38.0 |
| Other - Isuzu | 1,214 | 1,365 | -14.6 | 4,331 | 5,355 | -19.1 |
| Pontiac | 50,252 | 41,713 | 15.7 | 168,497 | 179,450 | -6.1 |
| Saab | 3,437 | 2,614 | 26.2 | 12,575 | 10,451 | 20.3 |
| Saturn | 25,121 | 23,084 | 4.5 | 82,559 | 89,317 | -7.6 |

Sales of Domestically Produced Vehicles

| | | | | | | |
|-------------|---------|---------|------|---------|---------|-------|
| Car | 187,690 | 177,463 | 1.5 | 648,228 | 771,221 | -15.9 |
| Light Truck | 226,163 | 175,004 | 24.1 | 878,241 | 756,551 | 16.1 |

Twenty-five selling days for the April 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.

2-1P
GM Car Deliveries - (United States)
April 2002

| (1) | April | | Calendar Year-to-Date January - April | | | |
|--------------------|-------|------|--|------|------|-------|
| | 2002 | 2001 | %Chg per S/D | 2002 | 2001 | % Chg |
| Selling Days (S/D) | 25 | 24 | | | | |

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| | | | | | | |
|--|---------|---------|-------|---------|---------|-------|
| Century | 14,040 | 9,341 | 44.3 | 41,072 | 39,433 | 4.2 |
| LeSabre | 10,889 | 7,341 | 42.4 | 37,694 | 41,711 | -9.6 |
| Park Avenue | 3,285 | 2,517 | 25.3 | 9,475 | 11,046 | -14.2 |
| Regal | 2,171 | 3,549 | -41.3 | 8,695 | 16,726 | -48.0 |
| Riviera | 0 | 0 | ***.* | 0 | 2 | ***.* |
| Buick Total | 30,385 | 22,748 | 28.2 | 96,936 | 108,918 | -11.0 |
| ----- | | | | | | |
| Catera | 49 | 1,151 | -95.9 | 197 | 3,179 | -93.8 |
| CTS | 3,506 | 0 | ***.* | 7,764 | 0 | ***.* |
| DeVille | 5,557 | 5,663 | -5.8 | 22,721 | 29,610 | -23.3 |
| Eldorado | 763 | 600 | 22.1 | 2,375 | 2,501 | -5.0 |
| Seville | 1,809 | 1,672 | 3.9 | 7,443 | 6,945 | 7.2 |
| Cadillac Total | 11,684 | 9,086 | 23.4 | 40,500 | 42,235 | -4.1 |
| ----- | | | | | | |
| Camaro | 3,145 | 3,189 | -5.3 | 11,079 | 10,862 | 2.0 |
| Cavalier | 28,514 | 23,509 | 16.4 | 85,356 | 88,187 | -3.2 |
| Corvette | 2,176 | 2,713 | -23.0 | 9,850 | 10,654 | -7.5 |
| Impala | 16,252 | 15,611 | -0.1 | 65,452 | 68,271 | -4.1 |
| Lumina | 9 | 4,267 | -99.8 | 24 | 17,057 | -99.9 |
| Malibu | 14,365 | 15,681 | -12.1 | 55,610 | 63,490 | -12.4 |
| Metro | 8 | 543 | -98.6 | 11 | 6,397 | -99.8 |
| Monte Carlo | 5,242 | 5,235 | -3.9 | 20,474 | 23,578 | -13.2 |
| Prizm | 1,812 | 5,665 | -69.3 | 8,829 | 19,928 | -55.7 |
| Chevrolet Total | 71,523 | 76,413 | -10.1 | 256,685 | 308,424 | -16.8 |
| ----- | | | | | | |
| Alero | 7,719 | 6,923 | 7.0 | 33,989 | 45,555 | -25.4 |
| Aurora | 1,045 | 2,082 | -51.8 | 3,402 | 11,296 | -69.9 |
| Cutlass | 0 | 1 | ***.* | 0 | 12 | ***.* |
| Eighty Eight | 0 | 1 | ***.* | 0 | 2 | ***.* |
| Intrigue | 1,800 | 2,709 | -36.2 | 5,918 | 14,983 | -60.5 |
| Oldsmobile Total | 10,564 | 11,716 | -13.4 | 43,309 | 71,848 | -39.7 |
| ----- | | | | | | |
| Bonneville | 3,014 | 3,070 | -5.8 | 11,018 | 15,562 | -29.2 |
| Firebird | 2,262 | 2,227 | -2.5 | 7,970 | 8,026 | -0.7 |
| Grand Am | 14,417 | 12,776 | 8.3 | 53,502 | 62,937 | -15.0 |
| Grand Prix | 13,332 | 9,093 | 40.8 | 42,789 | 36,343 | 17.7 |
| Sunfire | 7,648 | 8,401 | -12.6 | 24,798 | 30,790 | -19.5 |
| Vibe | 2,561 | 0 | ***.* | 5,115 | 0 | ***.* |
| Pontiac Total | 43,234 | 35,567 | 16.7 | 145,192 | 153,658 | -5.5 |
| ----- | | | | | | |
| 900 | 0 | 0 | ***.* | 0 | 0 | ***.* |
| 9000 | 0 | 0 | ***.* | 0 | 0 | ***.* |
| 9-3 | 1,933 | 1,600 | 16.0 | 8,358 | 6,128 | 36.4 |
| 9-5 | 1,504 | 1,014 | 42.4 | 4,217 | 4,323 | -2.5 |
| Saab Total | 3,437 | 2,614 | 26.2 | 12,575 | 10,451 | 20.3 |
| ----- | | | | | | |
| Saturn L Series | 7,567 | 7,852 | -7.5 | 26,494 | 32,483 | -18.4 |
| Saturn S Series | 12,782 | 15,232 | -19.4 | 39,309 | 56,834 | -30.8 |
| Saturn Total | 20,349 | 23,084 | -15.4 | 65,803 | 89,317 | -26.3 |
| ----- | | | | | | |
| GM Total | 191,176 | 181,228 | 1.3 | 661,000 | 784,851 | -15.8 |
| ----- | | | | | | |
| GM Car Deliveries by Production Source | | | | | | |
| ----- | | | | | | |
| GM North America * | 187,690 | 177,463 | 1.5 | 648,228 | 771,221 | -15.9 |
| ----- | | | | | | |
| GM Import | 3,486 | 3,765 | -11.1 | 12,772 | 13,630 | -6.3 |
| ----- | | | | | | |
| GM Total | 191,176 | 181,228 | 1.3 | 661,000 | 784,851 | -15.8 |
| ----- | | | | | | |

* Includes U.S./Canada/Mexico

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2-1P
GM Car Deliveries - (United States)
April 2002

| | (1) April | | Calendar Year-to-Date January - April | | | |
|---|-----------|---------|--|---------|---------|-------|
| | 2002 | 2001 | % Chg per S/D | 2002 | 2001 | % Chg |
| Selling Days (S/D) | 25 | 24 | | | | |
| GM Car Deliveries by Production Source and Marketing Division | | | | | | |
| Buick Total | 30,385 | 22,748 | 28.2 | 96,936 | 108,918 | -11.0 |
| Cadillac Total | 11,635 | 7,935 | 40.8 | 40,303 | 39,056 | 3.2 |
| Chevrolet Total | 71,523 | 76,413 | -10.1 | 256,685 | 308,424 | -16.8 |
| Oldsmobile Total | 10,564 | 11,716 | -13.4 | 43,309 | 71,848 | -39.7 |
| Pontiac Total | 43,234 | 35,567 | 16.7 | 145,192 | 153,658 | -5.5 |
| Saturn Total | 20,349 | 23,084 | -15.4 | 65,803 | 89,317 | -26.3 |
| GM North America Total* | 187,690 | 177,463 | 1.5 | 648,228 | 771,221 | -15.9 |
| Cadillac Total | 49 | 1,151 | -95.9 | 197 | 3,179 | -93.8 |
| Saab Total | 3,437 | 2,614 | 26.2 | 12,575 | 10,451 | 20.3 |
| GM Import Total | 3,486 | 3,765 | -11.1 | 12,772 | 13,630 | -6.3 |

GM Vehicle Deliveries by Marketing Division

| | | | | | | |
|-------------------|---------|---------|-------|-----------|-----------|-------|
| Buick Total | 35,153 | 22,784 | 48.1 | 117,883 | 108,954 | 8.2 |
| Cadillac Total | 15,013 | 11,682 | 23.4 | 54,776 | 49,887 | 9.8 |
| Chevrolet Total | 232,428 | 201,523 | 10.7 | 882,029 | 855,503 | 3.1 |
| GMC Total | 45,372 | 39,358 | 10.7 | 172,497 | 164,060 | 5.1 |
| HUMMER Total | 55 | 65 | -18.8 | 182 | 292 | -37.7 |
| Oldsmobile Total | 14,044 | 15,311 | -11.9 | 56,915 | 91,865 | -38.0 |
| Other-Isuzu Total | 1,214 | 1,365 | -14.6 | 4,331 | 5,355 | -19.1 |
| Pontiac Total | 50,252 | 41,713 | 15.7 | 168,497 | 179,450 | -6.1 |
| Saab Total | 3,437 | 2,614 | 26.2 | 12,575 | 10,451 | 20.3 |
| Saturn Total | 25,121 | 23,084 | 4.5 | 82,559 | 89,317 | -7.6 |
| GM Total | 422,089 | 359,499 | 12.7 | 1,552,244 | 1,555,134 | -0.2 |

* Includes US/Canada/Mexico

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

| | (1) April | | Calendar Year-to-Date January - April | | | |
|--------------------|-----------|------|--|--------|------|-------|
| | 2002 | 2001 | % Chg per S/D | 2002 | 2001 | % Chg |
| Selling Days (S/D) | 25 | 24 | | | | |
| Rendezvous | 4,768 | 36 | ***.* | 20,947 | 36 | ***.* |
| Total Buick | 4,768 | 36 | ***.* | 20,947 | 36 | ***.* |

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| | | | | | | |
|-------------------------------|---------|---------|-------|---------|---------|-------|
| Escalade | 2,429 | 2,596 | -10.2 | 10,794 | 7,652 | 41.1 |
| Escalade EXT | 900 | 0 | ***.* | 3,482 | 0 | ***.* |
| Total Cadillac | 3,329 | 2,596 | 23.1 | 14,276 | 7,652 | 86.6 |
| ----- | | | | | | |
| Astro | 5,806 | 5,873 | -5.1 | 17,702 | 22,191 | -20.2 |
| C/K Suburban(Chevy) | 10,409 | 10,043 | -0.5 | 43,471 | 45,549 | -4.6 |
| Chevy C/T Series | 709 | 517 | 31.7 | 1,923 | 2,104 | -8.6 |
| Chevy P Models & Mtr Hms | 0 | 3 | ***.* | 0 | 27 | ***.* |
| Chevy W Series | 220 | 143 | 47.7 | 836 | 674 | 24.0 |
| Express Cutaway/G Cut | 2,081 | 1,195 | 67.2 | 6,116 | 4,485 | 36.4 |
| Express Panel/G Van | 5,965 | 5,142 | 11.4 | 21,221 | 21,598 | -1.7 |
| Express/G Sportvan | 2,261 | 1,605 | 35.2 | 5,870 | 5,205 | 12.8 |
| Kodiak 4/5 Series | 32 | 0 | ***.* | 32 | 0 | ***.* |
| S/T Blazer | 11,542 | 12,016 | -7.8 | 42,506 | 68,139 | -37.6 |
| S/T Pickup | 14,830 | 12,908 | 10.3 | 52,700 | 50,570 | 4.2 |
| Tahoe | 16,176 | 13,212 | 17.5 | 64,542 | 59,560 | 8.4 |
| Tracker | 3,540 | 4,242 | -19.9 | 13,424 | 17,749 | -24.4 |
| TrailBlazer | 15,913 | 355 | ***.* | 74,566 | 1,447 | ***.* |
| Venture | 9,046 | 6,787 | 28.0 | 28,704 | 26,118 | 9.9 |
| | | | | | | |
| Avalanche | 7,029 | 1 | ***.* | 30,983 | 1 | ***.* |
| Silverado-C/K Pickups | 55,346 | 51,068 | 4.0 | 220,748 | 221,662 | -0.4 |
| Chevrolet Fullsize Pickups | 62,375 | 51,069 | 17.3 | 251,731 | 221,663 | 13.6 |
| | | | | | | |
| Chevrolet Total | 160,905 | 125,110 | 23.5 | 625,344 | 547,079 | 14.3 |
| ----- | | | | | | |
| C/K Suburban(GMC) | 0 | 4 | ***.* | 0 | 25 | ***.* |
| Envoy | 6,744 | 430 | ***.* | 29,369 | 2,197 | ***.* |
| GMC C/T Series | 1,999 | 870 | 120.6 | 4,424 | 4,037 | 9.6 |
| GMC W Series | 563 | 368 | 46.9 | 1,444 | 1,525 | -5.3 |
| P Models & Mtr Hms(GMC) | 0 | 1 | ***.* | 0 | 10 | ***.* |
| S/T Jimmy | 149 | 2,876 | -95.0 | 685 | 19,686 | -96.5 |
| Safari (GMC) | 1,478 | 2,059 | -31.1 | 4,964 | 7,799 | -36.4 |
| Savana Panel/G Classic | 1,845 | 2,249 | -21.2 | 6,246 | 9,193 | -32.1 |
| Savana Special/G Cut | 1,334 | 1,243 | 3.0 | 3,251 | 3,028 | 7.4 |
| Savana/Rally | 207 | 198 | 0.4 | 764 | 718 | 6.4 |
| Sierra | 15,743 | 14,475 | 4.4 | 63,894 | 60,787 | 5.1 |
| Sonoma | 4,242 | 4,067 | 0.1 | 13,806 | 12,406 | 11.3 |
| Topkick 4/5 Series | 13 | 0 | ***.* | 13 | 0 | ***.* |
| Yukon | 6,022 | 5,821 | -0.7 | 24,120 | 23,384 | 3.1 |
| Yukon XL | 5,033 | 4,697 | 2.9 | 19,517 | 19,265 | 1.3 |
| GMC Total | 45,372 | 39,358 | 10.7 | 172,497 | 164,060 | 5.1 |
| ----- | | | | | | |
| HUMMER H1 | 55 | 65 | -18.8 | 182 | 292 | -37.7 |
| HUMMER Total | 55 | 65 | -18.8 | 182 | 292 | -37.7 |
| ----- | | | | | | |
| Bravada | 1,354 | 866 | 50.1 | 6,103 | 6,975 | -12.5 |
| Silhouette | 2,126 | 2,729 | -25.2 | 7,503 | 13,042 | -42.5 |
| Oldsmobile Total | 3,480 | 3,595 | -7.1 | 13,606 | 20,017 | -32.0 |
| ----- | | | | | | |
| Other-Isuzu F Series | 152 | 200 | -27.0 | 620 | 752 | -17.6 |
| Other-Isuzu N Series | 1,062 | 1,165 | -12.5 | 3,711 | 4,603 | -19.4 |
| Other-Isuzu Total | 1,214 | 1,365 | -14.6 | 4,331 | 5,355 | -19.1 |
| ----- | | | | | | |
| Aztek | 2,591 | 2,394 | 3.9 | 9,267 | 11,052 | -16.2 |
| Montana | 4,427 | 3,752 | 13.3 | 14,038 | 14,740 | -4.8 |
| Trans Sport | 0 | 0 | ***.* | 0 | 0 | ***.* |
| Pontiac Total | 7,018 | 6,146 | 9.6 | 23,305 | 25,792 | -9.6 |
| ----- | | | | | | |
| VUE | 4,772 | 0 | ***.* | 16,756 | 0 | ***.* |

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| | | | | | | |
|---|---------|---------|-------|---------|---------|-------|
| Saturn Total | 4,772 | 0 | ***.* | 16,756 | 0 | ***.* |
| GM Total | 230,913 | 178,271 | 24.3 | 891,244 | 770,283 | 15.7 |
| GM TRUCK Deliveries by Production Source | | | | | | |
| GM North America * | 229,603 | 176,990 | 24.5 | 886,544 | 765,068 | 15.9 |
| GM Import | 1,310 | 1,281 | -1.8 | 4,700 | 5,215 | -9.9 |
| GM Total | 230,913 | 178,271 | 24.3 | 891,244 | 770,283 | 15.7 |
| GM Light Duty Truck Deliveries by Production Source | | | | | | |
| GM North America * | 226,163 | 175,004 | 24.1 | 878,241 | 756,551 | 16.1 |
| GM Import | 0 | 0 | ***.* | 0 | 0 | ***.* |
| GM Total | 226,163 | 175,004 | 24.1 | 878,241 | 756,551 | 16.1 |

* Includes U.S./Canada/Mexico

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

| (1) | April | | Calendar Year-to-Date January - April | | | |
|--------------------|-------|------|--|------|------|-------|
| | 2002 | 2001 | % Chg per S/D | 2002 | 2001 | % Chg |
| Selling Days (S/D) | 25 | 24 | | | | |

| GM TRUCK Deliveries by Production Source and Marketing Division | | | | | | |
|---|---------|---------|-------|---------|---------|-------|
| Buick Total | 4,768 | 36 | ***.* | 20,947 | 36 | ***.* |
| Cadillac Total | 3,329 | 2,596 | 23.1 | 14,276 | 7,652 | 86.6 |
| Chevrolet Total | 160,757 | 125,008 | 23.5 | 624,770 | 546,628 | 14.3 |
| GMC Total | 45,088 | 39,182 | 10.5 | 171,563 | 163,262 | 5.1 |
| HUMMER Total | 55 | 65 | -18.8 | 182 | 292 | -37.7 |
| Oldsmobile Total | 3,480 | 3,595 | -7.1 | 13,606 | 20,017 | -32.0 |
| Other-Isuzu Total | 336 | 362 | -10.9 | 1,139 | 1,389 | -18.0 |
| Pontiac Total | 7,018 | 6,146 | 9.6 | 23,305 | 25,792 | -9.6 |
| Saturn Total | 4,772 | 0 | ***.* | 16,756 | 0 | ***.* |
| GM North America Total* | 229,603 | 176,990 | 24.5 | 886,544 | 765,068 | 15.9 |
| Chevrolet Total | 148 | 102 | 39.3 | 574 | 451 | 27.3 |
| GMC Total | 284 | 176 | 54.9 | 934 | 798 | 17.0 |
| Other-Isuzu Total | 878 | 1,003 | -16.0 | 3,192 | 3,966 | -19.5 |
| GM Import Total | 1,310 | 1,281 | -1.8 | 4,700 | 5,215 | -9.9 |

| GM Light Truck Deliveries by Production Source and Marketing Division | | | | | | |
|---|---------|---------|-------|---------|---------|-------|
| Buick Total | 4,768 | 36 | ***.* | 20,947 | 36 | ***.* |
| Cadillac Total | 3,329 | 2,596 | 23.1 | 14,276 | 7,652 | 86.6 |
| Chevrolet Total | 159,944 | 124,447 | 23.4 | 622,553 | 544,274 | 14.4 |
| GMC Total | 42,797 | 38,119 | 7.8 | 166,616 | 158,488 | 5.1 |
| HUMMER Total | 55 | 65 | -18.8 | 182 | 292 | -37.7 |
| Oldsmobile Total | 3,480 | 3,595 | -7.1 | 13,606 | 20,017 | -32.0 |

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| | | | | | | |
|----------------------------|---------|---------|-------|---------|---------|-------|
| Pontiac Total | 7,018 | 6,146 | 9.6 | 23,305 | 25,792 | -9.6 |
| Saturn Total | 4,772 | 0 | ***.* | 16,756 | 0 | ***.* |
| GM North America Total* | 226,163 | 175,004 | 24.1 | 878,241 | 756,551 | 16.1 |

GM Light Truck Deliveries by Marketing Division

| | | | | | | |
|------------------|---------|---------|-------|---------|---------|-------|
| Buick Total | 4,768 | 36 | ***.* | 20,947 | 36 | ***.* |
| Cadillac Total | 3,329 | 2,596 | 23.1 | 14,276 | 7,652 | 86.6 |
| Chevrolet Total | 159,944 | 124,447 | 23.4 | 622,553 | 544,274 | 14.4 |
| GMC Total | 42,797 | 38,119 | 7.8 | 166,616 | 158,488 | 5.1 |
| HUMMER Total | 55 | 65 | -18.8 | 182 | 292 | -37.7 |
| Oldsmobile Total | 3,480 | 3,595 | -7.1 | 13,606 | 20,017 | -32.0 |
| Pontiac Total | 7,018 | 6,146 | 9.6 | 23,305 | 25,792 | -9.6 |
| Saturn Total | 4,772 | 0 | ***.* | 16,756 | 0 | ***.* |
| GM Total | 226,163 | 175,004 | 24.1 | 878,241 | 756,551 | 16.1 |

* Includes US/Canada/Mexico

GM Production Schedule - 5/1/02

| Units 000s | GMNA | | | GME** | GMLAAM | GMAP | Total Worldwide | Memo: Car | JV* Truck |
|---------------------------|------|-------|-------|-------|--------|------|--------------------|--------------|--------------|
| | Car* | Truck | Total | | | | | | |
| 2002 Q2 # | 677 | 853 | 1,530 | 471 | 149 | 70 | 2,220 | 17 | 18 |
| O/(U) prior forecast:@ | 25 | 25 | 50 | (4) | 0 | 3 | 49 | 0 | 0 |

| Units 000s | GMNA | | | GME** | 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

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| | | | | | | | | | |
|------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 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 | 2,008 | 12 | 11 |
| 2nd Qtr. # | 677 | 853 | 1,530 | 471 | 149 | 70 | 2,220 | 17 | 18 |
| ----- | | | | | | | | | |

@ 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

May 1, 2002

By

/s/Peter R. Bible

(Peter R. Bible,
Chief Accounting Officer)

