# UNITED STATES <br> 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) September 1, 2011

## GENERAL MOTORS COMPANY

(Exact Name of Registrant as Specified in its Charter)

| 001-34960 <br> (Commission <br> File Number) | DELAWARE <br> (State or other jurisdiction <br> of incorporation) | 27-0756180 <br> (I.R.S. Employer <br> Identification No.) |
| :---: | :---: | :---: |
| 300 Renaissance Center, Detroit, Michigan |  |  |
| (Address of Principal Executive Offices) | 48265-3000 <br> (Zip Code) |  |
| (Registrant's telephone number, including area code) |  |  |
| (Former name or former address, if changed since last report) |  |  |

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)
$\square$ 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 September 1, 2011, General Motors Company (GM) issued a news release announcing August sales. The release and charts are attached as Exhibit 99.1 .

## EXHIBIT

Exhibit
Exhibit 99.1

Sales Release and Charts
Dated September 1, 2011

Method of Filing
Attached as Exhibit

## 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 COMPANY
(Registrant)
/s/ Nick S. Cyprus
Nick S. Cyprus
Vice President, Controller and Chief Accounting Officer

## GENERAL MOTORS COMPANY

## GM's U.S. Sales Up 18 Percent in August

Double-digit retail sales increases for all four GM Brands
DETROIT - General Motors Co. (NYSE: GM) today reported total sales of 218,479 vehicles in August, an 18 percent increase compared with August 2010.
Retail deliveries were up 22 percent compared with the same month a year ago and accounted for 74 percent of GM sales. Deliveries to fleet customers increased 8 percent.
"Our balanced portfolio of trucks and fuel-efficient vehicles like the Chevrolet Cruze, Chevrolet Equinox and GMC Terrain are helping GM continue to gain market share, which has now increased in seven of the past eight months," said Don Johnson, vice president, U.S. Sales Operations. "We're carrying good momentum and we're cautiously optimistic that we'll see U.S. economic growth improve in the months ahead."

In August, year-over-year passenger car sales increased 18 percent, crossover sales increased 17 percent and truck sales increased 18 percent.

- Chevrolet: Cruze sales surpassed 20,000 for the fifth month in a row; Equinox sales rose 58 percent compared with August 2010.
- GMC: Terrain sales were up 88 percent; Acadia was up 54 percent compared with August 2010.
- Cadillac: Combined sales of the Cadillac CTS sedan, coupe and wagon increased 39 percent compared with August 2010. Cadillac reduced its fleet sales by 51 percent.
- Buick: August was the brand’s $23^{\text {rd }}$ consecutive month of year-over-year sales gains, and the Regal had its best month since launch, more than doubling sales.

Month-end dealer inventory in the United States was 556,884 units, including 212,520 full-size pickup trucks. GM is on track to meet its target of ending 2011 with a full-size pickup inventory of about 200,000 units, thanks to improved sales, which were up 10 percent compared with July, and production adjustments.

GM is closely monitoring consumer sentiment and other economic indicators but the company continues to expect that the full-year seasonally-adjusted annual rate (SAAR) for U.S. vehicle sales will be in the low end of our 13.0 million - 13.5 million unit range.

## GENERAL MOTORS COMPANY



About General Motors - General Motors (NYSE: GM, TSX: GMM), one of the world’s largest automakers, traces its roots back to 1908. With its global headquarters in Detroit, GM employs 208,000 people in every major region of the world and does business in more than 120 countries. GM and its strategic partners produce cars and trucks in 30 countries, and sell and service these vehicles through the following brands: Baojun, Buick, Cadillac, Chevrolet, GMC, Daewoo, Holden, Isuzu, Jiefang, Opel, Vauxhall, and Wuling. GM’s largest national market is China, followed by the United States, Brazil, the United Kingdom, Germany, Canada, and Italy. GM's OnStar subsidiary is the industry leader in vehicle safety, security and information services. More information on the new General Motors can be found at www.gm.com.

## CONTACT:

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## Forward-Looking Statements

In this press release and in related comments by our management, our use of the words "expect," "anticipate," "possible," "potential," "target," "believe," "commit," "intend," "continue," "may," "would," "could," "should," "project," "projected," "positioned" or similar expressions is intended to identify forwardlooking statements that represent our current judgment about possible future events. We believe these judgments are reasonable, but these statements are not guarantees of any events or financial results, and our actual results may differ materially due to a variety of important factors. Among other items, such factors might include: our ability to realize production efficiencies and to achieve reductions in costs as a result of our restructuring initiatives and labor modifications; our ability to maintain quality control over our vehicles and avoid material vehicle recalls; our ability to maintain adequate liquidity and financing sources and an appropriate level of debt, including as required to fund our planned significant investment in new technology; the ability of our suppliers to timely deliver parts, components and systems; our ability to realize successful vehicle applications of new technology; and our ability to continue to attract new customers, particularly for our new products. GM's most recent annual report on Form 10-K and quarterly reports on Form 10-Q provides information about these and other factors, which we may revise or supplement in future reports to the SEC.

## GM U.S. Deliveries for August 2011 - Divisional Brand Level

| *S/D Curr: 26 | August |  |  |  | (Calendar Year-to-Date) <br> January - August |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| *S/D Prev: 25 | 2011 | 2010 | $\begin{aligned} & \hline \text { \% Chg } \\ & \text { Volume } \end{aligned}$ | $\begin{gathered} \text { \%Chg } \\ \text { per S/D } \end{gathered}$ | 2011 | 2010 | $\begin{gathered} \hline \text { \%Chg } \\ \text { Volume } \end{gathered}$ |
| Vehicle Total | 218,479 | 185,176 | 18.0 | 13.4 | 1,695,027 | 1,465,389 | 15.7 |
| Brand Total | 218,479 | 184,921 | 18.1 | 13.6 | 1,695,027 | 1,453,930 | 16.6 |
| Other Brand Total | 0 | 255 | ***.* | ***.* | 0 | 11,459 | ***.* |
| GM Vehicle Deliveries by Marketing Division |  |  |  |  |  |  |  |
|  | 2011 | 2010 | \%Chg <br> Volume | $\begin{gathered} \text { \%Chg } \\ \text { per S/D } \\ \hline \end{gathered}$ | 2011 | 2010 | \%Chg <br> Volume |
| Buick Total | 16,021 | 14,294 | 12.1 | 7.8 | 126,493 | 101,125 | 25.1 |
| Cadillac Total | 13,208 | 12,689 | 4.1 | 0.1 | 100,449 | 92,393 | 8.7 |
| Chevrolet Total ** | 152,779 | 131,952 | 15.8 | 11.3 | 1,206,332 | 1,054,311 | 14.4 |
| GMC Total ** | 36,471 | 25,986 | 40.3 | 35.0 | 261,753 | 206,101 | 27.0 |
| Brand Total | 218,479 | 184,921 | 18.1 | 13.6 | 1,695,027 | 1,453,930 | 16.6 |
| HUMMER Total | 0 | 205 | ***.* | ***.* | 0 | 3,344 | ***.* |
| Pontiac Total | 0 | 7 | ***.* | ***.* | 0 | 954 | ***.* |
| Saab Total | 0 | 0 | ***.* | ***.* | 0 | 608 | ***.* |
| Saturn Total | 0 | 43 | ***.* | ***.* | 0 | 6,553 | ***.* |
| Other Brand Total | 0 | 255 | ***.* | ***.* | 0 | 11,459 | ***.* |
| GM Vehicle Total | 218,479 | 185,176 | 18.0 | 13.4 | 1,695,027 | 1,465,389 | 15.7 |

* Twenty-six selling days for the August period this year and twenty-five for last year.
** Calendar Year 2010 includes GMC \& Chevrolet Dealer deliveries of commercial vehicles distributed by American Isuzu Motors, Inc.

|  | August |  |  |  | (Calendar Year-to-Date) January - August |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 | 2010 | \% Chg Volume | $\begin{gathered} \hline \text { \%Chg } \\ \text { per S/D } \\ \hline \end{gathered}$ | 2011 | 2010 | \%Chg <br> Volume |
| Selling Days (S/D) | 26 | 25 |  |  |  |  |  |
| Enclave | 5,387 | 4,595 | 17.2 | 12.7 | 39,536 | 35,881 | 10.2 |
| LaCrosse | 5,422 | 5,339 | 1.6 | -2.4 | 40,720 | 42,795 | -4.8 |
| Lucerne | 1,392 | 2,656 | -47.6 | -49.6 | 16,905 | 18,571 | -9.0 |
| Regal | 3,820 | 1,704 | 124.2 | 115.6 | 29,332 | 3,878 | 656.4 |
| Buick Total | 16,021 | 14,294 | 12.1 | 7.8 | 126,493 | 101,125 | 25.1 |
| CTS | 5,783 | 4,155 | 39.2 | 33.8 | 37,237 | 28,756 | 29.5 |
| DTS | 719 | 1,896 | -62.1 | -63.5 | 10,172 | 12,117 | -16.1 |
| Escalade | 1,105 | 1,076 | 2.7 | -1.3 | 8,964 | 9,842 | -8.9 |
| Escalade ESV | 655 | 724 | -9.5 | -13.0 | 5,057 | 4,874 | 3.8 |
| Escalade EXT | 174 | 188 | -7.4 | -11.0 | 1,241 | 1,196 | 3.8 |
| SRX | 4,627 | 4,325 | 7.0 | 2.9 | 34,960 | 32,703 | 6.9 |
| STS | 145 | 324 | -55.2 | -57.0 | 2,806 | 2,728 | 2.9 |
| XLR | 0 | 1 | ***.* | ***.* | 12 | 177 | -93.2 |
| Cadillac Total | 13,208 | 12,689 | 4.1 | 0.1 | 100,449 | 92,393 | 8.7 |
| Avalanche | 1,789 | 1,815 | -1.4 | -5.2 | 12,128 | 13,268 | -8.6 |
| Aveo | 2,596 | 4,019 | -35.4 | -37.9 | 27,211 | 28,734 | -5.3 |
| Camaro | 6,823 | 6,321 | 7.9 | 3.8 | 63,255 | 60,185 | 5.1 |
| Caprice | 203 | 0 | ***.* | **** | 358 | 0 | ***.* |
| Chevy C/T Series | 0 | 0 | ***.* | ***.* | 0 | 8 | ***.* |
| Chevy W Series | 0 | 12 | ***.* | ***.* | 0 | 221 | ***.* |
| Cobalt | 4 | 5,643 | ***.* | ***.* | 839 | 90,376 | -99.1 |
| Colorado | 2,531 | 1,847 | 37.0 | 31.8 | 21,814 | 15,703 | 38.9 |
| Corvette | 936 | 1,135 | -17.5 | -20.7 | 9,123 | 8,689 | 5.0 |
| Cruze | 21,807 | 0 | ***.* | ***.* | 169,427 | 0 | ***.* |
| Equinox | 16,606 | 10,538 | 57.6 | 51.5 | 129,538 | 87,397 | 48.2 |
| Express | 5,819 | 4,459 | 30.5 | 25.5 | 44,118 | 38,242 | 15.4 |
| HHR | 794 | 9,470 | -91.6 | -91.9 | 36,613 | 57,242 | -36.0 |
| Impala | 13,329 | 17,343 | -23.1 | -26.1 | 124,300 | 121,399 | 2.4 |
| Kodiak 4/5 Series | 0 | 28 | ***.* | ***.* | 10 | 1,110 | -99.1 |
| Kodiak 6/7/8 Series | 0 | 3 | ***** | ***.* | 0 | 199 | ***.* |
| Malibu | 17,840 | 18,182 | -1.9 | -5.7 | 160,152 | 146,957 | 9.0 |
| Silverado-C/K Pickup | 36,832 | 34,084 | 8.1 | 3.9 | 252,738 | 235,530 | 7.3 |
| Sonic | 280 | 0 | ***.* | ***.* | 280 | 0 | ***.* |
| Suburban (Chevy) | 4,938 | 3,080 | 60.3 | 54.2 | 27,809 | 28,945 | -3.9 |
| Tahoe | 8,069 | 6,119 | 31.9 | 26.8 | 47,823 | 49,721 | -3.8 |
| TrailBlazer | 0 | 4 | ***.* | ***.* | 33 | 211 | -84.4 |
| Traverse | 11,281 | 7,850 | 43.7 | 38.2 | 75,591 | 70,098 | 7.8 |
| Uplander | 0 | 0 | ***.* | ***.* | 0 | 76 | ***.* |
| Volt | 302 | 0 | ***.* | ***.* | 3,172 | 0 | ***.* |
| Chevrolet Total | 152,779 | 131,952 | 15.8 | 11.3 | 1,206,332 | 1,054,311 | 14.4 |
| Acadia | 6,491 | 4,223 | 53.7 | 47.8 | 56,726 | 45,121 | 25.7 |
| Canyon | 1,606 | 667 | 140.8 | 131.5 | 7,176 | 4,873 | 47.3 |
| Envoy | 0 | 5 | ***.* | ***.* | 5 | 78 | -93.6 |
| GMC C/T Series | 0 | 0 | ***.* | ***.* | 0 | 52 | ***.* |
| GMC W Series | 0 | 15 | ***.* | ***.* | 0 | 308 | ***.* |
| Savana | 895 | 1,291 | -30.7 | -33.3 | 12,250 | 9,678 | 26.6 |
| Sierra | 13,244 | 11,640 | 13.8 | 9.4 | 93,438 | 79,158 | 18.0 |
| Terrain | 7,875 | 4,189 | 88.0 | 80.8 | 56,541 | 35,092 | 61.1 |
| Topkick 4/5 Series | 0 | 12 | ***.* | ***.* | 5 | 835 | -99.4 |
| Topkick 6/7/8 Series | 0 | 1 | ***.* | ***.* | 8 | 348 | -97.7 |
| Yukon | 3,597 | 2,387 | 50.7 | 44.9 | 20,999 | 16,564 | 26.8 |
| Yukon XL | 2,763 | 1,556 | 77.6 | 70.7 | 14,605 | 13,994 | 4.4 |
| GMC Total | 36,471 | 25,986 | 40.3 | 35.0 | 261,753 | 206,101 | 27.0 |
| Brand Total | 218,479 | 184,921 | 18.1 | 13.6 | 1,695,027 | 1,453,930 | 16.6 |
| HUMMER Total | 0 | 205 | ***.* | ***.* | 0 | 3,344 | ***.* |
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[^0]:    Sales Reporting and Data Management

