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GENERAL MOTORS CORP  
Form 8-K  
January 05, 2004

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, DC 20549-1004

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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 5, 2004

GENERAL MOTORS CORPORATION

-----  
(Exact Name of Registrant as Specified in its Charter)

STATE OF DELAWARE

-----  
(State or other jurisdiction of  
Incorporation or Organization)

300 Renaissance Center, Detroit, Michigan

-----  
(Address of Principal Executive Offices)

38-0572515

-----  
(I.R.S. Employer  
Identification No.)

48265-3000

-----  
(Zip Code)

Registrant's telephone number, including area code (313) 556-5000  
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### ITEM 5. OTHER ITEMS

On January 5, 2004, General Motors Corporation (GM) issued a news release announcing December sales. The release is as follows:

GM Reports December Sales of 447,900, Down 9 Percent From Record Year-Ago Levels

GM Sets Calendar-Year Truck and Utility Sales Records  
Cadillac Has Best Sales Year Since 1990

DETROIT - General Motors dealers sold 447,900 new cars and trucks in December, down 9 percent compared to record sales levels in December 2002. GM's overall truck sales (278,406) were down 11 percent. Car sales (169,494) were down 5 percent. In December 2002, GM had exceptional sales results (473,663) and more than a 32-percent market share.

GM calendar-year sales were down a modest 2 percent in 2003. For the third consecutive year, GM set an industry sales record for trucks. It also established a new industry benchmark for sales of sport utility vehicles. Five of GM's 9 brands had sales gains for the calendar year, led by an 8 percent sales increase at Cadillac, which had its best sales year since 1990, and GMC's tenth calendar-year sales record in 11 years.

"Both GM and the industry continue to show significant sales momentum as we head into the new year," said John Smith, group vice president of GM North America Vehicle Sales, Service and Marketing. "During the second half of 2003, the industry selling rate was approximately 17.5 million units, and GM's market share was above 28.5 percent. Given this momentum and the rapidly improving U.S. economy, we are optimistic about the outlook for 2004. Supporting our growth will be the launch of another 13 all-new models this year, including the Cadillac STS, Chevrolet Equinox and Cobalt, Saab 9-2X, Pontiac G6 and HUMMER H2 SUT."

#### GM Truck Sales

GM's industry-leading truck lineup posted solid sales in December. While sales for the month were down 11 percent, last December's truck sales set an all-time industry record, creating an extraordinarily difficult comparison. Calendar-year truck sales (2,795,721) were up slightly from record year-ago levels (0.2 percent) and once again established a new industry record. Truck sales for the month were driven by 97,475 deliveries of full-size pickups (down 12 percent), which once again led the industry. Although down 11 percent, sales of sport utility vehicles (131,066) surpassed 100,000 units for the eighth time in the last 9 months and established a new calendar-year record for the industry. GM continued to strengthen its sales performance in the important large luxury utility segment with 11,104 deliveries, led by continuing record sales of the Cadillac Escalade portfolio (7,292) and a very strong sales month for HUMMER H2 (3,751). Calendar year-to-date sales of GM large luxury utilities (95,002) were up 37 percent. GM remains the only manufacturer to ever sell more than 1 million sport utility vehicles and over 2.6 million trucks in a calendar year.

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### GM Car Sales

GM car sales declined 5 percent from strong year-ago levels. Calendar-year car sales (1,960,682) also were down 5 percent. In the very competitive mid-size segment, Impala sales for the calendar year (267,882) were up 35 percent. In the luxury segment, Cadillac CTS finished the calendar year with 49,392 deliveries, a 30 percent improvement over last year. Saab had another strong month with 2,479 deliveries of the 9-3 and wrapped up the year with 47,914 total deliveries, its highest sales since 1987. December sales of entry-level cars (40,378) improved 18 percent, led by Chevrolet Cavalier (21,662), up 13.5 percent in December and 8 percent calendar year-to-date.

### Divisional Highlights

Chevrolet - Chevrolet sales for the calendar year (2,655,777) were up slightly compared to 2002 (0.5 percent). Car sales for December (73,515) were up 11 percent, and calendar-year car sales (801,143) improved 7 percent. Impala calendar-year sales set a new record. Monte Carlo sales were up 3 percent for the calendar year with 66,976 deliveries. Silverado sales for the calendar year (684,302) improved 5 percent from 2002. Avalanche deliveries in December totaled 9,364 units, were up 16 percent and set a new monthly sales record. Avalanche deliveries for the calendar year (93,482) were up 5 percent.

Cadillac - Cadillac had its best annual sales since 1990 with 216,090 deliveries an 8 percent improvement over the previous year. December sales (22,062) were up 7 percent. Truck sales for the year (64,792) were up 30.5 percent, capped by strong December sales (9,206), which was Cadillac's best-ever monthly sales performance for trucks. Sales of the Escalade portfolio in December were 7,292, a new monthly record. Car sales for the calendar year (151,298) were led by record CTS sales (49,392), up 30 percent. Cadillac's success in the luxury segment is enhanced with the addition of the SRX and XLR, which are arriving in dealers' showrooms.

GMC - GMC established another annual sales record with 578,783 deliveries, a 3 percent improvement over strong 2002 sales performance. Envoy sales for the calendar year were 127,782, improved 15 percent from year-ago levels. Yukon calendar-year sales (86,238) were up 13 percent and set a record. Yukon XL had its best-ever monthly sales (9,382), up 5 percent from a year ago and also set a calendar-year sales record (70,887).

HUMMER - HUMMER finished 2003 with its strongest monthly sales (3,812) for the calendar year. Calendar-year deliveries totaled 35,259, an 80 percent increase over last year and a calendar-year record. H2 sales for the calendar year (34,529) were up 83 percent.

Saab - Saab had 47,914 deliveries for the calendar year, a 27 percent improvement over 2002. This exceptional performance was driven by continued strong sales of the 9-3 (2,479), which were up 43 percent in December. Additionally, 9-3 sales increased 66 percent for the calendar year, with 34,075 deliveries.

Pontiac - Pontiac car sales in December (39,546) improved 7 percent over the year-ago period. Grand Prix sales continued to grow with 14,557 deliveries in December, up 24 percent. Grand Am sales in December (14,368) were up 21.5 percent, and sales for the calendar year (156,466) improved up 4 percent. Vibe sales for the calendar year (56,922) were up 46 percent.

Saturn - Saturn car sales for the month (12,222) were up 3 percent, led by the ION, which had 9,404 deliveries. ION deliveries for the calendar year were 117,230. Calendar-year sales of the VUE (81,924) improved 8.5 percent and set a

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new calendar-year sales record.

Buick - Rendezvous December sales (8,159) were 32 percent above year-ago levels and a monthly record. Rendezvous' record calendar-year sales (72,643) were up 18 percent.

### Certified Used Vehicles

GM Certified Used Vehicles had strong December sales of 34,593 units, up 41 percent from December 2002. Cadillac Certified Pre-Owned Vehicles reported December sales of 2,657 units, a 10 percent decline. Saturn Certified reported sales of 2,415 units, a 9 percent improvement. Saab Certified Pre-Owned Vehicles reported 757 sales, an 83 percent increase.

GM Certified Used Vehicles had total 2003 sales of 397,638 units, an increase of 22 percent from 2002. Cadillac Certified Pre-Owned Vehicles had 2003 sales of 32,638 units, an 8 percent increase. Saturn Certified posted 2003 sales of 35,491, a 43 percent increase. Saab Certified Pre-Owned Vehicles sold 9,580 units, a 124 percent increase.

"GM Certified Used Vehicles posted another robust sales performance in December, selling 10,000 more units than last year, while overall GM certified sales increased 34 percent compared to the same month last year," Smith said. "GM's combined certified used sales for 2003 were 475,347, 24 percent above 2002 totals."

### GM Announces December Production Results and 2003 Fourth-Quarter Production Results; 2004 First-Quarter Production Forecast Remains Unchanged

In December, GM North America produced 419,000 vehicles (170,000 cars and 249,000 trucks), compared to 382,000 vehicles (159,000 cars and 223,000 trucks) produced in December 2002. Production totals include joint venture production of approximately 10,000 vehicles in December and 10,500 vehicles in December 2002.

Also, GM's 2003 fourth-quarter production for North America was 1.383 million vehicles (558,000 cars and 825,000 trucks), up 13,000 vehicles from last month's guidance of 1.37 million vehicles. In the fourth quarter of 2002, GM North America production was 1.426 million vehicles (602,000 cars and 824,000 trucks).

In addition, GM's current 2004 first-quarter production forecast for North America remains unchanged at 1.35 million vehicles (533,000 cars and 817,000 trucks). In the first quarter of 2003, GM built 1.451 million vehicles (591,000 cars and 860,000 trucks).

GM also announced 2003 fourth-quarter and 2004 first-quarter production estimates for its international regions:

GM Europe - The region's 2003 fourth-quarter production estimate is 446,000 vehicles, unchanged from last month's guidance. In the fourth quarter of 2002, the region built 453,000 vehicles. The region's 2004 first-quarter production estimate is 470,000 vehicles, down 10,000 vehicles from last month's initial forecast. In the first quarter of 2003, the region built 491,000 vehicles.

GM Asia Pacific - The region's 2003 fourth-quarter production estimate is 134,000 vehicles, up 11,000 vehicles from last month's estimate. In the fourth quarter of 2002, the region built 81,000 vehicles. The region's current 2004 first-quarter forecast remains unchanged at 122,000 vehicles. In the first-quarter of 2003, the region built 77,000 vehicles.

GM Latin America, Africa and the Middle East - The region's current 2003

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fourth-quarter estimate is 157,000 vehicles, up 2,000 vehicles from last month's guidance. In the fourth quarter of 2002, the region built 157,000 vehicles. The region's revised 2004 first-quarter production forecast is 169,000 vehicles, up 18,000 vehicles from last month's initial guidance of 151,000 vehicles. In the first quarter of 2003, the region built 127,000 vehicles.

General Motors Corp. (NYSE: GM), the world's largest vehicle manufacturer, employs 340,000 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 more than 190 countries. In 2002, GM sold more than 8.6 million cars and trucks, nearly 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](http://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-18) 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		% Chg per S/D	Calendar Year-to-Date January - December		
	2003	2002		2003	2002	%Chg
Curr S/D: 26						
Prev S/D: 25						
Vehicle Total	447,900	473,663	-9.1	4,756,403	4,858,706	-2.1
Car Total	169,494	172,135	-5.3	1,960,682	2,069,206	-5.2
Truck Total	278,406	301,528	-11.2	2,795,721	2,789,500	0.2
Light Truck Total	273,352	297,483	-11.6	2,754,100	2,750,811	0.1
Light Vehicle Total	442,846	469,618	-9.3	4,714,782	4,820,017	-2.2

Market Division

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Vehicle Total		December			Calendar Year-to-Date January - December		
Curr S/D:	26			% Chg			
Prev S/D:	25	2003	2002	per S/D	2003	2002	%Chg
Buick		28,821	43,540	-36.4	336,788	432,017	-22.0
Cadillac		22,062	19,872	6.8	216,090	199,748	8.2
Chevrolet		252,283	266,051	-8.8	2,655,777	2,642,786	0.5
GMC		62,401	63,798	-6.0	578,783	560,868	3.2
HUMMER		3,812	3,864	-5.1	35,259	19,581	80.1
Oldsmobile		10,196	9,749	0.6	125,897	155,113	-18.8
Other - Isuzu		1,563	1,415	6.2	13,123	13,708	-4.3
Pontiac		44,093	41,954	1.1	475,615	516,832	-8.0
Saab		3,506	2,743	22.9	47,914	37,805	26.7
Saturn		19,163	20,677	-10.9	271,157	280,248	-3.2

Sales of Domestically Produced Vehicles

Car	163,674	169,389	-7.1	1,906,997	2,031,157	-6.1
Light Truck	273,352	297,483	-11.6	2,754,100	2,750,811	0.1

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

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

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

		December			Calendar Year-to-Date January - December		
		2003	2002	%Chg per S/D	2003	2002	%Chg
Selling Days (S/D)	26	25					
Century	6,859	16,869	-60.9	94,279	163,739	-42.4	
LeSabre	7,832	14,607	-48.4	114,572	135,916	-15.7	
Park Avenue	2,404	2,337	-1.1	26,820	30,140	-11.0	
Regal	1,550	3,769	-60.5	23,677	40,754	-41.9	
Buick Total	18,645	37,582	-52.3	259,348	370,549	-30.0	
Catera	0	3	***.*	15	244	-93.9	
CTS	4,209	4,623	-12.5	49,392	37,976	30.1	
DeVille	7,312	7,889	-10.9	82,076	84,729	-3.1	
Eldorado	0	214	***.*	193	5,661	-96.6	
Seville	1,048	1,875	-46.3	18,747	21,494	-12.8	
XLR	287	0	***.*	875	0	***.*	
Cadillac Total	12,856	14,604	-15.4	151,298	150,104	0.8	

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Aveo	2,235	0	***.*	5,677	0	***.*
Camaro	21	736	-97.3	1,124	28,404	-96.0
Cavalier	21,662	18,358	13.5	256,550	238,225	7.7
Classic	11,992	0	***.*	50,492	0	***.*
Corvette	1,825	2,859	-38.6	27,974	32,555	-14.1
Impala	20,467	21,734	-9.5	267,882	198,918	34.7
Lumina	0	1	***.*	15	35	-57.1
Malibu	7,972	15,166	-49.5	122,771	169,377	-27.5
Metro	0	0	***.*	1	13	-92.3
Monte Carlo	6,408	5,066	21.6	66,976	64,771	3.4
Prizm	0	17	***.*	17	14,297	-99.9
SSR	933	0	***.*	1,664	0	***.*
Chevrolet Total	73,515	63,937	10.6	801,143	746,595	7.3
Alero	9,122	5,328	64.6	99,123	94,286	5.1
Aurora	79	443	-82.9	3,161	8,878	-64.4
Intrigue	3	619	-99.5	789	15,015	-94.7
Oldsmobile Total	9,204	6,390	38.5	103,073	118,179	-12.8
Bonneville	3,457	3,756	-11.5	25,250	37,599	-32.8
Firebird	8	610	-98.7	920	20,613	-95.5
Grand Am	14,368	11,371	21.5	156,466	150,818	3.7
Grand Prix	14,557	11,328	23.6	125,441	130,141	-3.6
GTO	79	0	***.*	79	0	***.*
Sunfire	3,570	3,438	-0.2	43,595	62,950	-30.7
Vibe	3,507	5,003	-32.6	56,922	39,082	45.6
Pontiac Total	39,546	35,506	7.1	408,673	441,203	-7.4
9-3	2,479	1,664	43.2	34,075	20,499	66.2
9-5	1,027	1,079	-8.5	13,839	17,306	-20.0
Saab Total	3,506	2,743	22.9	47,914	37,805	26.7
ION	9,404	2,592	248.9	117,230	6,066	***.*
Saturn L Series	2,818	5,187	-47.8	64,957	81,172	-20.0
Saturn S Series	0	3,594	***.*	7,046	117,533	-94.0
Saturn Total	12,222	11,373	3.3	189,233	204,771	-7.6
GM Total	169,494	172,135	-5.3	1,960,682	2,069,206	-5.2

GM Car Deliveries by Production Source

GM North America *	163,674	169,389	-7.1	1,906,997	2,031,157	-6.1
GM Import	5,820	2,746	103.8	53,685	38,049	41.1
GM Total	169,494	172,135	-5.3	1,960,682	2,069,206	-5.2

\* Includes U.S./Canada/Mexico

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

	December			Calendar Year-to-Date January - December		
	2003	2002	%Chg per S/D	2003	2002	%Chg
Selling Days (S/D)	26	25				

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GM Car Deliveries by Production Source and Marketing Division						
Buick Total	18,645	37,582	-52.3	259,348	370,549	-30.0
Cadillac Total	12,856	14,601	-15.3	151,283	149,860	0.9
Chevrolet Total	71,280	63,937	7.2	795,466	746,595	6.5
Oldsmobile Total	9,204	6,390	38.5	103,073	118,179	-12.8
Pontiac Total	39,467	35,506	6.9	408,594	441,203	-7.4
Saturn Total	12,222	11,373	3.3	189,233	204,771	-7.6
GM North America Total*	163,674	169,389	-7.1	1,906,997	2,031,157	-6.1
Cadillac Total	0	3	***.*	15	244	-93.9
Chevrolet Total	2,235	0	***.*	5,677	0	***.*
Pontiac Total	79	0	***.*	79	0	***.*
Saab Total	3,506	2,743	22.9	47,914	37,805	26.7
GM Import Total	5,820	2,746	103.8	53,685	38,049	41.1
GM Vehicle Deliveries by Marketing Division						
Buick Total	28,821	43,540	-36.4	336,788	432,017	-22.0
Cadillac Total	22,062	19,872	6.8	216,090	199,748	8.2
Chevrolet Total	252,283	266,051	-8.8	2,655,777	2,642,786	0.5
GMC Total	62,401	63,798	-6.0	578,783	560,868	3.2
HUMMER Total	3,812	3,864	-5.1	35,259	19,581	80.1
Oldsmobile Total	10,196	9,749	0.6	125,897	155,113	-18.8
Other-Isuzu Total	1,563	1,415	6.2	13,123	13,708	-4.3
Pontiac Total	44,093	41,954	1.1	475,615	516,832	-8.0
Saab Total	3,506	2,743	22.9	47,914	37,805	26.7
Saturn Total	19,163	20,677	-10.9	271,157	280,248	-3.2
GM Total	447,900	473,663	-9.1	4,756,403	4,858,706	-2.1

\* Includes US/Canada/Mexico

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

	December		%Chg per S/D	Calendar Year-to-Date January - December		
	2003	2002		2003	2002	%Chg
Selling Days (S/D)	26	25				
Rainier	2,017	0	***.*	4,797	0	***.*
Rendezvous	8,159	5,958	31.7	72,643	61,468	18.2
Total Buick	10,176	5,958	64.2	77,440	61,468	26.0
Escalade	4,447	3,702	15.5	35,621	36,114	-1.4
Escalade ESV	1,581	36	***.*	12,866	36	***.*
Escalade EXT	1,264	1,530	-20.6	11,256	13,494	-16.6
SRX	1,914	0	***.*	5,049	0	***.*
Total Cadillac	9,206	5,268	68.0	64,792	49,644	30.5
Astro	3,312	3,281	-2.9	40,123	50,616	-20.7



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C/K Suburban (Chevy)	15,428	17,601	-15.7	135,222	151,056	-10.5
Chevy C/T Series	61	298	-80.3	771	4,470	-82.8
Chevy W Series	361	187	85.6	2,318	2,250	3.0
Colorado	3,161	0	***.*	3,535	0	***.*
Express Cutaway/G Cut	2,008	1,912	1.0	18,854	20,764	-9.2
Express Panel/G Van	8,393	6,153	31.2	69,857	65,512	6.6
Express/G Sportvan	1,855	1,073	66.2	16,023	14,707	8.9
Kodiak 4/5 Series	839	475	69.8	7,464	1,891	294.7
Kodiak 6/7/8 Series	353	166	104.5	2,641	375	604.3
S/T Blazer	4,795	4,455	3.5	53,426	95,937	-44.3
S/T Pickup	5,095	13,563	-63.9	136,573	150,992	-9.5
Tahoe	21,122	25,130	-19.2	199,065	209,767	-5.1
Tracker	1,867	2,848	-37.0	35,123	42,212	-16.8
TrailBlazer	23,244	30,195	-26.0	261,334	249,568	4.7
Venture	9,347	10,241	-12.2	94,521	94,056	0.5
.....						
Avalanche	9,364	7,776	15.8	93,482	89,372	4.6
Silverado-C/K Pickup	68,163	76,760	-14.6	684,302	652,646	4.9
Chevrolet Fullsize Pickups	77,527	84,536	-11.8	777,784	742,018	4.8
.....						
Chevrolet Total	178,768	202,114	-15.0	1,854,634	1,896,191	-2.2
-----						
Canyon	1,230	0	***.*	1,471	0	***.*
Envoy	12,903	13,744	-9.7	127,782	110,720	15.4
GMC C/T Series	81	706	-89.0	1,563	10,462	-85.1
GMC W Series	576	413	34.1	4,545	4,128	10.1
S/T Jimmy	0	24	***.*	52	964	-94.6
Safari (GMC)	750	915	-21.2	10,950	13,665	-19.9
Savana Panel/G Classic	2,716	1,877	39.1	20,712	21,296	-2.7
Savana Special/G Cut	1,131	669	62.6	10,569	8,262	27.9
Savana/Rally	236	300	-24.4	3,089	2,777	11.2
Sierra	19,948	22,160	-13.4	196,689	202,045	-2.7
Sonoma	1,947	3,308	-43.4	35,040	41,100	-14.7
Topkick 4/5 Series	654	265	137.3	5,054	1,067	373.7
Topkick 6/7/8 Series	566	120	353.5	4,142	338	***.*
Yukon	10,281	10,674	-7.4	86,238	76,488	12.7
Yukon XL	9,382	8,623	4.6	70,887	67,556	4.9
GMC Total	62,401	63,798	-6.0	578,783	560,868	3.2
-----						
HUMMER H1	61	56	4.7	730	720	1.4
HUMMER H2	3,751	3,808	-5.3	34,529	18,861	83.1
HUMMER Total	3,812	3,864	-5.1	35,259	19,581	80.1
-----						
Bravada	355	1,162	-70.6	8,052	14,337	-43.8
Silhouette	637	2,197	-72.1	14,772	22,597	-34.6
Oldsmobile Total	992	3,359	-71.6	22,824	36,934	-38.2
-----						
Other-Isuzu F Series	119	209	-45.3	1,417	1,994	-28.9
Other-Isuzu N Series	1,444	1,206	15.1	11,706	11,714	-0.1
Other-Isuzu Total	1,563	1,415	6.2	13,123	13,708	-4.3
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Aztek	1,554	2,429	-38.5	27,354	27,793	-1.6
Montana	2,993	4,019	-28.4	39,588	47,836	-17.2
Pontiac Total	4,547	6,448	-32.2	66,942	75,629	-11.5
-----						
VUE	6,941	9,304	-28.3	81,924	75,477	8.5
Saturn Total	6,941	9,304	-28.3	81,924	75,477	8.5
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GM Total	278,406	301,528	-11.2	2,795,721	2,789,500	0.2
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### GM TRUCK Deliveries by Production Source

	2003	2002	%Chg	2003	2002	%Chg
GM North America *	276,707	300,188	-11.4	2,780,943	2,775,179	0.2
GM Import	1,699	1,340	21.9	14,778	14,321	3.2
GM Total	278,406	301,528	-11.2	2,795,721	2,789,500	0.2

### GM Light Duty Truck Deliveries by Production Source

	2003	2002	%Chg	2003	2002	%Chg
GM North America *	273,352	297,483	-11.6	2,754,100	2,750,811	0.1
GM Import	0	0	***.*	0	0	***.*
GM Total	273,352	297,483	-11.6	2,754,100	2,750,811	0.1

\* Includes U.S./Canada/Mexico

3-1P

### GM Truck Deliveries - (United States) December 2003

	December			Calendar Year-to-Date January - December		
	2003	2002	%Chg per S/D	2003	2002	%Chg
Selling Days (S/D)	26	25				

### GM TRUCK Deliveries by Production Source and Marketing Division

	2003	2002	%Chg	2003	2002	%Chg
Buick Total	10,176	5,958	64.2	77,440	61,468	26.0
Cadillac Total	9,206	5,268	68.0	64,792	49,644	30.5
Chevrolet Total	178,595	201,998	-15.0	1,853,190	1,894,705	-2.2
GMC Total	61,970	63,501	-6.2	575,276	558,058	3.1
HUMMER Total	3,812	3,864	-5.1	35,259	19,581	80.1
Oldsmobile Total	992	3,359	-71.6	22,824	36,934	-38.2
Other-Isuzu Total	468	488	-7.8	3,296	3,683	-10.5
Pontiac Total	4,547	6,448	-32.2	66,942	75,629	-11.5
Saturn Total	6,941	9,304	-28.3	81,924	75,477	8.5
GM North America Total*	276,707	300,188	-11.4	2,780,943	2,775,179	0.2
Chevrolet Total	173	116	43.4	1,444	1,486	-2.8
GMC Total	431	297	39.5	3,507	2,810	24.8
Other-Isuzu Total	1,095	927	13.6	9,827	10,025	-2.0
GM Import Total	1,699	1,340	21.9	14,778	14,321	3.2

### GM Light Truck Deliveries by Production Source and Marketing Division

	2003	2002	%Chg	2003	2002	%Chg
Buick Total	10,176	5,958	64.2	77,440	61,468	26.0
Cadillac Total	9,206	5,268	68.0	64,792	49,644	30.5
Chevrolet Total	177,154	200,988	-15.2	1,841,440	1,887,205	-2.4
GMC Total	60,524	62,294	-6.6	563,479	544,873	3.4
HUMMER Total	3,812	3,864	-5.1	35,259	19,581	80.1
Oldsmobile Total	992	3,359	-71.6	22,824	36,934	-38.2
Pontiac Total	4,547	6,448	-32.2	66,942	75,629	-11.5
Saturn Total	6,941	9,304	-28.3	81,924	75,477	8.5
GM North America Total*	273,352	297,483	-11.6	2,754,100	2,750,811	0.1

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GM Light Truck Deliveries by Marketing Division

Buick Total	10,176	5,958	64.2	77,440	61,468	26.0
Cadillac Total	9,206	5,268	68.0	64,792	49,644	30.5
Chevrolet Total	177,154	200,988	-15.2	1,841,440	1,887,205	-2.4
GMC Total	60,524	62,294	-6.6	563,479	544,873	3.4
HUMMER Total	3,812	3,864	-5.1	35,259	19,581	80.1
Oldsmobile Total	992	3,359	-71.6	22,824	36,934	-38.2
Pontiac Total	4,547	6,448	-32.2	66,942	75,629	-11.5
Saturn Total	6,941	9,304	-28.3	81,924	75,477	8.5
GM Total	273,352	297,483	-11.6	2,754,100	2,750,811	0.1

\* Includes US/Canada/Mexico

GM Production Schedule - 01/05/04

Units 000s	GMNA			GME2	GMLAAM	GMAP	Total Worldwide	Memo: JV1	
	Carl	Truck1	Total					Car	Truck
2003 Q4 #	558	825	1,383	446	157	134	2,120	16	19
O/(U) prior forecast:⓪	8	5	13	0	2	11	26	0	(1)
2004 Q1 #	533	817	1,350	470	169	122	2,111	19	25
O/(U) prior forecast:⓪	0	0	0	(10)	18	0	8	0	0

Units 000s	GMNA			GME2	GMLAAM	GMAP	Total Worldwide	Memo: JV1	
	Carl	Truck1	Total					Car	Truck
2000									
1st Qtr.	746	775	1,521	572	118	40	2,251	24	13
2nd Qtr.	787	781	1,568	534	140	45	2,287	19	17
3rd Qtr.	689	630	1,319	374	151	53	1,897	16	18
4th Qtr.	670	694	1,364	513	135	47	2,059	18	17
CY	2,892	2,880	5,772	1,993	544	185	8,494	77	65
2001									
1st Qtr.	581	633	1,214	538	138	51	1,941	13	14
2nd Qtr.	638	726	1,364	491	165	64	2,084	13	16
3rd Qtr.	573	665	1,238	373	146	74	1,832	11	15
4th Qtr.	573	721	1,294	441	127	67	1,929	9	16
CY	2,365	2,745	5,110	1,842	575	256	7,786	46	61
2002									
1st Qtr.	600	753	1,353	456	131	65	2,005	12	11

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2nd Qtr.	688	865	1,553	453	141	74	2,221	15	17
3rd Qtr.	567	740	1,307	408	132	87	1,934	19	20
4th Qtr.	602	824	1,426	453	157	81	2,117	16	19
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CY	2,457	3,182	5,639	1,770	561	307	8,277	62	67
2003									
1st Qtr.	591	860	1,451	491	127	77	2,146	19	24
2nd Qtr.	544	837	1,381	488	128	90	2,087	19	24
3rd Qtr.	492	752	1,244	393	135	120	1,892	21	16
4th Qtr. #	558	825	1,383	446	157	134	2,120	16	19
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CY #	2,185	3,274	5,459	1,818	547	421	8,245	75	83
2004									
1st Qtr. #	533	817	1,350	470	169	122	2,111	19	25
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@ Numbers may vary due to rounding

1 JOINT VENTURE - NUMMI units included in GMNA Car, HUMMER and CAMI units included in GMNA Truck.

2 GME 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.

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 5, 2004

By: /s/PETER R. BIBLE.

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(Peter R. Bible,  
Chief Accounting Officer)