

# **General Motors Global Sales Media Briefing**

2007 Calendar Year – Quarter 2

July 19, 2007



# Forward Looking Statement

In the following presentation and in related comments by General Motors management, we will use words like "expect," "anticipate," "estimate," "forecast," "goal," "project," "targets" and similar expressions to identify forward looking statements that represent our current judgments 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; significant changes in the competitive environment and the effect of competition on our markets, including on our pricing policies; price increases or shortages of fuel; and changes in laws, regulations or government policies affecting our vehicles.

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.

We caution investors not to place undue reliance on our forward-looking statements. Except where expressly required by law, we undertake no obligation to update publicly or otherwise revise any forward-looking statements, whether as a result of new information, future events or other factors.



# Paul Ballew

Executive Director

Global Market and Industry Analysis



# Overview – 2007 CYTD

- Global Industry through mid year on record pace
  - Up 3.7% CYTD vs. year ago
  - Industry on pace to reach 70 million units for the year
- GM on track to achieve second best sales year in nearly 100 year history
  - Sales up 1.7% CYTD, driven by record growth in emerging markets
  - By year end – expect to be first OEM to reach 1M unit mark in China
- Record Industry and GM sales in Asia Pacific, Latin America, Africa, Mid East and European regions
  - Developing markets accounted for 27% of global industry sales and 23% of GM sales thru June
  - Year over year, developing market sales for GM grew 17% -- outpacing the industry growth of 15%

# Global Regions – Industry Sales Q2 2007

<b>Region</b>	<b>2007 – Q2</b> <small>(units in 000s)</small>	<b>o/(u) Prior Year</b> <small>(% change)</small>
Asia Pacific	5,043	8.9%
Europe	6,054	1.8%
Latin America, Africa, Mid East	1,723	17.9%
North America	5,305	-1.7%
<b>Global Total</b>	<b>18,125</b>	<b>3.9%</b>

Source: GMIA



# Global Regions – Industry Sales thru June

Region	2007 – CYTD	o/(u) Prior Year
	(units in 000s)	(% change)
Asia Pacific	10,444	7.5%
Europe	11,759	2.1%
Latin America, Africa, Mid East	3,345	15.5%
North America	10,000	-1.6%
<b>Global Total</b>	<b>35,548</b>	<b>3.7%</b>

Source: GMIA



# Key Emerging Markets – Industry Sales thru June

Region	2007 – CYTD	o/(u) Prior Year
	(units in 000s)	(% change)
Brazil	1,082	25.7%
Russia	1,184	26.5%
India	1,000	17.7%
China	4,246	21.1%
<b>11 Emerging Markets</b>	<b>9,498</b>	<b>15.2%</b>

Source: GMIA



# GM Global Sales Highlights – Q2 2007

- Europe
  - Posted best ever quarterly sales
  - Record Chevrolet Q2 with nearly 115,000 sales, up 34%
- LAAM
  - Best ever quarterly sales
  - Record Brazil sales of more than 118,000, up 23%
  - Record sales in Argentina, Chile, Colombia and the Mid-East
  - All time high in Venezuela
- AP
  - Record Q2 total region sales
  - Best Q2 sales in China
  - All time high in India
- NA
  - Truck leadership in aggressive market
  - Mid Car retail gains on strength of Saturn Aura, Pontiac G6, Chevrolet Impala

Source: GMIA



# First Half Performance

- GM global sales up 1.7% through June – on pace for 2<sup>nd</sup> best year in our nearly 100 year history
- Growing presence in markets outside the U.S.
  - All time high for second quarter in a row
- New launch models continue to fuel growth
  - Build on strength of first half launches, such as Chevrolet Spark in India, GMC Acadia and Buick Enclave in U.S.
  - Coming soon...
    - Chevrolet Captiva and Epica roll outs continue thru ASEAN and LAAM markets
    - New Cars for the NA markets – Saturn Astra, Chevrolet Malibu, Pontiac G8, Cadillac CTS
- Challenging market – yet, keeping pace with industry charging toward 70M units for first time