

# ***Supplemental Information***

The following supplemental information is provided to reconcile adjusted financial data with GAAP-based data (per GM's financial statements):

Presented on January 13, 2005 at the Automotive Analysts of New York Conference in Detroit by Rick Wagoner, Chairman and CEO

# Supplemental Information

## 1992 Adjusted Net Income & EPS excluding Hughes & EDS

\$ Millions	GM Consolidated	GM excl. Hughes & EDS	Hughes	EDS
Reported Net Income (Loss)	(23,498)	(24,044)	(90)	636
Special Items:				
– Cumulative Effect of SFAS #106 Change	20,878	20,838	40	0
– National Car Rental System Inc. Adj.	744	744	0	0
– Sale of Daewoo Investment	(165)	(165)	0	0
– Hughes Aircraft Restructuring	749	0	749	0
– Hughes Revenue Recognition Adj.	40	0	40	0
Total Special Items	<u>22,246</u>	<u>21,417</u>	<u>829</u>	<u>0</u>
Adjusted Net Income (Loss)	<u>(1,252)</u>	<u>(2,627)</u>	<u>739</u>	<u>636</u>
Average number of GM \$1 2/3 Common Shares		671		
<b>EPS</b>		<b>\$(3.92)</b>		

## 1992 U.S. Pension (Unfunded) Status

\$ Billions	
GM	(12.1)
Less:	
– EDS	(0.2)
– Hughes	1.0
Subtotal	<u>0.8</u>
<b>GM Excl Hughes &amp; EDS</b>	<b>(12.9)</b>

# Supplemental Information

## Three Years of Operating Cash Flow (1990-1992)

\$ Billions	Less				Total*
	Consolidated	GMAC	Hughes	EDS	
<b>1992</b>					
Net Cash Provided by Operating Activities (GAAP)	9.8	5.2	1.2	1.1	2.3
Reclassifications to/(from) U.S. GAAP:					
– Expenditures for PPE and Special Tools	(6.6)	0.0	(0.5)	(0.6)	(5.5)
– Pension Cash Contributions	0.9	0.0	0.0	0.0	0.9
– Other	(0.1)	0.0	0.0	0.0	(0.1)
Total Reconciling Items	(5.8)	0.0	(0.5)	(0.6)	(4.7)
Total Operating	4.0	5.2	0.7	0.5	<b>(2.4)</b>
<b>1991</b>					
Net Cash Provided by Operating Activities (GAAP)	6.5	3.6	0.9	0.9	1.1
Reclassifications to/(from) U.S. GAAP:					
– Expenditures for PPE and Special Tools	(7.2)	0.0	(0.6)	(0.7)	(5.9)
– Pension Cash Contributions	0.0	0.0	0.0	0.0	0.0
– Other	(0.8)	0.0	(0.1)	(0.4)	(0.3)
Total Reconciling Items	(8.0)	0.0	(0.7)	(1.1)	(6.2)
Total Operating	(1.5)	3.6	0.2	(0.2)	<b>(5.1)</b>
<b>1990</b>					
Net Cash Provided by Operating Activities (GAAP)	6.8	2.0	0.9	1.1	2.8
Reclassifications to/(from) U.S. GAAP:					
– Expenditures for PPE and Special Tools	(7.4)	0.0	(0.7)	(0.5)	(6.2)
– Pension Cash Contributions	0.0	0.0	0.0	0.0	0.0
– Other	(0.9)	0.0	0.0	(0.1)	(0.8)
Total Reconciling Items	(8.3)	0.0	(0.7)	(0.6)	(7.0)
Total Operating	(1.5)	2.0	0.2	0.5	<b>(4.2)</b>
<b>Three Years of Operating Cash Flow (1990-1992)</b>					<b>(11.7)</b>

\*Consolidated excluding GMAC, EDS, & Hughes

# Supplemental Information

## Three Years of Operating Cash Flow (2002-Q3 CYTD 2004)

\$ Billions				
	Q3 CYTD 2004	2003	2002	Total*
Net Cash Provided by Operating Activities (GAAP)	1.3	(5.3)	8.0	4.0
Reclassifications to/(from) U.S. GAAP:				
– Expenditures for PPE and Special Tools	(4.5)	(6.6)	(6.4)	(17.5)
– Pension Cash Contributions	5.3	20.6	5.8	31.7
– Sale of Defense	0.0	1.1	0.0	1.1
– Other	(0.1)	0.4	0.8	1.1
Total Reconciling Items	0.7	15.5	0.2	16.4
Total Operating	2.0	10.2	8.2	20.4

\*Excluding GMAC