

# GM's Annual China Sales Pop Through the Bubble

With a month of sales remaining, General Motors and its joint ventures have set an annual sales record in China.

With domestic sales of 260,018 vehicles in November, GM's sales in 2012 reached 2,593,642 units in the first 11 months, compared with 2,547,171 vehicles sold in China for all of 2011.

Last month's sales were the highest ever for November and the second-highest for any month in GM's largest market, rising 9.7 percent from November 2011.

During the first 11 months of 2012, sales by GM and its joint ventures increased 10.4 percent year on year. Shanghai GM's domestic sales grew 8.7 percent to 1,220,887 units. SAIC-GM-Wuling's domestic sales grew 12.5 percent to 1,318,473 units. FAW-GM's domestic sales decreased 1.0 percent to 50,345 units.

Shanghai GM sold an all-time monthly record 136,444 vehicles in China last month, as demand for its products increased 20.6 percent year over year. SAIC-GM-Wuling's domestic sales were down 0.5 percent on an annual basis to 118,536 units. FAW-GM's sales in China rose 4.2 percent from the same month last year to 4,837 units.

Buick once again led the way for Shanghai GM, as sales increased 17.4 percent year on year to a November record 70,172 units. Demand for the original Excelle family totaled 23,381 units.

It was followed by the Excelle XT and GT, which sold 17,716 units – an increase of 16.1 percent from No-

vember 2011 and the models' second-highest sales for any month.

Setting a monthly record was the Regal, which sold 9,204 units – an increase of 12.4 percent on an annual basis.

The Encore SUV got off to a strong start, with 6,025 units sold in its first month on the market.

Chevrolet also set a November sales record in China. Demand was up 15.3 percent on an annual basis to 63,012 units.

It continued to be driven by the Sail family, which had sales of 22,394 units, a 10.6 percent increase year on year, and the Cruze, which had increased sales of 1.6 percent from November 2011 to 22,216 units.

Malibu sales totaled 7,697 units during the midsize sedan's first November being offered in China.

Cadillac set an all-time monthly sales record in China of 3,260 units, an increase of 8.4 percent on an annual basis.

Leading the way in November were the SRX, with sales of 2,082 units, and the SLS, which had record monthly sales of 1,029 units.

Wuling sales in China dropped 0.5 percent year on year to 108,304 units in November. It continued to be led by the Sunshine, which had sales of 40,420 units.

Baojun's November sales jumped 70.0 percent on an annual basis to 10,232 units, the brand's second-highest monthly total ever.

Its most popular model was the 630, which had sales of 6,429 units – an increase of 6.8 percent from last November.

## GM Awards DURA Supplier Affiliate

Global Automotive Systems (GAS) has announced that its Metal Systems of Canada operations, located in Dundalk, Ontario, has been recognized by General Motors for exceptional quality performance.

During a ceremony at the facility, GM presented the esteemed Supplier Quality Excellence Award to employees.

The award is presented to supplier facilities that demonstrate top performance in several areas, including product quality, on-time delivery and cross-functional support. Suppliers are evaluated across a set of 13 metrics that reflect the supplier's entire quality performance.

The Metal Systems of Canada facility is one of a select group of global supplier sites that has received this honor. In 2012, GM will recognize approximately 7

percent of product suppliers – those who have demonstrated the highest levels of quality achievement over the previous 12-month period.

"On behalf of our Metal Systems of Canada and Global Automotive Systems team, we are honored to be recognized with this prestigious award," said Henry Whiting, president of the Structural Systems Division. "Our focus on providing exceptional product quality and innovative solutions is part of our overall customer value proposition. We look forward to growing our relationship with General Motors."

Global Automotive Systems and the Metal Systems of Canada facility operate as part of the Structural Systems Division with affiliate DURA Automotive Systems.

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