

REGISTERED LOBBYIST CONTACT DISCLOSURE FORM

This form is to be completed by Executive Branch employees who are contacted by registered lobbyists regarding **EESA**. This report includes a written description of each contact, the date and time of the contact, and the names of the registered lobbyist(s) and the employee(s) with whom the contact took place. Written materials prepared by registered lobbyists should be attached to this form for posting on the website. The information on this form will be available to the public on Treasury's website.

To be completed by the employee contacted			
Date and time of contact:	Name of the Employee(s) Contacted (Name and Title)	Brief description of the communication: (attach separate sheet if necessary)	
Name of the Employee(s) who prepared this form:			Date

Registered Lobbyist Name:	Title:	Firm or Organization:, if applicable	Client

GM Progress Update

**Designing, Building and Selling
the World's Best Vehicles**



Government Relations & Public Policy

America's New Engine

\$23.1 billion IPO

largest global IPO in history

\$5.4 billion in U.S. investment
creating **15,720 jobs**

\$2.5 Billion

Net Income Q2 2011

**America's Best Selling
Automaker**

A leader in R&D

Ranked **No. 1 auto innovator** by
The Patent Board;
Ranked **top 25 of all companies**
in U.S. patents

**GM has posted six consecutive quarters of
profitability and created over 15,720 jobs**



Sustained Profitability

2011 Second Quarter Results

- **Six Consecutive Quarters of Profitability**
- GM generated **\$39.4 Billion in Revenue** and **\$2.5 Billion in Net Income** in Q2 2011
- GM is posting profits while industry sales are at historically low levels
- **\$39.7 Billion** in total automotive liquidity

IPO Generates \$13.6 billion for U.S. Treasury

- **GM's public offering totaled \$23.1 Billion - largest in history**
 - 549.7 million shares of common stock at \$33 per share, totaling \$18.1 billion
 - 100 million shares of Series B convertible preferred stock, totaling \$5.0 billion
- **Reduced U.S. Government ownership from 60.8% to 33.3%**
 - Expected to decline to 26.6% with impact of dilution



Restructured To Compete

- **A Stronger, More Focused Company**
 - Stronger balance sheet: \$4.7 billion in automotive debt at close of Q2 2011, versus \$45.8 billion for old GM
 - Expenses in line with revenues: \$6.7 billion reduction in operating costs
 - Fewer legacy costs: \$9.9 billion at close of 2010, versus \$32.9 billion for Old GM
 - New Board of Directors, with seven of eleven members new to GM
 - Manufacturing capacity and dealer network brought in line with sales; GM maintains largest domestic footprint and dealer network
- **A Fundamentally Restructured Company**
 - Two-thirds reduction of unsecured public debt
 - U.S. pensions close to fully funded
 - Half of UAW Retiree Medical Benefits Trust (VEBA) contributions in form of company stock
 - Limitations on executive compensation and restrictions on expenses
 - Fully competitive wages and work rules to Toyota transplants



Vehicles Americans Want To Buy

Chevy Cruze ECO



Segment Leading Fuel Economy (42 Hwy/28 City)

Chevy Volt



Motor Trend **“Car of the Year”**
NAIAS **“North American Car of the Year”**
“Green Car of the Year” Green Car Journal

Cadillac CTS



Car and Driver **“10 Best”**
three years running

September Sales Results

- Chevrolet, Buick, GMC and Cadillac **U.S. sales up 20%** year over year
- **GM’s newest vehicles continue to gain customers – retail sales increase 19%** on strength of Chevrolet Equinox, Silverado, Cruze, Camaro and Volt; Buick Regal; Cadillac SRX and CTS Coupe, Sedan and Wagon; and GMC Sierra and Terrain



Investing In America

New GM has announced over **\$5.4 billion** in U.S. investment and production increases – creating **15,720 jobs**

- **\$483 million** investment and **480 new jobs** in Spring Hill, Tennessee to build current and next generation Ecotec four-cylinder engines
- **\$500 million** Chevrolet Cruze program investment in U.S. manufacturing operations, including more than \$350 million to re-tool the Lordstown, Ohio facility
- **\$270 million** investment and **211 new jobs** in White Marsh, Maryland to build advanced electric motors
- **\$700 million** Chevrolet Volt program investment in eight Michigan area facilities, including manufacture of Lithium-Ion Battery Packs
- **\$655 million** investment to build cleaner, more fuel-efficient engines: Tonawanda, NY; Defiance, OH; Bedford, IN; and Bay City, MI – creating approximately **1,200 jobs**



Why GM Matters

**Americans Buy
More Vehicles
From GM Than
From Any Other
Automaker**

77,300 U.S. Workers

40 U.S. Manufacturing Facilities

\$34 billion Purchased From U.S. Suppliers

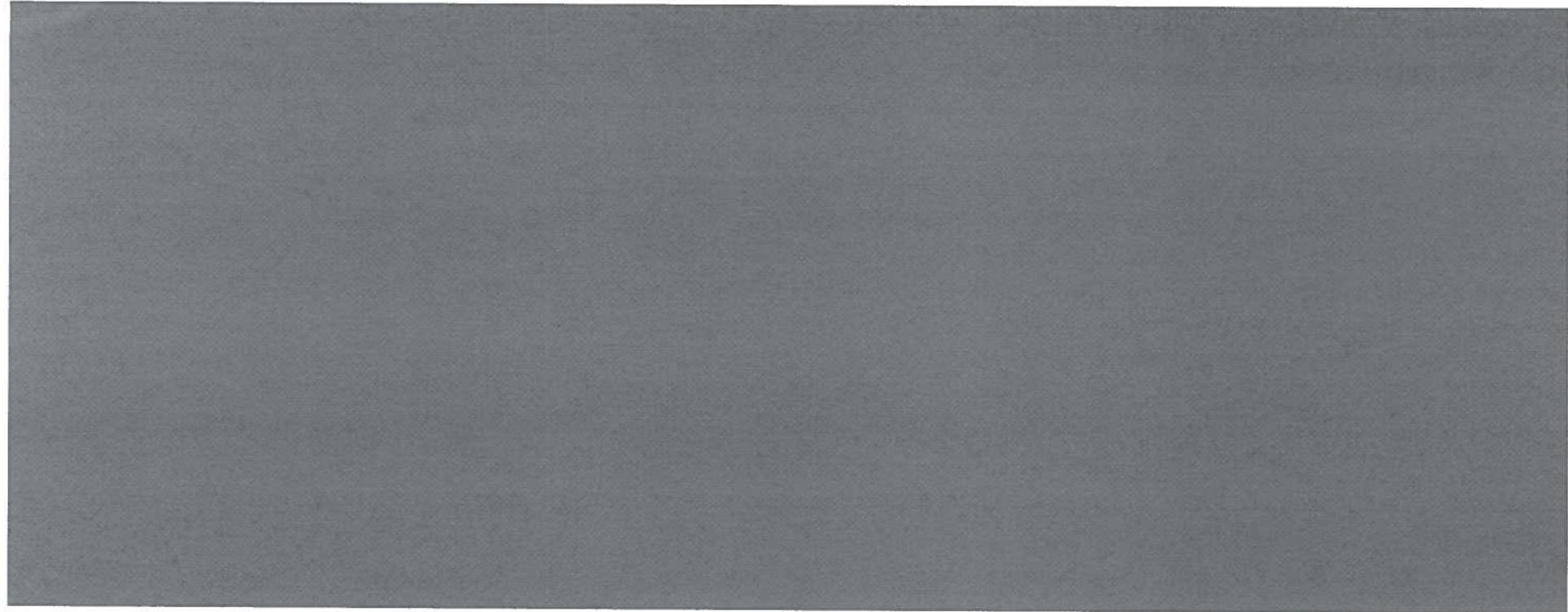
\$8 billion Invested in R&D Annually

947 U.S. Patents in 2010

274,254 Vehicles Exported From U.S. in 2010

**A revitalized GM is fundamentally important to America's
economic and competitive strength**





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