

POWERLine

"Published for the people of GM Toledo Transmission and UAW Local 14"

OCTOBER 31, 2019

GM Reports Q3 2019 Earnings

GM Reports Income of \$2.3 Billion and EBIT-adjusted of \$3.0 Billion

- EPS-diluted of \$1.60 and EPS-diluted-adjusted of \$1.72.
- Net strike impact to GMNA EBIT-adjusted was \$(1.0) billion, including \$0.3 billion of favorable timing items.
- Strong GMNA EBIT-adjusted margin of 10.8 percent, driven by full-size trucks, record crossover sales and cost savings.

Q3 2019 RESULTS OVERVIEW

	Net Revenue	Income	Auto Operating Cash Flow	EPS-Diluted
GAAP	\$ 35.5B	\$2.3B	\$5.0B	\$1.60
vs. Q3 2018	(0.9%)	(8.7%)	+\$2.5 B	(8.6%)
	EBIT-adj. Margin	EBIT-adj.	Adj. Auto CCF	EPS-Diluted-adj.
Non-GAAP	8.4%	\$3.0B	\$3.8B	\$1.72
vs. Q3 2018	(0.4) pts	(5.9%)	+\$3.4B	(8.0%)

EPS-diluted and EPS-diluted-adj. reduced by \$(0.52) from UAW strike impact, and \$(0.15) from LIFT and PSA revaluations.

Our new labor agreement maintains our competitiveness, preserves our operating flexibility and allows us to continue improving our quality and productivity. We remain focused on strengthening our core business and leading in the future of personal mobility."

– Mary Barra, Chairman and CEO

FULL-SIZE PICKUP TRUCK MOMENTUM

GM's industry-leading full-size pickups continued to build sales momentum in the quarter, with the launch of light-duty (LD) diesels and more heavy-duty (HD) variants. Since January, GM's full-size LD and HD pickups have gained more than 8 percentage points of retail market share in the segment through September.*

Sales of the Chevrolet Silverado and GMC Sierra LD models were up 18 and 38 percent year over year respectively, and have gained retail market share sequentially each month this quarter.* Early production of HD models was focused on crew cabs, and those deliveries were up 19 percent. Overall pricing of GM's all-new pickups remained strong, up about \$2,200 year to date versus 2018.*



*Based on JD Power PIN data

STRIKE IMPACT

The work stoppage in the U.S. negatively affected North American business results in the third quarter and expected results for the year. In the third quarter, about two weeks of vehicle production was lost.

The net strike impact to the third quarter GMNA EBITad-justed was \$(1.0) billion including \$0.3 billion of favorable timing items, or \$(0.52) per diluted share. We expect the 2019 calendar-year impact of the strike to be approximately \$(2.00) per diluted-share.

FULL-YEAR GUIDANCE UPDATE

GM expects full-year capital expenditures to be lower than originally projected, approximately \$7.5 billion, due to actions taken to accelerate the achievement of its Capex target. Given this, and the impact of the strike, GM has revised its full-year outlook:

EPS-diluted \$4.28 to \$4.69

EPS-diluted-adjusted \$4.50 to \$4.80

Auto Operating Cash Flow \$5.5B to \$7.5B

Adjusted Auto Free Cash Flow \$0B to \$1B

Q3 U.S. SALES HIGHLIGHTS

Dealerships delivered nearly 739,000 vehicles in the third quarter of 2019, an increase of 6 percent year over year. Results were led by GM's all-new full-size pickups and the company's fresh lineup of crossovers.

Deliveries increased for all brands, and crossover sales were the best-ever for any quarter, growing 29 percent.

Chevrolet crossover sales increased 35 percent, led by Traverse and Trax, which set quarterly records. Buick crossover sales were up 17 percent, led by Envision and Encore, which were up 39 percent and 18 percent, respectively. GMC sales increased 11 percent, led by the Acadia, which was up 51 percent. Cadillac crossover deliveries rose 67 percent, led by the segment-leading XT4 and the all-new XT6.

To build on the momentum of GM's industry leading truck franchise, the company's next-generation full-size SUVs, which dominate the segment, will arrive in dealerships in 2020.

THE SHOEMOBILE IS COMING

www.safgard.com (800) 221-8843

MICHIGAN INDUSTRIAL SHOE

GM POWERTRAIN-OH-TOLEDO

Tuesday, November 26th

1:00pm - 3:30pm | 4:00pm - 8:00pm

Wednesday, November 27th

6:00am - 12:00pm | 1:00pm - 3:00pm

CONFIDENCE ON THE JOB

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SAFETY SHOE COMPANY

MICHIGAN
INDUSTRIAL SHOE

GREAT LAKES
INDUSTRIAL SHOE

VETERANS FAIR

Friday, Nov. 8, 2019

Veterans Fair and Toys 4 Tots Gate Collection

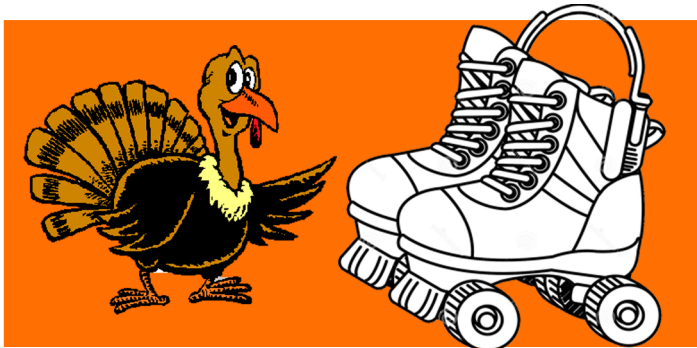
Veterans Fair

The Veteran's Fair will be in the cafeteria from 2 p.m. to 6 p.m. Friday, Nov. 8, 2019, with a member of the Veterans Center attending.



Toy 4 Tots

The Toys 4 Tots collection will be Thursday, Nov. 14, from 10 p.m. to 11:30 p.m. for third shift. Friday, Nov. 15, 4 a.m. to 6 a.m. first shift and 2:30 p.m. to 5:30 p.m. for second shift.



Thanksgiving Roller Skating Party

3:30 p.m.- 6:00 p.m.

November 29, 2019

Ohio Skate

Opportunity Drive - Toledo

Open to all members of Local 14, GM salaried, Eures Services, Retirees and their families.

Skate rental \$2.00 per pair

Must show ID

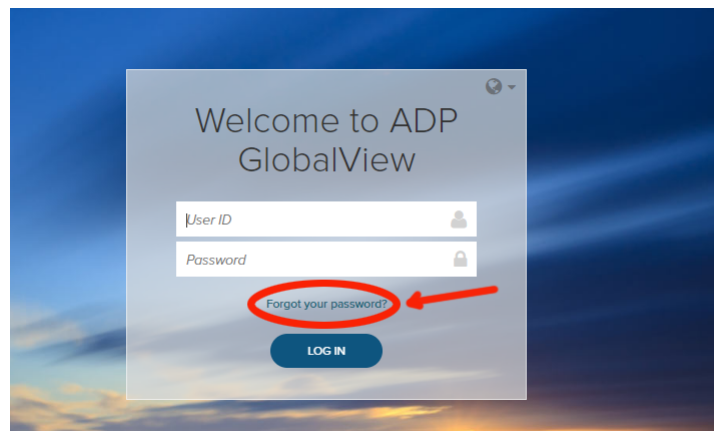
How to contact us...

Communications Coordinator - UAW: Daniel Macut
Email submissions to daniel.macut@gm.com
Phone: 419-450-0947

Member UAW - LUCA Local Union Communication Association

Deadline for POWERLine is 3:00 p.m. Tuesday.

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NEW ADP Site to View your Pay

DO NOT USE THE OLD GLOBAL PORTAL LINK

You MUST use this link: <https://portal001.globalview.adp.com/qvservice/home/gm> SAVE THIS NEW LINK TO YOUR HOME PAGE OR DESK TOP.

FOLLOW THESE DIRECTIONS (FORGET ANYTHING YOU USED BEFORE)

1. (do NOT enter any info in the empty fields) First thing you do is click on **Forgot Your Password** AS SHOWN IN PHOTO after the page reloads follow step 2...
2. In the USER ID field enter your GMIN. (Your 9 digit number on your badge)
3. Click NEXT
4. Enter your Social Security Number (omit dashes)
5. Click NEXT
6. Click on Create my own password
7. Click NEXT
8. Create and enter a password in the Create Password field
9. Re-enter password in Confirm Password field
10. Click on SUBMIT
11. Click DONE

NOTE: The ADP myView page will appear after you have successfully completed the new login process. There is no change to the current ADP myView page. You will still be able to view your paystub two days prior to payday.

IMPORTANT NOTE: For all subsequent logins, enter your GMIN and the personal password you created. The ADP Mobile App still works, Socrates still works and the HCC still works. Delete any other link or site you have used before.

Special Attrition Program

During the 2019 UAW-GM National Agreement contract negotiations, the parties agreed to offer a Special Attrition Program to eligible production and skilled trades employees. Eligible employees are given 45 calendar days to designate their choice to participate in this SAP. The application period will run from Thursday, October 31, 2019 through the end of the first shift on Saturday, December 14, 2019. You may make application in the HR/LR department.