GENERAL MOTORS ACCEPTANCE CORP Form 424B2 November 19, 2004 Table of Contents

Filed Pursuant to Rule 424(b)(2)

Registration No. 333-108533

PROSPECTUS SUPPLEMENT

(To Prospectus Dated September 16, 2003)

\$2,500,000,000

General Motors Acceptance Corporation

\$1,750,000,000 6.75% Notes due December 1, 2014

\$750,000,000 Floating Rate Notes due December 1, 2014

The 6.75% Notes will mature on December 1, 2014. Interest will accrue from November 24, 2004 at the rate of 6.75% per year payable semi-annually in arrears on June 1 and December 1 of each year, commencing on June 1, 2005. The notes will not be redeemable prior to maturity unless certain events occur involving United States taxation.

The Floating Rate Notes will mature on December 1, 2014. Interest will accrue from November 24, 2004 at the rate of 3-month LIBOR plus 2.20% per year payable quarterly in arrears on March 1, June 1, September 1 and December 1 of each year, commencing on March 1, 2005. The notes will not be redeemable prior to maturity unless certain events occur involving United States taxation.

Application will be made to list the 6.75% Notes and the Floating Rate Notes on the Luxembourg Stock Exchange.

6.75% Notes due December 1, 2014

| | Per Note | Total |
|---|-----------|------------------|
| Public Offering Price (1) | 99.431% | \$ 1,740,042,500 |
| Underwriting Discount | 0.425% | \$ 7,437,500 |
| Proceeds, before expenses, to General Motors Acceptance Corporation | 99.006% | \$1,732,605,000 |
| Floating Rate Notes due December 1, 2014 | | |
| | Per Note | Total |
| | T CI NOIC | Total |
| Public Offering Price (1) | 99.2738% | \$ 744,553,500 |
| Underwriting Discount | 0.400% | \$ 3,000,000 |
| Proceeds, before expenses, to General Motors Acceptance Corporation | 98.8738% | \$741,553,500 |

(1) Plus accrued interest from November 24, 2004 if settlement occurs after that date.

Investing in the 6.75% Note and the Floating Rate Notes involves risks. See <u>Risk Factors</u> on page S-3.

Neither the Securities and Exchange Commission nor any state securities commission has approved or disapproved of these securities or determined if this prospectus supplement or the related prospectus is truthful or complete. Any representation to the contrary is a criminal offense.

The notes will be ready for delivery in book-entry form only through The Depository Trust Company, the Euroclear System or Clearstream Banking, *société anonyme*, Luxembourg on or about November 24, 2004.

Joint Book-Running Managers

Banc of America Securities LLC

JPMorgan

Merrill Lynch & Co.

Morgan Stanley

Barclays Capital

BNP PARIBAS

Credit Suisse First Boston

Banca IMI

Banco Nazionale del Lavoro November 17, 2004

BNY Capital Markets, Inc.

WestLB

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Unless the context indicates otherwise, the words GMAC, we, our, ours and us refer to General Motors Acceptance Corporation.

You should rely only on the information contained in or incorporated by reference in this prospectus supplement and the accompanying prospectus. We have not, and the underwriters have not, authorized any other person to provide you different information or to make any additional representations. We are not, and the underwriters are not, making an offer of any securities other than the notes. This prospectus supplement is part of and must be read in conjunction with the accompanying prospectus dated September 16, 2003. You should not assume that the information appearing in this prospectus supplement and the accompanying prospectus, as well as the information incorporated by reference, is accurate as of any date other than the date on the front cover of this prospectus supplement.

We will deliver the notes to the underwriters at the closing of this offering when the underwriters pay us the purchase price of the notes. The underwriting agreement provides that the closing will occur on November 24, 2004, which is five business days after the date of the prospectus supplement. Rule 15c6-1 under the Securities Exchange Act of 1934 generally requires that securities trades in the secondary market settle in

Page

three business days, unless the parties to a trade expressly agree otherwise.

The distribution of this prospectus supplement and the accompanying prospectus and the offering of the notes may be restricted in certain jurisdictions. You should inform yourself about and observe any such restrictions. This prospectus supplement and the accompanying prospectus do not constitute, and may not be used in connection with, an offer or solicitation by anyone in any jurisdiction in which such offer or solicitation is not authorized or in which the person making such offer or solicitation is not qualified to do so or to any person to whom it is unlawful to make such offer or solicitation.

This prospectus supplement and the accompanying prospectus include particulars given in compliance with the rules governing the listing of securities on the Luxembourg Stock Exchange. GMAC accepts full responsibility for the accuracy of the information contained in this prospectus supplement and the accompanying prospectus and, having made all reasonable inquiries, confirm that to the best of our knowledge and belief there are no other facts the omission of which would make any statement contained in this prospectus supplement and the accompanying prospectus misleading.

Unless otherwise specified or the context otherwise requires, references in this prospectus supplement and accompanying prospectus to dollars, \$ and U.S.\$ are to United States dollars.

RISK FACTORS

Prospective investors should carefully consider all of the information set forth in this prospectus supplement, the accompanying prospectus and any documents incorporated by reference therein before deciding to invest in any of our 6.75% Notes due December 1, 2014 (the 6.75% Notes) or our Floating Rate Notes due December 1, 2014 (the Floating Rate Notes and, together with the 6.75% Notes, the Notes). The following is not intended as, and should not be construed as, an exhaustive list of relevant risk factors. There may be other risks that a prospective investor should consider that are relevant to its own particular circumstances or generally.

You are Relying Solely on Our Creditworthiness

The Notes will constitute our unsubordinated and unsecured obligations and will rank equally among themselves and equally with all or our other unsubordinated and unsecured obligations (other than obligations preferred by mandatory provisions of law). If you purchase the Notes, you are relying on our creditworthiness alone.

Our Credit Ratings May Not Reflect All Risks of Your Investments in the Notes

Our credit ratings are an assessment by rating agencies of our ability to pay our debts when due. Consequently, real or anticipated changes in our credit ratings will generally affect the market value of the Notes. These credit ratings may not reflect the potential impact of risks relating to structure or marketing of the Notes.

Although Application Will Be Made to List the Notes on the Luxembourg Stock Exchange, We Cannot Assure You That an Active Trading Market May Develop for the Notes

The Notes are a new issue of securities for which there is no trading market. We can provide no assurance regarding the future development or maintenance of a market for the Notes or the ability of holders of the Notes to sell their Notes. If such a market were to develop, the Notes could trade at prices which may be higher or lower than the initial offering price depending on many factors independent of our creditworthiness, including, among other things:

the time remaining to the maturity of the Notes;

the outstanding principal amount of the Notes; and

the level, direction and volatility of market interest rates generally.

INCORPORATION OF CERTAIN DOCUMENTS BY REFERENCE

The SEC allows us to incorporate by reference information we file with them, which means that we can disclose important information to you by referring you to those documents, including our annual, quarterly and current reports, that are considered part of this prospectus supplement and accompanying prospectus. Information that we file later with the SEC will automatically update and supersede this information.

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We incorporate by reference the documents set forth below that we previously filed with the SEC. These documents contain important information about General Motors Acceptance Corporation and its finances.

| SEC Filings | Period |
|--------------------------------|---|
| | |
| Annual Report on Form 10-K | Year ended December 31, 2003. |
| Quarterly Reports on Form 10-Q | Quarters ended March 31, 2004, June 30, 2004 and |
| | September 30, 2004. |
| Current Reports on Form 8-K | Filed on January 20, 2004*, February 11, 2004, |
| | April 20, 2004*, April 29, 2004*, April 30, 2004, |
| | July 21, 2004*, August 31, 2004*, October 14, |
| | 2004*, October 15, 2004, October 18, 2004, |
| | October 19, 2004*, October 26, 2004, November |
| | 5, 2004 and November 10, 2004. |

* This asterisk indicates reports submitted to the Securities and Exchange Commission which include information furnished pursuant to Items 2.02 and 7.01 under General Instruction B of Form 8-K, or Items 9 and 12 of Form 8-K under the General Instruction B of Form 8-K in effect prior to August 23, 2004, and is not deemed to be filed for the purpose of Section 18 of the Securities Exchange Act of 1934. The information furnished pursuant to Items 2.02 and 7.01 in such reports, or Items 9 and 12 in reports filed prior to August 23, 2004, is not subject to the liabilities of Section 18 of the Securities Exchange Act of 1934, is not incorporated into this prospectus and GMAC does not intend to incorporate these reports by reference into any filing under the Securities Act or the Exchange Act.

You may, at no cost, request a copy of the documents incorporated by reference in this prospectus supplement and accompanying prospectus, except exhibits to such documents, by writing or telephoning the office of L. K. Zukauckas, Vice President and Corporate Controller, at the following address and telephone number:

General Motors Acceptance Corporation

200 Renaissance Center

Mail Code 482-B08-A36

Detroit, Michigan 48265-2000

Tel: (313) 665-4327

This prospectus supplement and accompanying prospectus, together with the documents incorporated by reference, will be available free of charge at the office of Banque Générale du Luxembourg S.A., 50 Avenue J. F. Kennedy, L-2951, Luxembourg.

DIRECTORS OF GMAC

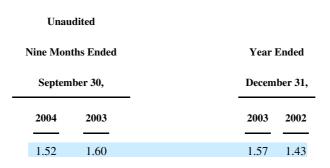
| Name | Position | |
|------------------------|--|--|
| Walter G. Borst | Treasurer, General Motors Corporation | |
| Richard J. S. Clout | Executive Vice President | |
| Gary L. Cowger | President, General Motors North America and Group Vice President, General Motors Corporation | |
| John M. Devine | Vice Chairman and Chief Financial Officer, General Motors Corporation | |
| Eric A. Feldstein | Chairman, General Motors Acceptance Corporation and Group Vice President, General Motors Corporation | |
| John E. Gibson | Executive Vice President | |
| Sanjiv Khattri | Executive Vice President and Chief Financial Officer | |
| William F. Muir | President, General Motors Acceptance Corporation | |
| W. Allen Reed | Vice President and Chief Investment Funds Officer, General Motors Corporation | |
| G. Richard Wagoner, Jr | Chairman and Chief Executive Officer, General Motors Corporation | |

The above directors do not hold any significant positions outside of General Motors Corporation, GMAC and their respective subsidiaries.

The business address of each director and the location of GMAC s principal executive offices is 200 Renaissance Center, Detroit, Michigan 48265-2000, United States.

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RATIO OF EARNINGS TO FIXED CHARGES



The ratio of earnings to fixed charges has been computed by dividing earnings before income taxes and fixed charges by the fixed charges.

See Ratio of Earnings to Fixed Charges in the accompanying prospectus for additional information.

CONSOLIDATED CAPITALIZATION OF GMAC

(Unaudited)

(In millions of U.S. Dollars)

| | Sep | otember 30, 2004 |
|---|-----|---------------------|
| Short-Term Debt | \$ | 53,436 |
| Long-Term Debt (a) | | 205,957 |
| Total Debt | \$ | 259,393 |
| | | |
| Stockholder s Equity | | |
| Common stock, \$.10 par value (authorized 10,000 shares, outstanding 10 shares) and paid-in capital | \$ | 5,770 |
| Retained earnings | | 16,380 |
| Accumulated other comprehensive income | | 614 |
| | | |
| Total stockholder s equity | \$ | 22,764 |
| | | |
| Total Capitalization | \$ | 282,157 |
| | | |

(a) Includes fair value adjustment of \$1,433.

Note: Commitments and contingencies of GMAC are as disclosed on page 79 of the Annual Report on Form 10-K for the year ended December 31, 2003.

There has since September 30, 2004 been no material change in the capitalization and indebtedness of the Company.

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SELECTED CONSOLIDATED FINANCIAL DATA

The following table sets forth our selected financial data derived from our audited consolidated financial statements for the two years ended December 31, 2003 and 2002 and from our unaudited financial statements for the nine months ended September 30, 2004 and 2003. We do not publish non-consolidated financial statements. We believe that all adjustments necessary for the fair presentation thereof have been made to the unaudited financial data. The results for the interim period ended September 30, 2004 are not necessarily indicative of the results for the full year. The following information should be read in conjunction with the consolidated financial statements and related notes incorporated by reference in this prospectus supplement and in the accompanying prospectus. See Incorporation of Certain Documents by Reference in this prospectus supplement and the accompanying prospectus.

| September 30, December 31, 2004 2003 2003 2002 (in millions of U.S. Dollars) (in millions of U.S. Dollars) (in millions of U.S. Dollars) Assets 20,377 21,221 \$ 17,976 \$ 8,103 Investment scurities 12,379 13,327 13,200 14,603 Loans held for sale 20,116 18,402 19,609 15,720 Finance receivables and loans, net of unearned income 151,266 121,238 134,511 93,588 Commercial 45,540 42,708 43,046 43,605 Allowance for credit losses (3,412) (3,272) (3,195) (3,059) Total finance receivables and loans, net 193,394 160,674 174,362 134,134 Investment in operating leases, net 25,513 27,858 24,220 Notes receivable from General Motors 4,486 2,849 3,151 3,178 Nortage servicing rights, net 1,951 1,930 1,960 1,742 2,343 Total assets \$ 2311,809 \$ 225,852 | | As of September 30, | | As of December 31, | |
|---|---|------------------------|-----------------|-----------------------|------------------------|
| Balance Sheet Data: (in millions of U.S. Dollars) Assets Cash and cash equivalents \$ 24,417 \$ 21,221 \$ 17,976 \$ 8,103 Investment securities 12,979 13,327 13,328 13,4,511 93,588 Commercial 45,540 42,708 34,420 13,4134 13,178 Allowance for credit losses 13,4134 160,674 174,362 134,134 13,178 13,178 13,178 13,178 13,178 13,178 13,178 13,178 13,178 14,428 <th></th> | | | | | |
| Balance Sheet Data: Assets Assets Cash and cash equivalents \$ 24,417 \$ 21,221 \$ 17,976 \$ 8,103 Investment securities 12,979 13,327 13,200 14,605 Loans held for sale 20,116 18,402 19,609 15,720 Finance receivables and loans, net of unearned income 151,266 121,238 134,511 93,588 Commercial 45,540 42,708 43,046 43,606 43,605 Allowance for credit losses (3,412) (3,272) (3,195) (3,059) Total finance receivables and loans, net 193,394 160,674 174,362 134,134 Investment in operating leases, net 25,533 26,322 24,368 24,220 Noters receivable from General Motors 4,486 2,849 3,151 3,178 Mortgage servicing rights, net 2,7158 2,7869 29,817 23,343 Total assets \$ 311,809 \$ 225,408 \$ 227,728 2 Liabilities Debt \$ 259,393 \$ 225,408 \$ 238,862 \$ 183,232 Interast payable 2,922 | | 2004 | 2003 | 2003 | 2002 |
| Assets Cash and cash equivalents \$ 24,417 \$ 21,221 \$ 17,976 \$ 8,103 Investment securities 12,979 13,327 13,200 14,605 Loans held for sale 20,116 18,402 19,609 15,720 Finance receivables and loans, net of unearned income 151,266 121,238 134,511 93,588 Commercial 45,540 42,708 43,046 43,605 Allowance for credit losses (3,412) (3,272) (3,195) (3,059) Total finance receivables and loans, net 193,394 160,674 174,362 134,134 Investment in operating leases, net 25,533 26,322 24,368 24,220 Notes receivable form General Motors 4,446 2,849 3,151 3,178 Mortgage servicing rights, net 3,775 3,258 3,720 2,683 Premiums and other insurance receivables 1,951 1,930 1,960 1,742 Other assets \$311,809 \$275,852 \$28,862 \$183,232 Incertext payable 2,922 2,693 \$225,408 \$238,862 \$183,232 | | | (in millions of | f U.S. Dollars) | |
| Cash and cash equivalents \$ 24,417 \$ 21,221 \$ 17,976 \$ 8,103 Investment securities 12,979 13,327 13,200 14,605 Loans held for sale 20,116 18,402 19,609 15,720 Finance receivables and loans, net of unearned income 151,266 121,238 134,511 93,588 Commercial 45,540 42,708 43,046 43,605 Allowance for credit losses (3,412) (3,272) (3,195) (3,059) Total finance receivables and loans, net 193,394 160,674 174,362 134,134 Investment in operating leases, net 25,533 26,322 24,368 24,220 Notes receivable from General Motors 4,486 2,849 3,151 3,178 Mortgage servicing rights, net 3,775 3,258 3,720 2,683 Premiums and other insurance receivables 1,951 1,930 1,960 1,742 Other assets 25,158 27,869 29,817 23,343 Total assets \$ 211,809 \$ 225,408 \$ 238,862 \$ 183,232 Interest payable 2,922 | Balance Sheet Data: | | | | |
| Investment securities 12,979 13,327 13,200 14,605 Loans held for sale 20,116 18,402 19,609 15,720 Finance receivables and loans, net of unearned income 151,266 121,238 134,511 93,588 Commercial 45,540 42,708 43,046 43,605 Allowance for credit losses (3,412) (3,272) (3,195) (3,059) Total finance receivables and loans, net 193,394 160,674 174,362 134,134 Investment in operating leases, net 25,533 26,322 24,368 24,200 Notes receivable from General Motors 4,446 2,849 3,151 3,178 Mortgage servicing rights, net 3,775 3,258 3,720 2,683 Premiums and other insurance receivables 1,951 1,930 1,960 1,742 Other assets 25,158 27,869 29,817 23,343 Total assets 2,921 2,933 \$225,408 \$238,862 \$183,232 Interest payable 2,922 2,693 3,122 2,719 Unearred insurance premiums and service reve | Assets | | | | |
| Loans held for sale20,11618,40219,60915,720Finance receivables and loans, net of unearned income151,266121,238134,51193,588Commercial45,54042,70843,04643,605Allowance for credit losses(3,412)(3,272)(3,195)(3,059)Total finance receivables and loans, net193,394160,674174,362134,134Investment in operating leases, net25,53326,32224,36824,220Notes receivable from General Motors4,4862,8493,1513,178Mortgag espricing rights, net3,7753,2583,7202,683Premiums and other insurance receivables1,9511,9301,9601,742Other assets25,15827,86929,81723,343Total assets\$ 311,809\$ 275,852\$ 288,163\$ 227,728Liabilities292,22,6933,1222,719Unearned insurance premiums and service revenue4,6214,1154,2283,497Reserves for insurance losses and loss adjustment expenses2,4742,2392,3402,140Deferred income taxes2,2453,0893,6503,667Total liabilities289,045255,638267,927209,897Stockholder s equityCommon stock, \$.10 par value (10,000 shares authorized, 10 shares outstanding) and paid-in capital5,7705,6415,641Retained earnings16,38014,44814,07812,285 | Cash and cash equivalents | \$ 24,417 | \$ 21,221 | \$ 17,976 | \$ 8,103 |
| Finance receivables and loans, net of unearned income Consumer 151,266 121,238 134,511 93,588 Commercial 45,540 42,708 43,046 43,605 Allowance for credit losses (3,412) (3,272) (3,195) (3,059) Total finance receivables and loans, net 193,394 160,674 174,362 134,134 Investment in operating leases, net 25,533 26,322 24,368 24,220 Notes receivable from General Motors 4,486 2,849 3,151 3,178 Motgage servicing rights, net 3,775 3,258 3,720 2,683 Premiums and other insurance receivables 1,951 1,930 1,960 1,742 Other assets 25,158 27,869 29,817 23,343 Total assets \$ 311,809 \$ 225,408 \$ 238,862 \$ 183,232 Interest payable 2,922 2,693 3,122 2,719 Unearned insurance premiums and service revenue 4,621 4,115 4,228 3,497 Reserves for insurance losse and loss adjustment expenses 2,474 2,239 2,340 <td< td=""><td>Investment securities</td><td>12,979</td><td>13,327</td><td>13,200</td><td>14,605</td></td<> | Investment securities | 12,979 | 13,327 | 13,200 | 14,605 |
| Consumer 151,266 121,238 134,511 93,588 Commercial 45,540 42,708 43,046 43,605 Allowance for credit losses (3,412) (3,272) (3,195) (3,059) Total finance receivables and loans, net 193,394 160,674 174,362 134,134 Investment in operating leases, net 25,533 26,322 24,368 24,220 Notes receivable from General Motors 44,486 2,849 3,151 3,178 Mortgage servicing rights, net 3,775 3,258 3,720 2,683 Premiums and other insurance receivables 1,951 1,930 1,960 1,742 Other assets 25,158 27,869 29,817 23,343 Total assets \$ 311,809 \$ 225,408 \$ 238,862 \$ 183,232 Interest payable 2,922 2,693 3,122 2,719 Unearned insurance premiums and service revenue 4,621 4,115 4,228 3,497 Reserves for insurance premiums and service revenue 4,621 4,115 4,228 3,497 Reserves for insurance premiums and service revenue< | Loans held for sale | 20,116 | 18,402 | 19,609 | 15,720 |
| Commercial 45,540 42,708 43,046 43,005 Allowance for credit losses (3,412) (3,272) (3,195) (3,059) Total finance receivables and loans, net 193,394 160,674 174,362 134,134 Investment in operating leases, net 25,533 26,322 24,368 24,220 Notes receivable from General Motors 4,486 2,849 3,151 3,178 Mortgage servicing rights, net 3,775 3,258 3,720 2,683 Premiums and other insurance receivables 1,951 1,930 1,960 1,742 Other assets 25,158 27,869 29,817 23,343 Total assets \$ 311,809 \$ 275,852 \$ 288,862 \$ 183,232 Interest payable 2,922 2,693 3,122 2,719 Unearned insurance premiums and service revenue 4,621 4,115 4,228 3,497 Reserves for insurance losses and loss adjustment expenses 2,474 2,239 2,340 2,140 Accrued expenses and other liabilities 17,390 18,094 15,725 14,642 Deferred income tax | Finance receivables and loans, net of unearned income | | | | |
| Allowance for credit losses (3,412) (3,272) (3,195) (3,059) Total finance receivables and loans, net 193,394 160,674 174,362 134,134 Investment in operating leases, net 25,533 26,322 24,368 24,220 Notes receivable from General Motors 4,486 2,849 3,151 3,178 Mortgage servicing rights, net 3,775 3,258 3,720 2,683 Premiums and other insurance receivables 1,951 1,930 1,960 1,742 Other assets 25,158 27,869 29,817 23,343 Total assets \$ 311,809 \$ 225,408 \$ 228,8163 \$ 227,728 Liabilities 2 2,922 2,693 3,122 2,719 Unearned insurance premiums and service revenue 4,621 4,115 4,228 3,497 Reserves for insurance losses and loss adjustment expenses 2,474 2,239 2,340 2,140 Accrued expenses and other liabilities 17,390 18,094 15,725 14,642 Deferred income taxes 2,245 3,089 3,650 3,667 <td< td=""><td>Consumer</td><td>151,266</td><td>121,238</td><td>134,511</td><td>93,588</td></td<> | Consumer | 151,266 | 121,238 | 134,511 | 93,588 |
| Total finance receivables and loans, net 193,394 160,674 174,362 134,134 Investment in operating leases, net 25,533 26,322 24,368 24,220 Notes receivable from General Motors 4,486 2,849 3,151 3,178 Mortgage servicing rights, net 3,775 3,258 3,720 2,683 Premiums and other insurance receivables 1,951 1,930 1,960 1,742 Other assets 25,158 27,869 29,817 23,343 Total assets \$ 311,809 \$ 275,852 \$ 288,163 \$ 227,728 Liabilities | Commercial | 45,540 | 42,708 | 43,046 | 43,605 |
| Investment in operating leases, net 25,533 26,322 24,368 24,220 Notes receivable from General Motors 4,486 2,849 3,151 3,178 Mortgage servicing rights, net 3,775 3,258 3,720 2,683 Premiums and other insurance receivables 1,951 1,930 1,960 1,742 Other assets 25,158 27,869 29,817 23,343 Total assets \$ 311,809 \$ 275,852 \$ 288,163 \$ 227,728 Liabilities | Allowance for credit losses | (3,412) | (3,272) | (3,195) | (3,059) |
| Investment in operating leases, net 25,533 26,322 24,368 24,220 Notes receivable from General Motors 4,486 2,849 3,151 3,178 Mortgage servicing rights, net 3,775 3,258 3,720 2,683 Premiums and other insurance receivables 1,951 1,930 1,960 1,742 Other assets 25,158 27,869 29,817 23,343 Total assets \$ 311,809 \$ 275,852 \$ 288,163 \$ 227,728 Liabilities | | | | | |
| Investment in operating leases, net 25,533 26,322 24,368 24,220 Notes receivable from General Motors 4,486 2,849 3,151 3,178 Mortgage servicing rights, net 3,775 3,258 3,720 2,683 Premiums and other insurance receivables 1,951 1,930 1,960 1,742 Other assets 25,158 27,869 29,817 23,343 Total assets \$ 311,809 \$ 275,852 \$ 288,163 \$ 227,728 Liabilities | Total finance receivables and loans, net | 193.394 | 160.674 | 174.362 | 134,134 |
| Notes receivable from General Motors $4,486$ $2,849$ $3,151$ $3,178$ Mortgage servicing rights, net $3,775$ $3,258$ $3,720$ $2,683$ Premiums and other insurance receivables $1,951$ $1,930$ $1,960$ $1,742$ Other assets $25,158$ $27,869$ $29,817$ $23,343$ Total assets $\$ 311,809$ $\$ 275,852$ $\$ 288,163$ $\$ 227,728$ LiabilitiesDebt $\$ 259,393$ $\$ 225,408$ $\$ 238,862$ $\$ 183,232$ Interest payable $2,922$ $2,693$ $3,122$ $2,719$ Unearned insurance premiums and service revenue $4,621$ $4,115$ $4,228$ $3,497$ Reserves for insurance losses and loss adjustment expenses $2,474$ $2,239$ $2,340$ $2,140$ Accrued expenses and other liabilities $17,390$ $18,094$ $15,725$ $14,642$ Deferred income taxes $2,245$ $3,089$ $3,650$ $3,667$ Total liabilities289,045 $255,638$ $267,927$ $209,897$ Stockholder s equityCommon stock, $\$,10$ par value (10,000 shares authorized, 10 shares outstanding) andpaid-in capital $5,770$ $5,641$ $5,641$ $5,641$ Retained earnings $16,380$ $14,448$ $14,078$ $12,285$ | , | | | | |
| Mortgage servicing rights, net $3,775$ $3,258$ $3,720$ $2,683$ Premiums and other insurance receivables $1,951$ $1,930$ $1,960$ $1,742$ Other assets $25,158$ $27,869$ $29,817$ $23,343$ Total assets $\$ 311,809$ $\$ 275,852$ $\$ 288,163$ $\$ 227,728$ LiabilitiesDebt $\$ 259,393$ $\$ 225,408$ $\$ 238,862$ $\$ 183,232$ Interest payable $2,922$ $2,693$ $3,122$ $2,719$ Unearned insurance premiums and service revenue $4,621$ $4,115$ $4,228$ $3,497$ Reserves for insurance losses and loss adjustment expenses $2,474$ $2,239$ $2,340$ $2,140$ Accrued expenses and other liabilities $17,390$ $18,094$ $15,725$ $14,642$ Deferred income taxes $2,245$ $3,089$ $3,650$ $3,667$ Total liabilitiesCommon stock, $\$.10$ par value (10,000 shares authorized, 10 shares outstanding) and paid-in capital $5,770$ $5,641$ $5,641$ $5,641$ Retained earnings $16,380$ $14,448$ $14,078$ $12,285$ | | | 2.849 | | |
| Premiums and other insurance receivables 1,951 1,930 1,960 1,742 Other assets 25,158 27,869 29,817 23,343 Total assets \$ 311,809 \$ 275,852 \$ 288,163 \$ 227,728 Liabilities \$ 259,393 \$ 225,408 \$ 238,862 \$ 183,232 Interest payable 2,922 2,693 3,122 2,719 Unearned insurance premiums and service revenue 4,621 4,115 4,228 3,497 Reserves for insurance losses and loss adjustment expenses 2,474 2,239 2,340 2,140 Accrued expenses and other liabilities 17,390 18,094 15,725 14,642 Deferred income taxes 2,245 3,089 3,650 3,667 Total liabilities 289,045 255,638 267,927 209,897 Stockholder s equity Common stock, \$.10 par value (10,000 shares authorized, 10 shares outstanding) and paid-in capital 5,770 5,641 5,641 5,641 Retained earnings 16,380 14,448 14,078 12,285 12,285 | | | | | |
| Other assets 25,158 27,869 29,817 23,343 Total assets \$ 311,809 \$ 275,852 \$ 288,163 \$ 227,728 Liabilities | | | | | |
| Total assets \$ 311,809 \$ 275,852 \$ 288,163 \$ 227,728 Liabilities | | | | | |
| Liabilities Debt \$ 259,393 \$ 225,408 \$ 238,862 \$ 183,232 Interest payable 2,922 2,693 3,122 2,719 Unearned insurance premiums and service revenue 4,621 4,115 4,228 3,497 Reserves for insurance losses and loss adjustment expenses 2,474 2,239 2,340 2,140 Accrued expenses and other liabilities 17,390 18,094 15,725 14,642 Deferred income taxes 2,245 3,089 3,650 3,667 Total liabilities 289,045 255,638 267,927 209,897 Stockholder s equity Common stock, \$.10 par value (10,000 shares authorized, 10 shares outstanding) and paid-in capital 5,770 5,641 5,641 Retained earnings 16,380 14,448 14,078 12,285 | | | | | |
| Liabilities Debt \$ 259,393 \$ 225,408 \$ 238,862 \$ 183,232 Interest payable 2,922 2,693 3,122 2,719 Unearned insurance premiums and service revenue 4,621 4,115 4,228 3,497 Reserves for insurance losses and loss adjustment expenses 2,474 2,239 2,340 2,140 Accrued expenses and other liabilities 17,390 18,094 15,725 14,642 Deferred income taxes 2,245 3,089 3,650 3,667 Total liabilities 289,045 255,638 267,927 209,897 Stockholder s equity Common stock, \$.10 par value (10,000 shares authorized, 10 shares outstanding) and paid-in capital 5,770 5,641 5,641 Retained earnings 16,380 14,448 14,078 12,285 | Total assets | \$ 311 809 | \$ 275 852 | \$ 288 163 | \$ 227 728 |
| Debt \$ 259,393 \$ 225,408 \$ 238,862 \$ 183,232 Interest payable 2,922 2,693 3,122 2,719 Unearned insurance premiums and service revenue 4,621 4,115 4,228 3,497 Reserves for insurance losses and loss adjustment expenses 2,474 2,239 2,340 2,140 Accrued expenses and other liabilities 17,390 18,094 15,725 14,642 Deferred income taxes 2,245 3,089 3,650 3,667 Total liabilities 289,045 255,638 267,927 209,897 Stockholder s equity Common stock, \$.10 par value (10,000 shares authorized, 10 shares outstanding) and paid-in capital 5,770 5,641 5,641 5,641 Retained earnings 16,380 14,448 14,078 12,285 | | \$ 511,009 | \$ 273,032 | ¢ 200,105 | <i>\(\mathcal{2}\)</i> |
| Debt \$ 259,393 \$ 225,408 \$ 238,862 \$ 183,232 Interest payable 2,922 2,693 3,122 2,719 Unearned insurance premiums and service revenue 4,621 4,115 4,228 3,497 Reserves for insurance losses and loss adjustment expenses 2,474 2,239 2,340 2,140 Accrued expenses and other liabilities 17,390 18,094 15,725 14,642 Deferred income taxes 2,245 3,089 3,650 3,667 Total liabilities 289,045 255,638 267,927 209,897 Stockholder s equity Common stock, \$.10 par value (10,000 shares authorized, 10 shares outstanding) and paid-in capital 5,770 5,641 5,641 5,641 Retained earnings 16,380 14,448 14,078 12,285 | Liabilities | | | | |
| Interest payable 2,922 2,693 3,122 2,719 Unearned insurance premiums and service revenue 4,621 4,115 4,228 3,497 Reserves for insurance losses and loss adjustment expenses 2,474 2,239 2,340 2,140 Accrued expenses and other liabilities 17,390 18,094 15,725 14,642 Deferred income taxes 2,245 3,089 3,650 3,667 Total liabilities 289,045 255,638 267,927 209,897 Stockholder s equity | | \$ 259,393 | \$ 225,408 | \$ 238.862 | \$ 183.232 |
| Uneared insurance premiums and service revenue 4,621 4,115 4,228 3,497 Reserves for insurance losses and loss adjustment expenses 2,474 2,239 2,340 2,140 Accrued expenses and other liabilities 17,390 18,094 15,725 14,642 Deferred income taxes 2,245 3,089 3,650 3,667 Total liabilities 289,045 255,638 267,927 209,897 Stockholder s equity | | | | | |
| Reserves for insurance losses and loss adjustment expenses 2,474 2,239 2,340 2,140 Accrued expenses and other liabilities 17,390 18,094 15,725 14,642 Deferred income taxes 2,245 3,089 3,650 3,667 Total liabilities 289,045 255,638 267,927 209,897 Stockholder s equity | | | | | |
| Accrued expenses and other liabilities 17,390 18,094 15,725 14,642 Deferred income taxes 2,245 3,089 3,650 3,667 Total liabilities 289,045 255,638 267,927 209,897 Stockholder s equity | | | , | | |
| Deferred income taxes 2,245 3,089 3,650 3,667 Total liabilities 289,045 255,638 267,927 209,897 Stockholder s equity 2000 2000 2000 2000 Stockholder s equity 2000 2000 2000 2000 Stockholder s equity 2000 2000 2000 2000 Stockholder s equity 2000 2000 2000 2000 2000 Retained earnings 10000 shares outstanding) and 16,380 14,448 14,078 12,285 | | | | | |
| Total liabilities 289,045 255,638 267,927 209,897 Stockholder s equity Common stock, \$.10 par value (10,000 shares authorized, 10 shares outstanding) and paid-in capital 5,770 5,641 5,641 5,641 Retained earnings 16,380 14,448 14,078 12,285 | • | | | | |
| Stockholder s equity Common stock, \$.10 par value (10,000 shares authorized, 10 shares outstanding) and paid-in capital5,7705,6415,6415,641Retained earnings16,38014,44814,07812,285 | | | | | |
| Common stock, \$.10 par value (10,000 shares authorized, 10 shares outstanding) and 5,770 5,641 5,641 5,641 paid-in capital 5,770 5,641 5,641 5,641 12,285 | Total liabilities | 289,045 | 255,638 | 267,927 | 209,897 |
| Common stock, \$.10 par value (10,000 shares authorized, 10 shares outstanding) and 5,770 5,641 5,641 5,641 paid-in capital 5,770 5,641 5,641 5,641 12,285 | | | | | |
| Common stock, \$.10 par value (10,000 shares authorized, 10 shares outstanding) and 5,770 5,641 5,641 5,641 paid-in capital 5,770 5,641 5,641 5,641 12,285 | Stockholder s equity | | | | |
| paid-in capital5,7705,6415,6415,641Retained earnings16,38014,44814,07812,285 | | | | | |
| Retained earnings 16,380 14,448 14,078 12,285 | | 5,770 | 5,641 | 5,641 | 5.641 |
| | | , | , | | , |
| | | , | | 517 | , |

| | · | | | |
|--|------------|------------|-----------|------------|
| Total stockholder s equity | 22,764 | 20,214 | 20,236 | 17,831 |
| | | ······· | · | |
| Total liabilities and stockholder s equity | \$ 311,809 | \$ 275,852 | \$288,163 | \$ 227,728 |
| | | | | |

| | Nine Mon | Nine Months Ended | |
|--|----------|----------------------|--|
| | Septen | September 30, | |
| | 2004 | 2003 | |
| | - | ons of U.S. lars) | |
| Income Statement Data: | | | |
| Revenue | | | |
| Consumer | \$ 7,496 | \$ 6,139 | |
| Commercial | 1,559 | 1,437 | |
| Loans held for sale | 770 | 822 | |
| Operating leases | 5,018 | 5,173 | |
| Total financing revenue | 14,843 | 13,571 | |
| Interest and discount expense | (6,801) | (5,608) | |
| Net financing revenue before provision for credit losses | 8,042 | 7,963 | |
| Provision for credit losses | (1,361) | (1,229) | |
| Net financing revenue | 6,681 | 6,734 | |
| Insurance premiums and service revenue earned | 2,643 | 2,257 | |
| Mortgage banking income | 1,726 | 2,033 | |
| Investment income | 660 | 664 | |
| Other income | 2,510 | 2,276 | |
| Total net revenue | 14,220 | 13,964 | |
| Expense | 1,220 | -10,751 | |
| D | | | |
| - | | | |