



## GENERAL MOTORS COMPANY

### Sales Tables

January	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	135,170	-1.9%	103,808	-4.6%
GMC	37,324	1.1%	30,528	-0.8%
Buick	13,117	-28.2%	12,597	-18.5%
Cadillac	10,298	-4.1%	8,077	1.2%
Total	195,909	-3.8%	155,010	-4.9%

2017CY	Total Sales	YOY Change	Retail Sales	YOY Change
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GMC	37,324	1.1%	30,528	-0.8%
Buick	13,117	-28.2%	12,597	-18.5%
Cadillac	10,298	-4.1%	8,077	1.2%
Total	195,909	-3.8%	155,010	-4.9%

Fleet Segment	Month	YOY Change	2017CY	CY Change
Share of Sales	20.9%	0.9 points	20.9%	0.9 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	878,590	108	844,942	71

Industry Sales	Month (est.)	CYTD 2017 (est.)
Light Vehicle SAAR	17.6M	17.6M

### GM U.S. Deliveries for January 2017

	January			(Calendar Year-to-Date) January - January		
	2017	2016	%Change Volume	2017	2016	%Change Volume
Cascada	312	88	254.5	312	88	254.5
Enclave	2,692	3,692	-27.1	2,692	3,692	-27.1
Encore	5,258	4,920	6.9	5,258	4,920	6.9
Envision	2,187	0	***.*	2,187	0	***.*
LaCrosse	1,307	4,057	-67.8	1,307	4,057	-67.8
Regal	951	2,653	-64.2	951	2,653	-64.2
Verano	410	2,859	-85.7	410	2,859	-85.7
<b>Buick Total</b>	<b>13,117</b>	<b>18,269</b>	<b>-28.2</b>	<b>13,117</b>	<b>18,269</b>	<b>-28.2</b>
ATS	974	1,067	-8.7	974	1,067	-8.7
CT6	634	0	***.*	634	0	***.*
CTS	691	1,013	-31.8	691	1,013	-31.8
ELR	3	67	-95.5	3	67	-95.5
Escalade	1,218	1,227	-0.7	1,218	1,227	-0.7
Escalade ESV	979	775	26.3	979	775	26.3
SRX	67	4,778	-98.6	67	4,778	-98.6
XT5	3,883	0	***.*	3,883	0	***.*
XTS	1,849	1,813	2.0	1,849	1,813	2.0
<b>Cadillac Total</b>	<b>10,298</b>	<b>10,740</b>	<b>-4.1</b>	<b>10,298</b>	<b>10,740</b>	<b>-4.1</b>
Bolt EV	1,162	0	***.*	1,162	0	***.*
Camaro	3,588	5,551	-35.4	3,588	5,551	-35.4
Caprice	60	21	185.7	60	21	185.7
Colorado	6,413	5,508	16.4	6,413	5,508	16.4
Commercial Truck	482	710	-32.1	482	710	-32.1
Corvette	1,263	1,501	-15.9	1,263	1,501	-15.9
Cruze	19,949	14,362	38.9	19,949	14,362	38.9
Equinox	17,574	18,574	-5.4	17,574	18,574	-5.4
Express	4,322	2,913	48.4	4,322	2,913	48.4
Impala	5,972	9,942	-39.9	5,972	9,942	-39.9
Malibu	8,377	14,746	-43.2	8,377	14,746	-43.2
Silverado-C/K Pickup	35,553	37,863	-6.1	35,553	37,863	-6.1
Sonic	2,095	3,678	-43.0	2,095	3,678	-43.0
Spark	1,695	1,121	51.2	1,695	1,121	51.2
Suburban (Chevy)	5,634	3,270	72.3	5,634	3,270	72.3
SS	64	88	-27.3	64	88	-27.3
Tahoe	5,881	6,199	-5.1	5,881	6,199	-5.1
Traverse	8,218	7,014	17.2	8,218	7,014	17.2
Trax	5,257	3,746	40.3	5,257	3,746	40.3
Volt	1,611	996	61.7	1,611	996	61.7
<b>Chevrolet Total</b>	<b>135,170</b>	<b>137,803</b>	<b>-1.9</b>	<b>135,170</b>	<b>137,803</b>	<b>-1.9</b>
Acadia	8,899	5,385	65.3	8,899	5,385	65.3
Canyon	2,059	2,270	-9.3	2,059	2,270	-9.3
Savana	1,235	1,500	-17.7	1,235	1,500	-17.7
Sierra	13,732	14,381	-4.5	13,732	14,381	-4.5
Terrain	6,241	8,835	-29.4	6,241	8,835	-29.4
Yukon	3,080	2,567	20.0	3,080	2,567	20.0
Yukon XL	2,078	1,995	4.2	2,078	1,995	4.2
<b>GMC Total</b>	<b>37,324</b>	<b>36,933</b>	<b>1.1</b>	<b>37,324</b>	<b>36,933</b>	<b>1.1</b>
<b>GM Vehicle Total</b>	<b>195,909</b>	<b>203,745</b>	<b>-3.8</b>	<b>195,909</b>	<b>203,745</b>	<b>-3.8</b>

24 selling days for the January period this year and 24 for last year.