

**GM U.S. DELIVERIES FOR OCTOBER 2017**

	<b>OCTOBER</b>			<b>(CALENDAR YEAR-TO-DATE)</b>		
	2017	2016	%Change Volume	2017	2016	%Change Volume
<b>Cascada</b>	350	361	-3.0	4,875	6,157	-20.8
<b>Enclave</b>	5,243	4,017	30.5	36,654	44,720	-18.0
<b>Encore</b>	8,972	7,164	25.2	73,735	63,648	15.8
<b>Envision</b>	2,298	2,351	-2.3	32,756	8,477	286.4
<b>LaCrosse</b>	1,408	2,500	-43.7	17,042	22,329	-23.7
<b>Regal</b>	783	1,317	-40.5	9,773	16,778	-41.8
<b>Verano</b>	88	2,336	-96.2	4,137	27,704	-85.1
<b>Buick Total</b>	<b>19,142</b>	<b>20,046</b>	<b>-4.5</b>	<b>178,972</b>	<b>189,813</b>	<b>-5.7</b>
<b>ATS</b>	929	1,593	-41.7	11,176	17,723	-36.9
<b>CT6</b>	796	1,316	-39.5	8,924	6,707	33.1
<b>CTS</b>	779	1,024	-23.9	8,883	13,172	-32.6
<b>ELR</b>	0	3	*** *	17	526	-96.8
<b>Escalade</b>	2,079	1,988	4.6	17,895	18,119	-1.2
<b>Escalade ESV</b>	1,196	1,453	-17.7	11,815	12,009	-1.6
<b>SRX</b>	1	118	-99.2	153	21,904	-99.3
<b>XTS</b>	5,961	4,989	19.5	55,801	26,685	109.1
<b>XTS</b>	2,190	1,464	49.6	13,113	16,389	-20.0
<b>Cadillac Total</b>	<b>13,931</b>	<b>13,948</b>	<b>-0.1</b>	<b>127,777</b>	<b>133,234</b>	<b>-4.1</b>
<b>Bolt EV</b>	2,781	0	*** *	17,083	0	*** *
<b>Camaro</b>	5,674	6,277	-9.6	59,401	60,812	-2.3
<b>Caprice</b>	71	149	-52.3	647	709	-8.7
<b>Colorado</b>	9,990	10,578	-5.6	93,024	90,625	2.6
<b>Commercial Truck</b>	696	286	143.4	6,841	6,036	13.3
<b>Corvette</b>	1,345	2,626	-48.8	20,236	25,345	-20.2
<b>Cruze</b>	11,129	17,126	-35.0	160,363	155,138	3.4
<b>Equinox</b>	25,272	19,664	28.5	238,007	193,400	23.1
<b>Express</b>	4,724	5,459	-13.5	58,552	55,210	6.1
<b>Impala</b>	7,563	6,092	24.1	58,306	80,130	-27.2
<b>Malibu</b>	14,647	16,151	-9.3	155,809	186,540	-16.5
<b>Silverado-C/K Pickup</b>	53,157	49,768	6.8	471,747	475,324	-0.8
<b>Sonic</b>	1,576	4,689	-66.4	25,623	45,798	-44.1
<b>Spark</b>	1,960	2,066	-5.1	15,796	29,747	-46.9
<b>Suburban (Chevy)</b>	6,246	6,650	-6.1	45,205	45,932	-1.6
<b>SS</b>	150	554	-72.9	3,131	2,707	15.7
<b>Tahoe</b>	9,615	11,976	-19.7	78,724	81,976	-4.0
<b>Traverse</b>	11,098	10,984	1.0	99,962	97,126	2.9
<b>Trax</b>	6,054	8,678	-30.2	66,131	62,802	5.3
<b>Volt</b>	1,362	2,191	-37.8	16,710	18,517	-9.8
<b>Chevrolet Total</b>	<b>175,110</b>	<b>181,964</b>	<b>-3.8</b>	<b>1,691,302</b>	<b>1,713,876</b>	<b>-1.3</b>
<b>Acadia</b>	9,012	8,569	5.2	91,790	67,109	36.8
<b>Canyon</b>	2,860	2,785	2.7	26,129	29,991	-12.9
<b>Savana</b>	1,845	760	142.8	26,013	14,656	77.5
<b>Sierra</b>	18,895	15,050	25.5	173,371	179,490	-3.4
<b>Terrain</b>	5,046	6,358	-20.6	71,343	74,270	-3.9
<b>Yukon</b>	4,158	5,677	-26.8	36,085	41,002	-12.0
<b>Yukon XL</b>	2,814	3,469	-18.9	25,533	27,582	-7.4
<b>GMC Total</b>	<b>44,630</b>	<b>42,668</b>	<b>4.6</b>	<b>450,264</b>	<b>434,100</b>	<b>3.7</b>
<b>GM Vehicle Total*</b>	<b>252,813</b>	<b>258,626</b>	<b>-2.2</b>	<b>2,448,315</b>	<b>2,471,023</b>	<b>-0.9</b>

25 selling days for the OCTOBER period this year and 26 for last year.



## GENERAL MOTORS

### SALES TABLES

OCTOBER	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	175,110	-3.8%	128,208	-9.5%
GMC	44,630	4.6%	38,434	3.8%
Buick	19,142	-4.5%	17,255	-0.6%
Cadillac	13,931	-0.1%	10,615	-13.3%
Total	252,813	-2.2%	194,512	-6.6%

2017CY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	1,691,302	-1.3%	1,316,372	-1.2%
GMC	450,264	3.7%	379,976	-0.7%
Buick	178,972	-5.7%	166,824	0.6%
Cadillac	127,777	-4.1%	109,458	-7.6%
Total	2,448,315	-0.9%	1,972,630	-1.3%

Fleet Segment	Month	YOY Change	2017CY	CY Change
Share of Sales	23.1%	3.6 points	19.4%	0.3 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	813,648	80	820,741	76

Industry Sales	Month (est.)	CYTD 2017 (est.)
Light Vehicle SAAR	18.0M	17.1M