



## GENERAL MOTORS

### SALES TABLES

JULY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	151,502	-15.3%	132,533	-14.1%
GMC	47,412	-7.3%	43,349	-9.3%
Buick	15,966	-30.5%	15,811	-23.4%
Cadillac	11,227	-21.7%	10,527	-22.0%
<b>Total</b>	<b>226,107</b>	<b>-15.4%</b>	<b>202,220</b>	<b>-14.4%</b>

2017CY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	1,120,384	-5.5%	885,235	-3.0%
GMC	310,587	1.6%	258,736	-3.3%
Buick	126,282	-0.7%	116,290	1.9%
Cadillac	83,300	-4.9%	75,004	-5.2%
<b>Total</b>	<b>1,640,553</b>	<b>-3.8%</b>	<b>1,335,265</b>	<b>-2.8%</b>

Fleet Segment	Month	YOY Change	2017CY	CY Change
Share of Sales	<b>10.6%</b>	-1 points	<b>18.6%</b>	-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	939,831	<b>104</b>	980,454	<b>105</b>

Industry Sales	Month (est.)	CYTD 2017 (est.)
Light Vehicle SAAR	16.9M	16.9M

## GM U.S. DELIVERIES FOR JULY 2017

	JULY			(CALENDAR YEAR-TO-DATE)		
	2017	2016	%Change Volume	JANUARY - JULY		
	2017	2016	%Change Volume	2017	2016	%Change Volume
Cascada	422	633	-33.3	3,877	4,704	-17.6
Enclave	4,206	7,249	-42.0	23,654	31,503	-24.9
Encore	6,488	6,923	-6.3	48,819	43,344	12.6
Envision	2,812	1,421	97.9	25,432	2,947	763.0
LaCrosse	1,028	2,359	-56.4	13,336	16,322	-18.3
Regal	874	2,307	-62.1	7,356	11,560	-36.4
Verano	136	2,068	-93.4	3,808	16,787	-77.3
<b>Buick Total</b>	15,966	22,960	-30.5	126,282	127,167	-0.7
ATS	777	2,119	-63.3	7,986	11,883	-32.8
CT6	890	827	7.6	6,287	2,806	124.1
CTS	786	1,313	-40.1	5,845	9,219	-36.6
ELR	2	15	-86.7	16	511	-96.9
Escalade	1,748	1,703	2.6	11,905	12,167	-2.2
Escalade ESV	978	1,180	-17.1	7,901	7,733	2.2
SRX	1	1,307	***.*	147	20,381	-99.3
XT5	5,504	4,951	11.2	35,302	12,159	190.3
XTS	541	926	-41.6	7,911	10,713	-26.2
<b>Cadillac Total</b>	11,227	14,341	-21.7	83,300	87,572	-4.9
Bolt EV	1,971	0	***.*	9,563	0	***.*
Camaro	4,713	5,520	-14.6	41,280	42,354	-2.5
Caprice	38	58	-34.5	333	545	-38.9
Colorado	11,206	9,195	21.9	61,507	60,422	1.8
Commercial Truck	582	297	96.0	4,834	5,095	-5.1
Corvette	1,930	2,159	-10.6	15,637	16,827	-7.1
Cruze	12,278	13,723	-10.5	117,466	100,454	16.9
Equinox	23,524	21,882	7.5	156,978	143,202	9.6
Express	5,226	4,880	7.1	40,374	37,429	7.9
Impala	3,032	5,045	-39.9	34,344	61,435	-44.1
Malibu	10,549	11,820	-10.8	94,448	132,145	-28.5
Silverado-C/K Pickup	45,966	54,116	-15.1	308,906	327,768	-5.8
Sonic	2,552	4,844	-47.3	20,510	33,136	-38.1
Spark	764	4,229	-81.9	9,972	22,520	-55.7
Suburban (Chevy)	3,392	5,055	-32.9	28,295	27,970	1.2
SS	259	521	-50.3	2,583	2,134	21.0
Tahoe	6,824	8,431	-19.1	51,833	51,652	0.4
Traverse	8,626	15,173	-43.1	65,584	69,805	-6.0
Trax	6,552	9,466	-30.8	43,483	38,601	12.6
Volt	1,518	2,406	-36.9	12,450	12,214	1.9
<b>Chevrolet Total</b>	151,502	178,820	-15.3	1,120,384	1,185,710	-5.5
Acadia	9,722	7,462	30.3	65,717	45,644	44.0
Canyon	2,761	3,532	-21.8	17,649	20,894	-15.5
Savana	2,095	726	188.6	18,835	12,200	54.4
Sierra	19,963	22,428	-11.0	119,116	128,894	-7.6
Terrain	5,721	9,375	-39.0	47,963	56,252	-14.7
Yukon	4,370	4,677	-6.6	23,897	24,705	-3.3
Yukon XL	2,780	2,937	-5.3	17,410	17,135	1.6
<b>GMC Total</b>	47,412	51,137	-7.3	310,587	305,724	1.6
<b>GM Vehicle Total*</b>	226,107	267,258	-15.4	1,640,553	1,706,173	-3.8

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