



“GM is carrying strong momentum in North America into 2023. We see opportunities to grow our EV market share with nine all-electric models on sale, expand our truck leadership with four new Chevrolet and GMC heavy-duty and midsize pickups, and win new customers with the affordable and stylish 2024 Chevrolet Trax, which is the best entry-level vehicle we’ve ever built.”

STEVE CARLISLE

GM EXECUTIVE VICE PRESIDENT AND PRESIDENT, NORTH AMERICA



GM Delivers a Year of Firsts

2022 U.S. Fourth Quarter and Full-Year Sales

January 4, 2023

2022 Highlights

#1 total sales	#1 total pickups (9 th straight year*)	#1 full-size LD & HD pickups (3 rd straight year*) ~115,000 over Ford	#1 full-size SUVs (48 th straight year)	#1 large luxury SUV (Cadillac Escalade, 9 th straight year)
#1 luxury sports car (Chevrolet Corvette)	#1 customer loyalty ¹	#1 most vehicles ranked first in initial quality, including six Chevrolet models. Corvette ranked highest overall ²	#1 brand in initial quality ² and sales satisfaction ³ (Buick)	#1 mainstream EV series in Q3 and Q4, (Chevrolet Bolt EV and Bolt EUV)



Strong Demand Drives U.S. Sales Leadership

Fourth Quarter U.S. Sales

623,261

Up 41% YOY

2022 U.S. Sales

2,274,088

Up 3% YOY

In 2022, sold

1,111,757

full-size pickups, midsize pickups and full-size SUVs



Growth Across Key Segments



- Up 43% in Q4; 6% in 2022
- Bolt EV and Bolt EUV delivered best sales year ever
- Bolt EV earned highest mix of buyers under the age of 36 among EV competitors¹
- Colorado sales up 22%, Equinox up 28% in 2022

- Up 75% in Q4, 14% in 2022
- Escalade led second place competitor by 6 points of retail share in 2022
- CT5: best sales year ever, with momentum from CT5-V Blackwing

- GMC up 42% in Q4, 7% in 2022
- GMC earned record retail market share at 3.8%, bolstered by best-ever Sierra retail segment share (J.D. Power)
- GMC No. 1 premium truck brand: 201,966 units sold at retail in Denali or AT4 trim; 46% of GMC sales
- GMC Canyon sales up 15%, Terrain sales up 82% in 2022

- Fleet sales up 101% in Q4, 44% in 2022. Fleet was 21% of sales mix
- Best year for commercial deliveries since 2006
- Best-ever full-size and midsize pickup sales to commercial and government customers
- Sales to small businesses up 20% in 2022
- BrightDrop expanded internationally with DHL Express⁴ Canada as its newest customer



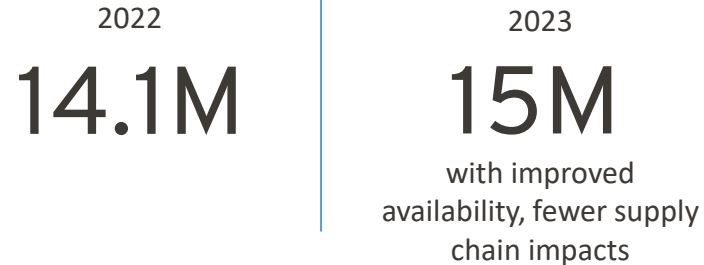
¹J.D. Power PIN



2023 Growth Opportunities in ICE

- 2024 Chevrolet Trax to arrive this spring with starting MSRP of \$21,495¹
- Production of the all-new 2023 Chevrolet Colorado and 2023 GMC Canyon midsize pickups slated to begin early this year
- Chevrolet and GMC set to launch new 2024 Silverado HD and Sierra HD models in Q1

Total Industry est.



¹MSRP excludes tax, title, license, dealer fees and optional equipment. Includes DFC.

2023 Growth Opportunities in EVs

- Chevrolet Bolt EV and Bolt EUV production expected to increase to more than 70,000 units this year to meet strong global demand
- Three Chevrolet EVs launching in the industry's most popular segments
- Cadillac LYRIQ production continues to increase to meet strong customer demand
- GM's first Ultium-dedicated assembly plant – Factory ZERO in Detroit and Hamtramck – slated to resume production this month. GMC HUMMER EV SUV planned to launch mid-2023
- BrightDrop Zevo 600 production is underway at CAMI, Canada's first full-scale EV plant, with Zevo 400 manufacturing slated to begin later this year



Chevrolet Silverado EV available spring 2023



Chevrolet Blazer EV available summer 2023



Chevrolet Equinox EV available fall 2023

Cautionary Note on Forward-Looking Statements

This communication and related comments by management may include “forward-looking statements” within the meaning of the U.S. federal securities laws. Forward-looking statements are any statements other than statements of historical fact and represent our current judgement about possible future events. In making these statements, we rely upon assumptions and analysis based on our experience and perception of historical trends, current conditions, and expected future developments, as well as other factors we consider appropriate under the circumstances. We believe these judgements are reasonable, but these statements are not guarantees of any future events or financial results, and our actual results may differ materially due to a variety of important factors, many of which are described in our most recent Annual Report on Form 10-K and our other filings with the U.S. Securities and Exchange Commission. We caution readers not to place undue reliance on forward-looking statements. Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update publicly or otherwise revise any forward-looking statements, whether as a result of new information, future events, or other factors that affect the subject of these statements, except where we are expressly required to do so by law.

