



GENERAL MOTORS COMPANY

Sales Tables

September	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	170,237	-0.3%	135,448	0.9%
GMC	43,268	-8.7%	38,695	-5.6%
Buick	20,922	14.1%	17,199	6.7%
Cadillac	15,368	3.1%	13,107	4.7%
Total	249,795	-0.6%	204,449	0.3%

2016CY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	1,531,912	-4.0%	1,190,614	2.0%
GMC	391,432	-4.6%	345,478	-2.2%
Buick	169,767	1.2%	148,428	3.4%
Cadillac	119,286	-5.1%	106,180	-5.7%
Total	2,212,397	-3.8%	1,790,700	0.8%

Fleet Segment	Month	YOY Change	2016CY	CY Change
Share of Sales	18.2%	-0.7 points	19.1%	-3.7 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	785,514	79	728,213	74

Industry Sales	Month (est.)	CYTD 2016 (est.)
Light Vehicle SAAR	17.8M	17.4M

GM U.S. Deliveries for September 2016

	September			(Calendar Year-to-Date) January - September		
	2016	2015	%Change Volume	2016	2015	%Change Volume
Cascada	470	0	***.*	5,796	0	***.*
Enclave	3,973	4,732	-16.0	40,703	46,785	-13.0
Encore	7,297	5,624	29.7	56,484	49,285	14.6
Envision	1,648	0	***.*	6,126	0	***.*
LaCrosse	1,909	3,880	-50.8	19,829	32,549	-39.1
Regal	1,696	1,728	-1.9	15,461	14,106	9.6
Verano	3,929	2,377	65.3	25,368	25,002	1.5
Buick Total	20,922	18,341	14.1	169,767	167,727	1.2
ATS	1,770	2,295	-22.9	16,130	18,839	-14.4
CT6	1,343	0	***.*	5,391	0	***.*
CTS	1,503	1,319	13.9	12,148	14,253	-14.8
ELR	6	36	-83.3	523	740	-29.3
Escalade	2,097	1,628	28.8	16,131	14,977	7.7
Escalade ESV	1,653	1,181	40.0	10,556	10,153	4.0
SRX	440	6,849	-93.6	21,786	50,712	-57.0
XT5	4,608	0	***.*	21,696	0	***.*
XTS	1,948	1,600	21.8	14,925	16,023	-6.9
Cadillac Total	15,368	14,908	3.1	119,286	125,699	-5.1
Camaro	6,577	5,246	25.4	54,535	61,544	-11.4
Caprice	8	155	-94.8	560	1,274	-56.0
Colorado	10,383	7,334	41.6	80,047	63,232	26.6
Commercial Truck	296	1,024	-71.1	5,750	7,404	-22.3
Corvette	2,829	2,572	10.0	22,719	26,398	-13.9
Cruze	15,216	14,032	8.4	138,012	177,970	-22.5
Equinox	15,261	21,537	-29.1	173,736	214,042	-18.8
Express	5,663	6,666	-15.0	49,751	44,208	12.5
Impala	6,919	9,359	-26.1	74,038	85,466	-13.4
Malibu	21,521	17,066	26.1	170,389	147,161	15.8
Silverado-C/K Pickup	45,380	53,725	-15.5	425,556	440,904	-3.5
Sonic	3,851	3,780	1.9	41,109	50,535	-18.7
Spark	2,223	2,371	-6.2	27,681	27,839	-0.6
Suburban (Chevy)	5,575	3,521	58.3	39,282	35,715	10.0
SS	5	222	-97.7	2,153	2,421	-11.1
Tahoe	10,051	6,119	64.3	70,000	64,728	8.1
Traverse	7,922	8,857	-10.6	86,142	92,963	-7.3
Trax	8,526	6,140	38.9	54,124	43,051	25.7
Volt	2,031	949	114.0	16,326	9,264	76.2
Chevrolet Total*	170,237	170,675	-0.3	1,531,912	1,596,182	-4.0
Acadia	6,795	6,647	2.2	58,540	75,423	-22.4
Canyon	2,949	2,332	26.5	27,206	22,426	21.3
Savana	1,004	728	37.9	13,896	16,392	-15.2
Sierra	18,068	19,754	-8.5	164,440	161,653	1.7
Terrain	5,656	10,935	-48.3	67,912	83,395	-18.6
Yukon	5,296	3,963	33.6	35,325	30,011	17.7
Yukon XL	3,500	3,027	15.6	24,113	20,939	15.2
GMC Total	43,268	47,386	-8.7	391,432	410,239	-4.6
GM Vehicle Total*	249,795	251,310	-0.6	2,212,397	2,299,847	-3.8

25 selling days for the September period this year and 25 for last year.

*Totals include discontinued Captiva Sport.