



Citi
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FORWARD-LOOKING STATEMENTS

In this presentation and in related comments by our management, we use words like “anticipate,” “appears,” “approximately,” “believe,” “continue,” “could,” “designed,” “effect,” “estimate,” “evaluate,” “expect,” “forecast,” “goal,” “initiative,” “intend,” “may,” “objective,” “outlook,” “plan,” “potential,” “priorities,” “project,” “pursue,” “seek,” “will,” “should,” “target,” “when,” “would,” or the negative of any of those words or similar expressions to identify forward-looking statements that represent our current judgment about possible future events. In making these statements we rely on assumptions and analyses 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 judgments are reasonable, but these statements are not guarantees of any events or financial results, and our actual results may differ materially due to a variety of important factors, both positive and negative. These factors, which may be revised or supplemented in subsequent reports on SEC Forms 10-K, 10-Q and 8-K, include, among others: (1) our ability to maintain profitability over the long-term, including our ability to fund and introduce new and improved vehicle models that are able to attract a sufficient number of consumers; (2) the success of our full-size pick-up trucks and SUVs; (3) global automobile market sales volume, which can be volatile; (4) the results of our joint ventures, which we cannot operate solely for our benefit and over which we may have limited control; (5) our ability to realize production efficiencies and to achieve reductions in costs as we implement operating effectiveness initiatives throughout our automotive operations; (6) our ability to maintain quality control over our vehicles and avoid material vehicle recalls and the cost and effect on our reputation and products; (7) our ability to maintain adequate liquidity and financing sources including as required to fund our new technology; (8) our ability to realize successful vehicle applications of new technology and our ability to deliver new products, services and customer experiences in response to new participants in the automotive industry; (9) volatility in the price of oil; (10) the ability of our suppliers to deliver parts, systems and components without disruption and at such times to allow us to meet production schedules; (11) risks associated with our manufacturing facilities around the world; (12) our ability to manage the distribution channels for our products; (13) our ability to successfully restructure our operations in various countries; (14) the continued availability of wholesale and retail financing in markets in which we operate to support the sale of our vehicles, which is dependent on those entities’ ability to obtain funding and their continued willingness to provide financing; (15) changes in economic conditions, commodity prices, housing prices, foreign currency exchange rates or political stability in the markets in which we operate; (16) significant changes in the competitive environment, including the effect of competition and excess manufacturing capacity in our markets, on our pricing policies or use of incentives and the introduction of new and improved vehicle models by our competitors; (17) significant changes in economic, political, regulatory environment and market conditions in China, including the effect of competition from new market entrants, on our vehicle sales and market position in China; (18) changes in existing, or the adoption of new, laws, regulations, policies or other activities of governments, agencies and similar organizations particularly laws, regulations and policies relating to vehicle safety including recalls, and including such actions that may affect the production, licensing, distribution or sale of our products, the cost thereof or applicable tax rates; (19) stricter or novel interpretations and consequent enforcement of existing laws, regulations and policies; (20) costs and risks associated with litigation and government investigations including the potential imposition of damages, substantial fines, civil lawsuits and criminal penalties, interruptions of business, modification of business practices, equitable remedies and other sanctions against us in connection with various legal proceedings and investigations relating to our various recalls; (21) our ability to comply with the terms of the DPA; (22) our ability to manage risks related to security breaches and other disruptions to our vehicles, information technology networks and systems; (23) significant increases in our pension expense or projected pension contributions resulting from changes in the value of plan assets, the discount rate applied to value the pension liabilities or mortality or other assumption changes; (24) our continued ability to develop captive financing capability through GM Financial; and (25) changes in accounting principles, or their application or interpretation, and our ability to make estimates and the assumptions underlying the estimates, which could have an effect on earnings.

We caution readers not to place undue reliance on forward-looking statements. 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.

GM IS A COMPELLING INVESTMENT OPPORTUNITY

Earnings Growth

Continued EPS growth trajectory expected

Disciplined Capital Allocation

Disciplined reinvestment and returning cash to shareholders

Robust Downside Protection

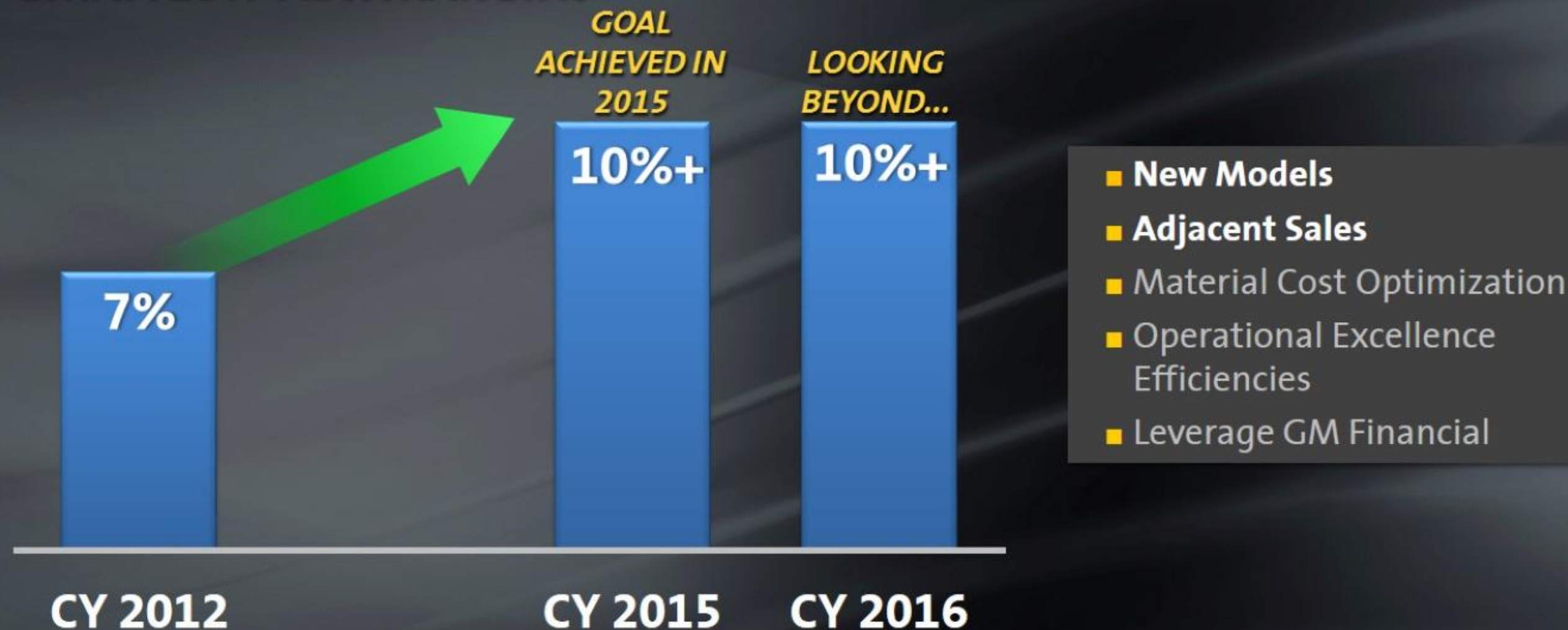
Enables sustained performance through the cycle

AGENDA

- Sustain Strong GMNA Margins
- Focus on the Future by Investing in our Brands/Products
- Growth in Adjacent Sales
- Q & A

SUSTAIN STRONG GMNA MARGINS

GMNA EBIT-ADJ. MARGINS



Looking beyond – investing in brands while sustaining strong GMNA margins

U.S. RETAIL SALES STRATEGY

- *“Not all share is created equal”* - remain committed to planned reduction of less profitable daily rental channel
- U.S. Retail market share increased approximately 50 bps through May YTD
- Industry leading marketing



NEW MODELS

■ Malibu Results

- U.S. Retail segment share moved from #8 position to #4
- Competitive cross shop interest dramatically improved
- Tightly packaged for quicker turns and easier ordering
- New Malibu +7.4 ppts stronger in Residual Value than the 16MY Malibu Limited*

■ Cruze Results

- Sedan launching now... building inventory
- Hatch and Diesel to follow
- Gained over 1 pt. of U.S. retail share from April to May 2016

■ CT6, XT5, Acadia, Envision and Bolt

- Currently launching



* Source: Residual Value based on ALG 36 – Month Forecast 2016 M/J Edition

CHEVROLET



- U.S. Deliveries up 3% May YTD for a share increase of 50 bps compared to 2015
- Brand health showing significant improvement while continuing to invest in the future



	April YTD '15	April YTD '16	Chg	
U.S. Retail Share [^]	10.3%	10.8%	+50 bps	<i>Fastest growing full-line brand in industry</i>
Net Momentum*	17	34	+17 pts	<i>Doubled in one year</i>
Conquest	5.4%	6.2%	+0.8 ppt	<i>Only brand to grow conquest in 2016</i>
Loyalty	47.7%	49.1%	+1.4 ppt	<i>Highest in 12 years</i>
Excellent Opinion*	16	21	+5 pts	<i>Closed the gap to Ford</i>

Source: J.D. Power and Associates Power Information Network (PIN) / USA GBTS
 *Net Momentum and Opinion updated through Q1; [^] US Retail Share updated through May YTD

TRUCK STRENGTH

- Industry-leading ATPs in all truck segments
- Continued ATP growth in all truck segments
- Maintained market share in all U.S. Retail truck segments



U.S. Retail ONLY	Mid Pickup		Large Pickup		Large SUV	
	May '15 YTD	May '16 YTD	May '15 YTD	May '16 YTD	May '15 YTD	May '16 YTD
Segment Volume	131K	142K	660K	675K	72K	79K
GM Share	31%	34%	37%	37%	74%	80%
GM ATP	\$32K	\$33K	\$40K	\$42K	\$60K	\$60K
Competitor Avg. ATP	\$29K	\$32K	\$40K	\$41K	\$52K	\$54K

Source: J.D. Power and Associates Power Information Network (PIN)

DENALI

- 25% of GMC volume
- 35% of GMC profit
- Outsell Lincoln, Land Rover, Volvo and Porsche
- New 2017 Canyon Denali available Fall 2016



Source: J.D. Power and Associates Power Information Network (PIN); 2017 Canyon is pre-production model, actual model may vary

CROSSOVERS

- Continued strong performance despite the aging portfolio (6-8 years)
- New XT5, Acadia and Envision recently launched

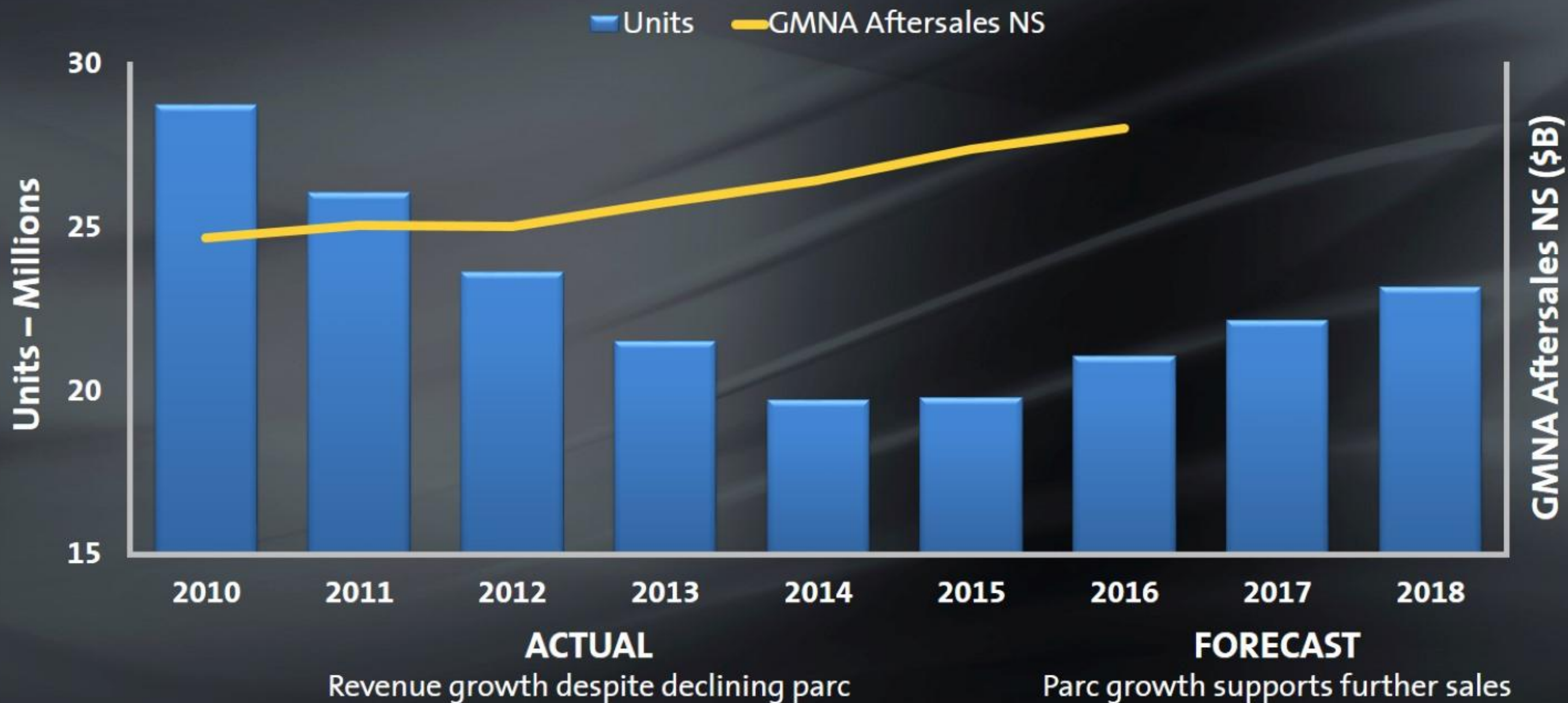


U.S. Retail ONLY	May '15 YTD	May '16 YTD
Segment Volume	1.7M	1.7M
GM Share	14%	12%
GM ATP	\$30K	\$31K
Competitor Avg. ATP	\$30K	\$31K

Source: J.D. Power and Associates Power Information Network (PIN), representing Compact, Compact Lux & Mid SUV segments

GROWTH IN ADJACENT BUSINESSES: AFTERSALES

GM NORTH AMERICAN 7 YEAR CAR PARC



GROWTH IN ADJACENT BUSINESSES: ONSTAR



- 1.2B customer requests responded to in last 20 years
- 12M connected vehicles around the world by year's end
 - 2.6M mobile app users and growing
- Sold 7x more 4G LTE connected vehicles than the rest of industry combined
- By 2020, 75% of our global sales volume will be actively connected



SUMMING IT ALL UP...

- GMNA focused on sustaining strong margins while investing in our brands
 - Planned reduction in less profitable daily rental business
- Committed to retail sales strategy
 - Planned reduction in less profitable daily rental business
- Investment in brands offset by efficiencies
 - 10 new product launches planned in 2016 and 8 in 2017
 - Behaving differently and delivering bottom line profitability



Q & A

For additional information please visit:

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GM FINANCIAL

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