



GENERAL MOTORS COMPANY

Sales Tables

| February | Total Sales | YOY Change | Retail Sales | YOY Change |
|-----------|-------------|------------|--------------|------------|
| Chevrolet | 158,644 | -0.7% | 121,747 | 13.0% |
| GMC | 39,530 | -6.8% | 33,237 | -8.3% |
| Buick | 17,811 | 2.3% | 14,320 | -1.9% |
| Cadillac | 11,840 | 0.9% | 10,654 | 4.2% |
| Total | 227,825 | -1.5% | 179,958 | 6.6% |

| 2016CY | Total Sales | YOY Change | Retail Sales | YOY Change |
|-----------|-------------|------------|--------------|------------|
| Chevrolet | 296,447 | -2.1% | 230,608 | 12.3% |
| GMC | 76,463 | -2.1% | 64,002 | -4.2% |
| Buick | 36,080 | 20.4% | 29,767 | 17.9% |
| Cadillac | 22,580 | -3.6% | 18,636 | -12.1% |
| Total | 431,570 | -0.6% | 343,013 | 7.7% |

| Fleet Segment | Month | YOY Change | 2016CY | CY Change |
|----------------|-------|------------|--------|-------------|
| Share of Sales | 21.0% | -6 points | 20.5% | -6.1 points |

| Inventory | Units at Month-end | Days Supply (selling day adjusted) | Units at Previous Month-end | Days Supply (selling day adjusted) |
|--------------|--------------------|------------------------------------|-----------------------------|------------------------------------|
| All Vehicles | 640,722 | 67 | 629,878 | 74 |

| Industry Sales | Month (est.) | CYTD 2016 (est.) |
|--------------------|--------------|------------------|
| Light Vehicle SAAR | 17.7M | 17.7M |

| | February | | | (Calendar Year-to-Date) January - February | | |
|-------------------------|----------------|----------------|-------------------|---|----------------|-------------------|
| | 2016 | 2015 | %Change Volume | 2016 | 2015 | %Change Volume |
| Cascada | 495 | 0 | *** * | 583 | 0 | *** * |
| Enclave | 4,126 | 3,620 | 14.0 | 7,818 | 7,117 | 9.8 |
| Encore | 5,873 | 4,921 | 19.3 | 10,793 | 8,386 | 28.7 |
| LaCrosse | 2,643 | 3,751 | -29.5 | 6,700 | 5,774 | 16.0 |
| Regal | 1,608 | 1,689 | -4.8 | 4,261 | 2,481 | 71.7 |
| Verano | 3,066 | 3,437 | -10.8 | 5,925 | 6,213 | -4.6 |
| Buick Total | 17,811 | 17,418 | 2.3 | 36,080 | 29,971 | 20.4 |
| ATS | 1,591 | 2,028 | -21.5 | 2,658 | 3,785 | -29.8 |
| CTS | 1,461 | 1,438 | 1.6 | 2,474 | 3,136 | -21.1 |
| ELR | 91 | 127 | -28.3 | 158 | 219 | -27.9 |
| Escalade | 1,820 | 1,489 | 22.2 | 3,047 | 3,153 | -3.4 |
| Escalade ESV | 1,047 | 888 | 17.9 | 1,822 | 1,988 | -8.4 |
| SRX | 4,017 | 3,809 | 5.5 | 8,795 | 7,294 | 20.6 |
| XTS | 1,813 | 1,960 | -7.5 | 3,626 | 3,842 | -5.6 |
| Cadillac Total | 11,840 | 11,739 | 0.9 | 22,580 | 23,419 | -3.6 |
| Camaro | 6,151 | 6,373 | -3.5 | 11,702 | 11,364 | 3.0 |
| Caprice | 71 | 98 | -27.6 | 92 | 222 | -58.6 |
| Captiva Sport | 0 | 13 | *** * | 0 | 23 | *** * |
| City Express | 734 | 605 | 21.3 | 1,444 | 1,190 | 21.3 |
| Colorado | 7,394 | 6,563 | 12.7 | 12,902 | 12,505 | 3.2 |
| Corvette | 2,116 | 2,605 | -18.8 | 3,617 | 4,732 | -23.6 |
| Cruze | 12,998 | 18,301 | -29.0 | 27,360 | 36,994 | -26.0 |
| Equinox | 19,825 | 21,723 | -8.7 | 38,399 | 41,278 | -7.0 |
| Express | 4,311 | 3,222 | 33.8 | 7,224 | 6,804 | 6.2 |
| Impala | 9,147 | 9,065 | 0.9 | 19,089 | 18,279 | 4.4 |
| Malibu | 21,418 | 13,971 | 53.3 | 36,164 | 25,849 | 39.9 |
| Silverado-C/K Pickup | 43,136 | 45,395 | -5.0 | 80,999 | 81,501 | -0.6 |
| Sonic | 4,241 | 2,900 | 46.2 | 7,919 | 6,421 | 23.3 |
| Spark | 1,761 | 2,674 | -34.1 | 2,882 | 5,844 | -50.7 |
| Suburban (Chevy) | 3,584 | 4,436 | -19.2 | 6,854 | 8,566 | -20.0 |
| SS | 165 | 215 | -23.3 | 253 | 330 | -23.3 |
| Tahoe | 6,494 | 7,410 | -12.4 | 12,693 | 14,017 | -9.4 |
| Traverse | 9,158 | 9,705 | -5.6 | 16,172 | 19,856 | -18.6 |
| Trax | 4,814 | 3,821 | 26.0 | 8,560 | 5,660 | 51.2 |
| Volt | 1,126 | 693 | 62.5 | 2,122 | 1,235 | 71.8 |
| Chevrolet Total | 158,644 | 159,788 | -0.7 | 296,447 | 302,670 | -2.1 |
| Acadia | 6,972 | 7,061 | -1.3 | 12,357 | 12,959 | -4.6 |
| Canyon | 2,440 | 2,513 | -2.9 | 4,710 | 4,718 | -0.2 |
| Savana | 1,380 | 1,999 | -31.0 | 2,880 | 3,488 | -17.4 |
| Sierra | 15,202 | 15,157 | 0.3 | 29,583 | 27,778 | 6.5 |
| Terrain | 8,232 | 10,859 | -24.2 | 17,067 | 19,703 | -13.4 |
| Yukon | 3,024 | 2,796 | 8.2 | 5,591 | 5,445 | 2.7 |
| Yukon XL | 2,280 | 2,048 | 11.3 | 4,275 | 4,013 | 6.5 |
| GMC Total | 39,530 | 42,433 | -6.8 | 76,463 | 78,104 | -2.1 |
| GM Vehicle Total | 227,825 | 231,378 | -1.5 | 431,570 | 434,164 | -0.6 |

24 selling days for the February period this year and 24 for last year.