



GENERAL MOTORS

SALES TABLES

AUGUST	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	196,007	11.4%	151,137	5.9%
GMC	47,718	12.4%	41,868	7.0%
Buick	16,811	-22.5%	16,781	-2.0%
Cadillac	15,016	-8.1%	11,992	-14.3%
Total	275,552	7.5%	221,778	4.2%

2017CY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	1,316,391	-3.3%	1,036,372	-1.8%
GMC	358,305	2.9%	300,604	-2.0%
Buick	143,093	-3.9%	133,071	1.4%
Cadillac	98,316	-5.4%	86,996	-6.5%
Total	1,916,105	-2.4%	1,557,043	-1.8%

Fleet Segment	Month	YOY Change	2017CY	CY Change
Share of Sales	19.5%	2.5 points	18.7%	-0.4 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	893,056	88	939,831	104

Industry Sales	Month (est.)	CYTD 2017 (est.)
Light Vehicle SAAR	16.4M	16.9M

GM U.S. DELIVERIES FOR AUGUST 2017

	AUGUST			(CALENDAR YEAR-TO-DATE) JANUARY - AUGUST		
	2017	2016	%Change Volume	2017	2016	%Change Volume
Cascada	364	622	-41.5	4,241	5,326	-20.4
Enclave	3,766	5,227	-28.0	27,420	36,730	-25.3
Encore	7,682	5,843	31.5	56,501	49,187	14.9
Envision	2,726	1,531	78.1	28,158	4,478	528.8
LaCrosse	1,198	1,598	-25.0	14,534	17,920	-18.9
Regal	932	2,205	-57.7	8,288	13,765	-39.8
Verano	143	4,652	-96.9	3,951	21,439	-81.6
Buick Total	16,811	21,678	-22.5	143,093	148,845	-3.9
ATS	1,012	2,477	-59.1	8,998	14,360	-37.3
CT6	856	1,242	-31.1	7,143	4,048	76.5
CTS	1,200	1,426	-15.8	7,045	10,645	-33.8
ELR	1	6	-83.3	17	517	-96.7
Escalade	1,803	1,867	-3.4	13,708	14,034	-2.3
Escalade ESV	1,191	1,170	1.8	9,092	8,903	2.1
SRX	5	965	-99.5	152	21,346	-99.3
XTS	7,236	4,929	46.8	42,538	17,088	148.9
XTS	1,712	2,264	-24.4	9,623	12,977	-25.8
Cadillac Total	15,016	16,346	-8.1	98,316	103,918	-5.4
Bolt EV	2,107	0	*** *	11,670	0	*** *
Camaro	5,017	5,604	-10.5	46,297	47,958	-3.5
Caprice	60	7	757.1	393	552	-28.8
Colorado	10,256	9,242	11.0	71,763	69,664	3.0
Commercial Truck	637	359	77.4	5,471	5,454	0.3
Corvette	1,748	3,063	-42.9	17,385	19,890	-12.6
Cruze	16,500	22,342	-26.1	133,966	122,796	9.1
Equinox	28,245	15,273	84.9	185,223	158,475	16.9
Express	6,940	6,659	4.2	47,314	44,088	7.3
Impala	9,452	5,684	66.3	43,796	67,119	-34.7
Malibu	22,725	16,723	35.9	117,173	148,868	-21.3
Silverado-C/K Pickup	54,448	52,408	3.9	363,354	380,176	-4.4
Sonic	2,181	4,122	-47.1	22,691	37,258	-39.1
Spark	1,855	2,938	-36.9	11,827	25,458	-53.5
Suburban (Chevy)	4,777	5,737	-16.7	33,072	33,707	-1.9
SS	227	14	*** *	2,810	2,148	30.8
Tahoe	7,879	8,297	-5.0	59,712	59,949	-0.4
Traverse	11,337	8,415	34.7	76,921	78,220	-1.7
Trax	8,171	6,997	16.8	51,654	45,598	13.3
Volt	1,445	2,081	-30.6	13,895	14,295	-2.8
Chevrolet Total	196,007	175,965	11.4	1,316,391	1,361,675	-3.3
Acadia	9,497	6,101	55.7	75,214	51,745	45.4
Canyon	2,698	3,363	-19.8	20,347	24,257	-16.1
Savana	1,868	692	169.9	20,703	12,892	60.6
Sierra	17,254	17,478	-1.3	136,370	146,372	-6.8
Terrain	9,218	6,004	53.5	57,181	62,256	-8.2
Yukon	4,439	5,324	-16.6	28,336	30,029	-5.6
Yukon XL	2,744	3,478	-21.1	20,154	20,613	-2.2
GMC Total	47,718	42,440	12.4	358,305	348,164	2.9
GM Vehicle Total*	275,552	256,429	7.5	1,916,105	1,962,602	-2.4

27 selling days for the AUGUST period this year and 26 for last year.