



GENERAL MOTORS COMPANY

Sales Tables

February	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	164,095	3.4%	125,207	2.8%
GMC	46,339	17.2%	38,417	15.6%
Buick	16,131	-9.4%	15,480	8.1%
Cadillac	10,823	-8.6%	9,611	-9.8%
Total	237,388	4.2%	188,715	4.9%

2017CY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	299,265	1.0%	229,015	-0.7%
GMC	83,663	9.4%	68,945	7.7%
Buick	29,248	-18.9%	28,077	-5.7%
Cadillac	21,121	-6.5%	17,688	-5.1%
Total	433,297	0.4%	343,725	0.2%

Fleet Segment	Month	YOY Change	2017CY	CY Change
Share of Sales	20.5%	-0.5 points	20.7%	0.2 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	900,681	91	878,590	108

Industry Sales	Month (est.)	CYTD 2017 (est.)
Light Vehicle SAAR	17.5M	17.5M

GM U.S. Deliveries for February 2017

	February			(Calendar Year-to-Date) January - February		
	2017	2016	%Change Volume	2017	2016	%Change Volume
Cascada	632	495	27.7	944	583	61.9
Enclave	2,973	4,126	-27.9	5,665	7,818	-27.5
Encore	6,528	5,873	11.2	11,786	10,793	9.2
Envision	3,139	0	***.*	5,326	0	***.*
LaCrosse	1,348	2,643	-49.0	2,655	6,700	-60.4
Regal	1,023	1,608	-36.4	1,974	4,261	-53.7
Verano	488	3,066	-84.1	898	5,925	-84.8
Buick Total	16,131	17,811	-9.4	29,248	36,080	-18.9
ATS	1,005	1,591	-36.8	1,979	2,658	-25.5
CT6	802	0	***.*	1,436	0	***.*
CTS	913	1,461	-37.5	1,604	2,474	-35.2
ELR	0	91	***.*	3	158	-98.1
Escalade	1,434	1,820	-21.2	2,652	3,047	-13.0
Escalade ESV	1,012	1,047	-3.3	1,991	1,822	9.3
SRX	21	4,017	-99.5	88	8,795	-99.0
XT5	4,291	0	***.*	8,174	0	***.*
XTS	1,345	1,813	-25.8	3,194	3,626	-11.9
Cadillac Total	10,823	11,840	-8.6	21,121	22,580	-6.5
Bolt EV	952	0	***.*	2,114	0	***.*
Camaro	4,658	6,151	-24.3	8,246	11,702	-29.5
Caprice	25	71	-64.8	85	92	-7.6
Colorado	7,519	7,394	1.7	13,932	12,902	8.0
Commercial Truck	684	734	-6.8	1,166	1,444	-19.3
Corvette	2,081	2,116	-1.7	3,344	3,617	-7.5
Cruze	15,367	12,998	18.2	35,316	27,360	29.1
Equinox	22,464	19,825	13.3	40,038	38,399	4.3
Express	5,258	4,311	22.0	9,580	7,224	32.6
Impala	7,165	9,147	-21.7	13,137	19,089	-31.2
Malibu	12,406	21,418	-42.1	20,783	36,164	-42.5
Silverado-C/K Pickup	50,504	43,136	17.1	86,057	80,999	6.2
Sonic	2,140	4,241	-49.5	4,235	7,919	-46.5
Spark	2,139	1,761	21.5	3,834	2,882	33.0
Suburban (Chevy)	3,922	3,584	9.4	9,556	6,854	39.4
SS	248	165	50.3	312	253	23.3
Tahoe	7,660	6,494	18.0	13,541	12,693	6.7
Traverse	10,477	9,158	14.4	18,695	16,172	15.6
Trax	6,606	4,814	37.2	11,863	8,560	38.6
Volt	1,820	1,126	61.6	3,431	2,122	61.7
Chevrolet Total	164,095	158,644	3.4	299,265	296,447	1.0
Acadia	8,781	6,972	25.9	17,680	12,357	43.1
Canyon	2,978	2,440	22.0	5,037	4,710	6.9
Savana	1,843	1,380	33.6	3,078	2,880	6.9
Sierra	17,618	15,202	15.9	31,350	29,583	6.0
Terrain	8,783	8,232	6.7	15,024	17,067	-12.0
Yukon	3,707	3,024	22.6	6,787	5,591	21.4
Yukon XL	2,629	2,280	15.3	4,707	4,275	10.1
GMC Total	46,339	39,530	17.2	83,663	76,463	9.4
GM Vehicle Total	237,388	227,825	4.2	433,297	431,570	0.4

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