



## GENERAL MOTORS

### SALES TABLES

SEPTEMBER	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	199,801	17.4%	151,792	12.1%
GMC	47,329	9.4%	40,938	5.8%
Buick	16,737	-20.0%	16,498	-4.1%
Cadillac	15,530	1.1%	11,847	-9.6%
Total	279,397	11.9%	221,075	8.1%

2017CY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	1,516,192	-1.0%	1,188,164	-0.2%
GMC	405,634	3.6%	341,542	-1.1%
Buick	159,830	-5.9%	149,569	0.8%
Cadillac	113,846	-4.6%	98,843	-6.9%
Total	2,195,502	-0.8%	1,778,118	-0.7%

Fleet Segment	Month	YOY Change	2017CY	CY Change
Share of Sales	20.9%	2.7 points	19.0%	0 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	820,741	76	893,056	88

Industry Sales	Month (est.)	CYTD 2017 (est.)
Light Vehicle SAAR	18.1M	17.0M

**GM U.S. DELIVERIES FOR SEPTEMBER 2017**

	<b>SEPTEMBER</b>			<b>(CALENDAR YEAR-TO-DATE)</b>		
	2017	2016	%Change Volume	<b>JANUARY - SEPTEMBER</b>		
	2017	2016	%Change Volume	2017	2016	%Change Volume
<b>Cascada</b>	284	470	-39.6	4,525	5,796	-21.9
<b>Enclave</b>	3,991	3,973	0.5	31,411	40,703	-22.8
<b>Encore</b>	8,262	7,297	13.2	64,763	56,484	14.7
<b>Envision</b>	2,300	1,648	39.6	30,458	6,126	397.2
<b>LaCrosse</b>	1,100	1,909	-42.4	15,634	19,829	-21.2
<b>Regal</b>	702	1,696	-58.6	8,990	15,461	-41.9
<b>Verano</b>	98	3,929	-97.5	4,049	25,368	-84.0
<b>Buick Total</b>	<b>16,737</b>	<b>20,922</b>	<b>-20.0</b>	<b>159,830</b>	<b>169,767</b>	<b>-5.9</b>
<b>ATS</b>	1,249	1,770	-29.4	10,247	16,130	-36.5
<b>CT6</b>	985	1,343	-26.7	8,128	5,391	50.8
<b>CTS</b>	1,059	1,503	-29.5	8,104	12,148	-33.3
<b>ELR</b>	0	6	*** *	17	523	-96.7
<b>Escalade</b>	2,108	2,097	0.5	15,816	16,131	-2.0
<b>Escalade ESV</b>	1,527	1,653	-7.6	10,619	10,556	0.6
<b>SRX</b>	0	440	*** *	152	21,786	-99.3
<b>XTS</b>	7,302	4,608	58.5	49,840	21,696	129.7
<b>XTS</b>	1,300	1,948	-33.3	10,923	14,925	-26.8
<b>Cadillac Total</b>	<b>15,530</b>	<b>15,368</b>	<b>1.1</b>	<b>113,846</b>	<b>119,286</b>	<b>-4.6</b>
<b>Bolt EV</b>	2,632	0	*** *	14,302	0	*** *
<b>Camaro</b>	7,430	6,577	13.0	53,727	54,535	-1.5
<b>Caprice</b>	183	8	*** *	576	560	2.9
<b>Colorado</b>	11,271	10,383	8.6	83,034	80,047	3.7
<b>Commercial Truck</b>	674	296	127.7	6,145	5,750	6.9
<b>Corvette</b>	1,506	2,829	-46.8	18,891	22,719	-16.8
<b>Cruze</b>	15,268	15,216	0.3	149,234	138,012	8.1
<b>Equinox</b>	27,512	15,261	80.3	212,735	173,736	22.4
<b>Express</b>	6,514	5,663	15.0	53,828	49,751	8.2
<b>Impala</b>	6,947	6,919	0.4	50,743	74,038	-31.5
<b>Malibu</b>	23,989	21,521	11.5	141,162	170,389	-17.2
<b>Silverado-C/K Pickup</b>	55,236	45,380	21.7	418,590	425,556	-1.6
<b>Sonic</b>	1,356	3,851	-64.8	24,047	41,109	-41.5
<b>Spark</b>	2,009	2,223	-9.6	13,836	27,681	-50.0
<b>Suburban (Chevy)</b>	5,887	5,575	5.6	38,959	39,282	-0.8
<b>SS</b>	171	5	*** *	2,981	2,153	38.5
<b>Tahoe</b>	9,397	10,051	-6.5	69,109	70,000	-1.3
<b>Traverse</b>	11,943	7,922	50.8	88,864	86,142	3.2
<b>Trax</b>	8,423	8,526	-1.2	60,077	54,124	11.0
<b>Volt</b>	1,453	2,031	-28.5	15,348	16,326	-6.0
<b>Chevrolet Total</b>	<b>199,801</b>	<b>170,237</b>	<b>17.4</b>	<b>1,516,192</b>	<b>1,531,912</b>	<b>-1.0</b>
<b>Acadia</b>	7,564	6,795	11.3	82,778	58,540	41.4
<b>Canyon</b>	2,922	2,949	-0.9	23,269	27,206	-14.5
<b>Savana</b>	3,465	1,004	245.1	24,168	13,896	73.9
<b>Sierra</b>	18,106	18,068	0.2	154,476	164,440	-6.1
<b>Terrain</b>	9,116	5,656	61.2	66,297	67,912	-2.4
<b>Yukon</b>	3,591	5,296	-32.2	31,927	35,325	-9.6
<b>Yukon XL</b>	2,565	3,500	-26.7	22,719	24,113	-5.8
<b>GMC Total</b>	<b>47,329</b>	<b>43,268</b>	<b>9.4</b>	<b>405,634</b>	<b>391,432</b>	<b>3.6</b>
<b>GM Vehicle Total*</b>	<b>279,397</b>	<b>249,795</b>	<b>11.9</b>	<b>2,195,502</b>	<b>2,212,397</b>	<b>-0.8</b>

26 selling days for the SEPTEMBER period this year and 25 for last year.