



GENERAL MOTORS COMPANY

Sales Tables

August	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	175,965	-3.9%	142,656	-2.7%
GMC	42,440	-14.0%	39,145	-12.8%
Buick	21,678	-2.7%	17,124	-12.4%
Cadillac	16,346	3.9%	13,990	0.3%
Total	256,429	-5.2%	212,915	-5.4%

2016CY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	1,361,675	-4.5%	1,055,166	2.2%
GMC	348,164	-4.0%	306,783	-1.8%
Buick	148,845	-0.4%	131,229	3.0%
Cadillac	103,918	-6.2%	93,073	-7.0%
Total	1,962,602	-4.2%	1,586,251	0.9%

Fleet Segment	Month	YOY Change	2016CY	CY Change
Share of Sales	17.0%	0.1 points	19.2%	-4.1 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	728,213	74	682,170	66

Industry Sales	Month (est.)	CYTD 2016 (est.)
Light Vehicle SAAR	17.2M	17.3M

GM U.S. Deliveries for August 2016

	August			(Calendar Year-to-Date) January - August		
	2016	2015	%Change Volume	2016	2015	%Change Volume
Cascada	622	0	*** *	5,326	0	*** *
Enclave	5,227	7,389	-29.3	36,730	42,053	-12.7
Encore	5,843	6,286	-7.0	49,187	43,661	12.7
Envision	1,531	0	*** *	4,478	0	*** *
LaCrosse	1,598	4,508	-64.6	17,920	28,669	-37.5
Regal	2,205	1,450	52.1	13,765	12,378	11.2
Verano	4,652	2,648	75.7	21,439	22,625	-5.2
Buick Total	21,678	22,281	-2.7	148,845	149,386	-0.4
ATS	2,477	2,449	1.1	14,360	16,544	-13.2
CT6	1,242	0	*** *	4,048	0	*** *
CTS	1,426	1,730	-17.6	10,645	12,934	-17.7
ELR	6	45	-86.7	517	704	-26.6
Escalade	1,867	1,770	5.5	14,034	13,349	5.1
Escalade ESV	1,170	1,310	-10.7	8,903	8,972	-0.8
SRX	965	6,903	-86.0	21,346	43,863	-51.3
XT5	4,929	0	*** *	17,088	0	*** *
XTS	2,264	1,531	47.9	12,977	14,423	-10.0
Cadillac Total	16,346	15,738	3.9	103,918	110,791	-6.2
Camaro	5,604	6,236	-10.1	47,958	56,298	-14.8
Caprice	7	176	-96.0	552	1,119	-50.7
City Express	359	1,092	-67.1	5,454	6,380	-14.5
Colorado	9,242	7,114	29.9	69,664	55,898	24.6
Corvette	3,063	2,725	12.4	19,890	23,826	-16.5
Cruze	22,342	14,661	52.4	122,796	163,938	-25.1
Equinox	15,273	25,211	-39.4	158,475	192,505	-17.7
Express	6,659	5,522	20.6	44,088	37,542	17.4
Impala	5,684	9,880	-42.5	67,119	76,107	-11.8
Malibu	16,723	17,553	-4.7	148,868	130,095	14.4
Silverado-C/K Pickup	52,408	54,977	-4.7	380,176	387,179	-1.8
Sonic	4,122	4,677	-11.9	37,258	46,755	-20.3
Spark	2,938	2,772	6.0	25,458	25,468	0.0
Suburban (Chevy)	5,737	4,499	27.5	33,707	32,194	4.7
SS	14	344	-95.9	2,148	2,199	-2.3
Tahoe	8,297	8,221	0.9	59,949	58,609	2.3
Traverse	8,415	10,072	-16.5	78,220	84,106	-7.0
Trax	6,997	5,985	16.9	45,598	36,911	23.5
Volt	2,081	1,380	50.8	14,295	8,315	71.9
Chevrolet Total*	175,965	183,098	-3.9	1,361,675	1,425,507	-4.5
Acadia	6,101	9,050	-32.6	51,745	68,776	-24.8
Canyon	3,363	2,423	38.8	24,257	20,094	20.7
Savana	692	744	-7.0	12,892	15,664	-17.7
Sierra	17,478	21,241	-17.7	146,372	141,899	3.2
Terrain	6,004	9,237	-35.0	62,256	72,460	-14.1
Yukon	5,324	4,493	18.5	30,029	26,048	15.3
Yukon XL	3,478	2,175	59.9	20,613	17,912	15.1
GMC Total	42,440	49,363	-14.0	348,164	362,853	-4.0
GM Vehicle Total*	256,429	270,480	-5.2	1,962,602	2,048,537	-4.2

26 selling days for the August period this year and 26 for last year.

*Totals include discontinued Captiva Sport.