



## GENERAL MOTORS COMPANY

### Sales Tables

March	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	172,458	-2.2%	133,705	6.2%
GMC	49,948	12.0%	39,048	-3.1%
Buick	20,957	15.1%	19,257	22.1%
Cadillac	12,861	-1.5%	11,103	-3.6%
Total	256,224	1.6%	203,113	5.0%

2017CY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	471,723	-0.2%	362,720	1.7%
GMC	133,611	10.4%	107,993	3.5%
Buick	50,205	-7.5%	47,334	3.9%
Cadillac	33,982	-4.6%	28,791	-4.5%
Total	689,521	0.9%	546,838	1.9%

Fleet Segment	Month	YOY Change	2017CY	CY Change
Share of Sales	20.7%	-2.5 points	20.7%	-0.8 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	926,170	98	900,681	91

Industry Sales	Month (est.)	CYTD 2017 (est.)
Light Vehicle SAAR	17.0M	17.3M

### GM U.S. Deliveries for March 2017

	March			(Calendar Year-to-Date) January - March		
	2017	2016	%Change Volume	2017	2016	%Change Volume
Cascada	498	814	-38.8	1,442	1,397	3.2
Enclave	3,772	5,116	-26.3	9,437	12,934	-27.0
Encore	8,293	6,426	29.1	20,079	17,219	16.6
Envision	3,584	0	***.*	8,910	0	***.*
LaCrosse	2,330	2,275	2.4	4,985	8,975	-44.5
Regal	1,334	1,276	4.5	3,308	5,537	-40.3
Verano	1,146	2,300	-50.2	2,044	8,225	-75.1
<b>Buick Total</b>	<b>20,957</b>	<b>18,207</b>	<b>15.1</b>	<b>50,205</b>	<b>54,287</b>	<b>-7.5</b>
ATS	1,367	1,859	-26.5	3,346	4,517	-25.9
CT6	968	35	***.*	2,404	35	***.*
CTS	882	1,499	-41.2	2,486	3,973	-37.4
ELR	2	104	-98.1	5	262	-98.1
Escalade	1,648	1,974	-16.5	4,300	5,021	-14.4
Escalade ESV	1,214	1,264	-4.0	3,205	3,086	3.9
SRX	16	4,071	-99.6	104	12,866	-99.2
XT5	5,280	0	***.*	13,454	0	***.*
XTS	1,484	2,247	-34.0	4,678	5,873	-20.3
<b>Cadillac Total</b>	<b>12,861</b>	<b>13,053</b>	<b>-1.5</b>	<b>33,982</b>	<b>35,633</b>	<b>-4.6</b>
Bolt EV	978	0	***.*	3,092	0	***.*
Camaro	7,052	6,879	2.5	15,298	18,581	-17.7
Caprice	26	93	-72.0	111	185	-40.0
Colorado	8,426	9,718	-13.3	22,358	22,620	-1.2
Commercial Truck	706	1,170	-39.7	1,872	2,614	-28.4
Corvette	2,460	2,753	-10.6	5,804	6,370	-8.9
Cruze	18,607	9,881	88.3	53,923	37,241	44.8
Equinox	22,671	21,480	5.5	62,709	59,879	4.7
Express	5,819	6,291	-7.5	15,399	13,515	13.9
Impala	8,885	11,465	-22.5	22,022	30,554	-27.9
Malibu	14,222	22,058	-35.5	35,005	58,222	-39.9
Silverado-C/K Pickup	42,410	47,966	-11.6	128,467	128,965	-0.4
Sonic	3,385	4,708	-28.1	7,620	12,627	-39.7
Spark	3,306	2,273	45.4	7,140	5,155	38.5
Suburban (Chevy)	3,889	3,825	1.7	13,445	10,679	25.9
SS	1,217	286	325.5	1,529	539	183.7
Tahoe	9,112	7,658	19.0	22,653	20,351	11.3
Traverse	10,657	10,747	-0.8	29,352	26,919	9.0
Trax	6,498	5,167	25.8	18,361	13,727	33.8
Volt	2,132	1,865	14.3	5,563	3,987	39.5
<b>Chevrolet Total</b>	<b>172,458</b>	<b>176,283</b>	<b>-2.2</b>	<b>471,723</b>	<b>472,730</b>	<b>-0.2</b>
Acadia	11,432	6,214	84.0	29,112	18,571	56.8
Canyon	2,490	2,867	-13.1	7,527	7,577	-0.7
Savana	3,689	1,244	196.5	6,767	4,124	64.1
Sierra	18,460	21,548	-14.3	49,810	51,131	-2.6
Terrain	7,831	6,891	13.6	22,855	23,958	-4.6
Yukon	3,197	3,394	-5.8	9,984	8,985	11.1
Yukon XL	2,849	2,427	17.4	7,556	6,702	12.7
<b>GMC Total</b>	<b>49,948</b>	<b>44,585</b>	<b>12.0</b>	<b>133,611</b>	<b>121,048</b>	<b>10.4</b>
<b>GM Vehicle Total*</b>	<b>256,224</b>	<b>252,128</b>	<b>1.6</b>	<b>689,521</b>	<b>683,698</b>	<b>0.9</b>

27 selling days for the March period this year and 27 for last year.