



GENERAL MOTORS COMPANY

Sales Tables

May	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	169,331	-18.6%	126,024	-14.1%
GMC	43,395	-14.3%	37,448	-13.2%
Buick	15,625	-22.1%	15,567	-10.7%
Cadillac	12,099	-16.0%	11,574	-10.8%
Total	240,450	-18.0%	190,613	-13.4%

2016CY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	825,503	-5.4%	617,114	3.1%
GMC	211,602	-2.8%	181,155	-1.2%
Buick	87,632	-1.3%	77,437	4.9%
Cadillac	58,968	-12.5%	52,100	-13.0%
Total	1,183,705	-5.0%	927,806	1.3%

Fleet Segment	Month	YOY Change	2016CY	CY Change
Share of Sales	20.7%	-4.1 points	21.6%	-4.9 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	670,517	67	681,402	71

Industry Sales	Month (est.)	CYTD 2016 (est.)
Light Vehicle SAAR	17.0M	17.2M

GM U.S. Deliveries for May 2016

	May			(Calendar Year-to-Date) January - May		
	2016	2015	%Change Volume	2016	2015	%Change Volume
Cascada	829	0	***.*	3,316	0	***.*
Enclave	3,200	5,632	-43.2	20,657	22,884	-9.7
Encore	6,522	5,400	20.8	30,330	25,023	21.2
Envision	89	0	***.*	89	0	***.*
LaCrosse	1,687	3,954	-57.3	12,475	17,738	-29.7
Regal	1,228	1,830	-32.9	8,071	7,859	2.7
Verano	2,070	3,246	-36.2	12,694	15,279	-16.9
Buick Total	15,625	20,062	-22.1	87,632	88,783	-1.3
ATS	1,630	2,353	-30.7	7,884	10,296	-23.4
CT6	697	0	***.*	1,017	0	***.*
CTS	1,082	1,792	-39.6	6,390	8,154	-21.6
ELR	45	116	-61.2	402	531	-24.3
Escalade	1,856	1,617	14.8	8,685	8,388	3.5
Escalade ESV	1,087	1,044	4.1	5,372	5,409	-0.7
SRX	1,774	5,777	-69.3	17,592	24,461	-28.1
XT5	2,719	0	***.*	3,023	0	***.*
XTS	1,209	1,709	-29.3	8,603	10,143	-15.2
Cadillac Total*	12,099	14,408	-16.0	58,968	67,384	-12.5
Camaro	5,827	9,753	-40.3	31,865	33,982	-6.2
Caprice	97	124	-21.8	300	644	-53.4
City Express	174	772	-77.5	4,557	3,211	41.9
Colorado	9,196	8,881	3.5	42,178	35,017	20.5
Corvette	2,673	3,514	-23.9	12,185	15,500	-21.4
Cruze	16,671	23,752	-29.8	68,065	105,291	-35.4
Equinox	21,252	29,456	-27.9	101,738	123,925	-17.9
Express	6,588	5,994	9.9	26,762	21,459	24.7
Impala	5,252	11,506	-54.4	44,055	49,665	-11.3
Malibu	24,202	21,461	12.8	104,187	81,292	28.2
Silverado-C/K Pickup	45,035	51,602	-12.7	223,990	224,274	-0.1
Sonic	2,980	9,067	-67.1	20,709	29,082	-28.8
Spark	3,495	2,705	29.2	11,732	15,552	-24.6
Suburban (Chevy)	3,997	4,375	-8.6	18,945	20,390	-7.1
SS	228	287	-20.6	1,359	1,180	15.2
Tahoe	7,430	7,119	4.4	35,330	35,899	-1.6
Traverse	7,230	10,275	-29.6	46,335	52,709	-12.1
Trax	5,102	5,707	-10.6	23,339	18,844	23.9
Volt	1,901	1,618	17.5	7,871	4,397	79.0
Chevrolet Total*	169,331	207,970	-18.6	825,503	872,363	-5.4
Acadia	6,407	10,498	-39.0	31,982	39,634	-19.3
Canyon	3,361	2,901	15.9	13,964	12,485	11.8
Savana	2,341	2,636	-11.2	9,877	11,362	-13.1
Sierra	17,642	18,977	-7.0	89,304	82,232	8.6
Terrain	7,513	9,674	-22.3	38,815	46,199	-16.0
Yukon	3,747	3,455	8.5	16,056	14,719	9.1
Yukon XL	2,384	2,516	-5.2	11,604	11,031	5.2
GMC Total	43,395	50,657	-14.3	211,602	217,662	-2.8
GM Vehicle Total*	240,450	293,097	-18.0	1,183,705	1,246,192	-5.0

24 selling days for the May period this year and 26 for last year.

*Totals include discontinued Escalade EXT and Captiva Sport.