A winning portfolio getting stronger



U.S. Third Quarter Sales
Oct. 1, 2026

A winning portfolio getting stronger

Full-size pickup truck leader

On track to lead the industry in full-size pickup trucks for the 7th straight year

Q3 Full-size pickup sales up compared with 2025; share expected to be up compared with 2025

Light Duty up 9% in Q3, 6% year-to-date

Best-ever small SUV sales

GM continues to lead the small SUV segment. Driven by Chevrolet Trax, Chevrolet Trailblazer, and Buick Envista, GM's family of affordable small SUVs were up 27% in Q3

#1 in fleet sales

Strong commercial demand helped GM Fleet lead the industry in Q3 and CYTD

Full-size SUV leadership

On pace to lead the industry in full-size SUVs for the 52nd straight year

OnStar Digital Services

In its 30th year, OnStar is on target to reach 1M new global subscriptions this year, increasing the overall total to 13M

Delivered ~83K Super Cruise-equipped vehicles in Q3. Achieved best-ever CYTD sales of more than 243K units [1]

Mid-size pickup truck strength

Combined Chevrolet Colorado and GMC Canyon Q3 sales up 7%

The 2027 Colorado and Canyon will offer best in-class standard power

[1]Always pay attention while driving and when using Super Cruise. Do not use a hand-held device. Always use Super Cruise in accordance with local laws. Requires active Super Cruise plan or trial. Terms apply. Visit brand websites for compatible roads and full details.

All comparisons are YOY unless indicated

“Our business is performing very well, the launch of our next-generation full-size pickup trucks is on track, and we are making investments in new vehicles, innovative technologies, and our U.S. manufacturing footprint to drive our next phase of growth.”

DUNCAN ALDRED
PRESIDENT, GM NORTH AMERICA

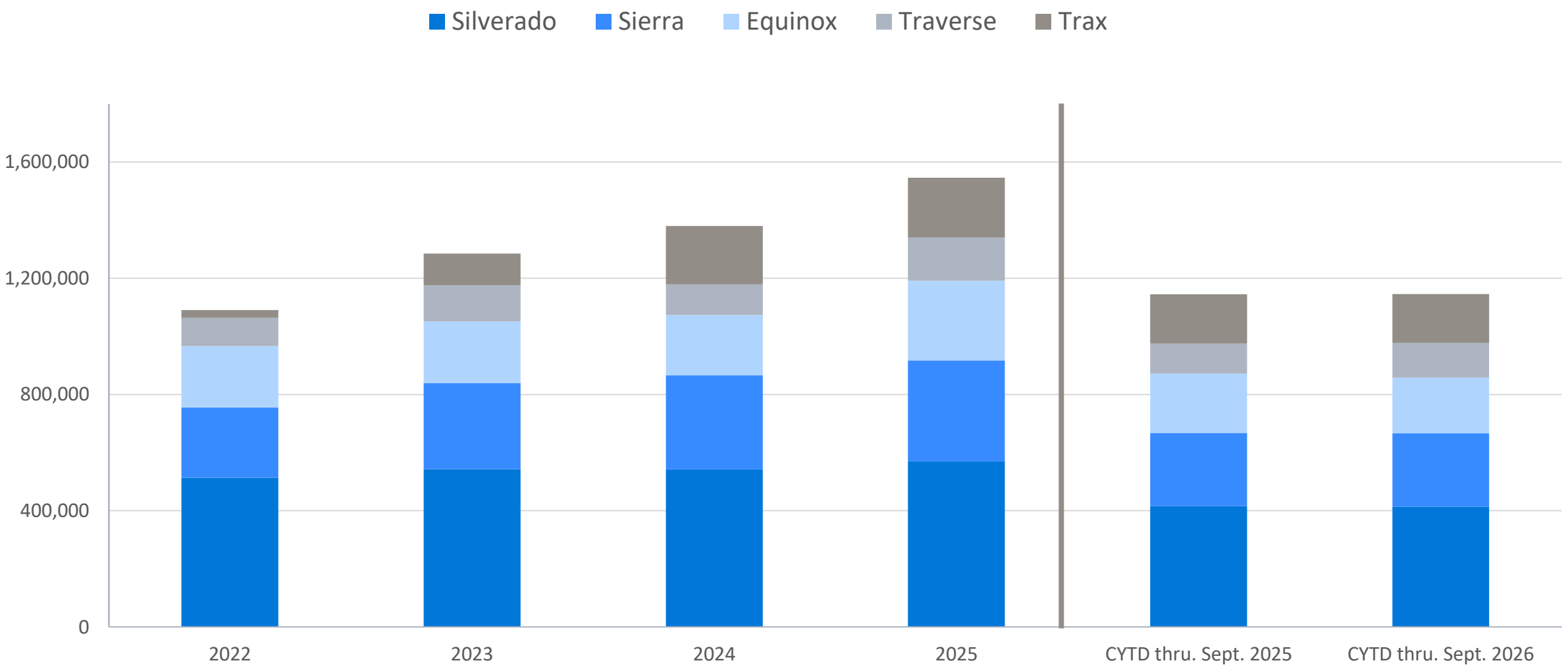
Third quarter highlights

- Total industry SAAR remains resilient: upper-16M range for Q3 and mid-16M range CYTD
- Sales of our top 5 best-selling vehicles continue to be strong
- ICE vehicle sales in line with Q3 2025 despite the impact of discontinued vehicles
- Quarter-end inventory of about 568,000 vehicles. On track to end the year with a 50-60 days supply
- Incentives below industry average for more than three years
- The first of GM’s next-generation full-size pickups are scheduled to arrive in showrooms by the end of the year



All comparisons are YOY unless indicated

GM’s top 5 best-selling vehicles



*ICE models only

Best-ever small SUV sales

- Best-ever small SUV sales CYTD, up 9%
  - Trax Q3 sales up 16%
  - Trailblazer had its best Q3 sales since 2007
- Traverse on track for best year ever, CYTD up 16%
- Corvette Q3 sales up 29%
- Silverado Q3 sales up 5%, led by LD models up 13%
- Bolt named 2026 Car and Driver EV of the Year



Chevrolet Trax

All comparisons are YOY unless indicated

Premium truck leadership continues

- GMC reached its best CYTD retail share ever
- Sierra light duty achieved its best Q3 and CYTD retail sales ever
- Best-ever Q3 and CYTD sales for Canyon up 18% and 20%, respectively
- Acadia Q3 sales up 8%
- Yukon Q3 sales up 8%
- Terrain CYTD sales up 13%



GMC Canyon

*All comparisons are YOY unless indicated

Q3 sales increase 8%

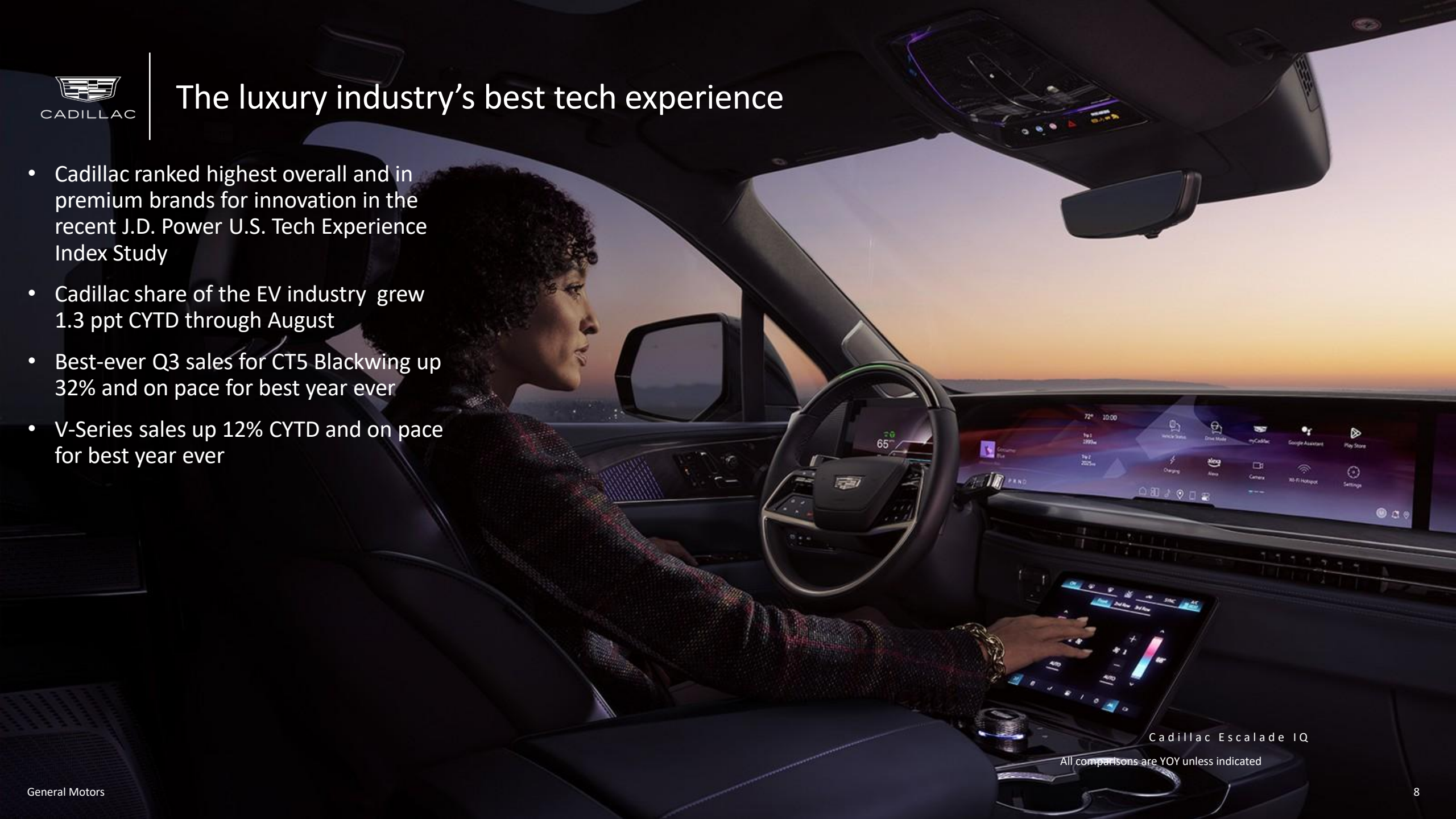
- Growth driven by YoY increases for Encore GX, Envista and Enclave
- Best-ever quarter for Envista, up 18%
- Second-best CYTD sales for small SUVs (Encore GX and Envista)
- Best-ever Q3 sales for Enclave Avenir



Buick Envista

The luxury industry’s best tech experience

- Cadillac ranked highest overall and in premium brands for innovation in the recent J.D. Power U.S. Tech Experience Index Study
- Cadillac share of the EV industry grew 1.3 ppt CYTD through August
- Best-ever Q3 sales for CT5 Blackwing up 32% and on pace for best year ever
- V-Series sales up 12% CYTD and on pace for best year ever



Cadillac Escalade IQ

All comparisons are YOY unless indicated

Fleet | America's fleet sales leader

- Best CYTD Fleet sales since 2019 CYTD
- Best–ever CYTD full-size pickup truck sales driven by commercial customer demand
- Best commercial CYTD sales since 2023
- Best government CYTD sales since 2012
- OnStar Fleet subscriptions reached 2.4M in Q3, up 27% YoY
- Launched OnStar Fleet Intelligence[1], a new platform that leverages vehicle data and GM's ecosystem of connected services to streamline fleet management
- *plan. Fees, services, an1Terms apply. Requires a connected services plan. Fees, services, and availability subject to change without notice. Does not include emergency or security services. Diagnostics capabilities vary by vehicle model. Not all issues will deliver.*

Chevrolet Silverado

All comparisons are YOY unless indicated

General Motors

[1]Terms apply. Requires a connected services plan. Fees, services, and availability subject to change without notice. Does not include emergency or security services. Diagnostics capabilities vary by vehicle model. Not all issues will deliver alerts. See https://www.gmfleet.com/onstar/overview for details and limitations.

Cautionary Note on Forward-Looking Statements

Cautionary Note on Forward-Looking Statements This communication and related comments by management may include "forward-looking statements" within the meaning of the U.S. federal securities laws. Forward-looking statements are any statements other than statements of historical fact. Forward-looking statements represent our current judgment about possible future events and are often identified by words like “aim,” “anticipate,” “appears,” “approximately,” “believe,” “continue,” “could,” “designed,” “effect,” “estimate,” “evaluate,” “expect,” “forecast,” “goal,” “initiative,” “intend,” “may,” “objective,” “outlook,” “plan,” “potential,” “priorities,” “project,” “pursue,” “seek,” “should,” “target,” “when,” “will,” “would,” or the negative of any of those words or similar expressions . In making these statements, we rely on assumptions and analysis based on our experience and perception of historical trends, current conditions and expected future developments as well as other factors we consider appropriate under the circumstances . We believe these judgments are reasonable, but these statements are not guarantees of any future events or financial results, and our actual results may differ materially due to a variety of important factors, many of which are beyond our control . These factors, which may be revised or supplemented in subsequent reports we file with the SEC, include, among others, the following: (1) our ability to deliver new products, services, technologies and customer experiences in response to increased competition and changing consumer needs and preferences ; (2) our ability to attract and retain talented and highly skilled employees ; (3) our ability to timely fund and introduce new and improved vehicle models that are able to attract a sufficient number of consumers ; (4) our ability to profitably deliver a strategic portfolio of EVs; (5) adoption of EVs by consumers ; (6) the success of our current line of ICE vehicles, particularly our full-size ICE SUVs and full-size ICE pickup trucks ; (7) our highly competitive industry, which has been historically characterized by excess manufacturing capacity and the use of incentives, and the introduction of new and improved vehicle models by our competitors ; (8) the unique technological, operational, regulatory and competitive risks related to our refocused AV strategy on personal vehicles ; (9) risks associated with climate change, including evolving regulation of GHG emissions, changing consumer preferences and demand, and the potential increased impacts of severe weather events; (10) global automobile market sales volume, which can be volatile; (11) inflationary pressures and persistently high prices and uncertain availability of commodities, raw materials and other inputs used by us and our suppliers, and instability in logistics and related costs; (12) our business in China, which is subject to unique operational, competitive, regulatory and economic risks; (13) the success of our ongoing strategic business relationships, particularly with respect to facilitating access to raw materials necessary for the production of EVs, and of our joint ventures, which we cannot operate solely for our benefit and over which we may have limited control ; (14) the international scale and footprint of our operations, which expose us to a variety of unique political, economic, competitive and regulatory risks, including the risk of changes in government leadership and laws (including labor, trade, tax and other laws), political uncertainty or instability and economic tensions between governments and changes in international trade policies, new barriers to entry and changes to or withdrawals from free trade agreements, introduction of new tariffs or changes to announced tariffs directly and indirectly applicable to our industry, changes in foreign exchange rates and interest rates, economic downturns in the countries in which we operate, differing local product preferences and product requirements, changes to and compliance with U.S. and foreign countries' export controls and economic sanctions, differing labor regulations, requirements and union relationships, differing dealer and franchise regulations and relationships, difficulties in obtaining financing in foreign countries, and public health crises, including the occurrence of a contagious disease or illness ; (15) any significant disruption, including any work stoppages, at any of our manufacturing facilities ; (16) the ability of our suppliers to deliver parts, systems, components, and raw materials without disruption and at such times to allow us to meet production schedules ; (17) pandemics, epidemics, disease outbreaks and other public health crises ; (18) the possibility that competitors may independently develop products and services similar to ours, or that our intellectual property rights are not sufficient to prevent competitors from developing or selling those products or services ; (19) our ability to manage risks related to security breaches, cyberattacks and other disruptions to our information technology systems and networked products, including connected vehicles ; (20) our ability to manage security breaches and other disruptions to our in-vehicle systems ; (21) our ability to comply with increasingly complex, restrictive and punitive regulations relating to our enterprise data practices, including the collection, use, sharing and security of the personal information of our customers, employees or suppliers ; (22) our ability to comply with extensive laws, regulations and policies applicable to our industry, operations, and products, including those in the One Big Beautiful Bill Act and/or relating to fuel economy, emissions, and AVs; (23) costs and risks associated with litigation, governmental investigations, and other proceedings ; (24) the costs and effect on our reputation of product safety recalls and alleged defects in products and services ; (25) any additional tax expense or exposure or failure to fully realize available tax incentives ; (26) our continued ability to develop captive financing capability through GM Financial ; (27) any significant increase in our pension funding requirements ; and (28) uncertainties regarding the International Emergency Economic Powers Act (IEEPA) tariff refunds, including the timing and extent of these refunds. A further list and discussion of these risks, uncertainties and other factors can be found in our most recent Annual Report on Form 10-K and our subsequent filings with the SEC. We caution readers not to place undue reliance on forward-looking statements . Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update publicly or otherwise revise any forward-looking statements, whether as a result of new information, future events or other factors, except where we are expressly required to do so by law. Non-GAAP financial measures : see our most recent annual report on Form 10-K and our other filings with the Securities and Exchange Commission for a description of certain non-GAAP measures used in this presentation, including EBIT-adjusted, EPS-diluted-adjusted, ETR-adjusted, ROIC-adjusted and adjusted automotive free cash flow, along with a description of various uses for such measures . Our calculation of these non-GAAP measures are set forth within these reports and the select supplemental financial information section of this presentation and may not be comparable to similarly titled measures of other companies due to potential differences between companies in the method of calculation . As a result, the use of these non-GAAP measures has limitations and should not be considered superior to, in isolation from, or as a substitute for, related U.S. GAAP measures . When we present our total company EBIT-adjusted, GMF is presented on EBT-adjusted basis. Additional information : in this presentation and related comments by management, references to “record” or “best” performance (or similar statements) refer to General Motors Company, as established in 2009 . In addition, certain figures included in the charts and tables in this presentation may not sum due to rounding. All comparisons are year-over-year, unless otherwise noted. Simulated models and pre-production models shown throughout ; production vehicles will vary. For information on models shown, including availability, see each GM brand website for details.

CONTACTS:

GM Communications

Jeff Bennett: jeff.bennett@gm.com

PH: 248-884-7673

GM Investor Relations

Ashish Kohli: ashish.kohli@gm.com