



GENERAL MOTORS COMPANY

Sales Tables

March	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	176,283	1.4%	125,920	6.8%
GMC	44,585	6.9%	40,318	12.8%
Buick	18,207	-11.3%	15,772	-5.6%
Cadillac	13,053	-5.1%	11,514	-6.5%
Total	252,128	0.9%	193,524	5.9%

2016CY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	472,730	-0.8%	356,528	10.3%
GMC	121,048	1.0%	104,320	1.7%
Buick	54,287	7.5%	45,539	8.5%
Cadillac	35,633	-4.1%	30,150	-10.0%
Total	683,698	0.0%	536,537	7.0%

Fleet Segment	Month	YOY Change	2016CY	CY Change
Share of Sales	23.2%	-3.6 points	21.5%	-5.2 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	663,632	71	640,722	67

Industry Sales	Month (est.)	CYTD 2016 (est.)
Light Vehicle SAAR	17.1M	17.4M

GM U.S. Deliveries for March 2016

	March			(Calendar Year-to-Date) January - March		
	2016	2015	%Change Volume	2016	2015	%Change Volume
Cascada	814	0	***.*	1,397	0	***.*
Enclave	5,116	5,684	-10.0	12,934	12,801	1.0
Encore	6,426	5,650	13.7	17,219	14,036	22.7
LaCrosse	2,275	4,425	-48.6	8,975	10,199	-12.0
Regal	1,276	1,901	-32.9	5,537	4,382	26.4
Verano	2,300	2,866	-19.7	8,225	9,079	-9.4
Buick Total	18,207	20,526	-11.3	54,287	50,497	7.5
ATS	1,859	2,039	-8.8	4,517	5,824	-22.4
CT6	35	0	***.*	35	0	***.*
CTS	1,499	1,500	-0.1	3,973	4,636	-14.3
ELR	104	92	13.0	262	311	-15.8
Escalade	1,974	1,673	18.0	5,021	4,826	4.0
Escalade ESV	1,264	1,085	16.5	3,086	3,073	0.4
SRX	4,071	5,000	-18.6	12,866	12,294	4.7
XTS	2,247	2,367	-5.1	5,873	6,209	-5.4
Cadillac Total*	13,053	13,756	-5.1	35,633	37,175	-4.1
Camaro	6,879	5,956	15.5	18,581	17,320	7.3
Caprice	93	151	-38.4	185	373	-50.4
Captiva Sport	0	13	***.*	0	36	***.*
City Express	1,170	675	73.3	2,614	1,865	40.2
Colorado	9,718	6,621	46.8	22,620	19,126	18.3
Corvette	2,753	3,785	-27.3	6,370	8,517	-25.2
Cruze	9,881	23,598	-58.1	37,241	60,592	-38.5
Equinox	21,480	24,335	-11.7	59,879	65,613	-8.7
Express	6,291	3,709	69.6	13,515	10,513	28.6
Impala	11,465	8,942	28.2	30,554	27,221	12.2
Malibu	22,058	16,552	33.3	58,222	42,401	37.3
Silverado-C/K Pickup	47,966	45,193	6.1	128,965	126,694	1.8
Sonic	4,708	4,894	-3.8	12,627	11,315	11.6
Spark	2,273	3,260	-30.3	5,155	9,104	-43.4
Suburban (Chevy)	3,825	3,310	15.6	10,679	11,876	-10.1
SS	286	264	8.3	539	594	-9.3
Tahoe	7,658	6,860	11.6	20,351	20,877	-2.5
Traverse	10,747	11,103	-3.2	26,919	30,959	-13.0
Trax	5,167	4,026	28.3	13,727	9,686	41.7
Volt	1,865	639	191.9	3,987	1,874	112.8
Chevrolet Total	176,283	173,886	1.4	472,730	476,556	-0.8
Acadia	6,214	7,410	-16.1	18,571	20,369	-8.8
Canyon	2,867	2,434	17.8	7,577	7,152	5.9
Savana	1,244	1,800	-30.9	4,124	5,288	-22.0
Sierra	21,548	17,395	23.9	51,131	45,173	13.2
Terrain	6,891	8,030	-14.2	23,958	27,733	-13.6
Yukon	3,394	2,661	27.5	8,985	8,106	10.8
Yukon XL	2,427	1,977	22.8	6,702	5,990	11.9
GMC Total	44,585	41,707	6.9	121,048	119,811	1.0
GM Vehicle Total*	252,128	249,875	0.9	683,698	684,039	0.0

27 selling days for the March period this year and 25 for last year.

*Totals include discontinued Escalade EXT.