



GENERAL MOTORS

SALES TABLES

DECEMBER	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	206,804	-2.9%	160,938	-1.5%
GMC	64,146	1.2%	57,587	13.8%
Buick	22,285	4.7%	21,637	14.6%
Cadillac	15,304	-28.6%	14,287	-16.3%
Total	308,539	-3.3%	254,449	1.8%

2017CY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	2,065,883	-1.5%	1,605,795	-1.0%
GMC	560,687	2.6%	477,980	0.8%
Buick	219,231	-4.5%	205,294	1.6%
Cadillac	156,440	-8.0%	135,350	-8.8%
Total	3,002,241	-1.3%	2,424,419	-0.9%

Fleet Segment	Month	YOY Change	2017CY	CY Change
Share of Sales	17.5%	-4.1 points	19.2%	-0.3 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	752,554	63	819,327	83

Industry Sales	Month (est.)	CYE 2017 (est.)
Light Vehicle SAAR	18.2M	17.3M

GM U.S. DELIVERIES FOR DECEMBER 2017

	DECEMBER			(CALENDAR YEAR-TO-DATE)		
	2017	2016	%Change Volume	2017	2016	%Change Volume
Cascada	408	629	-35.1	5,595	7,153	-21.8
Enclave	5,326	3,800	40.2	48,564	52,028	-6.7
Encore	8,052	7,755	3.8	88,035	78,565	12.1
Envision	6,056	3,931	54.1	41,040	14,193	189.2
LaCrosse	1,385	2,826	-51.0	20,161	27,582	-26.9
Regal	1,005	1,309	-23.2	11,559	19,833	-41.7
Verano	53	1,038	-94.9	4,277	30,277	-85.9
Buick Total	22,285	21,288	4.7	219,231	229,631	-4.5
ATS	1,093	2,292	-52.3	13,100	21,505	-39.1
CT6	841	1,293	-35.0	10,542	9,169	15.0
CTS	805	1,697	-52.6	10,344	15,911	-35.0
ELR	0	3	*** *	17	534	-96.8
Escalade	2,881	3,388	-15.0	22,994	23,604	-2.6
Escalade ESV	1,571	2,084	-24.6	14,700	15,488	-5.1
SRX	1	124	-99.2	156	22,139	-99.3
XTS	6,888	7,436	-7.4	68,312	39,485	73.0
XTS	1,224	3,129	-60.9	16,275	22,171	-26.6
Cadillac Total	15,304	21,446	-28.6	156,440	170,006	-8.0
Bolt EV	3,227	579	457.3	23,297	579	*** *
Camaro	3,802	7,000	-45.7	67,940	72,705	-6.6
Caprice	18	124	-85.5	693	1,021	-32.1
Colorado	9,626	9,431	2.1	112,996	108,725	3.9
Commercial Truck	923	729	26.6	8,348	7,019	18.9
Corvette	2,278	2,709	-15.9	25,079	29,995	-16.4
Cruze	13,406	17,324	-22.6	184,751	188,876	-2.2
Equinox	32,784	27,195	20.6	290,458	242,195	19.9
Express	6,296	7,763	-18.9	69,164	68,007	1.7
Impala	8,201	10,794	-24.0	75,877	97,006	-21.8
Malibu	16,628	22,764	-27.0	185,857	227,881	-18.4
Silverado-C/K Pickup	67,676	54,272	24.7	585,864	574,876	1.9
Sonic	1,946	6,375	-69.5	30,290	55,255	-45.2
Spark	3,079	4,257	-27.7	22,589	35,511	-36.4
Suburban (Chevy)	5,788	7,573	-23.6	56,516	60,082	-5.9
SS	42	94	-55.3	4,055	3,013	34.6
Tahoe	10,271	11,897	-13.7	98,961	103,306	-4.2
Traverse	12,313	10,381	18.6	123,506	116,701	5.8
Trax	6,563	8,007	-18.0	79,289	79,016	0.3
Volt	1,937	3,691	-47.5	20,349	24,739	-17.7
Chevrolet Total	206,804	212,959	-2.9	2,065,883	2,096,510	-1.5
Acadia	10,837	12,189	-11.1	111,276	88,466	25.8
Canyon	3,467	4,048	-14.4	32,106	37,449	-14.3
Savana	1,954	4,316	-54.7	29,679	20,607	44.0
Sierra	26,436	23,290	13.5	217,943	221,680	-1.7
Terrain	6,500	7,440	-12.6	85,441	87,925	-2.8
Yukon	8,531	6,276	35.9	49,183	53,447	-8.0
Yukon XL	6,421	5,856	9.6	35,059	37,054	-5.4
GMC Total	64,146	63,415	1.2	560,687	546,628	2.6
GM Vehicle Total*	308,539	319,108	-3.3	3,002,241	3,042,775	-1.3

26 selling days for the DECEMBER period this year and 27 for last year.