



## GENERAL MOTORS COMPANY

### Sales Tables

December	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	212,959	12.8%	163,452	8.1%
GMC	63,415	5.8%	50,597	-3.8%
Buick	21,288	2.8%	18,873	-0.6%
Cadillac	21,446	3.2%	17,061	-10.0%
Total	319,108	10.0%	249,983	3.4%

2016CY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	2,096,510	-1.4%	1,621,785	3.2%
GMC	546,628	-2.2%	474,319	-1.9%
Buick	229,631	2.9%	202,111	4.6%
Cadillac	170,006	-3.0%	148,367	-4.8%
Total	3,042,775	-1.3%	2,446,582	1.8%

Fleet Segment	Month	YOY Change	2016CY	CY Change
Share of Sales	21.7%	4.9 points	19.6%	-2.4 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	844,942	71	874,162	87

Industry Sales	Month (est.)	CYTD 2016 (est.)
Light Vehicle SAAR	18.2M	17.5M

### GM U.S. Deliveries for December 2016

	December			(Calendar Year-to-Date) January - December		
	2016	2015	%Change Volume	2016	2015	%Change Volume
Cascada	629	0	***.*	7,153	0	***.*
Enclave	3,800	5,936	-36.0	52,028	62,081	-16.2
Encore	7,755	6,498	19.3	78,565	67,549	16.3
Envision	3,931	0	***.*	14,193	0	***.*
LaCrosse	2,826	3,158	-10.5	27,582	42,035	-34.4
Regal	1,309	2,571	-49.1	19,833	19,504	1.7
Verano	1,038	2,545	-59.2	30,277	31,886	-5.0
<b>Buick Total</b>	<b>21,288</b>	<b>20,708</b>	<b>2.8</b>	<b>229,631</b>	<b>223,055</b>	<b>2.9</b>
ATS	2,292	3,451	-33.6	21,505	26,873	-20.0
CT6	1,293	0	***.*	9,169	0	***.*
CTS	1,697	2,441	-30.5	15,911	19,485	-18.3
ELR	3	135	-97.8	534	1,024	-47.9
Escalade	3,388	2,743	23.5	23,604	21,230	11.2
Escalade ESV	2,084	1,916	8.8	15,488	14,691	5.4
SRX	124	7,031	-98.2	22,139	68,850	-67.8
XT5	7,436	0	***.*	39,485	0	***.*
XTS	3,129	3,070	1.9	22,171	23,112	-4.1
<b>Cadillac Total</b>	<b>21,446</b>	<b>20,787</b>	<b>3.2</b>	<b>170,006</b>	<b>175,267</b>	<b>-3.0</b>
Bolt EV	579	0	***.*	579	0	***.*
Camaro	7,000	5,366	30.5	72,705	77,502	-6.2
Caprice	124	220	-43.6	1,021	1,845	-44.7
Colorado	9,431	7,909	19.2	108,725	84,430	28.8
Commercial Truck	729	1,088	-33.0	7,019	10,283	-31.7
Corvette	2,709	2,453	10.4	29,995	33,329	-10.0
Cruze	17,324	16,849	2.8	188,876	226,602	-16.6
Equinox	27,195	21,827	24.6	242,195	277,589	-12.8
Express	7,763	7,361	5.5	68,007	63,382	7.3
Impala	10,794	9,060	19.1	97,006	116,825	-17.0
Malibu	22,764	12,155	87.3	227,881	194,854	16.9
Silverado-C/K Pickup	54,272	62,992	-13.8	574,876	600,544	-4.3
Sonic	6,375	7,293	-12.6	55,255	64,775	-14.7
Spark	4,257	1,384	207.6	35,511	32,853	8.1
Suburban (Chevy)	7,573	6,350	19.3	60,082	50,866	18.1
SS	94	134	-29.9	3,013	2,895	4.1
Tahoe	11,897	9,773	21.7	103,306	88,342	16.9
Traverse	10,381	9,143	13.5	116,701	119,945	-2.7
Trax	8,007	5,323	50.4	79,016	63,030	25.4
Volt	3,691	2,114	74.6	24,739	15,393	60.7
<b>Chevrolet Total*</b>	<b>212,959</b>	<b>188,794</b>	<b>12.8</b>	<b>2,096,510</b>	<b>2,125,347</b>	<b>-1.4</b>
Acadia	12,189	7,266	67.8	88,466	96,393	-8.2
Canyon	4,048	3,000	34.9	37,449	30,077	24.5
Savana	4,316	2,781	55.2	20,607	21,992	-6.3
Sierra	23,290	27,438	-15.1	221,680	224,139	-1.1
Terrain	7,440	9,649	-22.9	87,925	112,030	-21.5
Yukon	6,276	5,271	19.1	53,447	42,732	25.1
Yukon XL	5,856	4,536	29.1	37,054	31,334	18.3
<b>GMC Total</b>	<b>63,415</b>	<b>59,941</b>	<b>5.8</b>	<b>546,628</b>	<b>558,697</b>	<b>-2.2</b>
<b>GM Vehicle Total*</b>	<b>319,108</b>	<b>290,230</b>	<b>10.0</b>	<b>3,042,775</b>	<b>3,082,366</b>	<b>-1.3</b>

27 selling days for the December period this year and 28 for last year.

\*Totals include discontinued Captiva Sport.