



## GENERAL MOTORS COMPANY

### Sales Tables

July	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	178,820	-5.3%	154,305	3.0%
GMC	51,137	4.8%	47,809	9.9%
Buick	22,960	10.4%	20,628	12.7%
Cadillac	14,341	1.3%	13,493	1.1%
Total	267,258	-1.9%	236,235	5.0%

2016CY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	1,185,710	-4.6%	912,510	3.0%
GMC	305,724	-2.5%	267,638	0.1%
Buick	127,167	0.0%	114,105	5.7%
Cadillac	87,572	-7.9%	79,083	-8.2%
Total	1,706,173	-4.0%	1,373,336	1.9%

Fleet Segment	Month	YOY Change	2016CY	CY Change
Share of Sales	11.6%	-5.8 points	19.5%	-4.7 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	682,170	66	706,558	72

Industry Sales	Month (est.)	CYTD 2016 (est.)
Light Vehicle SAAR	17.9M	17.3M

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

	July			(Calendar Year-to-Date) January - July		
	2016	2015	%Change Volume	2016	2015	%Change Volume
Cascada	633	0	***.*	4,704	0	***.*
Enclave	7,249	6,594	9.9	31,503	34,664	-9.1
Encore	6,923	6,826	1.4	43,344	37,375	16.0
Envision	1,421	0	***.*	2,947	0	***.*
LaCrosse	2,359	3,451	-31.6	16,322	24,161	-32.4
Regal	2,307	1,541	49.7	11,560	10,928	5.8
Verano	2,068	2,379	-13.1	16,787	19,977	-16.0
<b>Buick Total</b>	<b>22,960</b>	<b>20,791</b>	<b>10.4</b>	<b>127,167</b>	<b>127,105</b>	<b>0.0</b>
ATS	2,119	1,588	33.4	11,883	14,095	-15.7
CT6	827	0	***.*	2,806	0	***.*
CTS	1,313	1,515	-13.3	9,219	11,204	-17.7
ELR	15	66	-77.3	511	659	-22.5
Escalade	1,703	1,669	2.0	12,167	11,579	5.1
Escalade ESV	1,180	1,261	-6.4	7,733	7,662	0.9
SRX	1,307	6,753	-80.6	20,381	36,960	-44.9
XT5	4,951	0	***.*	12,159	0	***.*
XTS	926	1,302	-28.9	10,713	12,892	-16.9
<b>Cadillac Total</b>	<b>14,341</b>	<b>14,154</b>	<b>1.3</b>	<b>87,572</b>	<b>95,053</b>	<b>-7.9</b>
Camaro	5,520	7,469	-26.1	42,354	50,062	-15.4
Caprice	58	140	-58.6	545	943	-42.2
City Express	297	1,004	-70.4	5,095	5,288	-3.6
Colorado	9,195	7,209	27.5	60,422	48,784	23.9
Corvette	2,159	2,794	-22.7	16,827	21,101	-20.3
Cruze	13,723	21,339	-35.7	100,454	149,277	-32.7
Equinox	21,882	21,609	1.3	143,202	167,294	-14.4
Express	4,880	5,323	-8.3	37,429	32,020	16.9
Impala	5,045	8,156	-38.1	61,435	66,227	-7.2
Malibu	11,820	16,022	-26.2	132,145	112,542	17.4
Silverado-C/K Pickup	54,116	56,380	-4.0	327,768	332,202	-1.3
Sonic	4,844	5,102	-5.1	33,136	42,078	-21.3
Spark	4,229	3,287	28.7	22,520	22,696	-0.8
Suburban (Chevy)	5,055	4,309	17.3	27,970	27,695	1.0
SS	521	321	62.3	2,134	1,855	15.0
Tahoe	8,431	8,297	1.6	51,652	50,388	2.5
Traverse	15,173	12,604	20.4	69,805	74,034	-5.7
Trax	9,466	6,111	54.9	38,601	30,926	24.8
Volt	2,406	1,313	83.2	12,214	6,935	76.1
<b>Chevrolet Total*</b>	<b>178,820</b>	<b>188,790</b>	<b>-5.3</b>	<b>1,185,710</b>	<b>1,242,409</b>	<b>-4.6</b>
Acadia	7,462	10,671	-30.1	45,644	59,726	-23.6
Canyon	3,532	2,654	33.1	20,894	17,671	18.2
Savana	726	981	-26.0	12,200	14,920	-18.2
Sierra	22,428	19,808	13.2	128,894	120,658	6.8
Terrain	9,375	8,813	6.4	56,252	63,223	-11.0
Yukon	4,677	3,551	31.7	24,705	21,555	14.6
Yukon XL	2,937	2,299	27.8	17,135	15,737	8.9
<b>GMC Total</b>	<b>51,137</b>	<b>48,777</b>	<b>4.8</b>	<b>305,724</b>	<b>313,490</b>	<b>-2.5</b>
<b>GM Vehicle Total*</b>	<b>267,258</b>	<b>272,512</b>	<b>-1.9</b>	<b>1,706,173</b>	<b>1,778,057</b>	<b>-4.0</b>

26 selling days for the July period this year and 26 for last year.

\*Totals include discontinued Captiva Sport.