



GENERAL MOTORS COMPANY

Sales Tables

November	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	169,675	8.1%	126,078	5.0%
GMC	49,113	14.1%	41,205	8.9%
Buick	18,530	16.1%	17,444	22.0%
Cadillac	15,326	14.5%	12,882	17.2%
Total	252,644	10.2%	197,609	7.9%

2016CY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	1,883,551	-2.7%	1,458,333	2.6%
GMC	483,213	-3.1%	423,722	-1.6%
Buick	208,343	3.0%	183,238	5.2%
Cadillac	148,560	-3.8%	131,306	-4.1%
Total	2,723,667	-2.5%	2,196,599	1.6%

Fleet Segment	Month	YOY Change	2016CY	CY Change
Share of Sales	21.8%	1.7 points	19.4%	-3.2 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	874,162	87	834,201	84

Industry Sales	Month (est.)	CYTD 2016 (est.)
Light Vehicle SAAR	17.9M	17.5M

GM U.S. Deliveries for November 2016

	November			(Calendar Year-to-Date) January - November		
	2016	2015	%Change Volume	2016	2015	%Change Volume
Cascada	367	0	***.*	6,524	0	***.*
Enclave	3,508	4,658	-24.7	48,228	56,145	-14.1
Encore	7,162	5,133	39.5	70,810	61,051	16.0
Envision	1,785	0	***.*	10,262	0	***.*
LaCrosse	2,427	3,351	-27.6	24,756	38,877	-36.3
Regal	1,746	1,172	49.0	18,524	16,933	9.4
Verano	1,535	1,646	-6.7	29,239	29,341	-0.3
Buick Total	18,530	15,960	16.1	208,343	202,347	3.0
ATS	1,490	2,055	-27.5	19,213	23,422	-18.0
CT6	1,169	0	***.*	7,876	0	***.*
CTS	1,042	1,224	-14.9	14,214	17,044	-16.6
ELR	5	67	-92.5	531	889	-40.3
Escalade	2,097	1,672	25.4	20,216	18,487	9.4
Escalade ESV	1,395	1,309	6.6	13,404	12,775	4.9
SRX	111	5,087	-97.8	22,015	61,819	-64.4
XT5	5,364	0	***.*	32,049	0	***.*
XTS	2,653	1,976	34.3	19,042	20,042	-5.0
Cadillac Total	15,326	13,390	14.5	148,560	154,480	-3.8
Camaro	4,893	5,303	-7.7	65,705	72,136	-8.9
Caprice	188	196	-4.1	897	1,625	-44.8
Colorado	8,669	6,230	39.1	99,294	76,521	29.8
Commercial Truck	254	833	-69.5	6,290	9,195	-31.6
Corvette	1,941	1,952	-0.6	27,286	30,876	-11.6
Cruze	16,414	16,073	2.1	171,552	209,753	-18.2
Equinox	21,600	19,634	10.0	215,000	255,762	-15.9
Express	5,034	5,371	-6.3	60,244	56,021	7.5
Impala	6,082	10,494	-42.0	86,212	107,765	-20.0
Malibu	18,577	10,813	71.8	205,117	182,699	12.3
Silverado-C/K Pickup	45,280	45,001	0.6	520,604	537,552	-3.2
Sonic	3,082	3,653	-15.6	48,880	57,482	-15.0
Spark	1,507	1,628	-7.4	31,254	31,469	-0.7
Suburban (Chevy)	6,577	5,216	26.1	52,509	44,516	18.0
SS	212	148	43.2	2,919	2,761	5.7
Tahoe	9,433	7,217	30.7	91,409	78,569	16.3
Traverse	9,194	8,684	5.9	106,320	110,802	-4.0
Trax	8,207	6,481	26.6	71,009	57,707	23.1
Volt	2,531	1,980	27.8	21,048	13,279	58.5
Chevrolet Total*	169,675	156,907	8.1	1,883,551	1,936,553	-2.7
Acadia	9,168	6,776	35.3	76,277	89,127	-14.4
Canyon	3,410	2,236	52.5	33,401	27,077	23.4
Savana	1,635	1,439	13.6	16,291	19,211	-15.2
Sierra	18,900	16,527	14.4	198,390	196,701	0.9
Terrain	6,215	8,999	-30.9	80,485	102,381	-21.4
Yukon	6,169	3,925	57.2	47,171	37,461	25.9
Yukon XL	3,616	3,137	15.3	31,198	26,798	16.4
GMC Total	49,113	43,039	14.1	483,213	498,756	-3.1
GM Vehicle Total*	252,644	229,296	10.2	2,723,667	2,792,136	-2.5

25 selling days for the November period this year and 23 for last year.

*Totals include discontinued Captiva Sport.