



GENERAL MOTORS COMPANY

Sales Tables

October	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	181,964	-0.8%	141,641	5.8%
GMC	42,668	-6.2%	37,039	-6.6%
Buick	20,046	7.4%	17,366	6.6%
Cadillac	13,948	-9.4%	12,244	-7.9%
Total	258,626	-1.7%	208,290	2.5%

2016CY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	1,713,876	-3.7%	1,332,255	2.4%
GMC	434,100	-4.7%	382,517	-2.7%
Buick	189,813	1.8%	165,794	3.7%
Cadillac	133,234	-5.6%	118,424	-5.9%
Total	2,471,023	-3.6%	1,998,990	1.0%

Fleet Segment	Month	YOY Change	2016CY	CY Change
Share of Sales	19.5%	-3.3 points	19.1%	-3.7 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	834,201	84	785,514	79

Industry Sales	Month (est.)	CYTD 2016 (est.)
Light Vehicle SAAR	18.0M	17.4M

GM U.S. Deliveries for October 2016

	October			(Calendar Year-to-Date) January - October		
	2016	2015	%Change Volume	2016	2015	%Change Volume
Cascada	361	0	***.*	6,157	0	***.*
Enclave	4,017	4,702	-14.6	44,720	51,487	-13.1
Encore	7,164	6,633	8.0	63,648	55,918	13.8
Envision	2,351	0	***.*	8,477	0	***.*
LaCrosse	2,500	2,977	-16.0	22,329	35,526	-37.1
Regal	1,317	1,655	-20.4	16,778	15,761	6.5
Verano	2,336	2,693	-13.3	27,704	27,695	0.0
Buick Total	20,046	18,660	7.4	189,813	186,387	1.8
ATS	1,593	2,528	-37.0	17,723	21,367	-17.1
CT6	1,316	0	***.*	6,707	0	***.*
CTS	1,024	1,567	-34.7	13,172	15,820	-16.7
ELR	3	82	-96.3	526	822	-36.0
Escalade	1,988	1,838	8.2	18,119	16,815	7.8
Escalade ESV	1,453	1,313	10.7	12,009	11,466	4.7
SRX	118	6,020	-98.0	21,904	56,732	-61.4
XT5	4,989	0	***.*	26,685	0	***.*
XTS	1,464	2,043	-28.3	16,389	18,066	-9.3
Cadillac Total	13,948	15,391	-9.4	133,234	141,090	-5.6
Camaro	6,277	5,289	18.7	60,812	66,833	-9.0
Caprice	149	155	-3.9	709	1,429	-50.4
Colorado	10,578	7,059	49.9	90,625	70,291	28.9
Commercial Truck	286	958	-70.1	6,036	8,362	-27.8
Corvette	2,626	2,526	4.0	25,345	28,924	-12.4
Cruze	17,126	15,710	9.0	155,138	193,680	-19.9
Equinox	19,664	22,086	-11.0	193,400	236,128	-18.1
Express	5,459	6,442	-15.3	55,210	50,650	9.0
Impala	6,092	11,805	-48.4	80,130	97,271	-17.6
Malibu	16,151	24,725	-34.7	186,540	171,886	8.5
Silverado-C/K Pickup	49,768	51,647	-3.6	475,324	492,551	-3.5
Sonic	4,689	3,294	42.3	45,798	53,829	-14.9
Spark	2,066	2,002	3.2	29,747	29,841	-0.3
Suburban (Chevy)	6,650	3,585	85.5	45,932	39,300	16.9
SS	554	192	188.5	2,707	2,613	3.6
Tahoe	11,976	6,624	80.8	81,976	71,352	14.9
Traverse	10,984	9,155	20.0	97,126	102,118	-4.9
Trax	8,678	8,175	6.2	62,802	51,226	22.6
Volt	2,191	2,035	7.7	18,517	11,299	63.9
Chevrolet Total*	181,964	183,464	-0.8	1,713,876	1,779,646	-3.7
Acadia	8,569	6,928	23.7	67,109	82,351	-18.5
Canyon	2,785	2,415	15.3	29,991	24,841	20.7
Savana	760	1,380	-44.9	14,656	17,772	-17.5
Sierra	15,050	18,521	-18.7	179,490	180,174	-0.4
Terrain	6,358	9,987	-36.3	74,270	93,382	-20.5
Yukon	5,677	3,525	61.0	41,002	33,536	22.3
Yukon XL	3,469	2,722	27.4	27,582	23,661	16.6
GMC Total	42,668	45,478	-6.2	434,100	455,717	-4.7
GM Vehicle Total*	258,626	262,993	-1.7	2,471,023	2,562,840	-3.6

26 selling days for the October period this year and 28 for last year.

*Totals include discontinued Captiva Sport.