



GENERAL MOTORS

SALES TABLES

FEBRUARY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	149,605	-8.8%	108,246	-13.5%
GMC	42,640	-8.0%	35,667	-7.2%
Buick	16,322	1.2%	14,797	-4.4%
Cadillac	12,338	14.0%	10,261	6.8%
Total	220,905	-6.9%	168,971	-10.5%

2018CY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	291,552	-2.6%	210,051	-8.3%
GMC	75,698	-9.5%	63,466	-7.9%
Buick	29,970	2.5%	27,609	-1.7%
Cadillac	22,233	5.3%	19,089	7.9%
Total	419,453	-3.2%	320,215	-6.8%

Fleet Segment	Month	YOY Change	2018CY	CY Change
Share of Sales	23.5%	3 points	23.7%	3 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	779,378	85	749,529	94

Industry Sales	Month (est.)	CYTD 2018 (est.)
Light Vehicle SAAR	17.1M	17.2M

GM U.S. DELIVERIES FOR FEBRUARY 2018

	FEBRUARY			(CALENDAR YEAR-TO-DATE)		
	2018	2017	%Change Volume	2018	2017	%Change Volume
Cascada	299	632	-52.7	501	944	-46.9
Enclave	3,143	2,973	5.7	5,858	5,665	3.4
Encore	5,705	6,528	-12.6	10,350	11,786	-12.2
Envision	2,842	3,139	-9.5	5,329	5,326	0.1
LaCrosse	1,989	1,348	47.6	4,995	2,655	88.1
Regal	2,318	1,023	126.6	2,886	1,974	46.2
Verano	26	488	-94.7	51	898	-94.3
Buick Total	16,322	16,131	1.2	29,970	29,248	2.5
ATS	1,388	1,005	38.1	2,543	1,979	28.5
CT6	845	802	5.4	1,473	1,436	2.6
CTS	886	913	-3.0	1,548	1,604	-3.5
ELR	0	0	*** *	0	3	*** *
Escalade	1,675	1,434	16.8	3,078	2,652	16.1
Escalade ESV	932	1,012	-7.9	1,770	1,991	-11.1
SRX	1	21	-95.2	1	88	-98.9
XTS	4,668	4,291	8.8	8,657	8,174	5.9
XTS	1,943	1,345	44.5	3,163	3,194	-1.0
Cadillac Total	12,338	10,823	14.0	22,233	21,121	5.3
Bolt EV	1,424	952	49.6	2,601	2,114	23.0
Camaro	3,680	4,658	-21.0	6,547	8,246	-20.6
Caprice	7	25	-72.0	29	85	-65.9
Colorado	8,050	7,519	7.1	16,061	13,932	15.3
Commercial Truck	796	684	16.4	1,313	1,166	12.6
Corvette	1,351	2,081	-35.1	2,356	3,344	-29.5
Cruze	12,875	15,367	-16.2	23,733	35,316	-32.8
Equinox	24,053	22,464	7.1	50,458	40,038	26.0
Express	6,111	5,258	16.2	12,347	9,580	28.9
Impala	3,336	7,165	-53.4	6,486	13,137	-50.6
Malibu	11,890	12,406	-4.2	19,443	20,783	-6.4
Silverado-C/K Pickup	42,282	50,504	-16.3	82,998	86,057	-3.6
Sonic	1,081	2,140	-49.5	2,049	4,235	-51.6
Spark	2,000	2,139	-6.5	3,558	3,834	-7.2
Suburban (Chevy)	5,004	3,922	27.6	10,292	9,556	7.7
SS	17	248	-93.1	40	312	-87.2
Tahoe	6,948	7,660	-9.3	14,095	13,541	4.1
Traverse	11,548	10,477	10.2	23,175	18,695	24.0
Trax	6,169	6,606	-6.6	12,275	11,863	3.5
Volt	983	1,820	-46.0	1,696	3,431	-50.6
Chevrolet Total	149,605	164,095	-8.8	291,552	299,265	-2.6
Acadia	10,705	8,781	21.9	18,149	17,680	2.7
Canyon	2,319	2,978	-22.1	4,490	5,037	-10.9
Savana	1,478	1,843	-19.8	2,178	3,078	-29.2
Sierra	13,162	17,618	-25.3	24,386	31,350	-22.2
Terrain	10,255	8,783	16.8	17,385	15,024	15.7
Yukon	2,936	3,707	-20.8	5,637	6,787	-16.9
Yukon XL	1,785	2,629	-32.1	3,473	4,707	-26.2
GMC Total	42,640	46,339	-8.0	75,698	83,663	-9.5
GM Vehicle Total*	220,905	237,388	-6.9	419,453	433,297	-3.2

24 selling days for the FEBRUARY period this year and 24 for last year.