

GM: The growth engine of the U.S. auto industry

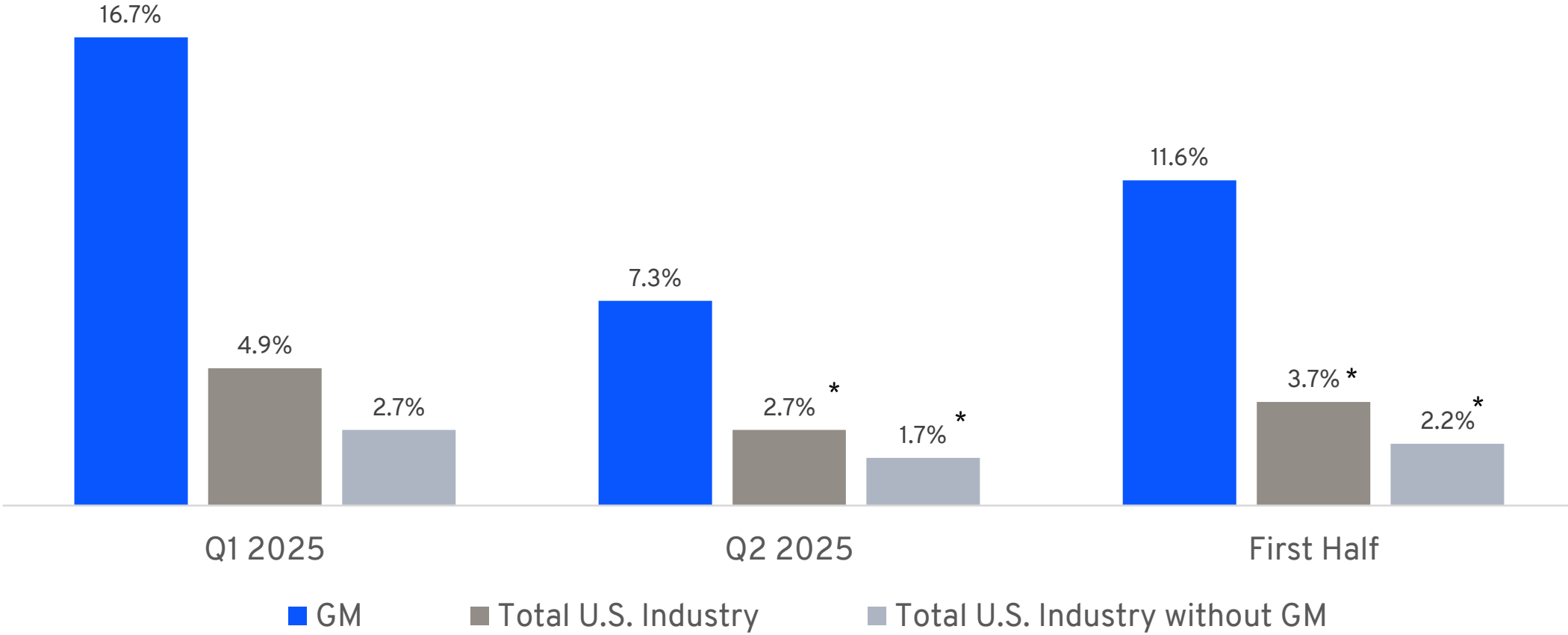


U.S. second quarter sales
July 1, 2025



GM is the growth engine for the U.S. auto Industry

Year-over-year sales growth



*GM estimate

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#1 in Total sales

Q2: 746,588 deliveries

First half: 1.4M deliveries

Market share expected to grow to ~ 17.4¹ for Q2 and 17.3¹ for first half

#1 in Retail sales¹

Q2: Up 10% and best since 2016

First half: Up 12% and best since 2018

Strong Fleet business

First half: GM Enclave sales up 10%, in an overall fleet industry that was down approx. 3%¹

#1 in Truck Sales

On track to lead the industry in full-size pickup sales for the 6th consecutive year with approx. 40% market share

On track to lead the industry in full-size SUV sales for the 51st consecutive year with approx. 60% market share

Record Crossover Sales

Q2: Up 16% and best-ever

First half: Up 23% and best-ever

GM is the #2 EV manufacturer Chevrolet is the #2 EV brand

Q2: EV sales of 46,280; up 111% and estimated EV market share of 16%¹

First half: EV sales of 78,167; up 104% and estimated EV market share of 13%¹

Across the board growth



Q2 Sales up 6%

12th consecutive quarter of retail sales growth
First-half up 9% and best since 2019
Record Q2 and first-half EV sales
Record Q2 and first-half crossover sales



Q2 Sales up 6%, best since 2005

Best-ever first-half sales and market share
Six straight quarters of retail sales growth
Best-ever Sierra sales for Q2 and first-half



Q2 Sales up 15%, best since 2007

First-half sales up 17% and best since 2008
First-half retail sales up in all 50 states,
with 26 states up more than 25%



Q2 Sales up 19%

First-half sales up 29%, the largest
increase of any mainstream U.S. brand¹
10th consecutive quarter of growth
74% of customers are new to Buick

“The investments we have made in our crossovers, SUVs and pickups – both gas and electric – along with great execution by our employees, suppliers and dealers, have made GM the engine of growth for the U.S. auto industry this year.”

DUNCAN ALDRED

GM SENIOR VICE PRESIDENT AND PRESIDENT,
NORTH AMERICA

- The industry sales pace is normalizing after stronger than expected industry sales in April and May. The total vehicle SAAR was approx. 16.5 million in the second quarter and 16.8 million in the first half.
- GM’s estimated first half market share is approx. 17%. GM had the industry’s largest year over year market share increase (1.2 pts.)¹
- Strong product execution and customer demand have allowed GM to maintain consistent pricing and low incentives.
- GM dealer inventories were 525,918 on June 30, down 9.5% year-over-year.

Growth engine: Chevrolet and GMC Trucks

Best first-half full-size pickup sales since 2005

- Best-ever first-half sales for GMC Sierra
- Best Chevy Silverado HD sales in 20 years, up 19% in first-half
- Increasing full-size pickup production this year in Ft. Wayne, Indiana

Best first-half full-size SUV sales since 2007

- Best Chevy Tahoe and Suburban sales in 18 years
- GMC Yukon and Yukon XL up 22%

Announced new investment in Orion Assembly in Michigan to expand U.S. production capacity

- Increasing full-size SUV production to meet demand
- Adding capacity for next-generation light duty full-size pickups



GMC Sierra

Growth engine: Chevrolet, GMC and Buick Crossovers

Over the past 2 years, GM has introduced 10 new or redesigned crossovers¹

Record Chevrolet crossover sales in the first-half led by Traverse (up 56%,) and best-ever sales for Trax and Equinox²

GMC Acadia first-half sales up 66%, with incentives down approx. 50% year-over-year

Best-ever first-half sales for Buick Envista

Buick Enclave first-half sales up 46%



Chevrolet Traverse

¹ Defined as small, compact, and midsize SUVs

² Includes gas-powered and EV models

*All comparisons are year-over-year, unless otherwise noted

Growth engine: Electric Vehicles

GM became America's #2 EV manufacturer in mid-2024, and is solidifying that position in 2025

Chevrolet is America's #2 EV brand, with first-half EV sales up 134%

- Equinox EV is expected to be one of America's top 3 best selling EVs year to date¹

GM's Q2 EV market is approx. 16%¹, nearing the company's total market share (approx. 17%¹)

Cadillac is #1 in second quarter Luxury EV market share², and #5 (out of 30) EV brands overall

GMC EV sales up 134%



Chevrolet Equinox EV

¹ GM Estimate

² Source: J.D. Power PIN, 6/22. Includes only full-line luxury brands



Engine of growth: Luxury

Best first-half retail market share since 2014¹

12th Consecutive quarter of retail sales growth

Escalade continues its dominance of the large lux SUV segment with best Q2 and first half for since 2007

Best-ever first half sales for Cadillac EVs, V-Series models, and crossovers

Nearly one in four Cadillacs sold YTD were EVs, highest among full-line luxury brands¹

Strong initial demand for the recently launched ESCALADE IQ, VISTIQ, and OPTIQ



Cadillac ESCALADE IQ

*I.J.D. Power PIN

Cautionary Note on Forward-Looking Statements

This communication and related comments by management, may include “forward-looking statements” within the meaning of the U.S. federal securities laws. Forward-looking statements are any statements other than statements of historical fact. Forward-looking statements represent our current judgment about possible future events and are often identified by words like “aim,” “anticipate,” “appears,” “approximately,” “believe,” “continue,” “could,” “designed,” “effect,” “estimate,” “evaluate,” “expect,” “forecast,” “goal,” “initiative,” “intend,” “may,” “objective,” “outlook,” “plan,” “potential,” “priorities,” “project,” “pursue,” “seek,” “should,” “target,” “when,” “will,” “would,” or the negative of any of those words or similar expressions. In making these statements, we rely on assumptions and analysis based on our experience and perception of historical trends, current conditions and expected future developments as well as other factors we consider appropriate under the circumstances. We believe these judgments are reasonable, but these statements are not guarantees of any future events or financial results, and our actual results may differ materially due to a variety of important factors, many of which are beyond our control. These factors, which may be revised or supplemented in subsequent reports we file with the SEC, include, among others, the following: (1) our ability to deliver new products, services, technologies and customer experiences; (2) our ability to timely fund and introduce new and improved vehicle models; (3) our ability to profitably deliver a broad portfolio of EVs; (4) the success of our current line of internal combustion engine vehicles; (5) our highly competitive industry; (6) the unique technological, operational, regulatory and competitive risks related to the timing and commercialization of AVs, including the various regulatory approvals and permits required for operating driverless AVs in multiple markets; (7) risks associated with climate change; (8) global automobile market sales volume; (9) inflationary pressures, persistently high prices, uncertain availability of raw materials and commodities, and instability in logistics and related costs; (10) our business in China, which is subject to unique operational, competitive, regulatory and economic risks; (11) the success of our ongoing strategic business relationships and of our joint ventures; (12) the international scale and footprint of our operations, which exposes us to a variety of unique political, economic, competitive and regulatory risks; (13) any significant disruption at any of our manufacturing facilities; (14) the ability of our suppliers to deliver parts, systems and components without disruption and at such times to allow us to meet production schedules; (15) pandemics, epidemics, disease outbreaks and other public health crises; (16) the possibility that competitors may independently develop products and services similar to ours, or that our intellectual property rights are not sufficient to prevent competitors from developing or selling those products or services; (17) our ability to manage risks related to security breaches and other disruptions to our information technology systems and networked products; (18) our ability to comply with increasingly complex, restrictive and punitive regulations relating to our enterprise data practices; (19) our ability to comply with extensive laws, regulations and policies applicable to our operations and products, including those relating to fuel economy, emissions and AVs; (20) costs and risks associated with litigation and government investigations; (21) the costs and effect on our reputation of product safety recalls and alleged defects in products and services; (22) any additional tax expense or exposure or failure to fully realize available tax incentives; (23) our continued ability to develop captive financing capability through GM Financial; and (24) any significant increase in our pension funding requirements. A further list and description of these risks, uncertainties and other factors can be found in our most recent Annual Report on Form 10-K and our subsequent filings with the SEC. We caution readers not to place undue reliance on forward-looking statements. Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update publicly or otherwise revise any forward-looking statements, whether as a result of new information, future events or other factors, except where we are expressly required to do so by law.

In this presentation and related comments by management, references to “record” or “best” performance (or similar statements) refer to General Motors Company, as established in 2009. Simulated models and pre-production models shown throughout; production vehicles will vary.

For information on models shown, including availability, see each GM brand website for details.

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