



GENERAL MOTORS

SALES TABLES

JANUARY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	141,947	5.0%	101,805	-1.9%
GMC	33,058	-11.4%	27,799	-8.9%
Buick	13,648	4.0%	12,812	1.7%
Cadillac	9,895	-3.9%	8,828	9.3%
Total	198,548	1.3%	151,244	-2.4%

2018CY	Total Sales	YOY Change	Retail Sales	YOY Change
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GMC	33,058	-11.4%	27,799	-8.9%
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Cadillac	9,895	-3.9%	8,828	9.3%
Total	198,548	1.3%	151,244	-2.4%

Fleet Segment	Month	YOY Change	2018CY	CY Change
Share of Sales	23.8%	2.9 points	23.8%	2.9 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	749,529	94	752,554	63

Industry Sales	Month (est.)	CYTD 2018 (est.)
Light Vehicle SAAR	17.4M	17.4M

GM U.S. DELIVERIES FOR JANUARY 2018

	JANUARY			(CALENDAR YEAR-TO-DATE)		
	2018	2017	%Change Volume	2018	2017	%Change Volume
Cascada	202	312	-35.3	202	312	-35.3
Enclave	2,715	2,692	0.9	2,715	2,692	0.9
Encore	4,645	5,258	-11.7	4,645	5,258	-11.7
Envision	2,487	2,187	13.7	2,487	2,187	13.7
LaCrosse	3,006	1,307	130.0	3,006	1,307	130.0
Regal	568	951	-40.3	568	951	-40.3
Verano	25	410	-93.9	25	410	-93.9
Buick Total	13,648	13,117	4.0	13,648	13,117	4.0
ATS	1,155	974	18.6	1,155	974	18.6
CT6	628	634	-0.9	628	634	-0.9
CTS	662	691	-4.2	662	691	-4.2
ELR	0	3	***.*	0	3	***.*
Escalade	1,403	1,218	15.2	1,403	1,218	15.2
Escalade ESV	838	979	-14.4	838	979	-14.4
SRX	0	67	***.*	0	67	***.*
XT5	3,989	3,883	2.7	3,989	3,883	2.7
XTS	1,220	1,849	-34.0	1,220	1,849	-34.0
Cadillac Total	9,895	10,298	-3.9	9,895	10,298	-3.9
Bolt EV	1,177	1,162	1.3	1,177	1,162	1.3
Camaro	2,867	3,588	-20.1	2,867	3,588	-20.1
Caprice	22	60	-63.3	22	60	-63.3
Colorado	8,011	6,413	24.9	8,011	6,413	24.9
Commercial Truck	517	482	7.3	517	482	7.3
Corvette	1,005	1,263	-20.4	1,005	1,263	-20.4
Cruze	10,858	19,949	-45.6	10,858	19,949	-45.6
Equinox	26,405	17,574	50.3	26,405	17,574	50.3
Express	6,236	4,322	44.3	6,236	4,322	44.3
Impala	3,150	5,972	-47.3	3,150	5,972	-47.3
Malibu	7,553	8,377	-9.8	7,553	8,377	-9.8
Silverado-C/K Pickup	40,716	35,553	14.5	40,716	35,553	14.5
Sonic	968	2,095	-53.8	968	2,095	-53.8
Spark	1,558	1,695	-8.1	1,558	1,695	-8.1
Suburban (Chevy)	5,288	5,634	-6.1	5,288	5,634	-6.1
SS	23	64	-64.1	23	64	-64.1
Tahoe	7,147	5,881	21.5	7,147	5,881	21.5
Traverse	11,627	8,218	41.5	11,627	8,218	41.5
Trax	6,106	5,257	16.1	6,106	5,257	16.1
Volt	713	1,611	-55.7	713	1,611	-55.7
Chevrolet Total	141,947	135,170	5.0	141,947	135,170	5.0
Acadia	7,444	8,899	-16.4	7,444	8,899	-16.4
Canyon	2,171	2,059	5.4	2,171	2,059	5.4
Savana	700	1,235	-43.3	700	1,235	-43.3
Sierra	11,224	13,732	-18.3	11,224	13,732	-18.3
Terrain	7,130	6,241	14.2	7,130	6,241	14.2
Yukon	2,701	3,080	-12.3	2,701	3,080	-12.3
Yukon XL	1,688	2,078	-18.8	1,688	2,078	-18.8
GMC Total	33,058	37,324	-11.4	33,058	37,324	-11.4
GM Vehicle Total*	198,548	195,909	1.3	198,548	195,909	1.3

25 selling days for the January period this year and 24 for last year.