



## GENERAL MOTORS

### SALES TABLES

MARCH	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	199,367	15.6%	149,089	11.5%
GMC	55,646	11.4%	46,833	19.9%
Buick	26,834	28.0%	23,538	22.2%
Cadillac	14,494	12.7%	11,696	5.3%
Total	296,341	15.7%	231,156	13.8%

2018CY	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	490,919	4.1%	359,140	-1.0%
GMC	131,344	-1.7%	110,299	2.1%
Buick	56,804	13.1%	51,147	8.1%
Cadillac	36,727	8.1%	30,785	6.9%
Total	715,794	3.8%	551,371	0.8%

Fleet Segment	Month	YOY Change	2018CY	CY Change
Share of Sales	22.0%	1.3 points	23.0%	2.3 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	762,776	72	779,378	85

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

**GM U.S. DELIVERIES FOR MARCH 2018**

	<b>MARCH</b>			<b>(CALENDAR YEAR-TO-DATE)</b>		
	2018	2017	%Change Volume	2018	2017	%Change Volume
<b>Cascada</b>	417	498	-16.3	918	1,442	-36.3
<b>Enclave</b>	4,011	3,772	6.3	9,869	9,437	4.6
<b>Encore</b>	15,118	8,293	82.3	25,468	20,079	26.8
<b>Envision</b>	4,367	3,584	21.8	9,696	8,910	8.8
<b>LaCrosse</b>	2,071	2,330	-11.1	7,066	4,985	41.7
<b>Regal</b>	822	1,334	-38.4	3,708	3,308	12.1
<b>Verano</b>	28	1,146	-97.6	79	2,044	-96.1
<b>Buick Total</b>	26,834	20,957	28.0	56,804	50,205	13.1
<b>ATS</b>	1,419	1,367	3.8	3,962	3,346	18.4
<b>CT6</b>	994	968	2.7	2,467	2,404	2.6
<b>CTS</b>	894	882	1.4	2,442	2,486	-1.8
<b>ELR</b>	0	2	*** *	0	5	*** *
<b>Escalade</b>	1,957	1,648	18.8	5,035	4,300	17.1
<b>Escalade ESV</b>	1,306	1,214	7.6	3,076	3,205	-4.0
<b>SRX</b>	1	16	-93.8	2	104	-98.1
<b>XTS</b>	6,188	5,280	17.2	14,845	13,454	10.3
<b>XTS</b>	1,735	1,484	16.9	4,898	4,678	4.7
<b>Cadillac Total</b>	14,494	12,861	12.7	36,727	33,982	8.1
<b>Bolt EV</b>	1,774	978	81.4	4,375	3,092	41.5
<b>Camaro</b>	5,245	7,052	-25.6	11,792	15,298	-22.9
<b>Caprice</b>	11	26	-57.7	40	111	-64.0
<b>Colorado</b>	12,798	8,426	51.9	28,859	22,358	29.1
<b>Commercial Truck</b>	794	706	12.5	2,107	1,872	12.6
<b>Corvette</b>	2,101	2,460	-14.6	4,457	5,804	-23.2
<b>Cruze</b>	16,122	18,607	-13.4	39,855	53,923	-26.1
<b>Equinox</b>	31,940	22,671	40.9	82,398	62,709	31.4
<b>Express</b>	7,427	5,819	27.6	19,774	15,399	28.4
<b>Impala</b>	7,581	8,885	-14.7	14,067	22,022	-36.1
<b>Malibu</b>	14,707	14,222	3.4	34,150	35,005	-2.4
<b>Silverado-C/K Pickup</b>	52,547	42,410	23.9	135,545	128,467	5.5
<b>Sonic</b>	3,934	3,385	16.2	5,983	7,620	-21.5
<b>Spark</b>	3,387	3,306	2.5	6,945	7,140	-2.7
<b>Suburban (Chevy)</b>	4,433	3,889	14.0	14,725	13,445	9.5
<b>SS</b>	6	1,217	-99.5	46	1,529	-97.0
<b>Tahoe</b>	9,548	9,112	4.8	23,643	22,653	4.4
<b>Traverse</b>	15,023	10,657	41.0	38,198	29,352	30.1
<b>Trax</b>	8,207	6,498	26.3	20,482	18,361	11.6
<b>Volt</b>	1,782	2,132	-16.4	3,478	5,563	-37.5
<b>Chevrolet Total</b>	199,367	172,458	15.6	490,919	471,723	4.1
<b>Acadia</b>	11,751	11,432	2.8	29,900	29,112	2.7
<b>Canyon</b>	2,723	2,490	9.4	7,213	7,527	-4.2
<b>Savana</b>	2,619	3,689	-29.0	4,797	6,767	-29.1
<b>Sierra</b>	17,082	18,460	-7.5	41,468	49,810	-16.7
<b>Terrain</b>	15,579	7,831	98.9	32,964	22,855	44.2
<b>Yukon</b>	3,257	3,197	1.9	8,894	9,984	-10.9
<b>Yukon XL</b>	2,635	2,849	-7.5	6,108	7,556	-19.2
<b>GMC Total</b>	55,646	49,948	11.4	131,344	133,611	-1.7
<b>GM Vehicle Total*</b>	<b>296,341</b>	<b>256,224</b>	<b>15.7</b>	<b>715,794</b>	<b>689,521</b>	<b>3.8</b>

28 selling days for the MARCH period this year and 27 for last year.