



U.S. Second Quarter Sales
July 1, 2026

Chevrolet Corvette Stars & Steel Limited Edition

Q2 & First-half 2026 sales highlights

#1 in U.S. sales

GM leads the U.S. industry in total sales driven by strong demand for our trucks, SUVs and crossovers

Best quarter and first half ever for new Super Cruise-equipped vehicles¹

Best quarter ever for small SUVs

Full-size pickup leader

Full-size pickup segment share grew to approx. 42%, up 0.5 ppts. CYTD*

Light-Duty Q2 sales up 4%

On track to lead the industry in full-size pickup trucks for the 7th straight year

Full-size SUV leader

Chevrolet Tahoe/Suburban and GMC Yukon/Yukon XL sales are three times more of our nearest competitor with very low incentives and tight inventories

On pace to lead the industry in full-size SUVs for the 52nd straight year

Leader in performance

Chevrolet Corvette has led the luxury sport segment for more than 20 years

ZR1X – the most powerful and advanced Corvette ever - became the fastest vehicle ever to complete the [Pike's Peak International Hill Climb](#)

#1 in fleet sales

Industry leader in fleet sales for both Q2 and the first half

GM Fleet growth was driven by strong truck demand in the commercial market

#2 in U.S. EV sales

GM's share of the EV market grew to (est.) 13.5%-to-14%, up about 1 ppt. CYTD*

Launched Energy Pass which makes charging simpler by allowing drivers to find a station, charge and pay through the MyChevrolet, MyCadillac, and MyGMC apps.

*GM estimate

General Motors

¹Always pay attention while driving and when using Super Cruise. Do not use a hand-held device. Always use Super Cruise in accordance with local laws. Requires active Super Cruise plan or trial. Terms apply. Visit brand websites for compatible roads and full details.

All comparisons are YOY unless indicated

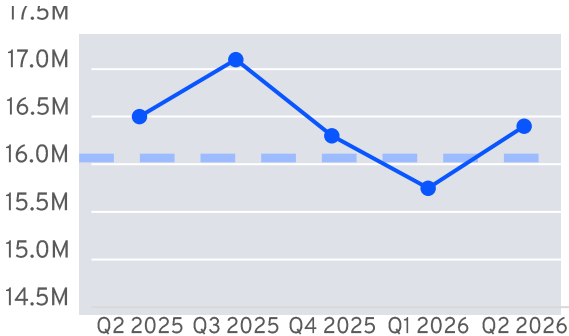
Continued strong execution

"Our business is performing well, and customer demand is resilient, especially for our trucks and SUVs. The depth, breadth and appeal of our vehicle portfolio allows us to lead the market in sales, while maintaining discipline on inventory, pricing and incentives to deliver strong margins."

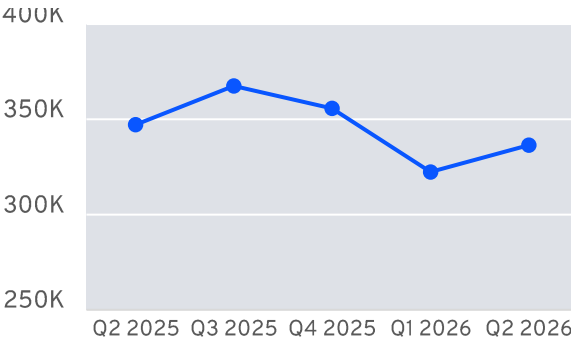
DUNCAN ALDRED
PRESIDENT, GM NORTH AMERICA

- Total industry SAAR full-year guidance: low-to-mid 16M range
- Strong Q2 production and wholesale performance
- Quarter-end inventory of about 511,000 vehicles (55 days), including in-transit units
- Q2 ATPs of more than \$52,400 reflects GM's strength in trucks, SUVs, and the luxury market, as well as the appeal of our 6 budget-friendly models with starting MSRPs of about \$30K or less¹
- Incentives below industry average for the past three years
- Year-over-year comparison impacted by discontinued vehicles (more than 12,000 in Q2 2025)

Total Industry SAAR
(Q2 2026 estimate)



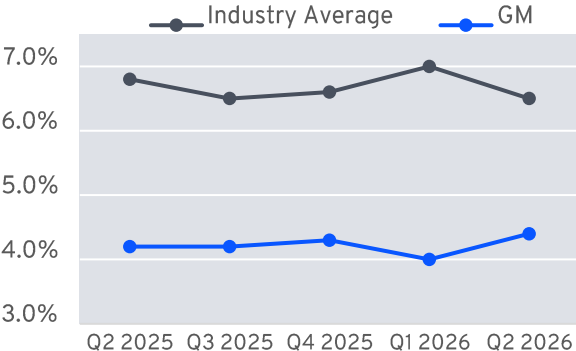
Grounded stock



GM Average Transaction Prices



Incentives as % of MSRP



¹Manufacturer's Suggested Retail Price includes destination freight charge. Tax, title, license, dealer fees and optional equipment not included. Dealer sets final price.



Best-ever Sierra sales



GMC Sierra

Second quarter

- Best-ever Q2 retail share for Sierra*
- Terrain sales up 23%
- GMC sweeps US News & World Report's "Best Adventure Vehicles"
- Acadia Denali Ultimate named one of WardsAuto 10 Best Interiors

First half

- Best-ever Sierra LD sales, and best-ever Sierra total segment share*
- Best-ever Canyon sales, up 22%
- Terrain sales up 29%

*GM estimate

All comparisons are YOY unless indicated



SUV lineup achieves best Q2 sales ever

Second quarter

- Best Q2 for Trailblazer since 2023, sales up 28%
- Best Q2 for Traverse since 2021, sales up 20%
- Trax leads the small SUV segment, with strong demand and tight inventory
- Corvette up 24%, ZR1 named 2026 Best Sports Car by Robb Report
- Blazer and Tahoe were segment award winners in the J.D. Power 2026 U.S. Initial Quality Study

First half

- Best Traverse sales since 2021, up 26% and on track for a second consecutive annual record
- Corvette sales up 7%



Chevrolet Traverse

All comparisons are YOY unless indicated

General Motors



Enclave and Envista continue growth



Buick Enclave

Second quarter

- Best quarter ever for Envista
- Best sales for Enclave since 2021
- Premium Avenir trim represents about 30% of Enclave sales

First half

- Enclave sales up 9%
- Best Enclave retail share since 2023
- 70% of customers are coming to Buick from outside the brand

All comparisons are YOY unless indicated



America's luxury EV leader

Second quarter

- Best Q2 of EV sales ever
- OPTIQ sales up 31%
- VISTIQ sales up 15%
- Best-ever V-Series sales, up 34%

First half

- OPTIQ sales up 43%
- Second-best Escalade sales since 2007
- Best-ever V-Series sales
- Cumulative EV sales topped 100,000 vehicles at the end of April
- CT4 and XT5 were segment award winners in the J.D. Power 2026 U.S. Initial Quality Study. XT5 won its segment for the 5th straight year



Cadillac Lyriq

All comparisons are YOY unless indicated

General Motors



America's fleet sales leader

Second quarter

- Sales up 16%, driven by strong truck demand from commercial and government customers
- OnStar Fleet subscription growth of 31%

First half

- Best total fleet sales since 2019; up 12%
- Best midsize SUV sales to fleet customers since 2006
- Best-ever full-size pickup sales to fleet customers
- Best government sales since 2009, up 18%
- OnStar Fleet reached 2.3M subscriptions



Chevrolet Silverado

All comparisons are YOY unless indicated

General Motors

Cautionary Note on Forward-Looking Statements

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 in response to increased competition and changing consumer needs and preferences; (2) our ability to attract and retain talented and highly skilled employees; (3) our ability to timely fund and introduce new and improved vehicle models that are able to attract a sufficient number of consumers; (4) our ability to profitably deliver a strategic portfolio of EVs; (5) adoption of EVs by consumers; (6) the success of our current line of ICE vehicles, particularly our full-size ICE SUVs and full-size ICE pickup trucks; (7) our highly competitive industry, which has been historically characterized by excess manufacturing capacity and the use of incentives, and the introduction of new and improved vehicle models by our competitors; (8) the unique technological, operational, regulatory and competitive risks related to our refocused AV strategy on personal vehicles; (9) risks associated with climate change, including evolving regulation of GHG emissions, changing consumer preferences and demand, and the potential increased impacts of severe weather events; (10) global automobile market sales volume, which can be volatile; (11) inflationary pressures and persistently high prices and uncertain availability of commodities, raw materials and other inputs used by us and our suppliers, and instability in logistics and related costs; (12) our business in China, which is subject to unique operational, competitive, regulatory and economic risks; (13) the success of our ongoing strategic business relationships, particularly with respect to facilitating access to raw materials necessary for the production of EVs, and of our joint ventures, which we cannot operate solely for our benefit and over which we may have limited control; (14) the international scale and footprint of our operations, which expose us to a variety of unique political, economic, competitive and regulatory risks, including the risk of changes in government leadership and laws (including labor, trade, tax and other laws), political uncertainty or instability and economic tensions between governments and changes in international trade policies, new barriers to entry and changes to or withdrawals from free trade agreements, introduction of new tariffs or changes to announced tariffs directly and indirectly applicable to our industry, changes in foreign exchange rates and interest rates, economic downturns in the countries in which we operate, differing local product preferences and product requirements, changes to and compliance with U.S. and foreign countries' export controls and economic sanctions, differing labor regulations, requirements and union relationships, differing dealer and franchise regulations and relationships, difficulties in obtaining financing in foreign countries, and public health crises, including the occurrence of a contagious disease or illness; (15) any significant disruption, including any work stoppages, at any of our manufacturing facilities; (16) the ability of our suppliers to deliver parts, systems, components, and raw materials without disruption and at such times to allow us to meet production schedules; (17) pandemics, epidemics, disease outbreaks and other public health crises; (18) 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; (19) our ability to manage risks related to security breaches, cyberattacks and other disruptions to our information technology systems and networked products, including connected vehicles; (20) our ability to manage security breaches and other disruptions to our in-vehicle systems; (21) our ability to comply with increasingly complex, restrictive and punitive regulations relating to our enterprise data practices, including the collection, use, sharing and security of the personal information of our customers, employees or suppliers; (22) our ability to comply with extensive laws, regulations and policies applicable to our industry, operations, and products, including those in the One Big Beautiful Bill Act and/or relating to fuel economy, emissions, and AVs; (23) costs and risks associated with litigation, governmental investigations, and other proceedings; (24) the costs and effect on our reputation of product safety recalls and alleged defects in products and services; (25) any additional tax expense or exposure or failure to fully realize available tax incentives; (26) our continued ability to develop captive financing capability through GM Financial; (27) any significant increase in our pension funding requirements; and (28) uncertainties regarding the International Emergency Economic Powers Act (IEEPA) tariff refunds, including the timing and extent of these refunds. A further list and discussion 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. Non-GAAP financial measures: see our most recent annual report on Form 10-K and our other filings with the Securities and Exchange Commission for a description of certain non-GAAP measures used in this presentation, including EBIT-adjusted, EPS-diluted-adjusted, ETR-adjusted, ROIC-adjusted and adjusted automotive free cash flow, along with a description of various uses for such measures. Our calculation of these non-GAAP measures are set forth within these reports and the select supplemental financial information section of this presentation and may not be comparable to similarly titled measures of other companies due to potential differences between companies in the method of calculation. As a result, the use of these non-GAAP measures has limitations and should not be considered superior to, in isolation from, or as a substitute for, related U.S. GAAP measures. When we present our total company EBIT-adjusted, GMF is presented on EBT-adjusted basis. Additional information: 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. In addition, certain figures included in the charts and tables in this presentation may not sum due to rounding. All comparisons are year-over-year, unless otherwise noted. 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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