

GM U.S. Deliveries for January 2016



GENERAL MOTORS COMPANY

Sales Tables

January	Total Sales	YOY Change	Retail Sales	YOY Change
Chevrolet	137,803	-3.6%	108,861	11.6%
GMC	36,933	3.5%	30,765	0.7%
Buick	18,269	45.5%	15,447	44.8%
Cadillac	10,740	-8.0%	7,982	-27.3%
Total	203,745	0.5%	163,055	8.9%

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Fleet Segment	Month	YOY Change	2016CY	CY Change
Share of Sales	20.0%	-6.2 points	20.0%	-6.2 points

Inventory	Units at Month-end	Days Supply (selling day adjusted)	Units at Previous Month-end	Days Supply (selling day adjusted)
All Vehicles	629,878	74	630,950	61

Industry Sales	Month (est.)	CYTD 2016 (est.)
Light Vehicle SAAR	17.5M	17.5M

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	January			(Calendar Year-to-Date) January - January		
	2016	2015	%Change Volume	2016	2015	%Change Volume
Cascada	88	0	***.*	88	0	***.*
Enclave	3,692	3,497	5.6	3,692	3,497	5.6
Encore	4,920	3,465	42.0	4,920	3,465	42.0
LaCrosse	4,057	2,023	100.5	4,057	2,023	100.5
Regal	2,653	792	235.0	2,653	792	235.0
Verano	2,859	2,776	3.0	2,859	2,776	3.0
Buick Total	18,269	12,553	45.5	18,269	12,553	45.5
ATS	1,067	1,757	-39.3	1,067	1,757	-39.3
CTS	1,013	1,698	-40.3	1,013	1,698	-40.3
ELR	67	92	-27.2	67	92	-27.2
Escalade	1,227	1,664	-26.3	1,227	1,664	-26.3
Escalade ESV	775	1,100	-29.5	775	1,100	-29.5
SRX	4,778	3,485	37.1	4,778	3,485	37.1
XTS	1,813	1,882	-3.7	1,813	1,882	-3.7
Cadillac Total*	10,740	11,680	-8.0	10,740	11,680	-8.0
Camaro	5,551	4,991	11.2	5,551	4,991	11.2
Caprice	21	124	-83.1	21	124	-83.1
Captiva Sport	0	10	***.*	0	10	***.*
City Express	710	585	21.4	710	585	21.4
Colorado	5,508	5,942	-7.3	5,508	5,942	-7.3
Corvette	1,501	2,127	-29.4	1,501	2,127	-29.4
Cruze	14,362	18,693	-23.2	14,362	18,693	-23.2
Equinox	18,574	19,555	-5.0	18,574	19,555	-5.0
Express	2,913	3,582	-18.7	2,913	3,582	-18.7
Impala	9,942	9,214	7.9	9,942	9,214	7.9
Malibu	14,746	11,878	24.1	14,746	11,878	24.1
Silverado-C/K Pickup	37,863	36,106	4.9	37,863	36,106	4.9
Sonic	3,678	3,521	4.5	3,678	3,521	4.5
Spark	1,121	3,170	-64.6	1,121	3,170	-64.6
Suburban (Chevy)	3,270	4,130	-20.8	3,270	4,130	-20.8
SS	88	115	-23.5	88	115	-23.5
Tahoe	6,199	6,607	-6.2	6,199	6,607	-6.2
Traverse	7,014	10,151	-30.9	7,014	10,151	-30.9
Trax	3,746	1,839	103.7	3,746	1,839	103.7
Volt	996	542	83.8	996	542	83.8
Chevrolet Total	137,803	142,882	-3.6	137,803	142,882	-3.6
Acadia	5,385	5,898	-8.7	5,385	5,898	-8.7
Canyon	2,270	2,205	2.9	2,270	2,205	2.9
Savana	1,500	1,489	0.7	1,500	1,489	0.7
Sierra	14,381	12,621	13.9	14,381	12,621	13.9
Terrain	8,835	8,844	-0.1	8,835	8,844	-0.1
Yukon	2,567	2,649	-3.1	2,567	2,649	-3.1
Yukon XL	1,995	1,965	1.5	1,995	1,965	1.5
GMC Total	36,933	35,671	3.5	36,933	35,671	3.5
GM Vehicle Total*	203,745	202,786	0.5	203,745	202,786	0.5

24 selling days for the January period this year and 26 for last year.

*Totals include discontinued Escalade EXT.