



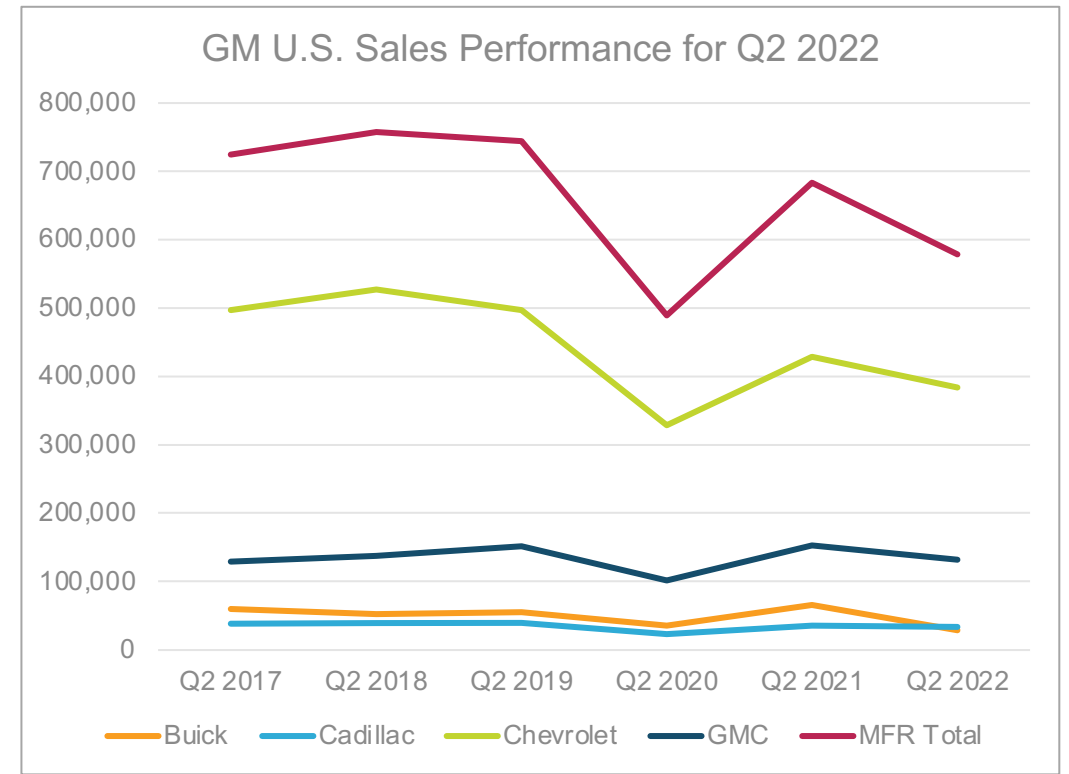
General Motors: U.S. Market Performance for Second Quarter 2022

COX AUTOMOTIVE

GM U.S. Sales Performance for Second Quarter 2022



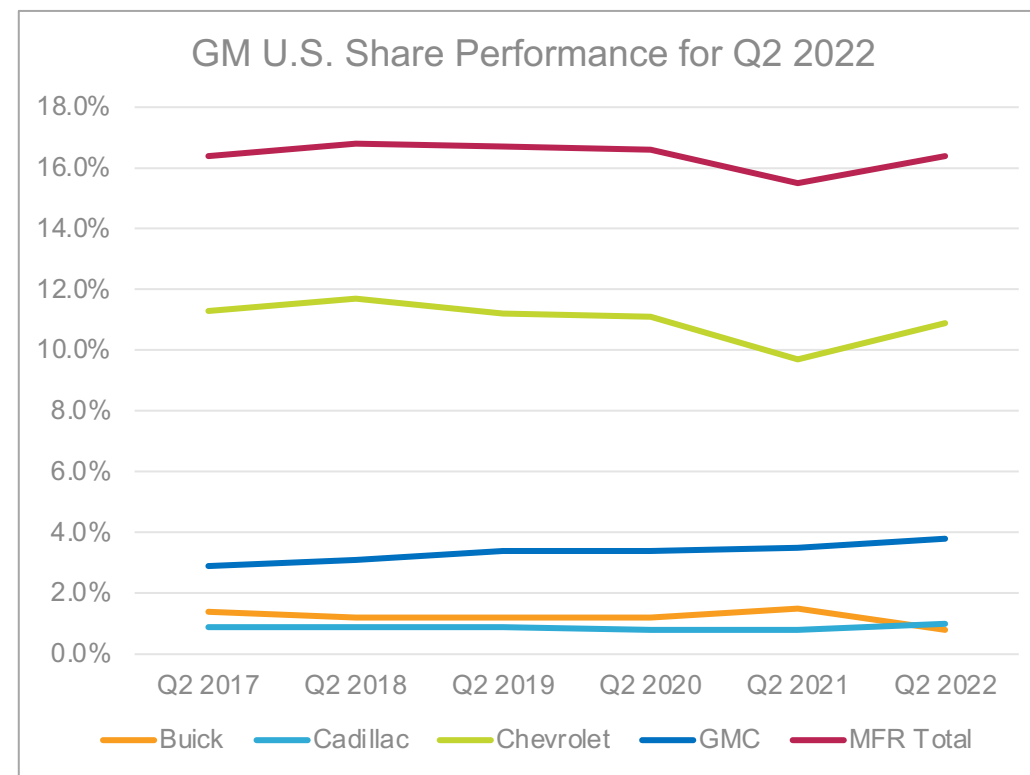
	Buick	Cadillac	Chevrolet	GMC	MFR Total
Q2 2017	60,111	38,091	496,741	129,564	724,507
Q2 2018	52,891	39,222	527,344	138,163	757,620
Q2 2019	55,373	39,739	497,504	151,700	744,316
Q2 2020	35,520	23,296	328,692	101,756	489,264
Q2 2021	65,927	36,129	428,615	153,025	683,696
Q2 2022	28,929	33,703	383,820	132,055	578,639
Year-over-Year Change	-56.1%	-6.7%	-10.5%	-13.7%	-15.40%



GM U.S. Share Performance for Second Quarter 2022



	Buick	Cadillac	Chevrolet	GMC	MFR Total
Q2 2017	1.4%	0.9%	11.3%	2.9%	16.4%
Q2 2018	1.2%	0.9%	11.7%	3.1%	16.8%
Q2 2019	1.2%	0.9%	11.2%	3.4%	16.7%
Q2 2020	1.2%	0.8%	11.1%	3.4%	16.6%
Q2 2021	1.5%	0.8%	9.7%	3.5%	15.5%
Q2 2022	0.8%	1.0%	10.9%	3.8%	16.4%
Point Change	-0.7%	0.1%	1.2%	0.3%	1.0%



Highlights of Buick and Cadillac's U.S. Sales by Model for Second Quarter 2022



	Q2 Sales	Year-over-Year Change
Buick Encore GX	9,089	-65.4%
Buick Enclave	7,885	-47.8%
Buick Envision	6,783	-56.3%
Buick Encore	5,124	-43.2%

	Q2 Sales	Year-over-Year Change
Cadillac XT5	6,641	-37.2%
Cadillac XT6	5,599	-21.7%
Cadillac XT4	5,432	116.2%
Cadillac Escalade	5,403	-20.6%
Cadillac Escalade ESV	3,818	-6.1%
Cadillac CT5	4,171	-70.2%
Cadillac CT4	2,617	13.6%

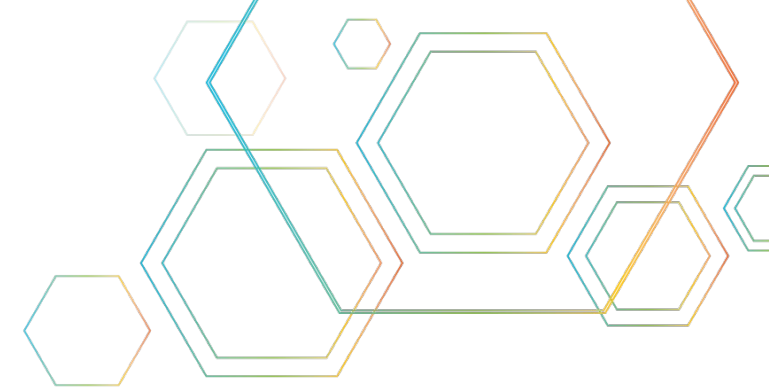
Highlights of Chevrolet and GMC's U.S. Sales by Model for Second Quarter 2022



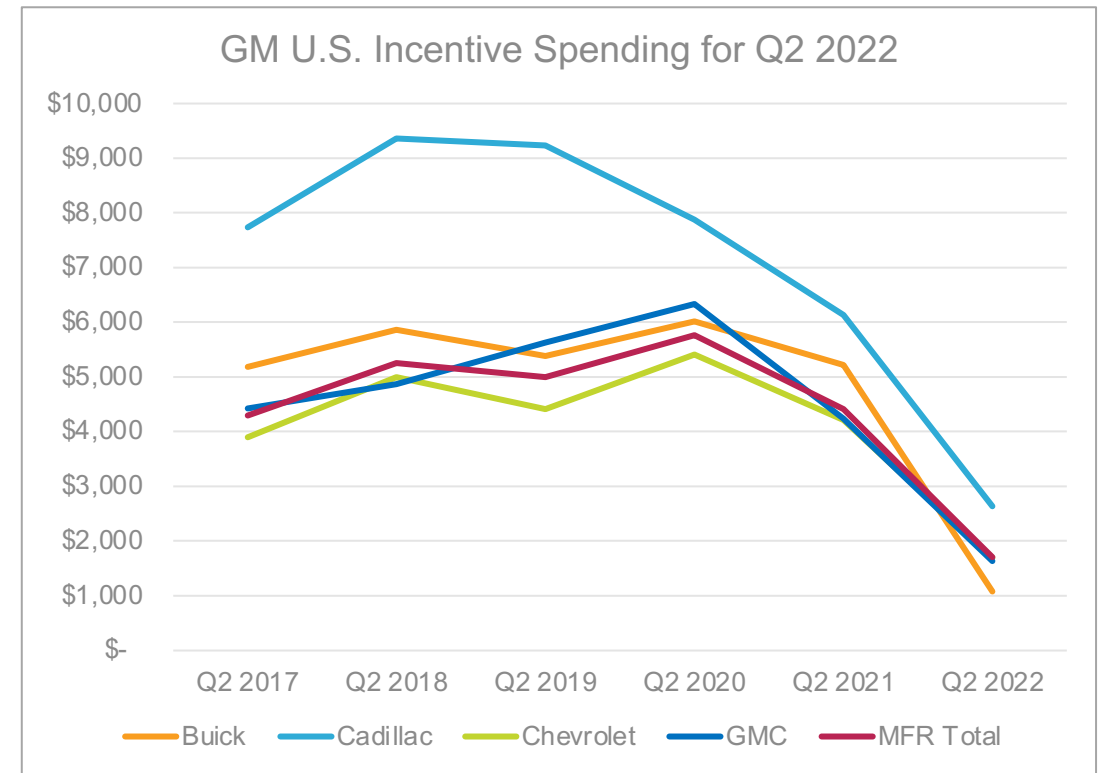
	Q2 Sales	Year-over-Year Change
Chevrolet Silverado	140,720	-13.0%
Chevrolet Equinox	60,642	9.4%
Chevrolet Malibu	32,487	563.1%
Chevrolet Colorado	22,497	52.3%
Chevrolet Tahoe	21,069	-24.5%
Chevrolet Traverse	20,842	-54.1%
Chevrolet Trailblazer	15,938	-31.7%
Chevrolet Suburban	8,897	-33.5%
Chevrolet Bolt	2,561	-76.4%
Chevrolet Bolt EUV	4,384	979.8%

	Q2 Sales	Year-over-Year Change
GMC Sierra	62,321	-17.5%
GMC Terrain	22,758	37.0%
GMC Yukon	10,210	-28.9%
GMC Yukon XL	6,860	-27.8%
GMC Acadia	15,330	-41.6%
GMC Hummer EV	272	-

GM U.S. Incentive Spending for Second Quarter 2022



	Buick	Cadillac	Chevrolet	GMC	MFR Total
Q2 2017	\$5,188	\$7,734	\$3,896	\$4,428	\$4,300
Q2 2018	\$5,861	\$9,361	\$4,994	\$4,871	\$5,258
Q2 2019	\$5,378	\$9,238	\$4,414	\$5,633	\$4,992
Q2 2020	\$6,017	\$7,881	\$5,411	\$6,335	\$5,765
Q2 2021	\$5,221	\$6,136	\$4,212	\$4,234	\$4,416
Q2 2022	\$1,077	\$2,634	\$1,696	\$1,633	\$1,705
Year-over-Year Change	-79.4%	-57.1%	-59.7%	-61.4%	-61.4%



Buick Brand U.S. Average Transaction Prices for Second Quarter 2022



	Q2 Average Transaction Price	Year-over-Year Change
Encore GX	\$29,405	5.0%
Enclave	\$52,811	7.1%
Envision	\$41,134	5.5%

Cadillac Brand U.S. Average Transaction Prices for Second Quarter 2022



	Q2 Average Transaction Price	Year-over-Year Change
Cadillac XT5	\$55,502	4.8%
Cadillac XT6	\$61,638	5.4%
Cadillac XT4	\$46,676	5.2%
Cadillac Escalade	\$109,148	5.8%
Cadillac Escalade ESV	\$111,872	5.4%
Cadillac CT5	\$61,403	27.9%
Cadillac CT4	\$50,852	19.2%

Chevrolet Brand U.S. Average Transaction Prices for Second Quarter 2022

	Q2 Average Transaction Price	Year-over-Year Change
Chevrolet Silverado	\$57,448	9.4%
Chevrolet Equinox	\$32,063	3.3%
Chevrolet Malibu	\$29,175	9.9%
Chevrolet Colorado	\$38,832	3.9%
Chevrolet Tahoe	\$67,703	4.8%
Chevrolet Traverse	\$44,394	5.5%
Chevrolet Trailblazer	\$28,076	2.6%
Chevrolet Suburban	\$71,775	3.5%
Chevrolet Bolt	\$36,015	-7.9%
Chevrolet Bolt EUV	\$40,509	8.3%



GMC Brand U.S. Average Transaction Prices for Second Quarter 2022



	Q2 Average Transaction Price	Year-over-Year Change
GMC Sierra	\$67,565	8.2%
GMC Terrain	\$35,227	3.2%
GMC Yukon	\$74,952	-1.5%
GMC Yukon XL	\$78,103	-1.3%
GMC Acadia	\$45,770	4.0%
GMC Hummer EV	–	–