

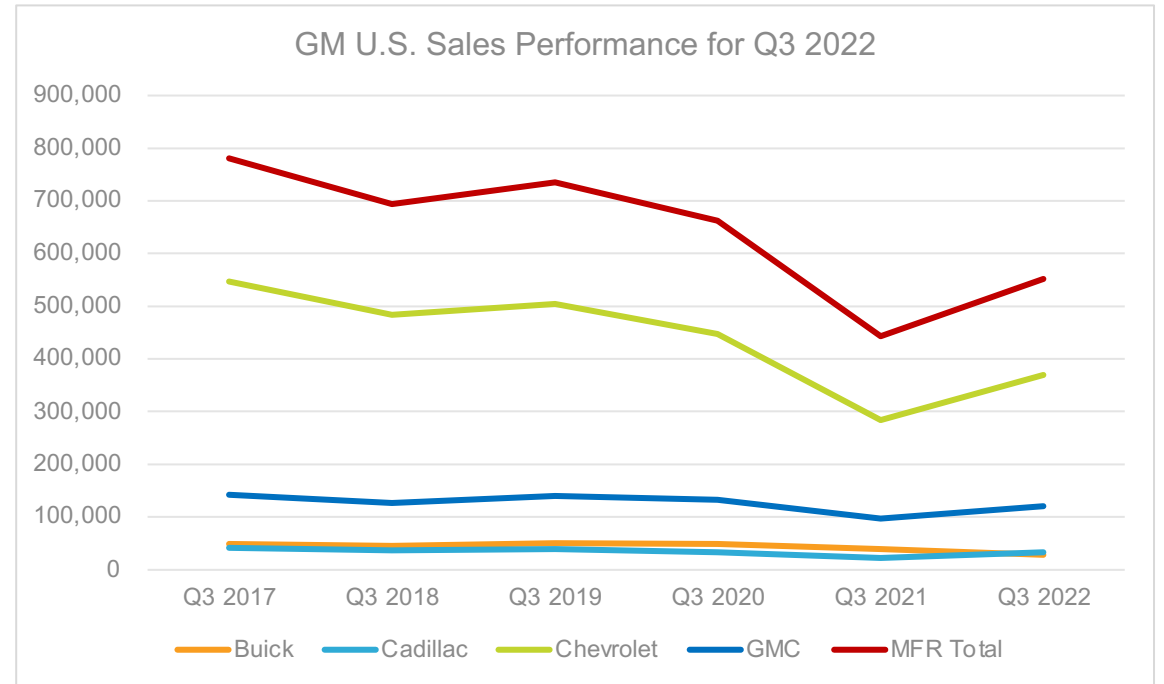


GM: U.S. Market Performance for Third Quarter 2022

GM U.S. Sales Performance for Third Quarter 2022



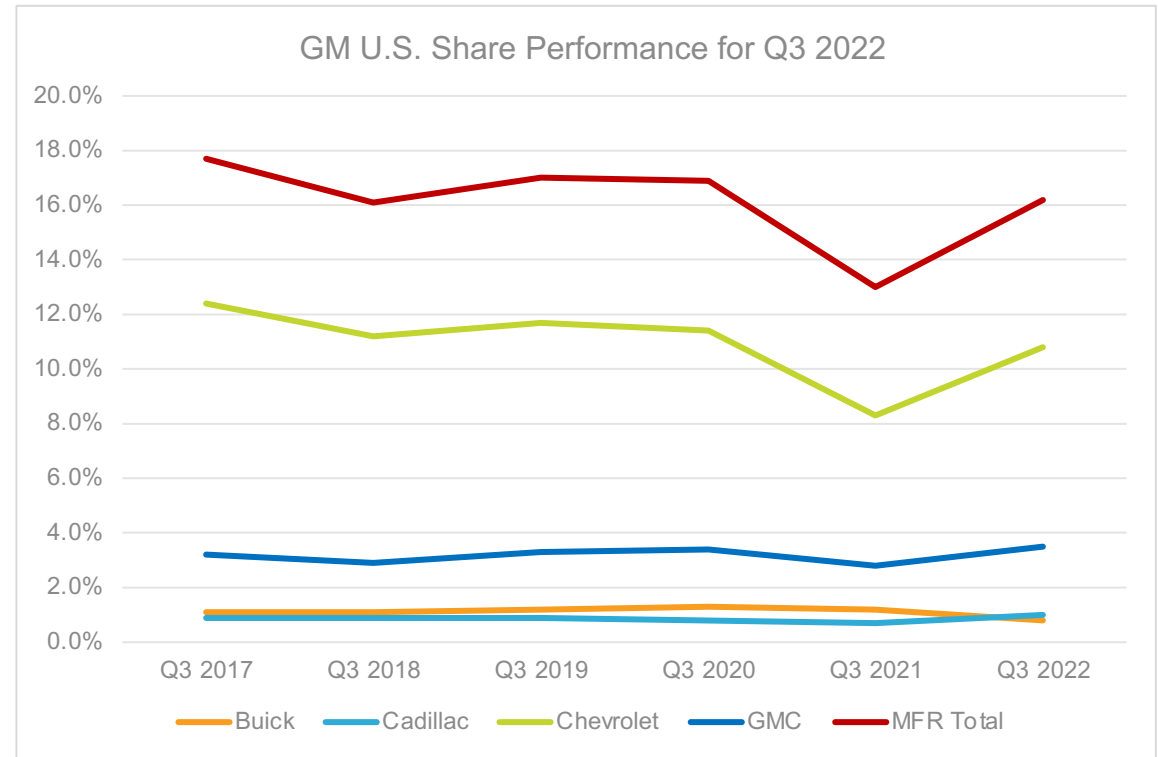
	Buick	Cadillac	Chevrolet	GMC	MFR Total
Q3 2017	49,514	41,773	547,089	142,459	780,835
Q3 2018	45,911	37,291	484,435	126,417	694,054
Q3 2019	50,615	39,961	504,286	140,789	735,651
Q3 2020	49,163	32,965	447,268	132,747	662,143
Q3 2021	39,299	22,519	284,045	97,254	443,117
Q3 2022	28,523	33,672	369,269	120,512	551,976
YOY Change	-27.4%	49.5%	30.0%	23.9%	24.6%



GM U.S. Share Performance for Third Quarter 2022



	Buick	Cadillac	Chevrolet	GMC	MFR Total
Q3 2017	1.1%	0.9%	12.4%	3.2%	17.7%
Q3 2018	1.1%	0.9%	11.2%	2.9%	16.1%
Q3 2019	1.2%	0.9%	11.7%	3.3%	17.0%
Q3 2020	1.3%	0.8%	11.4%	3.4%	16.9%
Q3 2021	1.2%	0.7%	8.3%	2.8%	13.0%
Q3 2022	0.8%	1.0%	10.8%	3.5%	16.2%
Point Change	-0.3%	0.3%	2.5%	0.7%	3.2%



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



	Q3 Sales	YOY Change
Encore GX	9,825	-40.5%
Enclave	7,904	3.7%
Envision	7,307	-34.5%
Encore	3,487	-13.1%

	Q3 Sales	YOY Change
Cadillac XT5	7,260	31.9%
Cadillac XT6	5,013	9.4%
Cadillac XT4	5,838	929.6%
Cadillac Escalade	6,111	-2.2%
Cadillac Escalade ESV	3,842	0.9%
Cadillac CT5	2,991	268.8%
Cadillac CT4	2,581	178.4%

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



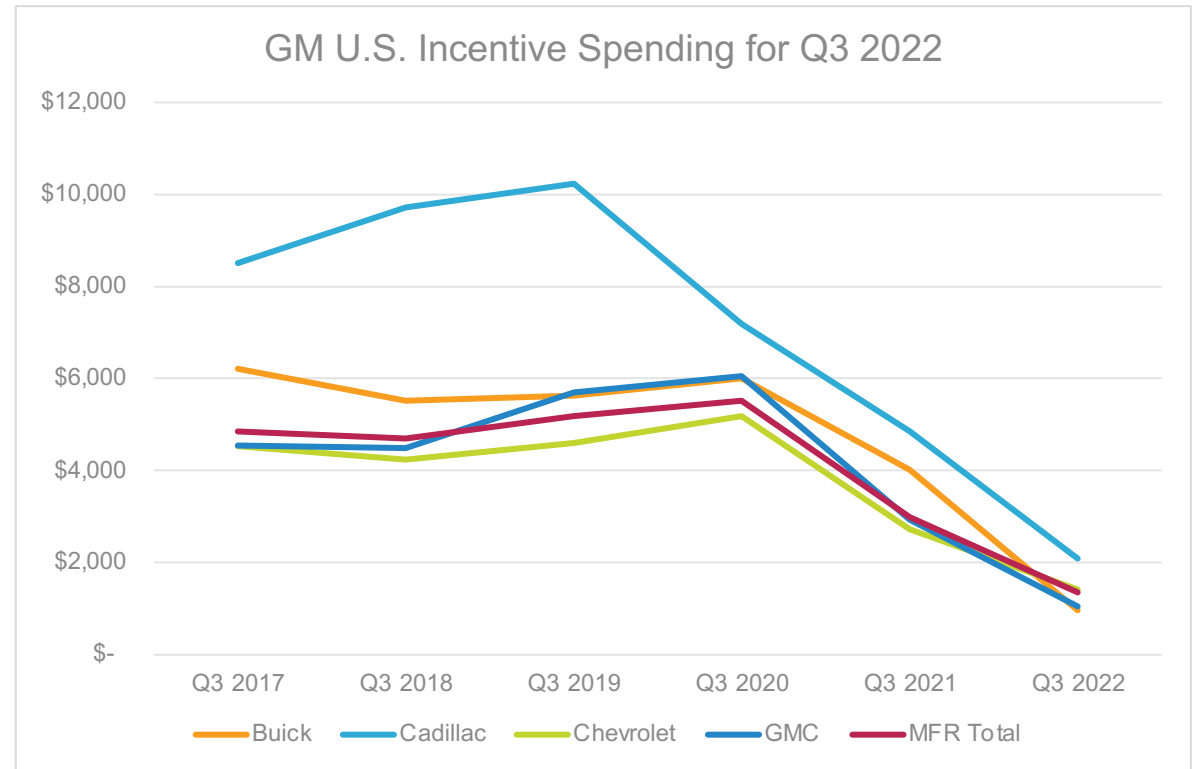
	Q3 Sales	YOY Change
Chevrolet Silverado	114,963	-4.9%
Chevrolet Equinox	46,646	43.8%
Chevrolet Malibu	21,630	7940.9%
Chevrolet Colorado	24,405	92.2%
Chevrolet Tahoe	29,585	22.2%
Chevrolet Traverse	25,388	135.8%
Chevrolet Trailblazer	17,388	-31.9%
Chevrolet Suburban	13,585	40.5%
Chevrolet Bolt	3,530	62.4%
Chevrolet Bolt EUV	11,179	377.5%

	Q3 Sales	YOY Change
GMC Sierra	50,169	-4.9%
GMC Terrain	17,917	81.0%
GMC Yukon	12,591	17.3%
GMC Yukon XL	8,587	28.3%
GMC Acadia	14,406	52.3%
GMC Hummer EV	411	-

GM U.S. Incentive Spending for Third Quarter 2022



	Buick	Cadillac	Chevrolet	GMC	MFR Total
Q3 2017	\$6,213	\$8,502	\$4,534	\$4,545	\$4,855
Q3 2018	\$5,514	\$9,719	\$4,239	\$4,485	\$4,701
Q3 2019	\$5,633	\$10,234	\$4,602	\$5,705	\$5,190
Q3 2020	\$6,007	\$7,185	\$5,184	\$6,053	\$ 5,519
Q3 2021	\$4,020	\$4,845	\$2,726	\$2,935	\$2,994
Q3 2022	\$ 964	\$2,086	\$1,416	\$1,048	\$1,353
YOY Change	-76.0%	-56.9%	-48.1%	-64.3%	-54.8%



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



	Q3 ATP	YOY Change
Encore GX	\$30,091	4.2%
Enclave	\$53,564	6.2%
Envision	\$39,908	0.9%
Encore	\$27,376	2.7%

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



	Q3 ATP	YOY Change
Cadillac XT5	\$55,507	4.2%
Cadillac XT6	\$60,882	2.0%
Cadillac XT4	\$45,737	0.9%
Cadillac Escalade	\$108,167	4.7%
Cadillac Escalade ESV	\$111,046	4.6%
Cadillac CT5	\$60,486	0.5%
Cadillac CT4	\$53,804	11.5%

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



	Q3 ATP	YOY Change
Chevrolet Silverado	\$60,445	14.1%
Chevrolet Equinox	\$32,446	2.7%
Chevrolet Malibu	\$26,907	0.4%
Chevrolet Colorado	\$38,584	0.3%
Chevrolet Tahoe	\$70,032	11.2%
Chevrolet Traverse	\$44,612	2.7%
Chevrolet Trailblazer	\$28,775	2.4%
Chevrolet Suburban	\$73,048	8.3%
Chevrolet Bolt	\$35,042	-5.5%
Chevrolet Bolt EUV	\$40,444	4.6%

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



	Q3 ATP	YOY Change
GMC Sierra	\$69,878	12.5%
GMC Terrain	\$36,313	4.5%
GMC Yukon	\$75,954	3.0%
GMC Yukon XL	\$78,939	1.8%
GMC Acadia	\$46,517	3.9%
GMC Hummer EV	–	–