

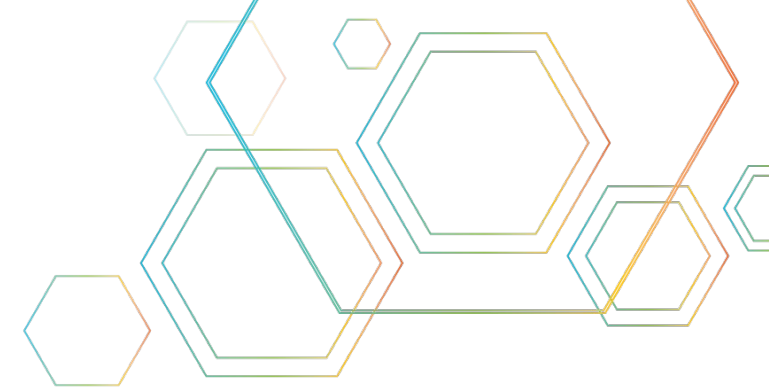
A cluster of overlapping hexagonal outlines in various colors (teal, orange, yellow, green) in the top left corner.

# **General Motors: U.S. Market Performance for Fourth Quarter 2022**

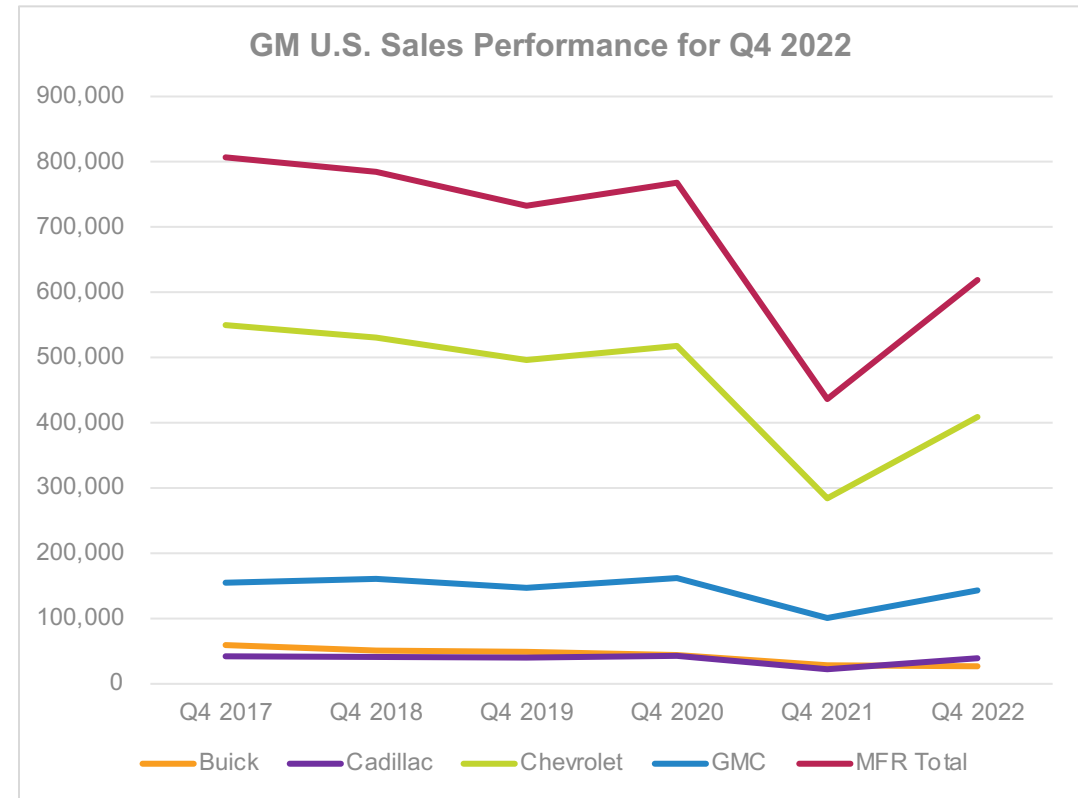
A cluster of overlapping hexagonal outlines in various colors (teal, orange, yellow, green) in the bottom right corner.

COX AUTOMOTIVE

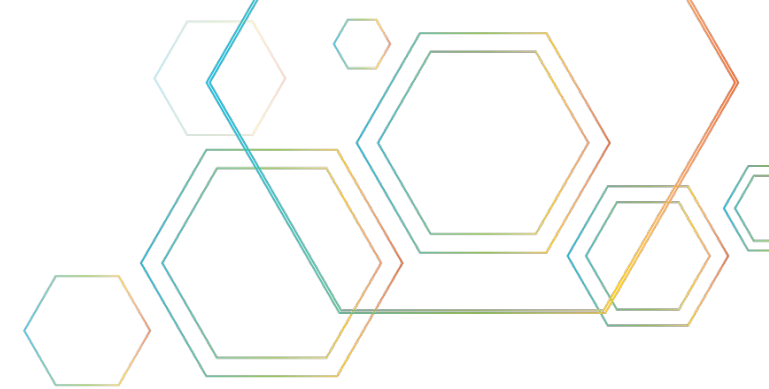
# GM U.S. Sales Performance for Fourth Quarter 2022



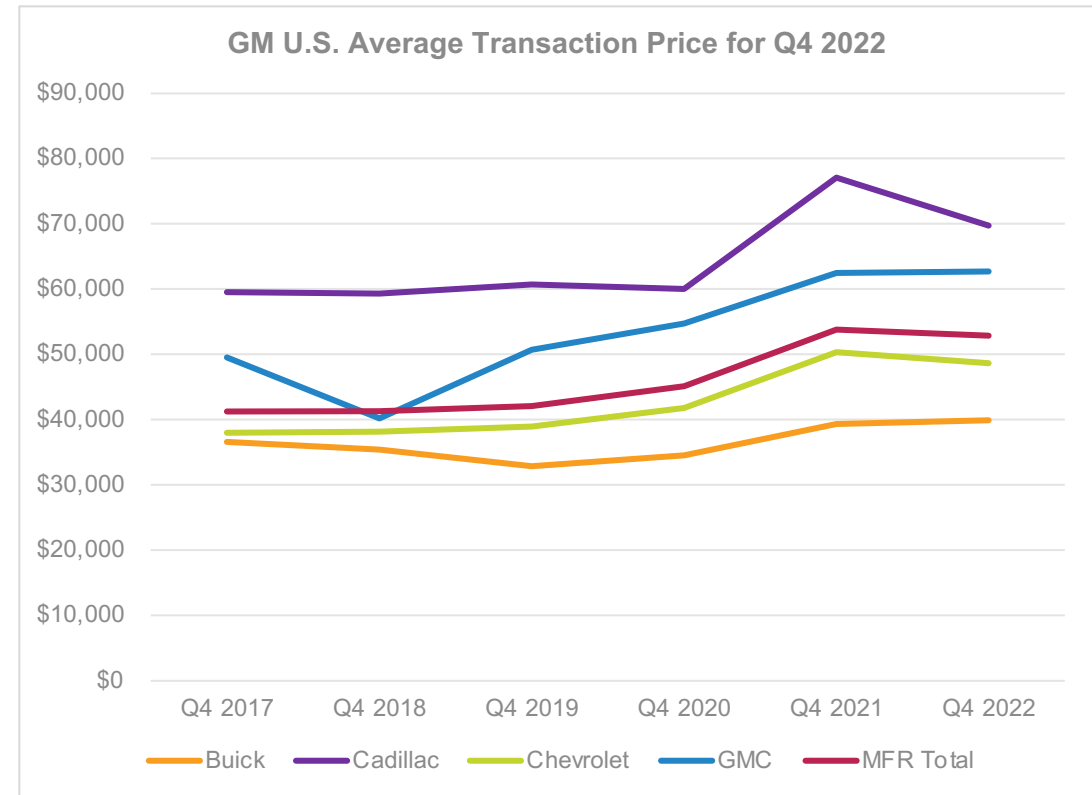
	Buick	Cadillac	Chevrolet	GMC	MFR Total
<b>Q4 2017</b>	59,401	42,594	549,691	155,053	806,739
<b>Q4 2018</b>	51,257	41,462	531,045	160,525	784,289
<b>Q4 2019</b>	49,074	40,551	496,113	146,880	732,618
<b>Q4 2020</b>	44,188	42,909	518,257	162,090	767,444
<b>Q4 2021</b>	28,789	22,385	284,265	100,919	436,358
<b>Q4 2022</b>	26,921	39,135	408,991	143,645	618,692
<b>YOY Change</b>	-6.5%	74.8%	43.9%	42.3%	41.8%



# GM Overall U.S. Average Transaction Prices for Fourth Quarter 2022



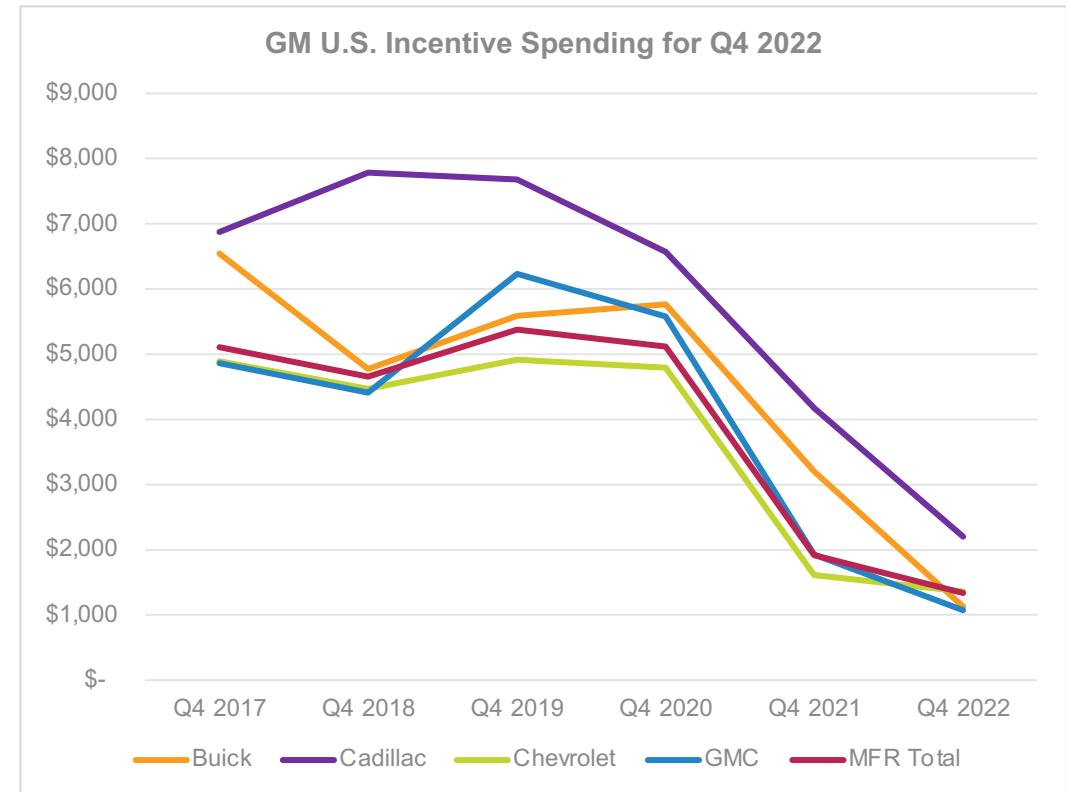
	Buick	Cadillac	Chevrolet	GMC	MFR Total
<b>Q4 2017</b>	\$36,593	\$59,570	\$38,008	\$49,581	\$41,267
<b>Q4 2018</b>	\$35,461	\$59,332	\$38,140	\$40,207	\$41,350
<b>Q4 2019</b>	\$32,884	\$60,729	\$38,942	\$50,751	\$42,110
<b>Q4 2020</b>	\$34,557	\$60,070	\$41,851	\$54,720	\$45,168
<b>Q4 2021</b>	\$39,304	\$77,098	\$50,354	\$62,541	\$53,815
<b>Q4 2022</b>	\$39,295	\$69,721	\$48,660	\$62,720	\$52,849
<b>YOY Change</b>	0.0%	-9.6%	-3.4%	0.3%	-1.8%



# GM U.S. Incentive Spending for Fourth Quarter 2022



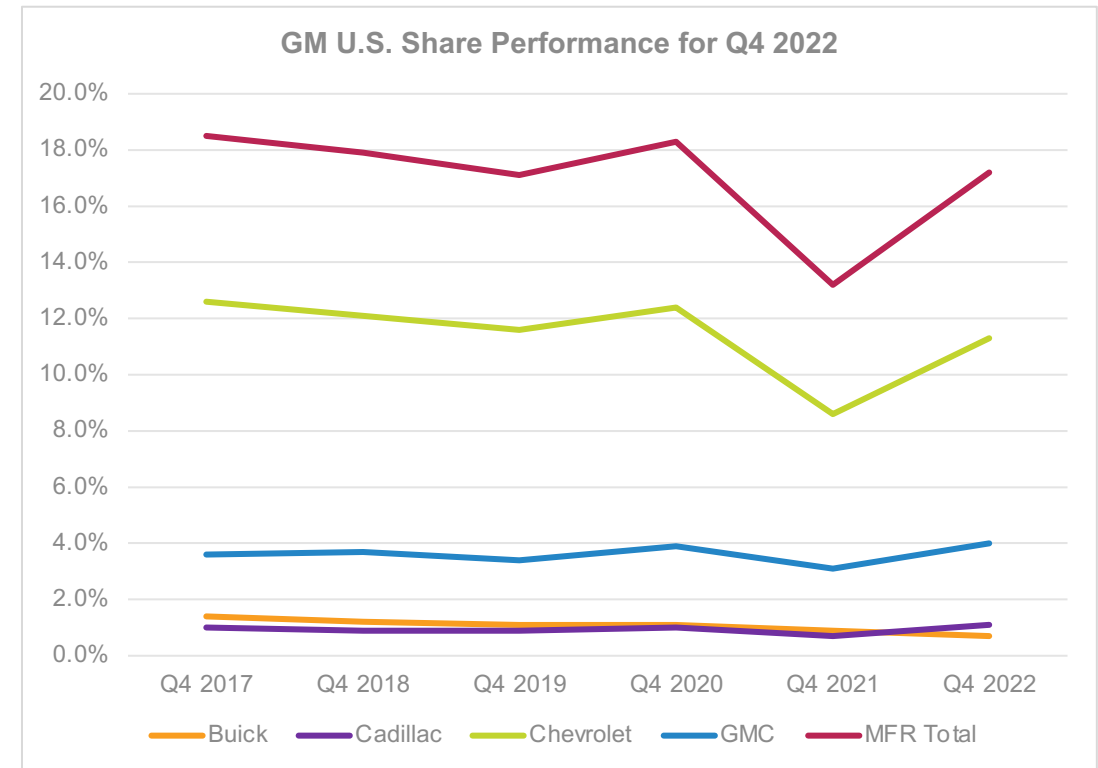
	Buick	Cadillac	Chevrolet	GMC	MFR Total
<b>Q4 2017</b>	\$6,543	\$6,877	\$ 4,887	\$4,860	\$5,109
<b>Q4 2018</b>	\$4,775	\$7,785	\$4,467	\$4,412	\$4,651
<b>Q4 2019</b>	\$5,584	\$7,681	\$4,915	\$6,232	\$5,377
<b>Q4 2020</b>	\$5,761	\$6,571	\$4,794	\$5,580	\$5,115
<b>Q4 2021</b>	\$3,207	\$4,172	\$1,610	\$1,924	\$1,919
<b>Q4 2022</b>	\$1,128	\$2,202	\$1,360	\$1,073	\$1,337
<b>YOY Change</b>	-64.8%	-47.2%	-15.5%	-44.2%	-30.3%



# GM U.S. Share Performance for Fourth Quarter 2022



	Buick	Cadillac	Chevrolet	GMC	MFR Total
<b>Q4 2017</b>	1.4%	1.0%	12.6%	3.6%	18.5%
<b>Q4 2018</b>	1.2%	0.9%	12.1%	3.7%	17.9%
<b>Q4 2019</b>	1.1%	0.9%	11.6%	3.4%	17.1%
<b>Q4 2020</b>	1.1%	1.0%	12.4%	3.9%	18.3%
<b>Q4 2021</b>	0.9%	0.7%	8.6%	3.1%	13.2%
<b>Q4 2022</b>	0.7%	1.1%	11.3%	4.0%	17.2%
<b>Point Change</b>	-0.1%	0.4%	2.7%	0.9%	3.9%



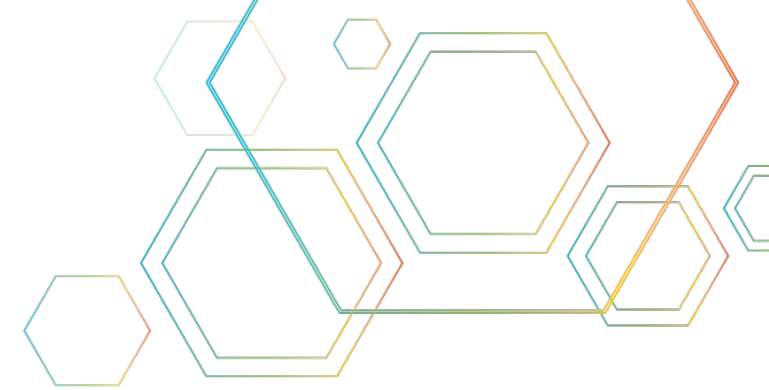
# Buick's U.S. Sales and Prices for Key Models for Fourth Quarter 2022



	Q4 Sales	YOY Change
<b>Encore GX</b>	9,052	-10.1%
<b>Enclave</b>	7,719	-10.5%
<b>Envision</b>	7,663	-17.5%
<b>Encore</b>	2,487	208.9%

	Q4 ATP	YOY Change
<b>Encore GX</b>	\$30,133	1.8%
<b>Enclave</b>	\$53,401	4.1%
<b>Envision</b>	\$39,575	-0.6%
<b>Encore</b>	\$27,996	4.0%

# Cadillac's U.S. Sales and Prices for Key Models for Fourth Quarter 2022



	Q4 Sales	YOY Change
<b>Cadillac XT5</b>	8,446	139.4%
<b>Cadillac XT6</b>	5,661	92.6%
<b>Cadillac XT4</b>	6,803	123.3%
<b>Cadillac Escalade</b>	6,352	4.4%
<b>Cadillac Escalade ESV</b>	4,216	17.8%
<b>Cadillac CT5</b>	5,391	197.8%
<b>Cadillac CT4</b>	2,180	56.2%
<b>Cadillac Lyriq EV</b>	86	–

	Q4 ATP	YOY Change
<b>Cadillac XT5</b>	\$55,270	0.7%
<b>Cadillac XT6</b>	\$59,970	-0.1%
<b>Cadillac XT4</b>	\$45,037	-0.6%
<b>Cadillac Escalade</b>	\$111,622	4.1%
<b>Cadillac Escalade ESV</b>	\$112,301	3.9%
<b>Cadillac CT5</b>	\$58,987	-0.6%
<b>Cadillac CT4</b>	\$50,332	-0.7%
<b>Cadillac Lyriq EV</b>	\$65,506	–

# Chevrolet's U.S. Sales and Prices by Model for Fourth Quarter 2022



	Q4 Sales	YOY Change
<b>Chevrolet Silverado</b>	138,875	23.4%
<b>Chevrolet Equinox</b>	48,748	243.0%
<b>Chevrolet Malibu</b>	35,668	393.9%
<b>Chevrolet Colorado</b>	20,602	-4.0%
<b>Chevrolet Tahoe</b>	31,123	0.8%
<b>Chevrolet Traverse</b>	27,271	23.7%
<b>Chevrolet Trailblazer</b>	18,956	16.6%
<b>Chevrolet Suburban</b>	16,045	14.4%
<b>Chevrolet Bolt</b>	4,866	-
<b>Chevrolet Bolt EUV</b>	11,242	-

	Q4 ATP	YOY Change
<b>Chevrolet Silverado</b>	\$59,187	8.7%
<b>Chevrolet Equinox</b>	\$32,171	0.2%
<b>Chevrolet Malibu</b>	\$27,221	-1.1%
<b>Chevrolet Colorado</b>	\$37,549	-2.2%
<b>Chevrolet Tahoe</b>	\$70,092	4.5%
<b>Chevrolet Traverse</b>	\$45,216	4.6%
<b>Chevrolet Trailblazer</b>	\$28,316	2.0%
<b>Chevrolet Suburban</b>	\$72,969	2.4%
<b>Chevrolet Bolt</b>	\$30,825	-
<b>Chevrolet Bolt EUV</b>	\$35,040	-



# GMC's U.S. Sales and Prices by Model for Fourth Quarter 2022



	Q4 Sales	YOY Change
<b>GMC Sierra</b>	72,415	25.4%
<b>GMC Terrain</b>	20,948	416.7%
<b>GMC Yukon</b>	13,296	-7.6%
<b>GMC Yukon XL</b>	9,464	-6.4%
<b>GMC Acadia</b>	13,942	229.3%
<b>GMC Hummer EV</b>	72	7,100%

	Q4 ATP	YOY Change
<b>GMC Sierra</b>	\$72,006	13.9%
<b>GMC Terrain</b>	\$36,852	8.6%
<b>GMC Yukon</b>	\$77,935	3.3%
<b>GMC Yukon XL</b>	\$79,972	1.5%
<b>GMC Acadia</b>	\$47,344	-1.7%
<b>GMC Hummer EV</b>	-	-