



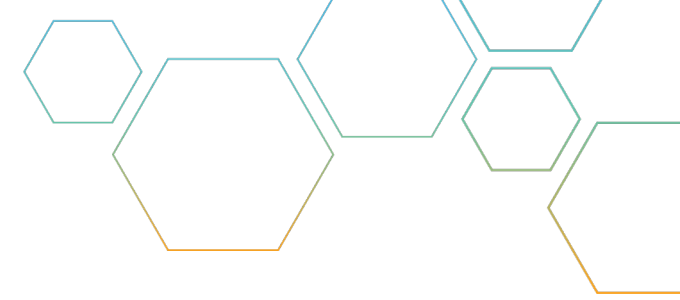
GM: U.S. MARKET PERFORMANCE

First Quarter 2023

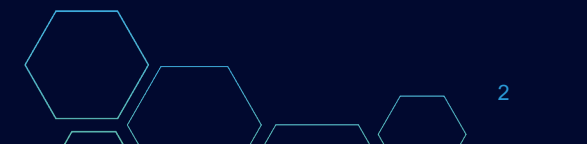
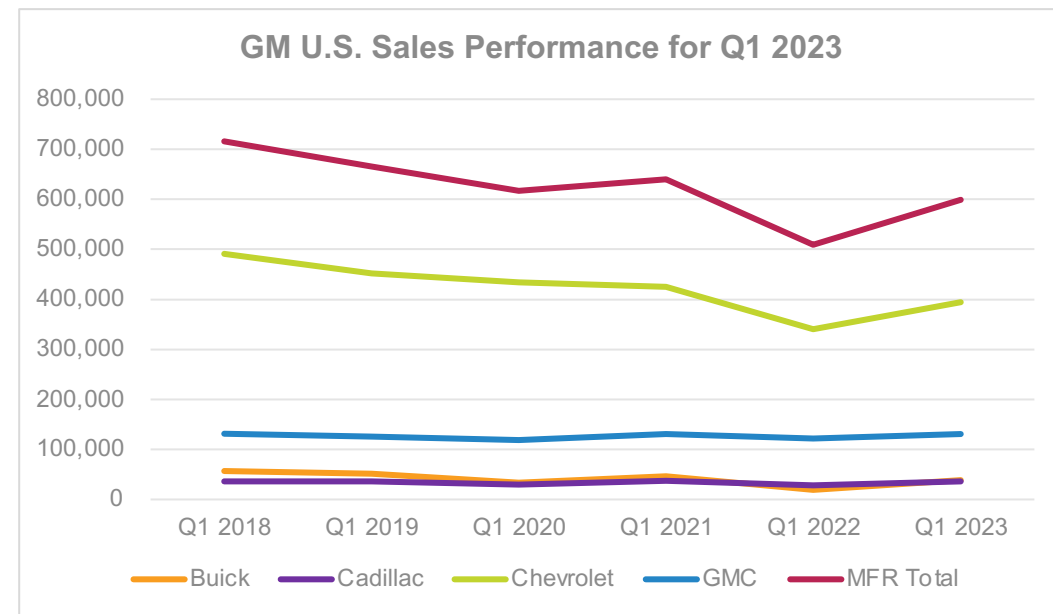


COX AUTOMOTIVE

GM U.S. SALES PERFORMANCE FOR FIRST QUARTER 2023



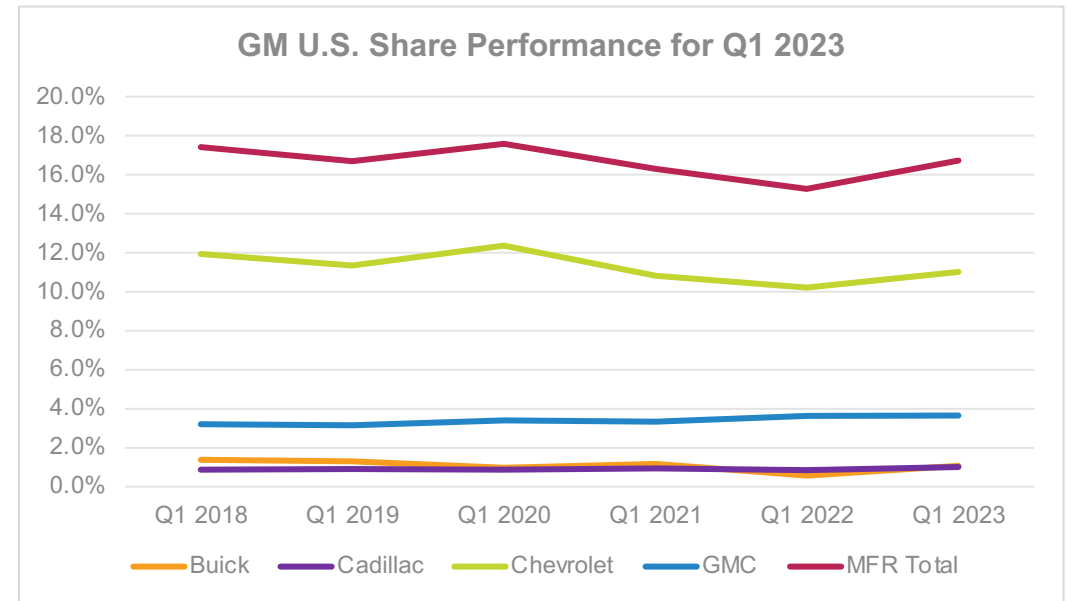
	Buick	Cadillac	Chevrolet	GMC	MFR Total
Q1 2018	56,804	36,727	490,919	131,344	715,794
Q1 2019	51,867	35,995	451,566	125,577	665,005
Q1 2020	33,870	30,325	433,519	118,718	616,432
Q1 2021	45,784	37,277	425,106	131,239	639,406
Q1 2022	19,146	28,216	340,309	121,437	509,108
Q1 2023	38,138	36,321	394,120	130,608	599,187
YOY Change	99.2%	28.7%	15.5%	7.6%	17.7%



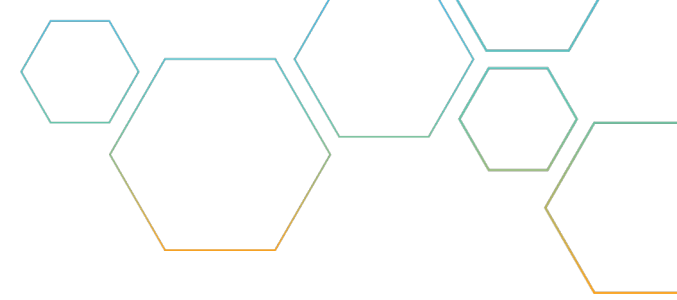
GM U.S. MARKET SHARE PERFORMANCE FOR FIRST QUARTER 2023



	Buick	Cadillac	Chevrolet	GMC	MFR Total
Q1 2018	1.4%	0.9%	11.9%	3.2%	17.4%
Q1 2019	1.3%	0.9%	11.3%	3.2%	16.7%
Q1 2020	1.0%	0.9%	12.4%	3.4%	17.6%
Q1 2021	1.2%	1.0%	10.8%	3.3%	16.3%
Q1 2022	0.6%	0.9%	10.2%	3.6%	15.3%
Q1 2023	1.1%	1.0%	11.0%	3.7%	16.7%
Point Change	0.5%	0.2%	0.8%	0.0%	1.5%



HIGHLIGHTS OF BUICK US SALES AND PRICES BY MODEL FOR FIRST QUARTER 2023

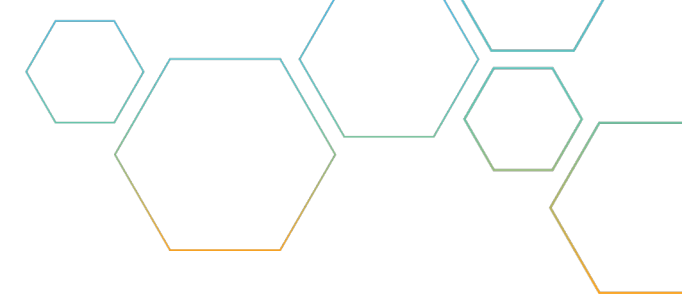


	Q1 Sales	YOY Change
Encore GX	12,279	128.1%
Enclave	8,803	25.3%
Envision	14,077	241.8%
Encore	2,979	13.7%

	Q1 ATP	YOY Change
Encore GX	\$29,831	0.9%
Enclave	\$53,080	0.6%
Envision	\$39,825	-2.3%
Encore	\$27,676	1.6%



HIGHLIGHTS OF CADILLAC'S U.S. SALES AND PRICES BY MODEL FOR FIRST QUARTER 2023



	Q1 Sales	YOY Change
Cadillac XT5	7,285	45.9%
Cadillac XT6	4,762	26.0%
Cadillac XT4	6,773	83.0%
Cadillac Escalade	5,523	-14.0%
Cadillac Escalade ESV	3,705	-9.2%
Cadillac CT5	4,593	37.4%
Cadillac CT4	2,712	43.3%
Cadillac Lyriq EV	968	–

	Q1 ATP	YOY Change
Cadillac XT5	\$54,487	-0.5%
Cadillac XT6	\$60,064	-0.8%
Cadillac XT4	\$44,965	-2.5%
Cadillac Escalade	\$116,406	7.6%
Cadillac Escalade ESV	\$115,345	4.2%
Cadillac CT5	\$63,055	14.0%
Cadillac CT4	\$53,313	3.0%
Cadillac Lyriq EV	\$65,778	–

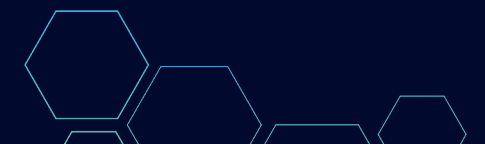


HIGHLIGHTS OF CHEVROLET'S U.S. SALES AND PRICES BY MODEL FOR FIRST QUARTER 2023



	Q1 Sales	YOY Change
Chevrolet Silverado	123,994	4.4%
Chevrolet Equinox	52,902	-5.6%
Chevrolet Malibu	37,438	45.8%
Chevrolet Colorado	13,256	-38.9%
Chevrolet Tahoe	27,257	13.7%
Chevrolet Traverse	31,533	34.4%
Chevrolet Trailblazer	27,951	224.8%
Chevrolet Suburban	13,932	12.1%
Chevrolet Bolt	6,892	9472.2%
Chevrolet Bolt EUV	12,808	4378.3%

	Q1 ATP	YOY Change
Chevrolet Silverado	\$57,676	6.0%
Chevrolet Equinox	\$32,369	1.1%
Chevrolet Malibu	\$ 28,563	-2.4%
Chevrolet Colorado	\$37,666	-3.1%
Chevrolet Tahoe	\$ 68,568	1.7%
Chevrolet Traverse	\$45,366	2.6%
Chevrolet Trailblazer	\$28,074	-0.9%
Chevrolet Suburban	\$75,109	6.3%
Chevrolet Bolt	\$30,974	30.3%
Chevrolet Bolt EUV	\$35,005	-2.7%



HIGHLIGHTS OF GMC'S U.S. SALES AND PRICES BY MODEL FOR FIRST QUARTER 2023

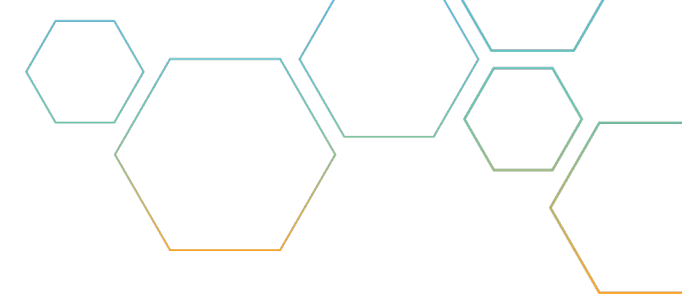


	Q1 Sales	YOY Change
GMC Sierra	67,198	18.7%
GMC Terrain	17,928	-28.1%
GMC Yukon	10,471	-13.6%
GMC Yukon XL	9,252	0.9%
GMC Acadia	15,945	70.8%
GMC Hummer EV	2	-98%

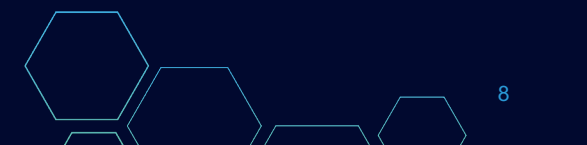
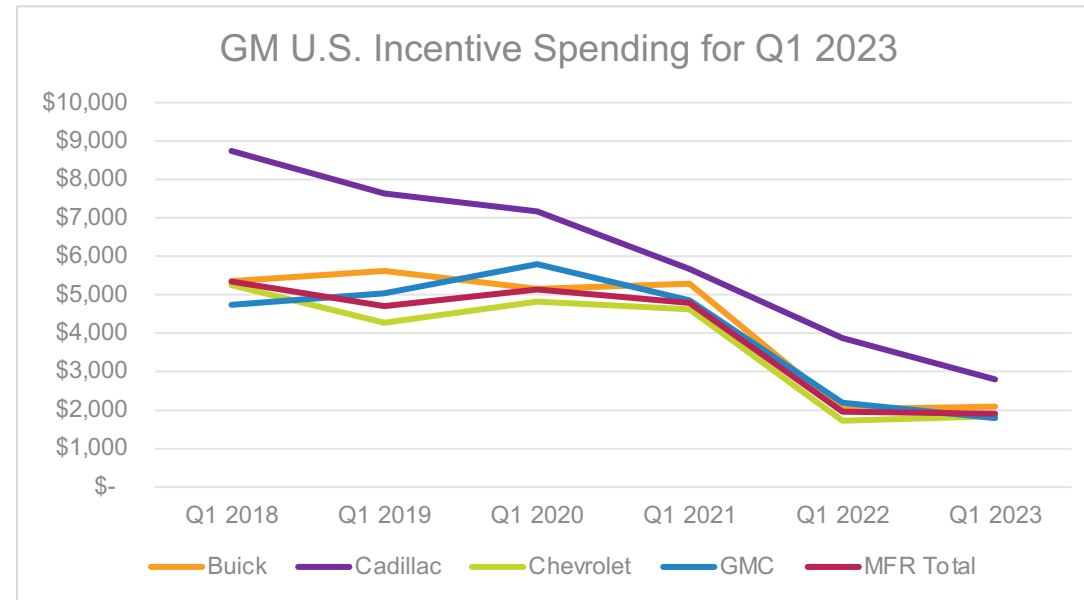
	Q1 ATP	YOY Change
GMC Sierra	\$70,007	8.4%
GMC Terrain	\$36,700	6.8%
GMC Yukon	\$82,475	9.0%
GMC Yukon XL	\$86,073	9.5%
GMC Acadia	\$46,811	0.2%
GMC Hummer EV	-	-



GM OVERALL U.S. INCENTIVE SPENDING FOR FIRST QUARTER 2023



	Buick	Cadillac	Chevrolet	GMC	MFR Total
Q1 2018	\$5,356	\$8,741	\$5,253	\$4,733	\$5,345
Q1 2019	\$5,621	\$7,636	\$4,280	\$5,047	\$4,711
Q1 2020	\$5,152	\$7,167	\$4,822	\$5,797	\$5,143
Q1 2021	\$5,291	\$5,670	\$4,631	\$4,861	\$4,786
Q1 2022	\$2,022	\$3,871	\$1,725	\$2,193	\$1,967
Q1 2023	\$2,096	\$2,800	\$1,846	\$1,793	\$1,908
YOY Change	3.7%	-27.7%	7.0%	-18.2%	-3.0%



GM OVERALL U.S. AVERAGE TRANSACTION PRICES FOR FIRST QUARTER 2023



	Buick	Cadillac	Chevrolet	GMC	MFR Total
Q1 2018	\$35,048	\$59,084	\$37,399	\$45,495	\$39,811
Q1 2019	\$34,782	\$58,336	\$37,597	\$46,931	\$40,262
Q1 2020	\$34,673	\$59,003	\$38,957	\$49,856	\$41,807
Q1 2021	\$34,316	\$63,181	\$41,288	\$54,542	\$44,785
Q1 2022	\$40,173	\$74,515	\$47,168	\$57,405	\$50,681
Q1 2023	\$38,718	\$70,363	\$47,190	\$62,678	\$51,431
YOY Change	-3.6%	-5.6%	0.0%	9.2%	1.1%

