



# **GENERAL MOTORS: U.S. MARKET PERFORMANCE FOR SECOND QUARTER FY2023**

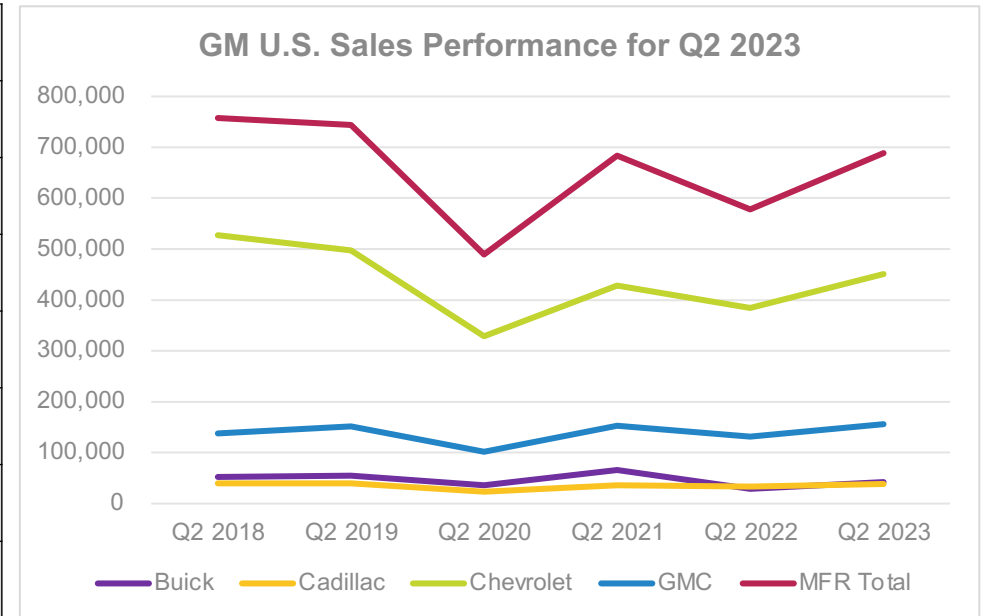


COX AUTOMOTIVE

# GENERAL MOTORS U.S. SALES PERFORMANCE FOR SECOND QUARTER FY2023



	Buick	Cadillac	Chevrolet	GMC	MFR Total
<b>Q2 2018</b>	52,891	39,222	527,344	138,163	757,620
<b>Q2 2019</b>	55,373	39,739	497,504	151,700	744,316
<b>Q2 2020</b>	35,520	23,296	328,692	101,756	489,264
<b>Q2 2021</b>	65,927	36,129	428,615	153,025	683,696
<b>Q2 2022</b>	28,929	33,703	383,820	132,055	578,507
<b>Q2 2023</b>	42,752	38,877	451,461	156,005	689,095
<b>YOY Change</b>	48%	15%	18%	18%	19%

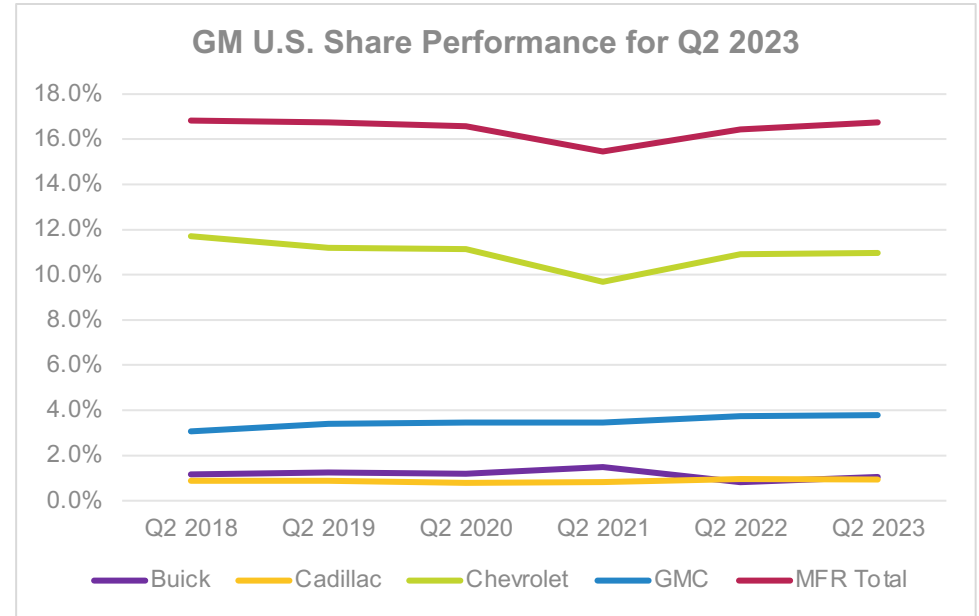


\*BrightDrop sales estimate in 298 sales in Q2 vs 125 in the year-ago quarter

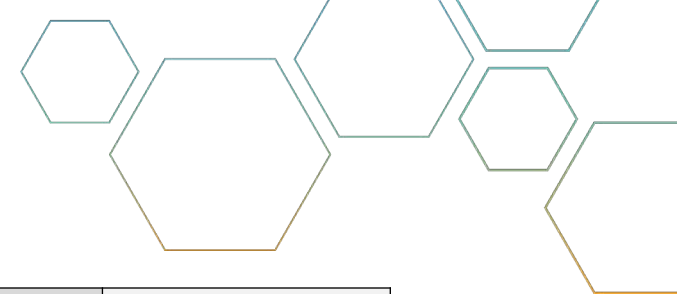
# GENERAL MOTORS U.S. SHARE PERFORMANCE FOR SECOND QUARTER FY2023



	Buick	Cadillac	Chevrolet	GMC	MFR Total
<b>Q2 2018</b>	1.2%	0.9%	11.7%	3.1%	16.8%
<b>Q2 2019</b>	1.3%	0.9%	11.2%	3.4%	16.8%
<b>Q2 2020</b>	1.2%	0.8%	11.1%	3.5%	16.6%
<b>Q2 2021</b>	1.5%	0.8%	9.7%	3.5%	15.5%
<b>Q2 2022</b>	0.8%	1.0%	10.9%	3.8%	16.4%
<b>Q2 2023</b>	1.0%	0.9%	11.0%	3.8%	16.8%
<b>Point Change</b>	0.2%	0.0%	0.1%	0.0%	0.3%



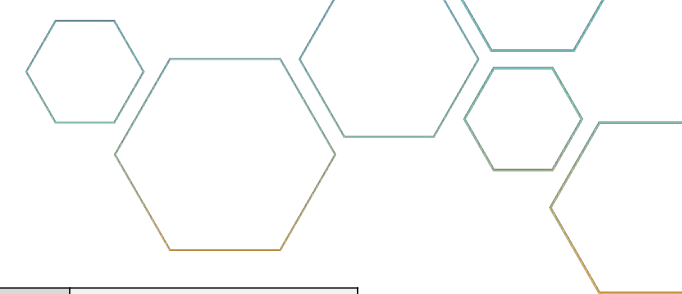
# HIGHLIGHTS OF BUICK U.S. SALES AND PRICES BY MODEL FOR SECOND QUARTER FY2023



	Q2 Sales	YOY Change
<b>Encore GX</b>	18,055	99%
<b>Enclave</b>	9,126	16%
<b>Envision</b>	13,486	99%
<b>Encore</b>	2,085	-59%

	Q2 ATP	YOY Change
<b>Encore GX</b>	\$ 29,636	0.5%
<b>Enclave</b>	\$ 52,948	-0.3%
<b>Envision</b>	\$ 40,072	-2.7%
<b>Encore</b>	\$ 26,874	-1.1%

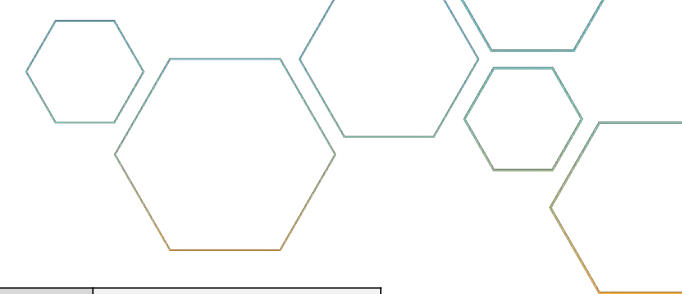
# HIGHLIGHTS OF CADILLAC U.S. SALES AND PRICES BY MODEL FOR SECOND QUARTER FY2023



	Q2 Sales	YOY Change
<b>Cadillac XT5</b>	6,815	3%
<b>Cadillac XT6</b>	5,305	-5%
<b>Cadillac XT4</b>	5,734	6%
<b>Cadillac Escalade</b>	7,265	35%
<b>Cadillac Escalade ESV</b>	4,290	12%
<b>Cadillac CT5</b>	5,396	29%
<b>Cadillac CT4</b>	2,724	4%
<b>Cadillac Lyriq EV</b>	1348	-

	Q2 ATP	YOY Change
<b>Cadillac XT5</b>	\$ 55,314	-0.8%
<b>Cadillac XT6</b>	\$ 60,324	-2.1%
<b>Cadillac XT4</b>	\$ 46,078	-1.0%
<b>Cadillac Escalade</b>	\$ 112,478	4.4%
<b>Cadillac Escalade ESV</b>	\$ 114,101	3.4%
<b>Cadillac CT5</b>	\$ 59,430	-0.3%
<b>Cadillac CT4</b>	\$ 55,018	10.5%
<b>Cadillac Lyriq EV</b>	\$ 64,925	-

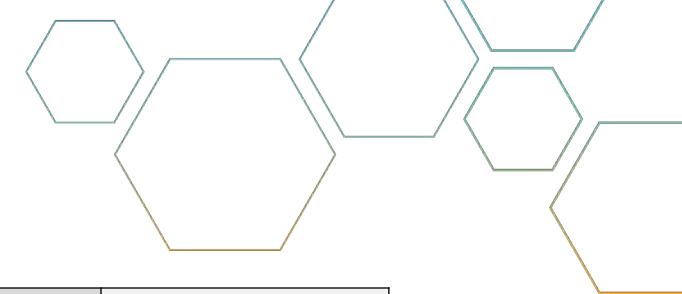
# HIGHLIGHTS OF CHEVROLET U.S. SALES AND PRICES BY MODEL FOR SECOND QUARTER FY2023



	Q2 Sales	YOY Change
<b>Chevrolet Trax</b>	20,921	115%
<b>Chevrolet Silverado</b>	140,076	-1%
<b>Chevrolet Equinox</b>	52,949	-13%
<b>Chevrolet Malibu</b>	40,731	25%
<b>Chevrolet Colorado</b>	19,909	-12%
<b>Chevrolet Tahoe</b>	29,258	39%
<b>Chevrolet Traverse</b>	37,148	78%
<b>Chevrolet Trailblazer</b>	33,857	112%
<b>Chevrolet Suburban</b>	16,661	87%
<b>Chevrolet Bolt</b>	5,441	113%
<b>Chevrolet Bolt EUV</b>	8,518	94%

	Q2 ATP	YOY Change
<b>Chevrolet Trax</b>	\$ 24,967	-1%
<b>Chevrolet Silverado</b>	\$ 59,588	4%
<b>Chevrolet Equinox</b>	\$ 32,557	2%
<b>Chevrolet Malibu</b>	\$ 28,889	1%
<b>Chevrolet Colorado</b>	\$ 41,621	7%
<b>Chevrolet Tahoe</b>	\$ 73,325	8%
<b>Chevrolet Traverse</b>	\$ 45,712	2%
<b>Chevrolet Trailblazer</b>	\$ 28,236	1%
<b>Chevrolet Suburban</b>	\$ 76,421	8%
<b>Chevrolet Bolt</b>	\$ 31,295	-12%
<b>Chevrolet Bolt EUV</b>	\$ 34,193	-15%

# HIGHLIGHTS OF GMC U.S. SALES AND PRICES BY MODEL FOR SECOND QUARTER FY2023



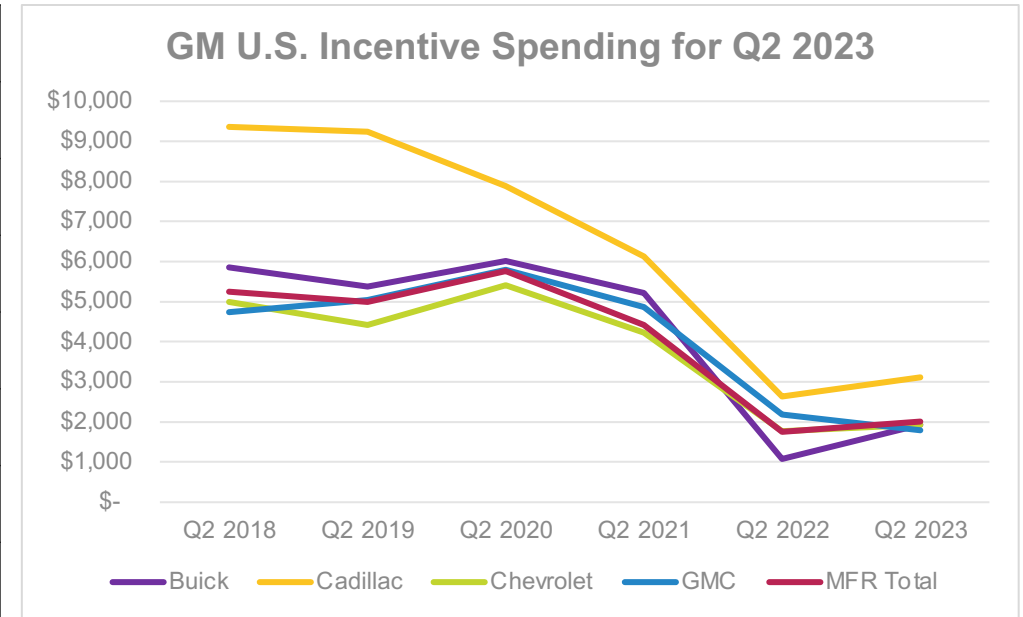
	Q2 Sales	YOY Change
<b>GMC Sierra</b>	75,810	22%
<b>GMC Terrain</b>	19,697	-14%
<b>GMC Yukon</b>	12,471	22%
<b>GMC Yukon XL</b>	9,798	43%
<b>GMC Acadia</b>	24,205	58%
<b>GMC Hummer EV</b>	45	-84%
<b>GMC Hummer EV SUV</b>	2	-

	Q2 ATP	YOY Change
<b>GMC Sierra</b>	\$ 71,924	6.2%
<b>GMC Terrain</b>	\$ 36,327	2.7%
<b>GMC Yukon</b>	\$ 83,619	12.1%
<b>GMC Yukon XL</b>	\$ 86,619	11.5%
<b>GMC Acadia</b>	\$ 46,813	1.7%
<b>GMC Hummer EV</b>	\$ 99,320	-12.6%
<b>GMC Hummer EV SUV</b>	-	-

# GENERAL MOTORS U.S. INCENTIVE SPENDING FOR SECOND QUARTER FY2023



	Buick	Cadillac	Chevrolet	GMC	MFR Total
<b>Q2 2018</b>	\$ 5,861	\$ 9,361	\$ 4,994	\$ 4,733	\$ 5,258
<b>Q2 2019</b>	\$ 5,378	\$ 9,238	\$ 4,414	\$ 5,047	\$ 4,992
<b>Q2 2020</b>	\$ 6,017	\$ 7,882	\$ 5,412	\$ 5,797	\$ 5,765
<b>Q2 2021</b>	\$ 5,221	\$ 6,135	\$ 4,222	\$ 4,861	\$ 4,422
<b>Q2 2022</b>	\$ 1,077	\$ 2,634	\$ 1,770	\$ 2,193	\$ 1,754
<b>Q2 2023</b>	\$ 1,923	\$ 3,115	\$ 1,924	\$ 1,793	\$ 2,006
<b>YOY Change</b>	79%	18%	9%	-18%	14%





# GENERAL MOTORS OVERALL U.S. AVERAGE TRANSACTION PRICES FOR SECOND QUARTER FY2023



	Buick	Cadillac	Chevrolet	GMC	MFR Total
<b>Q2 2018</b>	\$35,326	\$60,316	\$38,199	\$45,495	\$48,523
<b>Q2 2019</b>	\$35,289	\$60,273	\$39,658	\$46,931	\$48,522
<b>Q2 2020</b>	\$34,099	\$58,605	\$41,003	\$49,856	\$52,200
<b>Q2 2021</b>	\$35,338	\$67,435	\$45,372	\$54,542	\$56,977
<b>Q2 2022</b>	\$38,216	\$69,738	\$46,942	\$57,405	\$58,114
<b>Q2 2023</b>	\$37,769	\$72,688	\$48,459	\$62,678	\$63,084
<b>YOY Change</b>	-1%	4%	3%	9%	9%

