

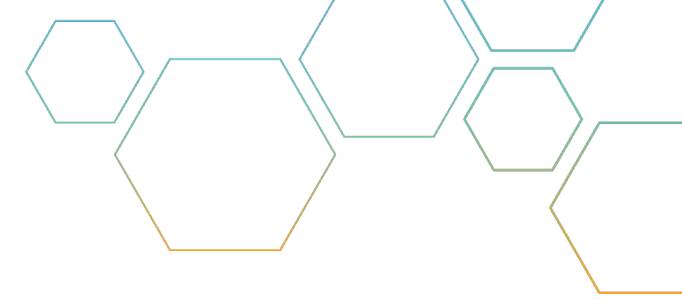


GENERAL MOTORS: U.S. MARKET PERFORMANCE FOR THIRD QUARTER FY2023

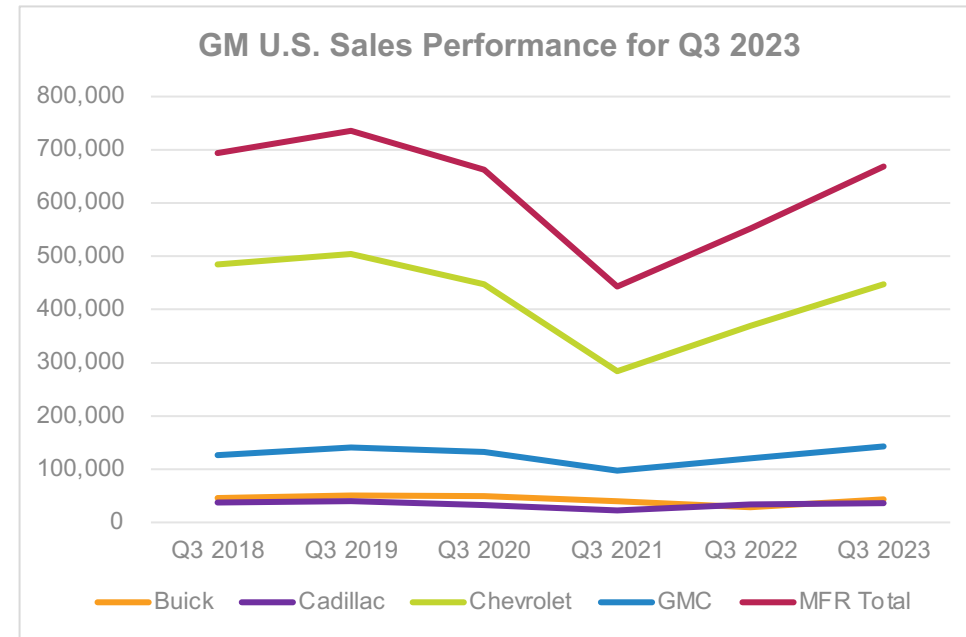


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GENERAL MOTORS U.S. SALES PERFORMANCE FOR THIRD QUARTER FY2023

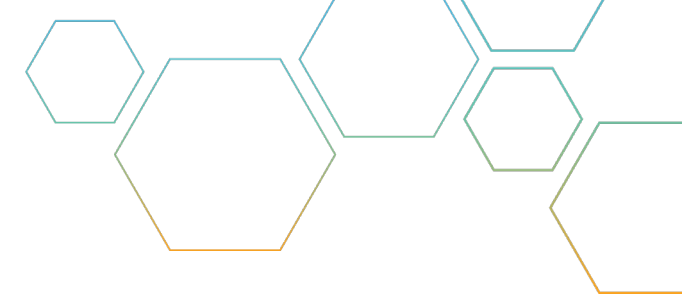


	Buick	Cadillac	Chevrolet	GMC	MFR Total
Q3 2018	45,911	37,291	484,435	126,417	694,054
Q3 2019	50,615	39,961	504,286	140,789	735,651
Q3 2020	49,163	32,965	447,268	132,747	662,143
Q3 2021	39,299	22,519	284,045	97,254	443,117
Q3 2022	28,523	33,672	369,269	120,512	551,976
Q3 2023	43,978	35,638	446,815	142,768	669,199
YOY Change	54%	6%	21%	19%	21%

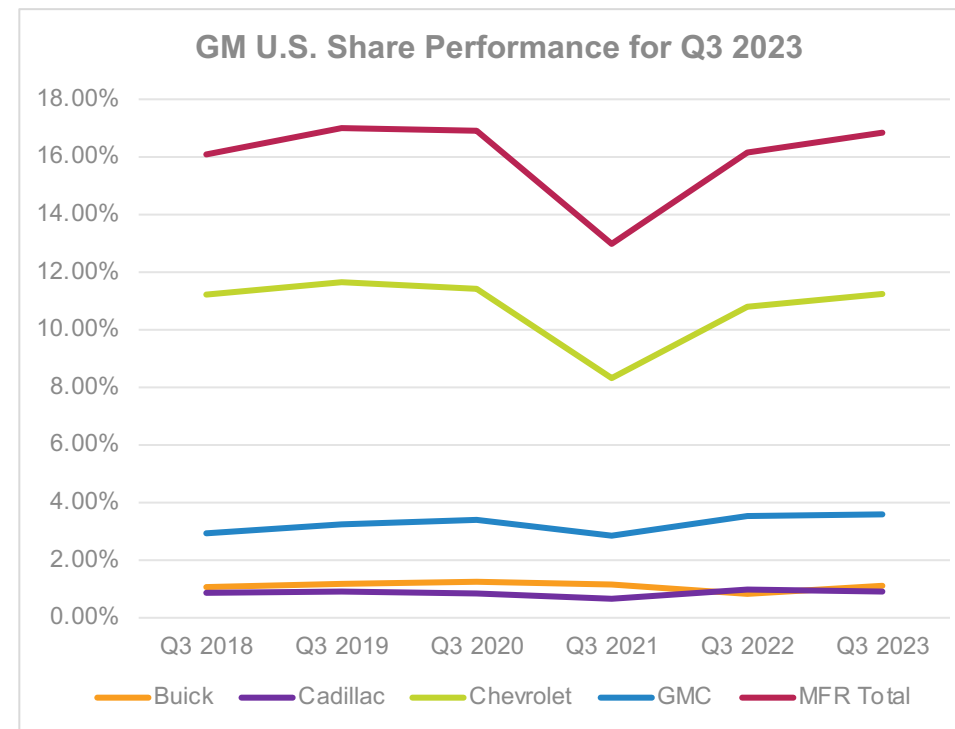


*BrightDrop sales estimate at 35 units sold in Q3 vs 0 in the year-ago quarter

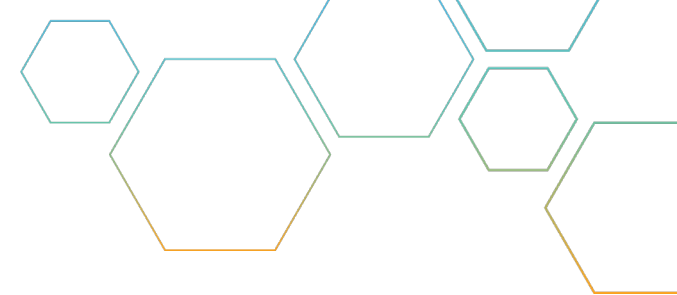
GENERAL MOTORS U.S. SHARE PERFORMANCE FOR THIRD QUARTER FY2023



	Buick	Cadillac	Chevrolet	GMC	MFR Total
Q3 2018	1.06%	0.86%	11.22%	2.93%	16.08%
Q3 2019	1.17%	0.92%	11.65%	3.25%	17.00%
Q3 2020	1.25%	0.84%	11.42%	3.39%	16.90%
Q3 2021	1.15%	0.66%	8.32%	2.85%	12.98%
Q3 2022	0.83%	0.98%	10.80%	3.53%	16.15%
Q3 2023	1.11%	0.90%	11.24%	3.59%	16.84%
Point Change	0.27%	-0.09%	0.44%	.07%	0.69%



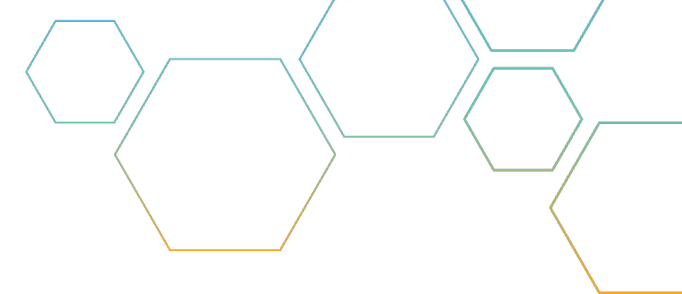
HIGHLIGHTS OF BUICK U.S. SALES AND PRICES BY MODEL FOR THIRD QUARTER FY2023



	Q3 Sales	YOY Change
Encore GX	20,060	104%
Enclave	10,553	34%
Envision	7,279	0%
Encore	701	-80%

	Q3 ATP	YOY Change
Encore GX	\$ 29,725	-1%
Enclave	\$ 52,294	-3%
Envision	\$ 40,487	1%
Encore	\$ 26,267	-4%
Buick Brand overall	\$ 36,590	-6%

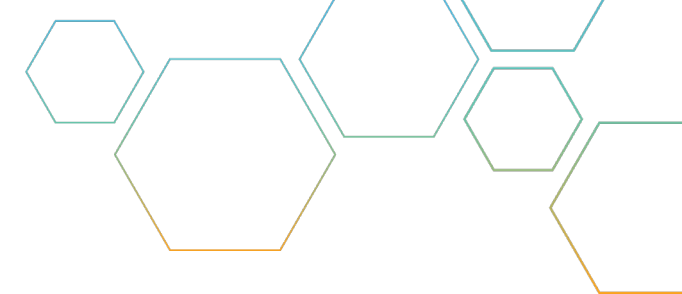
HIGHLIGHTS OF CADILLAC U.S. SALES AND PRICES BY MODEL FOR THIRD QUARTER FY2023



	Q3 Sales	YOY Change
Cadillac XT5	6,212	-14%
Cadillac XT6	4,097	-18%
Cadillac XT4	5,300	-9%
Cadillac Escalade	6,821	12%
Cadillac Escalade ESV	3,879	1%
Cadillac CT5	4,408	47%
Cadillac CT4	1,903	-26%
Cadillac Lyriq EV	3,018	8283%

	Q3 ATP	YOY Change
Cadillac XT5	\$ 55,610	-1%
Cadillac XT6	\$ 60,833	0%
Cadillac XT4	\$ 46,722	1%
Cadillac Escalade	\$ 114,004	7%
Cadillac Escalade ESV	\$ 116,496	6%
Cadillac CT5	\$ 61,080	2%
Cadillac CT4	\$ 55,175	5%
Cadillac Lyriq EV	\$ 65,983	13%
Cadillac Brand overall	\$ 74,224	5%

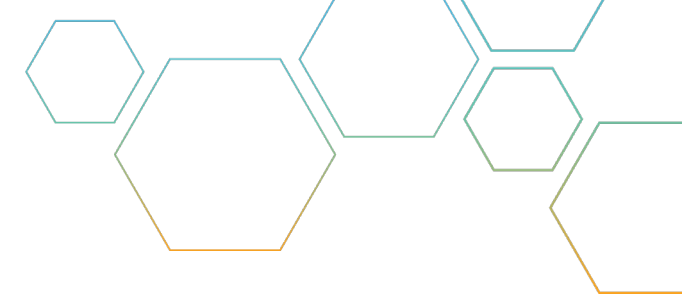
HIGHLIGHTS OF CHEVROLET U.S. SALES AND PRICES BY MODEL FOR THIRD QUARTER FY2023



	Q3 Sales	YOY Change
Chevrolet Trax	37,869	498%
Chevrolet Silverado	139,351	21%
Chevrolet Equinox	48,291	4%
Chevrolet Malibu	33,280	54%
Chevrolet Colorado	25,520	5%
Chevrolet Tahoe	27,578	-7%
Chevrolet Traverse	32,318	27%
Chevrolet Trailblazer	30,671	76%
Chevrolet Suburban	12,083	-11%
Chevrolet Bolt	7,042	100%
Chevrolet Bolt EUV	8,793	-21%

	Q3 ATP	YOY Change
Chevrolet Trax	\$ 24,777	-1%
Chevrolet Silverado	\$ 61,033	1%
Chevrolet Equinox	\$ 32,678	1%
Chevrolet Malibu	\$ 27,900	3%
Chevrolet Colorado	\$ 42,239	9%
Chevrolet Tahoe	\$ 72,976	5%
Chevrolet Traverse	\$ 44,657	0%
Chevrolet Trailblazer	\$ 27,880	-2%
Chevrolet Suburban	\$ 76,594	6%
Chevrolet Bolt	\$ 33,364	-17%
Chevrolet Bolt EUV	\$ 31,365	-10%
Chevrolet Brand overall	\$ 48,074	-1%

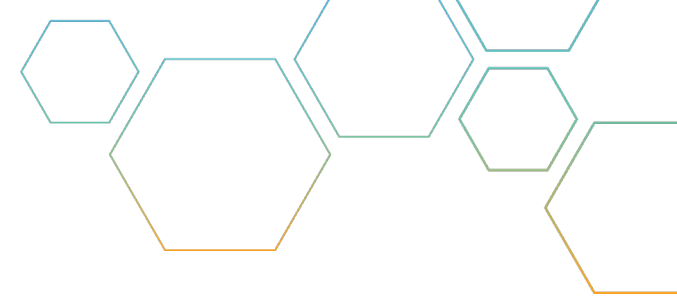
HIGHLIGHTS OF GMC U.S. SALES AND PRICES BY MODEL FOR THIRD QUARTER FY2023



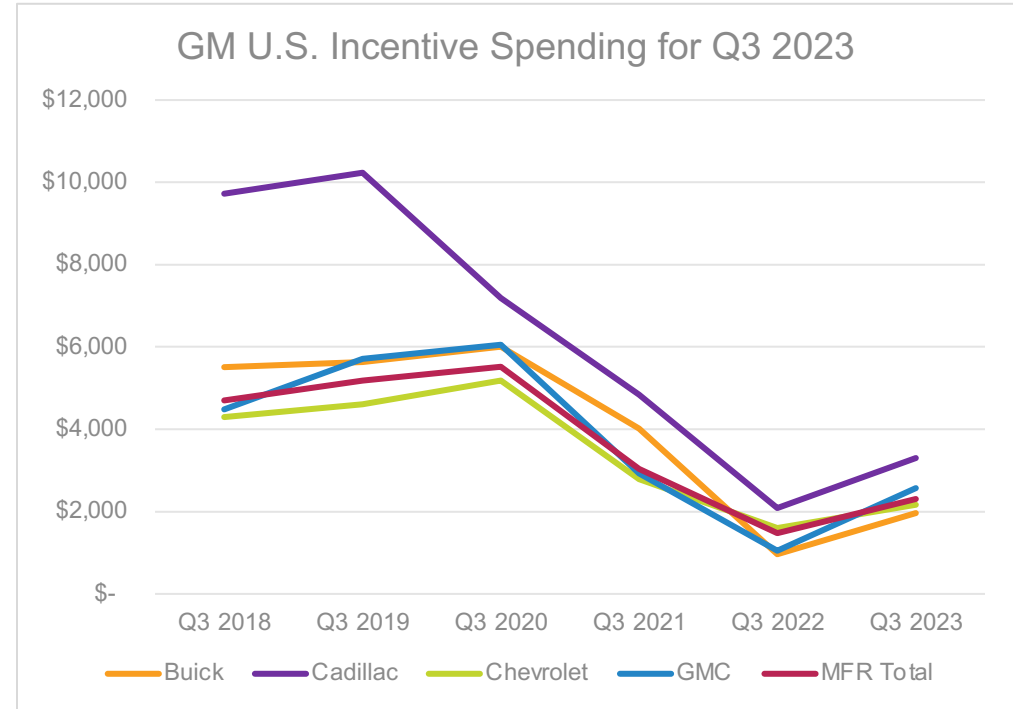
	Q3 Sales	YOY Change
GMC Sierra	73,219	46%
GMC Terrain	17,003	-5%
GMC Yukon	11,763	-7%
GMC Yukon XL	9,395	9%
GMC Acadia	15,398	7%
GMC Hummer EV	874	113%
GMC Hummer EV SUV	293	-

	Q3 ATP	YOY Change
GMC Sierra	\$ 71,718	4.0%
GMC Terrain	\$ 36,470	0.0%
GMC Yukon	\$ 83,531	11.0%
GMC Yukon XL	\$ 87,284	12.0%
GMC Acadia	\$ 46,457	0.0%
GMC Hummer EV*	\$ 128,256	-
GMC Brand overall	\$ 64,049	9%

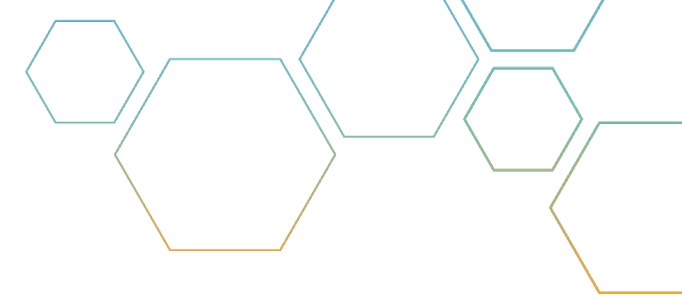
GENERAL MOTORS U.S. INCENTIVE SPENDING FOR THIRD QUARTER FY2023



	Buick	Cadillac	Chevrolet	GMC	MFR Total
Q3 2018	\$ 5,514	\$ 9,719	\$ 4,293	\$ 4,485	\$ 4,701
Q3 2019	\$ 5,633	\$ 10,234	\$ 4,602	\$ 5,705	\$ 5,190
Q3 2020	\$ 6,007	\$ 7,185	\$ 5,184	\$ 6,054	\$ 5,519
Q3 2021	\$ 4,019	\$ 4,845	\$ 2,783	\$ 2,934	\$ 3,030
Q3 2022	\$ 964	\$ 2,086	\$ 1,600	\$ 1,049	\$ 1,476
Q3 2023	\$ 1,968	\$ 3,296	\$ 2,166	\$ 2,567	\$ 2,299
YOY Change	104%	58%	35%	145%	56%



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



	Buick	Cadillac	Chevrolet	GMC	MFR Total
Q3 2018	\$35,464	\$60,825	\$38,327	\$48,618	\$41,221
Q3 2019	\$34,405	\$60,984	\$39,489	\$50,329	\$42,381
Q3 2020	\$33,163	\$55,623	\$41,100	\$53,074	\$43,634
Q3 2021	\$36,023	\$77,246	\$47,690	\$58,154	\$50,454
Q3 2022	\$38,850	\$70,624	\$48,660	\$58,817	\$51,711
Q3 2023	\$36,590	\$74,224	\$48,074	\$64,049	\$52,117
YOY Change	-6%	5%	-1%	9%	1%

