

SALES CHARTS

BAY AREA RETAIL AUTO SALES

The graphs that follow show the sales trends of various car lines, as well as the General Motors total market share. I include them not to be negative nor critical of General Motors, but to show the real world in which we do business.

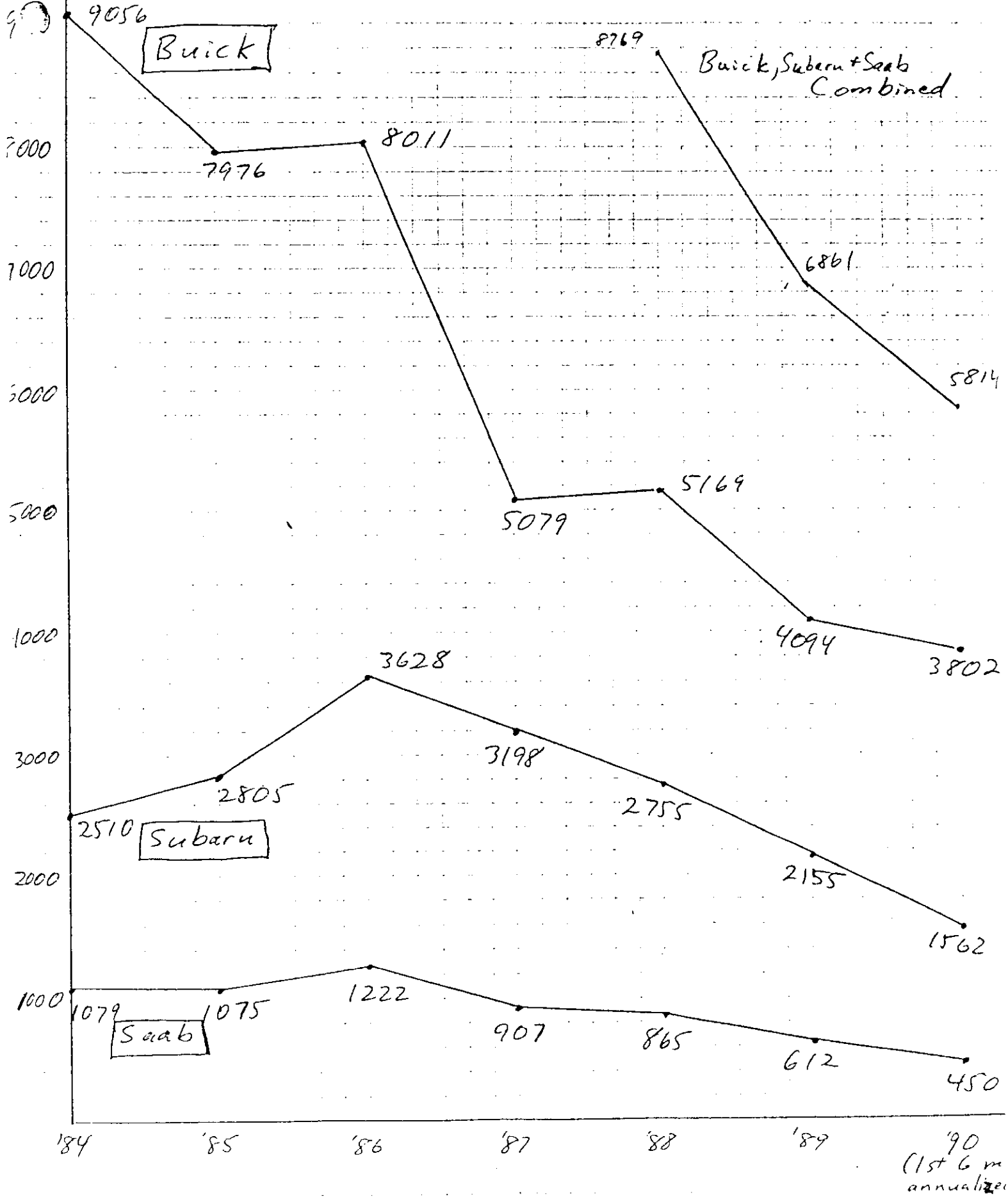
The good news is that all signs are currently that General Motors' market share has bottomed out. Buick's has already turned the corner beginning in July, 1990 (not shown on graphs.)

The other good news is that the total market is bottoming out, and heading for a cyclical recovery. A chart showing Bay Area retail sales follows.

Consequently, there is a double positive effect on General Motors sales from the combined improvements forthcoming. There is every indication that the Auto Mall can be built with the confidence that the worst is over in terms of sales and profitability.

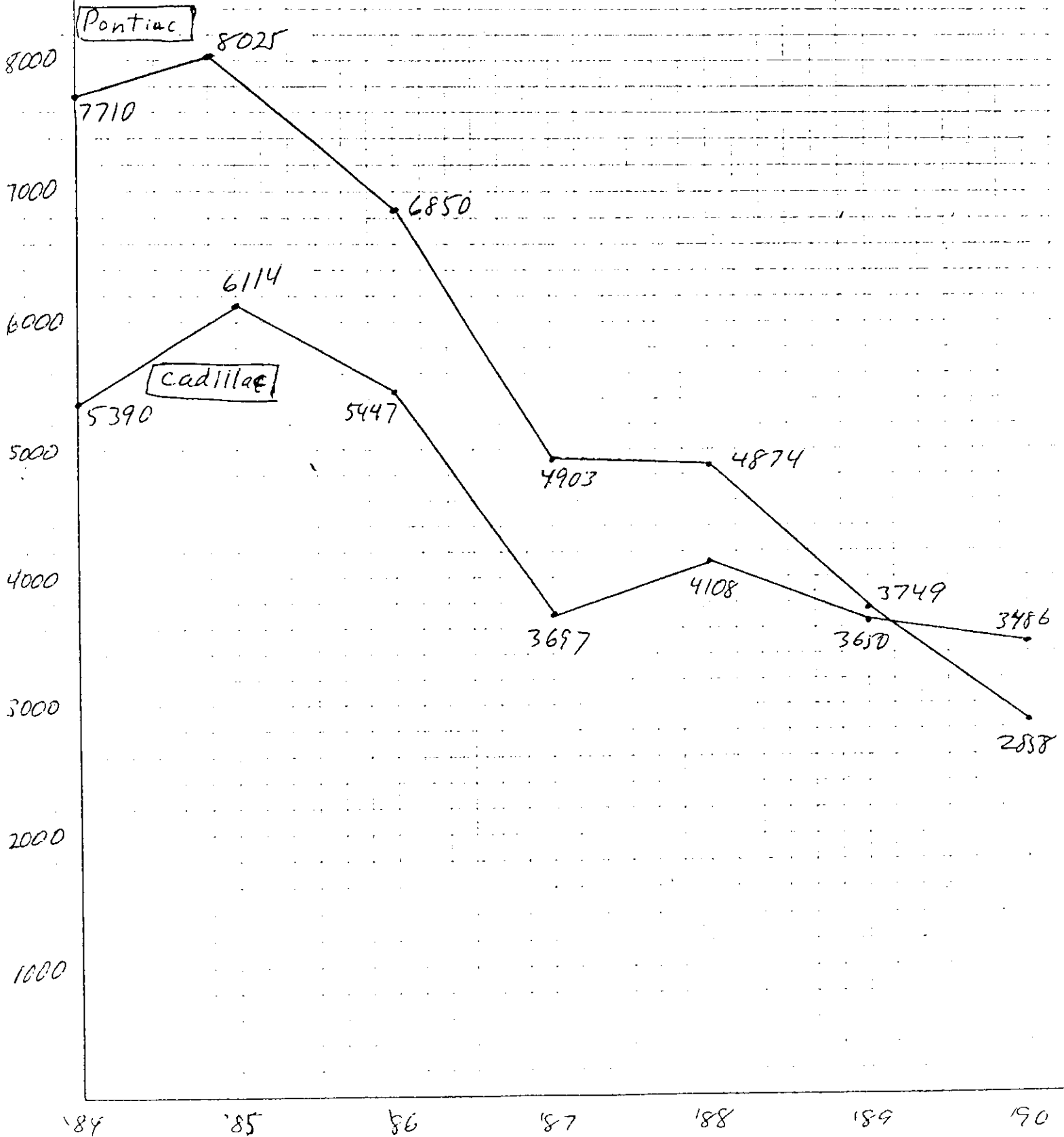
Bay Area Retail Sales

Source: R.L. Polk



Bay Area Retail Sales

Source: R. L. Polk



Bay Area Retail Market Share

Source: R. L. Polk

