



EVERYBODY IN APPROACHING THE EV TIPPING POINT

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ESG AT THE CORE OF OUR BUSINESS

ACCELERATED

Carbon neutral in global products and operations by 2040; eliminating light duty emissions by 2035

VALIDATED

SBTI approved scope 1, 2 and 3 emissions targets

INVESTED

\$25 million climate equity fund

COMMITTED

Source 100% renewable energy to power U.S. facilities advanced to 2025

GM VISION: ZERO CRASHES, ZERO EMISSIONS, ZERO CONGESTION

CONSUMERS WANT A NO COMPROMISES EV TO GROW THE EV MARKET, ADDRESS FOUR PRIORITIES



**COST
COMPETITIVE
WITH ICE ENGINE**



**COMPARABLE
RANGE
WITH ICE ENGINE**



**UBIQUITOUS,
CONVENIENT, AND
FAST CHARGING**



**BROAD BODY
STYLE CHOICE**





DECEMBER 2020

New CR survey finds the majority of consumers are interested in getting an electric vehicle

In a nationally-representative survey of American adults with a valid drivers license conducted from July-August of 2020, 71% said they had at least some interest in getting an electric vehicle (EV) at some point; a total of 31% said they would consider getting an EV for their next lease or purchase.

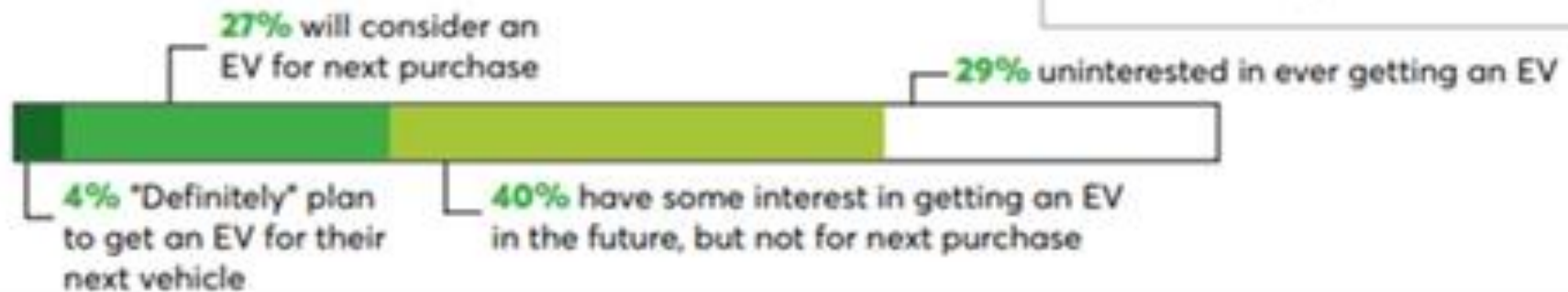
EV INTEREST BY GENERATION

78% of **Millennial** drivers are interested in getting an EV at some point.

70% of **Gen X** drivers are interested in getting an EV at some point.

66% of **Baby Boomer** drivers are interested in getting an EV at some point.

58% of **Silent Generation** drivers are interested in getting an EV at some point.

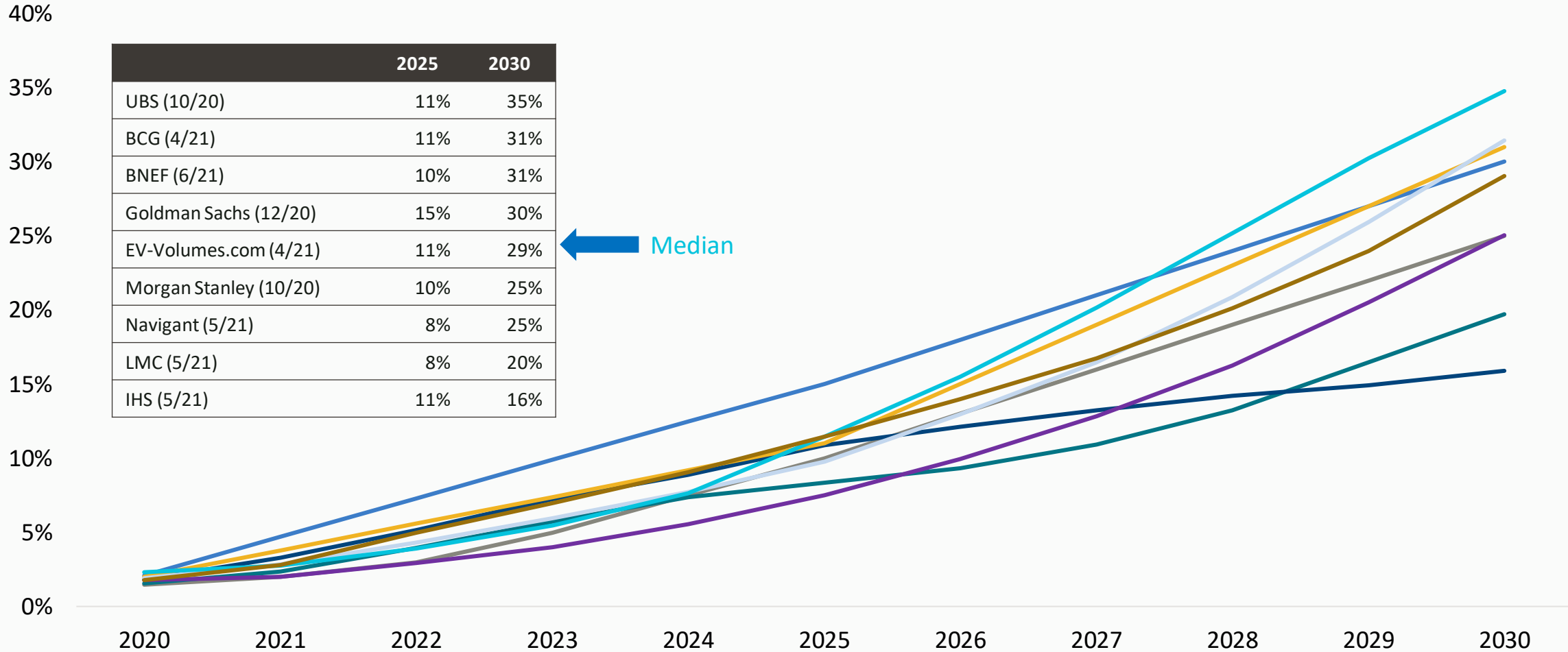


FORECASTS OF U.S. EV ADOPTION RANGE WIDELY BUT CENTER AROUND ~30% IN 2030

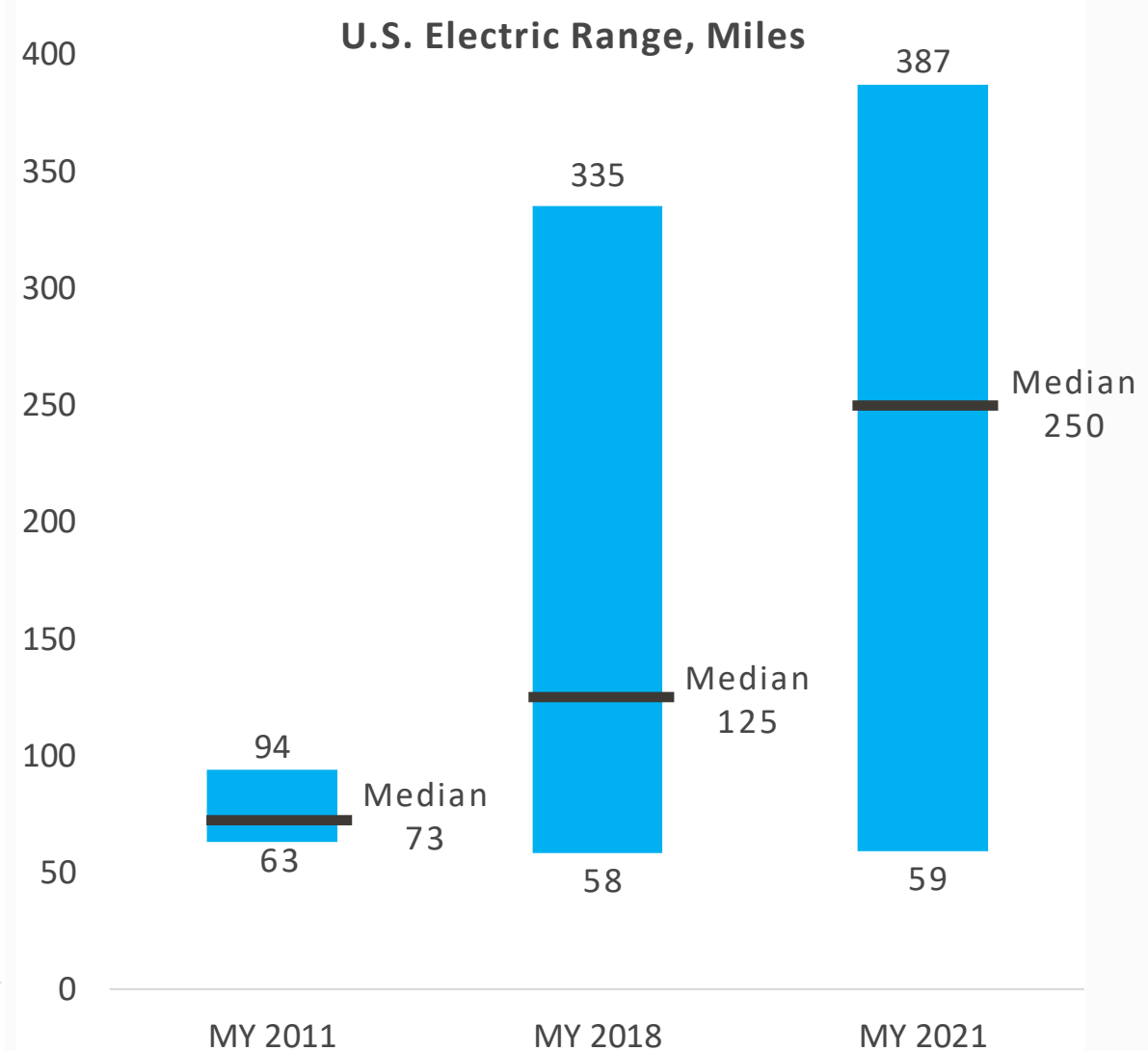
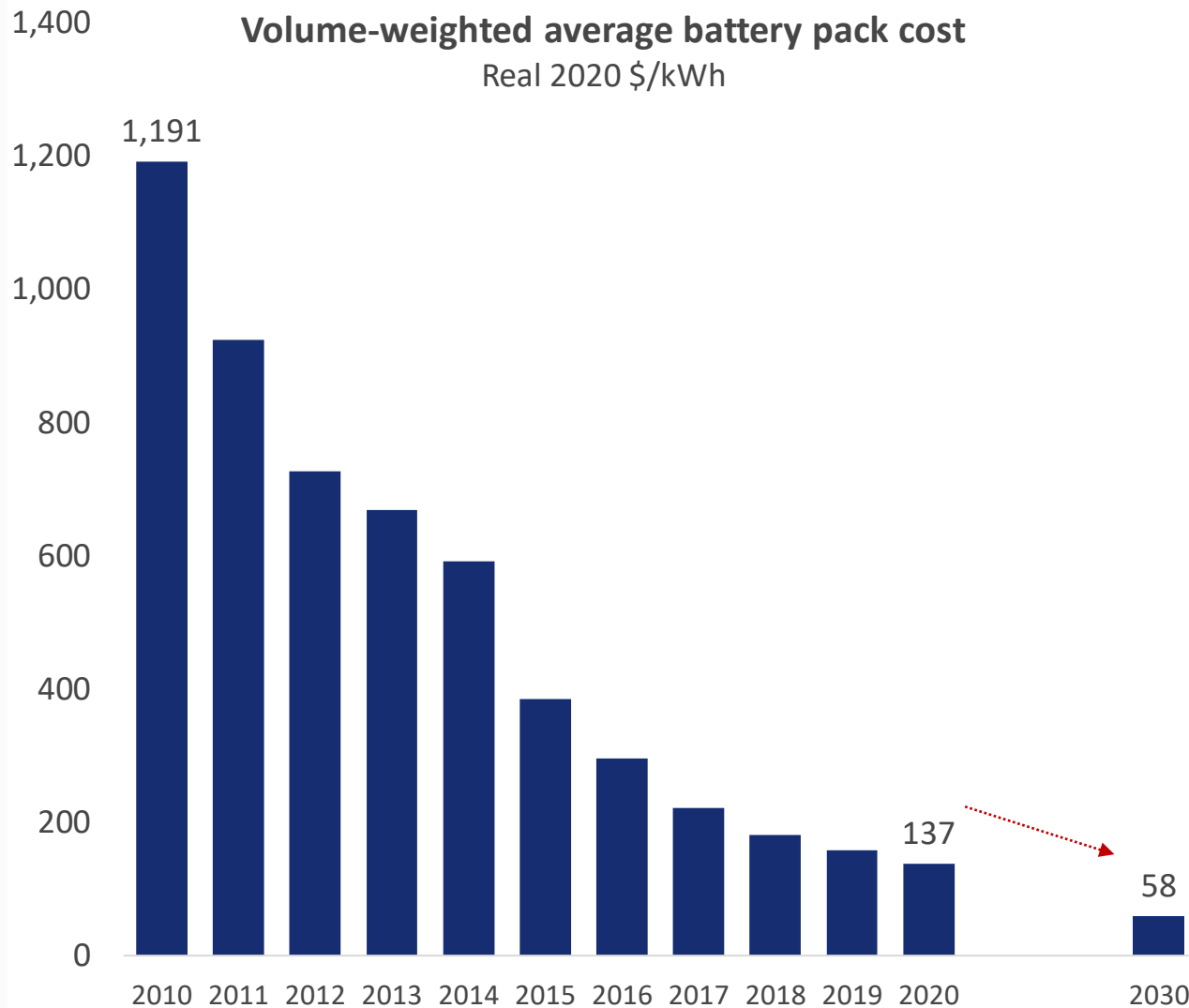


US BEV Penetration

Goldman Sachs Morgan Stanley LMC IHS Navigant BCG BNEF UBS Mid EV-Volumes



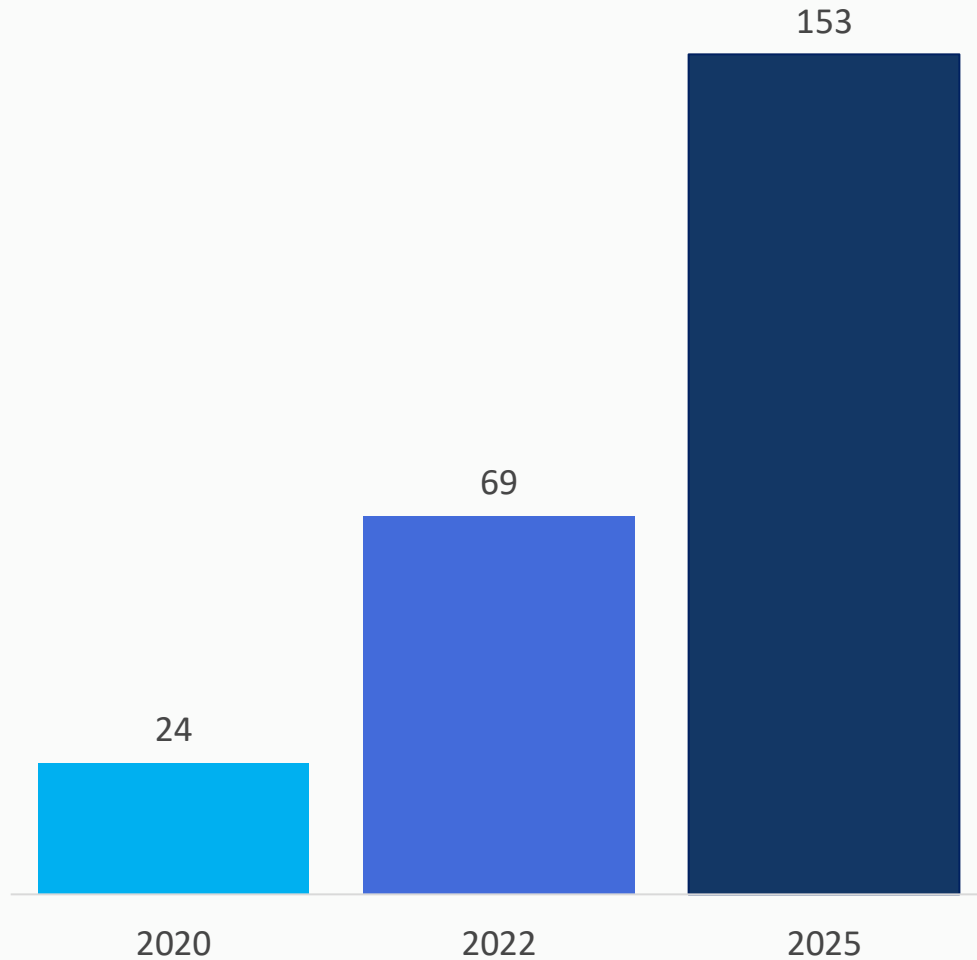
BATTERY COSTS HAVE DECLINED ~20% PER YEAR WHILE EV RANGE IS INCREASING



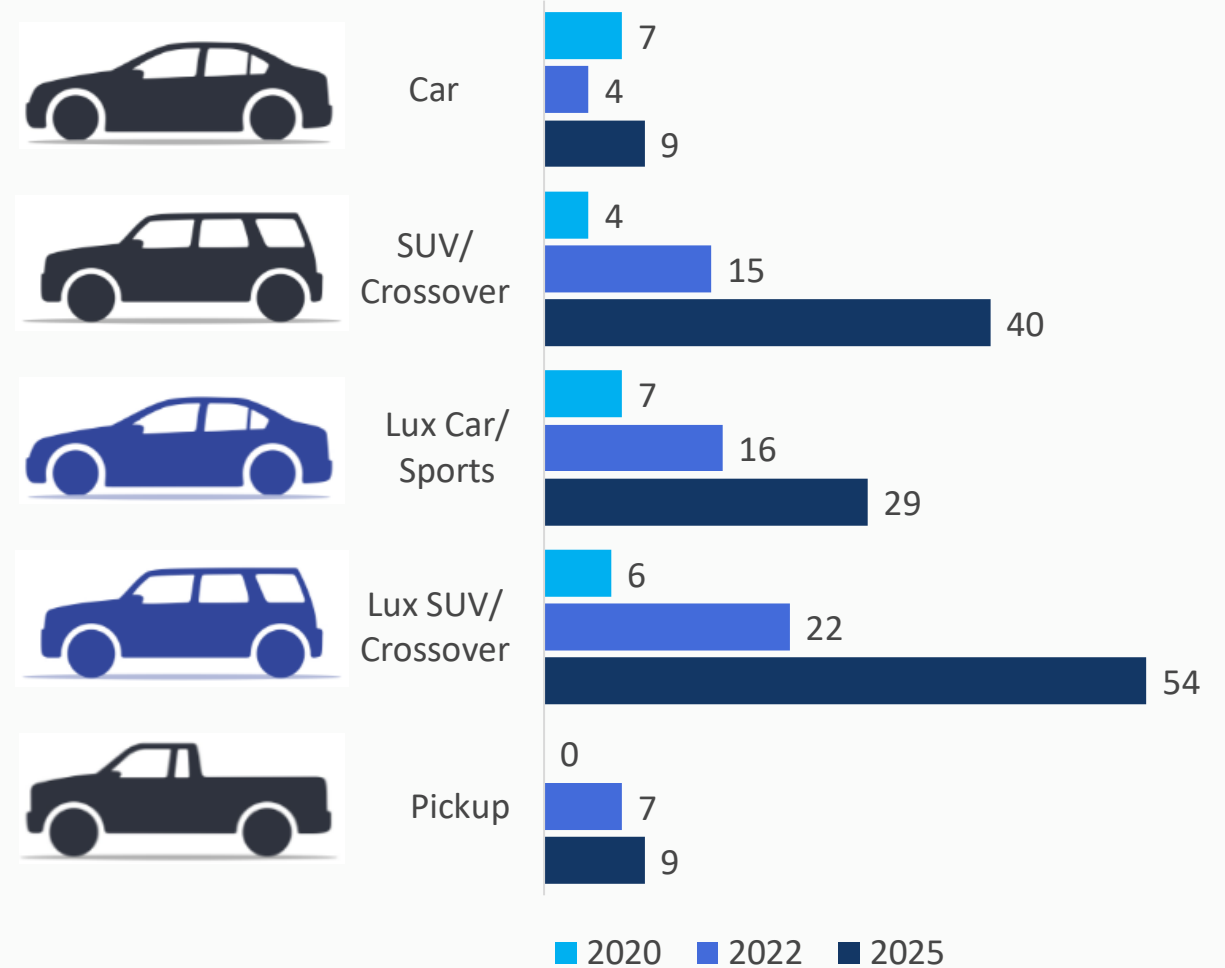


US: NUMBER OF EV ENTRIES INCREASING EXPONENTIALLY

Total U.S. EV Entries



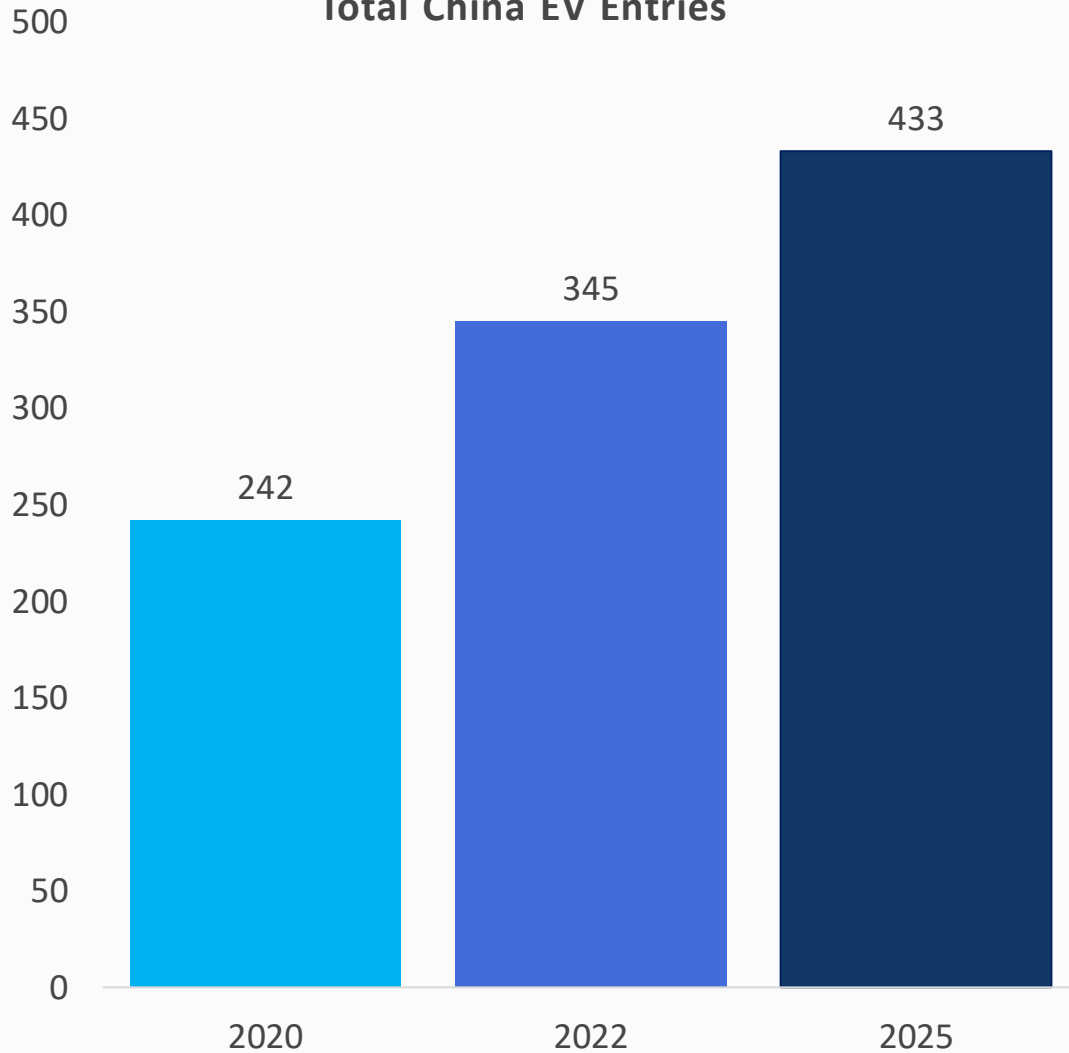
Top EV Segments in U.S.



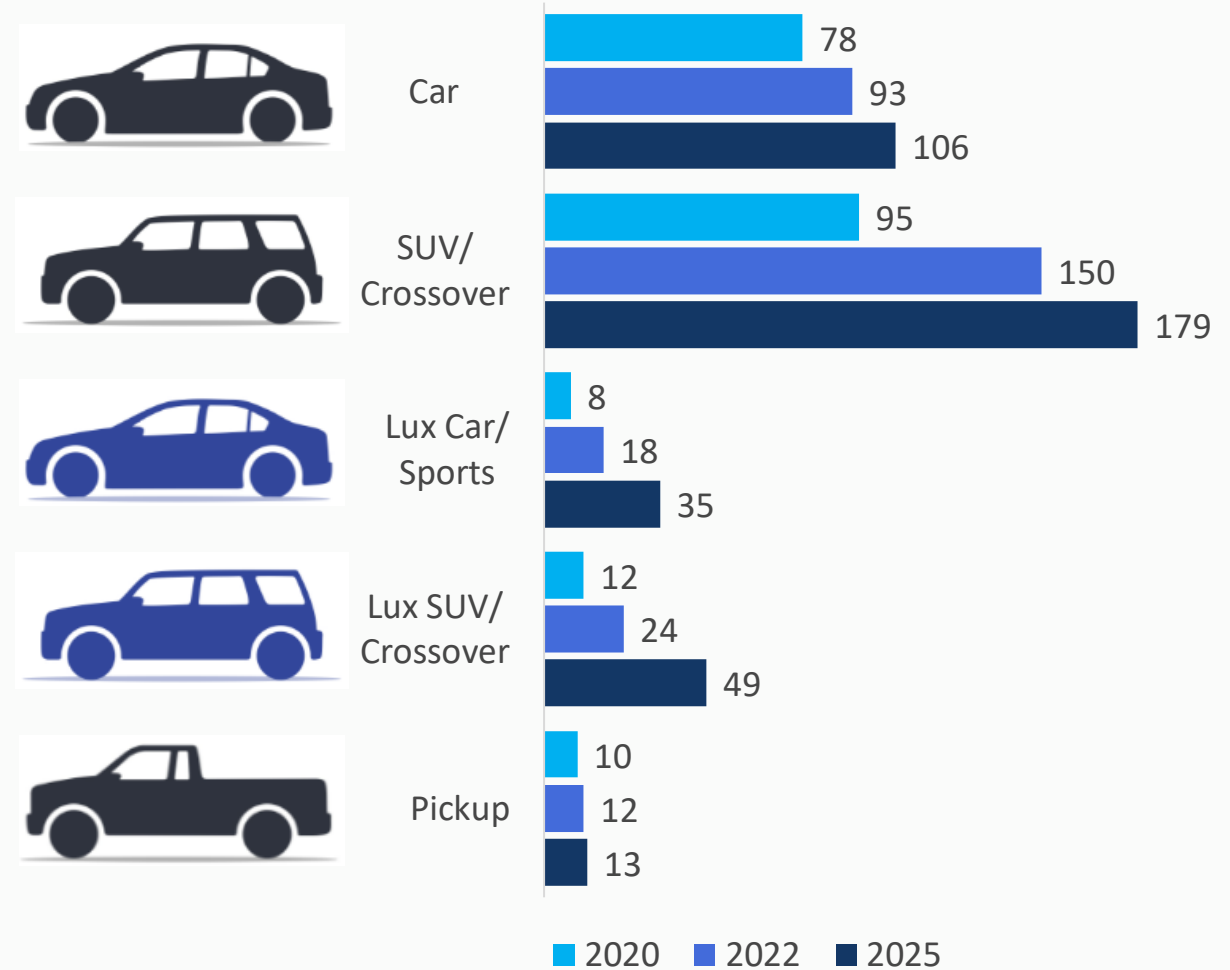


CHINA: NUMBER OF EV ENTRIES IS INCREASING

Total China EV Entries



Top EV Segments in China



A BEV SAVES ~\$1K IN FUEL COSTS PER YEAR

ASSUMES RESIDENTIAL PRICES WHICH VARY BY STATE



Battery Electric Vehicle		Internal Combustion Engine	
Miles per year ¹	12,416	Miles per year ¹	12,416
Electricity (\$/kWh) ²	\$0.14	Gasoline (\$/gallon) ³	\$3.27
Miles per kWh ⁴	3.1	Miles per gallon ⁵	23.6
Fuel cost per year	\$561	Fuel cost per year	\$1,720

¹ Annual miles per vehicle according to *Highway Statistics 2000*; fhwa.dot.gov

² US average residential cost of electricity per kWh, Jul 2021; eia.gov

³ US average retail gasoline price (all grades, all formulations), Sep 2021; eia.gov

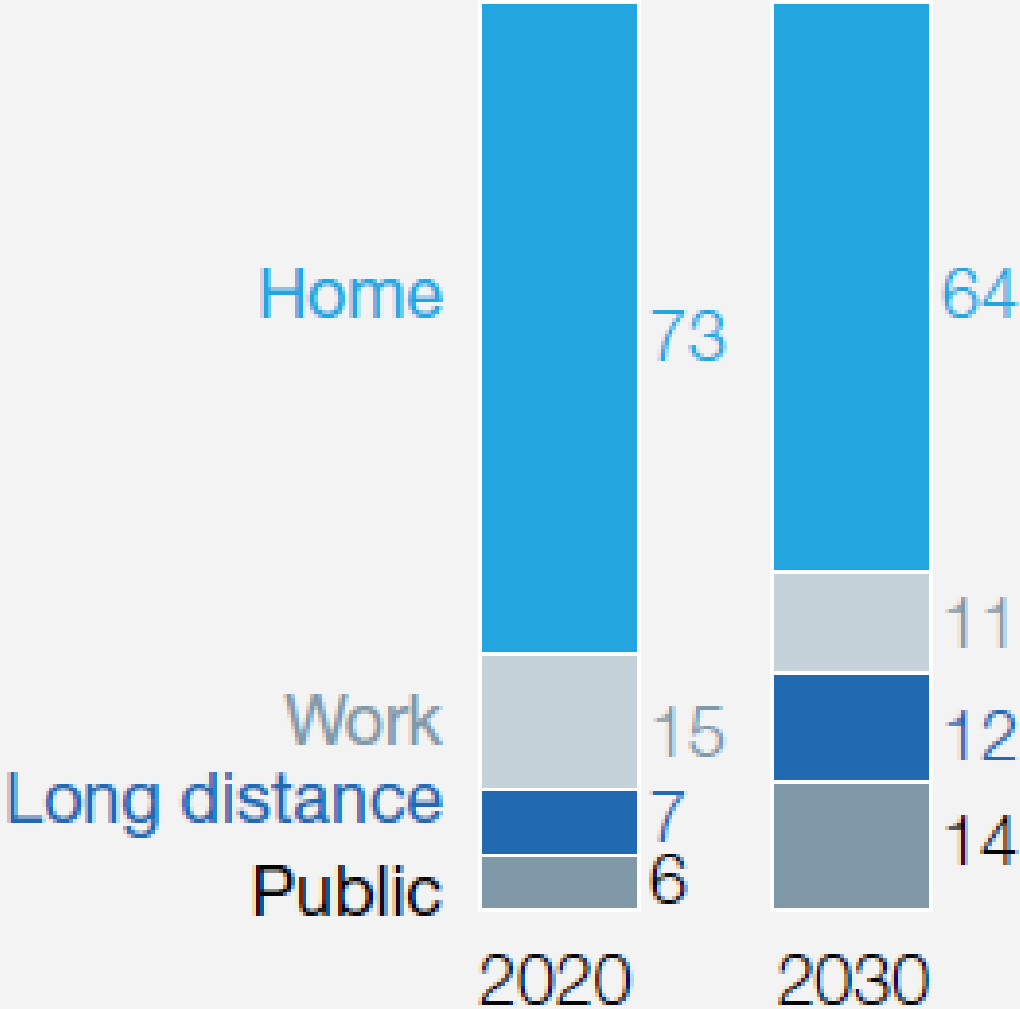
⁴ Median efficiency of 2021 MY electric vehicles is 104 mpge (or 3.1 mi/kWh); fueleconomy.gov

⁵ Median fuel economy of 2021 MY gasoline vehicles; fueleconomy.gov

EARLY ADOPTERS WILL DO MAJORITY OF CHARGING AT HOME OR WORK



U.S. Energy demand, home-centered scenario
% of kilowatt-hours

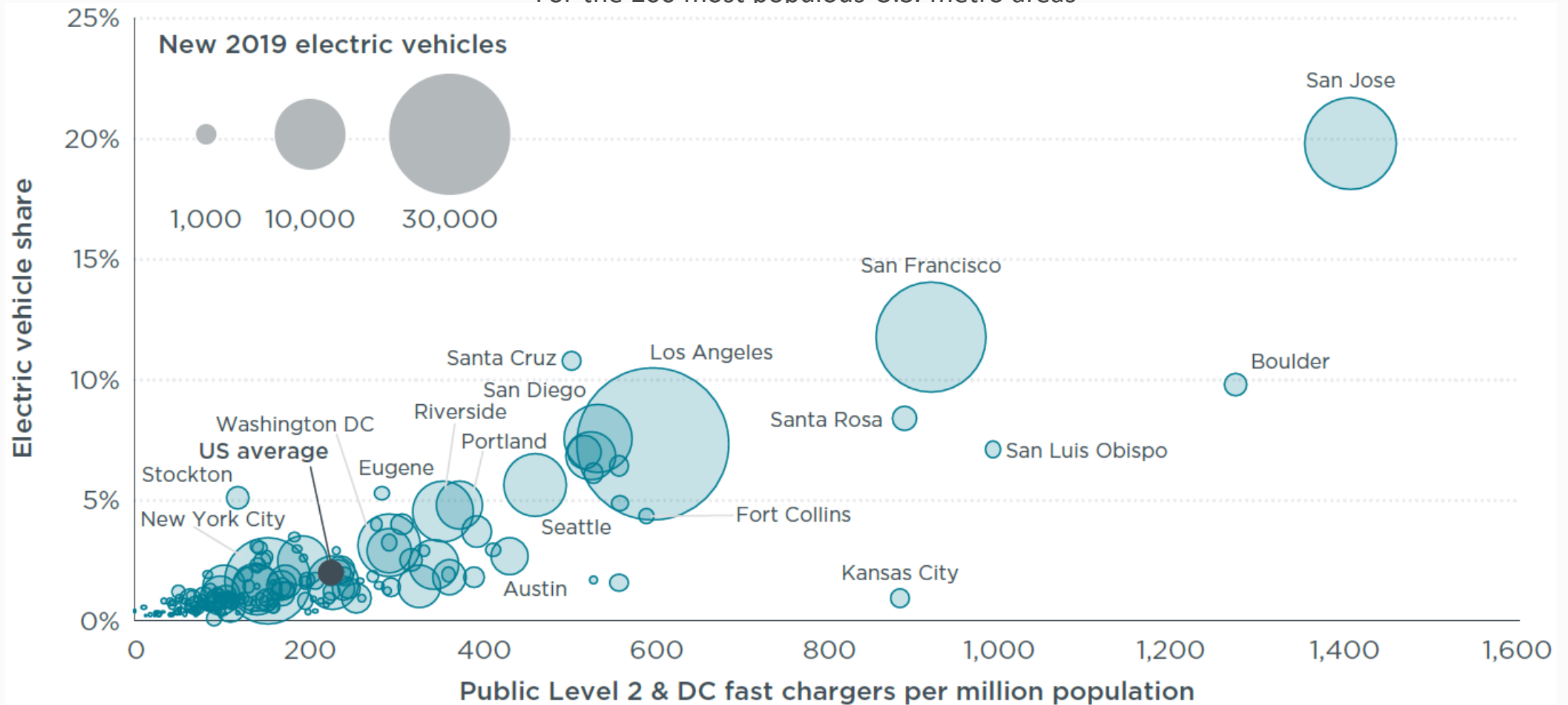


Source: McKinsey, *Charging ahead: electric vehicle infrastructure demand*
general motors



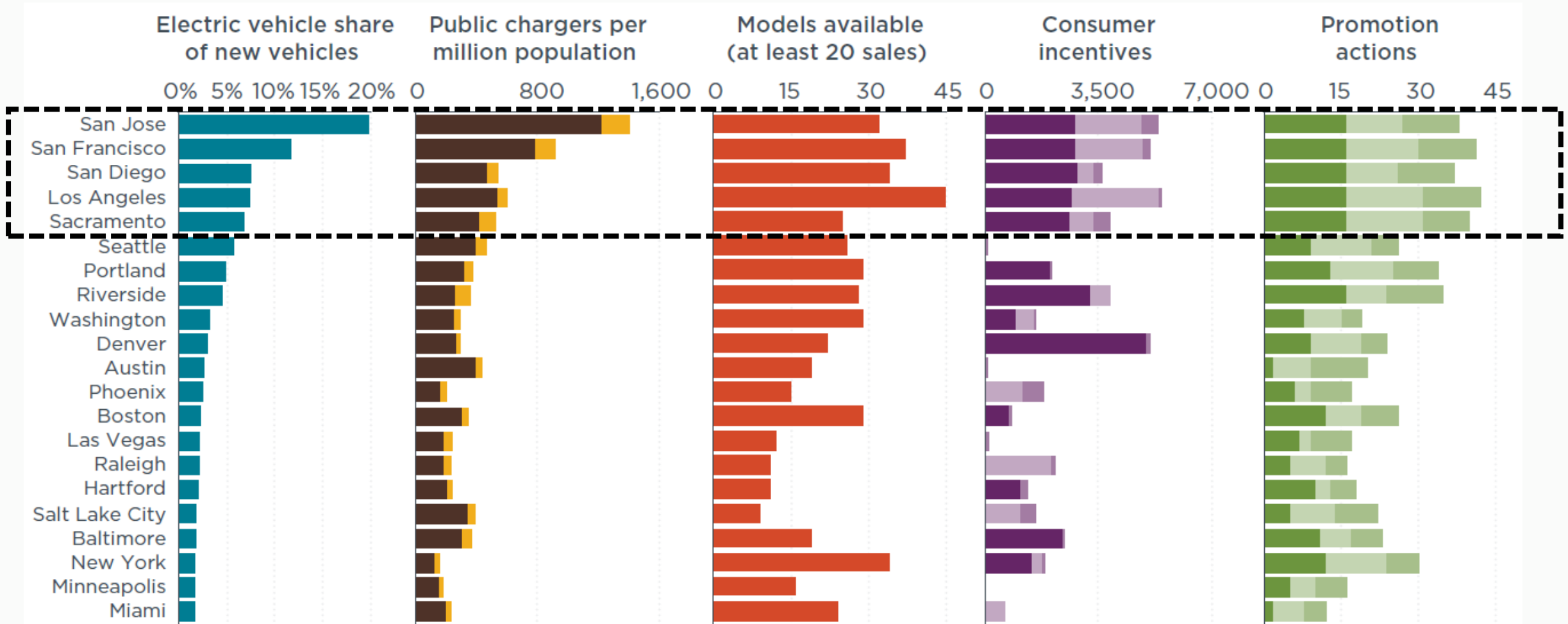
HOWEVER, AREAS WITH HIGHER EV ADOPTION TEND TO HAVE MORE PUBLIC CHARGING INFRASTRUCTURE

CY 2019 EV share of new vehicles and public chargers per million pop.
For the 200 most populous U.S. metro areas



Source: ICCT, Update on electric vehicle adoption across U.S. cities, Aug. 2020
general motors

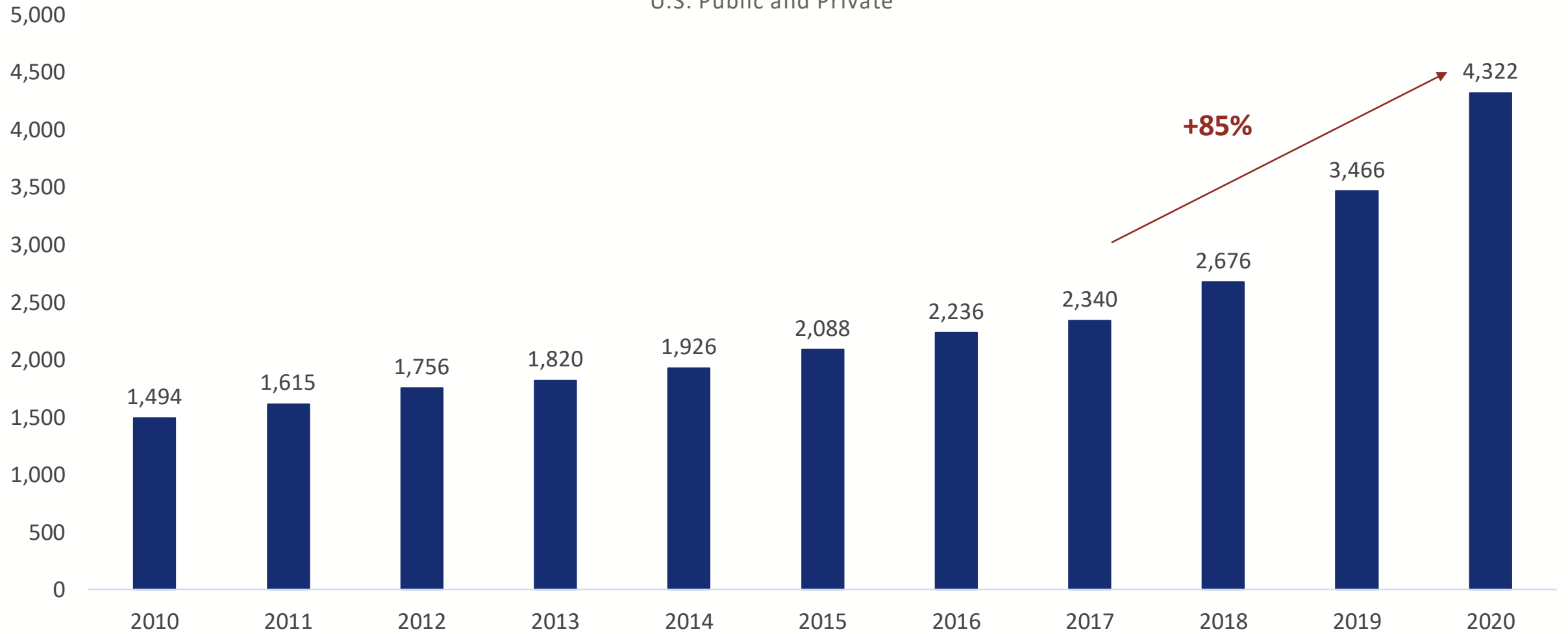
CALIFORNIA CITIES HAVE MORE PUBLIC CHARGERS, HIGH MODEL AVAILABILITY, AND MANY OTHER INCENTIVES





U.S.: GROWTH IN FAST CHARGING IS ACCELERATING

DC Fast Charging Stations*
U.S. Public and Private

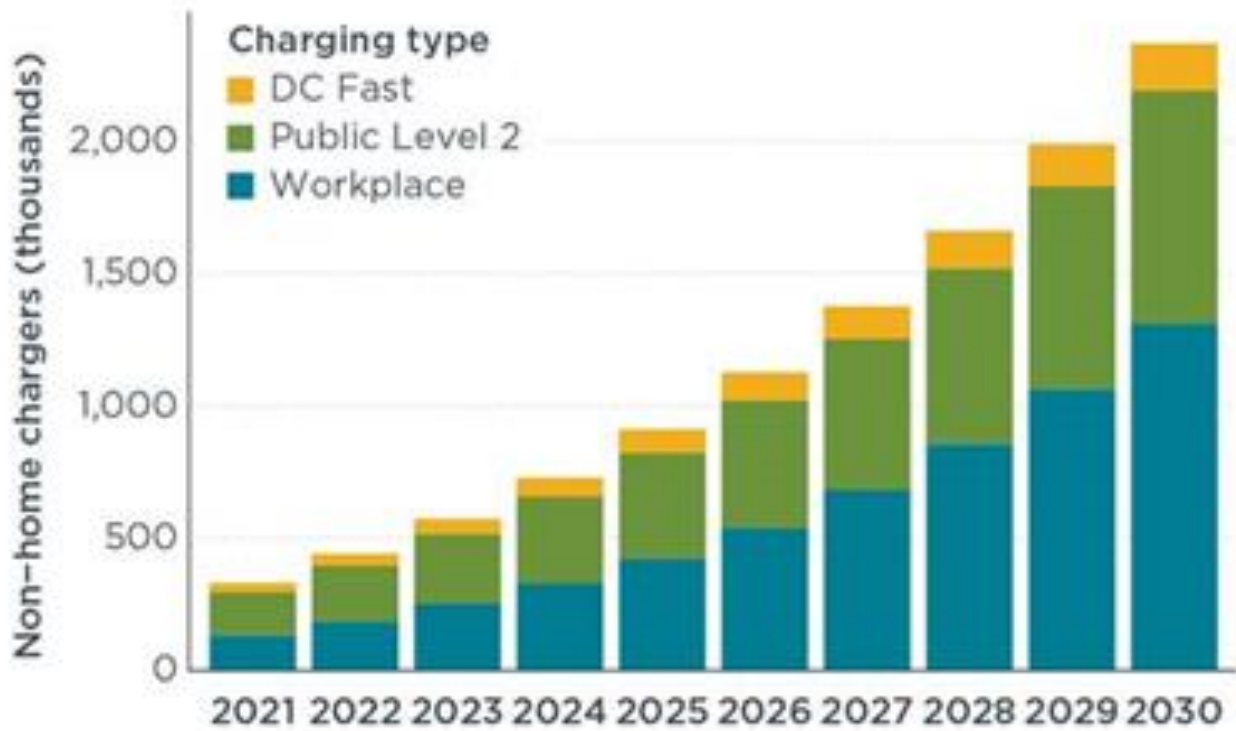


*All DC Fast Charge Stations, including Tesla.
Tesla has a fifth of all DC Fast stations (locations) and half of all DC Fast charging outlets.
Source: Alternative Fuels Data Center

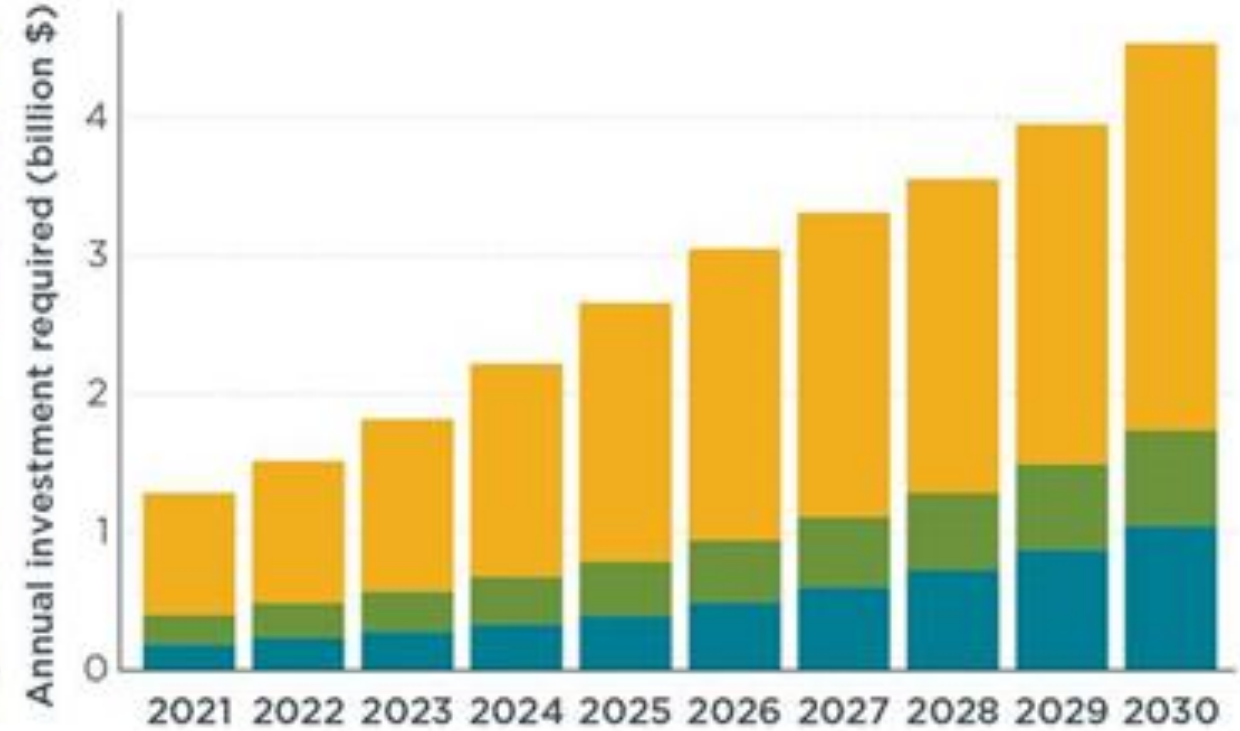
ICCT PROJECTS NEED FOR 180,000 DC FAST CHARGERS 2.4M TOTAL CHARGERS BY 2030 TO SUPPORT EV MARKET



Charging Infrastructure Needed



Associated investment needed to support U.S. EV market through 2030





EVS IN THE BIDEN ADMINISTRATION

1. Point of sale rebates and tax credits to buy U.S.-made EVs

House draft of budget reconciliation bill provides for consumer EV tax credits up to \$12,500 for 10 years; tax credit for commercial EV purchases; and used EV tax credit

2. Public investment in charging stations (500K additional chargers by 2030)

Funding included in Bipartisan Infrastructure Package *and* Budget Reconciliation bill

3. Issued draft regulations tightening GHG and fuel economy standards

4. EVs included in \$35 billion for climate focused R&D

5. Executive orders call for electrifying federal fleet, using tools to shift state/local/tribal fleets to zero emission. Budget reconciliation bill provides \$3B in funding for federal fleet.

Source: White House. Fact Sheet: The American Jobs Plan (3/31/21), Executive Orders "Ensuring the Future Is Made in All of America by All of America's Workers" (1/25/21) and "Tackling the Climate Crisis at Home and Abroad" (1/27/21), joebiden.com.

POLICY MATTERS



ICE PHASE-OUT DATES	
Phase-Out Year	Market
2025	Norway
2030	Iceland
	Sweden
	Ireland
	Israel
	Netherlands
	Singapore
2035	Denmark
	United Kingdom <i>California</i>
2040	Canada
	China
	France
	Portugal
	Spain
	Taiwan

A blue-tinted landscape with rolling hills and a path leading into the distance. The text "THANK YOU" is centered in white.

THANK YOU