

Automotive Forum

2025

INDUSTRY REGULATIONS & THE EV LANDSCAPE

HOSTED BY



J.D. POWER



AF
NY

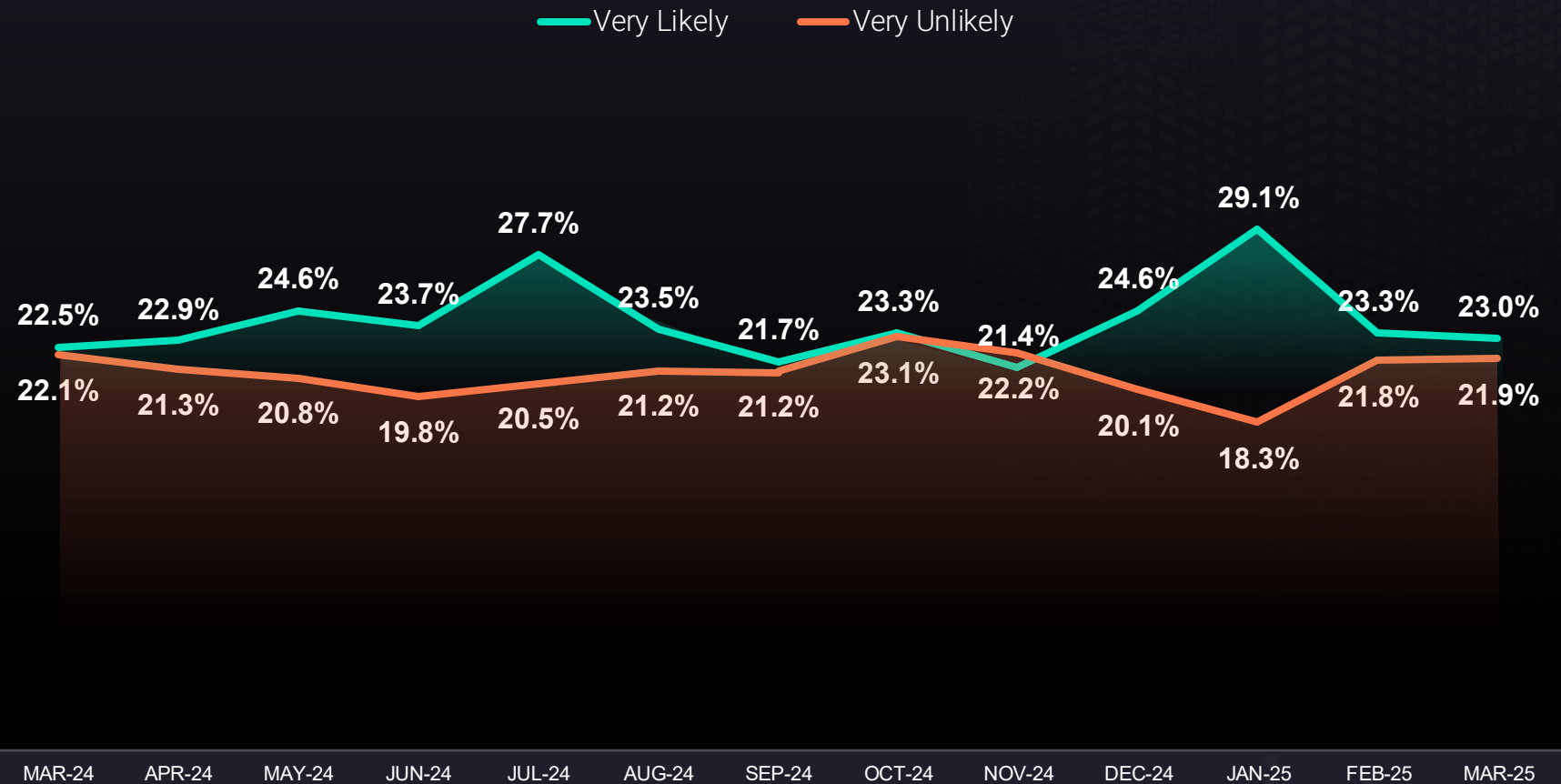


Vehicle Shopper Interest In EVs Is Stagnant At 25%

New vehicle shoppers "Very Likely" to consider an EV reached a low point in November

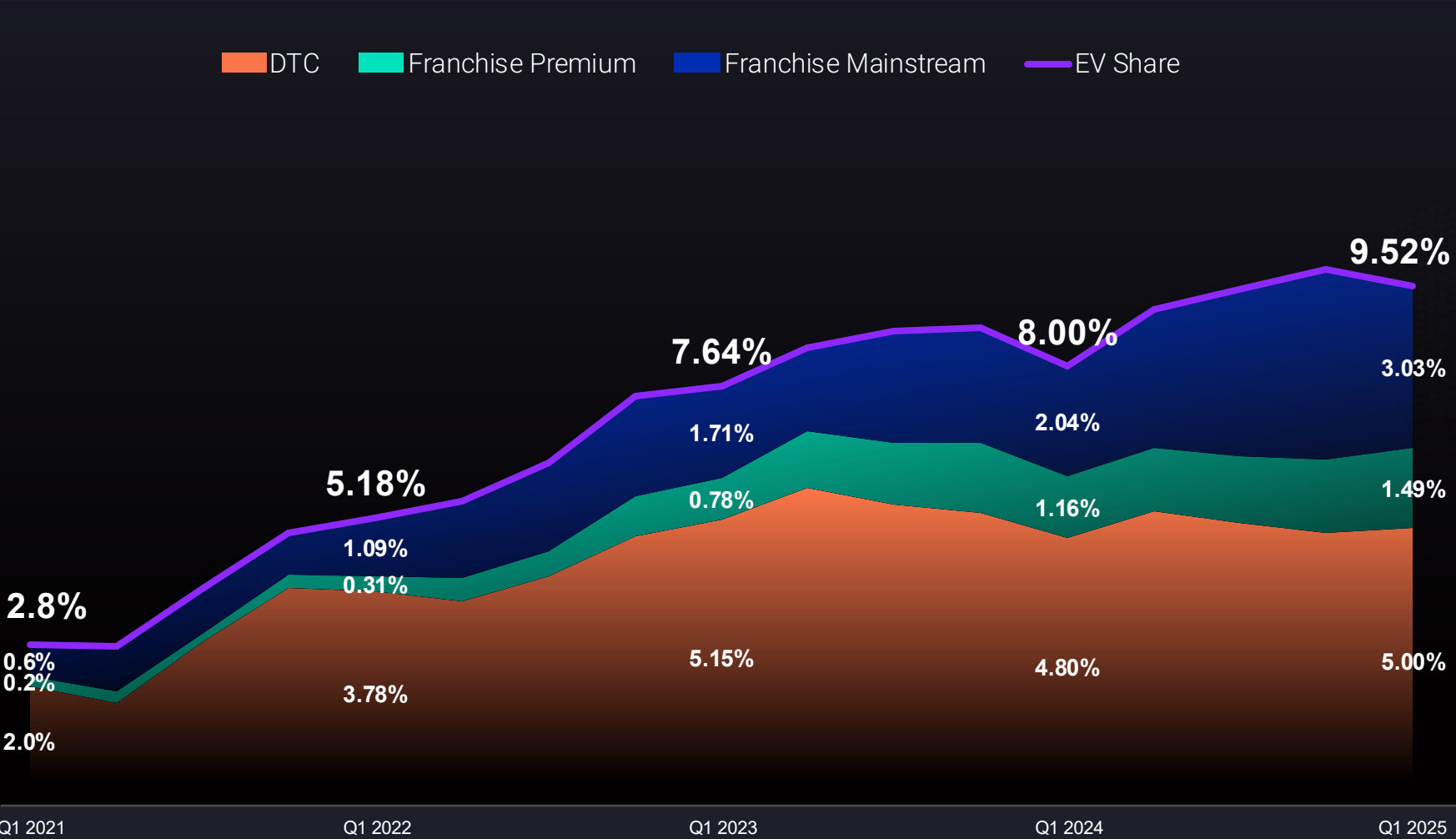
New vehicle shoppers "Very Unlikely" to consider an EV has leveled off

VERY LIKELY VS. VERY UNLIKELY: 13-MONTH ROLLING TREND



Source: J.D. Power EV Consideration Study

Mainstream Franchise Sales Fueling EV Growth



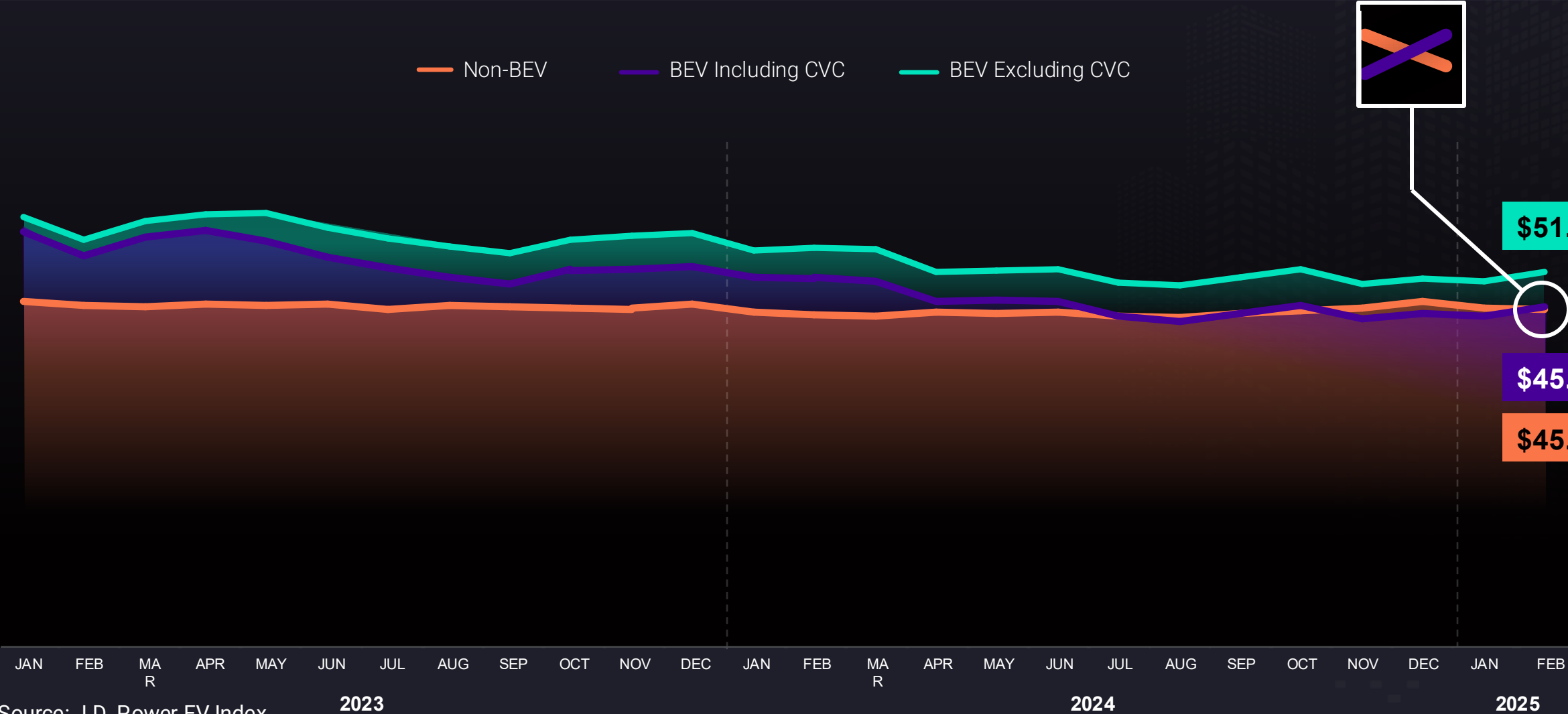
Mainstream Franchise EV Sales Growth in '24

UP
+58%

376,000
UNITS

Source: J.D. Power EV Index

EV Transaction Price At Parity With Federal Incentive



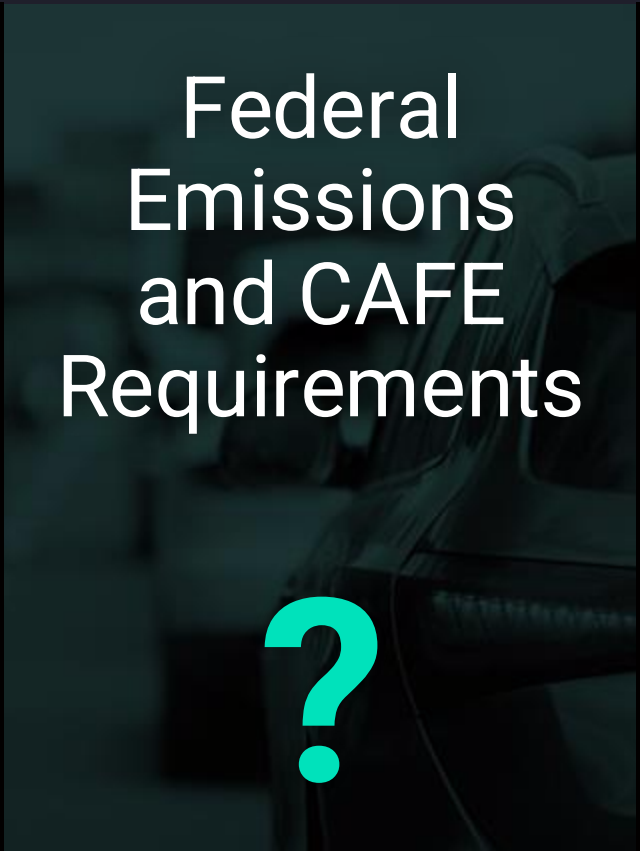
Source: J.D. Power EV Index

New Legislation Will Change The EV Landscape



\$7500 EV
Tax Credit

?



Federal
Emissions
and CAFE
Requirements

?



State ZEV
Mandates

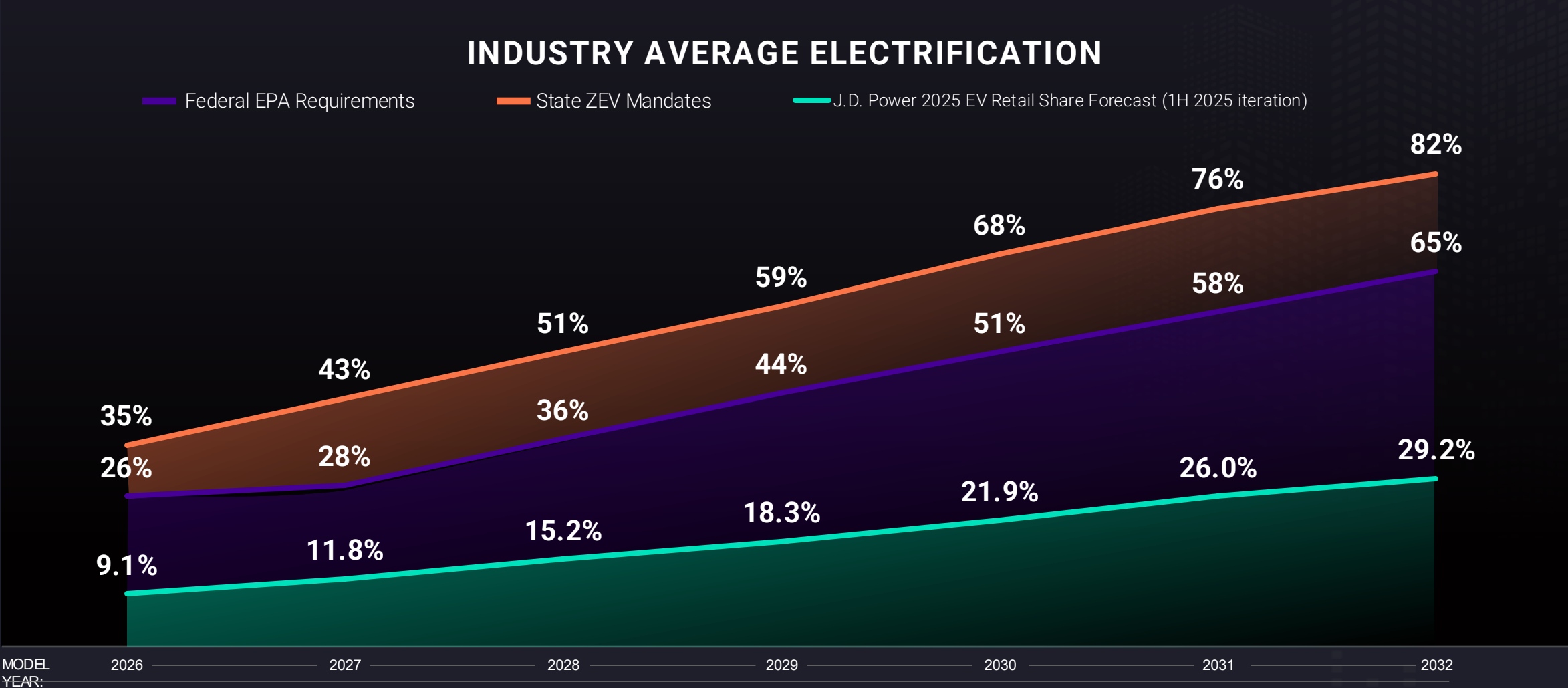
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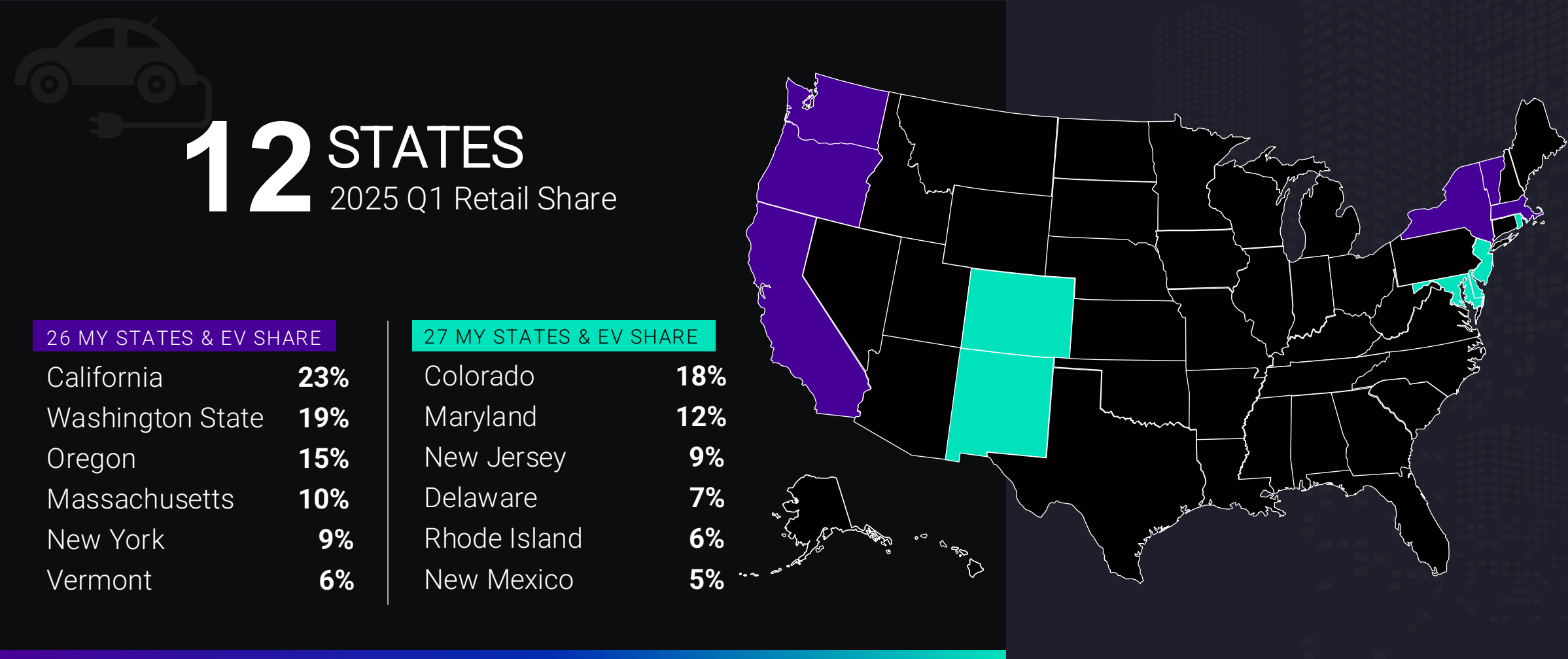
Vehicle
Tariffs

?

Current Federal and State Requirements Are Unachievable Based On J.D. Power EV Forecast



12 States Have Adopted California Zero Emission Policy (Advanced Clean Cars Or ACC II) Requiring 35% EV Share Beginning This Year

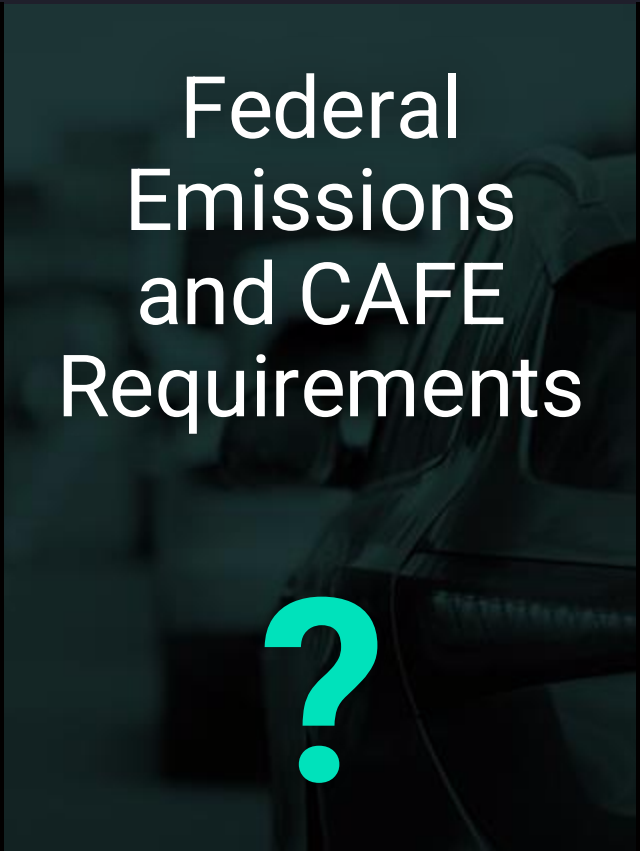


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Thank You



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