

Ohm Analytics Q1 2025

US EV Charging Market Report

Market intelligence for the distributed energy transition.

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To become a data partner for our upcoming Q2 report, contact larsen@ohmanalytics.com

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Research and analytics firm founded in 2018 covering the distributed energy transition



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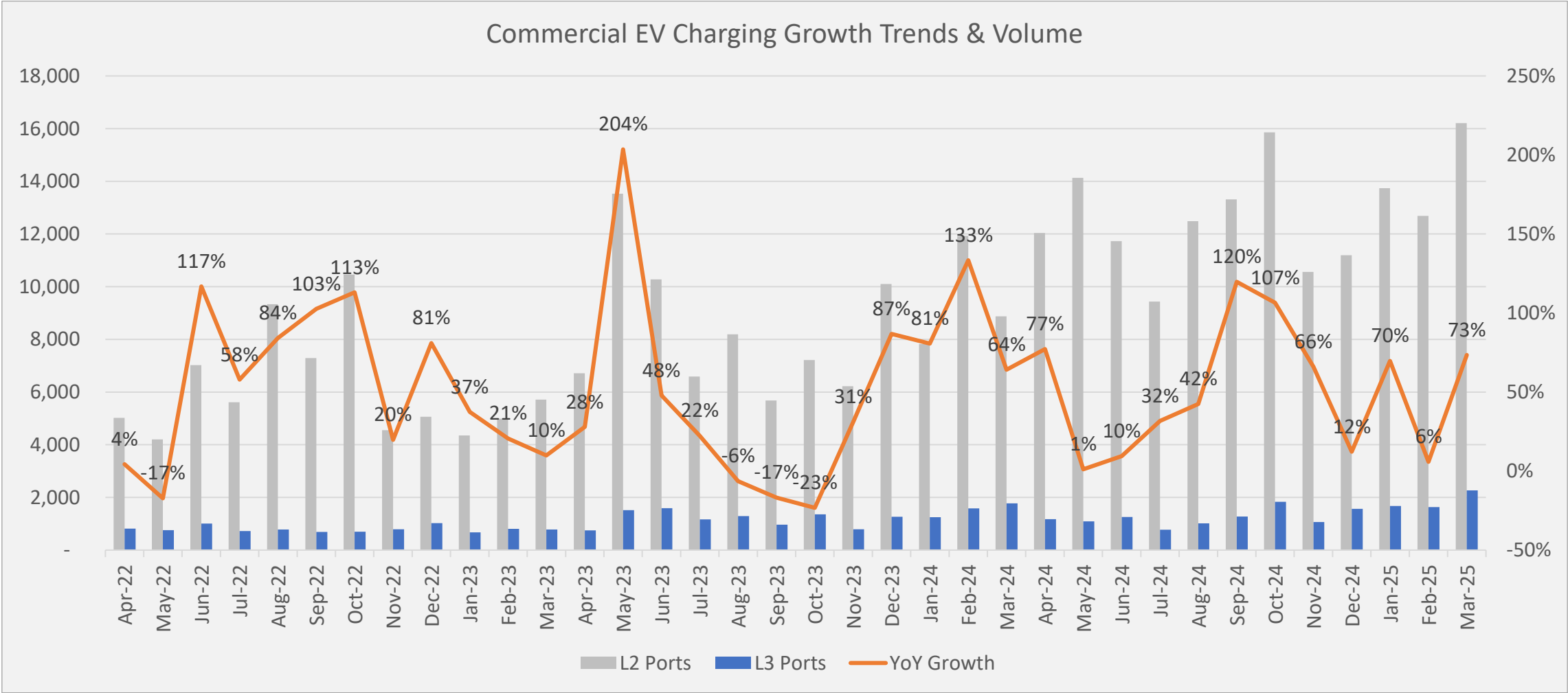
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Executive Summary

Positive Momentum



With a **49% YoY increase in L2 ports** installed and a **20% YoY increase in DCFC ports** installed in Q1 2025, our network is consistently telling us the EV charging market is pushing ahead despite uncertainty from the administration due to EV tax credit cuts. **Fleet and multi-family charging account for 71% of commercial L2 ports** installed in Q1 due to lucrative utility incentives shortening project payback periods.

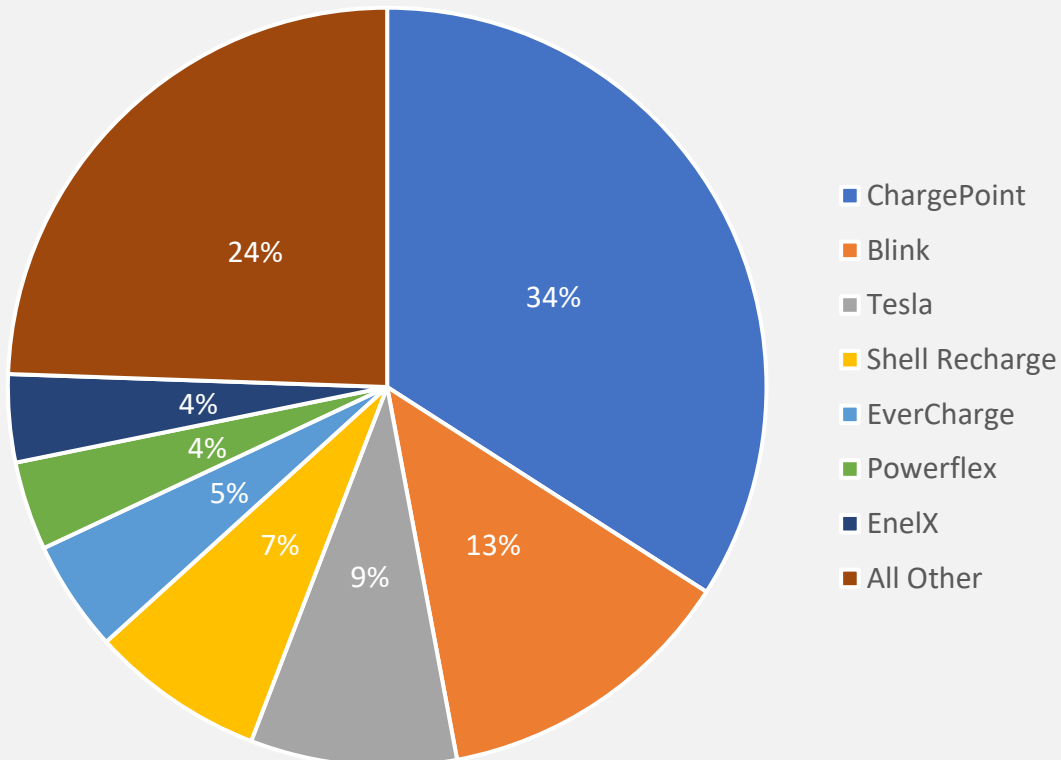


Replacement of Legacy Assets

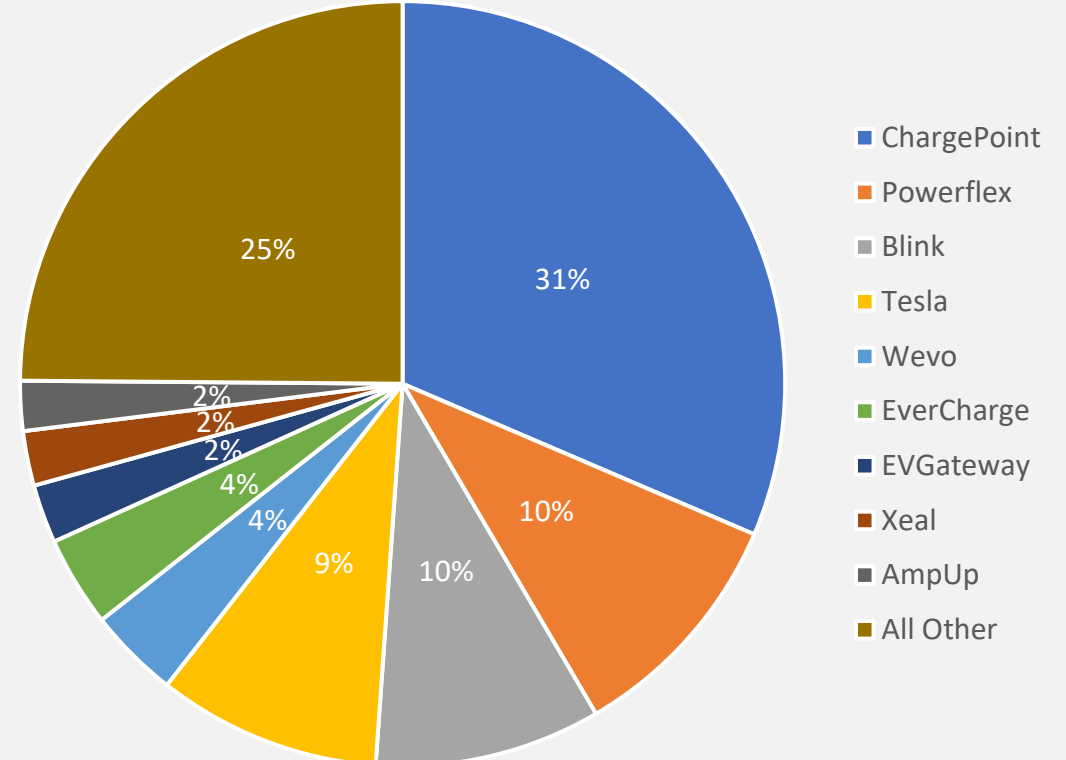


Our network is thinking about the opportunity from upcoming service contract expirations of legacy, low-powered chargers. Many customers are **debating ripping and replacing the assets, repointing chargers to another network or service provider, or looking for O&M solutions to maximize uptime of legacy assets**. We expect this trend to play out over the next year as many chargers with 5-year service contracts are expiring. With about **a third of the L2 market consisting of ChargePoint**, many players in our network see opportunity to increase their market share as existing 5-year ChargePoint and other similar service contracts expire.

L2 Ports Under Management Top 75% - Jan 1, 2024



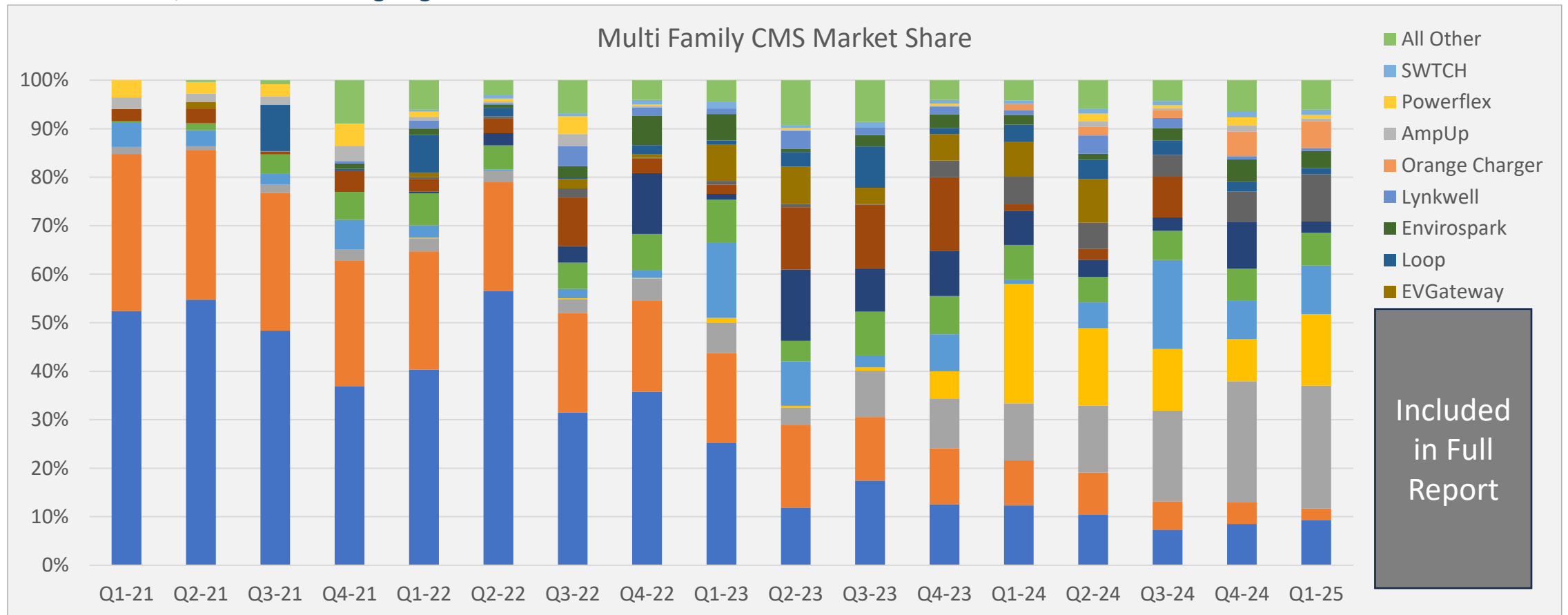
L2 Ports Under Management Top 75% - Apr 1, 2025



Multi Family Business Model Diversity



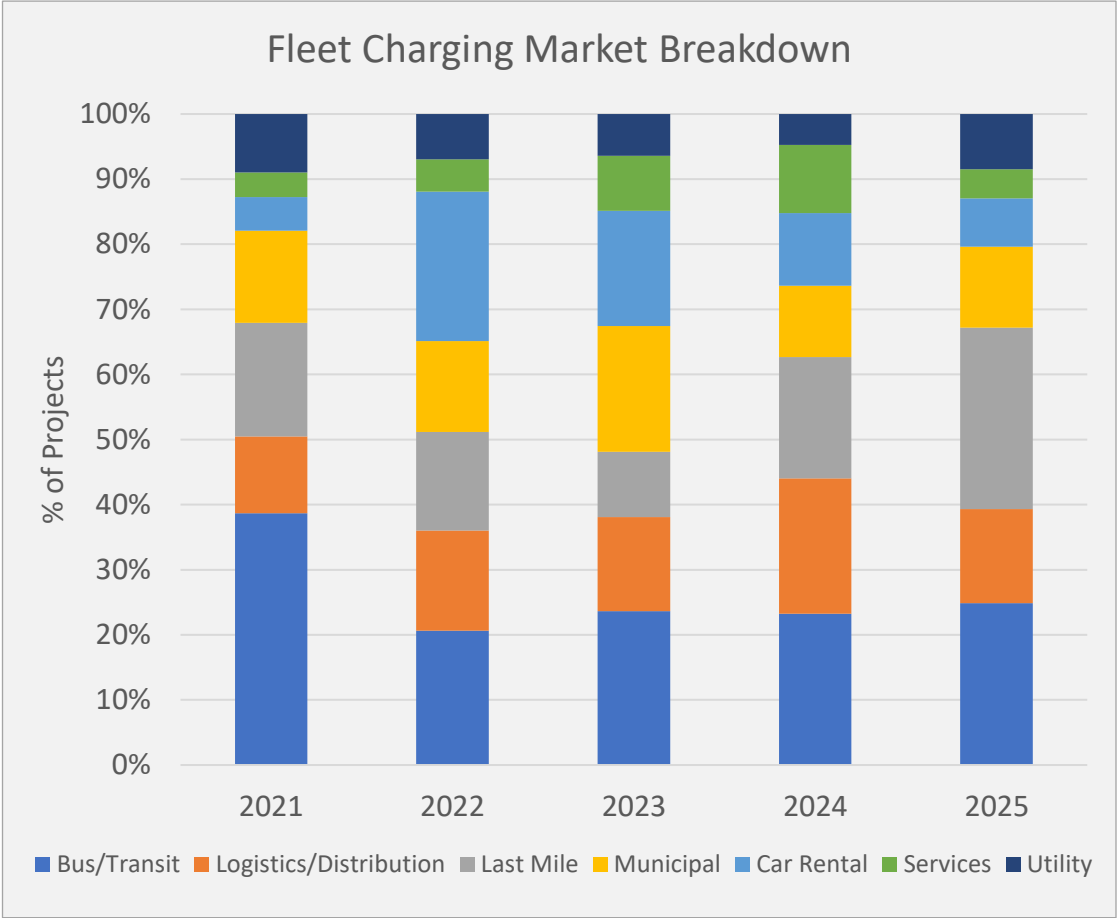
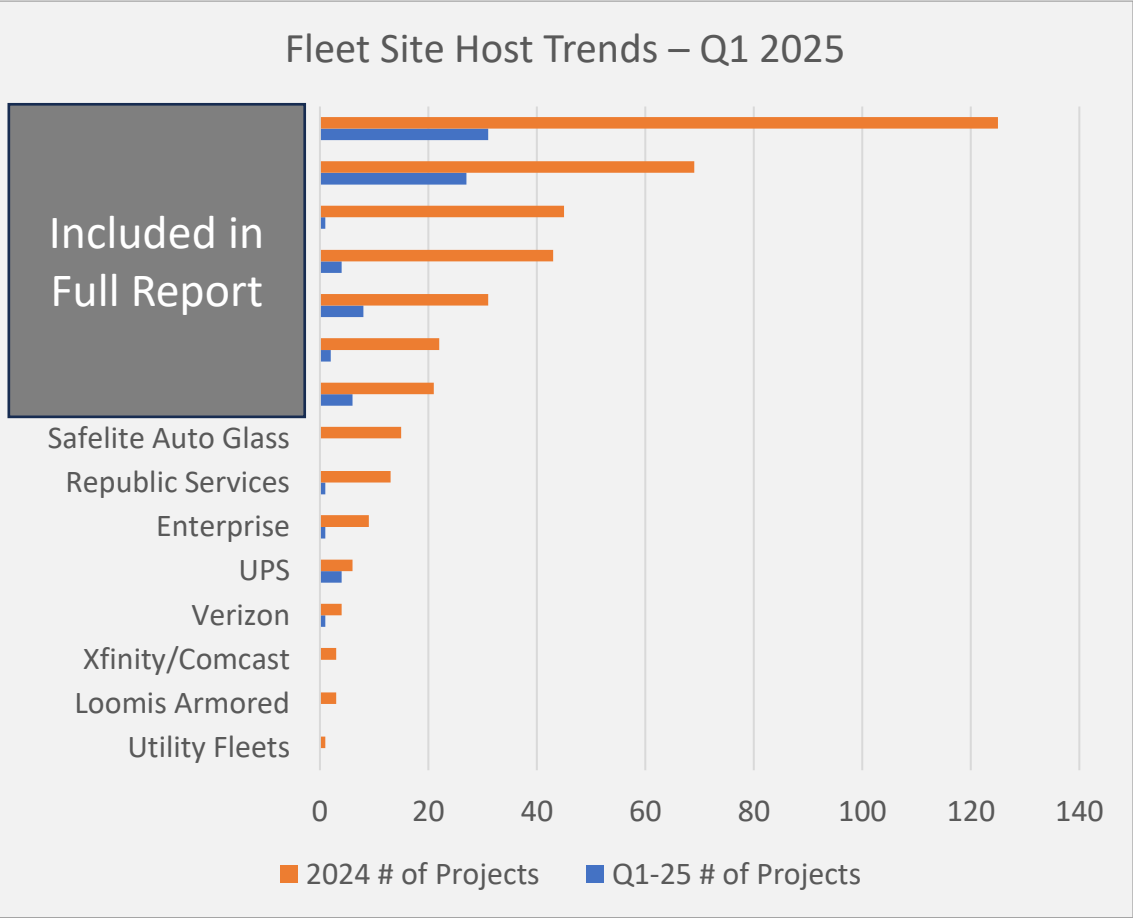
Two popular business models for multi family are (1) building a large number of ports for future demand and (2) building based off current demand and adding more chargers as utilization increases. **ConEd and LADWP territories have high EV adoption and lucrative programs, incentivizing multi family projects that are over 50% larger than the national average of 9 ports.** There is a debate in the industry as to how much providers should overbuild these sites initially, even if rebate programs allow for it. **Many providers are relying on rebate programs that allow them to build for future demand, but we anticipate that providers that can scale up their sites as utilization increases, without relying on incentives, will have success going forward.**



MHD Headwinds



Major headwinds to the fleet industry include **(1) the phase out of the ITC and EV tax credit, (2) the elimination of CA Clean Air Act Waivers, and (3) elimination of the IRA-funded programs**, including the EPA Clean School Bus program. Many school bus and heavy-duty fleet projects are on pause due to a lack of funding. These sub-sectors will be forced to create business models that are less reliant on federal incentive dollars to succeed in the long term, but we expect light duty fleets, especially last mile delivery (28% of new fleet sites in 2025) to continue to electrify as payback periods are shorter than MHD projects, even without vehicle incentives.



EV Charging Policy Updates

California: PG&E V2X Program

3/13/25: PG&E approves GM EVs to participate in their V2X pilot program. The pilot has incentives for residential and fleet participants and previously was approved for Ford F-150 Lightnings.

Minnesota: Xcel Managed Charging

Included in Full Report

Massachusetts

4/1/25: MassCEC opens applications for its V2X Demonstration Projects for residential, commercial, and school bus sectors.

California: PG&E Flex Connect

Included in Full Report

Hawaii

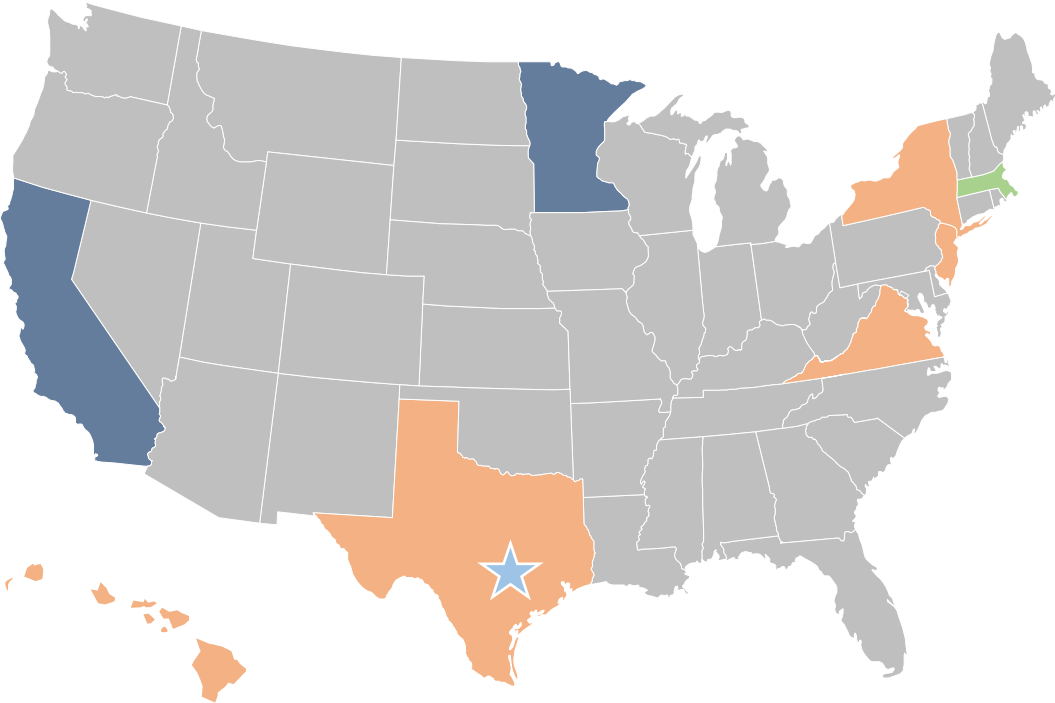
4/8/25: HB 344 passes Senate and House and would require new state buildings to be EVSE ready and retrofit existing state buildings to comply.

New York

Included in Full Report

New Jersey

6/1/25: New Jersey Turnpike Authority does not renew contract for Tesla Supercharging stations along NJ Turnpike. Stations will be replaced by Applegreen Electric and Tesla plans to build new Supercharger stations near the turnpike.



Texas

4/20/25: HB 3511 passes the House and would require enable the Public Utilities Commission to create interconnection standards for EVs to enable V2X and participation in ERCOT markets.

Austin, Texas

4/10/25: Multi family properties must have 40% of parking spaces ready as EV-capable spaces. Low power L2 (20A) solutions are accepted.

Virginia

Included in Full Report

- Building Code
- State Legislation
- State-Level Program
- Utility-Specific Program

Notable Projects: Q1 2025

WA: SWITCH & Greystar

Jan&Feb 2025: Resound Energy installs 144 SWITCH/Wallbox ports at 8 Greystar properties in Seattle in Q1. Ohm is tracking 264 ports across 14 properties total.

NE: Amazon Fleet

3/19/25: Amazon is installing 100 L2 chargers and 16 L3 chargers at a last mile delivery site in Omaha.

MI: Grand Rapids Bus Fleet

Included in Full Report

NH: IONNA Rechargery

1/29/25: AGI breaks ground on IONNA Rechargery in Portsmouth with 6 Alpitronic HYC400s.

NV: 64 Port Fast Charging Station

Included in Full Report

CA: Netflix Workplace Charging

1/16/25: Morrow-Meadows installs 21 L2 ports and 1 DCFC port at the Netflix office in Los Angeles.

CA: Penske Truck Rental

Included in Full Report

CO: FBS for Avis/Budget

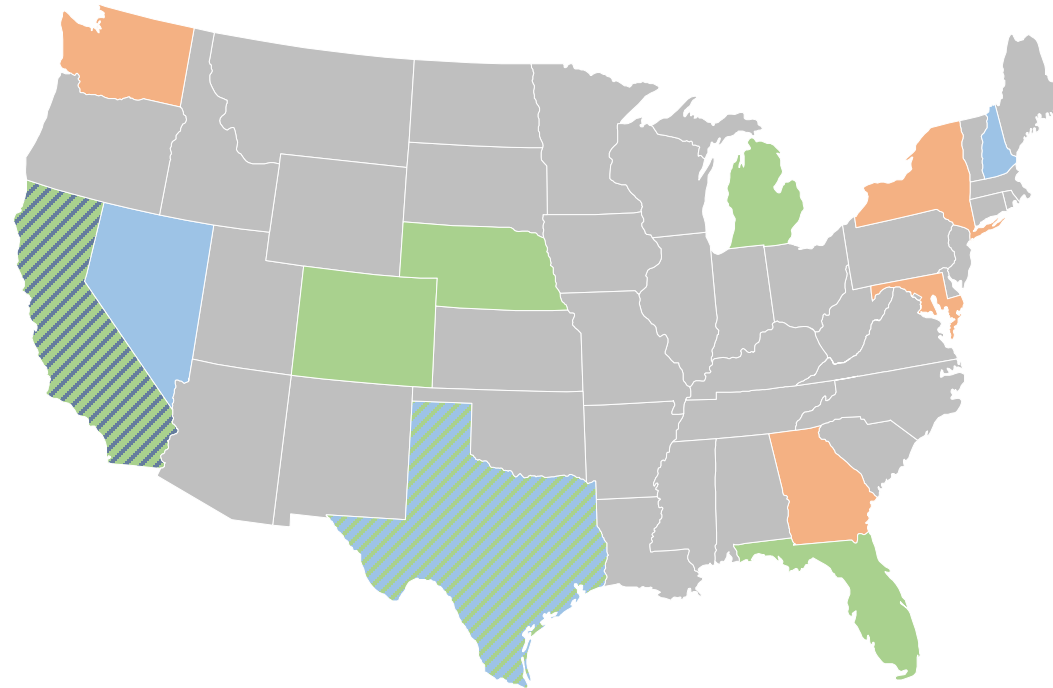
2/3/25: Facility & Building Solutions installs 14 48a L2 ports and 8 240kw L3 ports at Avis/Budget at the Denver International Airport.

Multi Family

Workplace

Fleet

Fast Charging



NY: DVM Industries

Included in Full Report

GA: Envirospark Multi Family Projects

Q1: Envirospark installs 76 L2 ports across 10 multi family properties in the Atlanta metro area in Q1.

FL: 5 Amazon Depots Built in Q1

Included in Full Report

TX: New Fast Charging Options

Included in Full Report

TX: Miller Electric - UPS Fleet

3/18/25: Miller Electric Company installs 10 L2 chargers for UPS fleet in El Paso.