SECTOR UPDATE

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EV/Mobility Team

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Batteries (OVERWEIGHT)

EV Pulse: February US EV sales & JV dissolutions

- EV sales in the US grew 6% m-m but diminished 20% y-y to 88,000 units in February, showing a modest recovery from the seasonally-weak sales in January.
- Tesla and Toyota's strong performance is attributed to their low reliance on EV tax credits, indicating that automakers heavily reliant on the credits are likely to suffer a market-share erosion unless they offer deeper discounts.
- Korean battery manufacturers' key customers took write-downs over EVs in 4Q25 and have decided to dissolve their US battery JVs. Going forward, operational efficiency will become even more critical for battery companies.

WHAT'S THE STORY?

EV sales in US fall 20% y-y in February: Automakers sold 88,000 EVs (PHEVs+BEVs) in the US in February (+6% m-m and -20% y-y). With the same number of business days as last year, per-business-day EV sales came to 3,657 units (+14% m-m and -20% y-y). Such results rebounded from the seasonally-weak performance in January but the year-over-year decline persisted, driven primarily by the phase-out of federal EV tax credits.

- **Tesla (37,000 EVs; +4% y-y):** Tesla's EV sales in February came to 36,500 units (-17% m-m and +4% y-y). Per business day, its sales volume was down 10% m-m but up 4% y-y. Reductions in sales of the Model X (-54% y-y) were partially offset by a rise in Model Y sales (+9% y-y).
- **GM (9,000 EVs; -6% y-y):** GM's EV sales in February totaled 8,792 units (+62% m-m and -6% y-y). In terms of per-business-day sales, its sales volume was up 75% m-m but down 6% y-y. Following the termination of EV tax credits, sales of Chevrolet Blazer (-83%y-y) continued to drop but sales of Equinox (+21% y-y) and Cadillac Optiq (+124% y-y) perked up.
- **Toyota (8,000 EVs; +30% y-y):** Toyota's February sales totaled 8,057 units (+18% m-m and +30% y-y). On a business day-adjusted basis, sales were up 28% m-m and 30% y-y. The decline in RAV4 PHEV sales (-73% y-y) was offset by growth in the Lexus RZ (+234% y-y) and bZ (+92% y-y). Both models are BEVs but, as imports not manufactured in the US, they were not eligible for the Inflation Reduction Act (IRA) tax credits. This ineligibility appears to be insulating them from the ongoing broader sales decline.

(Continued on the next page)

- **HMC (4,000 EVs; -6% y-y):** HMC (including Genesis) sold 4,308EVs in February (+34% m-m but -6% y-y). On a per-business-day basis, its sales volume increased 45% m-m but declined 6% y-y. A plunge in Ioniq 6 sales (-77% y-y) was partially negated by the Ioniq 5 sales (+33% y-y).
- **Kia (4,000 EVs; -19% y-y):** Kia sold 3,768 EVs in February (+12% m-m but -19% y-y). Adjusting for differences in the number of business days, its sales volume rose 21% m-m but fell 19% y-y. While PHEVs (Niro +968% y-y and Sportage +49% y-y) posted growth, BEVs such as the EV6 (-53% y-y) and EV9 (-40% y-y) suffered steeper declines.
- **VW (3,000 EVs; -53% y-y):** VW's EV sales in February reached 3,305 units (+32% m-m but -53% y-y). On a per-business-day basis, its sales volume rose 43% m-m but fell 53% y-y. The discontinuation of the VW ID.4 (-95% y-y) and the Audi Q5 PHEV (-100% y-y) and the poor sales of the Porsche Macan EV (-55% y-y) weighed on overall performance.
- **Ford (3,000 EVs; -66% y-y):** Ford sold 2,883 EVs in February (+17% m-m but -66% y-y). On a per-business-day basis, its sales volume was up 27% m-m but down 66% y-y. Sales of its flagship model, the Mustang Mach-E (-55% y-y), was lackluster, while the F-150 Lightning (-76% y-y) was discontinued.
- **Honda (1,000 EVs; -75% y-y):** Honda sold 1,121 EVs in February (+64% m-m and -75% y-y). On a per-business-day basis, its sales volume soared 78% m-m and fell 75% y-y. Not only did the Prologue drop sharply (-64% y-y), but the discontinuation of the Acura ZDX (-97% y-y) made the sales decline even worse.

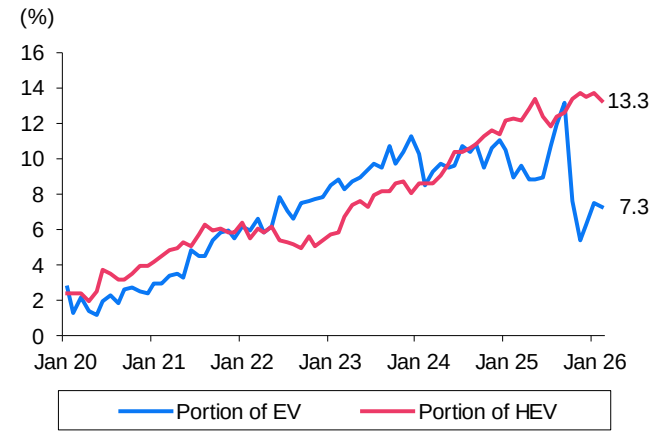
View—implications of battery JV dissolutions? Korean battery manufacturers' key EV customers—GM, Ford, and Stellantis—recorded KRW66t (USD44.5b) in EV-related charges in 4Q25. The one-off charges include write-downs on manufacturing assets and restructuring costs associated with scaling back their EV operations, a process that involved exiting JVs with Korean battery companies. Notable examples include the Ford-SK On JV and the Stellantis-LG Energy Solution (LGES) Canada JV. In particular, Stellantis decided to sell its 49% stake in the JV to LGES for USD100 (original investment: KRW1.4t). LGES already began operating LFP battery production lines for ESS at this facility late last year. While the dissolution of these battery JVs may offer short-term benefits by releasing lock-in effects with underperforming customers, it also signals the end of favorable pricing contracts that allowed for the transfer of a significant portion of fixed costs. This means that battery companies will now bear the full burden of fixed costs going forward. In other words, operational efficiency in the US market will become increasingly critical for battery manufacturers over the next 2-3 years.

Global automakers: One-off EV-related costs reflected in 4Q25 earnings

Company	Cost Size	Accounting Nature	Key Driver	Impact on battery manufacturers
GM	USD6.0b (KRW8.8t)	Contract termination / restructuring costs	Reduction in EV investment	LG Energy Solution JV (two plants) to suspend operations in 1H
Ford	USD12.5b (KRW18.4t)	Impairment loss	EV model cancellations and JV dissolution	SK On JV dissolved; Kentucky plant (1 of 2) to be owned by Ford, while the Tennessee plant to be owned by SK On
Stellantis	USD26.0b (KRW38.3t)	Impairment loss / restructuring	EV strategy reset and JV dissolution	Sold its 49% stake in the LG Energy Solution JV - originally launched for ESS production instead of EV batteries – to LGES for USD100

Source: Samsung Securities

US: xEV and HEV market penetration



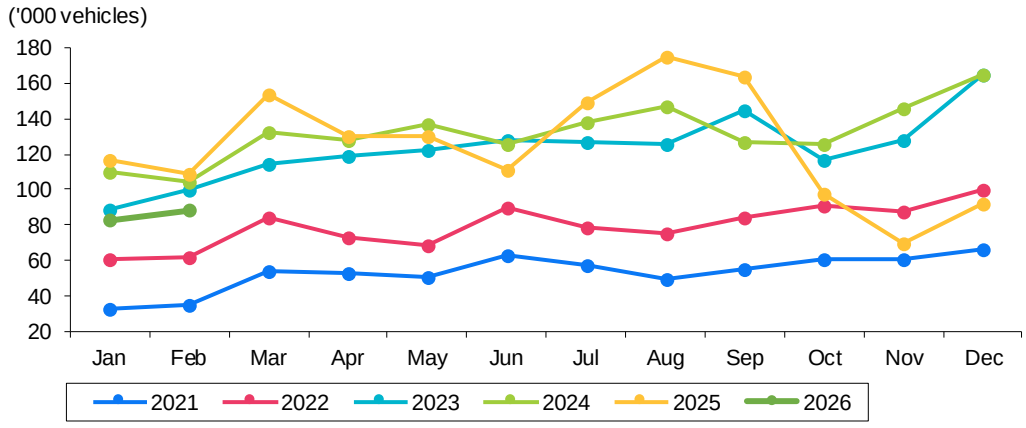
Source: Auto Data Bowl, Samsung Securities

US auto market: Sales growth and market share, by powertrain

	ICE	HEV	xEV	Total
2025YTD	1,812	284	226	2,321
2026YTD	1,819	311	171	2,301
Growth rate (%YoY)	0.4	9.7	-24.3	-0.9
Market share (%)	79.1	13.5	7.4	100.0

Source: Auto Data Bowl, Samsung Securities

US market: Monthly EV sales (2021-2026)



Source: Auto Data Bowl, Samsung Securities

US market: Monthly EV sales

('000 vehicles)	2025											2026			
	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Growth (% m-m)	Growth (% y-y)
Business days	24	26	26	27	24	26	27	24	27	25	26	26	24	-8%	0%
Units sold															
Tesla	35.1	50.0	39.9	42.8	40.0	49.7	55.7	54.6	49.9	30.0	39.9	43.8	36.5	-17%	4%
GM	9.4	14.4	15.1	15.8	15.3	19.2	22.0	25.3	10.7	5.7	8.8	5.4	8.8	62%	-6%
Toyota	6.2	8.8	6.8	6.6	4.7	6.3	7.0	4.6	2.6	4.4	6.6	6.8	8.1	18%	30%
Hyundai	4.6	7.2	5.7	6.6	5.6	8.7	10.8	11.3	2.6	3.0	3.3	3.2	4.3	34%	-6%
Kia	4.7	5.2	6.1	6.8	4.6	8.2	8.4	11.1	4.4	5.3	6.2	3.4	3.8	12%	-19%
VW	7.1	6.8	5.2	4.7	4.5	11.3	16.3	11.9	2.6	1.5	1.8	2.5	3.3	32%	-53%
Ford	8.4	11.4	6.7	8.7	6.5	9.7	12.3	13.4	6.4	5.7	6.7	2.5	2.9	17%	-66%
Honda	4.4	4.8	4.2	4.0	4.1	7.0	9.9	5.0	0.8	0.9	1.0	0.7	1.1	64%	-75%
Others	29.3	45.2	40.2	34.0	26.4	29.1	32.5	26.3	18.0	13.2	18.3	14.8	19.0	29%	-35%
Total	**109.2**	**153.7**	**129.9**	**130.0**	**111.7**	**149.2**	**174.9**	**163.6**	**98.1**	**69.7**	**92.6**	**83.1**	**87.8**	**6%**	**-20%**
Market share (%)															
Tesla	32.2	32.5	30.7	32.9	35.8	33.3	31.9	33.4	50.9	43.0	43.1	52.7	41.6	-11.1	9.4
GM	8.6	9.3	11.7	12.2	13.7	12.9	12.6	15.5	10.9	8.2	9.5	6.5	10.0	3.5	1.5
Toyota	5.7	5.7	5.2	5.1	4.2	4.2	4.0	2.8	2.7	6.4	7.1	8.2	9.2	1.0	3.5
Hyundai	4.2	4.7	4.4	5.0	5.0	5.8	6.2	6.9	2.7	4.3	3.6	3.9	4.9	1.0	0.7
Kia	4.3	3.4	4.7	5.2	4.1	5.5	4.8	6.8	4.4	7.5	6.7	4.1	4.3	0.2	0.0
VW	6.5	4.4	4.0	3.6	4.1	7.6	9.3	7.3	2.6	2.1	1.9	3.0	3.8	0.8	-2.7
Ford	7.7	7.4	5.1	6.7	5.8	6.5	7.0	8.2	6.5	8.2	7.2	3.0	3.3	0.3	-4.4
Honda	4.1	3.1	3.2	3.1	3.7	4.7	5.6	3.1	0.9	1.3	1.1	0.8	1.3	0.5	-2.8
Others	26.9	29.4	30.9	26.2	23.6	19.5	18.6	16.1	18.4	18.9	19.7	17.8	21.7	3.9	-5.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0		

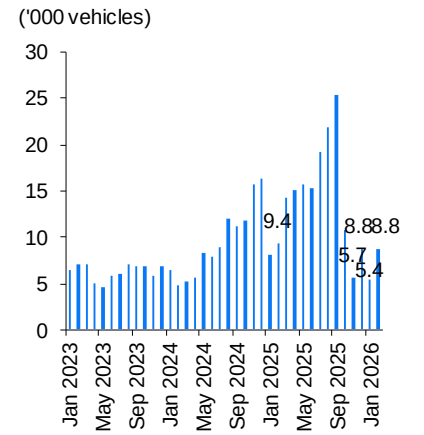
Source: Auto Data Bowl, Samsung Securities

US market: Quarterly EV sales

('000 units)	2024				2025				2026		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q*	Growth (% q-q)	Growth (% y-y)
Business days	77	77	76	78	75	77	77	78	75	-4%	0%
Units sold											
Tesla	135.7	145.7	161.8	145.7	128.5	122.7	160.0	119.8	120.5	1%	-6%
GM	16.4	21.9	32.1	44.0	31.9	46.3	66.5	25.2	21.3	-15%	-33%
Toyota	18.0	24.3	20.9	20.3	22.0	18.1	18.0	13.7	22.3	63%	1%
Hyundai	15.9	20.3	17.3	21.5	15.9	17.9	30.8	8.9	11.3	26%	-29%
Kia	21.9	28.7	22.5	23.1	14.5	17.5	27.7	15.8	10.7	-32%	-26%
VW	14.5	14.7	15.2	17.4	23.6	14.4	39.6	5.8	8.7	49%	-63%
Ford	22.3	26.8	26.1	34.1	26.2	21.9	35.4	18.8	8.0	-57%	-69%
Honda	0.0	1.9	15.4	23.2	14.4	12.3	21.9	2.8	2.7	-2%	-81%
Others	101.5	106.0	99.8	108.0	102.3	100.6	87.9	49.5	50.7	2%	-50%
Total	**346.2**	**390.3**	**411.2**	**437.2**	**379.4**	**371.6**	**487.6**	**260.3**	**256.2**	**-2%**	**-32%**
Market share (%)											
Tesla	39.2	37.3	39.4	33.3	33.9	33.0	32.8	46.0	47.0	1.0	13.1
GM	5.2	6.2	5.1	4.6	5.8	4.9	3.7	5.3	8.7	3.5	2.9
Toyota	4.7	5.6	7.8	10.1	8.4	12.5	13.6	9.7	8.3	-1.4	-0.1
Hyundai	4.6	5.2	4.2	4.9	4.2	4.8	6.3	3.4	4.4	1.0	0.2
Kia	6.3	7.3	5.5	5.3	3.8	4.7	5.7	6.1	4.2	-1.9	0.4
VW	4.2	3.8	3.7	4.0	6.2	3.9	8.1	2.2	3.4	1.2	-2.8
Ford	6.5	6.9	6.4	7.8	6.9	5.9	7.3	7.2	3.1	-4.1	-3.8
Honda	0.0	0.5	3.7	5.3	3.8	3.3	4.5	1.1	1.1	-0.0	-2.7
Others	29.3	27.1	24.3	24.7	27.0	27.1	18.0	19.0	19.8	0.8	-7.2
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0		

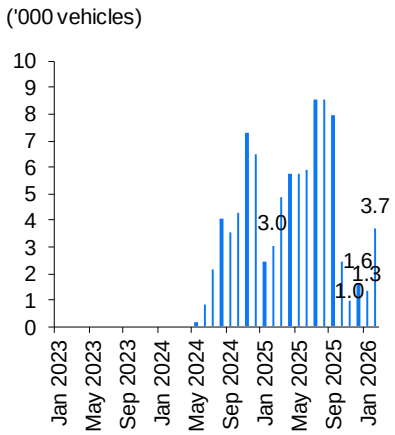
Note: * Simple quarterly annualization of January to February performance
Source: Auto Data Bowl, Samsung Securities

US: GM EV sales volume



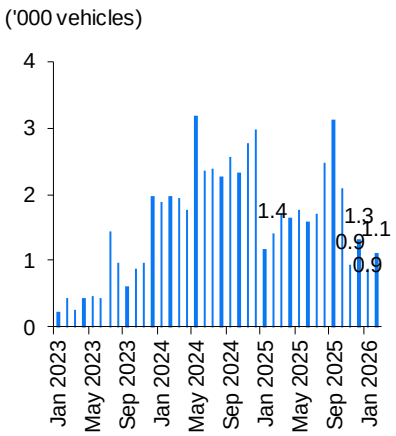
Source: Auto Data Bowl, Samsung Securities

US: Chevrolet Equinox BEV sales volume



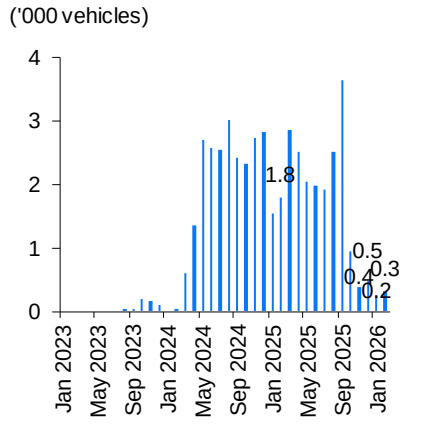
Source: Auto Data Bowl, Samsung Securities

US: Cadillac Lyriq sales volume



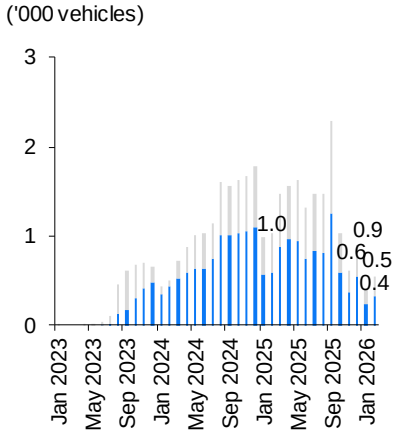
Source: Auto Data Bowl, Samsung Securities

US: Chevrolet Blazer BEV sales volume



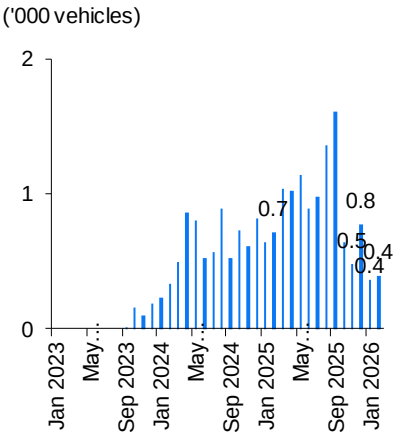
Source: Auto Data Bowl, Samsung Securities

US: GMC Hummer BEV sales volume



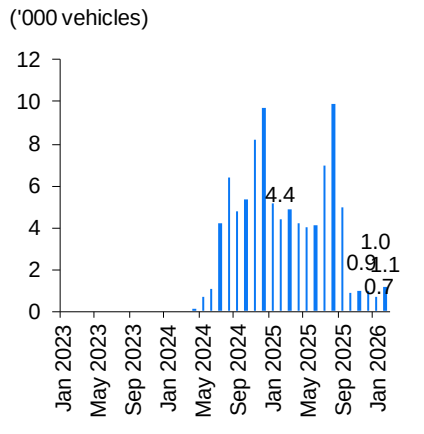
Source: Auto Data Bowl, Samsung Securities

US: Chevrolet Silverado BEV sales volume



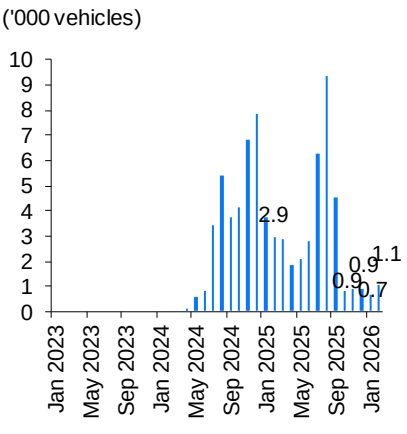
Source: Auto Data Bowl, Samsung Securities

US: Honda EV sales volume



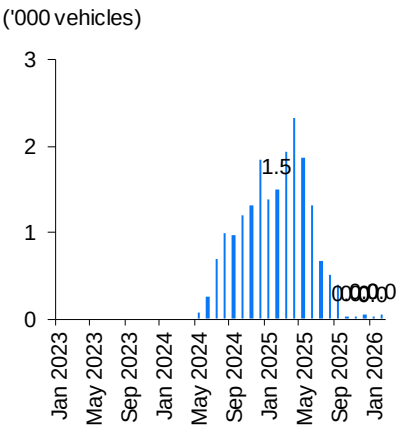
Source: Auto Data Bowl, Samsung Securities

US: Honda Prologue BEV sales volume



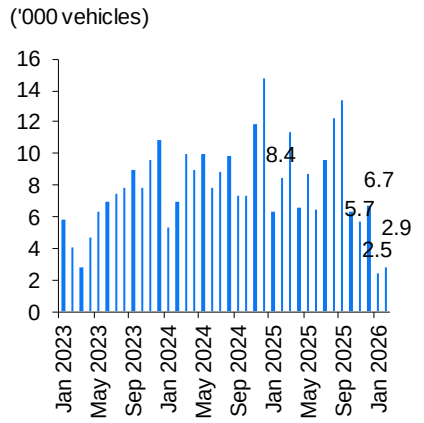
Source: Auto Data Bowl, Samsung Securities

US: Honda Acura ZDX BEV sales volume



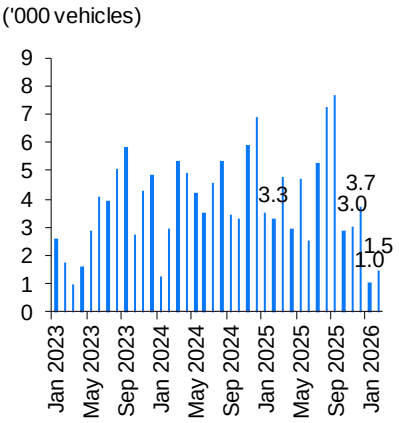
Source: Auto Data Bowl, Samsung Securities

US: Ford EV sales volume



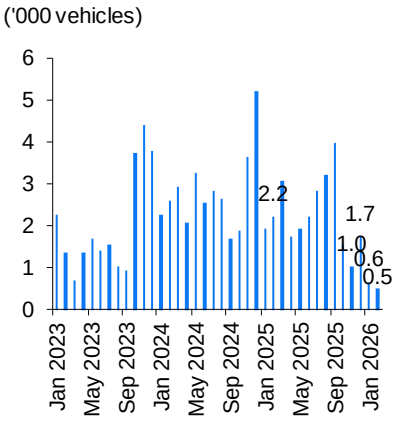
Source: Auto Data Bowl, Samsung Securities

US: Ford Mach-E BEV sales volume



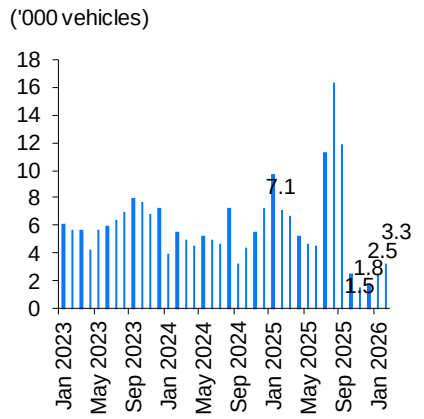
Source: Auto Data Bowl, Samsung Securities

US: Ford F-150 BEV sales volume



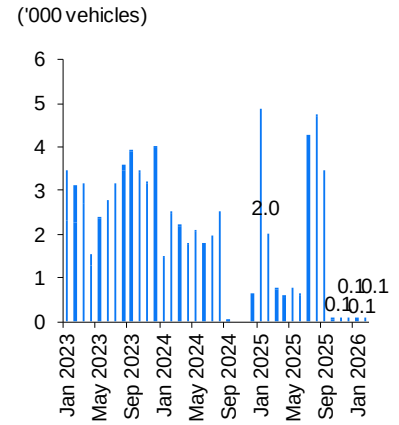
Source: Auto Data Bowl, Samsung Securities

US: VW Group EV sales volume



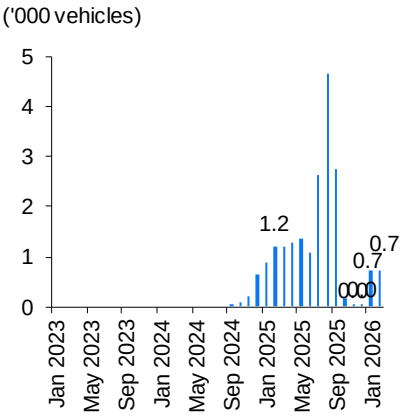
Source: Auto Data Bowl, Samsung Securities

US: VW ID.4 sales volume



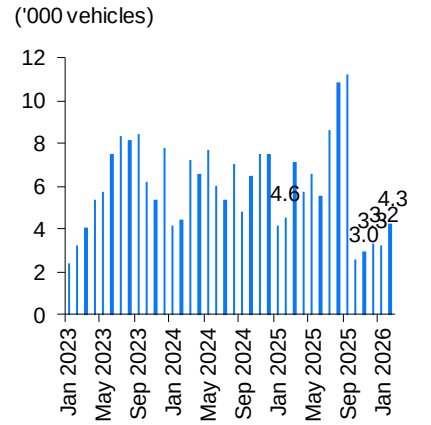
Source: Auto Data Bowl, Samsung Securities

US: Audi Q6 e-tron sales volume



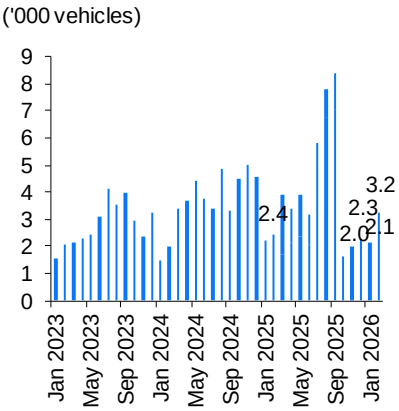
Source: Auto Data Bowl, Samsung Securities

US: Hyundai EV sales volume



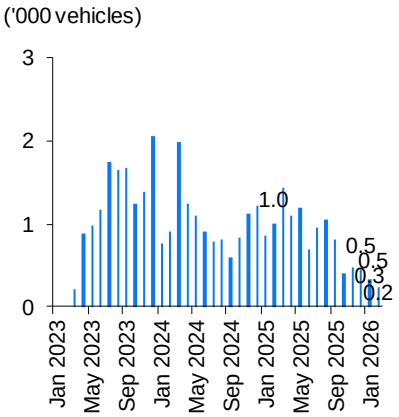
Source: Auto Data Bowl, Samsung Securities

US: Hyundai Ioniq 5 sales volume



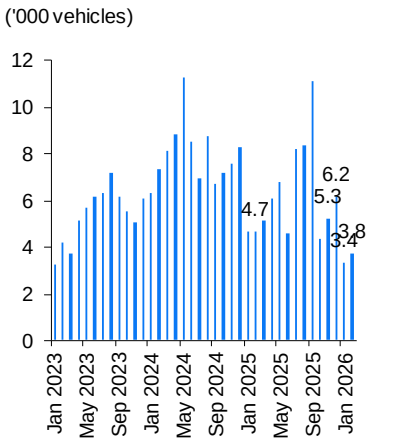
Source: Auto Data Bowl, Samsung Securities

US: Hyundai Ioniq 6 sales volume



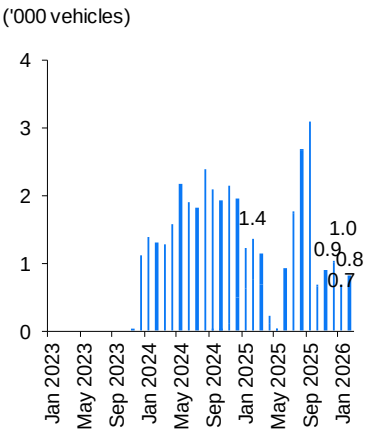
Source: Auto Data Bowl, Samsung Securities

US: Kia EV sales volume



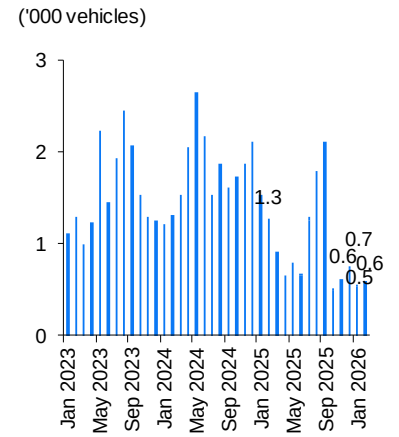
Source: Auto Data Bowl, Samsung Securities

US: Kia EV9 sales volume



Source: Auto Data Bowl, Samsung Securities

US: Kia EV6 sales volume



Source: Auto Data Bowl, Samsung Securities

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