



The Rt Hon Heidi Alexander MP
Secretary of State for Transport
Great Minster House
33 Horseferry Road
London, SW1P 4DR

10 July 2025
Email: policy@bvrla.co.uk

Dear Secretary of State,

We urge you to take swift action to support the used battery electric vehicle (BEV) market.

We represent the UK's automotive ecosystem — from demand to disposal, maintenance to insurance, drivers to charging providers. We are united in our commitment to decarbonising road transport, but without a specific focus on the used BEV market this commitment is not enough to keep the transition on track.

The £1.4 billion allocated at the Spending Review to “support continued uptake of electric vehicles, including vans and HGVs” is significant help that could give the transition a much-needed boost. We believe it is vital that a substantial portion of these funds are allocated to create confidence in the used BEV market.

The used market offers the best value-for-money opportunity for government to accelerate BEV uptake. It underpins affordability, equity of access, and the financial viability of new vehicle sales. We need to see financial support, such as targeted grants or subsidies, to support the used BEV market, helping more households and SMEs access a BEV. At the same time, broader interventions are needed — including investment in skills and training, public information campaigns, and clear battery health standards — all essential to give consumers the confidence to shift to a used BEV.

The link between the new and used markets is critical. Low residual values increase the cost of financing and leasing new vehicles, impacting all customers but especially consumers and SMEs, suppressing demand and eroding confidence across the BEV ecosystem. Almost all new vehicle purchases in the UK rely on some form of finance that is underpinned by the vehicle's future value. Stabilising used values must be a focus of DfT's spending or the transition will stall.

Consumers also want to see support for them to access used BEVs. For many these vehicles remain unaffordable and over 86% see the current support programmes as not enough for them to take the leap.

Intervention is now essential. Supply of used BEVs is now increasing fast and while demand is growing too, it will need stimulus to keep pace. Used BEV supply-demand imbalances have led to steep depreciation and price volatility. Since September 2022 used BEVs have seen an unprecedented price collapse, falling nearly 60% more in value than petrol cars. This is undermining established business models and market confidence.

As we move to the next phase of adoption, we are very concerned that the future waves of supply will be met with continued volatility. A healthy and stable used BEV market is foundational to the long-term success of the UK's transition to zero-emission vehicles across cars, vans, and trucks. This in turn is vital to improve the utilisation of existing and planned infrastructure giving the charging sector the confidence to invest.

We would appreciate the opportunity to engage further with you at this critical period. Strengthening the used BEV market is essential to the future of zero emission road transport in the UK.

Yours sincerely,

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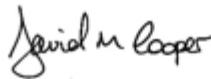
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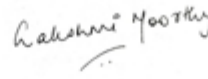
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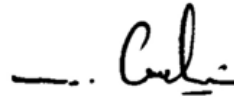


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