





30% OF LEISURE TRAVELERS WHO HAVE TRAVELED IN AN RV OWN AN ELECTRIC VEHICLE





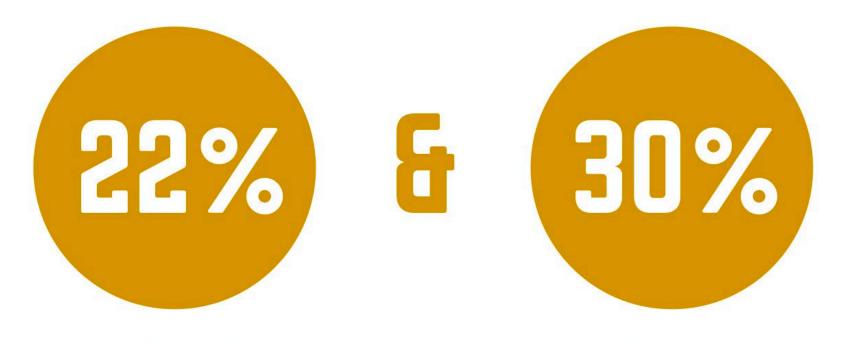
17% OF LEISURE TRAVELERS WHO HAVE TRAVELLED IN AN RV PLAN TO BUY AN EV IN THE NEXT YEAR

& AN ADDITIONAL 16% PLAN TO BUY ONE IN THE FUTURE



50% SINGLES WHO OWN AN EV PLAN TO USE IT TO TOW AN RV





OF LEISURE TRAVELERS
WHO CURRENTLY OWN AN EV

OF LEISURE TRAVELERS
WHO PLAN TO OWN AN EV

PLAN TO PURCHASE AN ELECTRIC MOTORHOME



Pull-Through Charging Report

 RV Industry Association published a report and economic analysis showing the value of pull-through charging and the ROI





Pull-Through Charging Report

- Government spending \$7.5B on charging infrastructure
- Focus on ensuring infrastructure is built for our industry
- Pull-through charging vs. usual pull-in charging
- "If you build it they will come"
- Conservative economic analysis shows 3-4 years to recoup capital costs to deploy pull-through charging



Pull-Through Charging Report





Use Cases

- EVs already towing RVs
- More EVs with larger batteries and longer ranges coming on the market
- EVs were 9.1% of Q2 car sales
- OEMs prototyping motorized eRVs and electric-assist trailers
- RVers travel longer distances and towing impacts range so will use highway chargers
- Rural charging also a priority



Education & Advocacy

- Hired national lobbying firm with charging expertise
- Engaged ~25 states
- Talking with DOTs and other decisionmakers to encourage incentivization of pull-through charging
- Engaging site hosts, trade associations, individual companies, and more to educate about the need for pull-through charging and benefits
- Focus on RV industry but talking about M/HD industry



Moving Forward

- Deeper engagement with site hosts trade associations, individual companies
- Exploring of partnerships to deploy pull-through charging
- Continued engagement at the state level depending on their RFP status



Questions?

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