



# Rangeway

***America's First Hospitality-Driven EV Charging Network***

## Problem

# EV Drivers Wait 20-40 Minutes in Parking Lots with No Amenities



## Utility Mindset

Charging networks are designed like infrastructure, not experiences



## No Amenities

Drivers wait for 20-40m in parking lots with no indoor comfort, restrooms, or food



## Pricing uncertainty

Time-of-use rates creates \$5-10 difference per session



## Solution

# Premium Charging Destinations: Turning 73% Dissatisfaction Into 95% Delight



### J.D. Power 2025

73% of EV drivers rate current charging as "poor."



### Hospitality DNA

- Every location operated to hotel standards, not utility standards
- Built for guest comfort, not just power delivery



### Premium Amenities

- Climate-controlled Driver's Lounge
- Quality café with curated menu
- Clean, hospitality-grade restrooms



### Transparent Pricing

- Rates clearly displayed on digital signs
- Pathfinder members save ~10% per session vs. time-of-use pricing

# Rangeway is the first hospitality-driven EV charging network

## Basecamps

- Climate-controlled Driver's Lounge
- Solar Canopy
- Ultra-fast charging
- Full-service staff inside



## Waystations

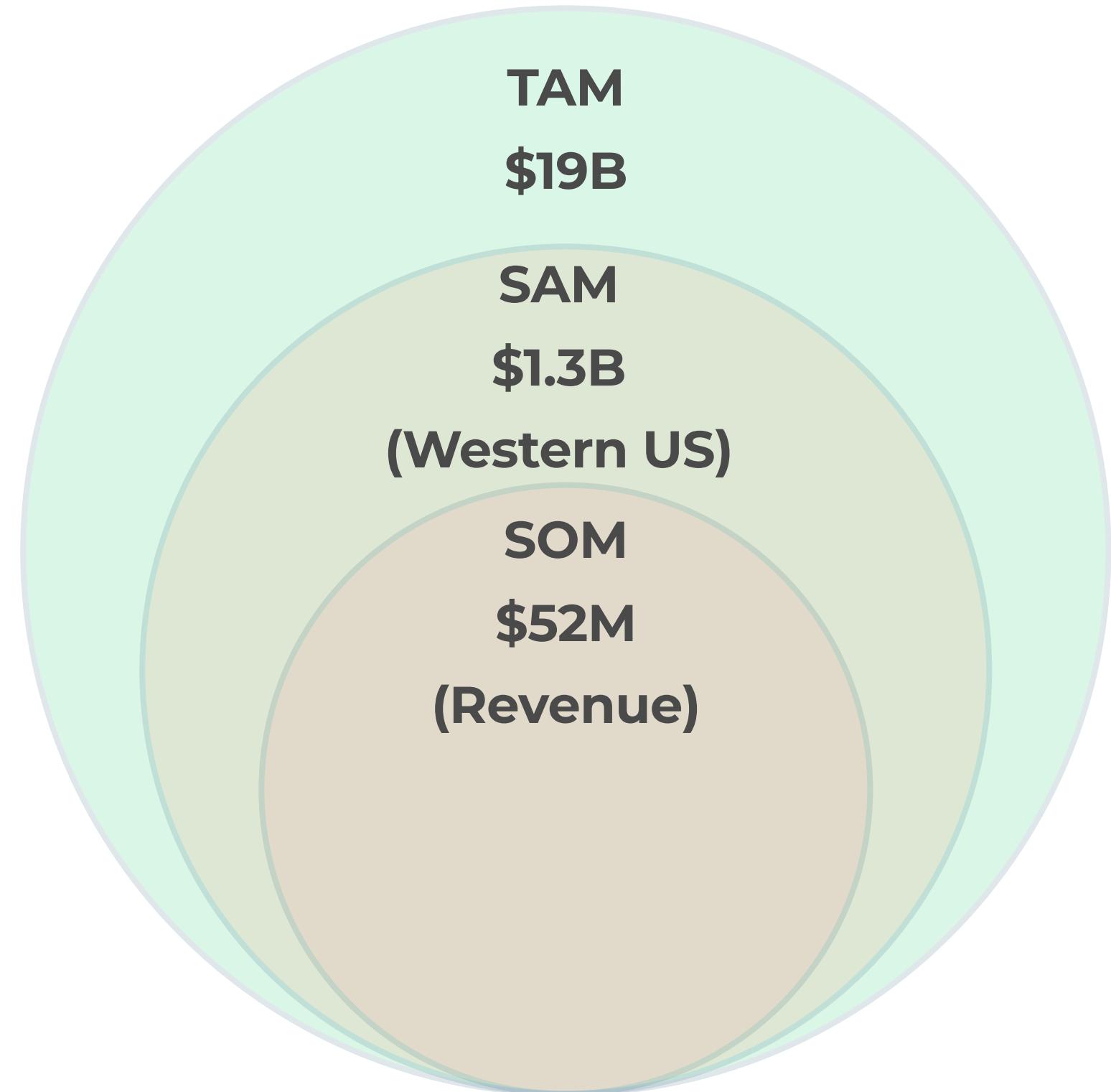
- Same indoor comfort guaranteed
- Automated Retail



Market

## \$52M by Year 5, Then We Scale

- **38% YoY growth** in DCFC port installations (Q3 2025)
- **\$1B+ in state funding programs** opened in 2025
- **NEVI program reinstatement** supporting corridor infrastructure

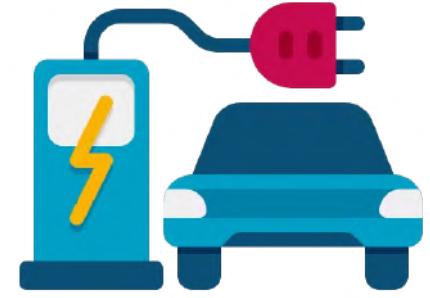


**Industry data:** Ohm Analytics Q3 2025 US EV Charging Market Report

# Three Revenue Streams from Every Visit

Monetizing EV drivers, hospitality guests, and brand partners at every location

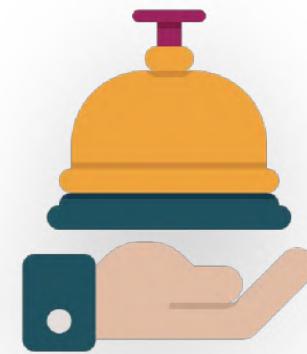
65%



## EV Drivers

- \$0.50/kWh
- Loyalty engagement
- Idle fees

25%



## Hospitality Guests

- Café
- Curated retail
- Grab-and-go

10%



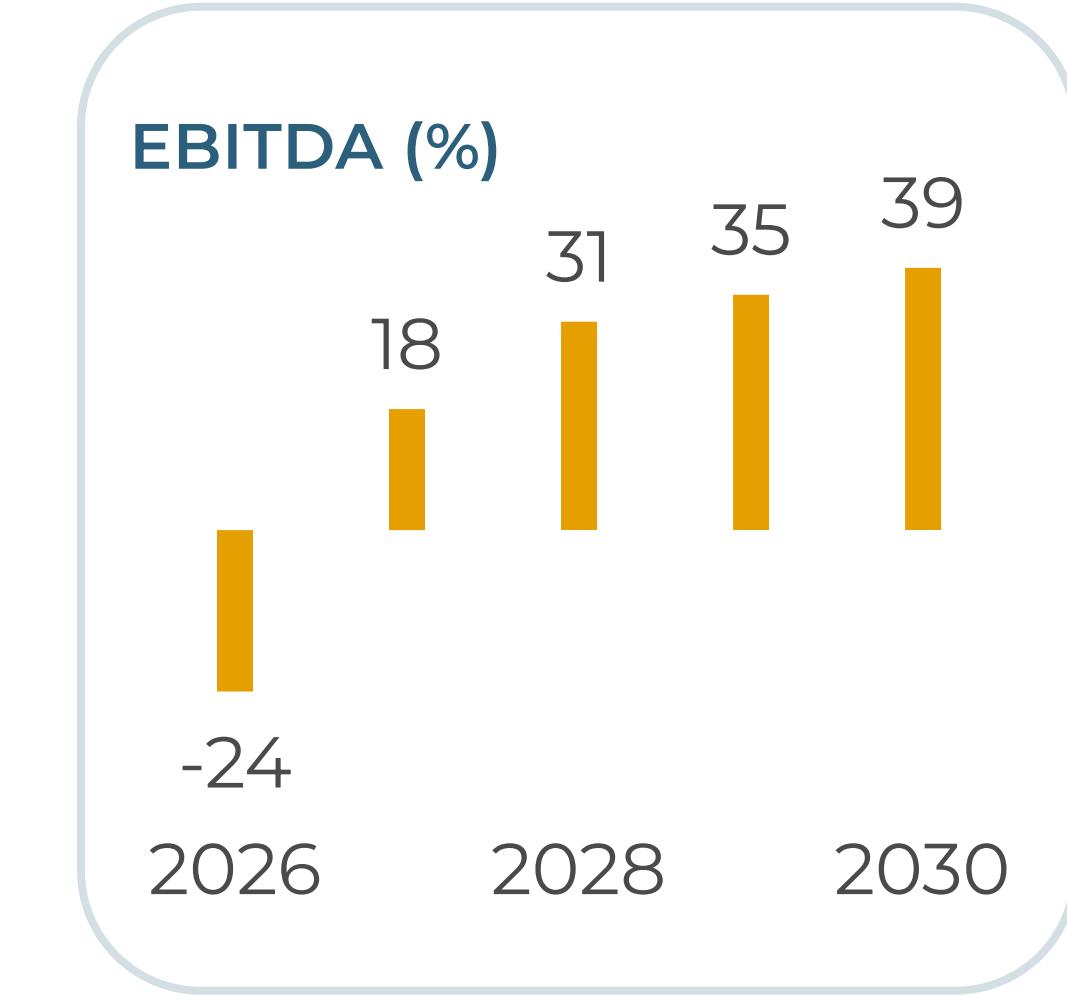
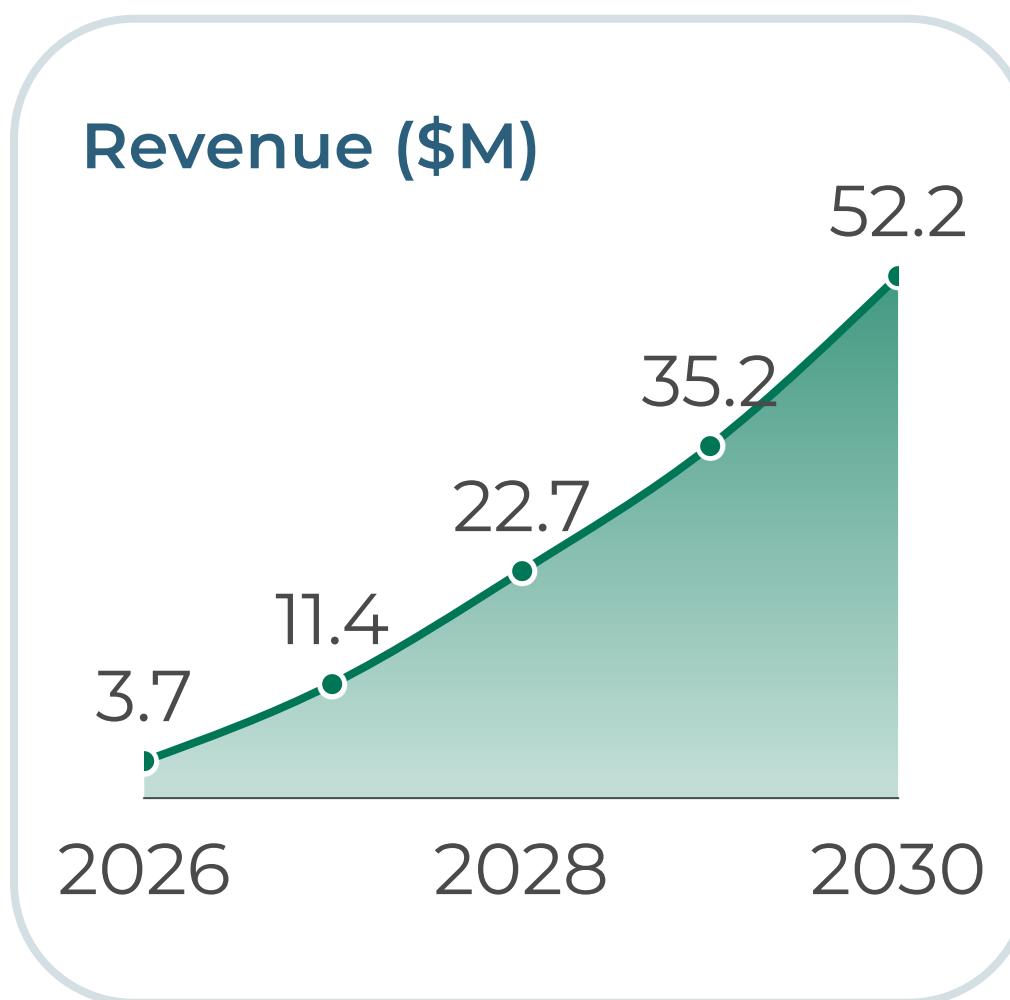
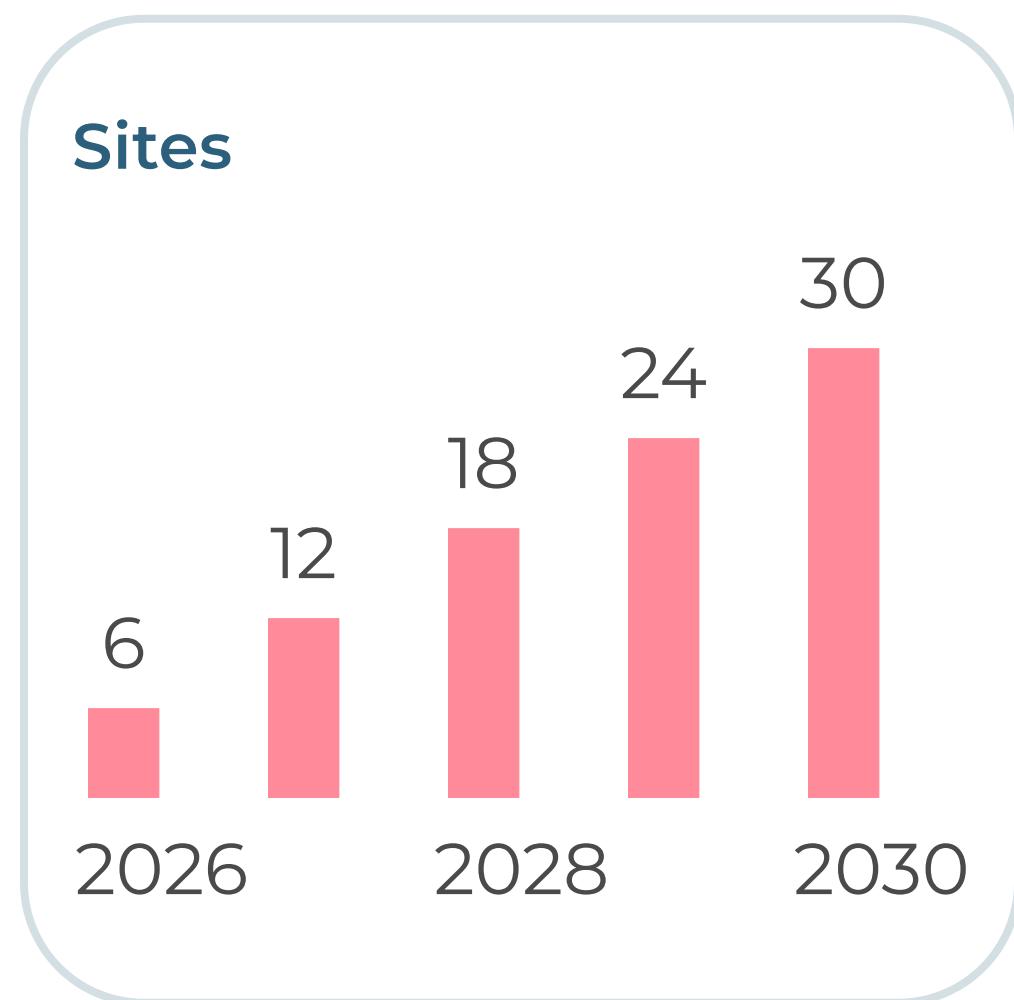
## Brand Partners

- Digital displays
- Tourism partnerships
- Brand placements

**\$45 average spend per visit**

## Financials

# Path to \$52M Revenue, 39% EBITDA Margins



**\$35 avg session × 50+ daily sessions = \$1.7M/site/year | 24-36 mo payback | 94% CAGR**

## Three Channels to 50+ Daily Sessions

### Community & Media

1,000+ community members, influencer partnerships, social content

### Tourism Partners

Regional tourism boards, destination co-marketing

### Route Discovery

EV trip planning apps, in-car navigation, natural travel patterns



## Competitive Landscape

# We're Not Competing - We're Creating a New Category

|                           | Rangeway | TESLA   | electrify<br>america | EVgo® |
|---------------------------|----------|---------|----------------------|-------|
| <b>Indoor Comfort</b>     | ✓        | Rarely  | Never                | Never |
| <b>Hospitality Focus</b>  | ✓        | No      | No                   | No    |
| <b>Premium Experience</b> | ✓        | Yes     | Partial              | No    |
| <b>Open to All EVs</b>    | ✓        | Partial | Yes                  | Yes   |
| <b>Multiple Revenue</b>   | ✓        | No      | No                   | No    |

Team

# Hospitality Meets Infrastructure Expertise



**Zak Winnick**

**Founder & CEO**

- 15+ years in operations at Cosmopolitan of Las Vegas, Westin, Hyatt, Sensei Wellness
- Community Director, Bay Area Rivian Club, NorCal EVs
- Designed AI-driven systems to minimize headcount while maximizing operational intelligence



**Theo Reichgelt**

**Marketing Advisor**

- 8+ years marketing European charging networks
- Founder/CEO of Nexxt Industry



**James Regan**

**Finance & Strategy Advisor**

- 30+ years infrastructure finance
- EV charging finance specialist

# De-Risking Execution from Day One

- ✓ **Two sites under LOI**  
20 chargers committed (California)
- ✓ **3 additional sites in pipeline**  
(\$3M+ development value)
- ✓ **6 strategic partners committed**  
across charging, energy, and infrastructure
- ✓ **1,500+ member EV community**  
with 70% stated purchase intent
- ✓ **Named an emerging CPO** by Ohm Analytics (Q3 2025 US EV Charging Market Report)



 ChargeMate  HyWatts  JUICE  
 Monta  ReNÜTeq  WATTSUP

## The Ask

# Raising \$1.5M Pre-Seed to Deploy First Site

### Structure

SAFE + Debt Combo

### Use

Deploy first site, build team

### Timeline

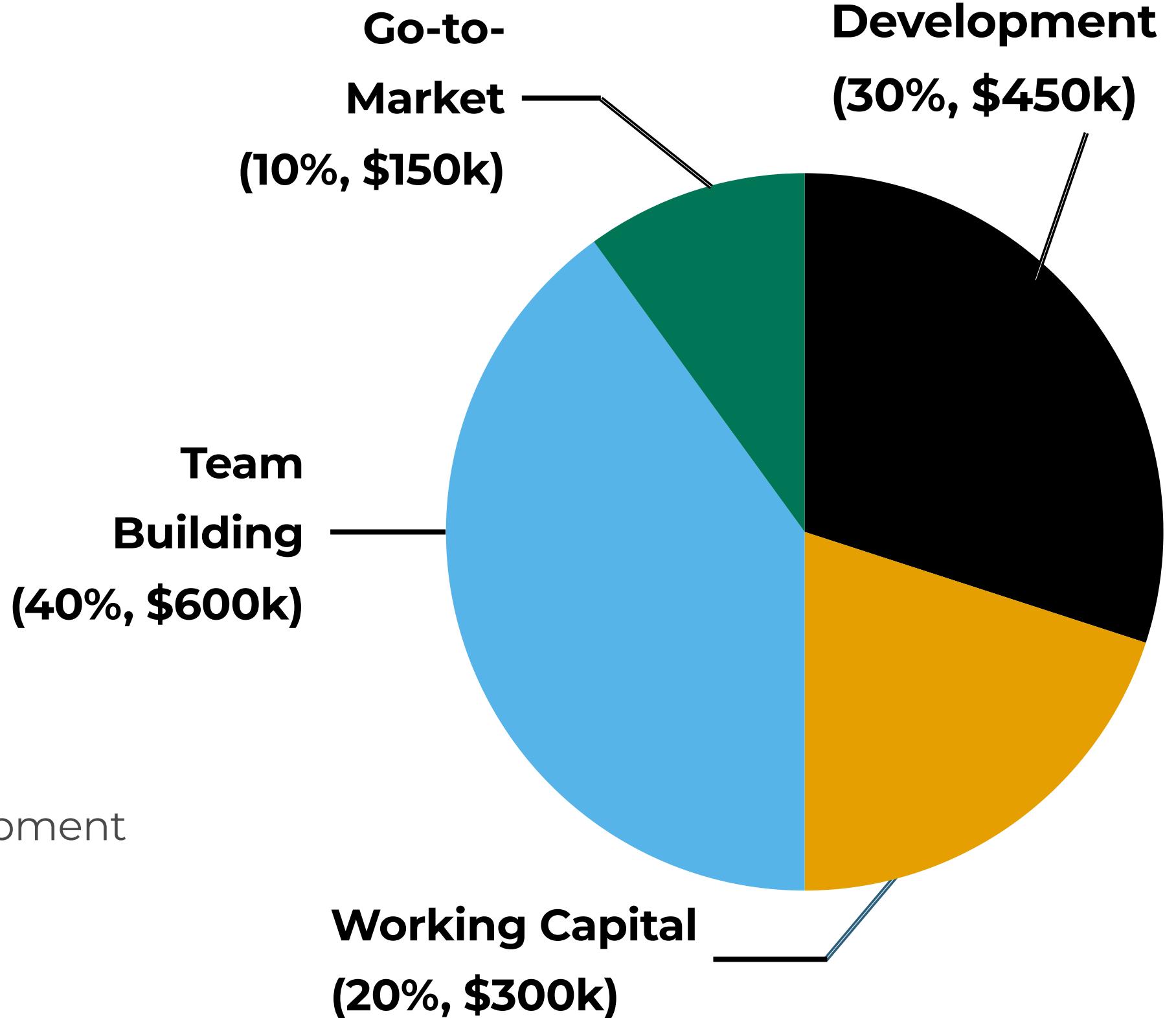
Q1 2026 close

### Deploy

Q4 2026/Q1 2027 deployment

### Seed Milestone

50+ sessions/day, \$500K+ run rate, sites 2-3 in development



# Where every charge becomes part of your journey

Let's Build the Future of EV Travel Together



**Zak Winnick**

**Founder & CEO**

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