



Rangeway

America's First Hospitality-Driven EV Charging Network

Presented by: Zak Winnick, Founder & CEO

The 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 create unpredictable costs



The Solution

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



J.D. Power 2025

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

Rangeway delivers hospitality-grade comfort at every location.



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

The Product

Rangeway is the first hospitality-driven EV charging network



Basecamps

- Full-service regional destinations
- 2,500+ sq ft Driver's Lounge with staffed café
- Premium restrooms, comfortable seating, high-speed Wi-Fi



Waystations

- Streamlined corridor stops
- 800-1,000 sq ft climate-controlled lounge
- Automated retail, same indoor comfort guarantee

Market Opportunity

Building a \$52M Network in a \$19B Market
(25% CAGR)

\$35

per session

\$1.7M

per site/year

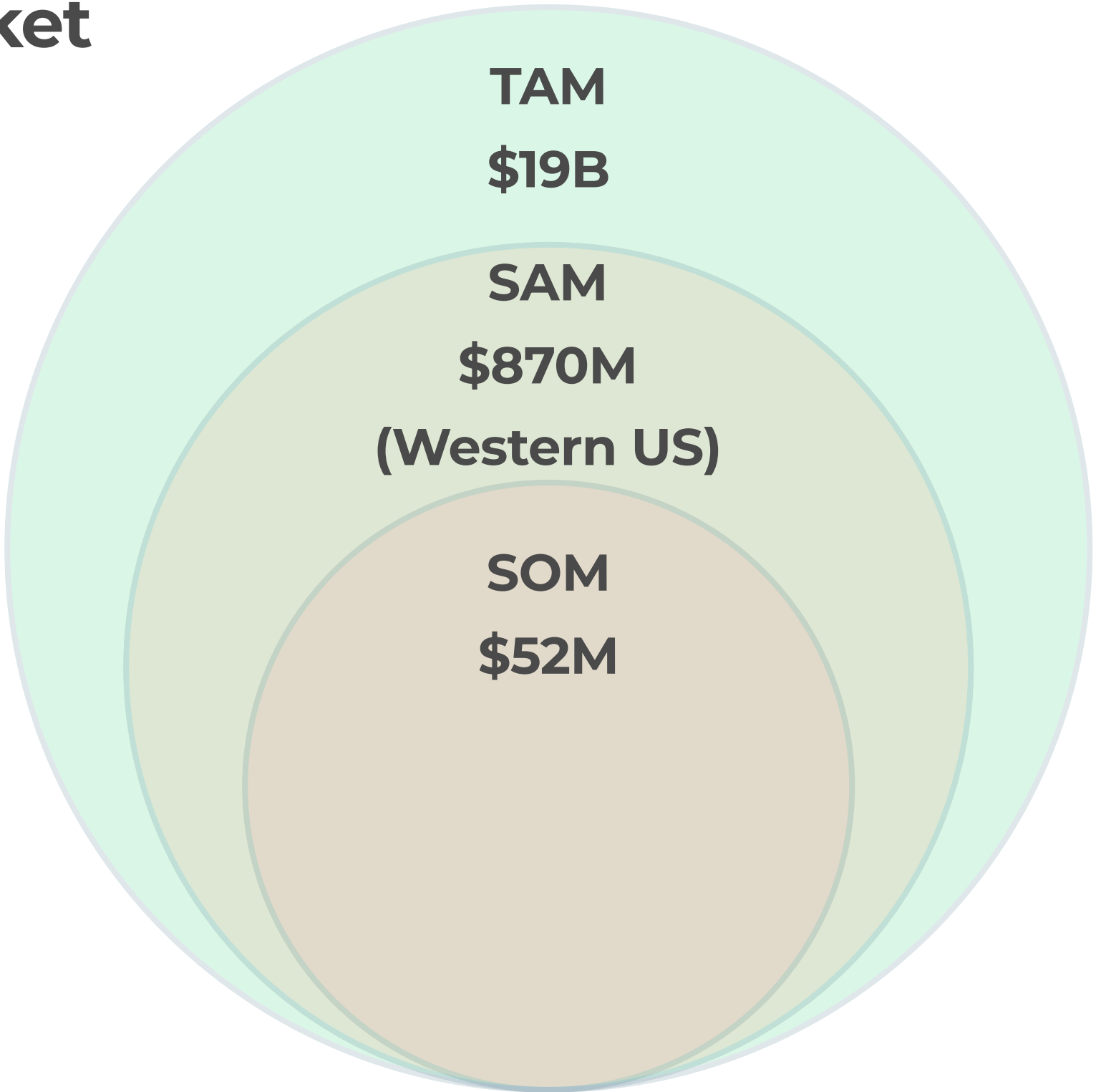
50+

sessions a day

\$52M

Year 5 Revenue

Locations	Charging Ports	Site Payback
30	140	18-24 mo



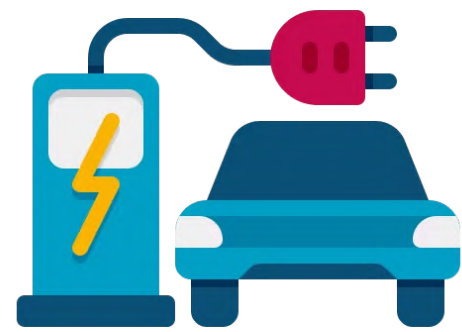
30 locations → 500+ addressable sites → Total market
Industry data: Grand View Research 2024

Source: Rangeway Financial Model

Business Model

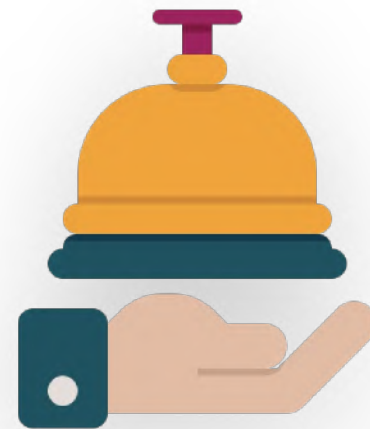
B2C + B2B Hybrid: Three Revenue Streams from Every Visit

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



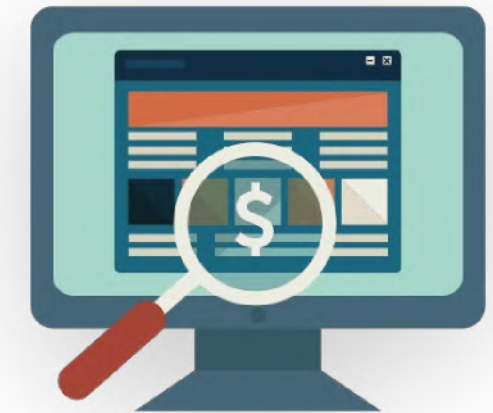
EV Drivers (65%)

- Per-kWh usage
- Loyalty program engagement
- Idle fees



Hospitality Guests (25%)

- Café
- Curated retail
- Grab-and-go



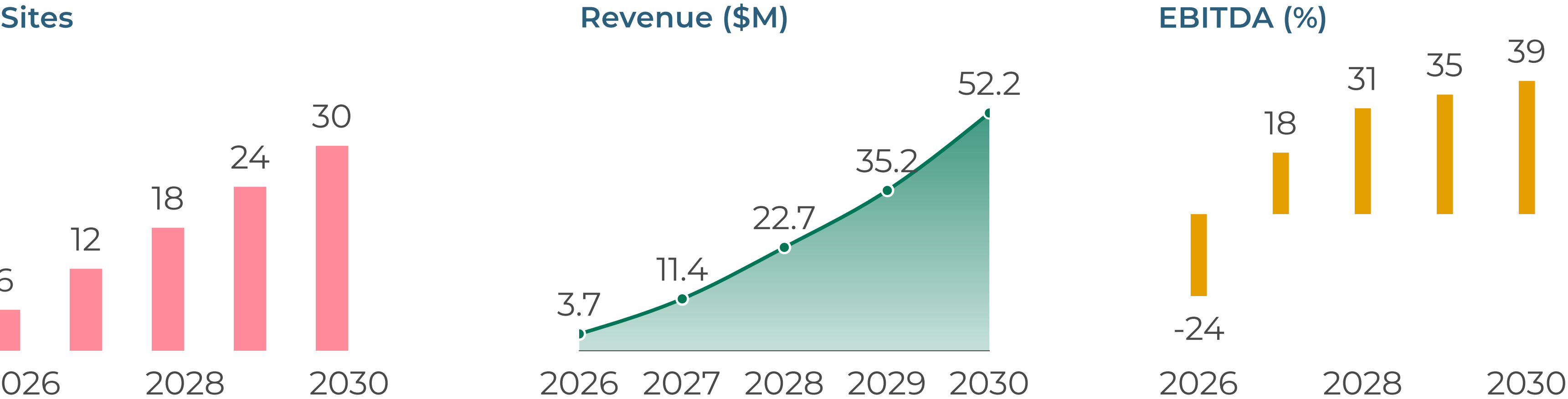
Brand Partners (10%)

- Digital displays
- Tourism partnerships
- Brand placements

\$45 average revenue per visit

Financial Projections

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



✓ **Breakeven**

Q4 2027 (Year 2)

✓ **Capital Efficient**

\$2.75-4M per site

✓ **Fast Payback**

18-24 months

Go-to-Market

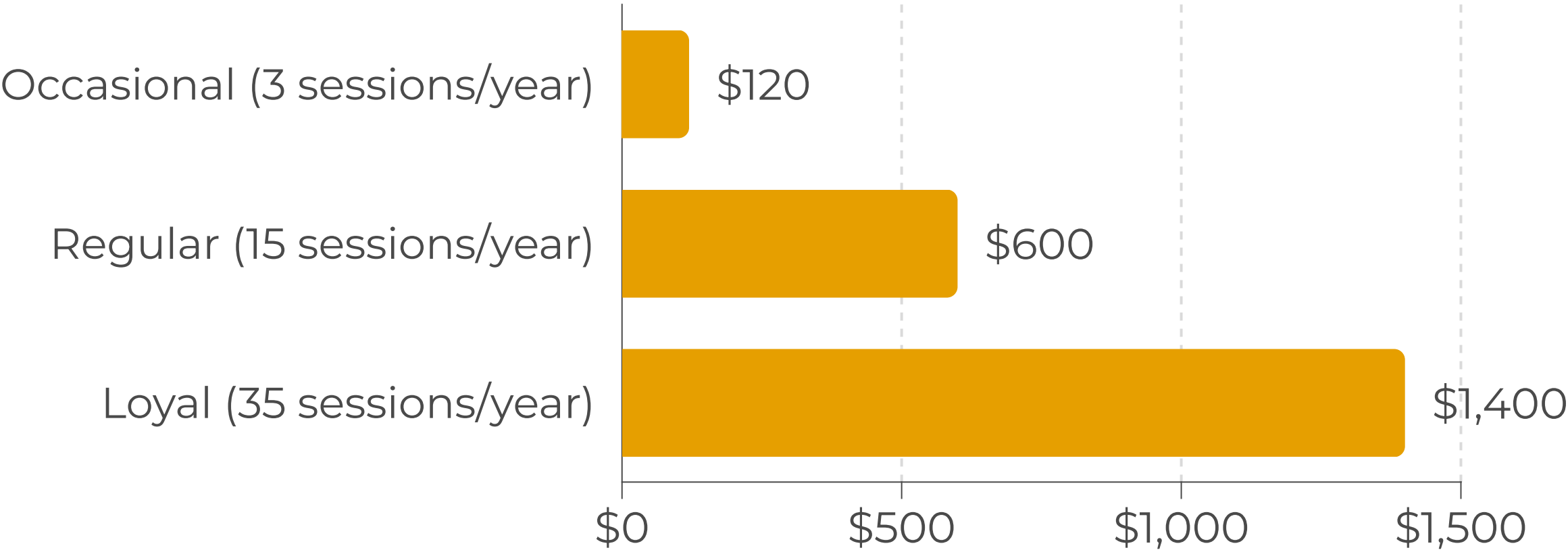
\$100 Customer Acquisition → \$1,400 Long Term

How We Acquire

EV Community → ~\$25
Tourism Partners → ~\$100
Digital → ~\$175

Blended → \$100

What They're Worth








70% purchase intent → 50+ sessions/day/site at scale

We Own Hospitality-Driven Premium Charging

Our Position

The only network guaranteeing climate-controlled indoor comfort at every location

Network	Their Focus	Gap We Fill
	Technology & scale	Open access, premium amenities
	Coverage & speed	Destination experience, not just charging
	Network size	Purpose-built destination experience
 	Accessibility	Climate-controlled comfort, premium brand

Team

Hospitality Meets Infrastructure Expertise



Zak Winnick
Founder & CEO

- 15+ years hospitality operations
- Community Director, Bay Area Rivian Club, NorCal EVs



Theo Reichgelt
CMO (Fractional)

- Founder, Nexxt Industry
- 8+ years marketing European charging networks

Advisors



Raul Dominguez
Technical Advisor

- Former Tesla Supercharger Project Manager
- First Rivian Adventure Network Project Manager



James Regan
Finance/Strategy Advisor

- 30+ years infrastructure finance
- EV charging finance specialist

Traction

De-Risking Execution from Day One

- ✓ First two sites under LOI: 20 chargers committed
- ✓ 5 additional sites in pipeline (\$3M+ development value)
- ✓ 5 strategic partners committed
- ✓ 70%+ purchase intent from 1,000+ member EV community
- ✓ 500+ podcast and newsletter subscribers



HyWatts

ReNüTeq®

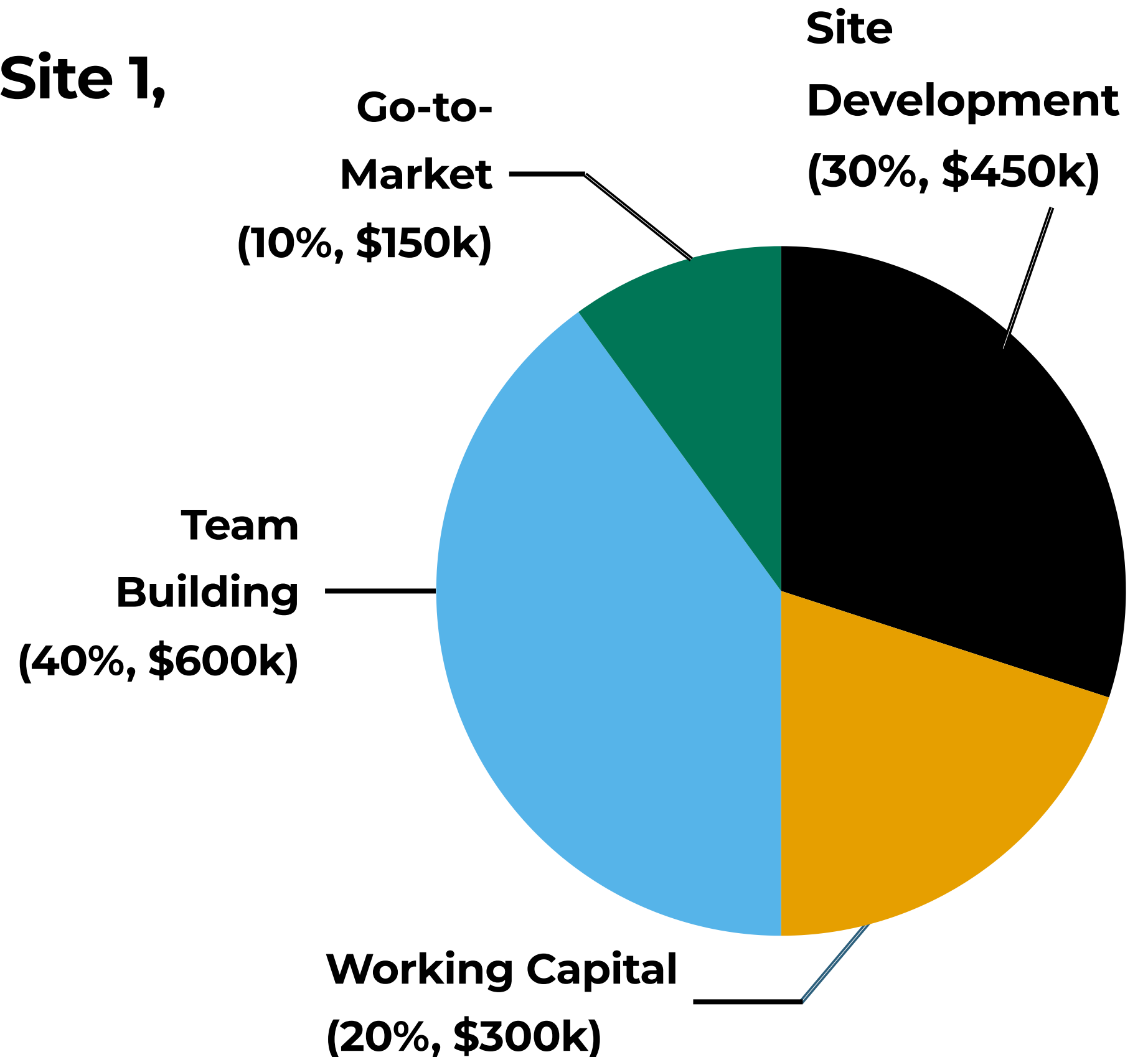
WATTSUP



Ask

Raising \$1.5M Pre-Seed to Deploy Site 1, Then Scale with Debt

- **Structure:** SAFE + Debt Combo
- **Use:** Deploy first site, build team, prove model
- **Timeline:** Q1 2026 close (18-month runway)
- **Deploy:** Fall/Winter 2026 deployment
- **Scale Path:** Sites 2-4 funded via USDA grants + loan guarantees



Let's Build the Future of EV Travel Together

Where every charge becomes part of your journey



RANGEWAY

Zak Winnick

Founder & CEO

zak@rangewayev.com

(650) 420-6300

rangewayev.com

X/Instagram

@RangewayEV

LinkedIn

linkedin.com/company/rangewayenergy



Remember: 73% of EV drivers hate charging today.
We're building the network they'll love tomorrow.