



# 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 \$15+ differences per session



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

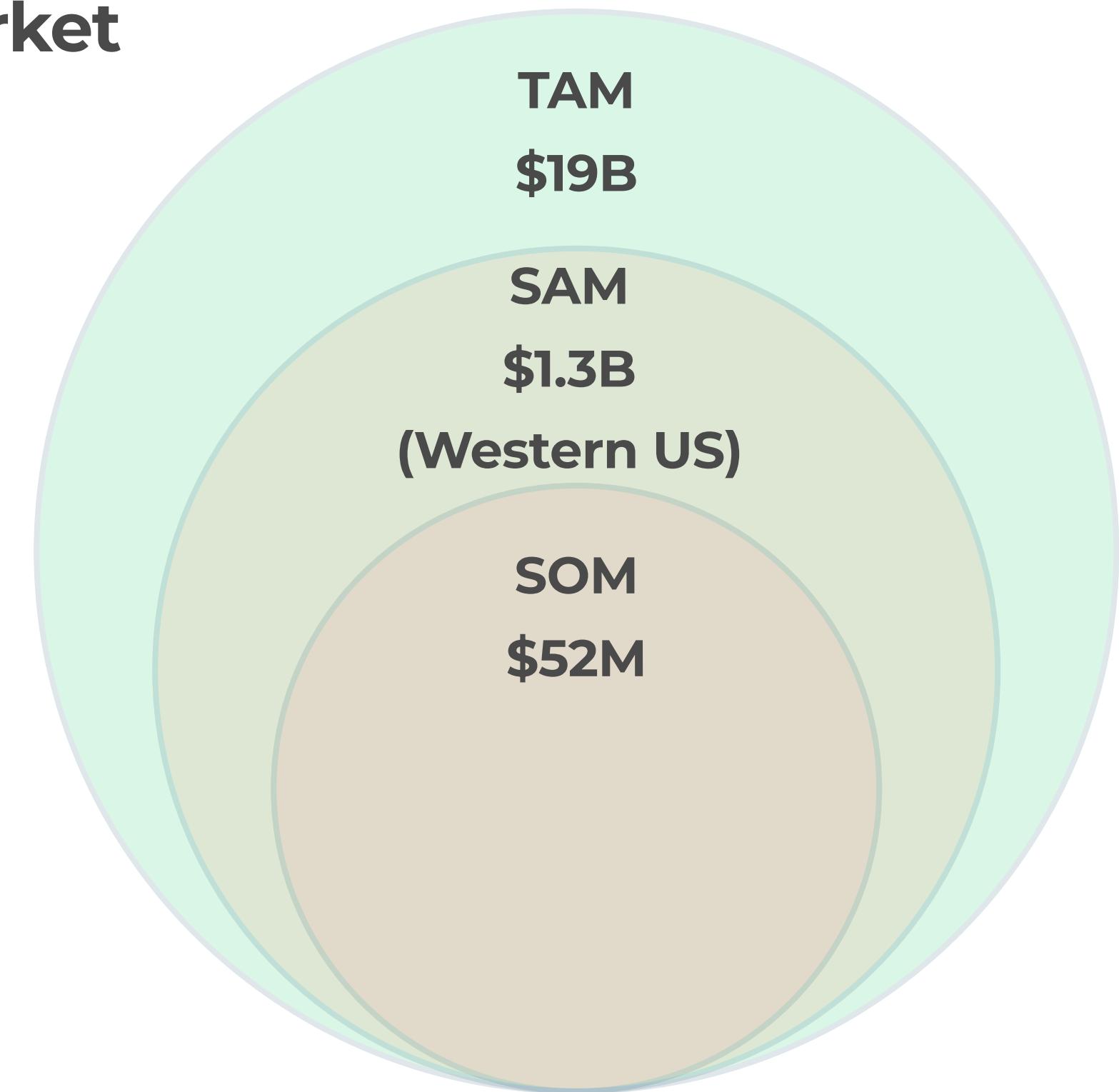
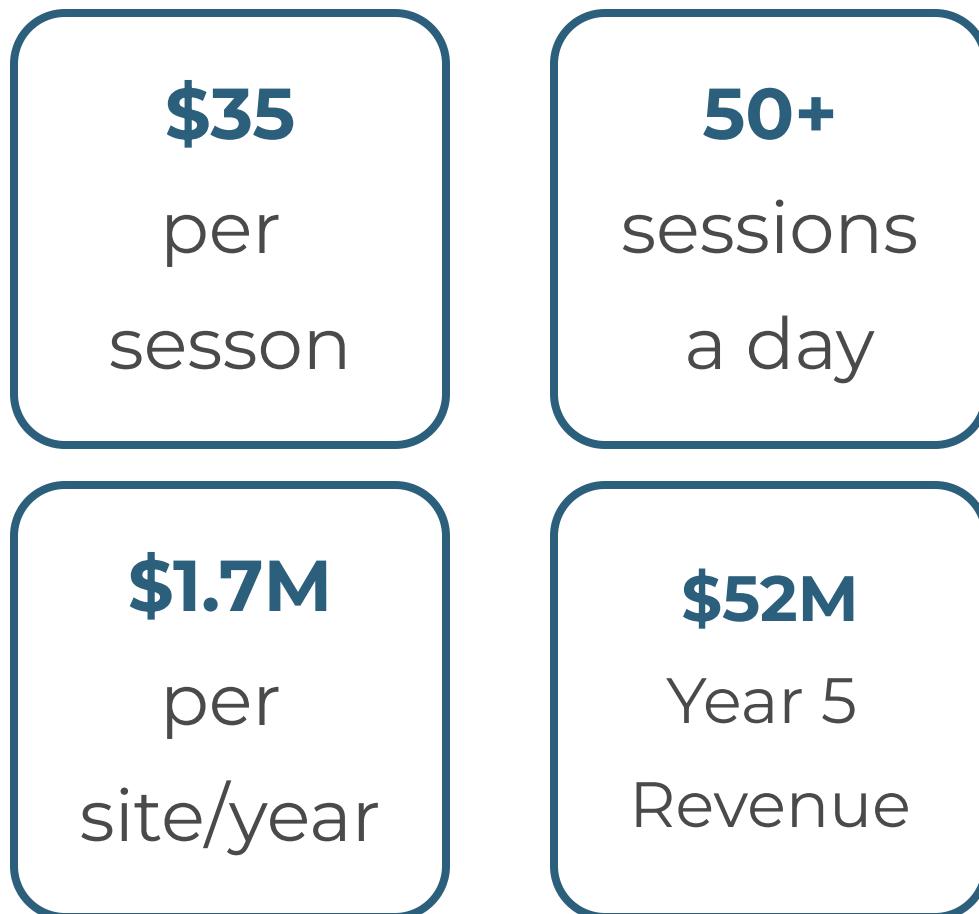


## Waystations

- 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)



Locations	Charging Ports	Site Payback
30	140	18-24 mo

**Source:** Rangeway Financial Model

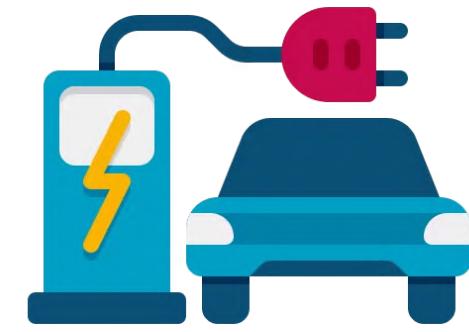
30 locations → 500+ addressable sites → Total market

**Industry data:** Grand View Research 2024

## Business Model

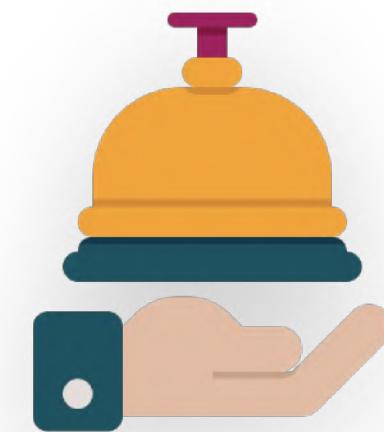
# B2C + B2B Hybrid: Three Revenue Streams from Every Visit

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



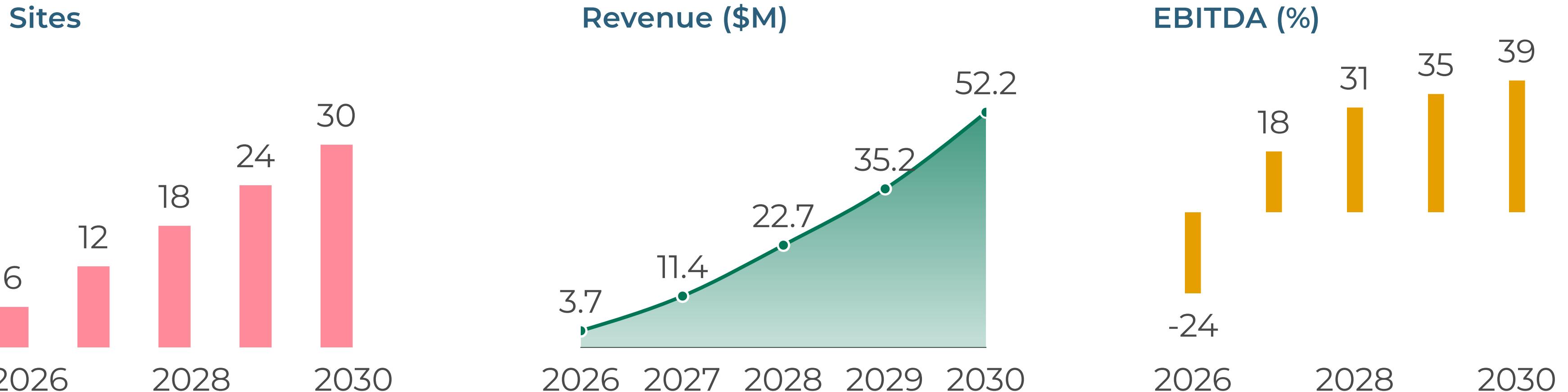
### Brand Partners (10%)

- 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

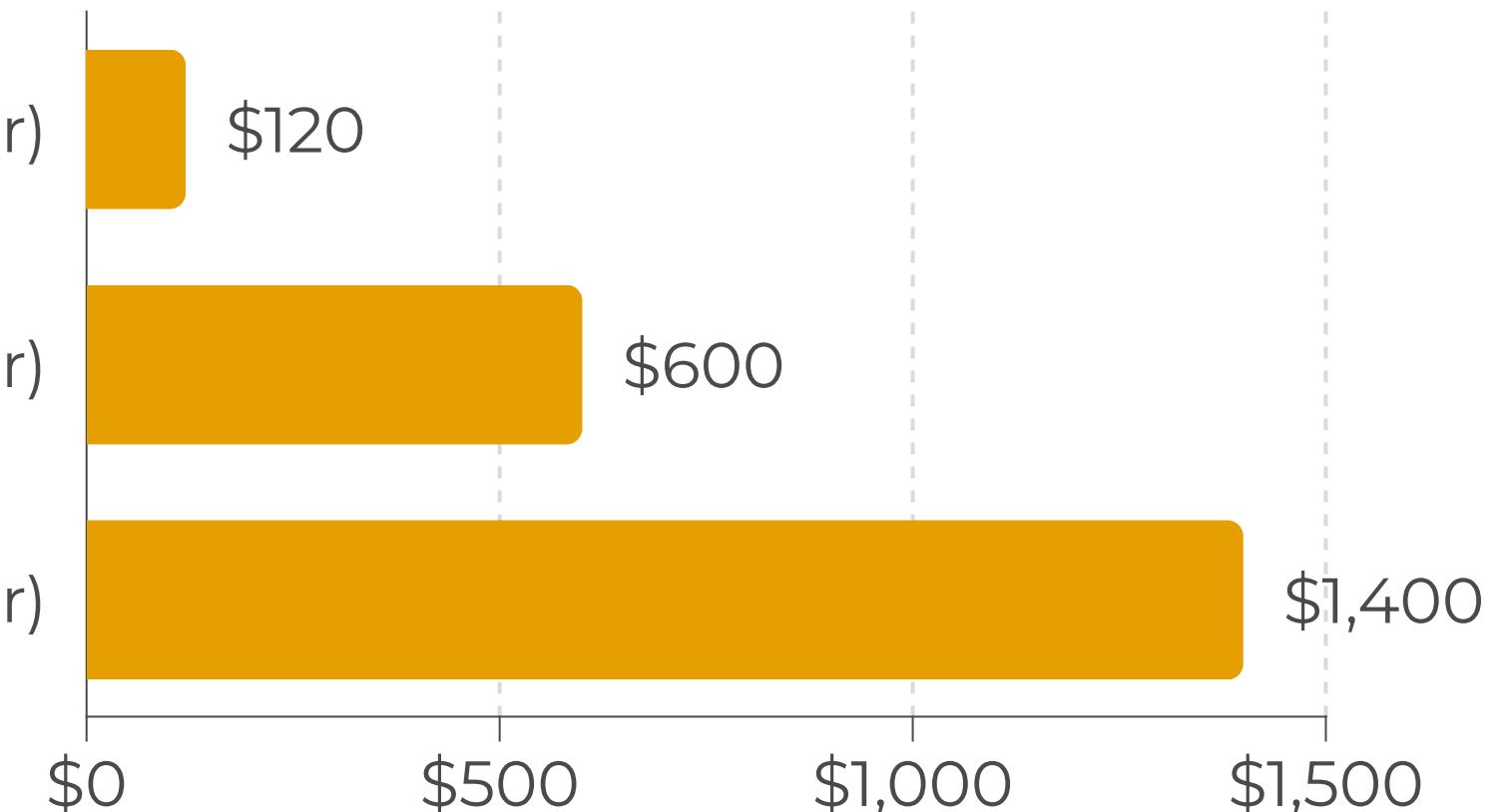
Go-to-Market

## \$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**

## Competitive Landscape

# 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

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## 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)
- ✓ 6 strategic partners committed
- ✓ 70%+ purchase intent from 1,000+ member EV community
- ✓ 500+ podcast and newsletter subscribers



HyWatts

ReNüTeq®

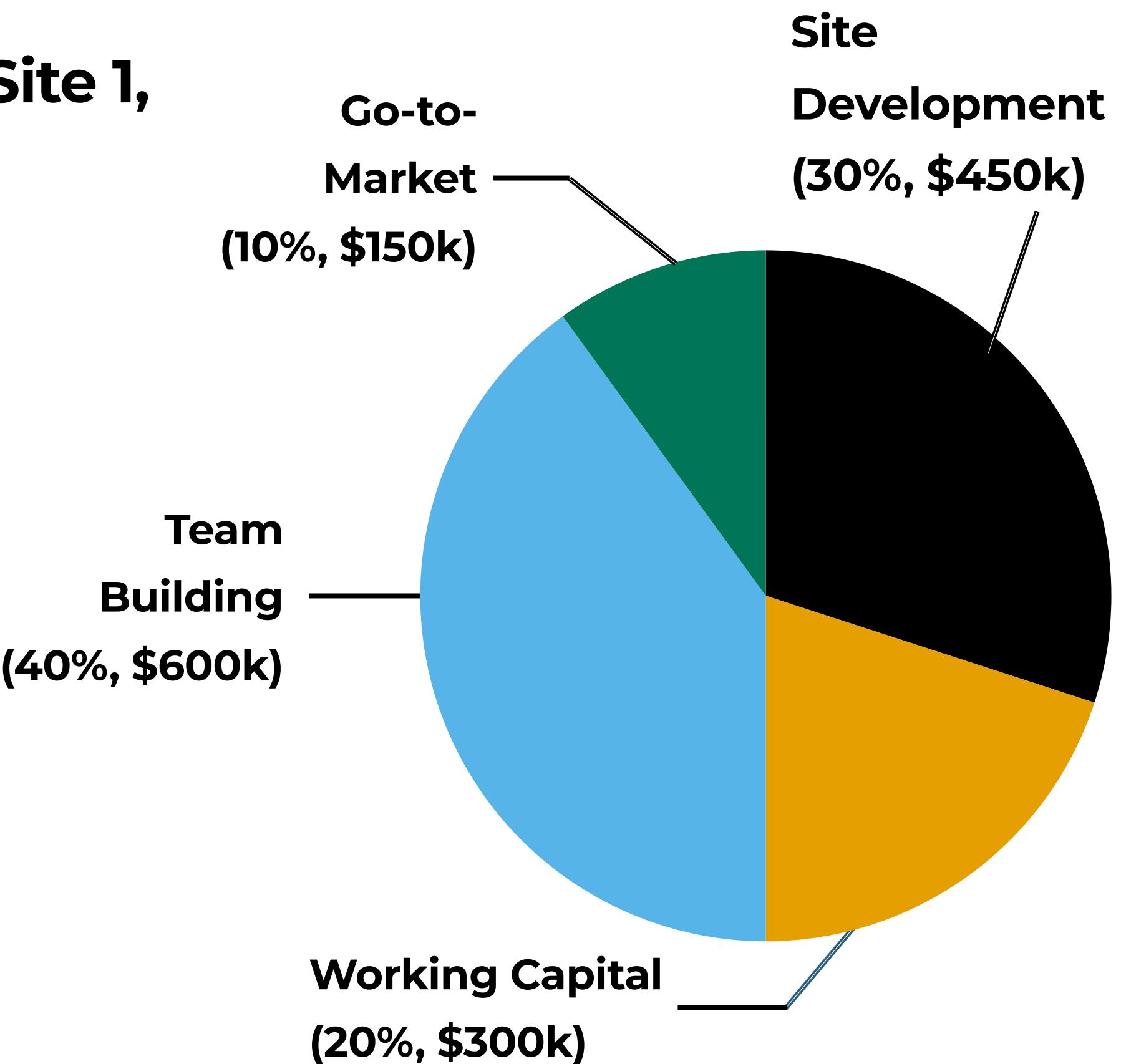
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Ask

## 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



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