



Winnebago eRV2 Prototype FAQs (1.16.23)

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The eRV2 High-Level

Q1. What is the Winnebago eRV2 prototype, and what is its purpose?

A. The eRV2 is Winnebago's fully operational, all-electric, zero-emission RV. It represents the future of Winnebago RVs, matching the emerging needs of today's consumers, who desire maximum comfort and convenience with less environmental impact.

The eRV2 has a broad range of innovations beyond electrification, designed to enhance the user experience, including: multiple technologies to make operating the RV easier; multi-purpose interior design features; and myriad sustainable materials used throughout the interior.

A fleet of eRV2 prototypes are undergoing rigorous field testing with everyday consumers to help inform the vehicle's final design before hitting dealerships in the future.

Q2. Is there any significance to the unique camouflage wrap design on the eRV2 prototypes?

A. Yes. There is high enthusiasm for eRVs across a variety of lifestyles, especially those who want to use the vehicle for a wide range of uses including exploring new cities and towns, visiting friends and family, traditional RV uses such as camping and using as a mobile office when on-the-go. The wrap design was inspired by these consumer lifestyles and the graphics specifically depict places in North America they wish to see, and the things they wish to do in an electric RV.

Q3. How does the eRV2 align with Winnebago Industries' corporate goals around environmental responsibility?

A. At Winnebago Industries, we are committed to doing our part to ensure outdoor spaces—from backcountry to backyard—are sustained for the next generation of outdoor enthusiasts. In 2021, we introduced goals for water, waste and greenhouse gas emissions reductions, as well as product stewardship. Regarding products, Winnebago Industries' goal is to provide eco-friendly upgrade options on all new products by 2025, and begin addressing upstream and downstream environmental impacts for our product lines by 2030.

The eRV2 is a major step towards achieving our goals, with the zero-emissions platform and numerous sustainable and recycled materials throughout the van. From Chilewich® flooring to Paperstone® window frames, the materials are intentionally curated to both enhance our customers' experience (aesthetically pleasing, easy to clean, durable) and reduce their carbon footprint.

Q4. What has Winnebago learned about consumers through the development of the eRV2?

A. There have been several key learnings from our recent electrification study with over 1,200 consumers to better understand interest in eRVs. These include the intended audience, possible



barriers, motivators and features that will drive interest in future products. Some key takeaways include:

- eRVs have the potential to **add significant long-term growth** to the industry and the category by keeping current customers engaged while also attracting new generations.
- While **helping the environment is important, interest in an eRV goes way beyond this:**
 - Consumers want and expect functional benefits and features like superior vehicle performance, driver assist technology, trip planning and potential cost savings from reduced maintenance and gas.
- Regarding range, our research indicates a good point for us will be something that can support a comfortable three-hour drive before rapid charging. Considering that the charging experience for an eRV2 traveler can be much more enjoyable than waiting in a car — they can make a meal, enjoy the outdoors, or take a quick nap - this range will provide incredible experiences for our owners. The #eVANLIFE is a stress-free and refreshing way to travel.

Q5. Does Winnebago see a future scenario in which electric RVs comprise the bulk of its fleet? Does the company plan to phase out gas- and diesel-powered vehicles? Is there any timing on this?

A. We will continue to be pioneers as the market looks at alternative forms of energy. At this time, our focus is to deliver customer-centric and innovative solutions that meet our customers' needs.

Q6. Does Winnebago Outdoors have plans to develop electric Towables?

A. While the eRV2 concept vehicle is built on a Class B RV platform, we believe the specific technologies and features can have ancillary impact in towable products as well. We are not in a position to provide those specifics today, but will share more when we feel it is appropriate.

The eRV2 Product Deeper Dive

Q7. What is the eRV2 range?

A. The current eRV2 prototypes are built on a 2022 Ford E-Transit van which has a published range of 108* miles. While well-suited for our pilot program, our future commercial version aims to have a longer range.

Our research indicates a good point for us will be something that can support a comfortable three-hour drive before rapid charging. Considering that the charging experience for an eRV2 traveler can be much more enjoyable than waiting in a car - they can make a meal, enjoy the outdoors, or take a quick nap, for example - this range will provide incredible experiences for our owners. The #eVANLIFE is a stress-free and refreshing way to travel.

The eRV2 can be fully recharged in as little as two hours, depending on the type of charging station one uses. One of the great features of the eRV2 is a three-in-one plug-in that allows for charging at home, campgrounds, or dedicated charging stations — so charging is both simple and convenient.

* Per Ford: Based on full charge. Projected range reflecting capability based on CAE analytical adjustments from tested vehicle consistent with US EPA MCT drive cycle methodology (www.fueleconomy.gov/feg/pdfs/EPA_test_procedure_for_EVs-PHEVs-11-14-2017.pdf) at ALVW (Adjusted Loaded Vehicle Weight). Actual range varies with conditions such as external environment, vehicle use, upfits and alterations, vehicle maintenance, lithium-ion battery age and state of health.



Q8. How does the eRV2 compare with the original eRV concept introduced in January 2022?

- A.** Overall, there are many advancements; some include:
- Chassis: Lightning eMotors → now **Ford E-Transit™** chassis, with increased peak HP to 266.
 - House battery: eRV power came from the chassis battery → new dedicated proprietary **IonBlade®** lithium battery developed in partnership with Lithionics Battery® — the most powerful, compact and safest lithium battery system available today.
 - New proprietary **Winnebago Connect™** system allows users to seamlessly monitor and control their RV's energy management system from anywhere using a simple app. With real-time information in the palm of their hands, users have more time to focus on their travels.
 - New **48V A/C that is 30% more** efficient than traditional A/C units.
 - More extensive use of sustainable materials in interior.
 - New **multi-purpose interior features** (e.g., 5-in-1 sleep/lounge; shower with removable cassette toilet; L-track storage system along walls).
 - New **Broad spectrum lighting system** that gives users significant customization, including red-light option to reduce impact on animals, fauna and aid dark skies.
 - **Larger freshwater capacity** (30 gal (+5g) and gray water (22 gal (+5g)) tanks

Q9. What makes the eRV2 more compelling than competitors' electric RV concepts and prototypes?

A. This is the only all-electric, zero-emission RV that we know of in the marketplace. And the eRV2 delivers many user enhancements that go way beyond all-electric power to include the total RV experience, including: Smart, multipurpose and sustainable interior design; and technologies that make using the eRV2 easier than ever (Winnebago Connect™, Driver's assist features, Wi-Fi, unique broad-spectrum lighting).

Q10. Can it really be off grid for up to seven days? Under what conditions?

- A.** Yes, up to seven days of boondocking are possible.*
- Assumptions: Based on a full charge with - two travelers; four hours of full sunlight/day; A/C and heater are not required; three cooked meals/day, two showers/day; refrigerator on; normal lighting usage; and roof fan overnight.
 - Boondocking can be over 10 days if users reduce their use of electricity even further.

*Actual boondocking capability varies with conditions such as external environment, vehicle use, vehicle maintenance, and battery age and health

Q11. What is Winnebago Connect™?

A. Winnebago Connect is our all-new, proprietary vehicle system allows users to seamlessly monitor and control all of the electrical and energy management systems of the RV. Initially, control will be through a touchscreen display inside the RV or a simple app that will allow customers the ability to monitor and control their RV from anywhere they have internet access. With real-time information and instant control users have more time to focus on their travels. Winnebago Connect will not only transform our customers' ownership experience, but it will also innovate the way we design, build and service our products. It will be a feature that is available on models later in 2023. Pricing is not available at this time.

Q12. Beyond the electric aspects, how is the eRV2 helping sustainability?

A. Our team took a holistic mindset towards making a more sustainable RV. This includes making extensive use of recycled materials that also offer longevity and pleasing aesthetics, new lighting solutions that lower the impact on flora and fauna, and when possible, sourcing materials made in the USA to help reduce transportation carbon emissions.



- Materials: Extensive use of recycled materials
 - **REPREVE® fabric** for interior lounge spaces which is made from recycled plastic bottles.
 - **Chilewich®** flooring/removable floor mats — made from more than **19% recycled materials, with bio-felt** backing on the floor which utilizes 100% recycled materials.
- Lighting: Broad spectrum lighting that includes a red-light option which is proven to have lower impact on dark skies, animals, flora and fauna.

Q13. Which appliances are in the eRV2?

A. The Winnebago eRV2 prototype incorporates an all-electric, high-efficiency roof mounted air conditioner, portable induction cooktop and compressor driven marine-grade refrigerator. We have developed special appliances to maximize comfort and functionality while minimizing energy consumption, which helps make it possible to boondock for up to seven days.

Q14. Which subsystems are on the eRV2?

A. The Winnebago eRV2 prototype vehicle is designed for modern, mobile living, including thoughtfully designed systems and features that take full advantage of the all-electric zero-emissions platform. The eRV2 galley offers premium amenities, including a modern, marine-grade refrigerator portable induction cooktop, and premium/residential sink fixtures. The eRV2 bathroom features: a removable cassette toilet that allows users more room for taking a shower and/or storage space; and an L-track storage system for strapping down storage items and flexible fixtures, such as the detachable, handheld shower head.

Q15. Does the eRV2 have LP or a generator on board?

A. As a fully functioning all-electric zero-emission vehicle, the eRV2 has no need for on-board fossil fuel powered energy sources. All of the house systems are powered by the proprietary IonBlade® Battery system, which provides the most powerful, most compact, and safest lithium battery on the market. This battery system was developed in partnership with Lithionics Battery®.

Q16. Which chassis does the eRV2 use? Who is the chassis provider?

A. The eRV2 prototyped are based on the Ford -Transit™ platform. We have a rich history of utilizing chassis from a variety of chassis suppliers to best meet the needs of our intended applications, as well as working with OEM chassis manufacturers and vendors to develop features and enhanced functions specific to our needs.

Q17. Did Winnebago work with any partners to develop the eRV2?

A. We have and continue to work with a wide variety of vendor and technology resources related to the eRV2 and other product work. Three key partners for the eRV2 include: Ford for the E-Transit™ chassis; Lithionics for the IonBlade house battery system; and 3M for insulation that is sandwiched between the interior and exterior wall to help keep the interior at the ideal temperature.

Q18. Has Winnebago filed patents on any of the innovations in the eRV2?

A. The advanced work related to the development of the eRV2 prototype has resulted in numerous and unique advances that are proprietary in nature. When applicable, we seek patent protection, but do not comment on specifics until those processes are completed and a patent has been issued.



Q19. Is it easy to charge the eRV2?

A. Yes, the eRV2 has a flexible 3-in-1 charging plug-in that allows for charging at home, campgrounds and dedicated charging stations.

Q20. How long does it take to charge the eRV2?

A. For chassis — using a DC fast charger it takes 45-minutes to get to 80% of full. **For house** — Two hours using a 240V/50A charger, or five hours using a 120V/30A.

Q21. Is the eRV2 easy to drive and maintain?

A. The eRV2 is built on the Ford E-Transit™ platform, which provides easy and efficient driving and is backed by Ford's extensive dealer network for all chassis maintenance needs. Based on Ford research, scheduled maintenance costs for the all-electric E-Transit model are estimated to be **40% less** than the average scheduled maintenance costs for the gas-powered 2020 standard Transit over eight years/100,000 miles.²

² Per Ford: Scheduled maintenance costs based on recommended service schedule as published in the Owner's Manual. Analysis reflects Ford Motor Company's standard method for calculating scheduling maintenance cost, and reflects data available in 2019 & 2020.

Q22. What is the chassis warranty?

A. Electric Vehicle Component Coverage from Ford is currently eight years or 100,000 miles (whichever occurs first).

The eRV2 Testing Program

Q.23. How will Winnebago collect insights from the pilot program?

A. We will gather insights through Digital Ethnography, whereby participants share videos and photos, and they can also write their experiences in real-time. We will also conduct interviews with each participant before, during and after the pilot to understand more about who they are, what they expect, and what their experience was like.

Q24. How does one follow the pilot program?

A. Consumers can receive periodic updates about the prototype testing program by signing up on winnebago.com/all-electric.

Q25. Can anyone sign up to participate in the pilot program?

A. Yes. After the RV SuperShow, those who sign up on Winnebago.com/all-electric will learn more about how they can be considered for the pilot program.

Q26. Where will the eRV2 travel during the pilot program?

A. Pilot participants will travel throughout the United States with extended periods of testing time in Florida, California and Washington state. Winnebago has partnered with Sun Outdoors to utilize its best-in-class RV resorts within these locations as home bases for testing operations.

Q27. What support and technical services are available to pilot participants?

A. For product usage and support, participants will have 24/7 phone access to trained service representatives for product usage questions and emergency roadside assistance. If the representative is unable to resolve the issue immediately, pilot program participants will be directed to the appropriate resources for resolution.



The eRV2 Full Consumer Launch

Q28. When, where and how many vehicles will be available for sale?

A. Winnebago knows there is a real demand for an all-electric, zero-emission RV that will allow consumers the ability to explore their world with less impact on the environment. That said, to continue to deliver Winnebago's premium quality standards, we need to complete the final stages of testing and development before we announce a firm commercial launch date.

Q29. What platform will the eRV2 be on when it is available for sale?

A. We are not ready to share the final chassis configuration but expect to announce that later this year. The electric vehicle marketplace is rapidly evolving and there will be good opportunities for us to improve the eRV2 range for our launch with Dealers.

Q30. What range do you expect when you launch the retail version of the eRV2?

A. In our extensive research, range, while important, is not the only thing consumers are looking for in an eRV. Consumers want and expect many new functional benefits and features like superior vehicle performance, driver assist technology, trip planning and potential cost savings from reduced maintenance and gas, which the eRV2 delivers on. Our research indicates a good starting point for range will be something that can support a comfortable three-hour drive before rapid recharging. If a destination requires a stop to recharge, recharging in an eRV2 can be much more enjoyable than waiting in a car as users have a home on wheels allowing them to pass the time making a meal, do some work, or take a quick nap. When users reach their destination, the eRV2 will fully recharge overnight on typical 50-amp campground connections. The #eVANLIFE is a stress-free and refreshing way to travel.

For example, a common trip for many consumers in San Francisco, is a trip to Lake Tahoe. The total distance is 186 miles, which on average should be 3 hrs and 20 min, non-stop. In the eRV2, an additional 60 minutes would be required — 45 min on a DC fast charger with give or take an additional 15 minutes. Many consumers break this trip up to grab lunch or snacks, so this added time is not out of the ordinary. Given today's charging infrastructure there are many locations that support such a re-charge; however, we also recognize there are scenarios where the infrastructure would make this initial range more of a challenge. As technology matures, we will continue to unlock opportunities for customers to transition to the #eVANLIFE.

Q31. What is the expected sale price of the eRV2 and how will it compare to other Class B vans?

A. The ultimate pricing will not be available until the development is completed as some features are still subject to change. The eRV2 will likely have a price premium that is similar to electric automobiles in relation to their internal combustion engine comparables.

Q32. What customer and dealer support services does Winnebago plan to offer when it launches an electric RV to the public?

A. Support services for an electric RV, like all Winnebago manufactured products, would be supported by our carefully chosen dealer base as well as our trusted chassis manufacturer. Prior to an official launch, our sales and service teams will provide specialized training on all aspects of an electric RV to ensure excellent customer care support.

FOOTNOTES



**The eRV2 is a prototype vehicle and is not available for sale. Up to seven days of boondocking capability based on a full charge. Actual boondocking capability varies with conditions such as external environment, vehicle use, vehicle maintenance, and battery age and health. Go to Winnebago.com for the latest information.*

1 Per Ford: Based on full charge. Projected range reflecting capability based on CAE analytical adjustments from tested vehicle consistent with US EPA MCT drive cycle methodology ([www.fueleconomy.gov/feg/pdfs/EPA test procedure for EVs-PHEVs-11-14-2017.pdf](http://www.fueleconomy.gov/feg/pdfs/EPA_test_procedure_for_EVs-PHEVs-11-14-2017.pdf)) at ALVW (Adjusted Loaded Vehicle Weight). Actual range varies with conditions such as external environment, vehicle use, upfits and alterations, vehicle maintenance, lithium-ion battery age and state of health.

2 Per Ford: Scheduled maintenance costs based on recommended service schedule as published in the Owner's Manual. Analysis reflects Ford Motor Company's standard method for calculating scheduling maintenance cost, and reflects data available in 2019 & 2020.

3 Winnebago recommends following the winter use guidelines and winterization procedures outlined in your owner's manual whenever camping in freezing conditions.