



Recreational Vehicle Business Solutions

TRANSACTION ANNOUNCEMENT

RV Business Solutions Advises on the Sale of RV Arizona

Highlands Ranch, CO — December 13, 2023 — RV Business Solutions, a leading buy-sell advisor to RV dealers, was the exclusive sell-side advisor to Marty Holman in the sale of his El Mirage, AZ based RV dealership, RV Arizona to Camping World (NYSE: CWH).

Marty Holman, owner of RV Arizona, is a 25+ year veteran of the RV Industry, spending most of those years with Arizona based Beaudry RV. In October 2011, Marty and 2 partners purchased the assets of RV Consignment Specialists, an RV consignment dealer in El Mirage, Arizona. They were attracted to the dealership due to its strategic location on US 60/Grand Avenue, just Southeast of the 303 Highway Loop and around the most explosive infrastructure growth in the United States.

Since that time, Marty has grown RV Arizona into a premier consignment dealership that features between 150 and 200 consignment RV's along with a turn-key staff and leadership team.

Marty stated, "I have known Scott for over 25 years, and could not be happier with the way he, Mike and Adam at RV Business Solutions represented me. Being RV veterans themselves, they understand this industry and all that goes into running an RV dealership. They were available around the clock and kept everything on schedule throughout this entire process. Although I had other options available to me, in the end, felt that Camping World was the best fit for me and my employees. I highly recommend the team at RV Business Solutions to any RV dealer looking to sell their dealership."

Since 2021, RV Business Solutions has advised on the sale of over 60 RV dealership locations totaling over \$500M in Transactional Value. Scott Degnan, Co-Founder and Partner at RV Business Solutions commented, "I have known and respected Marty for many years and could not be happier for him and his employees."

FOR IMMEDIATE RELEASE

December 13, 2023

Lincolnshire, Ill. - Camping World Holdings, Inc. (NYSE: CWH) ("Camping World"), the World's Largest Recreational Vehicle Dealer, announced that it is set to acquire RV Arizona Consignment Specialists in El Mirage, Arizona. The transaction establishes a platform and plan for a nationwide rollout of consignment exclusive locations and best practices integration into the Company's existing dealership locations with consignment sales. It is anticipated to close in the fourth quarter of 2023.

The standalone consignment location is led by Marty Holman, a 25 year plus RV industry veteran who has excelled in roles ranging from Chief Financial Officer of a multi-store dealership group to owner-operator. Mr. Holman will spearhead the Company's plan to ramp up efforts around consignment sales. The Company believes consignment units are an enhancement to its existing multi-year goal to reach \$3 billion of used RV sales annually. Over the 36-month period ending June 30, 2023, the Company has more than doubled its used RV sales to just under \$2 billion on a trailing 12-months basis.

Marcus Lemonis, Chairman and CEO of Camping World commented, "Marty Holman and the RV Arizona team have built an industry leading process around RV consignments, we expect to leverage these skills to supercharge our existing consignment business, improve returns on our used RV inventory, and further grow our used RV business towards the previously stated \$3 billion annual goal." Mr. Lemonis continued, "Growing our used RV business is one of our top revenue objectives, and any time we can increase inventory turns while reducing working capital, we believe it is win-win for our shareholders."

###

For More Information Contact

Kelly Jelniker
Marketing & Public Relations
303.882.0071
Kelly@rvbs.com

Mike Lankford
Partner
951.545.8318
Mike@rvbs.com

Scott Degnan
Partner
760.218.8514
scott@rvbs.com

RVBS.com