INVESTOR PRESENTATION

JANUARY 2026

CAMPING WORLD

Safe Harbor

Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements contained in this presentation that do not relate to matters of historical fact should be considered forward-looking statements, including, without limitation, statements about future financial results, our business plans and goals, the strength of our business, cost savings and profitability improvements, industry trends, expectations regarding partnership and product introductions, and our long-term plan. These forward-looking statements are based on management's current expectations.

These statements are neither promises nor guarantees, but involve known and unknown risks, uncertainties and other important factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements, including, but not limited to, the following: general economic conditions, including inflation and interest rates; the availability of financing to us and our customers; fuel shortages or high prices for fuel; the success of our manufacturers; changes in consumer preferences; competition in our industry; risks related to acquisitions, new store openings and expansion into new markets; our failure to maintain the strength and value of our brands; our ability to manage our inventory; fluctuations in our same store sales; the cyclical and seasonal nature of our business; our dependence on the availability of adequate capital and risks related to our debt; our ability to execute and achieve the expected benefits of our cost cutting or restructuring initiatives; our reliance on our fulfillment and distribution centers; natural disasters, including epidemic outbreaks; our dependence on our relationships with third party suppliers and lending institutions; risks associated with selling goods manufactured abroad; our ability to retain senior executives and attract and retain other qualified employees; risks associated with leasing substantial amounts of space; risks associated with our private brand offerings; we may incur asset impairment charges for goodwill, intangible assets or other long-lived assets; tax risks; regulatory risks; data privacy and cybersecurity risks; risks related to our intellectual property; the impact of ongoing or future lawsuits against us and certain of our officers and directors; and risks related to our organizational structure.

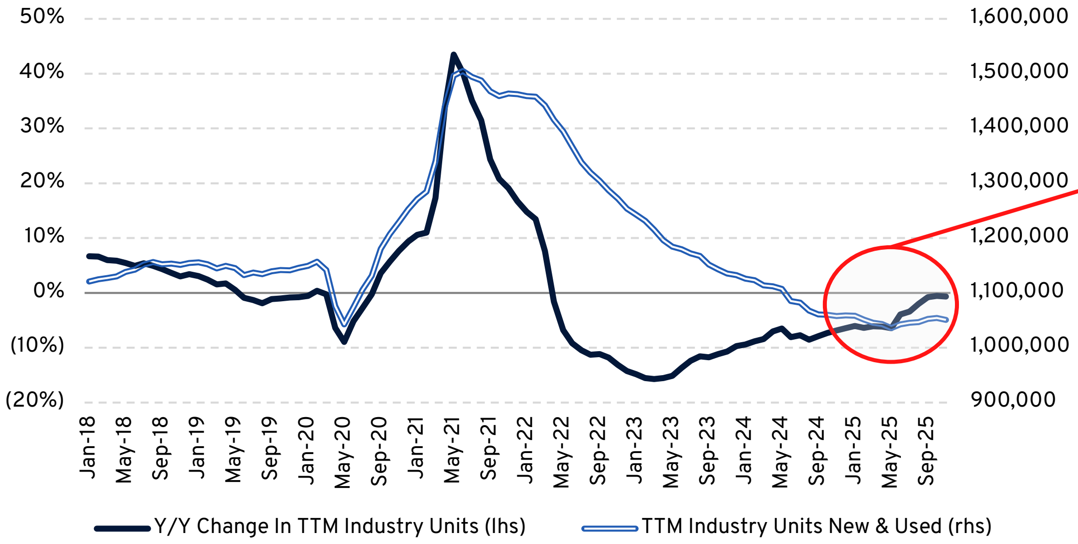
These and other important factors discussed under the caption "Risk Factors" in our Annual Report on Form 10-K filed for the year ended December 31, 2024 and our other reports filed with the SEC could cause actual results to differ materially from those indicated by the forward-looking statements made in this presentation. Any such forward-looking statements represent management's estimates as of the date of this presentation. While we may elect to update such forward-looking statements at some point in the future, we disclaim any obligation to do so, even if subsequent events cause our views to change, except as required under applicable law. These forward-looking statements should not be relied upon as representing our views as of any date subsequent to the date of this presentation.

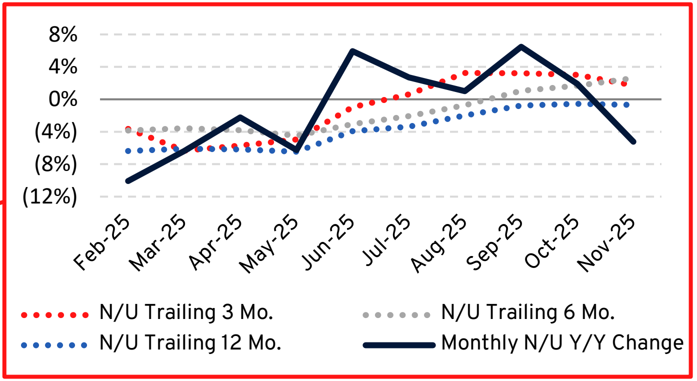
Market and Industry Data

This presentation includes information concerning economic conditions, the Company's industry, the Company's markets and the Company's competitive position that is based on a variety of sources, including information from independent industry analysts and publications, as well as Camping World's own estimates and research. Camping World's estimates are derived from publicly available information released by third party sources, as well as data from its internal research, and are based on such data and the Company's knowledge of its industry, which the Company believes to be reasonable. The independent industry publications used in this presentation were not prepared on the Company's behalf. While the Company is not aware of any misstatements regarding any information in this presentation, forecasts, assumptions, expectations, beliefs, estimates and projects involve risk and uncertainties and are subject to change based on various factors.

Seeing Emerging Signs of Broader RV Industry Stabilization

Looking at the industry on a combined new and used unit basis, trends have both stabilized and inflected recently





Looking at the RV industry on a broader basis, new and used combined, trends have stabilized with a positive, ~sustained inflection starting in June

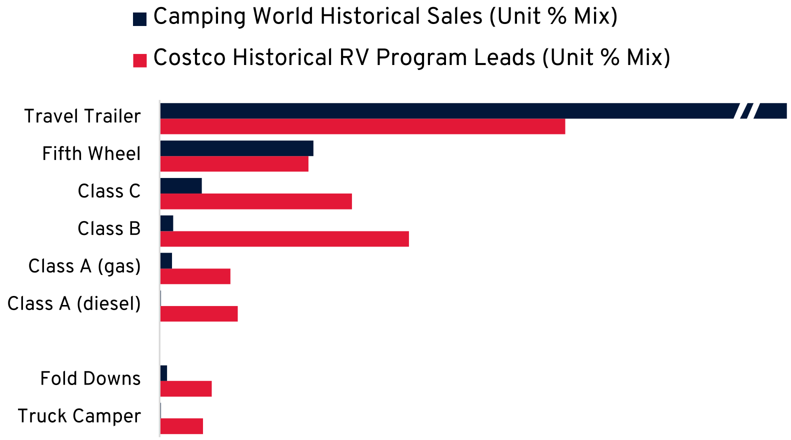
Historically, when the 3-, 6-month moving averages sustainably cross above the 12-month average and enter positive territory it has been a reliable indicator

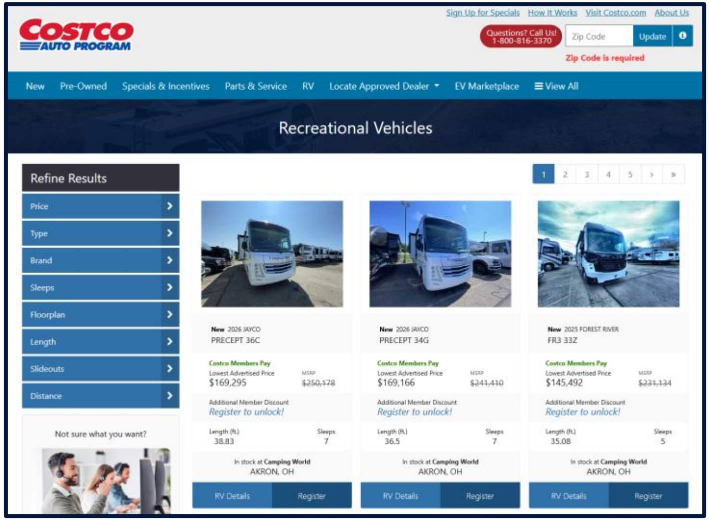
Based on new and used registrations as per Statistical Surveys from SSI Data, LLC as of November 30, 2025

Camping World x Costco Auto Program: New Unit Catalyst

Camping World is Costco's exclusive RV partner, reaching >60 million members, new channel for ASP/new unit sales

Historically, RV Purchase Leads Under the Program Have Skewed More Toward Higher ASP Fifth Wheel and Motorized Units





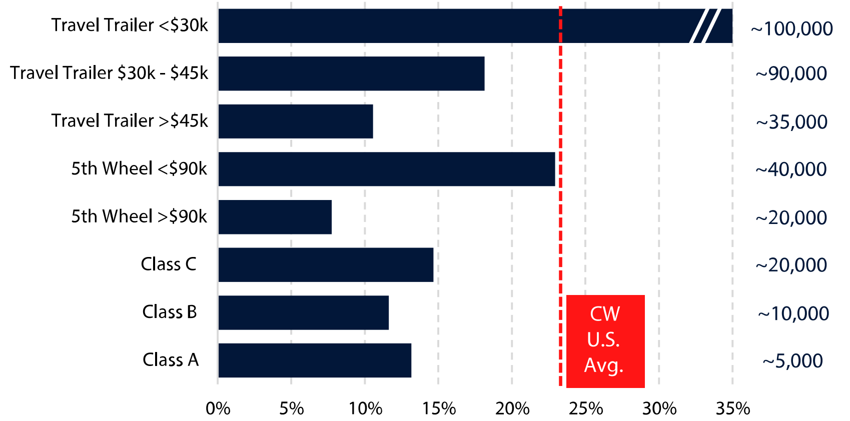
Based on new vehicles sold, and new registrations as per Statistical Surveys from SSI Data, LLC as of November 30, 2025; Internal data

Near-Term Priorities: Strategic Contract Manufacturing

MY26 contract manufacturing product introductions aimed at market segments ripe for further entry level disruption

Camping World Punches Below Its Weight In Important Categories Outside Entry Level Trailers, MY26 Poised to Take Share

CW Unit Share by Type & Price Band



Freedom Elite 17DPT

CW Retail: $80,999
Category Avg. Retail
~$140,000

Competitor A: $109,999
Competitor B: $119,799
Competitor C: $110,950

Campsite Elite 36RF

CW Retail: $62,999
Category Avg. Retail
~$80,500

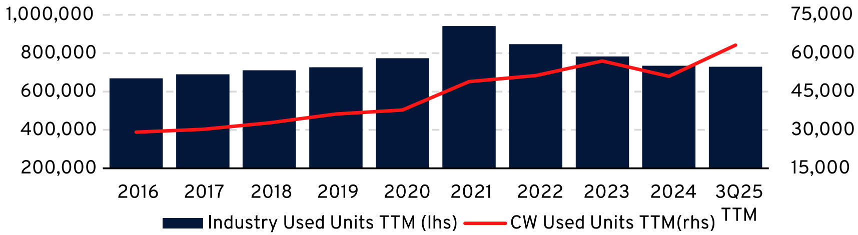
Competitor A: $64,499
Competitor B: $78,999
Competitor C: $78,499

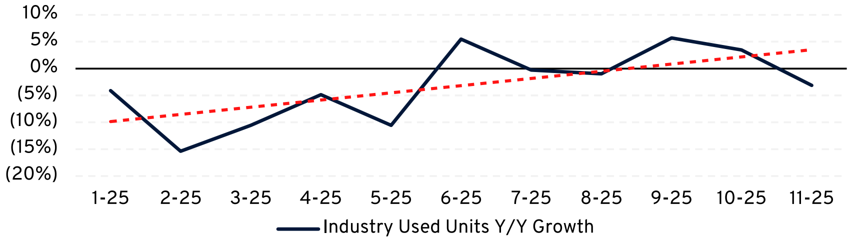
Based on new vehicles sold, and new registrations as per Statistical Surveys from SSI Data, LLC as of November 30, 2025; US only

Near-Term Priorities: Compound Our Growth in Used

Used remains a top strategic priority, transactions overall are more profitable, opportunity exists to improve used turns

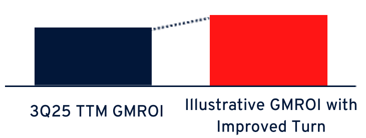
Recent Used RV Industry Trends Have Inflected/Stabilized, Gross Margin Return On Investment (GMROI) Sig. Higher vs. New





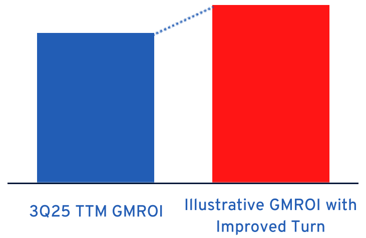
New

Improving new inventory turns from 1.8x to 2.2x would result in a potential **22 percent** improvement on GMROI



Used

Improving used inventory turns from 3.2x to 3.8x would results in a potential **19 percent** improvement on GMROI



Used GMROI is **> 2.5x** higher than that of **New** due to better margin and higher turns

GMROI is defined as trailing-twelve-month gross profit, divided by the average inventory for the past 4 quarters. This only includes the front-end gross profit as disclosed in the SEC filings. Source: CWH SEC filings

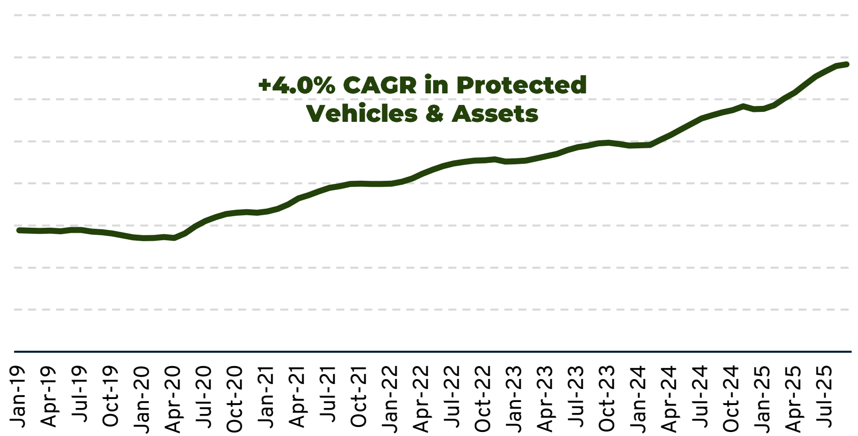
CAMPING WORLD gs

Near-Term Priorities: Accelerating Good Sam Growth

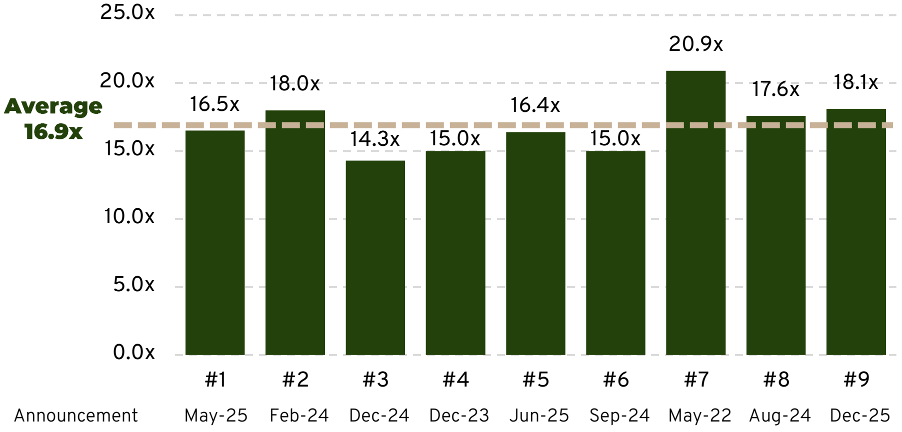
Good Sam Insurance Agency (GSIA) is one of the largest and fastest growing components of Good Sam's earnings

GSIA's Total Book of Business Has Grown at a ~4% CAGR Since 2019, Recent Insurance Brokerage Transactions Trade at >15x

GSIA Total Items In Force



Market Setting Insurance Brokerage Transactions



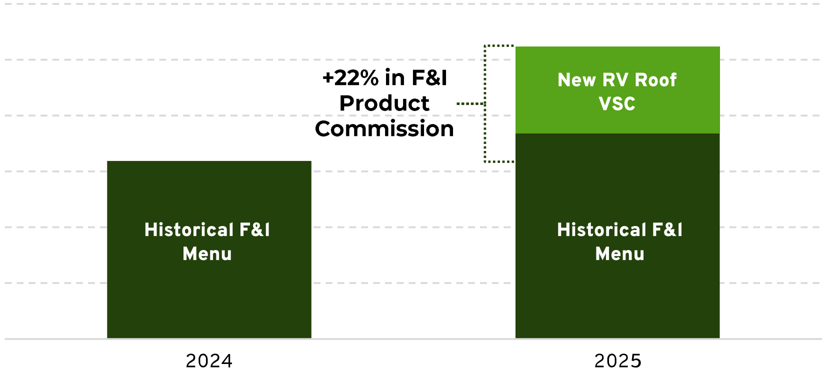
Based on Good Sam Insurance Agency financial results as of September 30, 2025
Source: Merger & Acquisition Services, Inc. The multiples are a direct excerpt from Merger & Acquisition Services, Inc. without modification.

Near-Term Priorities: Accelerating Good Sam Growth

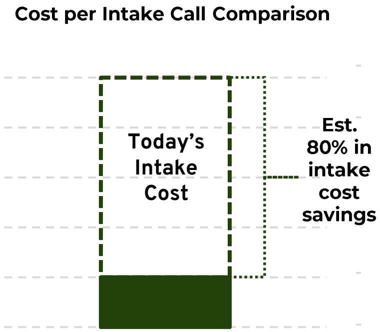
Meaningful improvements underway across other areas of GS, including product development & AI enablement

Product Development Successes Include Rollout of Roof VSC, AI Expected to Yield SG&A Efficiency Across the Organization

Good Sam Completed Phase 1 of F&I Menu Optimization & Expansion
Product development introduced an all-new roof RV product in 2025, on track to represent 4% of F&I product income and ~75% of product commission growth.



Case Study: AI Enablement in Good Sam's Intake & Dispatch Operations
Roadside operations will be enhanced in 2026 through the implementation of AI voice technology, improving dispatch speed and providing scale to meet demand.



Based on product commissions realized as of September 30, 2025 across FreedomRoads, LLC and Good Sam Enterprises attributable to products sold in the F&I office. VSC means vehicle service contract.