

LCI INDUSTRIES INVESTOR PRESENTATION

May 2024

FORWARD-LOOKING STATEMENTS

This presentation contains certain “forward-looking statements” with respect to our financial condition, results of operations, business strategies, operating efficiencies or synergies, competitive position, growth opportunities, acquisitions, plans and objectives of management, markets for the Company’s common stock, the impact of legal proceedings, and other matters. Statements in this presentation that are not historical facts are “forward-looking statements” for the purpose of the safe harbor provided by Section 21E of the Securities Exchange Act of 1934, as amended, and Section 27A of the Securities Act of 1933, as amended, and involve a number of risks and uncertainties.

Forward-looking statements, including, without limitation, those relating to the Company's future business prospects, net sales, expenses and income (loss), capital expenditures, tax rate, cash flow, financial condition, liquidity, covenant compliance, retail and wholesale demand, integration of acquisitions, R&D investments, commodity prices, and industry trends, whenever they occur in this presentation are necessarily estimates reflecting the best judgment of the Company's senior management at the time such statements were made. There are a number of factors, many of which are beyond the Company’s control, which could cause actual results and events to differ materially from those described in the forward-looking statements. These factors include, in addition to other matters described in this presentation, the impacts of future pandemics, geopolitical tensions, armed conflicts, or natural disaster, on the Company's customers, suppliers, employees, business and cash flows, pricing pressures due to domestic and foreign competition, costs and availability of, and tariffs on, raw materials (particularly steel and aluminum) and other components, seasonality and cyclicality in the industries to which we sell our products, availability of credit for financing the retail and wholesale purchase of products for which we sell our components, inventory levels of retail dealers and manufacturers, availability of transportation for products for which we sell our components, the financial condition of our customers, the financial condition of retail dealers of products for which we sell our components, retention and concentration of significant customers, the costs, pace of and successful integration of acquisitions and other growth initiatives, availability and costs of production facilities and labor, team member benefits, team member retention, realization and impact of expansion plans, efficiency improvements and cost reductions, the disruption of business resulting from natural disasters or other unforeseen events, the successful entry into new markets, the costs of compliance with environmental laws, laws of foreign jurisdictions in which we operate, other operational and financial risks related to conducting business internationally, and increased governmental regulation and oversight, information technology performance and security, the ability to protect intellectual property, warranty and product liability claims or product recalls, interest rates, oil and gasoline prices and availability, the impact of international, national and regional economic conditions and consumer confidence on the retail sale of products for which we sell our components, and other risks and uncertainties discussed more fully under the caption “Risk Factors” in the Company’s Annual Report on Form 10-K for the year ended December 31, 2023, and in the Company’s subsequent filings with the Securities and Exchange Commission, including the Company's Quarterly Reports on the 10-Q. Readers of this presentation are cautioned not to place undue reliance on these forward-looking statements, since there can be no assurance that these forward-looking statements will prove to be accurate. The Company disclaims any obligation or undertaking to update forward-looking statements to reflect circumstances or events that occur after the date the forward-looking statements are made, except as required by law.

This presentation includes certain non-GAAP financial measures, such as EBITDA, net debt to EBITDA leverage, and free cash flow. These non-GAAP financial measures should not be considered a substitute for the comparable GAAP financial measures. Reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measure are included in the Appendix to this presentation.

This presentation also includes certain forward-looking non-GAAP financial measures, such as forward-looking targets for net debt to EBITDA leverage. The Company is unable to provide a reconciliation of forward-looking non-GAAP financial measures to their most directly comparable GAAP financial measures because the Company is unable to provide, without unreasonable effort, a meaningful or accurate calculation or estimation of amounts that would be necessary for the reconciliation due to the complexity and inherent difficulty in forecasting and quantifying future amounts or when they may occur. Such unavailable information could be significant to future results.

LCI AT A GLANCE

A leading supplier of highly engineered components primarily to the OEMs of RVs, buses, trailers, trucks, boats, trains, manufactured housing, and their related aftermarkets



Key Metrics

	Q1 2024	YOY Change	FY 2023
Net Sales	$968M	(1)%	$3,785M
Diluted EPS	$1.44	397%	$2.52
EBITDA*	$90M	72%	$255M
Operating Margin	6.0%	390 BPS	3.3%
Free Cash Flow* (TTM)	$391M	(26)%	$465M
Content per Towable RV Unit (LTM)	$5,097	(13)%	$5,058

* See the Appendix to this presentation for reconciliation of non-GAAP financial measures to the most directly comparable GAAP financial measures.

LCI AT A GLANCE

Over the last three decades, LCI has strategically diversified operations into the RV adjacent market, aftermarket and marine industry; leaning into outdoor lifestyle movement

1994



Manufactured Housing

1994 - 2012



Manufactured Housing

RV Expansion



Chassis & Windows



Slide-Outs



Furniture & Appliances



Stabilization & Leveling

2012 - Present



RV



Manufactured Housing



Bus Windows



Cargo Trailers



Equestrian Trailer & Components



Marine



Residential Windows



Aftermarket

International Expansion



Caravan



Railway



Marine

* See the Appendix to this presentation for reconciliation of non-GAAP financial measures to the most directly comparable GAAP financial measures.

LCI OVERVIEW

Our industry-leading brands and core competencies







7 Core Competencies

- Metal Fabrication & Welding
- Lamination
- Glass Fabrication
- Cut & Sew
- Power & Motion Systems
- Electronics
- Plastics Forming

Applicable Across a Number of Customer Segments

- Recreational Vehicle
- Marine
- Transit & School Bus
- Equestrian & Cargo Trailers
- Heavy & Light Trucking
- Housing & Building Products
- Other (e.g. Rail and Industrials)

OEMs | **Aftermarket**

LCI OVERVIEW

Multiple key differentiators advancing our leading position throughout our markets

Building the best teams with the best leaders

- Experienced leadership team with substantial industry knowledge
- Centralized base in Indiana keeps leadership close with team members, supporting cohesive culture

Developing lasting customer relationships

- 100,000+ retail customer interactions each month through best-in-class support team
- Unmatched customer and market share retention over last 25 years

Building and delivering innovative products

- Industry-leading content growth due to demand for innovative offerings
- Creating critical products with unique features sought out by customers

Diversifying and expanding our product segments

- Successfully executed 75+ acquisitions to expand competitive footprint
- Focused on growth in non-RV OEM markets



KEY STRATEGIC OPPORTUNITIES

Our long-term growth is guided by execution against five strategic pillars:



LEADERSHIP & CULTURE

We strive to drive **superior returns** to all of our teams...our **PEOPLE**, our **CUSTOMERS** and our **SHAREHOLDERS**



Striving to Lead

- A passion to win, coupled with a robust growth strategy, drives us to be a leader in every market we enter
- Strong cultural underpinning has helped reduce turnover, improve safety and service, and drive better efficiency, each supporting our continued outperformance

Fostering Leadership and Leveraging our Culture to Grow

- Our workforce is our largest engine for growth, and we are focused on empowering our leadership and equipping the next generation of leaders within LCI to drive our business forward
- Our Leadership Development Team is committed to cultivating stronger leaders and a healthier culture, serving as trainers, coaches, and trusted advisors throughout the LCI organization

INNOVATION AS A CULTURE

Constant innovation continues to drive long-term content expansion



DoubleCOOL Acrylic Cooling Solutions



ABS (Anti-Lock Braking System)



CURT® Enhanced Pin Box Solutions



OneControl® Auto featuring True Course™



Independent Suspension



Furrion® 18K Chill Cube Air Conditioner



Solera® 3000 Off-Grid Series Solar awning



Titan Leveling Systems™ Towable & Motorized



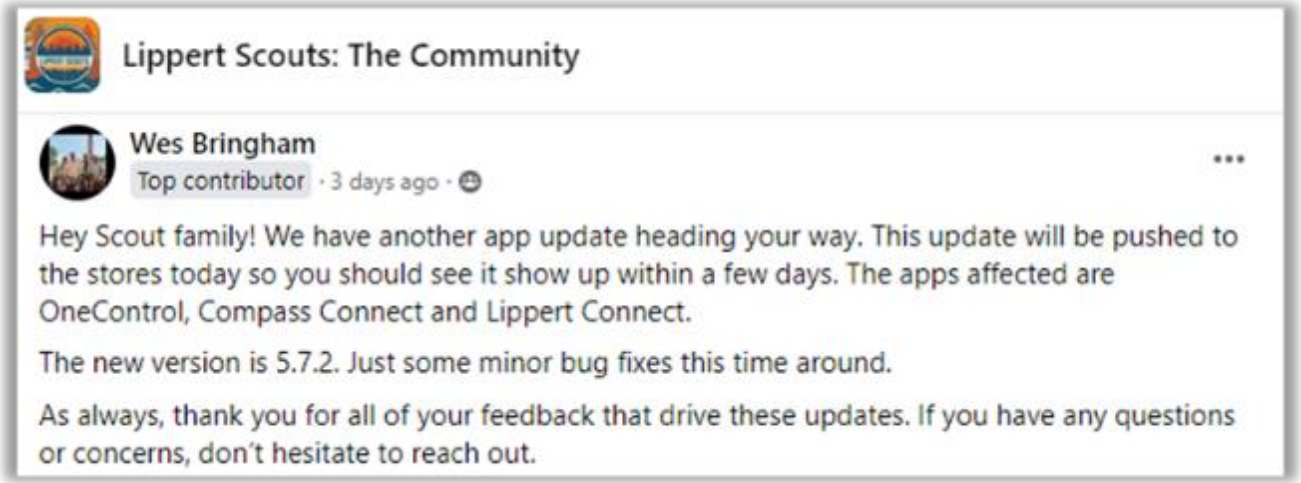
SureShade® Forward Facing Power Bimini



New Window Designs and Integrated Shades

Continued focus on innovation has resulted in a record number of product introductions in the last 10 years

LEADER IN CUSTOMER EXPERIENCE





Improving the Customer Experience for all

- Employing listening strategies across various customer touch points including end consumer, dealer, and OEM to create meaningful and desired improvements to products, processes, and services
- Supporting nearly two million interactions through our Customer Care Center maintaining a 4.8/5 satisfaction rating

Leveraging feedback to improve

- 30,000+ members of online communities, Scouts and Captains
- Closed loop feedback methods enhance innovation capabilities
- Annual satisfaction studies completed to empower enterprise improvement roadmaps that provide improved experience for our B2B Customers

Providing support whenever, wherever

- Care Center dedicated to providing 24/7 support on technical needs, parts ordering, and product information
- Launched RV Owner School in 2022 to teach RVers practical, hands-on knowledge for use + maintenance across the country
- Rich library of videos + documentation for every product, use, and installation gaining over 2.5 million visits in 2023

DEDICATION TO QUALITY



Committed to delivering high-quality products, supported by ongoing focus on operational improvements

Reputation for safe and reliable products enabling continued market share growth

- Quality of our products leads to strong customer relationships, helping us win new business and increase our market share

Focus on automation to maintain quality while supporting profitability

- Continuing to invest in high return areas such as automation, driving product quality at scale and long-term margin expansion

Leveraging external industry knowledge to improve our teams, drive improvement

- Adding experienced team members in key areas of quality, continuous improvement, and automation

PRIORITIZATION OF HEALTH & SAFETY



Building a **Safety Culture of Excellence** to protect our **team members**, **customers**, and **communities**

Implementing Global Safety Initiatives focused on hazard recognition to foster a safer workplace

- Reducing risks and injuries through initiatives focused on proactive hazard recognition, control, and communication
  - Job Hazard Assessment, Safety GEMBA Walk, Forklift Leader Training, Enhanced Leader Training
- Ongoing monthly safety training for our team members

Utilizing "Take 5" safety rally cry across Lippert

- Company-wide initiative for all Lippert team members to take 5 seconds to Stop, Identify, and Assess hazards within daily duties
- Emphasizes importance of controlling and communicating risk at all levels, creating a safer working environment and improving product quality

ESG FOCUS AREAS

Driving long-term value creation through progress on ESG initiatives.



Commitment to Sustainability

Data monitoring and clean energy investment

- Disclosure of scope 1 and 2 greenhouse gas emissions and data on energy consumption, waste management and recycling; CSR reported with reference to GRI framework
- 734,169 KWh of energy generated through solar in 2022; projected to grow to 4,380 MWh per year
- Development supporting the use of clean energy, such as the EV towable RV chassis, Li-Series electric bike, portable solar panel and solar batteries



Environmental, Health & Safety

Addressing top priorities of our stakeholders

- Management level ESG committee is closely pursuing increasing global sustainability compliance and regulatory requirements
- Developed efforts to enhance supply chain transparency
- Three locations certified with Environmental Management System (EMS) and 17 certified with Quality Management System (QMS); plans to expand both certifications through 2024



Social & Community Involvement

Strive to create meaningful change and inspire a culture of giving

- 868,000+ hours of community service within LCI communities since 2017, over 143,000 hours in 2023
- $1.1 million+ in donations to support community needs in 2023
- Held over 750 community engagement events



Corporate Governance

Robust oversight on major ESG topics

- Commitment to best corporate governance practices such as Board independence, separation of CEO and Chair roles, and Board diversity
    - 30 % Gender diverse Board
- Updated governance charters to add human capital oversight and expand on cybersecurity oversight
- Strong ESG Ratings: AA (MSCI) and 1 (ISS GQS)



OUR BUSINESS

RV OEM - NET SALES

Key Drivers & Trends

Key Drivers

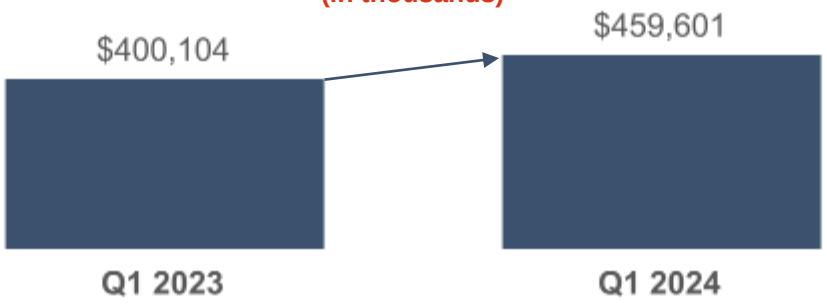
- North American RV OEM revenues up 17% year-over-year in the first quarter of 2024 due to a 17% increase year-over-year in industry wholesale shipments of towable units for the first quarter
- Current 2024 forecast of 325 - 350k wholesale units
- Gaining share through innovations including our ABS Brakes and Independent Suspension

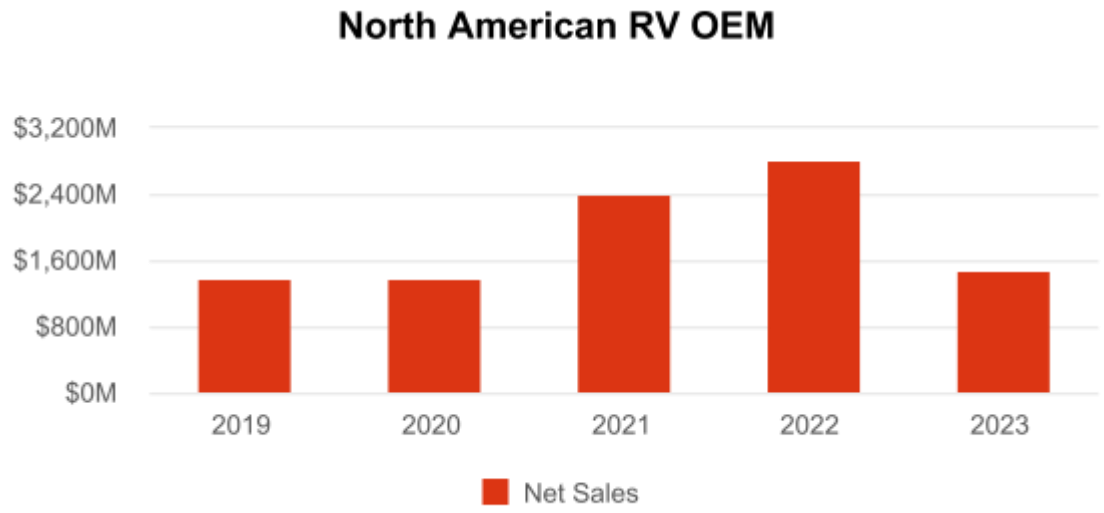
Content per Wholesale Unit

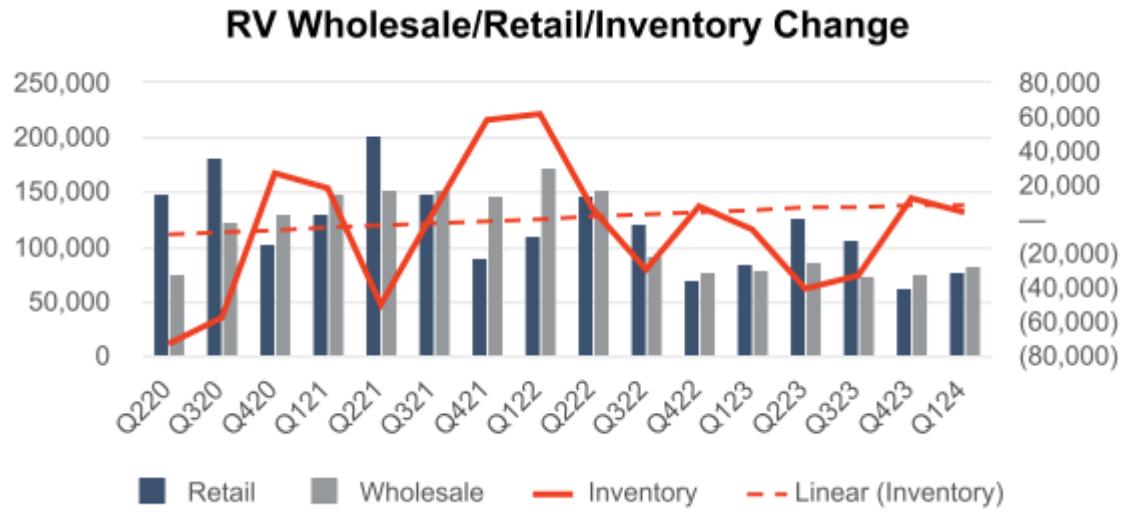
- Travel trailer and fifth-wheel RV content of $5,097 for Q1 2024, up 1% sequentially over Q4 2023

RV OEM Net Sales

(in thousands)







MARINE OEM - NET SALES

Key Drivers & Trends

Key Drivers

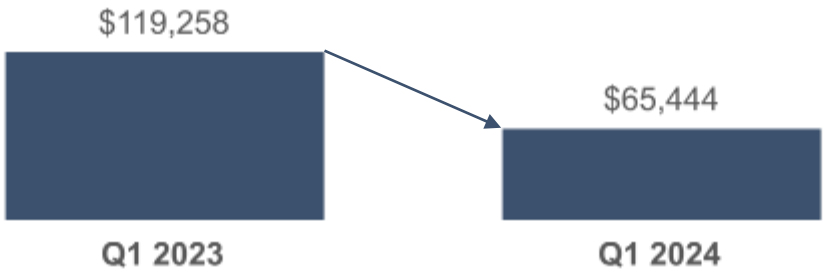
- Focused on continued innovation in the marine markets with products like our shallow anchor systems, thrusters, seating, and electric biminis
- Building out our Captain's customer support group, boasting 2,000+ group members

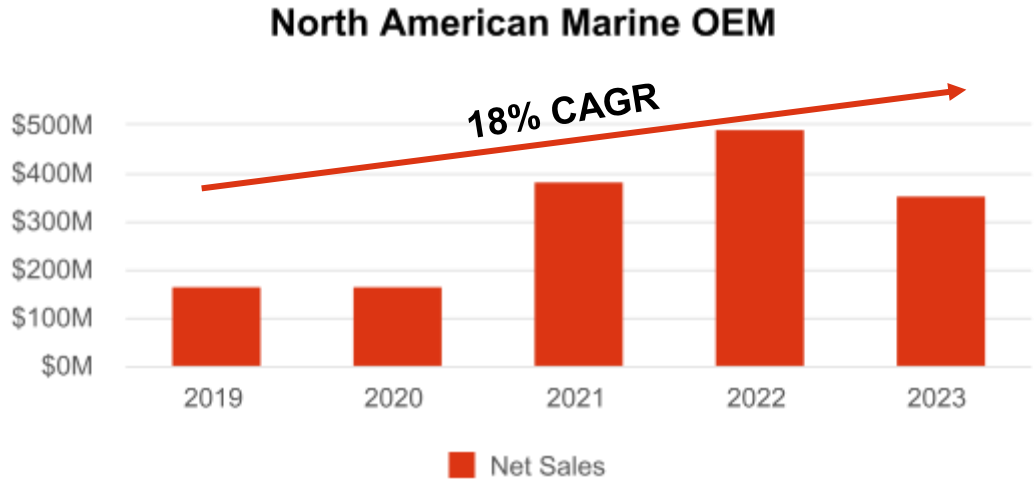
Content per Wholesale Unit

- Content per power boat of $1,249 for the full year 2023

Marine OEM Net Sales

(in thousands)







AFTERMARKET SEGMENT

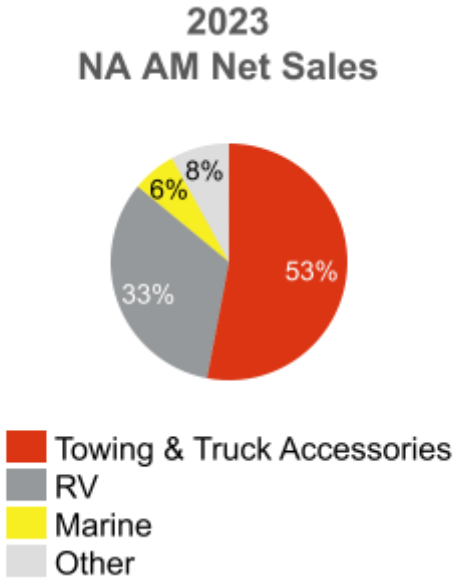
Key Drivers & Trends

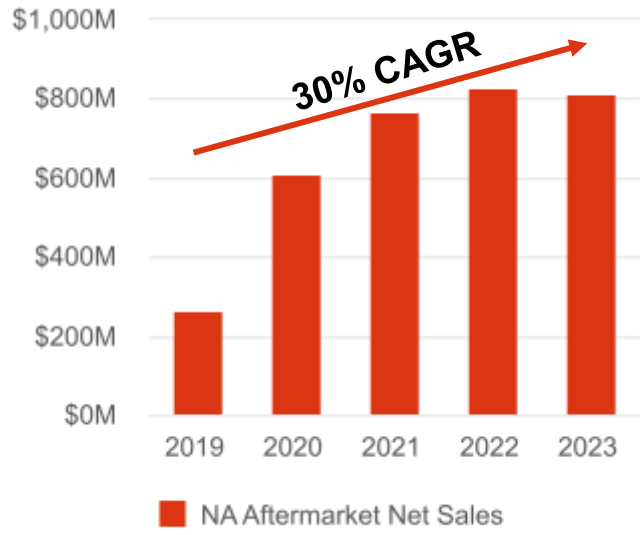
Key Drivers

- Represents one of the strongest value drivers for LCI due to long runway for growth, counter-cyclicality, strong margin profile, and premium brands
- Innovation driving ongoing portfolio expansion through sophisticated products, catering to the new generation of RV enthusiasts
- Focus on customer experience leading towards innovative offerings as we leverage customer feedback to drive improvements
- Sold 910K hitches in 2023, up from 860K in 2022 reflecting improved pricing and market share gains in the automotive aftermarket

Organic Growth Expectations

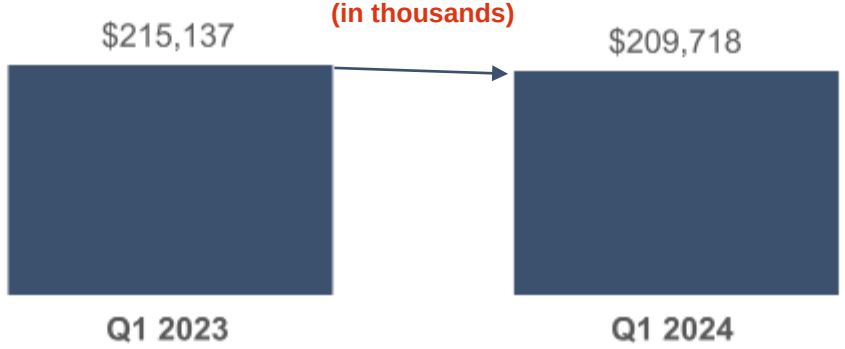
- Poised to benefit from the record number of RVs on the road entering service and repair cycle
- Current softness in the marine aftermarket, mostly offset by growth in the automotive aftermarket
- Meaningful YOY margin expansion driven by decreased commodity costs and pricing changes to targeted products





Aftermarket Net Sales

(in thousands)



INTERNATIONAL BUSINESS & OTHER ADJACENCIES - NET SALES

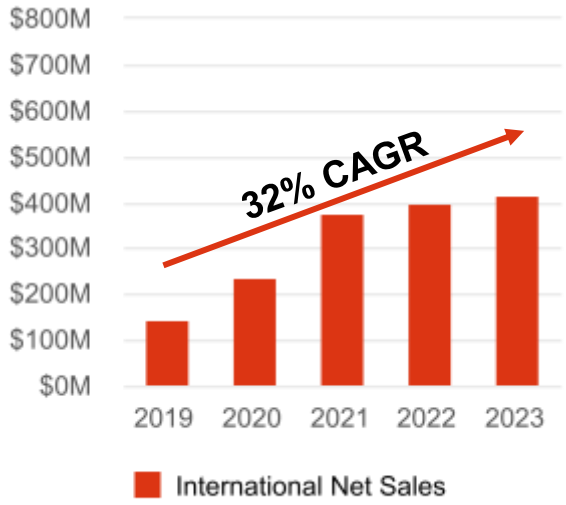
Background & Trends

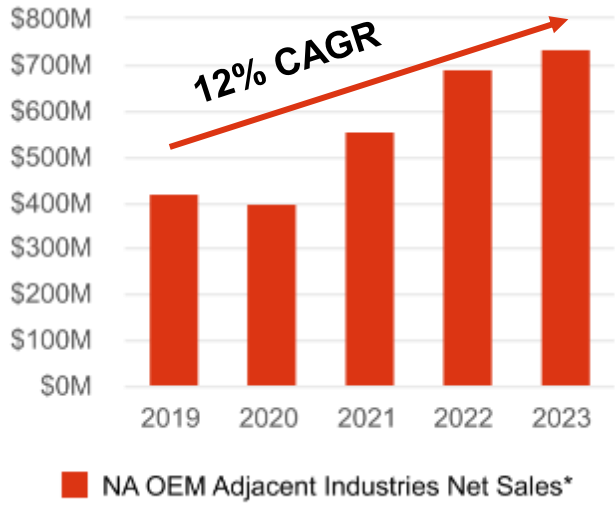
Background

- International:
  - Tailored products in RV, marine, cargo trailers, and high-speed trains
- Adjacencies:
  - Building Products: Components for the manufactured and modular housing markets
  - Transportation Products: Components for automotive, heavy truck, school bus, utility trailers, and commercial vehicle industries

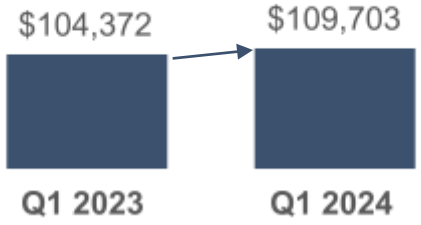
Key Drivers & Growth Expectations

- Inventories are replenishing as supply chain constraints ease, enabling European customers to meet pent-up demand
- Leveraging popular European products for introduction in North American markets, including pop top units and B-vans
- Residential windows, axle products, transit bus seating and bus chassis stretching continue to help gain share in adjacent markets

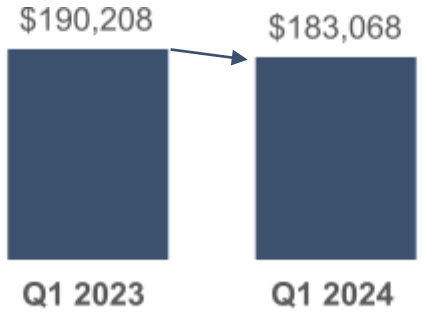




International Net Sales
(in thousands)



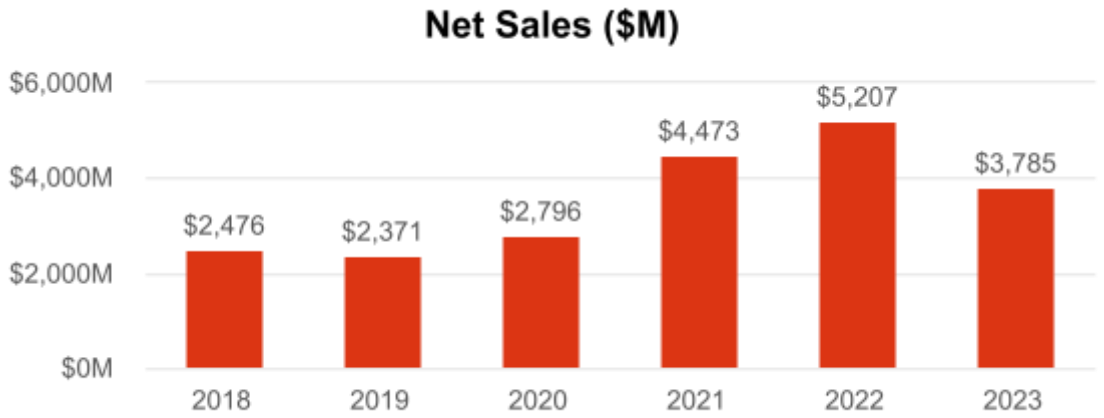
NA OEM Adjacent Net Sales*
(in thousands)

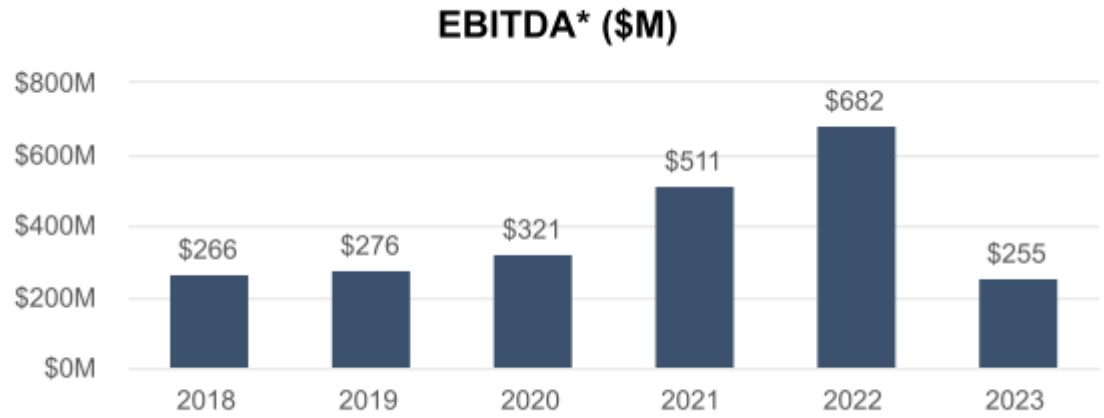


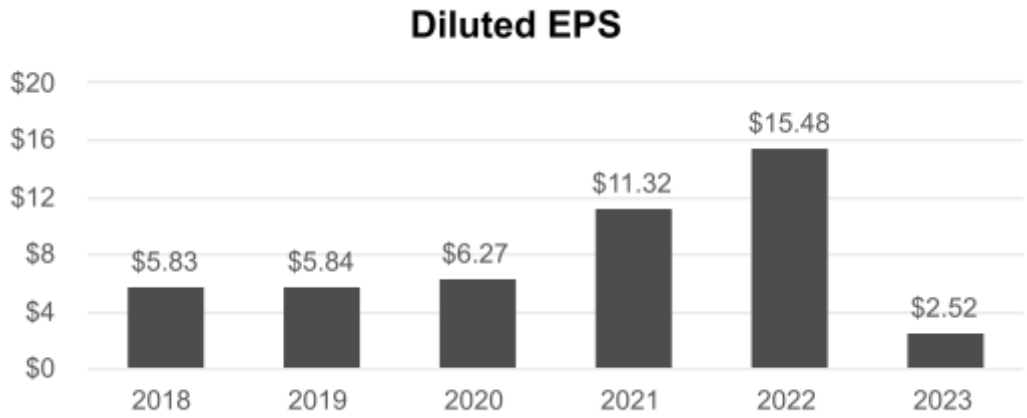
*Excludes North American OEM Marine net sales

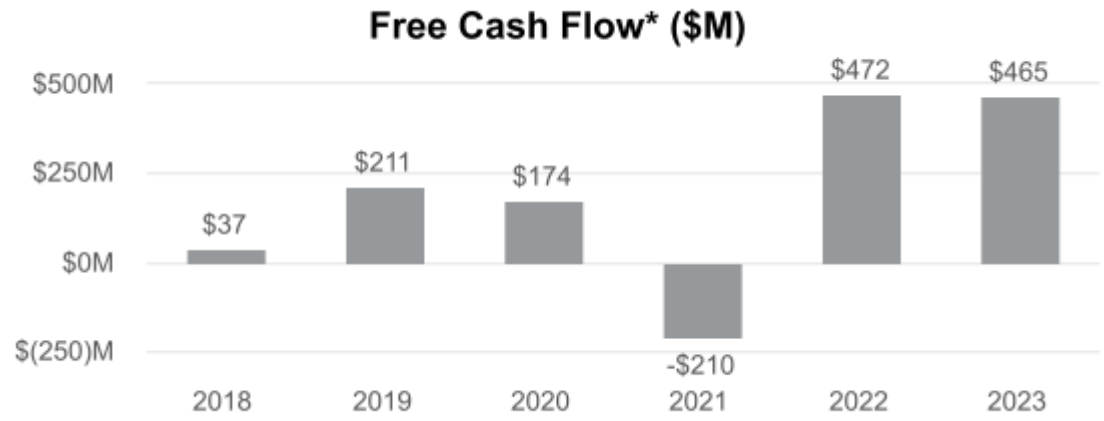
FINANCIAL OVERVIEW

Diversification and content expansion enabling market share gains and strong cash generation





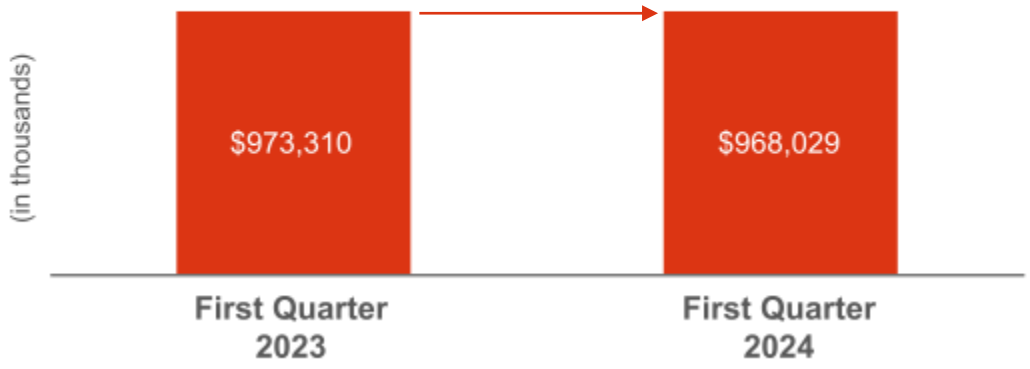




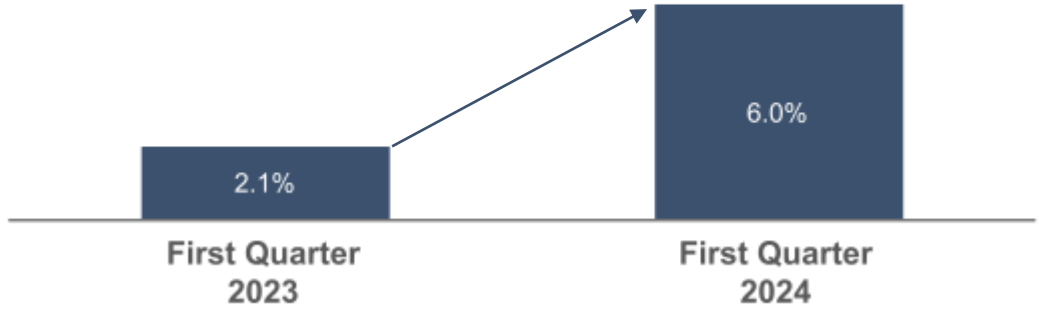
* See the Appendix to this presentation for reconciliation of non-GAAP financial measures to the most directly comparable GAAP financial measures.

Q1 2024 FINANCIAL PERFORMANCE

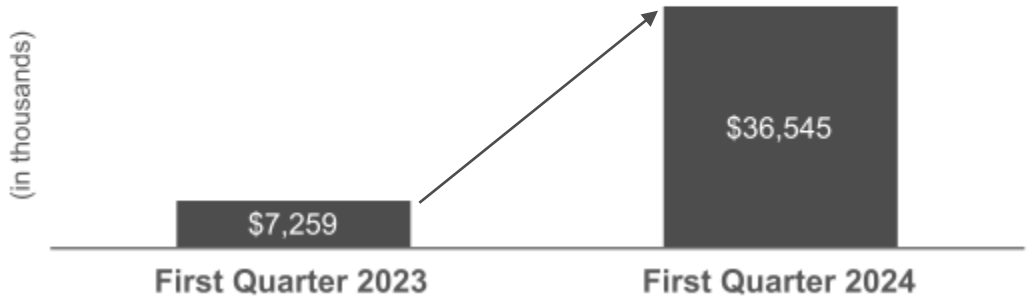
Consolidated Net Sales



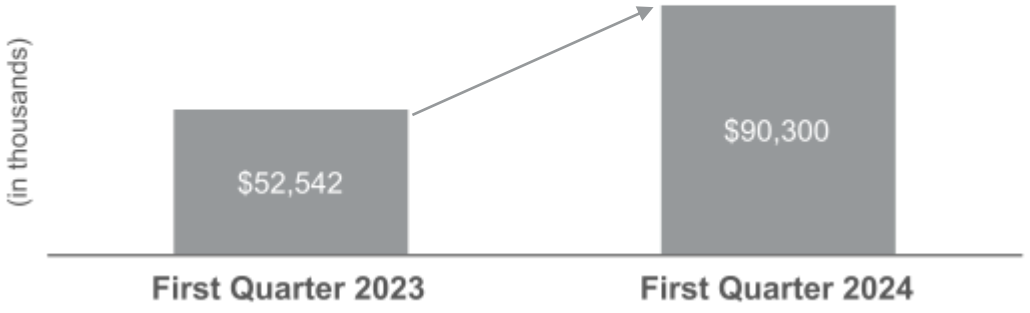
Operating Margin



Consolidated Net Income



EBITDA*



* Additional information regarding EBITDA, as well as reconciliation of this non-GAAP financial measure to the most directly comparable GAAP financial measure, is provided in the Appendix.

EXPANDING ADDRESSABLE MARKETS

Unlocking value through diversification:

	2023 Net Sales[(1)]	Additional Market Opportunity[(1)]	LCI Current Market Share
RV OEM	$1,471	$1,500	~59%
Marine OEM	$352	$475	~47%
Aftermarket	$814	$5,450	~13%
International and Adjacent	$1,148	$3,800	~22%



(1) Amounts in millions. "Market Opportunity" amounts represent Management's estimate of the size of the addressable market based on current products and pricing as of Q223, excluding the Company's current net sales to those markets. RV OEM market opportunity is based on estimated annual wholesale production of 400,000 units. "LCI Current Market Share" percentages are based on Management's estimates as of June 30, 2023.

GROWTH STRATEGY

Prioritizing ample liquidity and investments back into the company

Balanced Capital Allocation Strategy

- Reduce leverage
- Investment in the business, with focus on automation projects
- Execute strategic acquisitions and divestitures
- Return capital to shareholders

Continue Execution of our Diversification Strategy

- Expanding market share in our Non-RV OEM channel to increase stability
- Continue to expand offerings in our various markets through innovations and acquisitions

Leveraging Strengths to Win Market Share

- Continue to innovate, bringing new and useful offerings to the space
- Focusing on long term content per unit growth in all groups
- Unlocking cross-selling opportunities through new acquisitions and partnerships



FINANCIAL OVERVIEW

As of and for the three months ended March 31

	2024	2023
Cash and Cash Equivalents	**$23M**	**$23M**
Remaining Availability under Revolving Credit Facility[(1)]	**$154M**	**$318M**
Capital Expenditures	**$9M**	**$17M**
Dividends	**$27M**	**$27M**
Debt / Net Income (TTM)	**9.2x**	**5.2x**
Net Debt/EBITDA (TTM)*	**2.9x**	**2.4x**
Cash from Operating Activities	**$(8)M**	**$75M**
Free Cash Flow*	**$(16)M**	**$58M**



Healthy balance sheet with ample liquidity enables execution of strategic priorities

* See the Appendix to this presentation for reconciliation of non-GAAP financial measures to the most directly comparable GAAP financial measures.

FINANCIAL OVERVIEW

Capital Deployment Strategy

Historical Use of Cash



Cash Priorities

Reduce leverage

Disciplined reinvestment to drive growth

Acquisitions that align to strategy and financial targets

Return capital to shareholders

Attractive dividend yield

Opportunistic share repurchases

Target net debt / EBITDA leverage of 1.5x

FINANCIAL OVERVIEW

Acquisition Strategy

Over 75 acquisitions

- Majority of last 30 acquisitions focused outside of North American RV industry

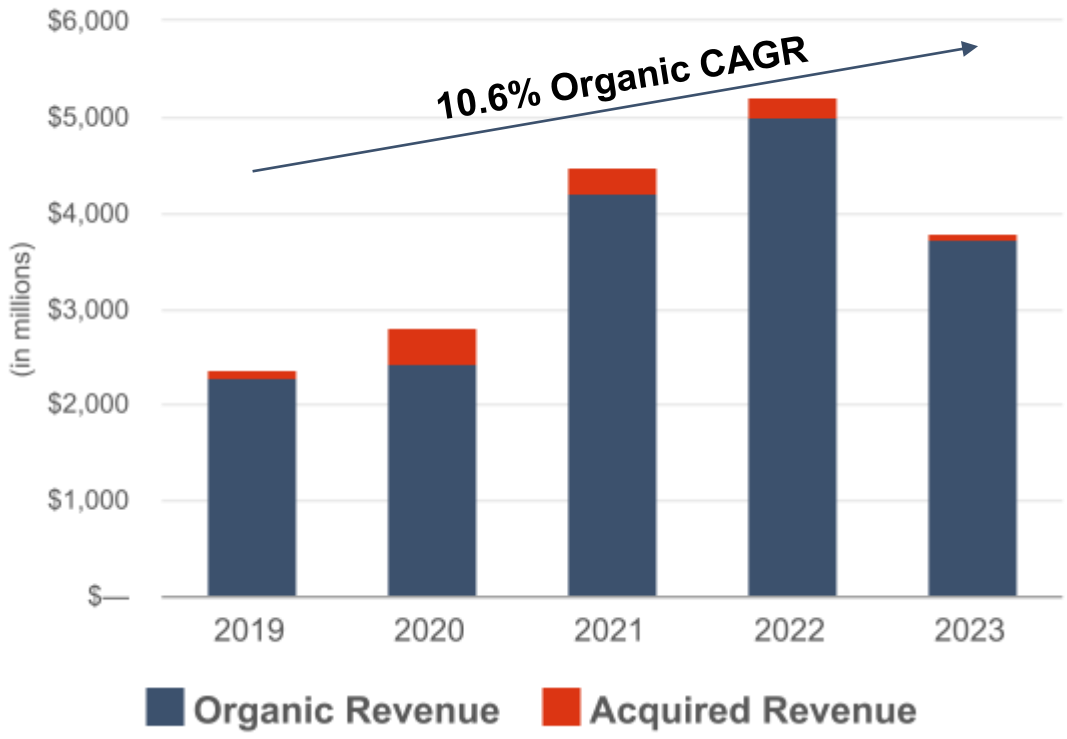
Looking for:

- Great leadership
- Product innovation
- Consistency with our core manufacturing disciplines
- Niche markets
- Favorable competitive landscape

Typical synergies to improve EBITDA turns 2x

- Purchasing power
- Cross-selling opportunities
- Capital infusion to drive growth

Revenue Profile



Recent Acquisitions

RANCH HAND
SCHAUDT
Veada
CHALLENGER DOOR
POLYPLASTIC
CURT
ciesse
LEWMAR
Taylor Made
SUNSHADE
FURRION
WAY
GIRARD SYSTEMS

LCI's acquisition strategy has driven significant, long-term revenue growth and further diversified the business

APPENDIX

APPENDIX

Consolidated Financials

($ in millions except per share data)	2017	2018	2019	2020	2021	2022	2023
Net Sales	$ 2,148	$ 2,476	$ 2,371	$ 2,796	$ 4,473	$ 5,207	$ 3,785
Operating Profit	$ 214	$ 199	$ 200	$ 223	$ 398	$ 553	$ 123
% of Sales	*10.0%*	*8.0%*	*8.4%*	*8.0%*	*8.9%*	*10.6%*	*3.3%*
Net Income	$ 133	$ 149	$ 147	$ 158	$ 288	$ 395	$ 64
Diluted EPS	$ 5.24	$ 5.83	$ 5.84	$ 6.27	$ 11.32	$ 15.48	$ 2.52
Cash Dividends (per share)	$ 2.05	$ 2.35	$ 2.55	$ 2.80	$ 3.45	$ 4.05	$ 4.20

APPENDIX

Balance Sheet

($ in millions)	2017	2018	2019	2020	2021	2022	2023
Cash & Equivalents	$ 26	$ 15	$ 35	$ 52	$ 63	$ 47	$ 66
Accounts Receivable	82	122	200	269	320	214	215
Inventory	275	341	394	494	1,096	1,030	768
Other Assets	563	766	1,234	1,483	1,809	1,956	1,910
Total Assets	$ 946	$ 1,244	$ 1,863	$ 2,298	$ 3,288	$ 3,247	$ 2,959
Accounts Payable	$ 79	$ 78	$ 99	$ 185	$ 282	$ 144	$ 184
Total Debt*	50	294	631	738	1,303	1,119	847
Other Liabilities	164	166	332	467	610	603	573
Total Liabilities	$ 293	$ 538	$ 1,062	$ 1,390	$ 2,195	$ 1,866	$ 1,604
Total Equity	$ 653	$ 706	$ 801	$ 908	$ 1,093	$ 1,381	$ 1,355

*Debt increase in 2019, 2020, and 2021 due to funding acquisitions and liquidity for COVID-19 shutdowns.

APPENDIX

Reconciliation of Non-GAAP Measures

EBITDA

($ in thousands)	Three Months Ended March 31, 2024	Three Months Ended March 31, 2023	Year Ended December 31, 2018	Year Ended December 31, 2019	Year Ended December 31, 2020	Year Ended December 31, 2021	Year Ended December 31, 2022	Year Ended December 31, 2023
Net Income	$ 36,545	$ 7,259	$ 148,551	$ 146,509	$ 158,440	$ 287,739	$ 394,974	$ 64,195
Interest Expense, Net	9,321	10,394	6,436	8,796	13,453	16,366	27,573	40,424
Provision for Income Taxes	11,745	2,390	43,801	44,905	51,041	94,305	130,481	18,809
Depreciation and Amortization	32,689	32,499	67,526	75,358	97,980	112,320	129,212	131,768
EBITDA	$ 90,300	$ 52,542	$ 266,314	$ 275,568	$ 320,914	$ 510,730	$ 682,240	$ 255,196

EBITDA is a non-GAAP performance measure included to illustrate and improve comparability of its results from period to period. EBITDA is defined as net income before interest expense, provision for income taxes, and depreciation and amortization expense. The Company considers this non-GAAP measure in evaluating and managing the Company's operations and believes that discussion of results adjusted for these items is meaningful to investors because it provides a useful analysis of ongoing underlying operating trends. The adjusted measures are not in accordance with, nor are they a substitute for, GAAP measures, and they may not be comparable to similarly titled measures used by other companies.

APPENDIX

Reconciliation of Non-GAAP Measures

Leverage ratio (net debt to EBITDA)

	As of and for the Twelve Months Ended	
($ in millions)	March 31, 2024	March 31, 2023
Long-term Indebtedness	$ 855	$ 1,056
Current Portion of Long-Term Debt	1	25
Total Debt	856	1,081
Less: Cash and Cash Equivalents	23	23
Net Debt	$ 833	$ 1,058
Net Income, as reported GAAP	$ 93	$ 206
Add back:		
Interest Expense, Net	39	32
Income Taxes	28	66
Depreciation and Amortization	132	130
EBITDA	$ 292	$ 434
Net Debt to EBITDA Ratio	2.9 x	2.4 x
Total Debt to Net Income Ratio	9.2 x	5.2 x

The Leverage Ratio (or Net Debt to EBITDA ratio) is a non-GAAP measure of the use of debt. The Leverage Ratio is calculated by dividing the total of long-term indebtedness, plus current portion of long-term debt, less cash and cash equivalents, by EBITDA. EBITDA, which is also a non-GAAP financial measure, is defined as the trailing twelve months earnings before interest, taxes, depreciation, and amortization.

The Company uses the Leverage Ratio (or Net Debt to EBITDA ratio) as a metric to assess liquidity and the flexibility of its balance sheet. Consistent with other liquidity metrics, the Company monitors the Leverage Ratio as a measure to determine the appropriate level of debt the Company believes is optimal to operate its business, and accordingly, to quantify debt capacity available for strategic capital allocation and deployment through investments in the business (capital expenditures, acquisitions, and strategic investments) and for returning capital to the shareholders (dividends and share repurchases). The priorities for capital allocation and deployment will change as circumstances dictate for the business, and the Leverage Ratio can be significantly impacted by the amount and timing of large expenditures requiring debt financing, as well as changes in profitability.

The Leverage Ratio is a non-GAAP measure and should not be considered an alternative to cash flows provided by operating activities as a measure of liquidity. The Company's calculation of the Leverage Ratio may differ from similar calculations used by other companies, and therefore, comparability may be limited. The GAAP measure of Total Debt to Net Income ratio is calculated by dividing total debt by net income.

APPENDIX

Reconciliation of Non-GAAP Measures

Free cash flow

($ in millions)	2018	2019	2020	2021	2022	2023	Q1 2023	Q1 2024	Q1 2023 TTM	Q1 2024 TTM
Net Cash Flows Provided by (Used in) Operating Activities	$ 156.6	$ 269.5	$ 231.4	$ (111.6)	$ 602.5	$ 527.2	$ 74.7	$ (7.7)	$ 677.2	$ 444.8
Less: Capital Expenditures	119.8	58.2	57.3	98.5	130.6	62.2	17.2	8.6	147.8	53.6
Free Cash Flow	$ 36.8	$ 211.3	$ 174.1	$ (210.1)	$ 471.9	$ 465.0	$ 57.5	$ (16.3)	$ 529.4	$ 391.2

Free cash flow is a non-GAAP measure of liquidity, calculated by subtracting capital expenditures from net cash flows provided by operating activities. The Company considers free cash flow to be a profitability and liquidity measure that provides useful information to management and investors about the amount of cash generated by the business after necessary capital expenditures. A limitation of the utility of free cash flow as a measure of the Company's financial performance and liquidity is that it does not represent the total increase or decrease in the Company's cash balance for the period. In addition, it is important to note that other companies, including companies in the same industry, may not use free cash flow, may calculate free cash flow in a different manner than the Company does, or may use other financial measures to evaluate their performance, all of which could reduce the usefulness of free cash flow as a comparative measure. A reconciliation of free cash flow to net cash flows provided by operating activities, the most directly comparable financial measure calculated and presented in accordance with GAAP, is provided above.

APPENDIX

Industry Statistics Summary
TOTAL RECREATIONAL VEHICLES (RV)

TOTAL	Wholesale Units [1]					Retail Units [2]					Dealer Inventory Impact		
	Month		YTD		LTM	Month		YTD		LTM	Month	YTD	LTM
Dec-22	19,907	-51%	493,268	-18%	493,268	17,560	-28%	448,626	-21%	448,626	2,347	44,642	44,642
Jan-23	20,405	-62%	20,405	-62%	460,322	21,350	-24%	21,350	-24%	441,796	(945)	(945)	18,526
Feb-23	26,326	-51%	46,731	-56%	432,875	25,921	-22%	47,271	-23%	434,414	405	(540)	(1,539)
Mar-23	**31,869**	**-51%**	**78,600**	**-54%**	**399,966**	**37,448**	**-23%**	**84,719**	**-23%**	**423,035**	**(5,579)**	**(6,119)**	(23,069)
Apr-23	31,216	-45%	109,816	-52%	373,990	38,477	-18%	123,196	-22%	414,486	(7,261)	(13,380)	(40,496)
May-23	30,919	-39%	140,735	-50%	354,380	44,499	-12%	167,695	-19%	408,476	(13,580)	(26,960)	(54,096)
Jun-23	24,095	-46%	164,830	-49%	333,533	43,978	-11%	211,673	-18%	402,799	(19,883)	(46,843)	(69,266)
Jul-23	20,520	-31%	185,350	-48%	324,525	39,414	-11%	251,087	-17%	398,041	(18,894)	(65,737)	(73,516)
Aug-23	28,071	-17%	213,421	-45%	318,813	37,235	-11%	288,322	-16%	393,323	(9,164)	(74,901)	(74,510)
Sep-23	24,700	-13%	238,121	-43%	315,150	29,754	-16%	318,076	-16%	387,816	(5,054)	(79,955)	(72,666)
Oct-23	28,374	-13%	266,495	-41%	310,872	26,289	-11%	344,365	-16%	384,677	2,085	(77,870)	(73,805)
Nov-23	25,160	3%	291,655	-38%	311,562	20,385	-10%	364,750	-15%	382,310	4,775	(73,095)	(70,748)
Dec-23	21,519	8%	313,174	-37%	313,174	16,434	-6%	381,184	-15%	381,184	5,085	(68,010)	(68,010)
Jan-24	22,674	11%	22,674	11%	315,443	18,550	-13%	18,550	-13%	378,384	4,124	4,124	(62,941)
Feb-24	31,024	18%	53,698	15%	320,141	24,372	-6%	42,922	-9%	376,835	6,652	10,776	(56,694)
Mar-24	**32,243**	**1%**	**85,941**	**9%**	**320,515**	**30,966**	**-17%**	**73,888**	**-13%**	**370,353**	**1,277**	**12,053**	(49,838)

(1) Wholesale published by the Recreational Vehicle Industry Association (RVIA).

(2) Retail provided by Statistical Surveys, Inc. Amounts typically revised in subsequent months as states complete reporting of registrations.