

# TUCOWS, INC. QUARTERLY KPI SUMMARY

Operating Statistics<sup>1</sup>  
(Amounts in thousands)

	QUARTERLY						YTD	ANNUAL
	Q2/19	Q1/19	Q4/18	Q3/18	Q2/18	Q1/18	2019	2018
<b>TING MOBILE</b>								
Mobile Accounts under management	157.3	159.9	162.6	162.3	163.3	165.2	157.3	162.6
Mobile Accounts under management - Net addition (deactivations)	(2.6)	(2.6)	0.3	(1.0)	(1.9)	(0.8)	(5.2)	(3.4)
Mobile Subscriptions under management	280.3	284.0	296.3	295.6	282.1	285.9	280.3	296.3
Mobile Subscriptions under management - Net additions (deactivations)	(3.7)	(12.3)	0.7	13.5	(3.7)	3.6	(16.0)	14.0
Mobile Account churn	2.79%	2.83%	3.11%	3.07%	2.77%	2.86%	2.81%	2.95%
<b>TING INTERNET</b>								
Internet Subscribers under management	8.8	7.7	7.0	6.2	5.3	5.0	8.8	7.0
Internet Subscribers under management - Net additions	1.1	0.7	0.8	0.9	0.3	0.5	1.8	2.5
Serviceable Addresses <sup>3</sup>	33.5	31.8	28.1	22.5	20.5	17.5	33.5	28.1
Serviceable Addresses - Net additions	1.7	3.7	5.6	2.0	3.0	1.5	5.4	12.1
Fiber Capital Expenditures	\$9,050	\$6,900	\$7,700	\$6,200	\$6,700	\$4,500	\$15,950	\$25,100
<b>DOMAIN SERVICES</b>								
Domains under management <sup>2</sup>	25,010	25,207	23,309	23,708	24,120	24,350	25,010	23,309
Total new, renewed and transferred-in domain name registrations provisioned	4,377	4,562	3,914	4,170	4,382	4,892	8,939	17,358

<sup>1</sup> Some figures may not balance due to YTD rounding alignments

<sup>2</sup> The Company acquired Ascio Technologies, Inc on March 18, 2019 which increased Domains under management by 1.9 million names

<sup>3</sup> Defined as premises to which Ting has the capability to provide a customer connection in a service area.