

TUCOWS, INC. QUARTERLY KPI SUMMARY

Operating Statistics¹
(Amounts in thousands)

	QUARTERLY							YTD	ANNUAL
	Q3/19	Q2/19	Q1/19	Q4/18	Q3/18	Q2/18	Q1/18	2019	2018
TING MOBILE									
Mobile Accounts under management	166.2	157.3	159.9	162.6	162.3	163.3	165.2	166.2	162.6
Mobile Accounts under management - Net additions (deactivations)	8.9	(2.6)	(2.6)	0.3	(1.0)	(1.9)	(0.8)	3.7	(3.4)
Mobile Subscriptions under management	293.8	280.3	284.0	296.3	295.6	282.1	285.9	293.8	296.3
Mobile Subscriptions under management - Net additions (deactivations)	13.5	(3.7)	(12.3)	0.7	13.5	(3.7)	3.6	(2.4)	14.0
Mobile Account churn	3.36%	2.79%	2.83%	3.11%	3.07%	2.77%	2.86%	2.99%	2.95%
TING INTERNET									
Internet Subscribers under management	9.5	8.8	7.7	7.0	6.2	5.3	5.0	9.5	7.0
Internet Subscribers under management - Net additions	0.7	1.1	0.7	0.8	0.9	0.3	0.5	2.5	2.5
Serviceable Addresses ³	34.2	33.5	31.8	28.1	22.5	20.5	17.5	34.2	28.1
Serviceable Addresses - Net additions	0.7	1.7	3.7	5.6	2.0	3.0	1.5	6.1	12.1
Fiber Capital Expenditures ⁴	\$8,500	\$9,050	\$6,900	\$7,700	\$6,200	\$6,700	\$4,500	\$24,450	\$25,100
DOMAIN SERVICES									
Domains under management ²	23,858	25,010	25,207	23,309	23,708	24,120	24,350	23,858	23,309
Total new, renewed and transferred-in domain name registrations provisioned	4,227	4,377	4,562	3,914	4,170	4,382	4,892	13,165	17,358

¹ Some figures may not balance due to YTD rounding alignments

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

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

⁴ The Company's life to date Fiber capex investment since February 2015 is \$77.0 million, including \$6.7 million related to the acquisition of Blue Ridge Websoft, LLC in 2015.