

TUCOWS, INC. QUARTERLY KPI SUMMARY

Operating Statistics
(Amounts in thousands)

QUARTERLY							YTD	ANNUAL	
Q3/20	Q2/20	Q1/20	Q4/19	Q3 2019	Q2/19	Q1/19	2020	2019	2018

TING INTERNET

Internet Subscribers under management ⁴	13.7	12.5	11.6	10.2	9.5	8.8	7.7	13.7	10.2	7.0
Internet Subscribers under management - Net additions ⁵	1.2	0.9	0.6	0.7	0.7	1.1	0.7	2.7	3.2	2.5
Owned Infrastructure Passed Addresses ^{1,4}	64.9	61.2	56.6	47.2	43.9	38.3	32.5	64.9	47.2	28.1
Owned Infrastructure Passed Addresses - Net additions ⁵	3.7	4.6	2.9	3.4	5.6	5.8	4.4	11.2	19.1	13.6
Serviceable Addresses ^{2, 4}	50.5	47.9	45.4	36.4	34.2	33.5	31.8	50.5	36.4	28.1
Serviceable Addresses - Net additions ⁵	2.6	2.5	2.6	2.2	0.7	1.7	3.7	7.7	8.3	12.1
Fiber Capital Expenditures ³	\$10,650	\$9,750	\$7,600	\$8,000	\$8,500	\$9,050	\$6,900	\$28,000	\$32,450	\$25,100

DOMAIN SERVICES

Domains under management	25,027	24,592	23,895	23,773	23,858	25,010	25,207	25,027	23,773	23,309
Total new, renewed and transferred-in domain name registrations provisioned	4,460	4,747	4,756	4,119	4,227	4,377	4,562	13,963	17,285	17,358

¹ Defined as premises to which Ting has constructed a fiber network but do not yet have the capability to provide an active customer connection.

² Defined as premises to which Ting infrastructure, or Ting's network partner Westminster, has the capability to provide a customer connection in a service area.

³ The Company's life-to-date Fiber capex investment since February 2015 is \$115.75 million, including Blue Ridge Websoft and Cedar Holdings acquisitions, net of capex write-offs.

⁴ The Company acquired Cedar Holdings Group on January 1, 2020 which increased the opening Internet subscribers by 790 and Passed Addresses and Serviceable Addresses by 6,400, respectively.

⁵ The increase in acquired Internet Subscribers, Passed Addresses, and Serviceable Addresses from Cedar Holdings Group are not included in the Q1 Net Additions.