

TUCOWS, INC. QUARTERLY KPI SUMMARY

Operating Statistics
(Amounts in thousands)

QUARTERLY							YTD	ANNUAL	
Q3/21	Q2/21	Q1/21	Q4/20	Q3/20	Q2/20	Q1/20	2021	2020	2019

TING INTERNET

Internet Subscribers under management ⁴	22.9	20.1	17.3	15.4	13.7	12.5	11.6	22.9	15.4	10.2
Internet Subscribers under management - Net additions ⁵	2.8	2.8	1.9	1.7	1.2	0.9	0.6	7.5	4.4	3.2
Owned Infrastructure Passed Addresses ^{1,4}	81.9	77.2	70.3	67.7	64.9	61.2	56.6	81.9	67.7	47.2
Owned Infrastructure Passed Addresses - Net additions ⁵	4.7	6.9	2.6	2.8	3.7	4.6	2.9	14.2	14.1	19.1
Serviceable Addresses ^{2,4}	74.5	71.4	64.7	55.5	50.5	47.9	45.4	74.5	55.5	36.4
Serviceable Addresses - Net additions ⁵	3.1	6.7	9.2	5.1	2.6	2.5	2.6	19.0	12.7	8.3
Fiber Capital Expenditures ³	\$13,950	\$16,320	\$13,950	\$10,250	\$10,650	\$9,750	\$7,600	\$44,220	\$38,250	\$32,450

DOMAIN SERVICES

Domains under management	25,430	25,615	25,783	25,377	25,027	24,592	23,895	25,430	25,377	23,773
Total new, renewed and transferred-in domain name registrations provisioned	4,145	4,409	4,817	4,257	4,460	4,747	4,756	13,371	18,220	17,285

¹ Defined as premises to which Ting has constructed a fiber network, including those that may not necessarily have the capability to provide an active customer connection.

² Defined as premises to which Ting infrastructure, or Ting's network partner Westminster, have 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 \$170.2 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 2020 Net Additions.