



Trending Schedule

Second Quarter 2025

Customer Metrics (EOP)	2024				FY	2025	
	1Q	2Q	3Q	4Q		1Q	2Q
Homes and businesses passed (1)							
Incumbent Broadband Markets	216,514	232,531	234,366	239,041	239,041	240,788	244,007
Glo Fiber Expansion Markets	259,567	297,545	319,511	346,299	346,299	362,861	378,916
Total homes and businesses passed	476,081	530,076	553,877	585,340	585,340	603,649	622,923
Residential & Small and Medium Business ("SMB") Revenue Generating Units ("RGUs"):							
Incumbent Broadband Markets	108,958	111,256	111,320	111,325	111,325	111,860	111,730
Glo Fiber Expansion Markets	46,729	53,285	59,266	65,140	65,140	70,565	76,276
Broadband Data	155,687	164,541	170,586	176,465	176,465	182,425	188,006
Video	40,148	42,079	41,192	40,023	40,023	38,395	37,626
Voice	24,511	24,848	25,150	25,528	25,528	26,037	26,129
Total Residential & SMB RGUs (excludes RLEC)	220,346	231,468	236,928	242,016	242,016	246,857	251,761
Net Additions (Losses) (2)							
Incumbent Broadband Markets	(721)	(655)	64	5	1,646	535	(130)
Glo Fiber Expansion Markets	5,019	4,725	5,981	5,874	23,430	5,425	5,711
Broadband Data	4,298	4,070	6,045	5,879	25,076	5,960	5,581
Video	(3,004)	(771)	(887)	(1,169)	(3,129)	(1,628)	(769)
Voice	(177)	292	302	378	840	509	92
Total Net Additions (Losses)	1,117	3,591	5,460	5,088	22,787	4,841	4,904
Residential & SMB Penetration (%) (3)							
Incumbent Broadband Markets	50.3%	47.8%	47.5%	46.6%	46.6%	46.5%	45.8%
Glo Fiber Expansion Markets	18.0%	17.9%	18.5%	18.8%	18.8%	19.4%	20.1%
Broadband Data	32.7%	31.0%	30.8%	30.1%	30.1%	30.2%	30.2%
Video	8.4%	7.9%	7.4%	6.8%	6.8%	6.4%	6.0%
Voice	5.4%	4.9%	4.7%	4.5%	4.5%	4.5%	4.4%
Fiber route miles	10,132	16,029	16,357	16,830	16,830	17,224	17,740
Total fiber miles (4)	883,199	1,798,211	1,825,122	1,858,081	1,858,081	1,893,402	1,936,922

(1) Homes and businesses are considered passed ("passings") if we can connect them to our network without further extending the distribution system. Passings will vary among video, broadband data and voice services. 2Q'24 includes 14,578 Incumbent and 15,550 Glo Fiber passings acquired from Horizon.

Passings is an estimate based upon the best available information.

(2) 2Q'24 net additions exclude RGUs acquired from Horizon: 2,953 Incumbent Broadband data RGUs, 1,831 Glo Fiber data RGUs, 2,702 video RGUs, and 45 voice RGUs.

(3) Penetration is calculated by dividing the number of users by the number of passings or available homes, as appropriate.

(4) Total fiber miles are measured by taking the number of fiber strands in a cable and multiplying that number by the route distance. For example, a 10 mile route with 144 fiber strands would equal 1,440 fiber miles.

Financial Metrics (\$ in thousands)	2024				FY	2025	
	1Q	2Q	3Q	4Q		1Q	2Q
Revenue							
Residential & SMB - Incumbent Broadband Markets	\$ 43,804	\$ 44,243	\$ 43,499	\$ 43,249	\$ 174,795	\$ 43,359	\$ 42,837
Residential & SMB - Glo Fiber Expansion Markets	12,118	14,093	15,100	16,561	57,872	18,444	19,796
Commercial Fiber	9,983	20,723	21,071	18,281	70,058	19,612	19,483
RLEC & Other	3,343	6,740	7,929	7,321	25,333	6,483	6,452
Service revenue and other	69,248	85,799	87,599	85,412	328,058	87,898	88,568
Adjusted EBITDA (5)	\$ 19,251	\$ 23,289	\$ 26,562	\$ 25,488	\$ 94,590	\$ 27,593	\$ 28,388
<i>Adjusted EBITDA margin %</i>	<i>28%</i>	<i>27%</i>	<i>30%</i>	<i>30%</i>	<i>29%</i>	<i>31%</i>	<i>32%</i>

(5) We define Adjusted EBITDA as (loss) income from continuing operations calculated in accordance with GAAP, adjusted for the impact of depreciation and amortization, impairment expense, other income (expense), net, interest income, interest expense, income tax expense (benefit), stock compensation expense, transaction costs related to acquisition and disposition events (including professional advisory fees, integration costs, and related compensatory matters), restructuring expense, tax on equity award vesting and exercise events, and other non-comparable items. We provide more detail about Adjusted EBITDA and our use of non-GAAP financial measures, including reconciliations to GAAP, in Exhibit 99.1 to our Current Reports on Form 8-K (Quarterly Earnings Releases) for the respective periods.