

Q1 CONNEXION REPORT

Information below reflects end of q1 2024

TAKE RATES

RESIDENTIAL

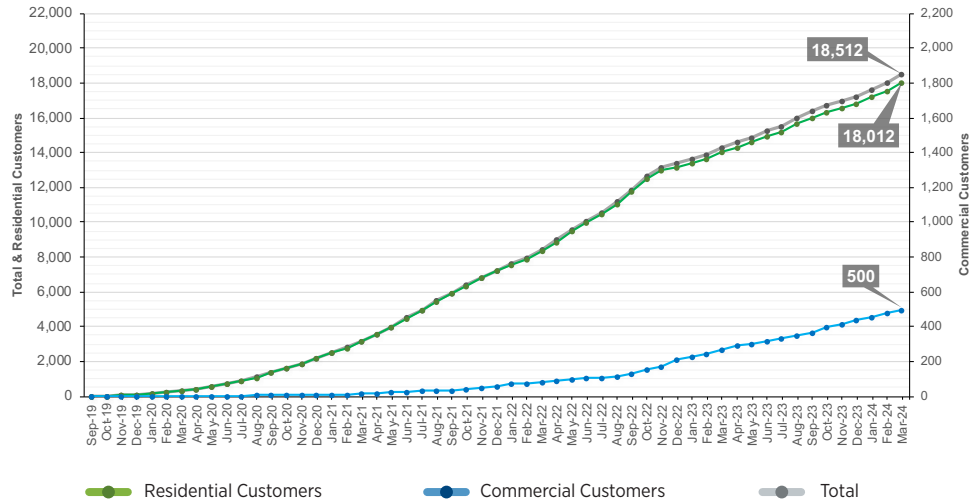


COMMERCIAL

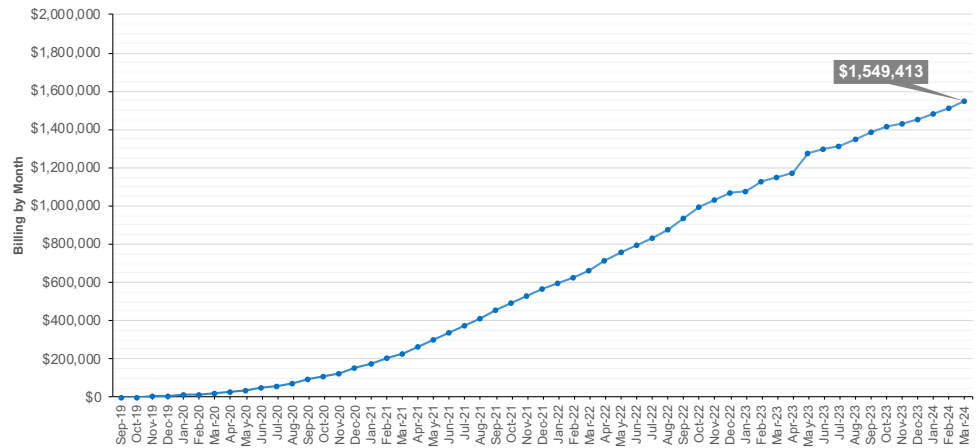


CUSTOMER COUNT

Active Customers by Month



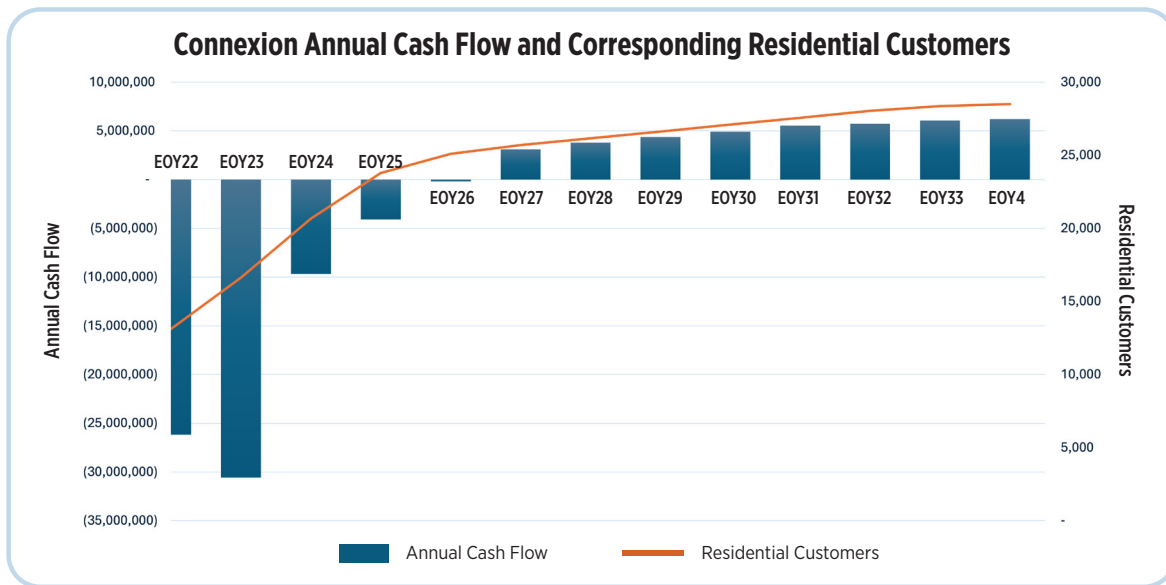
Billing by Month



FINANCES

Revenues	2024-Q1	% Change	2023-Q1
Recurring Revenue	4,530,557	35.6%	3,342,311
Other Revenue	402,977	4891.2%	8,074
Total Revenue	4,933,534	47.3%	3,350,385
Costs of Goods Sold	381,090	-12.9%	437,504
Expenses	1,849,004	14.6%	1,612,918
Income	2,703,440	108.0%	1,299,963
Capital	1,824,349	-5.1%	1,921,618
Estimated Cash Flow	879,091		(621,655)

- Financials are preliminary and unaudited.
- As a capital-intensive start-up in a competitive market, it was expected that Connexion would operate at a cash flow deficit for a time after its inception. As the buildout of multi-dwelling units continues through the end of 2024, we expect the rate of on-going capital expenditures to decline significantly in 2025 and still more in 2026. In 2027, we project to have a positive \$2.3M in cash flow, even after all interest and principal of debt payments.



GENERAL HIGHLIGHTS

- The main buildout was completed last year but does not include Multi-Dwelling Units or MDUs. MDUs make up over 40% of residences in Fort Collins. Connexion has currently “lit up” 36% of MDUs within city limits.
- Commercial take rate is currently at 11%, and typically Connexion is adding one new business customer per day.
- Connexion’s Digital Inclusion Program (fconnexion.com/digital-inclusion-program) allows income qualified customers to get 1 Gigabit internet service for only \$20. Currently, Connexion has over 800 Digital Inclusion customers. *6% of all Connexion Internet revenue is set aside to fund this program.
- Connexion received \$3.58M from Larimer County to provide Connexion infrastructure to county homes and businesses north of the Harmony/Taft Hill intersection. This build out should be complete by Fall 2024.
- Connexion was recently awarded \$10.8M (with a 25% match provided by Larimer County) for four rural areas in Larimer County† with the goal of completion by the end of 2026:
 - Red Feather Phase 1
 - Poudre Park
 - CSU Mountain Campus/Rustic
 - Rist Canyon

†More information about exact locations will be available on fconnexion.com in the future