

# Q2 CONNEXION REPORT

Information below reflects end of q2 2024

## TAKE RATES

### RESIDENTIAL

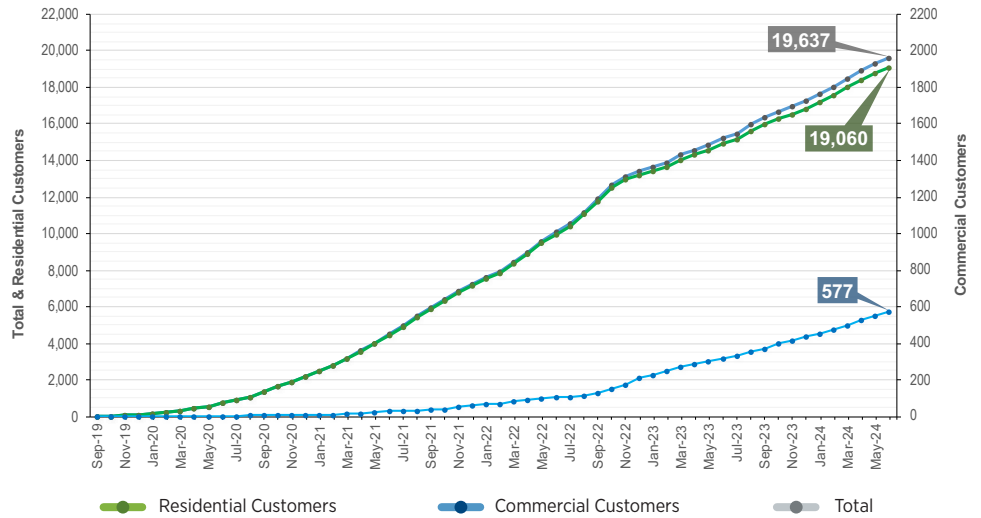


### COMMERCIAL

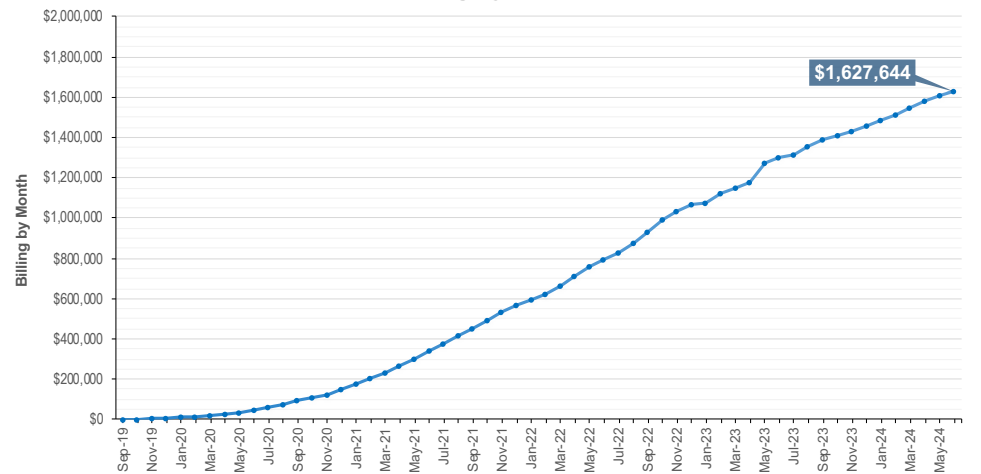


## CUSTOMER COUNT

Active Customers by Month



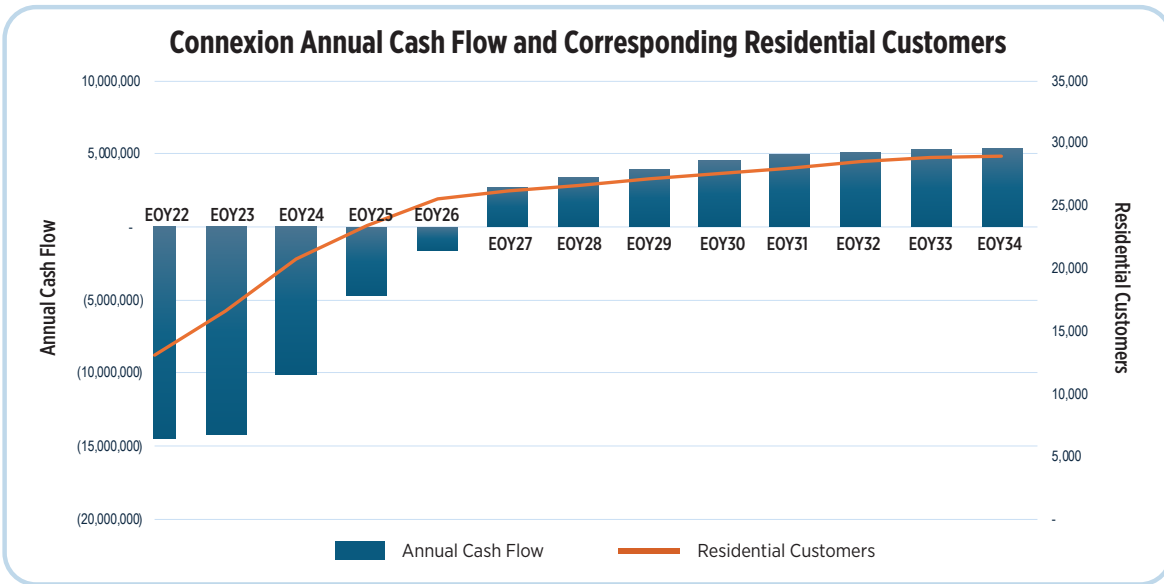
Billing by Month



**FINANCES**

	2024-Q2	% Change	2023-Q2
Recurring Revenue	4,825,273	29%	3,740,892
Other Revenue	353,865	100%	176,790
<b>Total Revenue</b>	<b>5,179,138</b>	<b>32%</b>	<b>3,917,682</b>
Costs of Goods Sold	754,366	30%	579,744
Expenses	5,851,605	21%	4,820,065
<b>Income</b>	<b>(1,426,833)</b>	<b>108%</b>	<b>(1,482,127)</b>
Capital	3,197,438	15%	2,777,781
<b>Estimated Cash Flow</b>	<b>(4,624,271)</b>		<b>(4,259,908)</b>

- Financials are preliminary and unaudited.
- Expenses for the quarter include \$3,489,399 of scheduled interest payments related to Connexion’s three outstanding bonds.
- Growth remained strong through the first half of 2024 with revenue in Q2 growing at more than 30% year-over-year. Costs of Goods Sold grew at 30% and that growth is primarily artificially high related to timing of Q1 costs that were booked in Q2. Expenses grew at 21% due primarily to the addition of a \$651K interest payment related to the most recent bond issuance. Capital spend remains high as Connexion strives to reduce the backlog of Multi-Dwelling Units currently under contract.



**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” 38% of MDUs within city limits.
- Commercial take rate is currently at 12%, and typically Connexion adds one new business customer per day.
- Connexion’s Digital Inclusion Program ([fconnexion.com/digital-inclusion-program](https://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 has “lit up” its first mobile home park, Hickory Village, and Connexion’s residential sales reps will be signing up residents throughout the remainder of this year.