## PINEVILLE COMMUNICATION SYSTEMS



#### **INTERNET RESULTS FOR MONTH ENDING 06-30-2023**

|                |            |               |                  | TOTAL           |               |                    |               |                 | ТОТАТ                |
|----------------|------------|---------------|------------------|-----------------|---------------|--------------------|---------------|-----------------|----------------------|
|                | TOTAL FOR  | INSTALLS SOLD |                  | INTERNET<br>FOR |               | DISCONNECTS        |               | SOLD IN JUN. ON | TOTAL<br>INTERNET    |
|                | MONTH      | IN &          | DISCONNECTS      | MONTH           | INSTALLS SOLD | TAKEN AND          | MONTH         | SCHEDULE FOR    | FOR MONTH            |
| <b>REVENUE</b> | ENDING 04- | COMPLETED IN  | TAKEN &          | ENDING 05-      | AND COMPLETED | <b>EXECUTED IN</b> | <b>ENDING</b> | INSTALLATION IN | <b>ENDING 06-30-</b> |
| AREA           | 30-2023    | MAY.          | EXECUTED IN MAY. | 31-2023         | IN JUN.       | JUN.               | 06-30-2023    | JULY.           | 2023                 |
| ILEC           | 519        |               |                  | 515             | 6             | -7                 | 514           | 1               | 515                  |
| CLEC           | 636        |               |                  | 629             | 12            | -18                | 623           | 1               | 624                  |
| TOTAL          | 1155       | 0             | 0                | 1144            | 18            | -25                | 1137          | 2               | 1139                 |

<sup>\*\*25-</sup>DISC Moving out of area, 0-DISC to go to competitor, 0-DISC non pay, 0 -Removing Service\*\*

| REVENUE<br>AREA | PENDING INSTALLS ON SCHEDULE SOLD IN JUN. INSTALLING IN JULY. | SOLD WAITING<br>FOR SIGNED<br>CONTRACT SO<br>THEY CAN BE<br>SCHEDULED | UPGRADES IN SPEED<br>COMPLETED IN JUNE.<br>WILL INCREASE REV | UPGRADES<br>SOLD<br>AFTER<br>BILLING<br>WILL<br>INCREASE<br>REV AUG. | EXISTING COPPER CUSTOMER CONVERTING TO FIBER ON SCHEDULE FOR JUN. OR COMPLETED IN JULY. | PENDING DISCONNECTS ON SCHEDULE FOR JUNE/JULY. |
|-----------------|---|---|--|--|---|--|
| ILEC            | 1   | 0   | 7  | 0  | 7   | 2  |
| CLEC            | 1   | 0   | 0  | 0  | 0   | 2  |
| TOTAL           | 2   | 0   | 7  | 0  | 7   | 4  |

<sup>\*\*4</sup> PENDING DISCONNECTION OF SERVICE ORDERS \*\*

<sup>\*\*</sup> THESE 2 CUSTOMERS SOLD IN JUNE. BUT INSTALLATION SCHEDULED FOR JULY.\*\*

<sup>\*\*</sup>WE HAD 7 EXISTING ACCOUNTS THAT UPGRADE SPEED IN JUN.\*\*

<sup>\*\*7</sup> EXISTING COPPER CUSTOMERS CONVERTING TO FIBER IN JUNE OR COMPLETED IN JULY. \*\*

| 100M TO 1 GIG SPEED OFFERING TAKE RATE TO DATE  |               |                |                 |                  |            |   |  |
|---|---------------|----------------|-----------------|------------------|------------|---|--|
| INTERNET RESULTS FOR MONTH<br>ENDING 06-30-2023 | May-23        | Jun-23         | SERVICE<br>AREA | RES OR BUS       | SPEED      | NET GROWTH/LOSS<br>FROM PREVIOUS<br>MONTH |  |
| 1139  | 194           | 191            | CLEC            | RES              | 300M       | -3  |  |
|   | 64            | 64             | CLEC            | RES              | 600M       | 0   |  |
|   | 210           | 232            | CLEC            | RES              | 1GIG       | 22  |  |
|   | 2             | 1              | CLEC            | BUS              | 100M       | -1  |  |
|   | 6             | 6              | CLEC            | BUS              | GIG        | 0   |  |
|   | 1             | 1              | CLEC            | BUS              | 200M       | 0   |  |
|   | 25            |                | CLEC            | RES              | 400M       | 0   |  |
|   | 25            | 28             | ILEC            | BUS              | 100M       | 3   |  |
|   | 7             | 7              | ILEC            | BUS              | 200M       | 0   |  |
|   | 21            | 22             | ILEC            | BUS              | 1 GIG      | 1   |  |
|   | 138           | 150            | ILEC            | RES              | 1 GIG      | 12  |  |
|   | 150           | 158            | ILEC            | RES              | 300M       | 8   |  |
|   | 25            | 25             | ILEC            | RES              | 600M       | 0   |  |
|   | 11            |                | ILEC            | RES              | 400M       |   |  |
|   | 879           | 885            |                 |                  |            | 42  |  |
| 0.771729587                                     |               |                |                 |                  |            |   |  |
|   |               |                |                 |                  |            |   |  |
| 77% of our Internet subscribers now subsc       | riber to 100M | I or higher (d | ecrease by fro  | m previous month | <b>h</b> ) |   |  |



### RESIDENTIAL AND BUSINESS LINE COUNT MONTH ENDING 06-30-2023

|                 | TOTAL      | TOTAL      |                                |
|-----------------|------------|------------|--------------------------------|
|                 | FOR        | FOR        |                                |
|                 | MONTH      | MONTH      |                                |
|                 | ENDING 05- | ENDING 06- |                                |
| CLEC LINE COUNT | 31-2023    | 30-2023    |                                |
| BUS             | 44         | 44         | 0                              |
| RES             | 100        | 99         | -1                             |
| SUB TOTAL       | 144        | 143        | -1                             |
|                 |            |            |                                |
|                 | mom. *     | mom. *     |                                |
|                 | TOTAL      | TOTAL      |                                |
|                 | FOR        | FOR        |                                |
|                 | MONTH      | MONTH      |                                |
|                 | ENDING 05- | ENDING 06- |                                |
| ILEC LINE COUNT | 31-2023    | 30-2023    | NET LOSS/GAIN AS OF 06-30-2023 |
| BUS             | 341        | 338        | -3                             |
| RES             | 124        | 121        | -3                             |
| SUB TOTAL       | 465        | 459        | -6                             |
|                 |            |            |                                |
| TOTAL           | 609        | 602        | -7                             |

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### PCS REWARDS MONTH ENDING 06-30-2023

# NET INCREASE OF POWER PACK DISCOUNTS 4 NET DECREASE OF PCS REWARDS DISCOUNTS 14

|                    | Count as of 05- | Count as of 06- |               |  |
|--------------------|-----------------|-----------------|---------------|--|
| PCS REWARDS        | 31-2023         | 30-2023         | NET Gain/Loss |  |
| RES                | 862             | 848             |               |  |
| SUB TOTAL          | 862             | 848             | -14           |  |
|                    | Count as of 05- | Count as of 06- |               |  |
| POWERPACK DISCOUNT | 31-2023         | 30-2023         | NET Gain/Loss |  |
| RES                | 227             | 231             |               |  |
| SUB TOTAL          | 227             | 231             | 4             |  |
| TOTAL CUSTOMERS    |                 |                 |               |  |
| RECEIVING REWARDS  | 1089            | 1079            | -10           |  |
|                    |                 |                 |               |  |