

# ROCKISLAND

Q2 2022 Company Report

August 2022

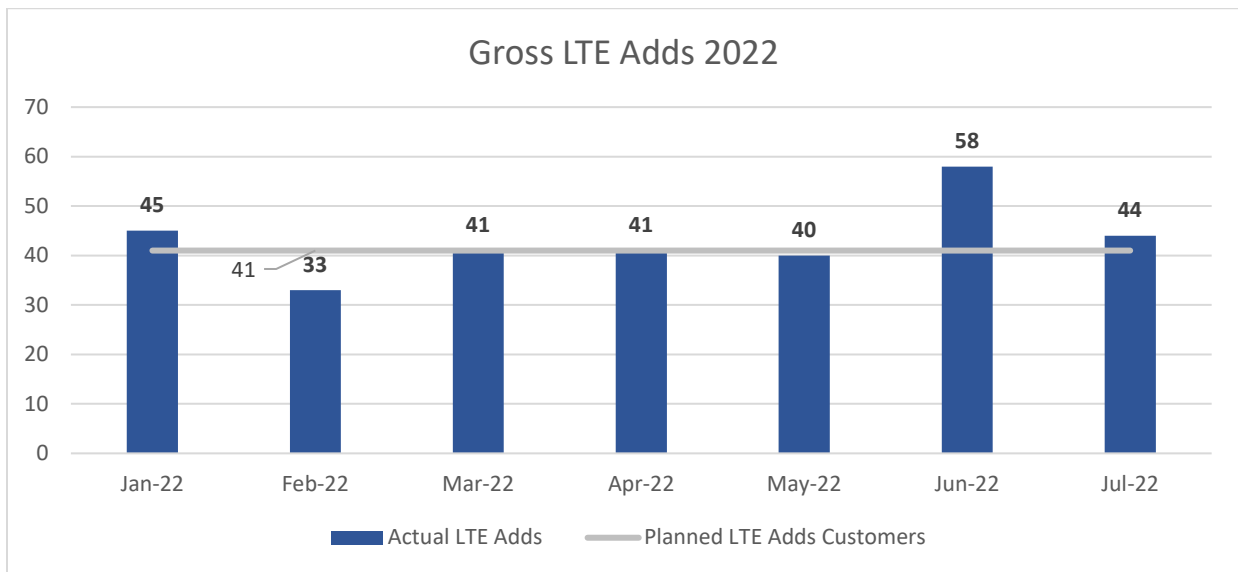
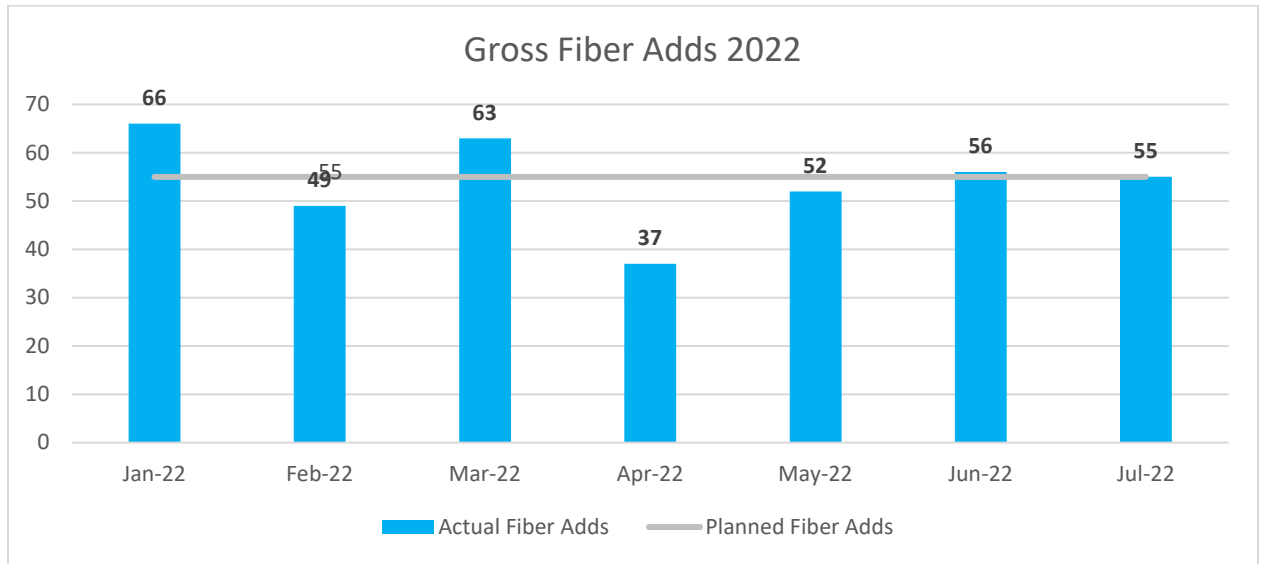
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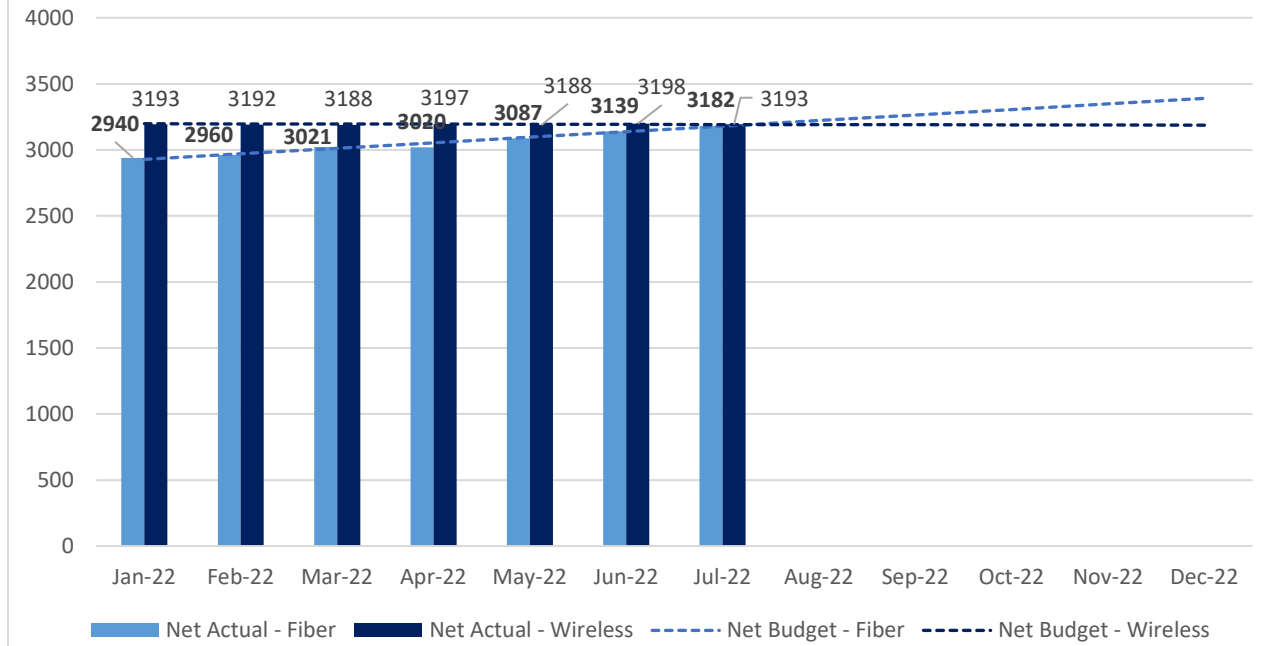
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# Q2 2022 Key Performance Indicators

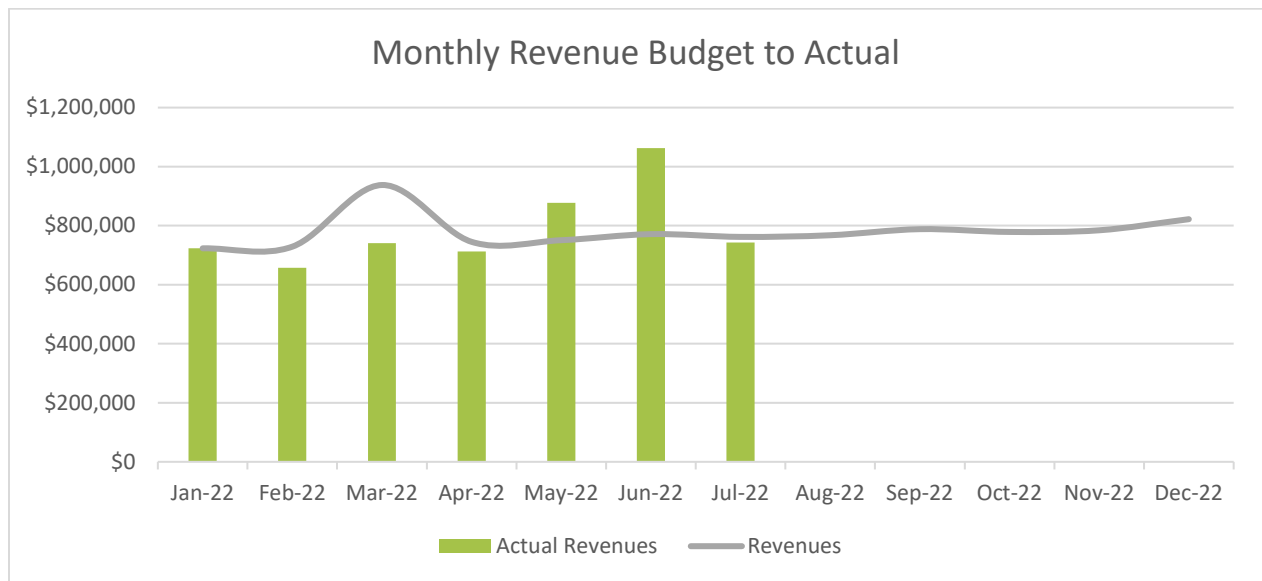
## Gross Onboarding



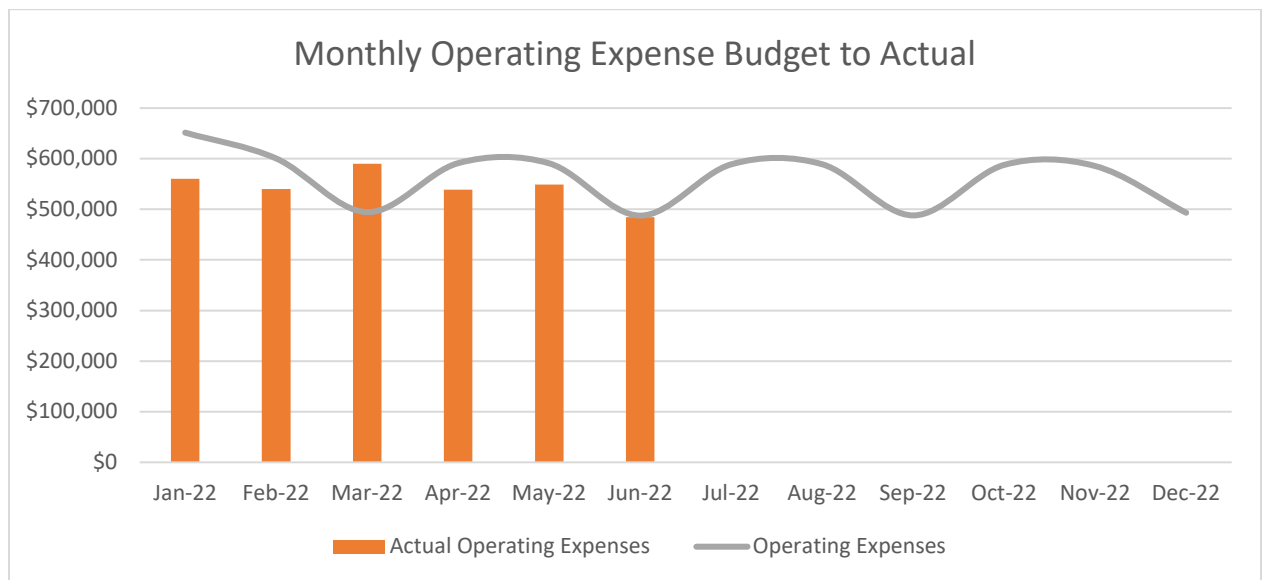
### Budget to Actual Net Subscribers



## Revenues



## Expenses



Expenses continue to come in better than planned, \$152k ahead. With the need to handle inflation, we expect to see this come closer in line with budget as we approach year end.

## 2022 Q2 YTD Income Statement

### Quarterly Income Statement

|                          | Quarter To Date<br>06/30/2022 |                  |                     | Year To Date<br>06/30/2022 |                  |                     |
|--------------------------|-------------------------------|------------------|---------------------|----------------------------|------------------|---------------------|
|                          | Actual                        | Budget           | QTD Budget Variance | Actual                     | YTD Budget       | YTD Budget Variance |
| ▶ Operating Revenues     | 2,652,656.35                  | 2,267,445.11     | 385,211.24          | 4,774,279.33               | 4,657,375.81     | 116,903.52          |
| ▶ Cost of Services       | 495,593.99                    | 225,211.00       | 270,382.99          | 766,420.63                 | 543,657.00       | 222,763.63          |
| Total gross profit       | 2,157,062.36                  | 2,042,234.11     | 114,828.25          | 4,007,858.70               | 4,113,718.81     | (105,860.11)        |
| ▶ Operating Expense      | 1,572,446.58                  | 1,669,568.09     | (97,121.51)         | 3,263,168.72               | 3,415,855.22     | (152,686.50)        |
| ▶ Non-Operating Expense  | 393,069.12                    | 358,654.82       | 34,414.30           | 626,264.89                 | 664,547.53       | (38,282.64)         |
| <b>Net Income (loss)</b> | <b>191,546.66</b>             | <b>14,011.20</b> | <b>177,535.46</b>   | <b>118,425.09</b>          | <b>33,316.06</b> | <b>85,109.03</b>    |