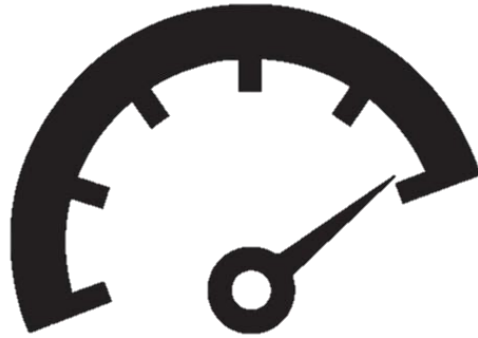


Quarterly Production Report: Q1 2026 – *Acceleration*



For the Quarter Ended March 31, 2026

Executive Summary

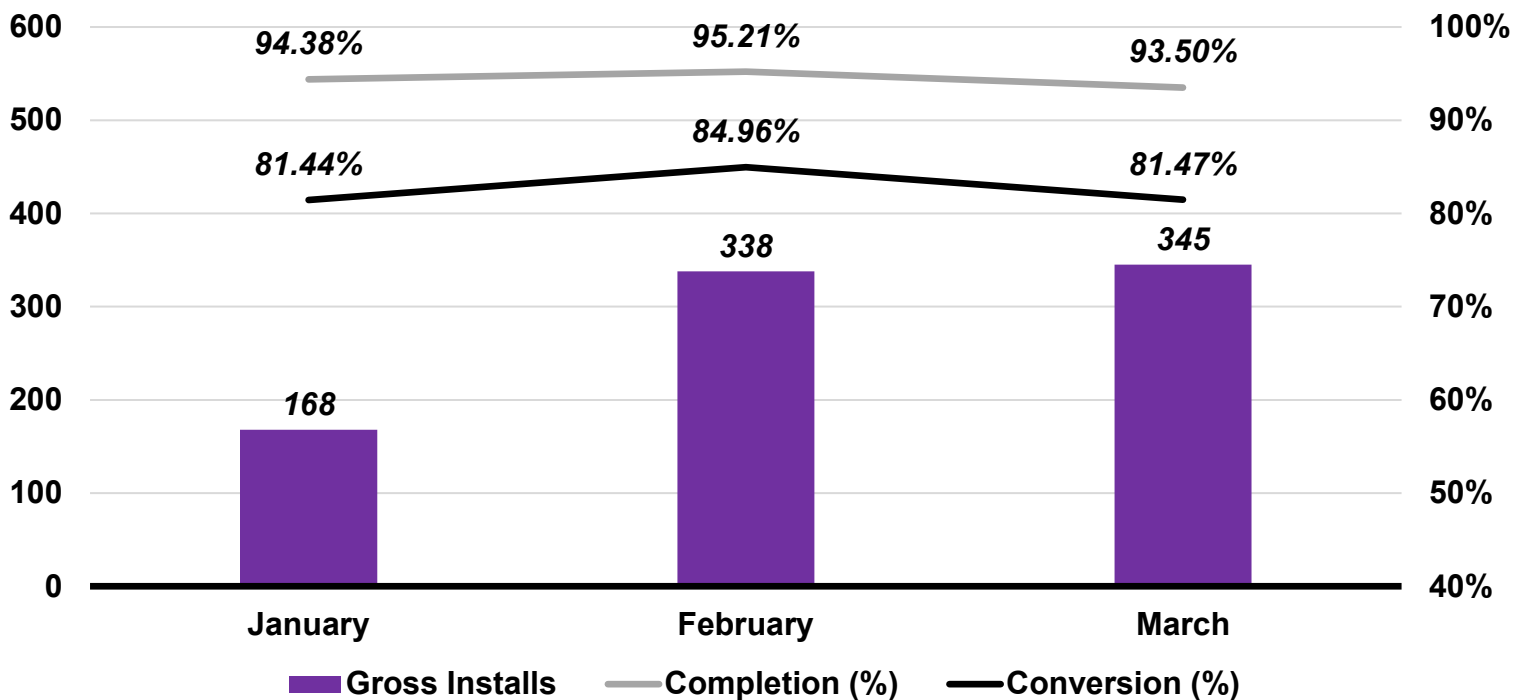
Q1 2026 marked a breakout quarter for DEVCOM, defined by accelerated production, increased allocation penetration, stable execution, and strong retention. The agency delivered substantial year-over-year growth while maintaining discipline across conversion, completion, and customer retention. This performance reflects a maturing operational system and a highly aligned partnership with WOW! as it enters its next phase of expansion.

Production Overview

Production scaled materially throughout the quarter, totaling 851 gross installs. Importantly, this growth was achieved without compromising efficiency; conversion and completion rates consistently beat 81% and 93% respectively, strong and tightly controlled (Figure #1).

Takeaway: DEVCOM is operating as a scalable, repeatable acquisition engine, not a variable production channel.

Figure #1: Monthly Production & Efficiency



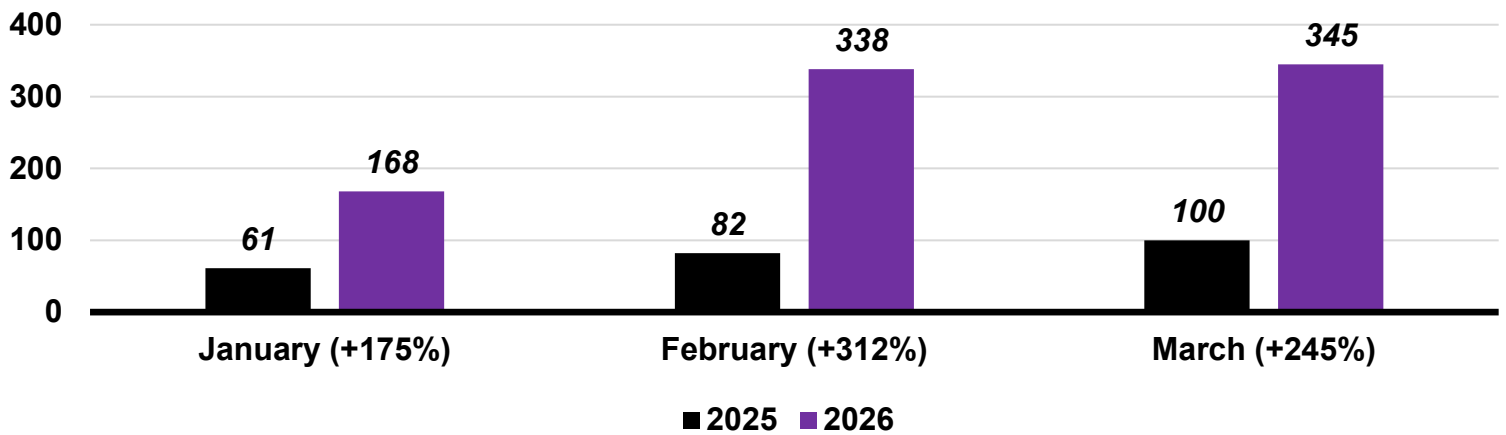
Note: Gross Installs reported, excluding 28 total chargebacks, for a 96.61% total Stick Rate.

Year-over-Year Growth

Each month in Q1 this year significantly outperformed its 2025 counterpart, delivering triple-digit growth across the board (Figure #2). This expansion reflects both improved field execution and stronger strategic alignment with WOW!’s growth initiatives.

Takeaway: DEVCOM has transitioned into a primary driver of connect volume, not a supplementary contributor.

Figure #2: Gross Installs (Q1 2025 vs. Q1 2026)



Retention & Quality

Despite increased production, retention remained strong, with an overdriven customer support focus and a stick rate exceeding 96%. Customer acquisition quality remained intact, reinforcing long-term value creation.

Takeaway: Growth was achieved through disciplined execution, not at the expense of quality.

Figure #3: Q1 Retention Statistics

28
TOTAL CHARGEBACKS

STICK RATE
96.6%

Note: Chargebacks represent customer disconnects that initially connected within the quarter.

Operational Proof Point

Select market performance during the quarter demonstrates the organization’s ability to achieve high production volume alongside maximal efficiency and retention. These outcomes validate the strength of DEVCOM’s training, execution standards, and market deployment strategy. See Figures #4 and #5 below.

Takeaway: Peak performance environments are replicable, not isolated.

Figure #4: Production by State

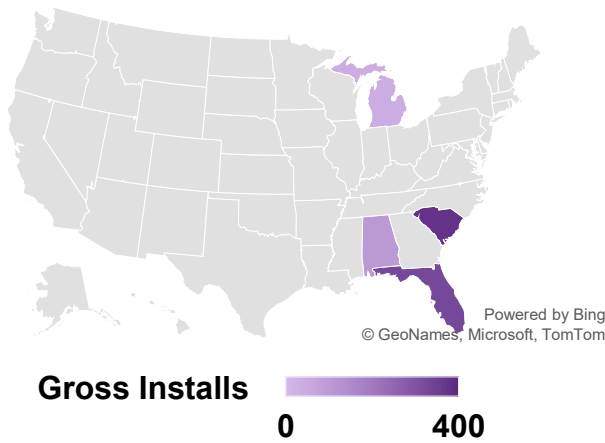
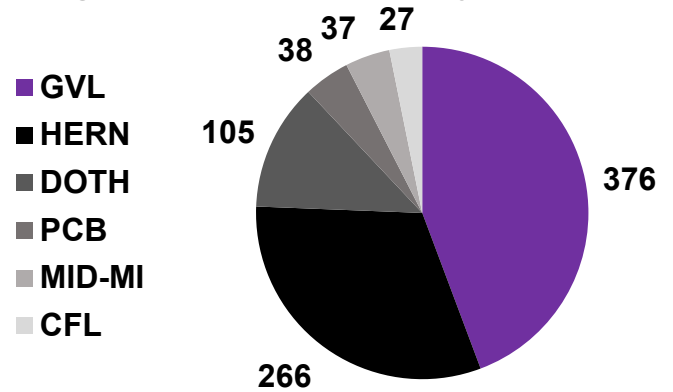


Figure #5: Production by Market



Precision Acquisition: The DEVCOM Way

In concurrence with WOW!’s expansion efforts, DEVCOM has maintained it’s Precision Acquisition capabilities throughout Q1, demonstrating an acute ability to maximize WOW!’s ROI on homes passed. See the figure below for a sample of Q1 node-level penetration where DEVCOM averages 27.22% across greenfield allocation within the quarter.

Takeaway: DEVCOM’s field execution converts to predictable, high-yield production.

Figure #6: Penetration Statistics

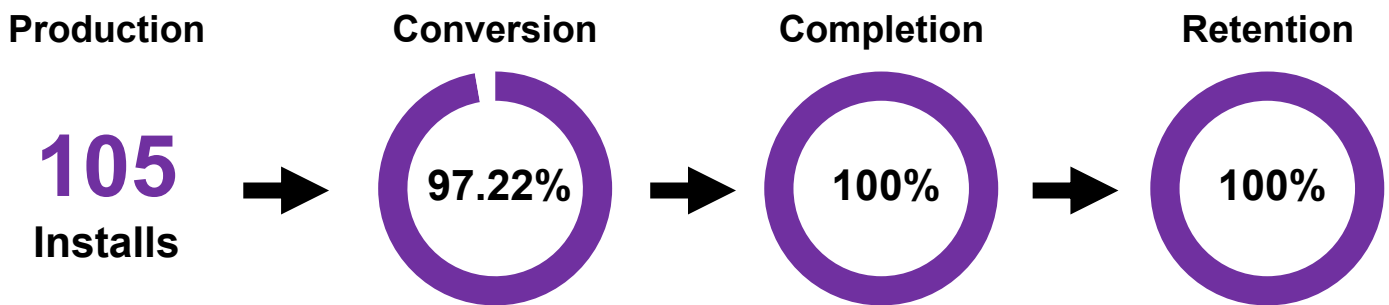
Node	House Key	Address Ct.	Won	Penetration (%)
DO14	3407539	299	105	35.12%
GR07	3399086	357	102	28.57%
HN41	3411360	535	144	26.92%
GR23	3418819	443	102	23.02%
GR26	3402904	144	31	21.53%
Total	-	1,778	484	27.22%

Performance Highlight

It is to be noted that, though much can be achieved regardless of circumstance, the production volume, health, and retention attainable by the DEVCOM's model, in tandem with Technical Operations support, is second-to-none. Figure #7 summarizes such a case, the DEVCOM exclusive Operation Headland Storm, where our Direct Force generated 105 installs from 299 addresses, with 100% install completion and customer retention.

Takeaway: This operation set the performance standard, a window into the Development Command model operating at full capacity.

Figure #7: Operation Headland Storm



Closing Position

DEVCOM exits Q1 with clear momentum and operational control. Our organization has demonstrated the ability to scale production, maintain efficiency, and preserve deal quality simultaneously. With continued alignment and expansion, DEVCOM is positioned to sustain and accelerate growth at scale alongside WOW!.

