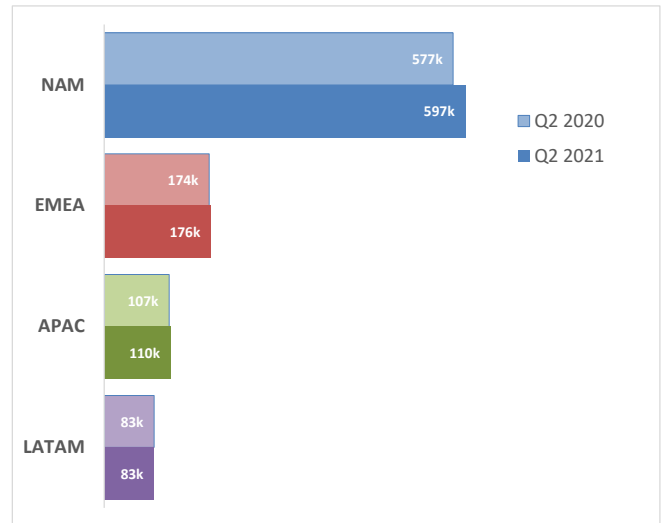
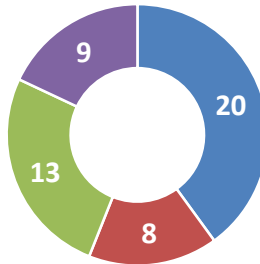
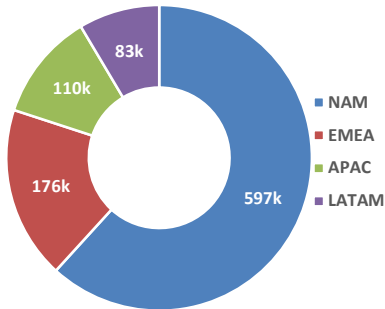
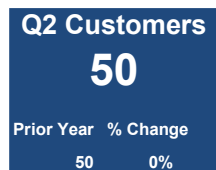


Q2 2021 Widget Inc. Overview

All data as of 6/30/2021



| Volume | | | | | | |
|--------|---------|---------|---------|---------|---------|---------|
| Region | Q1 2020 | Q2 2020 | Q3 2020 | Q4 2020 | Q1 2021 | Q2 2021 |
| NAM | 509,419 | 576,618 | 363,694 | 432,034 | 530,019 | 596,502 |
| EMEA | 147,852 | 173,566 | 103,536 | 129,264 | 150,204 | 176,338 |
| APAC | 95,736 | 107,338 | 69,198 | 80,144 | 99,778 | 109,811 |
| LATAM | 69,053 | 82,618 | 50,574 | 65,121 | 75,265 | 82,631 |
| Total | 822,060 | 940,140 | 587,002 | 706,563 | 855,266 | 965,282 |

| Q1 YoY | | |
|--------|--------|--|
| # | % | |
| 20,600 | ▲ 4.0% | |
| 2,352 | ▲ 1.6% | |
| 4,042 | ▲ 4.2% | |
| 6,212 | ▲ 9.0% | |
| 33,206 | ▲ 4.0% | |

| Q2 YoY | | |
|--------|--------|--|
| # | % | |
| 19,884 | ▲ 3.4% | |
| 2,772 | ▲ 1.6% | |
| 2,473 | ▲ 2.3% | |
| 13 | ▲ 0.0% | |
| 25,142 | ▲ 2.7% | |

| H1 YoY | | |
|--------|--------|--|
| # | % | |
| 40,484 | ▲ 3.7% | |
| 5,124 | ▲ 1.6% | |
| 6,515 | ▲ 3.2% | |
| 6,225 | ▲ 4.1% | |
| 58,348 | ▲ 3.3% | |

| Customers | | | | | | |
|-----------|---------|---------|---------|---------|---------|---------|
| Region | Q1 2020 | Q2 2020 | Q3 2020 | Q4 2020 | Q1 2021 | Q2 2021 |
| NAM | 18 | 19 | 19 | 20 | 20 | 20 |
| EMEA | 8 | 8 | 8 | 8 | 8 | 8 |
| APAC | 13 | 13 | 14 | 14 | 14 | 13 |
| LATAM | 10 | 10 | 11 | 11 | 11 | 9 |
| Total | 49 | 50 | 52 | 53 | 53 | 50 |

| Q1 YoY | | |
|--------|---------|--|
| # | % | |
| 2 | ▲ 11.1% | |
| - | ▲ 0.0% | |
| 1 | ▲ 7.7% | |
| 1 | ▲ 10.0% | |
| 4 | ▲ 8.2% | |

| Q2 YoY | | |
|--------|--------|--|
| # | % | |
| 1 | ▲ 5.3% | |
| - | ▲ 0.0% | |
| - | ▲ 0.0% | |
| - | ▲ 0.0% | |
| - | ▲ 0.0% | |

| H1 YoY | | |
|--------|--------|--|
| # | % | |
| 3 | ▲ 8.1% | |
| - | ▲ 0.0% | |
| 1 | ▲ 3.8% | |
| - | ▲ 0.0% | |
| 4 | ▲ 4.0% | |

| Average Volume per Customers | | | | | | |
|------------------------------|---------|---------|---------|---------|---------|---------|
| Region | Q1 2020 | Q2 2020 | Q3 2020 | Q4 2020 | Q1 2021 | Q2 2021 |
| NAM | 28,301 | 30,348 | 19,142 | 21,602 | 26,501 | 29,825 |
| EMEA | 18,482 | 21,696 | 12,942 | 16,158 | 18,776 | 22,042 |
| APAC | 7,364 | 8,257 | 4,943 | 5,725 | 7,127 | 8,447 |
| LATAM | 6,905 | 8,262 | 4,598 | 5,920 | 6,842 | 9,181 |
| Total | 61,052 | 68,563 | 41,624 | 49,404 | 59,246 | 69,496 |

| Q1 YoY | | |
|---------|---------|--|
| # | % | |
| - 1,800 | ▼ -6.4% | |
| 294 | ▲ 1.6% | |
| - 237 | ▼ -3.2% | |
| - 63 | ▼ -0.9% | |
| - 1,806 | ▼ -3.0% | |

| Q2 YoY | | |
|--------|--------|--|
| # | % | |
| - 523 | ▼ -2% | |
| 347 | ▲ 1.6% | |
| 190 | ▲ 2.3% | |
| 919 | ▲ 11% | |
| 933 | 1% | |

| H1 YoY | | |
|---------|---------|--|
| # | % | |
| - 2,323 | ▼ -4% | |
| 641 | ▲ 1.6% | |
| - 47 | ▼ -0.3% | |
| 856 | ▲ 5.6% | |
| - 874 | ▼ -0.7% | |

Key Notes

Q2 YoY growth slowed from Q1 growth of 4% down to 2.7%, or ~13k in volume, primarily driven by:

- 7k volume, or 55% of the total decline from loss of two customers in LATAM, driving overall growth for region down from 9% in Q1 to flat in Q2 YoY
- NAM client onboarding in Q2 2020 anniversaried in Q2 2021, slowing perceived growth and amplifying Q1 growth by ~5k units, or 1%