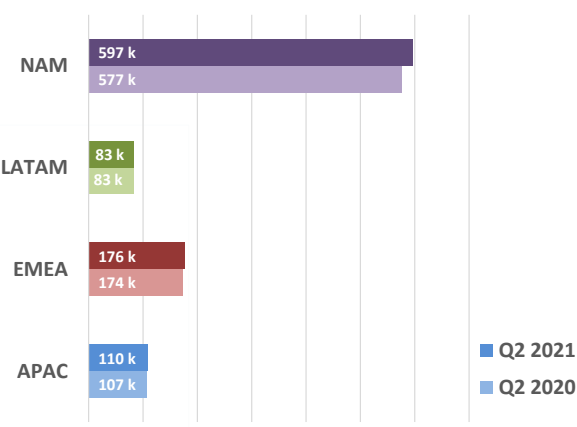
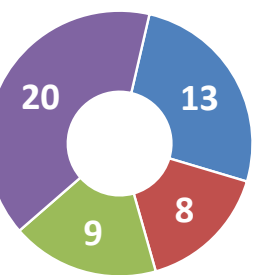
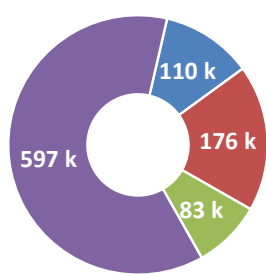


Q2 2021 Widget Inc. Overview

All data as of June 30 2021



Volume						
Region	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
APAC	95736	107338	69198	80144	99778	109811
EMEA	147852	173566	103536	129264	150204	176338
LATAM	69053	82618	50574	65121	75265	82631
NAM	509419	576618	363694	432034	530019	596502
Total	822060	940140	587002	706563	855266	965282

Q1 YoY		Q2 YoY		H1 YoY		12833.68
#	%	#	%	#	%	
4042	4.2%	2473	2.3%	6515	3.2%	
2352	1.6%	2772	1.6%	5124	1.6%	
6212	9.0%	13	0.0%	6225	4.1%	
20600	4.0%	19884	3.4%	40484	3.7%	
33206	4.0%	25142	2.7%	58348	3.3%	

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

Q1 YoY		Q2 YoY		H1 YoY	
#	%	#	%	#	%
1	7.7%	0	0.0%	1	3.8%
0	0.0%	0	0.0%	0	0.0%
1	10.0%	-1	-10.0%	0	0.0%
2	11.1%	1	5.3%	3	8.1%
4	8.2%	0	0.0%	4	4.0%

Average Volume/Customer						
Region	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
APAC	7364.3	8256.8	4942.7	5724.6	7127.0	8447.0
EMEA	18481.5	21695.8	12942.0	16158.0	18775.5	22042.3
LATAM	6905.3	8261.8	4597.6	5920.1	6842.3	9181.2
NAM	28301.1	30348.3	19141.8	21601.7	26501.0	29825.1
Total	16776.7	18802.8	11288.5	13331.4	16137.1	19305.6

Q1 YoY		Q2 YoY		H1 YoY	
#	%	#	%	#	%
-237.3	-3.2%	190.23	2.3%	-47.08	-0.3%
294	1.6%	346.5	1.6%	640.5	1.6%
-63.03	-0.9%	919.42	11.1%	856.39	5.6%
-1800	-6.4%	-523.2	-1.7%	-2323	-4.0%
-639.6	-3.8%	502.84	2.7%	-136.8	-0.4%

Key Notes

- We have grown by 2.7% YoY in Q2 2021. However, Q2 growth went down from Q1 growth of 4% to 2.7%, or ~13k in volume, primarily because of:
- We lost 2 customers in LATAM leading to 7k in volume or 55% of total decline in Q2 bringing down growth from 9% in Q1 to flat in Q2
- NAM client onboarded in Q2 2020 annverseried in Q2 2021, slowing down the perceived growth and amplyfying Q1 2021 growth by ~5k units