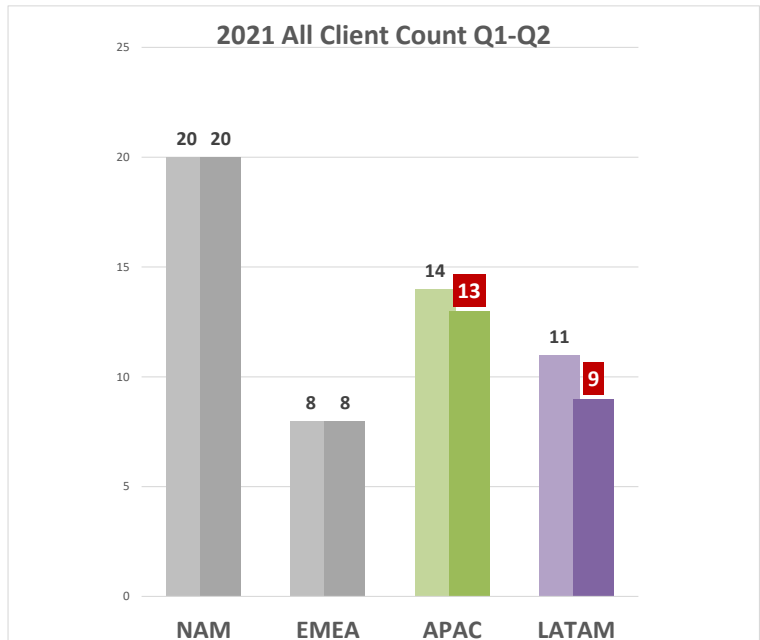
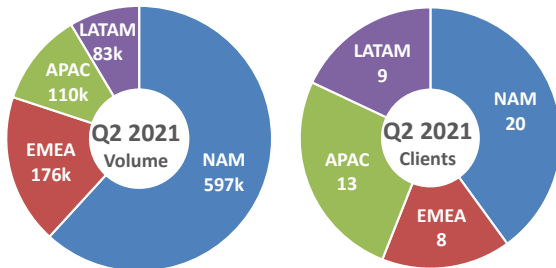


## Q2 Widget Inc. Overview

All data as of 6/30/2021

Small Clients					
Q2 2021 Clients			Q2 Volume		
35			83k		
Q1 2021	% Change	Prior Year	% Change		
38	▼ (7.9%)	78k	▲ 7.2%		

Large Clients					
Q2 2021 Clients			Q2 Volume		
15			163k		
Q1 2021	% Change	Prior Year	% Change		
15	— 0%	160k	▲ 2.1%		



Total Small Client Volume*							Q1 YoY		Q2 YoY		H1 YoY	
Region	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	#	%	#	%	#	%
NAM	43,024	49,205	34,352	41,667	52,590	56,224	9,566	▲ 22.2%	7,019	▲ 14.3%	16,585	▲ 18.0%
EMEA	11,912	13,840	8,368	10,326	12,027	13,296	115	▲ 1.0%	(544)	▼ (3.9%)	(429)	▼ (1.7%)
APAC	7,338	9,271	6,508	7,810	9,182	10,239	1,844	▲ 25.1%	968	▲ 10.4%	2,812	▲ 16.9%
LATAM	4,527	5,189	4,412	7,438	8,213	3,339	3,686	▲ 81.4%	(1,850)	▼ (35.7%)	1,836	▲ 18.9%
Total	66,801	77,505	53,640	67,241	82,012	83,098	15,211	▲ 22.8%	5,593	▲ 7.2%	20,804	▲ 14.4%

Total Large Client Volume**							Q1 YoY		Q2 YoY		H1 YoY	
Region	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	#	%	#	%	#	%
NAM	466,395	527,413	329,342	390,367	477,429	540,278	11,034	▲ 2.4%	12,865	▲ 2.4%	23,899	▲ 2.4%
EMEA	135,940	159,726	95,168	118,938	138,177	163,042	2,237	▲ 1.6%	3,316	▲ 2.1%	5,553	▲ 1.9%
APAC	88,398	98,067	62,690	72,334	90,596	99,572	2,198	▲ 2.5%	1,505	▲ 1.5%	3,703	▲ 2.0%
LATAM	64,526	77,429	46,162	57,683	67,052	79,292	2,526	▲ 3.9%	1,863	▲ 2.4%	4,389	▲ 3.1%
Total	755,259	862,635	533,362	639,322	773,254	882,184	17,995	▲ 2.4%	19,549	▲ 2.3%	37,544	▲ 2.3%

All Client Volume							Q1 YoY		Q2 YoY		H1 YoY	
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	20,600	▲ 4.0%	19,884	▲ 3.4%	40,484	▲ 3.7%
EMEA	147,852	173,566	103,536	129,264	150,204	176,338	2,352	▲ 1.6%	2,772	▲ 1.6%	5,124	▲ 1.6%
APAC	95,736	107,338	69,198	80,144	99,778	109,811	4,042	▲ 4.2%	2,473	▲ 2.3%	6,515	▲ 3.2%
LATAM	69,053	82,618	50,574	65,121	75,265	82,631	6,212	▲ 9.0%	13	0.0%	6,225	▲ 4.1%
Total	822,060	940,140	587,002	706,563	855,266	965,282	33,206	▲ 4.0%	25,142	▲ 2.7%	58,348	▲ 3.3%

All Client Count							Q1 YoY		Q2 YoY		H1 YoY	
Region	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	#	%	#	%	#	%
NAM	18	19	19	20	20	20	2	▲ 11.1%	1	▲ 5.3%	3	▲ 8.1%
EMEA	8	8	8	8	8	8	0	0.0%	0	0.0%	0	0.0%
APAC	13	13	14	14	14	13	1	▲ 7.7%	0	0.0%	1	▲ 3.8%
LATAM	10	10	11	11	11	9	1	▲ 10.0%	-1	▼ (10.0%)	0	0.0%
Total	49	50	52	53	53	50	4	▲ 8.2%	0	0.0%	4	▲ 4.0%

\* low-volume, group comprises bottom 10% of 2020-2021 total volume by region

\*\* high-volume, group comprises top 90% of 2020-2021 total volume by region

### Key Findings:

- Slowed growth from 4.0% in Q1 2021 to 2.7% in Q2 2021, ~13k in lost volume driven by:

- loss of 2 clients in LATAM resulted in loss of ~7k in volume or ~0.8% of growth
- anniversary of 2 new clients and significant reduction of volume in one NAM client led to total NAM reduction of ~3.4k in volume
- top supplier in APAC dropped from Q1 4% growth to flat in Q2, slowing regional growth by half, ~1.7k in volume
- remaining ~.9k in volume due to slow growth in same-store sales

### Trends:

- Large regional clients responsible for most of volume had comparatively slow and steady growth
- Small regional clients responsible for rapid but volatile growth

Report run as of:  
3/24/2021