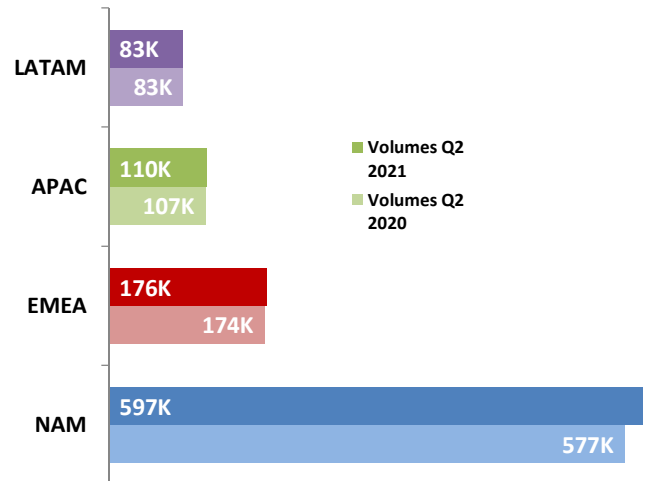
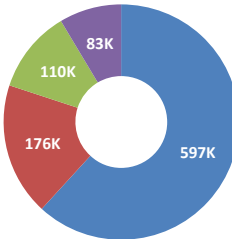
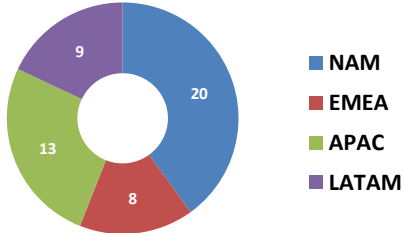
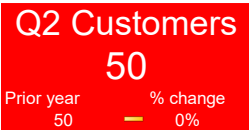


Q2 2021 Widget Inc. Overview

All data as of 6/30/2021



Volumes						
Region	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
NAM	509K	577K	364K	432K	530K	597K
EMEA	148K	174K	104K	129K	150K	176K
APAC	96K	107K	69K	80K	100K	110K
LATAM	69K	83K	51K	65K	75K	83K
Total	822,060	940,140	587,002	706,563	855,266	965,282

Q1 YoY		Q2 YoY		H1 YoY	
#	%	#	%	#	%
20,600	▲ 4.0%	19,884	▲ 3.4%	40,484	▲ 3.7%
2,352	▲ 1.6%	2,772	▲ 1.6%	5,124	▲ 1.6%
4,042	▲ 4.2%	2,473	▲ 2.3%	6,515	▲ 3.2%
6,212	▲ 9.0%	13	▲ 0.0%	6,225	▲ 4.1%
33,206	▲ 4.0%	25,142	▲ 2.7%	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		Q2 YoY		H1 YoY	
#	%	#	%	#	%
2	▲ 11.1%	1	▲ 5%	3	▲ 8.1%
-	0.0%	-	0%	-	0.0%
1	▲ 7.7%	-	0%	1	▲ 3.8%
1	▲ 10.0%	-1	▼ (10%)	-	0.0%
4	▲ 8.2%	-	0%	4	▲ 4.0%

Average Volume / customer						
Region	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
NAM	28301	30348	19142	21602	26501	29825
EMEA	18482	21696	12942	16158	18776	22042
APAC	7364	8257	4943	5725	7127	8447
LATAM	6905	8262	4598	5920	6842	9181
Total	16777	18803	11289	13331	16137	19306

Q1 YoY		Q2 YoY		H1 YoY	
#	%	#	%	#	%
-1800.11	▼ (6%)	-523.22	▼ (2%)	-2323.32	▼ (4%)
294.00	▲ 1.6%	347	▲ 1.6%	641	▲ 1.6%
-237.31	▼ (3%)	190	▲ 2.3%	-47.08	▼ (0%)
-63.03	▼ (1%)	919	▲ 11.1%	856	▲ 5.6%
-639.64	▼ (4%)	503	▲ 2.7%	-136.80	▼ (0%)

NOTES

Q2 YoY has a decline of ~1.3% i.e from 4.0% to 2.7% due to the following reasons:

- in **LATAM**, We lost two customers, which caused the decline of 9.0% to 0% i.e the loss of the customers pulled ~7k values from Q2 2021.

-in **NAM**, Two Customers boarded late, one at Q1 2020 and the other till Q3 2020, which resulted in the increase of Q1 2020 YoY causing a decline of ~6% (~3k values) in Q2 2021

-Sales in Q2 2021 is slower than expected, generated from the forecast made from Q1 and Q2 2020