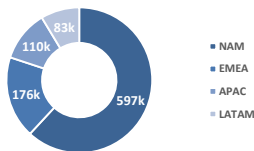
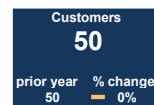
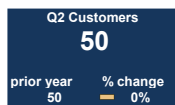


Q2 2021 Widget inc. Overview

All data as of 6/20/2021

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Region	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
NAM	5,09,419	5,76,618	3,63,694	4,32,034	5,30,019	5,96,502
EMEA	1,47,852	1,73,566	1,03,536	1,29,264	1,50,204	1,76,338
APAC	95,736	1,07,338	69,198	80,144	99,778	1,09,811
LATAM	69,053	81,732	50,574	65,121	75,265	82,631
Grand Total	8,22,060	9,39,254	5,87,002	7,06,563	8,55,266	9,65,282

Region	Q1 YOY	Q2 YOY
NAM	20,600 4.04%	19,884 3.45%
EMEA	2,352 1.59%	2,772 1.60%
APAC	4,042 4.22%	2,473 2.30%
LATAM	6,212 9.00%	899 1.10%
Grand Total	33,206 4.04%	26,028 2.77%

Region	Q1 YOY	Q2 YOY
NAM	2 11.11%	1 5.26%
EMEA	0 0.00%	0 0.00%
APAC	1 7.69%	0 0.00%
LATAM	1 10.00%	(1) (10.00%)
Grand Total	4 8.16%	0 0.00%

Region	H1 YOY	H1 YOY
NAM	40,484 3.73%	5,124 1.59%
EMEA	5,124 1.59%	6,515 3.21%
APAC	6,515 3.21%	7,111 4.72%
LATAM	7,111 4.72%	59,234 3.36%
Grand Total	59,234 3.36%	

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
Grand Total	49	50	52	53	53	50

Region	Q1 YOY	Q2 YOY
NAM	2 11.11%	1 5.26%
EMEA	0 0.00%	0 0.00%
APAC	1 7.69%	0 0.00%
LATAM	1 10.00%	(1) (10.00%)
Grand Total	4 8.16%	0 0.00%

Region	Q1 YOY	Q2 YOY
NAM	1 5.26%	0 0.00%
EMEA	0 0.00%	0 0.00%
APAC	0 0.00%	0 0.00%
LATAM	0 0.00%	0 0.00%
Grand Total	0 0.00%	0 0.00%

Region	H1 YOY	H1 YOY
NAM	3 8.11%	0 0.00%
EMEA	0 0.00%	1 3.85%
APAC	1 3.85%	0 0.00%
LATAM	0 0.00%	4 4.04%
Grand Total	4 4.04%	

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	8,173	4,598	5,920	6,842	9,181
Grand Total	61,052	68,474	41,624	49,404	59,246	69,496

Region	Q1 YOY	Q2 YOY
NAM	(1,800) (6.36%)	(523) (1.72%)
EMEA	294 1.59%	347 1.60%
APAC	(237) (3.22%)	190 2.30%
LATAM	(63) (0.91%)	1,008 12.33%
Grand Total	(1,806) (2.96%)	1,022 1.49%

Region	Q1 YOY	Q2 YOY
NAM	(1,800) (6.36%)	(523) (1.72%)
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APAC	(237) (3.22%)	190 2.30%
LATAM	(63) (0.91%)	1,008 12.33%
Grand Total	(1,806) (2.96%)	1,022 1.49%

Region	H1 YOY	H1 YOY
NAM	(2,323) (3.96%)	641 1.59%
EMEA	641 1.59%	(47) (0.30%)
APAC	(47) (0.30%)	945 6.27%
LATAM	945 6.27%	(785) (0.61%)
Grand Total	(785) (0.61%)	

Key notes

Q2 YOY growth slowed from Q1 growth of 4% down to 2.7% or ~12k in volume primarily driven by:

-7k volume or 58% of the decline from loss of two customers in LATAM driving overall growth for region down from 10% in Q1 to flat in Q2 YoY

977193.89	58.76%
11911.89	

-NAM client onboarding in Q2 2020 anniversaried in Q2 2021, slowing perceived growth and amplifying Q1 growth by ~5k units

Report Run as of 11-02-2022