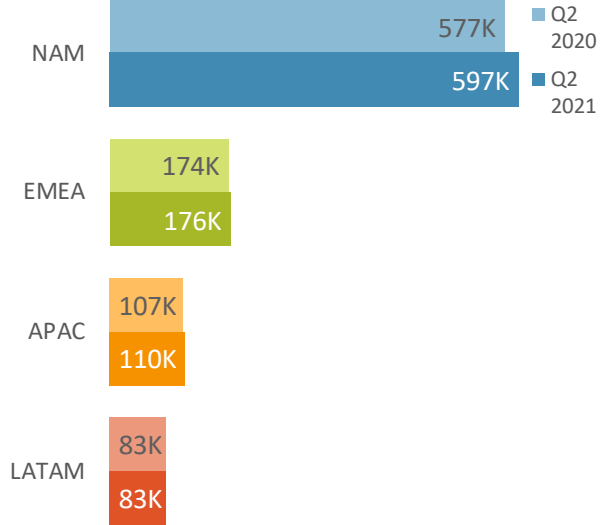
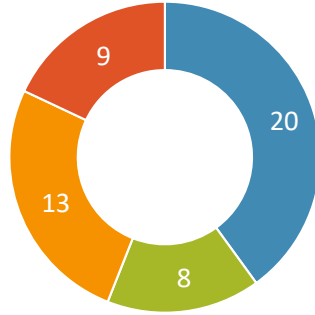
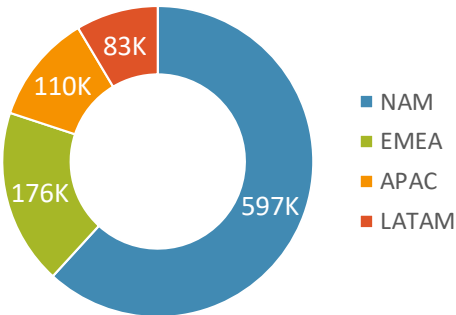


Q2 2021 Widget Inc. Overview

All data as of 6/30/2021

Q2 Volume		
965K		
Prior Year	% Change	
940K	▲ 2.67%	

Q2 Customers		
50		
Prior Year	% Change	
50	○ 0.00%	



Volume					2020		2021	
Region	Q1	Q2	Q3	Q4	Q1	Q2	Q1	Q2
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		Q2 YoY	
#	%	#	%
20,600	▲ 4.04%	19,884	▲ 3.45%
2,352	▲ 1.59%	2,772	▲ 1.60%
4,042	▲ 4.22%	2,473	▲ 2.30%
6,212	▲ 9.00%	13	○ 0.02%
33,206	▲ 4.04%	25,142	▲ 2.67%

Clients					2020		2021	
Region	Q1	Q2	Q3	Q4	Q1	Q2	Q1	Q2
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	
#	%	#	%
2	▲ 11.11%	1	▲ 5.26%
0	○ 0.00%	0	○ 0.00%
1	▲ 7.69%	0	○ 0.00%
1	▲ 10.00%	-1	▼ (10.00%)
4	▲ 8.16%	0	○ 0.00%

Volume					2020		2021	
Region	Q1	Q2	Q3	Q4	Q1	Q2	Q1	Q2
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		Q2 YoY	
#	%	#	%
(1,800)	▼ (6.36%)	(523)	▼ (1.72%)
294	▲ 1.59%	347	▲ 1.60%
(237)	▼ (3.22%)	190	▲ 2.30%
(63)	▼ (0.91%)	919	▲ 11.13%
(1,806)	▼ (2.96%)	933	▲ 1.36%

Key findings:

Q2 2021 volume increase slowed from 4.04% in Q1 2021 to 2.67%, or ~14k in volume driven by:
 -loss of two LATAM clients accounted for 56.5%, or ~8k volume, of slowed growth from 9% in Q1 to flat in Q2
 -NAM client anniversaried in Q2 2021 increased Q1 growth and reduced Q2 perceived growth

Report run as of 8/29/23