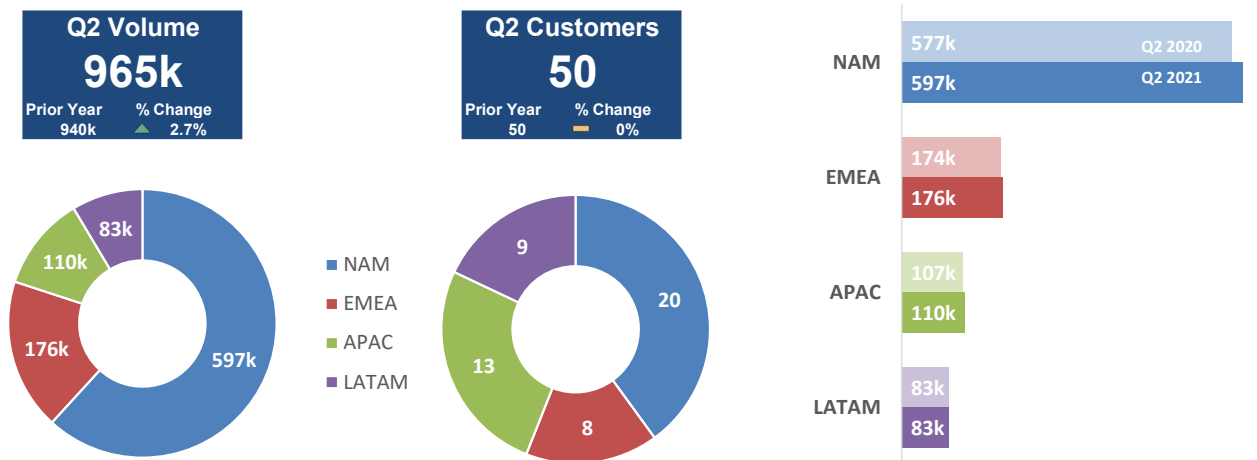


Q2 2021 Overview

All data as of 6/30/2021



Volume						
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
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		
#		%
20,600	▲	4.0%
2,352	▲	1.6%
4,042	▲	4.2%
6,212	▲	9.0%
33,206	▲	4.0%

Q2 YoY		
#		%
19,884	▲	3.4%
2,772	▲	1.6%
2,473	▲	2.3%
13	▲	0.0%
25,142	▲	2.7%

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		
#		%
2	▲	11.1%
0	▬	0.0%
1	▲	7.7%
1	▲	10.0%
4	▲	8.2%

Q2 YoY		
#		%
1	▲	5.3%
0	▬	0.0%
0	▬	0.0%
(1)	▼	(10.0%)
0	▬	0.0%

Average Volume Per Customer						
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	8,262	4,598	5,920	6,842	9,181
Total	16,777	18,803	11,289	13,331	16,137	19,306

Q1 YoY		
#		%
(1800)	▼	(6.4%)
294	▲	1.6%
(237)	▼	(3.2%)
(63)	▼	(0.9%)
(640)	▼	(3.8%)

Q2 YoY		
#		%
(523)	▼	(1.7%)
347	▲	1.6%
190	▲	2.3%
919	▲	11.1%
503	▲	2.7%

Summary of Findings:

Overall, Q2 YoY growth slowed from Q1 YoY growth of 4.0%, down to 2.7% (about 12.8k in expected volume).

Region wise, LATAM is down 9%, APAC is down 1.9%, NAM is down 0.6%, and EMEA is stable.

The above declines, are mainly due to the following:

LATAM: CL22675 left in Q2 2021, and CL11420 had very weak Q2 YoY growth (1.5%), compared to its Q1 (161%).

Overall loss of ≈6.2k actual volume.

APAC: Largest customer, CL49660, had strong Q1 YoY growth (4.3%), but weak Q2 YoY growth (0.9%). Loss of ≈1.5k actual volume.

NAM: CL64939 had a very strong Q2 YoY decline (61.7%), despite a stable Q1 YoY (2.3%). Loss of ≈2.7k in actual volume.