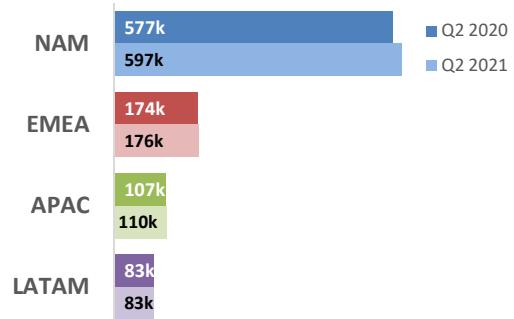
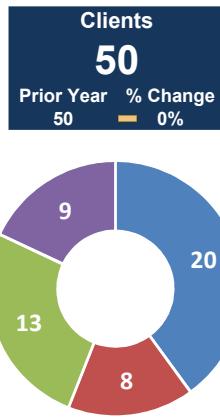
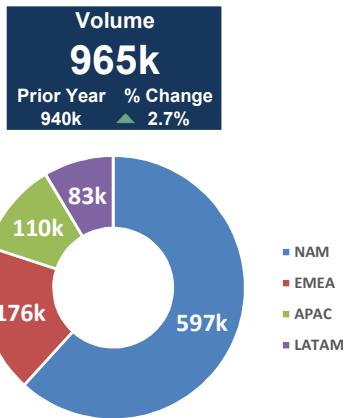


# Q2 2021 Example Inc. Overview

All data as of 6/30/2021



Volume		Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
Region		509,419	576,618	363,694	432,034	530,019	596,502
NAM		147,852	173,566	103,536	129,264	150,204	176,338
EMEA		95,736	107,338	69,198	80,144	99,778	109,811
APAC		69,053	82,618	50,574	65,121	75,265	82,631
LATAM		822,060	940,140	587,002	706,563	855,266	965,282
Total							

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%

Clients		Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
Region		18	19	19	20	20	20
NAM		8	8	8	8	8	8
EMEA		13	13	14	14	14	13
APAC		10	10	11	11	11	9
LATAM		49	50	52	53	53	50
Total							

Q1 YoY		Q2 YoY		H1 YoY	
#	%	#	%	#	%
2	11.1%	1	5.3%	3	8.1%
0	0.0%	0	0.0%	0	0.0%
1	7.7%	0	0.0%	1	3.8%
1	10.0%	-1	#####	0	0.0%
4	8.2%	0	0.0%	4	4.0%

Average volume per client		Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
Region		28,301	30,348	19,142	21,602	26,501	29,825
NAM		18,482	21,696	12,942	16,158	18,776	22,042
EMEA		7,364	8,257	4,943	5,725	7,127	8,447
APAC		6,905	8,262	4,598	5,920	6,842	9,181
LATAM		16,777	18,803	11,289	13,331	16,137	19,306
Total							

Q1 YoY		Q2 YoY		H1 YoY	
#	%	#	%	#	%
-1800.1	-6.4%	-523.2	-1.7%	-2323.3	-4.0%
294.0	1.6%	346.5	1.6%	640.5	1.6%
-237.3	-3.2%	190.2	2.3%	-47.1	-0.3%
-63.0	-0.9%	919.4	11.1%	856.4	5.6%
-639.6	-3.8%	502.8	2.7%	-136.8	-0.4%

## Key Notes:

Q2 YoY growth rate lowered from 4% in Q1 to 2.7% or ~13k decrease in volume primarily driven by:

- Loss of 2 clients in LATAM which accounted for 0.7% or roughly 7k in volume
- NAM client onboarding in Q2 2020 anniversed in Q1 2021, slowing the perceived growth by roughly 5k volume
- Same store sales slowed in Q2 vs Q1 YoY, comprising majority of remaining variance