



## Market Performance vs Target

### FILTERS

|          |     |
|----------|-----|
| region   | All |
| division | All |

| Market             | NetSales 2019 | NetSales 2020 | NetSales 2021 | 2021-Target   | %            |
|--------------------|---------------|---------------|---------------|---------------|--------------|
| Australia          | 3.9M          | 10.7M         | 21.0M         | -2.2M         | -9.5%        |
| Austria            |               | 0.1M          | 2.8M          | -0.3M         | -10.5%       |
| Bangladesh         | 0.5M          | 2.3M          | 7.0M          | -0.7M         | -9.3%        |
| Canada             | 4.8M          | 12.2M         | 35.1M         | -5.1M         | -12.6%       |
| China              | 1.4M          | 5.4M          | 22.9M         | -2.1M         | -8.3%        |
| France             | 4.0M          | 7.5M          | 25.9M         | -2.2M         | -7.8%        |
| Germany            | 2.6M          | 4.7M          | 12.0M         | -1.5M         | -11.3%       |
| India              | 30.8M         | 49.8M         | 161.3M        | -9.6M         | -5.6%        |
| Indonesia          | 2.5M          | 6.2M          | 18.4M         | -2.4M         | -11.5%       |
| Italy              | 2.9M          | 4.5M          | 11.7M         | -1.0M         | -8.2%        |
| Japan              |               | 1.9M          | 7.9M          | -0.3M         | -4.0%        |
| Netherlands        | 0.2M          | 3.4M          | 8.0M          | -0.7M         | -7.6%        |
| Newzealand         |               | 2.0M          | 11.4M         | -1.4M         | -11.0%       |
| Norway             |               | 2.5M          | 13.7M         | -1.4M         | -9.5%        |
| Pakistan           | 0.6M          | 4.7M          | 5.7M          | -0.5M         | -8.5%        |
| Philippines        | 5.7M          | 13.4M         | 31.9M         | -2.5M         | -7.3%        |
| Poland             | 0.4M          | 2.8M          | 5.2M          | -0.9M         | -15.3%       |
| Portugal           | 0.7M          | 3.6M          | 11.8M         | -0.5M         | -4.1%        |
| South Korea        | 12.8M         | 17.3M         | 49.0M         | -4.4M         | -8.2%        |
| Spain              |               | 1.8M          | 12.6M         | -1.8M         | -12.4%       |
| Sweden             | 0.1M          | 0.2M          | 1.8M          | -0.2M         | -10.0%       |
| United Kingdom     | 2.0M          | 8.1M          | 34.2M         | -3.0M         | -8.0%        |
| USA                | 11.5M         | 31.9M         | 87.8M         | -10.2M        | -10.4%       |
| <b>Grand Total</b> | <b>87.5M</b>  | <b>196.7M</b> | <b>598.9M</b> | <b>-54.9M</b> | <b>-8.4%</b> |