



## Filters

region	All
division	All

\*All Values are in USD

Market	2021	Target'21	2021 - Target'21	% difference
Australia	21.0M	23.2M	-2.2M	-10.5%
Austria	2.8M	3.2M	-0.3M	-11.7%
Bangladesh	7.0M	7.7M	-0.7M	-10.3%
Canada	35.1M	40.1M	-5.1M	-14.5%
China	22.9M	25.0M	-2.1M	-9.0%
France	25.9M	28.1M	-2.2M	-8.4%
Germany	12.0M	13.5M	-1.5M	-12.7%
India	161.3M	170.8M	-9.6M	-5.9%
Indonesia	18.4M	20.8M	-2.4M	-12.9%
Italy	11.7M	12.8M	-1.0M	-9.0%
Japan	7.9M	8.2M	-0.3M	-4.1%
Netherlands	8.0M	8.6M	-0.7M	-8.2%
Newzealand	11.4M	12.8M	-1.4M	-12.3%
Norway	13.7M	15.1M	-1.4M	-10.5%
Pakistan	5.7M	6.2M	-0.5M	-9.3%
Philippines	31.9M	34.4M	-2.5M	-7.8%
Poland	5.2M	6.1M	-0.9M	-18.1%
Portugal	11.8M	12.3M	-0.5M	-4.3%
South Korea	49.0M	53.3M	-4.4M	-8.9%
Spain	12.6M	14.4M	-1.8M	-14.1%
Sweden	1.8M	2.0M	-0.2M	-11.1%
United Kingdom	34.2M	37.1M	-3.0M	-8.7%
USA	87.8M	98.0M	-10.2M	-11.7%
<b>Grand Total</b>	<b>598.9M</b>	<b>653.8M</b>	<b>-54.9M</b>	<b>-9.2%</b>



**"=DIVIDE([2021 - Target'21],[NetSales'21],0)"** compares the difference between the target and the actual sales in 2021 with the actual sales in 2021, to determine the percentage of the target achieved.

**Summary:** Even though the absolute differences in actual and target sales might seem high in some cases, the percentage difference can be lower if the target sales were set at a high level, making the absolute difference a smaller proportion of the target. Therefore, it's important to consider both the absolute difference and the percentage difference to fully understand the performance relative to the targets.