

Year	Country	Population (millions)	GDP (billions USD)	Life expectancy (years)	Urban population (%)	Healthcare expenditure (USD per capita)	Renewable energy (%)	Internet usage (%)	Gender inequality index	Human Development Index
2010	USA	308	14.9	78.4	80.7	1100	10.1	74.1	0.22	0.85
2011	USA	311	15.4	78.6	80.8	1120	10.2	74.5	0.22	0.85
2012	USA	314	15.9	78.8	81.0	1140	10.3	74.9	0.22	0.85
2013	USA	317	16.4	79.0	81.2	1160	10.4	75.3	0.22	0.85
2014	USA	320	16.9	79.2	81.4	1180	10.5	75.7	0.22	0.85
2015	USA	323	17.4	79.4	81.6	1200	10.6	76.1	0.22	0.85
2016	USA	326	17.9	79.6	81.8	1220	10.7	76.5	0.22	0.85
2017	USA	329	18.4	79.8	82.0	1240	10.8	76.9	0.22	0.85
2018	USA	332	18.9	80.0	82.2	1260	10.9	77.3	0.22	0.85
2019	USA	335	19.4	80.2	82.4	1280	11.0	77.7	0.22	0.85
2020	USA	338	19.9	80.4	82.6	1300	11.1	78.1	0.22	0.85
2010	China	1370	5.9	74.8	52.6	200	1.5	34.2	0.75	0.69
2011	China	1380	6.2	75.0	52.8	210	1.6	34.6	0.75	0.69
2012	China	1390	6.5	75.2	53.0	220	1.7	35.0	0.75	0.69
2013	China	1400	6.8	75.4	53.2	230	1.8	35.4	0.75	0.69
2014	China	1410	7.1	75.6	53.4	240	1.9	35.8	0.75	0.69
2015	China	1420	7.4	75.8	53.6	250	2.0	36.2	0.75	0.69
2016	China	1430	7.7	76.0	53.8	260	2.1	36.6	0.75	0.69
2017	China	1440	8.0	76.2	54.0	270	2.2	37.0	0.75	0.69
2018	China	1450	8.3	76.4	54.2	280	2.3	37.4	0.75	0.69
2019	China	1460	8.6	76.6	54.4	290	2.4	37.8	0.75	0.69
2020	China	1470	8.9	76.8	54.6	300	2.5	38.2	0.75	0.69
2010	India	1190	2.0	69.4	31.3	50	0.5	18.5	0.88	0.54
2011	India	1200	2.1	69.6	31.5	52	0.5	18.7	0.88	0.54
2012	India	1210	2.2	69.8	31.7	54	0.5	18.9	0.88	0.54
2013	India	1220	2.3	70.0	31.9	56	0.5	19.1	0.88	0.54
2014	India	1230	2.4	70.2	32.1	58	0.5	19.3	0.88	0.54
2015	India	1240	2.5	70.4	32.3	60	0.5	19.5	0.88	0.54
2016	India	1250	2.6	70.6	32.5	62	0.5	19.7	0.88	0.54
2017	India	1260	2.7	70.8	32.7	64	0.5	19.9	0.88	0.54
2018	India	1270	2.8	71.0	32.9	66	0.5	20.1	0.88	0.54
2019	India	1280	2.9	71.2	33.1	68	0.5	20.3	0.88	0.54
2020	India	1290	3.0	71.4	33.3	70	0.5	20.5	0.88	0.54
2010	Germany	82	3.6	80.6	73.4	1000	11.5	79.5	0.15	0.88
2011	Germany	82	3.7	80.8	73.6	1000	11.6	79.7	0.15	0.88
2012	Germany	82	3.8	81.0	73.8	1000	11.7	79.9	0.15	0.88
2013	Germany	82	3.9	81.2	74.0	1000	11.8	80.1	0.15	0.88
2014	Germany	82	4.0	81.4	74.2	1000	11.9	80.3	0.15	0.88
2015	Germany	82	4.1	81.6	74.4	1000	12.0	80.5	0.15	0.88
2016	Germany	82	4.2	81.8	74.6	1000	12.1	80.7	0.15	0.88
2017	Germany	82	4.3	82.0	74.8	1000	12.2	80.9	0.15	0.88
2018	Germany	82	4.4	82.2	75.0	1000	12.3	81.1	0.15	0.88
2019	Germany	82	4.5	82.4	75.2	1000	12.4	81.3	0.15	0.88
2020	Germany	82	4.6	82.6	75.4	1000	12.5	81.5	0.15	0.88
2010	Japan	127	5.5	84.4	91.5	1000	12.5	81.5	0.15	0.88
2011	Japan	127	5.6	84.5	91.6	1000	12.6	81.6	0.15	0.88
2012	Japan	127	5.7	84.6	91.7	1000	12.7	81.7	0.15	0.88
2013	Japan	127	5.8	84.7	91.8	1000	12.8	81.8	0.15	0.88
2014	Japan	127	5.9	84.8	91.9	1000	12.9	81.9	0.15	0.88
2015	Japan	127	6.0	84.9	92.0	1000	13.0	82.0	0.15	0.88
2016	Japan	127	6.1	85.0	92.1	1000	13.1	82.1	0.15	0.88
2017	Japan	127	6.2	85.1	92.2	1000	13.2	82.2	0.15	0.88
2018	Japan	127	6.3	85.2	92.3	1000	13.3	82.3	0.15	0.88
2019	Japan	127	6.4	85.3	92.4	1000	13.4	82.4	0.15	0.88
2020	Japan	127	6.5	85.4	92.5	1000	13.5	82.5	0.15	0.88
2010	France	65	2.8	82.7	89.5	1000	13.5	82.5	0.15	0.88
2011	France	65	2.9	82.8	89.6	1000	13.6	82.6	0.15	0.88
2012	France	65	3.0	82.9	89.7	1000	13.7	82.7	0.15	0.88
2013	France	65	3.1	83.0	89.8	1000	13.8	82.8	0.15	0.88
2014	France	65	3.2	83.1	89.9	1000	13.9	82.9	0.15	0.88
2015	France	65	3.3	83.2	90.0	1000	14.0	83.0	0.15	0.88
2016	France	65	3.4	83.3	90.1	1000	14.1	83.1	0.15	0.88
2017	France	65	3.5	83.4	90.2	1000	14.2	83.2	0.15	0.88
2018	France	65	3.6	83.5	90.3	1000	14.3	83.3	0.15	0.88
2019	France	65	3.7	83.6	90.4	1000	14.4	83.4	0.15	0.88
2020	France	65	3.8	83.7	90.5	1000	14.5	83.5	0.15	0.88
2010	UK	61	2.5	82.5	88.5	1000	14.5	83.5	0.15	0.88
2011	UK	61	2.6	82.6	88.6	1000	14.6	83.6	0.15	0.88
2012	UK	61	2.7	82.7	88.7	1000	14.7	83.7	0.15	0.88
2013	UK	61	2.8	82.8	88.8	1000	14.8	83.8	0.15	0.88
2014	UK	61	2.9	82.9	88.9	1000	14.9	83.9	0.15	0.88
2015	UK	61	3.0	83.0	89.0	1000	15.0	84.0	0.15	0.88
2016	UK	61	3.1	83.1	89.1	1000	15.1	84.1	0.15	0.88
2017	UK	61	3.2	83.2	89.2	1000	15.2	84.2	0.15	0.88
2018	UK	61	3.3	83.3	89.3	1000	15.3	84.3	0.15	0.88
2019	UK	61	3.4	83.4	89.4	1000	15.4	84.4	0.15	0.88
2020	UK	61	3.5	83.5	89.5	1000	15.5	84.5	0.15	0.88
2010	Canada	34	1.6	82.6	81.5	1000	15.5	84.5	0.15	0.88
2011	Canada	34	1.7	82.7	81.6	1000	15.6	84.6	0.15	0.88
2012	Canada	34	1.8	82.8	81.7	1000	15.7	84.7	0.15	0.88
2013	Canada	34	1.9	82.9	81.8	1000	15.8	84.8	0.15	0.88
2014	Canada	34	2.0	83.0	81.9	1000	15.9	84.9	0.15	0.88
2015	Canada	34	2.1	83.1	82.0	1000	16.0	85.0	0.15	0.88
2016	Canada	34	2.2	83.2	82.1	1000	16.1	85.1	0.15	0.88
2017	Canada	34	2.3	83.3	82.2	1000	16.2	85.2	0.15	0.88
2018	Canada	34	2.4	83.4	82.3	1000	16.3	85.3	0.15	0.88
2019	Canada	34	2.5	83.5	82.4	1000	16.4	85.4	0.15	0.88
2020	Canada	34	2.6	83.6	82.5	1000	16.5	85.5	0.15	0.88
2010	Australia	22	1.1	83.7	85.5	1000	16.5	85.5	0.15	0.88
2011	Australia	22	1.2	83.8	85.6	1000	16.6	85.6	0.15	0.88
2012	Australia	22	1.3	83.9	85.7	1000	16.7	85.7	0.15	0.88
2013	Australia	22	1.4	84.0	85.8	1000	16.8	85.8	0.15	0.88
2014	Australia	22	1.5	84.1	85.9	1000	16.9	85.9	0.15	0.88
2015	Australia	22	1.6	84.2	86.0	1000	17.0	86.0	0.15	0.88
2016	Australia	22	1.7	84.3	86.1	1000	17.1	86.1	0.15	0.88
2017	Australia	22	1.8	84.4	86.2	1000	17.2	86.2	0.15	0.88
2018	Australia	22	1.9	84.5	86.3	1000	17.3	86.3	0.15	0.88
2019	Australia	22	2.0	84.6	86.4	1000	17.4	86.4	0.15	0.88
2020	Australia	22	2.1	84.7	86.5	1000	17.5	86.5	0.15	0.88
2010	South Korea	47	1.6	83.4	85.5	1000	17.5	86.5	0.15	0.88
2011	South Korea	47	1.7	83.5	85.6	1000	17.6	86.6	0.15	0.88
2012	South Korea	47	1.8	83.6	85.7	1000	17.7	86.7	0.15	0.88
2013	South Korea	47	1.9	83.7	85.8	1000	17.8	86.8	0.15	0.88
2014	South Korea	47	2.0	83.8	85.9	1000	17.9	86.9	0.15	0.88
2015	South Korea	47	2.1	83.9	86.0	1000	18.0	87.0	0.15	0.88
2016	South Korea	47	2.2	84.0	86.1	1000	18.1	87.1	0.15	0.88
2017	South Korea	47	2.3	84.1	86.2	1000	18.2	87.2	0.15	0.88
2018	South Korea	47	2.4	84.2	86.3	1000	18.3	87.3	0.15	0.88
2019	South Korea	47	2.5	84.3	86.4	1000	18.4	87.4	0.15	0.88
2020	South Korea	47	2.6	84.4	86.5	1000	18.5	87.5	0.15	0.88
2010	Italy	61	2.1	83.7	81.5	1000	18.5	87.5	0.15	0.88
2011	Italy	61	2.2	83.8	81.6	1000	18.6	87.6	0.15	0.88
2012	Italy	61	2.3	83.9	81.7	1000	18.7	87.7	0.15	0.88
2013	Italy	61	2.4	84.0	81.8	1000	18.8	87.8	0.15	0.88
2014	Italy	61	2.5	84.1	81.9	1000	18.9	87.9	0.15	0.88
2015	Italy	61	2.6	84.2	82.0	1000	19.0	88.0	0.15	0.88
2016	Italy	61	2.7	84.3	82.1	1000	19.1	88.1	0.15	0.88
2017	Italy	61	2.8	84.4	82.2	1000	19.2	88.2	0.15	0.88
2018	Italy	61	2.9	84.5	82.3	1000	19.3	88.3	0.15	0.88
2019	Italy	61	3.0	84.6	82.4	1000	19.4	88.4	0.15	0.88
2020	Italy	61	3.1	84.7	82.5	1000	19.5	88.5	0.15	0.88
2010	Spain	45	1.8	83.4	81.5	1000	19.5	88.5	0.15	0.88
2011	Spain	45	1.9	83.5	81.6	1000	19.6	88.6	0.15	0.88
2012	Spain	45	2.0	83.6	81.7	1000	19.7	88.7	0.15	0.88
2013	Spain	45	2.1	83.7	81.8	1000	19.8	88.8	0.15	0.88
2014	Spain	45	2.2	83.8	81.9	1000	19.9	88.9	0.15	0.88
2015	Spain	45	2.3							

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region All All values are in USD
market All
customer All P&L
division All By Fiscal Month
FY 2019

Metrics	Quarters													
	Q1	Q2				Q3				Q4				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M		
cogs	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M		
gross margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M		
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%		

region All All values are in USD
market All
customer All P&L
division All By Fiscal Month
FY 2020

Metrics	Quarters													
	Q1	Q2				Q3				Q4				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M		
cogs	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M		
gross margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M		
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%		

region All All values are in USD
market All
customer All P&L
division All By Fiscal Month
FY 2021

Metrics	Quarters													
	Q1	Q2				Q3				Q4				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M		
cogs	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M		
gross margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M		
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%		

Net Sales

Comparison

21 VS 20	262.1%	264.7%	259.1%	261.0%	261.4%	262.5%	#####	561.2%	447.0%	278.6%		
20 vs 19	264.6%	256.6%	267.3%	261.5%	262.8%	262.0%	32.9%	122.7%	153.1%			

FILTERS

All values are in USD

market

performance vs target

region
division

All
All

Country	2019	2020	2021	21-target	%
Australia	3.88M	10.70M	20.99M	-2.2M	-10.5%
Austria		0.12M	2.84M	-0.3M	-11.7%
Bangladesh	0.48M	2.26M	6.95M	-0.7M	-10.3%
Canada	4.76M	12.17M	35.06M	-5.1M	-14.5%
China	1.43M	5.42M	22.89M	-2.1M	-9.0%
France	4.04M	7.47M	25.94M	-2.2M	-8.4%
Germany	2.56M	4.69M	12.01M	-1.5M	-12.7%
India	30.82M	49.77M	161.26M	-9.6M	-5.9%
Indonesia	2.52M	6.21M	18.41M	-2.4M	-12.9%
Italy	2.90M	4.46M	11.72M	-1.0M	-9.0%
Japan		1.88M	7.92M	-0.3M	-4.1%
Netherlands	0.23M	3.36M	7.98M	-0.7M	-8.2%
Newzealand		1.99M	11.40M	-1.4M	-12.3%
Norway		2.48M	13.68M	-1.4M	-10.5%
Pakistan	0.62M	4.69M	5.66M	-0.5M	-9.3%
Philippines	5.69M	13.37M	31.86M	-2.5M	-7.8%
Poland	0.41M	2.79M	5.19M	-0.9M	-18.1%
Portugal	0.75M	3.59M	11.83M	-0.5M	-4.3%
South Korea	12.80M	17.28M	48.97M	-4.4M	-8.9%
Spain		1.77M	12.62M	-1.8M	-14.1%
Sweden	0.05M	0.23M	1.77M	-0.2M	-11.1%
United Kingdom	2.00M	8.08M	34.15M	-3.0M	-8.7%
USA	11.53M	31.92M	87.78M	-10.2M	-11.7%
Grand Total	87.48M	196.69M	598.88M	-54.9M	-9.2%