



Market Performance
vs
Target

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

| Row Labels | 2019 | 2020 | 2021 | Target 21 | 2021 - Target | 2021 - Target % |
|--------------------|-----------------|------------------|------------------|------------------|------------------|-----------------|
| Australia | \$ 3.9M | \$ 10.7M | \$ 21.0M | \$ 23.2M | -\$ 2.2M | -9.54% |
| Austria | | \$ 0.1M | \$ 2.8M | \$ 3.2M | -\$ 0.3M | -10.50% |
| Bangladesh | \$ 0.5M | \$ 2.3M | \$ 7.0M | \$ 7.7M | -\$ 0.7M | -9.35% |
| Canada | \$ 4.8M | \$ 12.2M | \$ 35.1M | \$ 40.1M | -\$ 5.1M | -12.63% |
| China | \$ 1.4M | \$ 5.4M | \$ 22.9M | \$ 25.0M | -\$ 2.1M | -8.28% |
| France | \$ 4.0M | \$ 7.5M | \$ 25.9M | \$ 28.1M | -\$ 2.2M | -7.78% |
| Germany | \$ 2.6M | \$ 4.7M | \$ 12.0M | \$ 13.5M | -\$ 1.5M | -11.29% |
| India | \$ 30.8M | \$ 49.8M | \$ 161.3M | \$ 170.8M | -\$ 9.6M | -5.59% |
| Indonesia | \$ 2.5M | \$ 6.2M | \$ 18.4M | \$ 20.8M | -\$ 2.4M | -11.45% |
| Italy | \$ 2.9M | \$ 4.5M | \$ 11.7M | \$ 12.8M | -\$ 1.0M | -8.22% |
| Japan | | \$ 1.9M | \$ 7.9M | \$ 8.2M | -\$ 0.3M | -3.96% |
| Netherlands | \$ 0.2M | \$ 3.4M | \$ 8.0M | \$ 8.6M | -\$ 0.7M | -7.59% |
| Newzealand | | \$ 2.0M | \$ 11.4M | \$ 12.8M | -\$ 1.4M | -10.95% |
| Norway | | \$ 2.5M | \$ 13.7M | \$ 15.1M | -\$ 1.4M | -9.50% |
| Pakistan | \$ 0.6M | \$ 4.7M | \$ 5.7M | \$ 6.2M | -\$ 0.5M | -8.48% |
| Philippines | \$ 5.7M | \$ 13.4M | \$ 31.9M | \$ 34.4M | -\$ 2.5M | -7.27% |
| Poland | \$ 0.4M | \$ 2.8M | \$ 5.2M | \$ 6.1M | -\$ 0.9M | -15.35% |
| Portugal | \$ 0.7M | \$ 3.6M | \$ 11.8M | \$ 12.3M | -\$ 0.5M | -4.12% |
| South Korea | \$ 12.8M | \$ 17.3M | \$ 49.0M | \$ 53.3M | -\$ 4.4M | -8.18% |
| Spain | | \$ 1.8M | \$ 12.6M | \$ 14.4M | -\$ 1.8M | -12.39% |
| Sweden | \$ 0.1M | \$ 0.2M | \$ 1.8M | \$ 2.0M | -\$ 0.2M | -10.00% |
| United Kingdom | \$ 2.0M | \$ 8.1M | \$ 34.2M | \$ 37.1M | -\$ 3.0M | -8.02% |
| USA | \$ 11.5M | \$ 31.9M | \$ 87.8M | \$ 98.0M | -\$ 10.2M | -10.44% |
| Grand Total | \$ 87.5M | \$ 196.7M | \$ 598.9M | \$ 653.8M | -\$ 54.9M | -8.40% |