



## Filters

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

## Customer Net Sales

## Performance Comparison

All Values are in USD

| Row Labels     | 2019   | 2020    | 2021    | 21 vs 20 | Target 21 | Sales 21 - Target | Sales 21 vs Target | Yearly Trend |
|----------------|--------|---------|---------|----------|-----------|-------------------|--------------------|--------------|
| Australia      | 3.9 M  | 10.7 M  | 21.0 M  | 196.22%  | 23 M      | -2.2 M            | -10.54%            |              |
| Austria        |        | 0.1 M   | 2.8 M   | 2401.31% | 3 M       | -0.3 M            | -11.74%            |              |
| Bangladesh     | 0.5 M  | 2.3 M   | 7.0 M   | 307.70%  | 8 M       | -0.7 M            | -10.31%            |              |
| Canada         | 4.8 M  | 12.2 M  | 35.1 M  | 288.06%  | 40 M      | -5.1 M            | -14.45%            |              |
| China          | 1.4 M  | 5.4 M   | 22.9 M  | 421.98%  | 25 M      | -2.1 M            | -9.03%             |              |
| France         | 4.0 M  | 7.5 M   | 25.9 M  | 347.23%  | 28 M      | -2.2 M            | -8.44%             |              |
| Germany        | 2.6 M  | 4.7 M   | 12.0 M  | 256.22%  | 14 M      | -1.5 M            | -12.72%            |              |
| India          | 30.8 M | 49.8 M  | 161.3 M | 324.02%  | 171 M     | -9.6 M            | -5.92%             |              |
| Indonesia      | 2.5 M  | 6.2 M   | 18.4 M  | 296.69%  | 21 M      | -2.4 M            | -12.93%            |              |
| Italy          | 2.9 M  | 4.5 M   | 11.7 M  | 262.53%  | 13 M      | -1.0 M            | -8.96%             |              |
| Japan          |        | 1.9 M   | 7.9 M   | 421.11%  | 8 M       | -0.3 M            | -4.12%             |              |
| Netherlands    | 0.2 M  | 3.4 M   | 8.0 M   | 237.91%  | 9 M       | -0.7 M            | -8.22%             |              |
| Newzealand     |        | 2.0 M   | 11.4 M  | 574.29%  | 13 M      | -1.4 M            | -12.30%            |              |
| Norway         |        | 2.5 M   | 13.7 M  | 551.83%  | 15 M      | -1.4 M            | -10.50%            |              |
| Pakistan       | 0.6 M  | 4.7 M   | 5.7 M   | 120.51%  | 6 M       | -0.5 M            | -9.27%             |              |
| Philippines    | 5.7 M  | 13.4 M  | 31.9 M  | 238.36%  | 34 M      | -2.5 M            | -7.84%             |              |
| Poland         | 0.4 M  | 2.8 M   | 5.2 M   | 185.81%  | 6 M       | -0.9 M            | -18.13%            |              |
| Portugal       | 0.7 M  | 3.6 M   | 11.8 M  | 329.81%  | 12 M      | -0.5 M            | -4.29%             |              |
| South Korea    | 12.8 M | 17.3 M  | 49.0 M  | 283.31%  | 53 M      | -4.4 M            | -8.91%             |              |
| Spain          |        | 1.8 M   | 12.6 M  | 711.42%  | 14 M      | -1.8 M            | -14.15%            |              |
| Sweden         | 0.1 M  | 0.2 M   | 1.8 M   | 781.92%  | 2 M       | -0.2 M            | -11.11%            |              |
| United Kingdom | 2.0 M  | 8.1 M   | 34.2 M  | 422.73%  | 37 M      | -3.0 M            | -8.72%             |              |
| USA            | 11.5 M | 31.9 M  | 87.8 M  | 274.99%  | 98 M      | -10.2 M           | -11.66%            |              |
| Grand Total    | 87.5 M | 196.7 M | 598.9 M | 304.48%  | 654 M     | -54.9 M           | -9.17%             |              |