

## FILTERS

## Market Performance

### vs Target

region All

division All

All values are in USD

| Market             | Net Sales 19 | Net Sales 20  | Net Sales 21  | target 21     | 2021-target   | %            |
|--------------------|--------------|---------------|---------------|---------------|---------------|--------------|
| Australia          | 3.9M         | 10.7M         | 21.0M         | 23.2M         | -2.2M         | -10.5%       |
| Austria            |              | 0.1M          | 2.8M          | 3.2M          | -0.3M         | -11.7%       |
| Bangladesh         | 0.5M         | 2.3M          | 7.0M          | 7.7M          | -0.7M         | -10.3%       |
| Canada             | 4.8M         | 12.2M         | 35.1M         | 40.1M         | -5.1M         | -14.5%       |
| China              | 1.4M         | 5.4M          | 22.9M         | 25.0M         | -2.1M         | -9.0%        |
| France             | 4.0M         | 7.5M          | 25.9M         | 28.1M         | -2.2M         | -8.4%        |
| Germany            | 2.6M         | 4.7M          | 12.0M         | 13.5M         | -1.5M         | -12.7%       |
| India              | 30.8M        | 49.8M         | 161.3M        | 170.8M        | -9.6M         | -5.9%        |
| Indonesia          | 2.5M         | 6.2M          | 18.4M         | 20.8M         | -2.4M         | -12.9%       |
| Italy              | 2.9M         | 4.5M          | 11.7M         | 12.8M         | -1.0M         | -9.0%        |
| Japan              |              | 1.9M          | 7.9M          | 8.2M          | -0.3M         | -4.1%        |
| Netherlands        | 0.2M         | 3.4M          | 8.0M          | 8.6M          | -0.7M         | -8.2%        |
| Newzealand         |              | 2.0M          | 11.4M         | 12.8M         | -1.4M         | -12.3%       |
| Norway             |              | 2.5M          | 13.7M         | 15.1M         | -1.4M         | -10.5%       |
| Pakistan           | 0.6M         | 4.7M          | 5.7M          | 6.2M          | -0.5M         | -9.3%        |
| Philippines        | 5.7M         | 13.4M         | 31.9M         | 34.4M         | -2.5M         | -7.8%        |
| Poland             | 0.4M         | 2.8M          | 5.2M          | 6.1M          | -0.9M         | -18.1%       |
| Portugal           | 0.7M         | 3.6M          | 11.8M         | 12.3M         | -0.5M         | -4.3%        |
| South Korea        | 12.8M        | 17.3M         | 49.0M         | 53.3M         | -4.4M         | -8.9%        |
| Spain              |              | 1.8M          | 12.6M         | 14.4M         | -1.8M         | -14.1%       |
| Sweden             | 0.1M         | 0.2M          | 1.8M          | 2.0M          | -0.2M         | -11.1%       |
| United Kingdom     | 2.0M         | 8.1M          | 34.2M         | 37.1M         | -3.0M         | -8.7%        |
| USA                | 11.5M        | 31.9M         | 87.8M         | 98.0M         | -10.2M        | -11.7%       |
| <b>Grand Total</b> | <b>87.5M</b> | <b>196.7M</b> | <b>598.9M</b> | <b>653.8M</b> | <b>-54.9M</b> | <b>-9.2%</b> |