

## AtliQ Hardwares

FILTERS		Market Performance vs Target					
region	All						
division	All						
Market	2019	2020	2021	target_21	actual-target	target_%	
Australia	3.9 M	10.7 M	21.0 M	23.2 M	-2.2 M	-10.5%	
Austria		0.1 M	2.8 M	3.2 M	-0.3 M	-11.7%	
Bangladesh	0.5 M	2.3 M	7.0 M	7.7 M	-0.7 M	-10.3%	
Canada	4.8 M	12.2 M	35.1 M	40.1 M	-5.1 M	-14.5%	
China	1.4 M	5.4 M	22.9 M	25.0 M	-2.1 M	-9.0%	
France	4.0 M	7.5 M	25.9 M	28.1 M	-2.2 M	-8.4%	
Germany	2.6 M	4.7 M	12.0 M	13.5 M	-1.5 M	-12.7%	
India	30.8 M	49.8 M	161.3 M	170.8 M	-9.6 M	-5.9%	
Indonesia	2.5 M	6.2 M	18.4 M	20.8 M	-2.4 M	-12.9%	
Italy	2.9 M	4.5 M	11.7 M	12.8 M	-1.0 M	-9.0%	
Japan		1.9 M	7.9 M	8.2 M	-0.3 M	-4.1%	
Netherlands	0.2 M	3.4 M	8.0 M	8.6 M	-0.7 M	-8.2%	
Newzealand		2.0 M	11.4 M	12.8 M	-1.4 M	-12.3%	
Norway		2.5 M	13.7 M	15.1 M	-1.4 M	-10.5%	
Pakistan	0.6 M	4.7 M	5.7 M	6.2 M	-0.5 M	-9.3%	
Philippines	5.7 M	13.4 M	31.9 M	34.4 M	-2.5 M	-7.8%	
Poland	0.4 M	2.8 M	5.2 M	6.1 M	-0.9 M	-18.1%	
Portugal	0.7 M	3.6 M	11.8 M	12.3 M	-0.5 M	-4.3%	
South Korea	12.8 M	17.3 M	49.0 M	53.3 M	-4.4 M	-8.9%	
Spain		1.8 M	12.6 M	14.4 M	-1.8 M	-14.1%	
Sweden	0.1 M	0.2 M	1.8 M	2.0 M	-0.2 M	-11.1%	
United Kingdom	2.0 M	8.1 M	34.2 M	37.1 M	-3.0 M	-8.7%	
USA	11.5 M	31.9 M	87.8 M	98.0 M	-10.2 M	11.7%	
Grand Total	87.5 M	196.7 M	598.9 M	653.8 M	-54.9 M	-9.2%	