## AtliQ Hardware

## Net Sales Performance & Targets by Country

\*All Values are in USD

region All division All

| Customers      | 2019   | 2020    | 2021    | Target - 2021 | %      |
|----------------|--------|---------|---------|---------------|--------|
| Australia      | 3.88M  | 10.70M  | 20.99M  | -2.21M        | -10.5% |
| Austria        |        | 0.12M   | 2.84M   | -0.33M        | -11.7% |
| Bangladesh     | 0.48M  | 2.26M   | 6.95M   | -0.72M        | -10.3% |
| Canada         | 4.76M  | 12.17M  | 35.06M  | -5.07M        | -14.5% |
| China          | 1.43M  | 5.42M   | 22.89M  | -2.07M        | -9.0%  |
| France         | 4.04M  | 7.47M   | 25.94M  | -2.19M        | -8.4%  |
| Germany        | 2.56M  | 4.69M   | 12.01M  | -1.53M        | -12.7% |
| India          | 30.82M | 49.77M  | 161.26M | -9.55M        | -5.9%  |
| Indonesia      | 2.52M  | 6.21M   | 18.41M  | -2.38M        | -12.9% |
| Italy          | 2.90M  | 4.46M   | 11.72M  | -1.05M        | -9.0%  |
| Japan          |        | 1.88M   | 7.92M   | -0.33M        | -4.1%  |
| Netherlands    | 0.23M  | 3.36M   | 7.98M   | -0.66M        | -8.2%  |
| Newzealand     |        | 1.99M   | 11.40M  | -1.40M        | -12.3% |
| Norway         |        | 2.48M   | 13.68M  | -1.44M        | -10.5% |
| Pakistan       | 0.62M  | 4.69M   | 5.66M   | -0.52M        | -9.3%  |
| Philiphines    | 5.69M  | 13.37M  | 31.86M  | -2.50M        | -7.8%  |
| Poland         | 0.41M  | 2.79M   | 5.19M   | -0.94M        | -18.1% |
| Portugal       | 0.75M  | 3.59M   | 11.83M  | -0.51M        | -4.3%  |
| South Korea    | 12.80M | 17.28M  | 48.97M  | -4.36M        | -8.9%  |
| Spain          |        | 1.77M   | 12.62M  | -1.79M        | -14.1% |
| Sweden         | 0.05M  | 0.23M   | 1.77M   | -0.20M        | -11.1% |
| United Kingdom | 2.00M  | 8.08M   | 34.15M  | -2.98M        | -8.7%  |
| USA            | 11.53M | 31.92M  | 87.78M  | -10.24M       | -11.7% |
| Grand Total    | 87.48M | 196.69M | 598.88M | -54.9M        | -9.2%  |