

P & L for market

FILTERS

All values are in USD

Fiscal years 2019

Note: Don't modify pivot tables

GM%	Quarter												Grand Total
	Q1			Q2			Q3			Q4			
Sub_Zone	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
ANZ	43.1%	42.4%	43.5%	41.6%	42.8%	42.6%	43.4%	41.5%	42.7%	42.8%	43.0%	41.5%	42.6%
India	41.5%	43.4%	42.4%	42.0%	41.8%	43.2%	42.3%	42.2%	41.6%	43.1%	42.3%	42.1%	42.4%
NA	34.2%	34.7%	36.1%	36.3%	34.5%	35.0%	35.9%	36.0%	34.3%	35.1%	35.9%	36.1%	35.4%
NE	36.8%	37.5%	35.8%	36.9%	36.8%	37.4%	35.9%	36.8%	36.8%	37.4%	35.7%	36.5%	36.7%
ROA	44.4%	45.2%	44.2%	44.2%	43.9%	45.3%	44.0%	44.1%	44.1%	45.3%	44.2%	44.1%	44.4%
SE	44.3%	44.8%	44.4%	43.3%	44.4%	44.8%	44.2%	43.2%	44.5%	44.7%	44.3%	43.3%	44.2%

FILTERS

Fiscal years 2020

GM%	Quarter												Grand Total
	Q1			Q2			Q3			Q4			
Sub_Zone	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
ANZ	44.5%	43.5%	42.5%	41.7%	44.5%	43.8%	41.5%	41.7%	44.3%	42.6%	41.1%	41.5%	42.8%
India	32.1%	32.7%	32.2%	31.9%	32.1%	32.5%	31.9%	33.5%	31.5%	32.2%	31.9%	31.9%	32.2%
NA	39.2%	39.9%	40.3%	40.6%	39.2%	40.0%	39.6%	39.6%	38.8%	39.0%	39.4%	40.6%	39.8%
NE	38.5%	37.3%	37.4%	37.9%	38.3%	37.3%	37.8%	37.8%	39.2%	37.2%	38.0%	37.8%	37.8%
ROA	39.9%	39.9%	36.7%	36.9%	39.9%	39.8%	36.5%	39.3%	38.9%	40.2%	36.7%	36.9%	38.2%
SE	37.8%	38.8%	38.6%	36.0%	37.9%	38.7%	38.8%	38.0%	38.2%	38.7%	38.8%	36.0%	37.9%

FILTERS

Fiscal years 2021

GM%	Quarter												Grand Total
	Q1			Q2			Q3			Q4			
Sub_Zone	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
ANZ	39.1%	39.0%	38.9%	36.2%	39.3%	39.0%	39.6%	36.1%	39.0%	38.6%	39.2%	36.0%	38.3%
India	32.1%	32.5%	32.2%	31.3%	32.0%	32.4%	32.4%	31.4%	32.0%	32.4%	32.2%	31.3%	32.0%
NA	37.1%	36.8%	37.3%	38.0%	37.1%	36.8%	37.4%	38.0%	37.1%	36.6%	37.5%	38.1%	37.3%
NE	38.1%	38.5%	37.3%	39.2%	38.2%	38.3%	37.2%	39.3%	38.2%	38.3%	37.3%	39.3%	38.3%
ROA	39.1%	39.3%	37.6%	37.7%	39.2%	39.4%	37.6%	37.8%	39.0%	39.4%	37.8%	37.5%	38.3%
SE	38.8%	38.3%	38.8%	37.9%	38.8%	38.3%	38.9%	38.1%	38.8%	38.4%	39.1%	37.9%	38.5%