

FILTERS		GM% By Subzone				
FY	2019	All Values Are In USD				
GM% Customer	Quarter	Q1	Q2	Q3	Q4	Grand Total
ANZ		43.0%	42.2%	42.6%	42.5%	42.6%
India		42.5%	42.2%	42.0%	42.5%	42.4%
NA		35.1%	35.4%	35.4%	35.7%	35.4%
NE		36.6%	37.0%	36.5%	36.6%	36.7%
ROA		44.5%	44.3%	44.0%	44.5%	44.4%
SE		44.5%	44.1%	44.0%	44.2%	44.2%

FY	2020	All Values Are In USD				
GM% Customer	Quarter					
	Q1	Q2	Q3	Q4	Grand Total	
ANZ	43.3%	43.0%	42.8%	41.8%		42.8%
India	32.3%	32.1%	32.4%	32.0%		32.2%
NA	39.9%	40.1%	39.1%	39.7%		39.8%
NE	37.6%	37.8%	38.5%	37.7%		37.8%
ROA	38.4%	38.3%	38.8%	37.7%		38.2%
SE	38.5%	37.3%	38.2%	37.8%		37.9%

FY	2021	All Values Are In USD			
GM% Customer	Quarter				
	Q1	Q2	Q3	Q4	Grand Total
ANZ	39.0%	37.8%	38.3%	38.0%	38.3%
India	32.3%	31.8%	31.9%	32.0%	32.0%
NA	37.1%	37.4%	37.5%	37.4%	37.3%
NE	37.9%	38.7%	38.2%	38.3%	38.3%
ROA	38.5%	38.4%	38.1%	38.1%	38.3%
SE	38.6%	38.3%	38.6%	38.5%	38.5%