

**FILTERS**

FY 2019

**GM% by Quarters  
By Sub\_Zone**

GM%	Fiscal Quarters					Grand Total
	Sub Zone	Q1	Q2	Q3	Q4	
	ANZ	42.98%	42.20%	42.59%	42.46%	42.57%
	India	42.54%	42.25%	42.04%	42.54%	42.35%
	NA	35.15%	35.42%	35.36%	35.72%	35.39%
	NE	36.59%	37.01%	36.54%	36.56%	36.69%
	ROA	44.51%	44.35%	44.05%	44.48%	44.35%
	SE	44.52%	44.05%	44.01%	44.16%	44.21%

FY 2020

GM%	Fiscal Quarters					Grand Total
	Sub Zone	Q1	Q2	Q3	Q4	
	ANZ	43.34%	43.04%	42.77%	41.79%	42.82%
	India	32.35%	32.13%	32.44%	32.03%	32.21%
	NA	39.87%	40.06%	39.11%	39.67%	39.78%
	NE	37.65%	37.84%	38.51%	37.74%	37.81%
	ROA	38.41%	38.29%	38.78%	37.69%	38.23%
	SE	38.46%	37.28%	38.16%	37.78%	37.90%

FY 2021

GM%	Fiscal Quarters					Grand Total
	Sub Zone	Q1	Q2	Q3	Q4	
	ANZ	38.99%	37.85%	38.27%	38.00%	38.31%
	India	32.27%	31.81%	31.92%	31.97%	32.00%
	NA	37.10%	37.45%	37.47%	37.39%	37.34%
	NE	37.88%	38.72%	38.25%	38.31%	38.29%
	ROA	38.48%	38.44%	38.12%	38.12%	38.31%
	SE	38.64%	38.29%	38.60%	38.48%	38.50%

