

(All values are USD)

GM% By Quarter(Sub Zone)

FILTERS fiscal year

2019

| GM% | Quarter | Quarter | | | | | |
|---------|---------|---------|--------|--------|--------------------|--|--|
| | Q1 | Q2 | Q3 | Q4 | Grand Total | | |
| Subzone | | | | | | | |
| 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 % | | |

FILTERS fiscal year

2020

| GM% | Quarter | | | | |
|---------|---------|--------|--------|--------|-------------|
| | Q1 | Q2 | Q3 | Q4 | Grand Total |
| SubZone | | | | | |
| 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 % |

FILTERS fiscal year 2021

| GM% | Quarter Q1 | Q2 | Q3 | Q4 | Grand Total |
|----------|---------------|--------|--------|--------|-------------|
| Sub zone | | | | | |
| 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 % |









