



FILTERS

P & L
For Market
All values in USD

FY	2019				
GM%	Quarter				
Customer	Q1	Q2	Q3	Q4	Grand Total %
ANZ	42.98%	42.20%	42.59%	42.46%	42.56%
India	42.54%	42.25%	42.04%	42.54%	42.34%
NA	35.15%	35.42%	35.36%	35.72%	35.41%
NE	36.59%	37.01%	36.54%	36.56%	36.68%
ROA	44.51%	44.35%	44.05%	44.48%	44.35%
SE	44.52%	44.05%	44.01%	44.16%	44.18%
Grand Total	41.49%	41.39%	41.21%	41.62%	41.43%

FY	2020				
GM%	Quarter				
Customer	Q1	Q2	Q3	Q4	Grand Total %
ANZ	43.34%	43.04%	42.77%	41.79%	42.73%
India	32.35%	32.13%	32.44%	32.03%	32.24%
NA	39.87%	40.06%	39.11%	39.67%	39.68%
NE	37.65%	37.84%	38.51%	37.74%	37.94%
ROA	38.41%	38.29%	38.78%	37.69%	38.29%
SE	38.46%	37.28%	38.16%	37.78%	37.92%
Grand Total	37.45%	37.30%	37.49%	36.90%	37.29%