



FILTERS

| | |
|----|------|
| FY | 2019 |
|----|------|

P&L for sub_zone

Note: Do not modify the pivot table

| GM% | Quarters | | | | Grand Total |
|----------|----------|-------|-------|-------|-------------|
| | Q1 | Q2 | Q3 | Q4 | |
| Sub_zone | | | | | |
| 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

| | |
|----|------|
| FY | 2020 |
|----|------|

P&L for sub_zone

Note: Do not modify the pivot table

| GM% | Quarters | | | | Grand Total |
|----------|----------|-------|-------|-------|-------------|
| | Q1 | Q2 | Q3 | Q4 | |
| Sub_zone | | | | | |
| 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

| | |
|----|------|
| FY | 2021 |
|----|------|

P&L for sub_zone

Note: Do not modify the pivot table

| GM% | Quarters | | | | |
|----------|----------|-------|-------|-------|-------------|
| | 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% |

GM% Comparison

| | | | | | |
|----------|--------|--------|--------|-------|--------|
| 21 vs 20 | -10.0% | -12.1% | -10.5% | -9.1% | -10.5% |
| 20 vs 19 | 0.8% | 2.0% | 0.4% | -1.6% | 0.6% |