

% Gross Margin By Months



FY 2019

GM %	Fiscal Year												Grand Total
	Q1			Q2			Q3			Q4			
Sub-Zone	Nov	Oct	Sep	Dec	Feb	Jan	Apr	Mar	May	Aug	Jul	Jun	
ANZ	43.5%	42.4%	43.1%	41.6%	42.6%	42.8%	41.5%	43.4%	42.7%	41.5%	43.0%	42.8%	42.6%
India	42.4%	43.4%	41.5%	42.0%	43.2%	41.8%	42.2%	42.3%	41.6%	42.1%	42.3%	43.1%	42.4%
NA	36.1%	34.7%	34.2%	36.3%	35.0%	34.5%	36.0%	35.9%	34.3%	36.1%	35.9%	35.1%	35.4%
NE	35.8%	37.5%	36.8%	36.9%	37.4%	36.8%	36.8%	35.9%	36.8%	36.5%	35.7%	37.4%	36.7%
ROA	44.2%	45.2%	44.4%	44.2%	45.3%	43.9%	44.1%	44.0%	44.1%	44.1%	44.2%	45.3%	44.4%
SE	44.4%	44.8%	44.3%	43.3%	44.8%	44.4%	43.2%	44.2%	44.5%	43.3%	44.3%	44.7%	44.2%

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ANZ	42.5%	43.5%	44.5%	41.7%	43.8%	44.5%	41.7%	41.5%	44.3%	41.5%	41.1%	42.6%	42.8%
India	32.2%	32.7%	32.1%	31.9%	32.5%	32.1%	33.5%	31.9%	31.5%	31.9%	31.9%	32.2%	32.2%
NA	40.3%	39.9%	39.2%	40.6%	40.0%	39.2%	39.6%	39.6%	38.8%	40.6%	39.4%	39.0%	39.8%
NE	37.4%	37.3%	38.5%	37.9%	37.3%	38.3%	37.8%	37.8%	39.2%	37.8%	38.0%	37.2%	37.8%
ROA	36.7%	39.9%	39.9%	36.9%	39.8%	39.9%	39.3%	36.5%	38.9%	36.9%	36.7%	40.2%	38.2%
SE	38.6%	38.8%	37.8%	36.0%	38.7%	37.9%	38.0%	38.8%	38.2%	36.0%	38.8%	38.7%	37.9%

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	Q1			Q2			Q3			Q4			
Sub-Zone	Nov	Oct	Sep	Dec	Feb	Jan	Apr	Mar	May	Aug	Jul	Jun	
ANZ	38.9%	39.0%	39.1%	36.2%	39.0%	39.3%	36.1%	39.6%	39.0%	36.0%	39.2%	38.6%	38.3%
India	32.2%	32.5%	32.1%	31.3%	32.4%	32.0%	31.4%	32.4%	32.0%	31.3%	32.2%	32.4%	32.0%
NA	37.3%	36.8%	37.1%	38.0%	36.8%	37.1%	38.0%	37.4%	37.1%	38.1%	37.5%	36.6%	37.3%
NE	37.3%	38.5%	38.1%	39.2%	38.3%	38.2%	39.3%	37.2%	38.2%	39.3%	37.3%	38.3%	38.3%
ROA	37.6%	39.3%	39.1%	37.7%	39.4%	39.2%	37.8%	37.6%	39.0%	37.5%	37.8%	39.4%	38.3%
SE	38.8%	38.3%	38.8%	37.9%	38.3%	38.8%	38.1%	38.9%	38.8%	37.9%	39.1%	38.4%	38.5%