

**FILTERS**FY **2019****GM%****for Quarters**

All numbers in USD

GM % Sub Zone	Column Labels				Grand Total
	Q1	Q2	Q3	Q4	
ANZ	42.98%	42.20%	42.59%	42.46%	42.6%
India	42.54%	42.25%	42.04%	42.54%	42.4%
NA	35.15%	35.42%	35.36%	35.72%	35.4%
NE	36.59%	37.01%	36.54%	36.56%	36.7%
ROA	44.51%	44.35%	44.05%	44.48%	44.4%
SE	44.52%	44.05%	44.01%	44.16%	44.2%

FY **2020****GM%****for Quarters**

All numbers are in USD

GM % Sub Zone	Column Labels				Grand Total
	Q1	Q2	Q3	Q4	
ANZ	43.34%	43.04%	42.77%	41.79%	42.8%
India	32.35%	32.13%	32.44%	32.03%	32.2%
NA	39.87%	40.06%	39.11%	39.67%	39.8%
NE	37.65%	37.84%	38.51%	37.74%	37.8%
ROA	38.41%	38.29%	38.78%	37.69%	38.2%
SE	38.46%	37.28%	38.16%	37.78%	37.9%

FY **2021****GM%****for Quarters**

All numbers are in USD

GM % Sub Zone	Column Labels				Grand Total
	Q1	Q2	Q3	Q4	
ANZ	38.99%	37.85%	38.27%	38.00%	38.3%
India	32.27%	31.81%	31.92%	31.97%	32.0%
NA	37.10%	37.45%	37.47%	37.39%	37.3%
NE	37.88%	38.72%	38.25%	38.31%	38.3%
ROA	38.48%	38.44%	38.12%	38.12%	38.3%
SE	38.64%	38.29%	38.60%	38.48%	38.5%