



### P&L BY FISCAL YEAR

region All All values are in USD

Fiscal year 2019 NOTE: DO

GM %	QUARTER							
COUNTRY	Q1	Q2	Q3	Q4	<b>Grand Total</b>			
ANZ	42.98%	42.20%	42.59%	42.46%	42.57%			
India	42.54%	42.25%	42.04%	42.54%	42.35%			
NA	35.15%	35.42%	35.36%	35.72%	35.39%			
NE	36.59%	37.01%	36.54%	36.56%	36.69%			
ROA	44.51%	44.35%	44.05%	44.48%	44.35%			
SE	44.52%	44.05%	44.01%	44.16%	44.21%			

region All All values are in USD Fiscal year 2020

QUARTER **GM %** COUNTRY Q3 **Grand Total** Q1 **Q2** Q4 ANZ 43.34% 43.04% 42.77% 41.79% 42.82% India 32.35% 32.13% 32.44% 32.03% 32.21% NA 39.78% 39.87% 40.06% 39.11% 39.67% NE 37.65% 37.84% 38.51% 37.74% 37.81% ROA 38.41% 38.29% 38.78% 37.69% 38.23% SE 38.46% 37.28% 38.16% 37.78% 37.90%

region All All values are in USD Fiscal year 2021

GM %	QUARTER							
COUNTRY	Q1	Q2	Q3	Q4	<b>Grand Total</b>			
ANZ	38.99%	37.85%	38.27%	38.00%	38.31%			
India	32.27%	31.81%	31.92%	31.97%	32.00%			
NA	37.10%	37.45%	37.47%	37.39%	37.34%			
NE	37.88%	38.72%	38.25%	38.31%	38.29%			
ROA	38.48%	38.44%	38.12%	38.12%	38.31%			
SE	38.64%	38.29%	38.60%	38.48%	38.50%			



