

## **FILTERS**

## GM% by Quarters(sub\_zone)

FY	2019					
GrossMargin%	Quarters					
O103314a1gii170	Quarters Q1	00 00		Q4	Grand Total	
Customer	Q١	Q2	Q3	Q4	Grand Total	
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%	
OL .	44.070	44.170	44.0 /0	44.270	77.270	
FY	2020					
GrossMargin%	Quarters					
	Q1	Q2	Q3	Q4	<b>Grand Total</b>	
Customer						
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%	
FY	2021					
GrossMargin%	Quarters					
O10331 laigii 70	Quarters Q1	Q2	Q3	Q4	Grand Total	
Customer	Q'	Q2	QU	Q-	Orana rotat	
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	37.1%	38.7%	38.2%	38.3%	38.3%	
ROA	38.5%	38.4%	38.1%	38.1%	38.3%	
1107	30.370	30.470	30.170	30.170	30.070	

38.3%

38.6% 38.5%

38.6%

## Net Sales Comparison

SE

21 vs 20	-100.0%	-100.0%	-100.0% ######	-100.0% #DIV/0!	#DIV/0!	#DIV/0! #DIV/0!	#DIV/0!	#DIV/0! #DIV/0!	#DIV/0!
20 vs 19	-12.4%	-10.3%	-9.6% -11.1%	-11.2% #DIV/0!	#DIV/0!	#DIV/0! #DIV/0!	#DIV/0!	#DIV/0! #DIV/0!	#DIV/0!

38.5%