

GM% by Quarters

FILTERS

Note: Do not modify the Pivot table

FY2019

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

GM% by Quarters

FILTERS

FY2020

GM%	Quarters													Grand Total
	Q1			Q2			Q3			Q4				
Sub Zone	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
ANZ	44.5%	43.5%	42.5%	41.7%	44.5%	43.8%	41.5%	41.7%	44.3%	42.6%	41.1%	41.5%	42.8%	
India	32.1%	32.7%	32.2%	31.9%	32.1%	32.5%	31.9%	33.5%	31.5%	32.2%	31.9%	31.9%	32.2%	
NA	39.2%	39.9%	40.3%	40.6%	39.2%	40.0%	39.6%	39.6%	38.8%	39.0%	39.4%	40.6%	39.8%	
NE	38.5%	37.3%	37.4%	37.9%	38.3%	37.3%	37.8%	37.8%	39.2%	37.2%	38.0%	37.8%	37.8%	
ROA	39.9%	39.9%	36.7%	36.9%	39.9%	39.8%	36.5%	39.3%	38.9%	40.2%	36.7%	36.9%	38.2%	
SE	37.8%	38.8%	38.6%	36.0%	37.9%	38.7%	38.8%	38.0%	38.2%	38.7%	38.8%	36.0%	37.9%	

GM% by Quarters

FILTERS

FY2021

GM%	Quarters													Grand Total
	Sub Zone	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	

AtliQ Hardware

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