

**FILTERS**FY **2019****GM% by Quarters (Sub_Zone)**

All values in USD

GM%	Column Labels					
	Q1	Q2	Q3	Q4	Grand Total	
Customer						
ANZ	43%	42%	43%	42%	43%	
India	43%	42%	42%	43%	42%	
NA	35%	35%	35%	36%	35%	
NE	37%	37%	37%	37%	37%	
ROA	45%	44%	44%	44%	44%	
SE	45%	44%	44%	44%	44%	

FY **2020****GM% by Quarters (Sub_Zone)**

All values in USD

GM%	Column Labels					
	Q1	Q2	Q3	Q4	Grand Total	
Customer						
ANZ	43%	43%	43%	42%	43%	
India	32%	32%	32%	32%	32%	
NA	40%	40%	39%	40%	40%	
NE	38%	38%	39%	38%	38%	
ROA	38%	38%	39%	38%	38%	
SE	38%	37%	38%	38%	38%	

FY **2021****GM% by Quarters (Sub_Zone)**

All values in USD

GM%	Column Labels					
	Q1	Q2	Q3	Q4	Grand Total	
Customer						
ANZ	39%	38%	38%	38%	38%	
India	32%	32%	32%	32%	32%	
NA	37%	37%	37%	37%	37%	
NE	38%	39%	38%	38%	38%	
ROA	38%	38%	38%	38%	38%	
SE	39%	38%	39%	38%	39%	