

**FILTERS**

FY 2019

**Gross Margin %  
By Subzones**

SubZone	Q1	Q2	Q3	Q4	Grand Total
ANZ	43.0%	42.2%	42.6%	42.5%	<b>42.6%</b>
India	42.5%	42.2%	42.0%	42.5%	<b>42.4%</b>
NA	35.1%	35.4%	35.4%	35.7%	<b>35.4%</b>
NE	36.6%	37.0%	36.5%	36.6%	<b>36.7%</b>
ROA	44.5%	44.3%	44.0%	44.5%	<b>44.4%</b>
SE	44.5%	44.1%	44.0%	44.2%	<b>44.2%</b>

**FILTERS**

FY 2020

SubZone	Q1	Q2	Q3	Q4	Grand Total
ANZ	43.3%	43.0%	42.8%	41.8%	<b>42.8%</b>
India	32.3%	32.1%	32.4%	32.0%	<b>32.2%</b>
NA	39.9%	40.1%	39.1%	39.7%	<b>39.8%</b>
NE	37.6%	37.8%	38.5%	37.7%	<b>37.8%</b>
ROA	38.4%	38.3%	38.8%	37.7%	<b>38.2%</b>
SE	38.5%	37.3%	38.2%	37.8%	<b>37.9%</b>

**FILTERS**

FY 2021

SubZone	Q1	Q2	Q3	Q4	Grand Total
ANZ	39.0%	37.8%	38.3%	38.0%	<b>38.3%</b>
India	32.3%	31.8%	31.9%	32.0%	<b>32.0%</b>
NA	37.1%	37.4%	37.5%	37.4%	<b>37.3%</b>
NE	37.9%	38.7%	38.2%	38.3%	<b>38.3%</b>
ROA	38.5%	38.4%	38.1%	38.1%	<b>38.3%</b>
SE	38.6%	38.3%	38.6%	38.5%	<b>38.5%</b>