

## GM% BY QUARTERS AND SUB-REGION



All values in CAD.

### Filters

FY 2019

GM% Our Customer <input type="button" value="v"/>	Fiscal Year <input type="button" value="v"/>	Q1	Q2	Q3	Q4	Grand Total
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%

### Filters

FY 2020

GM% Our Customer <input type="button" value="v"/>	Fiscal Year <input type="button" value="v"/>	Q1	Q2	Q3	Q4	Grand Total
ANZ		43.34%	43.04%	42.77%	41.79%	42.82%
India		32.35%	32.13%	32.44%	32.03%	32.21%
NA		39.87%	40.06%	39.11%	39.67%	39.78%
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%

### Filters

FY 2021

GM% Our Customer <input type="button" value="v"/>	Fiscal Year <input type="button" value="v"/>	Q1	Q2	Q3	Q4	Grand Total
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%