

## GM% by Quarters (Sub Zone)

## FILTERS

FY | 2019

Note : Do Not Modify the Pivot Table

GM %	Quarters			
Sub Zone	Q1	Q2	Q3	Q4
ANZ	42.98%	42.20%	42.59%	42.46%
India	42.54%	42.25%	42.04%	42.54%
NA	35.15%	35.42%	35.36%	35.72%
NE	36.59%	37.01%	36.54%	36.56%
ROA	44.51%	44.35%	44.05%	44.48%
SE	44.52%	44.05%	44.01%	44.16%
Grand Total	41.49%	41.39%	41.21%	41.62%

## FILTERS

FY | 2020

GM %	Quarters			
Sub Zone	Q1	Q2	Q3	Q4
ANZ	43.34%	43.04%	42.77%	41.79%
India	32.35%	32.13%	32.44%	32.03%
NA	39.87%	40.06%	39.11%	39.67%
NE	37.65%	37.84%	38.51%	37.74%
ROA	38.41%	38.29%	38.78%	37.69%
SE	38.46%	37.28%	38.16%	37.78%
Grand Total	37.45%	37.30%	37.49%	36.90%

## FILTERS

FY | 2021

GM %	Quarters			
Sub Zone	Q1	Q2	Q3	Q4
ANZ	38.99%	37.85%	38.27%	38.00%
India	32.27%	31.81%	31.92%	31.97%
NA	37.10%	37.45%	37.47%	37.39%
NE	37.88%	38.72%	38.25%	38.31%
ROA	38.48%	38.44%	38.12%	38.12%
SE	38.64%	38.29%	38.60%	38.48%
Grand Total	36.46%	36.44%	36.45%	36.36%