

**FILTERS**

FY 2019

**GM % By Sub\_zone(Quarter)**

all values are in USD

| <b>GM %</b>     | <b>Quarter</b> |           |           |           |                    |
|-----------------|----------------|-----------|-----------|-----------|--------------------|
| <b>Sub_zone</b> | <b>Q1</b>      | <b>Q2</b> | <b>Q3</b> | <b>Q4</b> | <b>Grand Total</b> |
| 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

| <b>GM %</b>     | <b>Quarter</b> |           |           |           |                    |
|-----------------|----------------|-----------|-----------|-----------|--------------------|
| <b>Sub_zone</b> | <b>Q1</b>      | <b>Q2</b> | <b>Q3</b> | <b>Q4</b> | <b>Grand Total</b> |
| 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

| <b>GM %</b>     | <b>Quarter</b> |           |           |           |                    |
|-----------------|----------------|-----------|-----------|-----------|--------------------|
| <b>Sub_zone</b> | <b>Q1</b>      | <b>Q2</b> | <b>Q3</b> | <b>Q4</b> | <b>Grand Total</b> |
| 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%             |