

**FILTERS****GM% BY  
QUARTERS**

All values are in USD

FY 2019

GM%	QUARTER				
SUB ZONE	Q1	Q2	Q3	Q4	Grand Total
ANZ	65.8%	64.0%	54.9%	55.0%	60.7%
India	88.1%	87.3%	84.2%	84.4%	86.2%
NA	71.6%	69.8%	63.1%	63.3%	67.5%
NE	7.5%	6.9%	-13.1%	-15.3%	-1.9%
ROA	78.6%	79.4%	74.8%	74.4%	77.0%
SE	43.4%	39.5%	27.2%	29.6%	35.9%

FY 2020

GM%	QUARTER				
SUB ZONE	Q1	Q2	Q3	Q4	Grand Total
ANZ	75.7%	74.2%	47.8%	67.7%	70.8%
India	90.7%	90.1%	74.3%	88.3%	88.3%
NA	86.2%	85.3%	72.7%	82.7%	83.4%
NE	54.7%	53.6%	6.8%	40.2%	46.7%
ROA	83.4%	83.6%	59.4%	79.1%	80.1%
SE	55.4%	52.4%	3.4%	40.9%	46.7%

FY 2021

GM%	QUARTER				
SUB ZONE	Q1	Q2	Q3	Q4	Grand Total
ANZ	73.4%	71.5%	64.5%	64.7%	69.1%
India	93.0%	92.5%	90.5%	90.7%	91.8%
NA	87.8%	87.0%	83.6%	83.4%	85.7%
NE	57.5%	57.1%	45.9%	46.0%	52.3%
ROA	83.2%	83.2%	80.0%	78.5%	81.4%
SE	61.7%	59.0%	50.5%	49.8%	56.0%