

Filter**GM% by Quarters(subzone)**

Fiscal Year 2019

GM %	Fiscal Years				
Markets	Q1	Q2	Q3	Q4	Grand Total
ANZ	43%	42%	43%	42%	42.6%
India	43%	42%	42%	43%	42.4%
NA	35%	35%	35%	36%	35.4%
NE	37%	37%	37%	37%	36.7%
ROA	45%	44%	44%	44%	44.4%
SE	45%	44%	44%	44%	44.2%

Filter

Fiscal Year 2020

GM %	Fiscal Years				
Markets	Q1	Q2	Q3	Q4	Grand Total
ANZ	43%	43%	43%	42%	42.8%
India	32%	32%	32%	32%	32.2%
NA	40%	40%	39%	40%	39.8%
NE	38%	38%	39%	38%	37.8%
ROA	38%	38%	39%	38%	38.2%
SE	38%	37%	38%	38%	37.9%

Filter

Fiscal Year 2021

GM %	Fiscal Years				
Markets	Q1	Q2	Q3	Q4	Grand Total
ANZ	39%	38%	38%	38%	38.3%
India	32%	32%	32%	32%	32.0%
NA	37%	37%	37%	37%	37.3%
NE	38%	39%	38%	38%	38.3%
ROA	38%	38%	38%	38%	38.3%
SE	39%	38%	39%	38%	38.5%











































































































