

GM% by Quarters

fiscal_year 2019

GM %					
Sub Zones	Q1	Q2	Q3	Q4	
ANZ	43.0%	42.2%	42.6%	42.5%	
India	42.5%	42.2%	42.0%	42.5%	
NA	35.1%	35.4%	35.4%	35.7%	
NE	36.6%	37.0%	36.5%	36.6%	
ROA	44.5%	44.3%	44.0%	44.5%	
SE	44.5%	44.1%	44.0%	44.2%	

fiscal_year 2020

GM %					
Sub Zones	Q1	Q2	Q3	Q4	
ANZ	43.3%	43.0%	42.8%	41.8%	
India	32.3%	32.1%	32.4%	32.0%	
NA	39.9%	40.1%	39.1%	39.7%	
NE	37.6%	37.8%	38.5%	37.7%	
ROA	38.4%	38.3%	38.8%	37.7%	
SE	38.5%	37.3%	38.2%	37.8%	

fiscal_year 2021

GM %					
Sub Zones	Q1	Q2	Q3	Q4	
ANZ	39.0%	37.8%	38.3%	38.0%	
India	32.3%	31.8%	31.9%	32.0%	
NA	37.1%	37.4%	37.5%	37.4%	
NE	37.9%	38.7%	38.2%	38.3%	
ROA	38.5%	38.4%	38.1%	38.1%	
SE	38.6%	38.3%	38.6%	38.5%	