

# Q3 2020 NEW SEGMENTAL REPORTING (CONTINUING OPERATIONS)

## Q3 2020 New Segmental Reporting (continuing operations)

	Third Quarter
€ in millions	2020
<b>EMEA</b>	
<b>Net sales</b>	<b>2,079</b>
Gross profit	992
Gross margin	47.7%
Operating expenses	542
Operating expenses in % of net sales	26.1%
<b>Operating profit/(loss)</b>	<b>452</b>
Operating margin	21.7%
<b>North America</b>	
<b>Net sales</b>	<b>1,309</b>
Gross profit	567
Gross margin	43.3%
Operating expenses	320
Operating expenses in % of net sales	24.4%
<b>Operating profit/(loss)</b>	<b>260</b>
Operating margin	19.8%
<b>Greater China</b>	
<b>Net sales</b>	<b>1,297</b>
Gross profit	675
Gross margin	52.0%
Operating expenses	267
Operating expenses in % of net sales	20.6%
<b>Operating profit/(loss)</b>	<b>408</b>
Operating margin	31.5%
<b>Asia-Pacific</b>	
<b>Net sales</b>	<b>557</b>
Gross profit	301
Gross margin	53.9%
Operating expenses	176
Operating expenses in % of net sales	31.6%
<b>Operating profit/(loss)</b>	<b>128</b>
Operating margin	23.0%
<b>Latin America</b>	
<b>Net sales</b>	<b>264</b>
Gross profit	112
Gross margin	42.3%
Operating expenses	95
Operating expenses in % of net sales	35.8%
<b>Operating profit/(loss)</b>	<b>17</b>
Operating margin	6.6%
<b>Other Businesses</b>	
<b>Net sales</b>	<b>55</b>
Gross profit	26
Gross margin	46.8%
Operating expenses	10
Operating expenses in % of net sales	19.1%
<b>Operating profit/(loss)</b>	<b>15</b>
Operating margin	27.7%