

### **FILTERS**

NE

SE

ROA

### **GM** % by Quarters (sub\_zone)

FY	2019		A	All values in US	D	
GM %	Quarter					
	Q1		Q2	Q3	Q4	<b>Grand Total</b>
Customer						
ANZ		43.0%	42.2%	42.6%	42.5%	
India		42.5%	42.2%	42.0%	42.5%	42.4%
NA		35.1%	35.4%	35.4%	35.7%	35.4%
NE		36.6%	37.0%	36.5%	36.6%	36.7%
ROA		44.5%	44.3%	44.0%	44.5%	44.4%
SE		44.5%	44.1%	44.0%	44.2%	44.2%
EV	2020			All values in US	D	
FY	2020		F	All values in US	U	
CN4 0/	Overter					
GM %	Quarter		03	03	04	Cuand Tatal
	Q1		Q2	Q3	Q4	<b>Grand Total</b>
Customan						
Customer		42.20/	42.00/	42.00/	44 00/	42.00/
ANZ		43.3%	43.0%	42.8%	41.8%	•
ANZ India		32.3%	32.1%	32.4%	32.0%	32.2%
ANZ India NA		32.3% 39.9%	32.1% 40.1%	32.4% 39.1%	32.0% 39.7%	32.2% 39.8%
ANZ India NA NE		32.3% 39.9% 37.6%	32.1% 40.1% 37.8%	32.4% 39.1% 38.5%	32.0% 39.7% 37.7%	32.2% 39.8% 37.8%
ANZ India NA NE ROA		32.3% 39.9% 37.6% 38.4%	32.1% 40.1% 37.8% 38.3%	32.4% 39.1% 38.5% 38.8%	32.0% 39.7% 37.7% 37.7%	32.2% 39.8% 37.8% 38.2%
ANZ India NA NE		32.3% 39.9% 37.6%	32.1% 40.1% 37.8%	32.4% 39.1% 38.5%	32.0% 39.7% 37.7%	32.2% 39.8% 37.8% 38.2%
ANZ India NA NE ROA		32.3% 39.9% 37.6% 38.4%	32.1% 40.1% 37.8% 38.3%	32.4% 39.1% 38.5% 38.8%	32.0% 39.7% 37.7% 37.7%	32.2% 39.8% 37.8% 38.2%
ANZ India NA NE ROA SE	2024	32.3% 39.9% 37.6% 38.4%	32.1% 40.1% 37.8% 38.3% 37.3%	32.4% 39.1% 38.5% 38.8% 38.2%	32.0% 39.7% 37.7% 37.7% 37.8%	32.2% 39.8% 37.8% 38.2%
ANZ India NA NE ROA	2021	32.3% 39.9% 37.6% 38.4%	32.1% 40.1% 37.8% 38.3% 37.3%	32.4% 39.1% 38.5% 38.8%	32.0% 39.7% 37.7% 37.7% 37.8%	32.2% 39.8% 37.8% 38.2%
ANZ India NA NE ROA SE		32.3% 39.9% 37.6% 38.4%	32.1% 40.1% 37.8% 38.3% 37.3%	32.4% 39.1% 38.5% 38.8% 38.2%	32.0% 39.7% 37.7% 37.7% 37.8%	32.2% 39.8% 37.8% 38.2%
ANZ India NA NE ROA SE	Quarter	32.3% 39.9% 37.6% 38.4%	32.1% 40.1% 37.8% 38.3% 37.3%	32.4% 39.1% 38.5% 38.8% 38.2% All values in US	32.0% 39.7% 37.7% 37.8%	32.2% 39.8% 37.8% 38.2% 37.9%
ANZ India NA NE ROA SE		32.3% 39.9% 37.6% 38.4%	32.1% 40.1% 37.8% 38.3% 37.3%	32.4% 39.1% 38.5% 38.8% 38.2%	32.0% 39.7% 37.7% 37.7% 37.8%	32.2% 39.8% 37.8% 38.2%
ANZ India NA NE ROA SE  FY GM % Customer	Quarter	32.3% 39.9% 37.6% 38.4% 38.5%	32.1% 40.1% 37.8% 38.3% 37.3%	32.4% 39.1% 38.5% 38.8% 38.2% All values in US	32.0% 39.7% 37.7% 37.8%	32.2% 39.8% 37.8% 38.2% 37.9%
ANZ India NA NE ROA SE  FY GM % Customer ANZ	Quarter	32.3% 39.9% 37.6% 38.4% 38.5%	32.1% 40.1% 37.8% 38.3% 37.3% Q2	32.4% 39.1% 38.5% 38.8% 38.2% All values in US	32.0% 39.7% 37.7% 37.8% D Q4	32.2% 39.8% 37.8% 38.2% 37.9% Grand Total
ANZ India NA NE ROA SE  FY GM % Customer	Quarter	32.3% 39.9% 37.6% 38.4% 38.5%	32.1% 40.1% 37.8% 38.3% 37.3%	32.4% 39.1% 38.5% 38.8% 38.2% All values in US	32.0% 39.7% 37.7% 37.8%	32.2% 39.8% 37.8% 38.2% 37.9% Grand Total

37.9%

38.5%

38.6%

38.7%

38.4%

38.3%

38.2%

38.1%

38.6%

38.3%

38.1%

38.5%

38.3%

38.3%

38.5%



