

## GM% by Quarters (sub\_zone)

### FILTERS

FY **2019**

| GM %<br>Customer | Quarters |        |        |        | Grand Total |
|------------------|----------|--------|--------|--------|-------------|
|                  | Q1       | Q2     | Q3     | Q4     |             |
| ANZ              | 42.98%   | 42.20% | 42.59% | 42.46% | 42.57%      |
| India            | 42.54%   | 42.25% | 42.04% | 42.54% | 42.35%      |
| NA               | 35.15%   | 35.42% | 35.36% | 35.72% | 35.39%      |
| NE               | 36.59%   | 37.01% | 36.54% | 36.56% | 36.69%      |
| ROA              | 44.51%   | 44.35% | 44.05% | 44.48% | 44.35%      |
| SE               | 44.52%   | 44.05% | 44.01% | 44.16% | 44.21%      |

FY **2020**

| GM %<br>Customer | Quarters |       |       |       | Grand Total |
|------------------|----------|-------|-------|-------|-------------|
|                  | Q1       | Q2    | Q3    | Q4    |             |
| ANZ              | 43.3%    | 43.0% | 42.8% | 41.8% | 42.8%       |
| India            | 32.3%    | 32.1% | 32.4% | 32.0% | 32.2%       |
| NA               | 39.9%    | 40.1% | 39.1% | 39.7% | 39.8%       |
| NE               | 37.6%    | 37.8% | 38.5% | 37.7% | 37.8%       |
| ROA              | 38.4%    | 38.3% | 38.8% | 37.7% | 38.2%       |
| SE               | 38.5%    | 37.3% | 38.2% | 37.8% | 37.9%       |

FY **2021**

| GM %<br>Customer | Quarters |       |       |       | Grand Total |
|------------------|----------|-------|-------|-------|-------------|
|                  | Q1       | Q2    | Q3    | Q4    |             |
| ANZ              | 39.0%    | 37.8% | 38.3% | 38.0% | 38.3%       |
| India            | 32.3%    | 31.8% | 31.9% | 32.0% | 32.0%       |
| NA               | 37.1%    | 37.4% | 37.5% | 37.4% | 37.3%       |
| NE               | 37.9%    | 38.7% | 38.2% | 38.3% | 38.3%       |
| ROA              | 38.5%    | 38.4% | 38.1% | 38.1% | 38.3%       |
| SE               | 38.6%    | 38.3% | 38.6% | 38.5% | 38.5%       |