



FILTERS

FY2019

GM %
by sub zone

| GM % | Quarters | | | | |
|----------|----------|--------|--------|--------|-------------|
| Sub Zone | Q1 | Q2 | Q3 | Q4 | Grand Total |
| 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% |

FILTERS

FY2020

GM %

| GM % | Quarters | | | | |
|----------|----------|--------|--------|--------|-------------|
| Sub Zone | Q1 | Q2 | Q3 | Q4 | Grand Total |
| ANZ | 43.34% | 43.04% | 42.77% | 41.79% | 42.82% |
| India | 32.35% | 32.13% | 32.44% | 32.03% | 32.21% |
| NA | 39.87% | 40.06% | 39.11% | 39.67% | 39.78% |
| NE | 37.65% | 37.84% | 38.51% | 37.74% | 37.81% |
| ROA | 38.41% | 38.29% | 38.78% | 37.69% | 38.23% |
| SE | 38.46% | 37.28% | 38.16% | 37.78% | 37.90% |

FILTERS

FY2021

GM %

| GM % | Quarters | | | | |
|----------|----------|--------|--------|--------|-------------|
| Sub Zone | Q1 | Q2 | Q3 | Q4 | Grand Total |
| ANZ | 38.99% | 37.85% | 38.27% | 38.00% | 38.31% |
| India | 32.27% | 31.81% | 31.92% | 31.97% | 32.00% |
| NA | 37.10% | 37.45% | 37.47% | 37.39% | 37.34% |
| NE | 37.88% | 38.72% | 38.25% | 38.31% | 38.29% |
| ROA | 38.48% | 38.44% | 38.12% | 38.12% | 38.31% |
| SE | 38.64% | 38.29% | 38.60% | 38.48% | 38.50% |