

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

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FY	2019				
GM %	Quarters				
Sub zone	Q1	Q2	Q3	Q4	<b>Grand Total</b>
ANZ	43.0%	42.2%	42.6%	42.5%	42.6%
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%

FY 2020

GM %	Quarters				
Sub Zone	Q1	Q2	Q3	Q4	<b>Grand Total</b>
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

ters			
Q2	Q3	Q4	<b>Grand Total</b>
<b>39.0%</b> 37.8%	38.3%	38.0%	38.3%
32.3% 31.8%	31.9%	32.0%	32.0%
37.1% 37.4%	37.5%	37.4%	37.3%
37.9% 38. <b>7</b> %	38.2%	38.3%	38.3%
38.5% 38.4%	38.1%	38.1%	38.3%
38.6% 38.3%	38.6%	38.5%	38.5%
	37.8% 32.3% 31.8% 37.1% 37.4% 37.9% 38.7% 38.5% 38.4%	Q2 Q3   39.0% 37.8% 38.3%   32.3% 31.8% 31.9%   37.1% 37.4% 37.5%   37.9% 38.7% 38.2%   38.5% 38.4% 38.1%	Q2 Q3 Q4   39.0% 37.8% 38.3% 38.0%   32.3% 31.8% 31.9% 32.0%   37.1% 37.4% 37.5% 37.4%   37.9% 38.7% 38.2% 38.3%   38.5% 38.4% 38.1% 38.1%



