



GM% By Quarters(Sub Zone)

fy 2019	
GM% Subzone	Quarters
	Q1Q2Q3Q4Grand 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%

fy 2020	
GM% Subzone	Quarters
	Q1Q2Q3Q4Grand 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%

fy 2021	
GM% Subzone	Quarters
	Q1Q2Q3Q4Grand 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%

