

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

<u>FY</u>	2019	_			
GM%	Quarters				
Sub Zone	Q1	Q2	Q3	Q4	Grand Total
ANZ	43.0%	42.29	% 42.	.6% 42.5%	42.6%
India	42.5%	42.29	% 42.	.0% 42.5%	42.4%
NA	35.1%	35.49	% 35.	.4% 35.7%	35.4%
NE	36.6%	37.09	<del>%</del> 36.	.5% 36.6%	36.7%
ROA	44.5%	44.39	% 44.	.0% 44.5%	44.4%
SE	44.5%	44.19	<del>%</del> 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	_				
GM%	Quarters					
	Quarters					
Sub Zone	Q1	Q2	Q3	Q4	G	rand Total
ANZ	39.0%	37.	3%	38.3%	38.0%	38.3%
India	32.3%	31.5	3%	31.9%	32.0%	32.0%
NA	37.1%	37.	4% 3	37.5%	37.4%	37.3%



NE	37.9%	38.7%	38.2%	38.3%
ROA	38.5%	38.4%	38.1%	38.1%
SE	38.6%	38.3%	38.6%	38.5%

38.3% 38.3% 38.5%







