



## GM% by Quarters (Sub\_Zone)

### FILTERS

FY 2019

GM % Market	Quarters				AVG (GM%)
	Q1	Q2	Q3	Q4	
ANZ	42.98%	42.20%	42.59%	42.46%	42.56%
India	42.54%	42.25%	42.04%	42.54%	42.34%
NA	35.15%	35.42%	35.36%	35.72%	35.41%
NE	36.59%	37.01%	36.54%	36.56%	36.68%
ROA	44.51%	44.35%	44.05%	44.48%	44.35%
SE	44.52%	44.05%	44.01%	44.16%	44.18%

FY 2020

GM % Market	Quarters				AVG (GM%)
	Q1	Q2	Q3	Q4	
ANZ	43.34%	43.04%	42.77%	41.79%	42.73%
India	32.35%	32.13%	32.44%	32.03%	32.24%
NA	39.87%	40.06%	39.11%	39.67%	39.68%
NE	37.65%	37.84%	38.51%	37.74%	37.94%
ROA	38.41%	38.29%	38.78%	37.69%	38.29%
SE	38.46%	37.28%	38.16%	37.78%	37.92%

FY 2021

GM % Market	Quarters				AVG (GM%)
	Q1	Q2	Q3	Q4	
ANZ	38.99%	37.85%	38.27%	38.00%	38.28%
India	32.27%	31.81%	31.92%	31.97%	31.99%
NA	37.10%	37.45%	37.47%	37.39%	37.35%
NE	37.88%	38.72%	38.25%	38.31%	38.29%
ROA	38.48%	38.44%	38.12%	38.12%	38.29%
SE	38.64%	38.29%	38.60%	38.48%	38.50%