

GM% by Quarters (sub_zone)

Grand Total

42.8%

32.2%

39.8%

37.8%

38.2%

37.9%

41.8%

32.0%

39.7%

37.7%

37.7%

37.8%

FILTERS

NA

ΝE

SE

ROA

FY	2019	_			
GM %	Quarters				
Sub Zone	Q1	Q2	Q3	Q4	Grand Total
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
ANZ	43.3%	43.0%	42.8%	
India	32.3%	32.1%	32.4%	

39.9%

37.6%

38.4%

38.5%

40.1%

37.8%

38.3%

37.3%

39.1%

38.5%

38.8%

38.2%

FY	2021				
GM % Sub Zone	Quarters Q1	Q2	Q3	Ω4	Grand Total
ANZ	39.0%				
India	32.3%	31.8%	31.9%	32.0%	32.0%
NA	37.1%	37.4%	37.5%	37.4%	37.3%
NE	37.9%	38.7%	38.2%	38.3%	38.3%
ROA	38.5%	38.4%	38.1%	38.1%	38.3%
SE	38.6%	38.3%	38.6%	38.5%	38.5%



