

## GM% of Quarters (Sub\_Zones)

All values are in INR

## FILTERS

FY 2019

GM % Sub Zone	Quarters			
	Q1	Q2	Q3	Q4
ANZ	42.9%	42.4%	42.6%	42.5%
India	42.4%	42.3%	42.0%	42.5%
NA	35.1%	35.1%	35.4%	35.8%
NE	36.7%	37.0%	36.4%	36.7%
ROA	44.3%	44.4%	44.2%	44.4%
SE	44.5%	44.2%	44.0%	44.2%
<b>Grand Total</b>	<b>41.4%</b>	<b>41.4%</b>	<b>41.2%</b>	<b>41.6%</b>

FY 2020

GM % Sub Zone	Quarters			
	Q1	Q2	Q3	Q4
ANZ	44.0%	42.7%	42.4%	42.5%
India	32.3%	32.4%	32.0%	32.2%
NA	39.6%	39.1%	39.7%	40.3%
NE	37.8%	38.0%	38.1%	37.6%
ROA	39.6%	39.5%	37.8%	37.5%
SE	38.3%	38.4%	37.6%	37.7%
<b>Grand Total</b>	<b>37.7%</b>	<b>37.4%</b>	<b>37.1%</b>	<b>37.1%</b>

FY 2021

GM % Sub Zone	Quarters			
	Q1	Q2	Q3	Q4
ANZ	39.3%	38.0%	38.1%	38.0%
India	32.3%	31.9%	31.9%	32.0%
NA	37.1%	37.2%	37.5%	37.4%
NE	37.9%	38.6%	38.3%	38.3%
ROA	38.6%	38.7%	38.1%	38.0%
SE	38.7%	38.4%	38.6%	38.4%
<b>Grand Total</b>	<b>36.5%</b>	<b>36.5%</b>	<b>36.4%</b>	<b>36.3%</b>