

FY **2019**

| GM %     | Quarter |       |    |       |             |
|----------|---------|-------|----|-------|-------------|
| Customer | Q1      | Q2    | Q3 | Q4    | Grand Total |
| ANZ      | 43.0%   | 42.2% |    | 42.6% | 42.5%       |
| India    | 42.5%   | 42.2% |    | 42.0% | 42.5%       |
| NA       | 35.1%   | 35.4% |    | 35.4% | 35.7%       |
| NE       | 36.6%   | 37.0% |    | 36.5% | 36.6%       |
| ROA      | 44.5%   | 44.3% |    | 44.0% | 44.5%       |
| SE       | 44.5%   | 44.1% |    | 44.0% | 44.2%       |

FY **2020**

All values in USD

| GM %     | Qrter |       |    |       |             |
|----------|-------|-------|----|-------|-------------|
| Customer | Q1    | Q2    | Q3 | Q4    | Grand Total |
| ANZ      | 43.3% | 43.0% |    | 42.8% | 41.8%       |
| India    | 32.3% | 32.1% |    | 32.4% | 32.0%       |
| NA       | 39.9% | 40.1% |    | 39.1% | 39.7%       |
| NE       | 37.6% | 37.8% |    | 38.5% | 37.7%       |
| ROA      | 38.4% | 38.3% |    | 38.8% | 37.7%       |
| SE       | 38.5% | 37.3% |    | 38.2% | 37.8%       |

FY **2021**

All values in USD

| GM %     | Quarter |       |    |       |             |       |
|----------|---------|-------|----|-------|-------------|-------|
| Customer | Q1      | Q2    | Q3 | Q4    | Grand Total |       |
| ANZ      | 39.0%   | 37.8% |    | 38.3% | 38.0%       | 38.3% |
| 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% |

