

## GM% by Quarters

FY Year 2019

| GM %     | Fiscal Years |       |       |       | Grand Total |
|----------|--------------|-------|-------|-------|-------------|
|          | Q1           | Q2    | Q3    | Q4    |             |
| Sub Zone |              |       |       |       |             |
| 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 Year 2020

| GM %     | Fiscal Years |       |       |       | Grand Total |
|----------|--------------|-------|-------|-------|-------------|
|          | Q1           | Q2    | Q3    | Q4    |             |
| Sub Zone |              |       |       |       |             |
| 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 Year 2021

| GM %     | Fiscal Years |       |       |       | Grand Total |
|----------|--------------|-------|-------|-------|-------------|
|          | Q1           | Q2    | Q3    | Q4    |             |
| Sub Zone |              |       |       |       |             |
| 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%       |



