

FILTERS

GM% by Quarters (sub_zone)

FY 2019

GM%	Quarters				
Sub Zone	Q 1	Q2	Q3	Q 4	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%

2020				
Quarters				
Q1	Q2	Q3	Q 4	Grand Total
43.3%	43.0%	42.8%	41.8%	42.8%
32.3%	32.1%	32.4%	32.0%	32.2%
39.9%	40.1%	39.1%	39.7%	39.8%
37.6%	37.8%	38.5%	37.7%	37.8%
38.4%	38.3%	38.8%	37.7%	38.2%
38.5%	37.3%	38.2%	37.8%	37.9%
	Quarters Q1 43.3% 32.3% 39.9% 37.6% 38.4%	Quarters Q1 Q2 43.3% 43.0% 32.3% 32.1% 39.9% 40.1% 37.6% 37.8% 38.4% 38.3%	Quarters Q1 Q2 Q3 43.3% 43.0% 42.8% 32.3% 32.1% 32.4% 39.9% 40.1% 39.1% 37.6% 37.8% 38.5% 38.4% 38.3% 38.8%	Quarters Q1 Q2 Q3 Q4 43.3% 43.0% 42.8% 41.8% 32.3% 32.1% 32.4% 32.0% 39.9% 40.1% 39.1% 39.7% 37.6% 37.8% 38.5% 37.7% 38.4% 38.3% 38.8% 37.7%

FY	2021				
GM%	Quarters				
Sub Zone	Q 1	Q2	Q3	Q 4	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%