

### GM% by Quarters (Sub Zone)

All values are in INR

#### FILTERS

YEAR FY 2019

GM%	Quarters			
Market	Q1	Q2	Q3	Q4
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%
<b>Grand Total</b>	<b>41.5%</b>	<b>41.4%</b>	<b>41.2%</b>	<b>41.6%</b>

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YEAR FY 2020

GM%	Quarters			
Market	Q1	Q2	Q3	Q4
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%
<b>Grand Total</b>	<b>37.5%</b>	<b>37.3%</b>	<b>37.5%</b>	<b>36.9%</b>

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#### FILTERS

YEAR FY 2021

GM%	Quarters			
Market	Q1	Q2	Q3	Q4
ANZ	39.0%	37.8%	38.3%	38.0%
India	32.3%	31.8%	31.9%	32.0%
NA	37.1%	37.4%	37.5%	37.4%
NE	37.9%	38.7%	38.2%	38.3%
ROA	38.5%	38.4%	38.1%	38.1%
SE	38.6%	38.3%	38.6%	38.5%
<b>Grand Total</b>	<b>36.5%</b>	<b>36.4%</b>	<b>36.4%</b>	<b>36.4%</b>