

GM% by Quarters (sub_zone)

NOTE: DO NOT MODIFY THE PIVOT TABLE

GM % Fiscal Year Q1 Q2 Q3 Q4 Grand Total Row Labels 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% 35.7% 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 Q2 Q3 Q4 Grand Total Row Labels 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% ROA 38.4% 38.3% 38.5% 37.7% 37.8% SE 38	FY year	2019	_			
Q1 Q2 Q3 Q4 Grand Total						
Row Labels 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 Q3 Q4 Grand Total Row Labels 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% 38.2% SE 38.5% 37.3% 38.2% 37.8% 37.9% FY year 2021 Q1 Q2 Q3	GM %			•		
ANZ		Q1	Q2	Q3	Q4	Grand Total
India	Row Labels					
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 Q1 Q2 Q3 Q4 Grand Total Row Labels 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 2 Q3 Q4 Grand Total Row Labels ANZ 39.0% 37.8% 38.3		43.0%		42.6%		42.6%
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% 44.4% FY year 2020 GM % Fiscal Year Q1 Q2 Q3 Q4 Grand Total Row Labels 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 Q2 Q3 Q4 Grand Total Row Labels ANZ 30.0% 37.8% 38.3% 38.0% 38.3% </td <td></td> <td>42.5%</td> <td>42.2%</td> <td>42.0%</td> <td>42.5%</td> <td>42.4%</td>		42.5%	42.2%	42.0%	42.5%	42.4%
ROA 44.5% 44.3% 44.0% 44.5% 44.4% SE 44.5% 44.1% 44.0% 44.2% 44.4% FY year 2020 2 Q3 Q4 Grand Total Row Labels 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 Q2 Q3 Q4 Grand Total Row Labels 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%	NA	35.1%	35.4%	35.4%	35.7%	35.4%
SE 44.5% 44.1% 44.0% 44.2% 44.2% FY year 2020 GM % Fiscal Year Q1 Q2 Q3 Q4 Grand Total Row Labels 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% 38.2% 37.8% 37.9% SE 38.5% 37.3% 38.2% 37.8% 37.9% FY year 2021 Q2 Q3 Q4 Grand Total Row Labels ANZ 39.0% 37.8% 38.3% 38.0% 38.3% ANZ 39.0% 37.8% 38.3% 38.0% 38.0% 32.0% NA 37.1% 37.4%	NE	36.6%	37.0%	36.5%	36.6%	36.7%
FY year 2020 GM % Fiscal Year Q1 Q2 Q3 Q4 Grand Total Row Labels 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 Q2 Q3 Q4 Grand Total Row Labels ANZ 39.0% 37.8% 38.3% 38.0% 38.3% 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%	ROA	44.5%	44.3%	44.0%	44.5%	44.4%
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GM % Fiscal Year Q1 Q2 Q3 Q4 Grand Total Row Labels 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 Q2 Q3 Q4 Grand Total Row Labels 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% 38.3% ROA <						
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ANZ		Q1	Q2	Q3	Q4	Grand Total
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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 Q1 Q2 Q3 Q4 Grand Total Row Labels 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%	India	32.3%	32.1%	32.4%	32.0%	32.2%
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 Year Q1 Q2 Q3 Q4 Grand Total Row Labels 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%	NA	39.9%	40.1%	39.1%	39.7%	39.8%
SE 38.5% 37.3% 38.2% 37.8% 37.8% 37.8% 37.8% 38.2% Grand Total Row Labels 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%	NE	37.6%	37.8%	38.5%	37.7%	37.8%
FY year 2021 GM % Fiscal Year Q1 Q2 Q3 Q4 Grand Total Row Labels 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%	ROA	38.4%	38.3%	38.8%	37.7%	38.2%
GM % Fiscal Year Q1 Q2 Q3 Q4 Grand Total Row Labels 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	38.5%	37.3%	38.2%	37.8%	37.9%
GM % Fiscal Year Q1 Q2 Q3 Q4 Grand Total Row Labels 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%						
GM % Fiscal Year Q1 Q2 Q3 Q4 Grand Total Row Labels 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%						
Q1 Q2 Q3 Q4 Grand Total Row Labels 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%	FY year	2021				
Q1 Q2 Q3 Q4 Grand Total Row Labels 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%			•			
Row Labels 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%	GM %	Fiscal Year				
ANZ 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%		Q1	Q2	Q3	Q4	Grand Total
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%	Row Labels					
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%	ANZ	39.0%	37.8%	38.3%	38.0%	38.3%
NE 37.9% 38.7% 38.2% 38.3% 38.3% ROA 38.5% 38.4% 38.1% 38.1% 38.3%	India	32.3%	31.8%	31.9%	32.0%	32.0%
ROA 38.5% 38.4% 38.1% 38.1% 38.3%	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%	SF	38.6%	38.3%	38.6%	38.5%	38.5%