

## GM% by Quarters Sub Zone

FY 2019

GM% Market	Fiscal Years				Grand Total	
	Q1	Q2	Q3	Q4		
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 2020

GM% Market	Fiscal Years				Grand Total	
	Q1	Q2	Q3	Q4		
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 2021

GM% Market	Fiscal Years				Grand Total
	Q1	Q2	Q3	Q4	
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%