



GM% by Quarters (sub_zone)

FY 2019

G M % Sub Zones	Quarters				Grand Total
	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%

FY 2020

G M % Sub Zones	Quarters				Grand Total
	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%

FY 2021

G M % Sub Zones	Quarters				Grand Total
	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%

