

**P & L
for Market**

All values in USD

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% |

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% |

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% |

FY **2021**

| GM % Market | Quarters | | | |
|-----------------------|-----------|-----------|-----------|-----------|
| | Q1 | Q2 | Q3 | Q4 |
| ROA | 38.5% | 38.4% | 38.1% | 38.1% |
| SE | 38.6% | 38.3% | 38.6% | 38.5% |

Grand Total

42.6%
42.4%
35.4%
36.7%
44.4%
44.2%

Grand Total

42.8%
32.2%
39.8%
37.8%
38.2%
37.9%

Grand Total

38.3%
32.0%
37.3%
38.3%
38.3%
38.5%

Grand Total

38.3%

38.5%