

**FILTERS**

FY 2019

GM %**By Quarters(Sub Zone)**

| GM % Sub Zone | Quarters | | | | 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% |

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FY 2020

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| GM % Sub Zone | Quarters | | | | 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% |

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FY 2021

GM %**By Quarters(Sub Zone)**

| GM % Sub Zone | Quarters | | | | 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% |