

## **FILTERS**

| FY  | 2019    |  |  | GM% BY QUARTERS  |        |  |   |
|---|---------|--|--|--|--------|--|---|
| CM 0/   | •       |  |  |  |        |  |   |
| GM %  | Quarter | rs   | 00   | 00   | 0.4    |  | 6 I T I   |
| Customer  | Q1      | 40.000/  | Q2   | Q3   | Q4     | 40.4707  | Grand Total   |
| ANZ   |         | 42.98%   | 42.20%   | 42.59%   |        | 42.46%   | 42.57%  |
| India   |         | 42.54%   | 42.25%   | 42.04%   |        | 42.54%   | 42.35%  |
| NA  |         | 35.15%   | 35.42%   | 35.36%   |        | 35.72%   | 35.39%  |
| NE  |         | 36.59%   | 37.01%   | 36.54%   |        | 36.56%   | 36.69%  |
| ROA   |         | 44.51%   | 44.35%   | 44.05%   |        | 44.48%   | 44.35%  |
| SE  |         | 44.52%   | 44.05%   | 44.01%   | •      | 44.16%   | 44.21%  |
|   |         |  |  |  |        |  |   |
|   |         |  |  |  |        |  |   |
| FY  | 2020    |  |  | All values in  | USD    |  |   |
|   |         |  | •  |  |        |  |   |
| GM %  | Quarter | rs   |  |  |        |  |   |
| Customer  | Q1      |  | Q2   | Q3   | Q4     |  | <b>Grand Total</b>  |
| A N 1 7   |         |  |  |  |        |  |   |
| ANZ   |         | 43.34%   | 43.04%   | 42.77%   |        | 41.79%   | 42.82%  |
| ANZ<br>India  |         | 43.34%<br>32.35%   | 43.04%<br>32.13%   | 42.77%<br>32.44%   |        | 41.79%<br>32.03%   | 42.82%<br>32.21%  |
|   |         |  |  |  | )      |  |   |
| India<br>NA   |         | 32.35%<br>39.87%   | 32.13%<br>40.06%   | 32.44%<br>39.11%   |        | 32.03%<br>39.67%   | 32.21%<br>39.78%  |
| India<br>NA<br>NE                                     |         | 32.35%<br>39.87%<br>37.65%   | 32.13%<br>40.06%<br>37.84%   | 32.44%<br>39.11%<br>38.51%   |        | 32.03%<br>39.67%<br>37.74%   | 32.21%<br>39.78%<br>37.81%  |
| India<br>NA<br>NE<br>ROA                              |         | 32.35%<br>39.87%<br>37.65%<br>38.41%   | 32.13%<br>40.06%<br>37.84%<br>38.29%   | 32.44%<br>39.11%<br>38.51%<br>38.78%   |        | 32.03%<br>39.67%<br>37.74%<br>37.69%   | 32.21%<br>39.78%<br>37.81%<br>38.23%  |
| India<br>NA<br>NE                                     |         | 32.35%<br>39.87%<br>37.65%   | 32.13%<br>40.06%<br>37.84%   | 32.44%<br>39.11%<br>38.51%   |        | 32.03%<br>39.67%<br>37.74%   | 32.21%<br>39.78%<br>37.81%  |
| India<br>NA<br>NE<br>ROA<br>SE                        | 2021    | 32.35%<br>39.87%<br>37.65%<br>38.41%   | 32.13%<br>40.06%<br>37.84%<br>38.29%   | 32.44%<br>39.11%<br>38.51%<br>38.78%<br>38.16%   |        | 32.03%<br>39.67%<br>37.74%<br>37.69%   | 32.21%<br>39.78%<br>37.81%<br>38.23%  |
| India<br>NA<br>NE<br>ROA                              | 2021    | 32.35%<br>39.87%<br>37.65%<br>38.41%   | 32.13%<br>40.06%<br>37.84%<br>38.29%   | 32.44%<br>39.11%<br>38.51%<br>38.78%   |        | 32.03%<br>39.67%<br>37.74%<br>37.69%   | 32.21%<br>39.78%<br>37.81%<br>38.23%  |
| India<br>NA<br>NE<br>ROA<br>SE                        |         | 32.35%<br>39.87%<br>37.65%<br>38.41%<br>38.46%                               | 32.13%<br>40.06%<br>37.84%<br>38.29%   | 32.44%<br>39.11%<br>38.51%<br>38.78%<br>38.16%   |        | 32.03%<br>39.67%<br>37.74%<br>37.69%   | 32.21%<br>39.78%<br>37.81%<br>38.23%  |
| India NA NE ROA SE FY GM %                            | Quarter | 32.35%<br>39.87%<br>37.65%<br>38.41%<br>38.46%                               | 32.13%<br>40.06%<br>37.84%<br>38.29%<br>37.28%   | 32.44%<br>39.11%<br>38.51%<br>38.78%<br>38.16%<br>All values in                                    | USD    | 32.03%<br>39.67%<br>37.74%<br>37.69%   | 32.21%<br>39.78%<br>37.81%<br>38.23%<br>37.90%  |
| India NA NE ROA SE  FY GM % Customer                  |         | 32.35%<br>39.87%<br>37.65%<br>38.41%<br>38.46%                               | 32.13%<br>40.06%<br>37.84%<br>38.29%<br>37.28%   | 32.44%<br>39.11%<br>38.51%<br>38.78%<br>38.16%<br>All values in                                    | USD    | 32.03%<br>39.67%<br>37.74%<br>37.69%<br>37.78%   | 32.21%<br>39.78%<br>37.81%<br>38.23%<br>37.90%  |
| India NA NE ROA SE FY GM % Customer ANZ               | Quarter | 32.35%<br>39.87%<br>37.65%<br>38.41%<br>38.46%                               | 32.13%<br>40.06%<br>37.84%<br>38.29%<br>37.28%   | 32.44%<br>39.11%<br>38.51%<br>38.78%<br>38.16%<br>All values in                                    | USD    | 32.03%<br>39.67%<br>37.74%<br>37.69%<br>37.78%   | 32.21%<br>39.78%<br>37.81%<br>38.23%<br>37.90%<br><b>Grand Total</b> 38.31%                           |
| India NA NE ROA SE  FY GM % Customer ANZ India        | Quarter | 32.35%<br>39.87%<br>37.65%<br>38.41%<br>38.46%                               | 32.13%<br>40.06%<br>37.84%<br>38.29%<br>37.28%   | 32.44%<br>39.11%<br>38.51%<br>38.78%<br>38.16%<br>All values in                                    | USD    | 32.03%<br>39.67%<br>37.74%<br>37.69%<br>37.78%<br>38.00%<br>31.97%                     | 32.21%<br>39.78%<br>37.81%<br>38.23%<br>37.90%<br><b>Grand Total</b> 38.31% 32.00%                    |
| India NA NE ROA SE FY GM % Customer ANZ India NA      | Quarter | 32.35%<br>39.87%<br>37.65%<br>38.41%<br>38.46%<br>38.27%<br>32.27%<br>37.10% | 32.13%<br>40.06%<br>37.84%<br>38.29%<br>37.28%<br>Q2<br>37.85%<br>31.81%<br>37.45%           | 32.44%<br>39.11%<br>38.51%<br>38.78%<br>38.16%<br>All values in<br>Q3  38.27% 31.92% 37.47%        | USD Q4 | 32.03%<br>39.67%<br>37.74%<br>37.69%<br>37.78%<br>38.00%<br>31.97%<br>37.39%           | 32.21%<br>39.78%<br>37.81%<br>38.23%<br>37.90%<br>Grand Total<br>38.31%<br>32.00%<br>37.34%           |
| India NA NE ROA SE  FY  GM % Customer ANZ India NA NE | Quarter | 32.35%<br>39.87%<br>37.65%<br>38.41%<br>38.46%<br>38.26%<br>37.10%<br>37.88% | 32.13%<br>40.06%<br>37.84%<br>38.29%<br>37.28%<br>02<br>37.85%<br>31.81%<br>37.45%<br>38.72% | 32.44%<br>39.11%<br>38.51%<br>38.78%<br>38.16%<br>All values in<br>Q3  38.27% 31.92% 37.47% 38.25% | USD Q4 | 32.03%<br>39.67%<br>37.74%<br>37.69%<br>37.78%<br>38.00%<br>31.97%<br>37.39%<br>38.31% | 32.21%<br>39.78%<br>37.81%<br>38.23%<br>37.90%<br>Grand Total<br>38.31%<br>32.00%<br>37.34%<br>38.29% |
| India NA NE ROA SE FY GM % Customer ANZ India NA      | Quarter | 32.35%<br>39.87%<br>37.65%<br>38.41%<br>38.46%<br>38.27%<br>32.27%<br>37.10% | 32.13%<br>40.06%<br>37.84%<br>38.29%<br>37.28%<br>Q2<br>37.85%<br>31.81%<br>37.45%           | 32.44%<br>39.11%<br>38.51%<br>38.78%<br>38.16%<br>All values in<br>Q3  38.27% 31.92% 37.47%        | Q4     | 32.03%<br>39.67%<br>37.74%<br>37.69%<br>37.78%<br>38.00%<br>31.97%<br>37.39%           | 32.21%<br>39.78%<br>37.81%<br>38.23%<br>37.90%<br>Grand Total<br>38.31%<br>32.00%<br>37.34%           |