

## GM% by Quarters (Sub zone)

## FILTERS

FY 2019

| GM %<br>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%       |

FY 2020

| GM %<br>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%       |

FY 2021

| GM %<br>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%       |





