

GM % by Quarters(sub zone)

FILTERS

FY	2019
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GM%	Quarters				Grand Total
Sub Zone	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%

FILTERS

FY	2020
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GM%	Quarters				Grand Total	
	Sub Zone	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%

FILTERS

FY	2021
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GM%	Quarters				Grand Total	
	Sub Zone	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%