

| Year | 2019 | | | | GM% by Sub Zone | | | |
|----------|---------|-------|-------|-------|-----------------|--|--|--|
| GM % | Quarter | | | | | | | |
| Sub_zone | Q1 | Q2 | Q3 | Q4 | | | | |
| ANZ | 43.3% | 41.9% | 42.6% | 42.5% | | | | |
| India | 32.3% | 36.1% | 42.0% | 42.5% | | | | |
| NA | 39.9% | 39.0% | 35.4% | 35.7% | | | | |
| NE | 37.6% | 37.7% | 36.5% | 36.6% | | | | |
| ROA | 38.4% | 38.9% | 44.0% | 44.5% | | | | |
| SE | 38.5% | 38.8% | 44.0% | 44.2% | | | | |

| Year | 2020 | | | | | | | |
|----------|---------|-------|-------|-------|--|--|--|--|
| GM % | Quarter | | | | | | | |
| Sub_zone | Q1 | Q2 | Q3 | Q4 | | | | |
| ANZ | 39.0% | 39.1% | 42.8% | 41.8% | | | | |
| India | 32.3% | 31.6% | 32.4% | 32.0% | | | | |
| NA | 37.1% | 38.5% | 39.1% | 39.7% | | | | |
| NE | 37.9% | 38.8% | 38.5% | 37.7% | | | | |
| ROA | 38.5% | 38.3% | 38.8% | 37.7% | | | | |
| SE | 38.6% | 38.0% | 38.2% | 37.8% | | | | |

v

| Year | 2021 | | | | | |
|----------|---------|-------|-------|--|--|--|
| GM % | Quarter | | | | | |
| Sub_zone | Q2 | Q3 | Q4 | | | |
| ANZ | 39.2% | 38.3% | 38.0% | | | |
| India | 32.2% | 31.9% | 32.0% | | | |
| NA | 37.0% | 37.5% | 37.4% | | | |
| NE | 38.2% | 38.2% | 38.3% | | | |
| ROA | 39.3% | 38.1% | 38.1% | | | |
| SE | 38.6% | 38.6% | 38.5% | | | |