



### GM% by Quarters (sub\_zone)

#### FILTERS

**FY** 2019

Sub_zone	GM % Quarters				
	Q1	Q2	Q3	Q4	Grand Total
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

Sub_zone	GM % Quarters				
	Q1	Q2	Q3	Q4	Grand Total
ANZ	43.3%	43.0%	42.8%	41.8%	42.82%
India	32.3%	32.1%	32.4%	32.0%	32.21%
NA	39.9%	40.1%	39.1%	39.7%	39.78%
NE	37.6%	37.8%	38.5%	37.7%	37.81%
ROA	38.4%	38.3%	38.8%	37.7%	38.23%
SE	38.5%	37.3%	38.2%	37.8%	37.90%

**FY** 2021

Customer	GM % Quarters				
	Q1	Q2	Q3	Q4	Grand Total
ANZ	39.0%	37.8%	38.3%	38.0%	38.31%
India	32.3%	31.8%	31.9%	32.0%	32.00%
NA	37.1%	37.4%	37.5%	37.4%	37.34%
NE	37.9%	38.7%	38.2%	38.3%	38.29%
ROA	38.5%	38.4%	38.1%	38.1%	38.31%
SE	38.6%	38.3%	38.6%	38.5%	38.50%