

Financial Results by Offering Category

US Dollars in \$000s	Q1-23	Q2-23	Q3-23	Q4-23	FY 2023	Q1-24	Q2-24	Q3-24	Q4-24	FY 2024	Q1-25
Consolidated IEI by Offering Category:											
Hardware	\$ 1,328,845	\$ 1,310,273	\$ 1,301,155	\$ 1,148,664	\$ 5,088,937	\$ 1,134,727	\$ 1,172,641	\$ 1,137,518	\$ 1,130,014	\$ 4,574,900	\$ 1,141,516
Software	638,800	635,336	588,999	679,316	2,542,451	829,228	553,794	536,261	521,457	2,440,740	566,284
Total Products	1,967,645	1,945,609	1,890,154	1,827,980	7,631,388	1,963,955	1,726,435	1,673,779	1,651,471	7,015,640	1,707,800
Agent Services	143,543	178,948	154,168	188,305	664,964	183,634	197,798	175,605	188,475	745,512	169,907
Insight Delivered Services	212,759	225,039	221,964	219,726	879,488	231,896	237,429	238,502	232,719	940,546	225,849
Total Services	356,302	403,987	376,132	408,031	1,544,452	415,530	435,227	414,107	421,194	1,686,058	395,756
Total Net Sales	\$ 2,323,947	\$ 2,349,596	\$ 2,266,286	\$ 2,236,011	\$ 9,175,840	\$ 2,379,485	\$ 2,161,662	\$ 2,087,886	\$ 2,072,665	\$ 8,701,698	\$ 2,103,556
Hardware Cost	\$ 1,169,795	\$ 1,152,211	\$ 1,142,298	\$ 1,002,407	\$ 4,466,711	\$ 986,909	\$ 1,021,148	\$ 982,489	\$ 978,207	\$ 3,968,753	\$ 994,519
Software Cost	602,934	597,237	555,245	637,051	2,392,467	784,675	515,122	503,782	487,483	2,291,062	537,307
Total Product Cost	1,772,729	1,749,448	1,697,543	1,639,458	6,859,178	1,771,584	1,536,270	1,486,271	1,465,690	6,259,815	1,531,826
Services Cost	159,903	166,958	159,873	160,403	647,137	166,973	172,027	169,530	167,337	675,867	165,253
Total Cost of Goods Sold	\$ 1,932,632	\$ 1,916,406	\$ 1,857,416	\$ 1,799,861	\$ 7,506,315	\$ 1,938,557	\$ 1,708,297	\$ 1,655,801	\$ 1,633,027	\$ 6,935,682	\$ 1,697,079
Product Gross Profit	\$ 194,916	\$ 196,161	\$ 192,611	\$ 188,522	\$ 772,210	\$ 192,371	\$ 190,165	\$ 187,508	\$ 185,781	\$ 755,825	\$ 175,974
Services Gross Profit	196,399	237,029	216,259	247,628	897,315	248,557	263,200	244,577	253,857	1,010,191	230,503
Total Gross Profit	\$ 391,315	\$ 433,190	\$ 408,870	\$ 436,150	\$ 1,669,525	\$ 440,928	\$ 453,365	\$ 432,085	\$ 439,638	\$ 1,766,016	\$ 406,477
% of Total Net Sales:											
Hardware	57%	56%	57%	51%	55%	48%	54%	54%	55%	53%	54%
Software	27%	27%	26%	30%	28%	35%	26%	26%	25%	28%	27%
Total Products	85%	83%	83%	82%	83%	83%	80%	80%	80%	81%	81%
Agent Services	6%	8%	7%	8%	7%	8%	9%	8%	9%	9%	8%
Insight Delivered Services	9%	10%	10%	10%	10%	10%	11%	11%	11%	11%	11%
Total Services	15%	17%	17%	18%	17%	17%	20%	20%	20%	19%	19%
% of Total Services Net Sales:											
Agent Services	40%	44%	41%	46%	43%	44%	45%	42%	45%	44%	43%
Insight Delivered Services	60%	56%	59%	54%	57%	56%	55%	58%	55%	56%	57%

Note: Numbers may not foot or cross foot due to immaterial rounding