

Financial Results by Offering Category

US Dollars in \$000s	Q2-23	Q3-23	Q4-23	FY 2023	Q1-24	Q2-24	Q3-24	Q4-24	FY 2024	Q1-25	Q2-25
Consolidated IEI by Offering Category:											
Hardware	\$ 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	\$ 1,191,031
Software	635,336	588,999	679,316	2,542,451	829,228	553,794	536,261	521,457	2,440,740	566,284	474,259
Total Products	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	1,665,290
Agent Services	178,948	154,168	188,305	664,964	183,634	197,798	175,605	188,475	745,512	169,907	191,051
Insight Delivered Services	225,039	221,964	219,726	879,488	231,896	237,429	238,502	232,719	940,546	225,849	235,141
Total Services	403,987	376,132	408,031	1,544,452	415,530	435,227	414,107	421,194	1,686,058	395,756	426,192
Total Net Sales	\$ 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	\$ 2,091,482
Hardware Cost	\$ 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	\$ 1,037,049
Software Cost	597,237	555,245	637,051	2,392,467	784,675	515,122	503,782	487,483	2,291,062	537,307	443,728
Total Product Cost	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	1,480,777
Services Cost	166,958	159,873	160,403	647,137	166,973	172,027	169,530	167,337	675,867	165,253	168,378
Total Cost of Goods Sold	\$ 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	\$ 1,649,155
Product Gross Profit	\$ 196,161	\$ 192,611	\$ 188,522	\$ 772,210	\$ 192,371	\$ 190,165	\$ 187,508	\$ 185,781	\$ 755,825	\$ 175,974	\$ 184,513
Services Gross Profit	237,029	216,259	247,628	897,315	248,557	263,200	244,577	253,857	1,010,191	230,503	257,814
Total Gross Profit	\$ 433,190	\$ 408,870	\$ 436,150	\$ 1,669,525	\$ 440,928	\$ 453,365	\$ 432,085	\$ 439,638	\$ 1,766,016	\$ 406,477	\$ 442,327
% of Total Net Sales:											
Hardware	56%	57%	51%	55%	48%	54%	54%	55%	53%	54%	57%
Software	27%	26%	30%	28%	35%	26%	26%	25%	28%	27%	23%
Total Products	83%	83%	82%	83%	83%	80%	80%	80%	81%	81%	80%
Agent Services	8%	7%	8%	7%	8%	9%	8%	9%	9%	8%	9%
Insight Delivered Services	10%	10%	10%	10%	10%	11%	11%	11%	11%	11%	11%
Total Services	17%	17%	18%	17%	17%	20%	20%	20%	19%	19%	20%
% of Total Services Net Sales:											
Agent Services	44%	41%	46%	43%	44%	45%	42%	45%	44%	43%	45%
Insight Delivered Services	56%	59%	54%	57%	56%	55%	58%	55%	56%	57%	55%

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