

# Financial Results by Offering Category

| US Dollars in \$000s                          | Q3-23        | Q4-23        | FY 2023      | Q1-24        | Q2-24        | Q3-24        | Q4-24        | FY 2024      | Q1-25        | Q2-25        | Q3-25        |
|-----------------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Consolidated IEI by Offering Category:</b> |              |              |              |              |              |              |              |              |              |              |              |
| Hardware                                      | \$ 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 | \$ 1,144,225 |
| Software                                      | 588,999      | 679,316      | 2,542,451    | 829,228      | 553,794      | 536,261      | 521,457      | 2,440,740    | 566,284      | 474,259      | 433,547      |
| Total Products                                | 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    | 1,577,772    |
| Agent Services                                | 154,168      | 188,305      | 664,964      | 183,634      | 197,798      | 175,605      | 188,475      | 745,512      | 169,907      | 191,051      | 192,299      |
| Insight Delivered Services                    | 221,964      | 219,726      | 879,488      | 231,896      | 237,429      | 238,502      | 232,719      | 940,546      | 225,849      | 235,141      | 233,774      |
| Total Services                                | 376,132      | 408,031      | 1,544,452    | 415,530      | 435,227      | 414,107      | 421,194      | 1,686,058    | 395,756      | 426,192      | 426,073      |
| Total Net Sales                               | \$ 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 | \$ 2,003,845 |
| Hardware Cost                                 | \$ 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 | \$ 996,360   |
| Software Cost                                 | 555,245      | 637,051      | 2,392,467    | 784,675      | 515,122      | 503,782      | 487,483      | 2,291,062    | 537,307      | 443,728      | 408,961      |
| Total Product Cost                            | 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    | 1,405,321    |
| Services Cost                                 | 159,873      | 160,403      | 647,137      | 166,973      | 172,027      | 169,530      | 167,337      | 675,867      | 165,253      | 168,378      | 164,329      |
| Total Cost of Goods Sold                      | \$ 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 | \$ 1,569,650 |
| Product Gross Profit                          | \$ 192,611   | \$ 188,522   | \$ 772,210   | \$ 192,371   | \$ 190,165   | \$ 187,508   | \$ 185,781   | \$ 755,825   | \$ 175,974   | \$ 184,513   | \$ 172,451   |
| Services Gross Profit                         | 216,259      | 247,628      | 897,315      | 248,557      | 263,200      | 244,577      | 253,857      | 1,010,191    | 230,503      | 257,814      | 261,744      |
| Total Gross Profit                            | \$ 408,870   | \$ 436,150   | \$ 1,669,525 | \$ 440,928   | \$ 453,365   | \$ 432,085   | \$ 439,638   | \$ 1,766,016 | \$ 406,477   | \$ 442,327   | \$ 434,195   |
| <b>% of Total Net Sales:</b>                  |              |              |              |              |              |              |              |              |              |              |              |
| Hardware                                      | 57%          | 51%          | 55%          | 48%          | 54%          | 54%          | 55%          | 53%          | 54%          | 57%          | 57%          |
| Software                                      | 26%          | 30%          | 28%          | 35%          | 26%          | 26%          | 25%          | 28%          | 27%          | 23%          | 22%          |
| Total Products                                | 83%          | 82%          | 83%          | 83%          | 80%          | 80%          | 80%          | 81%          | 81%          | 80%          | 79%          |
| Agent Services                                | 7%           | 8%           | 7%           | 8%           | 9%           | 8%           | 9%           | 9%           | 8%           | 9%           | 10%          |
| Insight Delivered Services                    | 10%          | 10%          | 10%          | 10%          | 11%          | 11%          | 11%          | 11%          | 11%          | 11%          | 12%          |
| Total Services                                | 17%          | 18%          | 17%          | 17%          | 20%          | 20%          | 20%          | 19%          | 19%          | 20%          | 21%          |
| <b>% of Total Services Net Sales:</b>         |              |              |              |              |              |              |              |              |              |              |              |
| Agent Services                                | 41%          | 46%          | 43%          | 44%          | 45%          | 42%          | 45%          | 44%          | 43%          | 45%          | 45%          |
| Insight Delivered Services                    | 59%          | 54%          | 57%          | 56%          | 55%          | 58%          | 55%          | 56%          | 57%          | 55%          | 55%          |

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