

Financial Results by Offering Category

US Dollars in \$000s	FY 2023	Q1-24	Q2-24	Q3-24	Q4-24	FY 2024	Q1-25	Q2-25	Q3-25	Q4-25	FY 2025
Consolidated IEI by Offering Category:											
Hardware	\$ 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	\$ 1,153,345	\$ 4,630,117
Software	2,542,451	829,228	553,794	536,261	521,457	2,440,740	566,284	474,259	433,547	426,801	1,900,891
Total Products	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	1,580,146	6,531,008
Agent Services	664,964	183,634	197,798	175,605	188,475	745,512	169,907	191,051	192,299	216,773	770,030
Insight Delivered Services	879,488	231,896	237,429	238,502	232,719	940,546	225,849	235,141	233,774	251,378	946,142
Total Services	1,544,452	415,530	435,227	414,107	421,194	1,686,058	395,756	426,192	426,073	468,151	1,716,172
Total Net Sales	\$ 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	\$ 2,048,297	\$ 8,247,180
Hardware Cost	\$ 4,466,711	\$ 986,909	\$ 1,021,148	\$ 982,489	\$ 978,207	\$ 3,968,753	\$ 994,519	\$ 1,037,049	\$ 996,360	\$ 1,000,730	\$ 4,028,658
Software Cost	2,392,467	784,675	515,122	503,782	487,483	2,291,062	537,307	443,728	408,961	397,669	1,787,665
Total Product Cost	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	1,398,399	5,816,323
Services Cost	647,137	166,973	172,027	169,530	167,337	675,867	165,253	168,378	164,329	171,470	669,430
Total Cost of Goods Sold	\$ 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	\$ 1,569,869	\$ 6,485,753
Product Gross Profit	\$ 772,210	\$ 192,371	\$ 190,165	\$ 187,508	\$ 185,781	\$ 755,825	\$ 175,974	\$ 184,513	\$ 172,451	\$ 181,747	\$ 714,685
Services Gross Profit	897,315	248,557	263,200	244,577	253,857	1,010,191	230,503	257,814	261,744	296,681	1,046,742
Total Gross Profit	\$ 1,669,525	\$ 440,928	\$ 453,365	\$ 432,085	\$ 439,638	\$ 1,766,016	\$ 406,477	\$ 442,327	\$ 434,195	\$ 478,428	\$ 1,761,427
% of Total Net Sales:											
Hardware	55%	48%	54%	54%	55%	53%	54%	57%	57%	56%	56%
Software	28%	35%	26%	26%	25%	28%	27%	23%	22%	21%	23%
Total Products	83%	83%	80%	80%	80%	81%	81%	80%	79%	77%	79%
Agent Services	7%	8%	9%	8%	9%	9%	8%	9%	10%	11%	9%
Insight Delivered Services	10%	10%	11%	11%	11%	11%	11%	11%	12%	12%	11%
Total Services	17%	17%	20%	20%	20%	19%	19%	20%	21%	23%	21%
% of Total Services Net Sales:											
Agent Services	43%	44%	45%	42%	45%	44%	43%	45%	45%	46%	45%
Insight Delivered Services	57%	56%	55%	58%	55%	56%	57%	55%	55%	54%	55%

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