

Financial Results by Offering Category

US Dollars in \$000s	Q1-24	Q2-24	Q3-24	Q4-24	FY 2024	Q1-25	Q2-25	Q3-25	Q4-25	FY 2025	Q1-26
Consolidated IEL by Offering Category:											
Hardware	\$ 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	\$ 1,220,217
Software	829,228	553,794	536,261	521,457	2,440,740	566,284	474,259	433,547	426,801	1,900,891	446,329
Total Products	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	1,666,546
Agent Services	183,634	197,798	175,605	188,475	745,512	169,907	191,051	192,299	216,773	770,030	208,707
Insight Delivered Services	231,896	237,429	238,502	232,719	940,546	225,849	235,141	233,774	251,378	946,142	252,733
Total Services	415,530	435,227	414,107	421,194	1,686,058	395,756	426,192	426,073	468,151	1,716,172	461,440
Total Net Sales	\$ 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	\$ 2,127,986
Hardware Cost	\$ 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	\$ 1,069,020
Software Cost	784,675	515,122	503,782	487,483	2,291,062	537,307	443,728	408,961	397,669	1,787,665	418,624
Total Product Cost	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	1,487,644
Services Cost	166,973	172,027	169,530	167,337	675,867	165,253	168,378	164,329	171,470	669,430	178,191
Total Cost of Goods Sold	\$ 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	\$ 1,665,835
Product Gross Profit	\$ 192,371	\$ 190,165	\$ 187,508	\$ 185,781	\$ 755,825	\$ 175,974	\$ 184,513	\$ 172,451	\$ 181,747	\$ 714,685	\$ 178,902
Services Gross Profit	248,557	263,200	244,577	253,857	1,010,191	230,503	257,814	261,744	296,681	1,046,742	283,249
Total Gross Profit	\$ 440,928	\$ 453,365	\$ 432,085	\$ 439,638	\$ 1,766,016	\$ 406,477	\$ 442,327	\$ 434,195	\$ 478,428	\$ 1,761,427	\$ 462,151
% of Total Net Sales:											
Hardware	48%	54%	54%	55%	53%	54%	57%	57%	56%	56%	57%
Software	35%	26%	26%	25%	28%	27%	23%	22%	21%	23%	21%
Total Products	83%	80%	80%	80%	81%	81%	80%	79%	77%	79%	78%
Agent Services	8%	9%	8%	9%	9%	8%	9%	10%	11%	9%	10%
Insight Delivered Services	10%	11%	11%	11%	11%	11%	11%	12%	12%	11%	12%
Total Services	17%	20%	20%	20%	19%	19%	20%	21%	23%	21%	22%
% of Total Services Net Sales:											
Agent Services	44%	45%	42%	45%	44%	43%	45%	45%	46%	45%	45%
Insight Delivered Services	56%	55%	58%	55%	56%	57%	55%	55%	54%	55%	55%

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