

Financial Results by Offering Category

US Dollars in \$000s

	Q3-22	Q4-22	FY 2022	Q1-23	Q2-23	Q3-23	Q4-23	FY 2023	Q1-24	Q2-24	Q3-24
Consolidated IEI by Offering Category:											
Hardware	\$ 1,572,275	\$ 1,473,916	\$ 6,450,895	\$ 1,328,845	\$ 1,310,273	\$ 1,301,155	\$ 1,148,664	\$ 5,088,937	\$ 1,134,727	\$ 1,172,641	\$ 1,137,518
Software	596,922	645,145	2,496,892	638,800	635,336	588,999	679,316	2,542,451	829,228	553,794	536,261
Total Products	2,169,197	2,119,061	8,947,787	1,967,645	1,945,609	1,890,154	1,827,980	7,631,388	1,963,955	1,726,435	1,673,779
Agent Services	138,617	159,546	592,585	143,543	178,948	154,168	188,305	664,964	183,634	197,798	175,605
Insight Delivered Services	226,540	224,003	890,819	212,759	225,039	221,964	219,726	879,488	231,896	237,429	238,502
Total Services	365,157	383,549	1,483,404	356,302	403,987	376,132	408,031	1,544,452	415,530	435,227	414,107
Total Net Sales	\$ 2,534,354	\$ 2,502,610	\$ 10,431,191	\$ 2,323,947	\$ 2,349,596	\$ 2,266,286	\$ 2,236,011	\$ 9,175,840	\$ 2,379,485	\$ 2,161,662	\$ 2,087,886
Product Cost	\$ 1,956,679	\$ 1,911,469	\$ 8,111,252	\$ 1,772,729	\$ 1,749,448	\$ 1,697,543	\$ 1,639,458	\$ 6,859,178	\$ 1,771,584	\$ 1,536,270	\$ 1,486,271
Services Cost	178,417	170,582	683,372	159,903	166,958	159,873	160,403	647,137	166,973	172,027	169,530
Total Cost of Goods Sold	\$ 2,135,096	\$ 2,082,051	\$ 8,794,624	\$ 1,932,632	\$ 1,916,406	\$ 1,857,416	\$ 1,799,861	\$ 7,506,315	\$ 1,938,557	\$ 1,708,297	\$ 1,655,801
Product Gross Profit	\$ 212,518	\$ 207,592	\$ 836,535	\$ 194,916	\$ 196,161	\$ 192,611	\$ 188,522	\$ 772,210	\$ 192,371	\$ 190,165	\$ 187,508
Services Gross Profit	186,740	212,967	800,032	196,399	237,029	216,259	247,628	897,315	248,557	263,200	244,577
Total Gross Profit	\$ 399,258	\$ 420,559	\$ 1,636,567	\$ 391,315	\$ 433,190	\$ 408,870	\$ 436,150	\$ 1,669,525	\$ 440,928	\$ 453,365	\$ 432,085

% of Total Net Sales:

Hardware	62%	59%	62%	57%	56%	57%	51%	55%	48%	54%	54%
Software	24%	26%	24%	27%	27%	26%	30%	28%	35%	26%	26%
Total Products	86%	85%	86%	85%	83%	83%	82%	83%	83%	80%	80%
Agent Services	5%	6%	6%	6%	8%	7%	8%	7%	8%	9%	8%
Insight Delivered Services	9%	9%	9%	9%	10%	10%	10%	10%	10%	11%	11%
Total Services	14%	15%	14%	15%	17%	17%	18%	17%	17%	20%	20%

% of Total Services Net Sales:

Agent Services	38%	42%	40%	40%	44%	41%	46%	43%	44%	45%	42%
Insight Delivered Services	62%	58%	60%	60%	56%	59%	54%	57%	56%	55%	58%



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

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Cloud Gross Profit Reconciliation

US Dollars in \$000s	Q3-22	Q4-22	FY 2022	Q1-23	Q2-23	Q3-23	Q4-23	FY 2023	Q1-24	Q2-24	Q3-24
Cloud Gross Profit Reconciliation:											
Agency Cloud Gross Profit*	\$ 75,611	\$ 85,651	\$ 315,528	\$ 84,132	\$ 105,210	\$ 89,005	\$ 121,478	\$ 399,825	\$ 106,993	\$ 129,933	\$ 122,310
Cloud Services Gross Profit**	6,827	5,238	24,465	3,639	9,536	7,392	8,412	28,979	9,703	9,013	6,218
Total Cloud Gross Profit***	<u>\$ 82,438</u>	<u>\$ 90,889</u>	<u>\$ 339,993</u>	<u>\$ 87,771</u>	<u>\$ 114,746</u>	<u>\$ 96,397</u>	<u>\$ 129,890</u>	<u>\$ 428,804</u>	<u>\$ 116,696</u>	<u>\$ 138,946</u>	<u>\$ 128,528</u>

* Reported in agent services gross profit - includes SaaS, IaaS and partner program fees

** Includes managed cloud services and certain partner cloud incentive fees and reported in Insight Core services gross profit

*** Reported in services gross profit