

Financial Results by Offering Category

US Dollars in \$000s	Q2-22	Q3-22	Q4-22	FY 2022	Q1-23	Q2-23	Q3-23	Q4-23	FY 2023	Q1-24	Q2-24
Consolidated IEI by Offering Category											
Hardware	\$ 1,731,116	\$ 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
Software	618,126	596,922	645,145	2,496,892	638,800	635,336	588,999	679,316	2,542,451	829,228	553,794
Total Products	2,349,242	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
Agent Services	168,373	138,617	159,546	592,585	143,543	178,948	154,168	188,305	664,964	183,634	197,798
Insight Delivered Services	225,762	226,540	224,003	890,819	212,759	225,039	221,964	219,726	879,488	231,896	237,429
Total Services	394,135	365,157	383,549	1,483,404	356,302	403,987	376,132	408,031	1,544,452	415,530	435,227
Total Net Sales	\$ 2,743,377	\$ 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
Product Cost	\$ 2,135,895	\$ 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
Services Cost	169,593	178,417	170,582	683,372	159,903	166,958	159,873	160,403	647,137	166,973	172,027
Total Cost of Goods Sold	\$ 2,305,488	\$ 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
Product Gross Profit	\$ 213,347	\$ 212,518	\$ 207,592	\$ 836,535	\$ 194,916	\$ 196,161	\$ 192,611	\$ 188,522	\$ 772,210	\$ 192,371	\$ 190,165
Services Gross Profit	224,542	186,740	212,967	800,032	196,399	237,029	216,259	247,628	897,315	248,557	263,200
Total Gross Profit	\$ 437,889	\$ 399,258	\$ 420,559	\$ 1,636,567	\$ 391,315	\$ 433,190	\$ 408,870	\$ 436,150	\$ 1,669,525	\$ 440,928	\$ 453,365
% of Total Net Sales											
Hardware	63%	62%	59%	62%	57%	56%	57%	51%	55%	48%	54%
Software	23%	24%	26%	24%	27%	27%	26%	30%	28%	35%	26%
Total Products	86%	86%	85%	86%	85%	83%	83%	82%	83%	83%	80%
Agent Services	6%	5%	6%	6%	6%	8%	7%	8%	7%	8%	9%
Insight Delivered Services	8%	9%	9%	9%	9%	10%	10%	10%	10%	10%	11%
Total Services	14%	14%	15%	14%	15%	17%	17%	18%	17%	17%	20%
% of Total Services Net Sales											
Agent Services	43%	38%	42%	40%	40%	44%	41%	46%	43%	44%	45%
Insight Delivered Services	57%	62%	58%	60%	60%	56%	59%	54%	57%	56%	55%

Cloud Gross Profit Reconciliation

US Dollars in \$000s	Q2-22		Q3-22		Q4-22		FY 2022		Q1-23		Q2-23		Q3-23		Q4-23		FY 2023		Q1-24		Q2-24	
Cloud Gross Profit Reconciliation																						
Cloud Gross Profit*	\$	94,590	\$	75,611	\$	85,651	\$	315,528	\$	84,132	\$	105,210	\$	89,005	\$	121,478	\$	399,825	\$	106,993	\$	129,933
Cloud Services Gross Profit**		8,321		6,827		5,238		24,465		3,639		9,536		7,392		8,412		28,979		9,703		9,013
Cloud and Cloud Services Gross Profit***	\$	102,911	\$	82,438	\$	90,889	\$	339,993	\$	87,771	\$	114,746	\$	96,397	\$	129,890	\$	428,804	\$	116,696	\$	138,946

* Reported in agent services gross profit

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

*** Reported in services gross profit