

# Net Sales by Category



Starting in 2019, in connection with the adoption of the new revenue accounting standard, Apple will classify the amortization of the deferred value of Maps, Siri and free iCloud services, which are bundled in the sales price of iPhone, iPad, Mac and certain other products, in Services net sales. Historically, Apple classified the amortization of these amounts in Product net sales consistent with its management reporting framework. As a result, the 2018 net sales information has been reclassified to conform to the 2019 presentation.

\$ in Millions

<b>As Previously Reported</b>	<b>Q1'18</b>	<b>Q2'18</b>	<b>Q3'18</b>	<b>Q4'18</b>	<b>FY18</b>
iPhone	\$61,576	\$38,032	\$29,906	\$37,185	\$166,699
iPad	\$5,862	\$4,113	\$4,741	\$4,089	\$18,805
Mac	\$6,895	\$5,848	\$5,330	\$7,411	\$25,484
Services	\$8,471	\$9,190	\$9,548	\$9,981	\$37,190
Other Products	\$5,489	\$3,954	\$3,740	\$4,234	\$17,417
<b>Total Net Sales</b>	<b>\$88,293</b>	<b>\$61,137</b>	<b>\$53,265</b>	<b>\$62,900</b>	<b>\$265,595</b>

<b>As Reclassified</b>	<b>Q1'18</b>	<b>Q2'18</b>	<b>Q3'18</b>	<b>Q4'18</b>	<b>FY18</b>
iPhone (1)	\$61,104	\$37,559	\$29,470	\$36,755	\$164,888
iPad (1)	\$5,755	\$4,008	\$4,634	\$3,983	\$18,380
Mac (1)	\$6,824	\$5,776	\$5,258	\$7,340	\$25,198
Services (2)	\$9,129	\$9,850	\$10,170	\$10,599	\$39,748
Other Products (1)	\$5,481	\$3,944	\$3,733	\$4,223	\$17,381
<b>Total Net Sales</b>	<b>\$88,293</b>	<b>\$61,137</b>	<b>\$53,265</b>	<b>\$62,900</b>	<b>\$265,595</b>

<b>Adjustments</b>	<b>Q1'18</b>	<b>Q2'18</b>	<b>Q3'18</b>	<b>Q4'18</b>	<b>FY18</b>
iPhone	(\$472)	(\$473)	(\$436)	(\$430)	(\$1,811)
iPad	(\$107)	(\$105)	(\$107)	(\$106)	(\$425)
Mac	(\$71)	(\$72)	(\$72)	(\$71)	(\$286)
Services	\$658	\$660	\$622	\$618	\$2,558
Other Products	(\$8)	(\$10)	(\$7)	(\$11)	(\$36)
<b>Total Net Sales</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>

1. Amount includes amortization of the deferred value of unspecified software upgrade rights, which are bundled in the sales price of the respective product.
2. Amount includes sales from Digital Content and Services, AppleCare, Apple Pay, licensing and other services. Amount also includes amortization of the deferred value of Maps, Siri and free iCloud services, which are bundled in the sales price of certain products.