

Products and Services Performance

The following table shows net sales by category for 2023, 2022 and 2021 (dollars in millions):

	2023	Change	2022	Change	2021
Net sales by category:					
iPhone ⁽¹⁾	\$ 200,583	(2) %	\$ 205,489	7 %	\$ 191,973
Mac ⁽¹⁾	29,357	(27) %	40,177	14 %	35,190
iPad ⁽¹⁾	28,300	(3) %	29,292	(8) %	31,862
Wearables, Home and Accessories ⁽¹⁾	39,845	(3) %	41,241	7 %	38,367
Services ⁽²⁾	85,200	9 %	78,129	14 %	68,425
Total net sales	<u>\$ 383,285</u>	(3) %	<u>\$ 394,328</u>	8 %	<u>\$ 365,817</u>

(1) Products net sales include amortization of the deferred value of unspecified software upgrade rights, which are bundled in the sales price of the respective product.

(2) Services net sales include amortization of the deferred value of services bundled in the sales price of certain products.

iPhone

iPhone net sales decreased 2% or \$4.9 billion during 2023 compared to 2022 due to lower net sales of non-Pro iPhone models, partially offset by higher net sales of Pro iPhone models.

Mac

Mac net sales decreased 27% or \$10.8 billion during 2023 compared to 2022 due primarily to lower net sales of laptops.

iPad

iPad net sales decreased 3% or \$1.0 billion during 2023 compared to 2022 due primarily to lower net sales of iPad mini and iPad Air, partially offset by the combined net sales of iPad 9th and 10th generation.

Wearables, Home and Accessories

Wearables, Home and Accessories net sales decreased 3% or \$1.4 billion during 2023 compared to 2022 due primarily to lower net sales of Wearables and Accessories.

Services

Services net sales increased 9% or \$7.1 billion during 2023 compared to 2022 due to higher net sales across all lines of business.