Insight Enterprises, Inc
Company Overview
Disclosures

• Safe harbor statement
This presentation includes “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 related to Insight’s plans and expectations. Statements that are not historical facts, including statements about future trends in the IT market and our opportunities for growth, are forward-looking statements. These forward-looking statements are subject to assumptions, risks and uncertainties which could cause actual results or future events to differ materially from such statements. The Company undertakes no obligation to update publicly or revise any of the forward-looking statements, except as otherwise required by law. More detailed information about risk factors is included in today’s press release and discussed in the Company’s most recently filed periodic reports and subsequent filings with the Securities and Exchange Commission.

• Non-GAAP measures
This presentation will reference certain non-GAAP financial information as ‘Adjusted’. A reconciliation of non-GAAP financial measures presented in this document to our actual GAAP results is attached to back of this presentation and included in the press release issued today, which you may find on the Investor Relations section of our website at investor.insight.com.
Global Intelligent Technology Solutions™ provider that helps businesses run smarter.

We architect, design, implement and manage IT Solutions that enable digital readiness and drive business outcomes.
## Insight at a Glance

<table>
<thead>
<tr>
<th>Profile</th>
<th>Results</th>
<th>Services</th>
<th>Talent</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>30+ years</strong>&lt;br&gt; Evolving in dynamic industry</td>
<td><strong>$7.7 Billion</strong>&lt;br&gt; 2019 Net Sales&lt;br&gt; <strong>8%</strong> 5 YR CAGR</td>
<td><strong>24%</strong>&lt;br&gt; 2019 Services Sales&lt;br&gt; <strong>4 YR CAGR</strong></td>
<td><strong>&gt; 11,000</strong>&lt;br&gt; Teammates Worldwide</td>
</tr>
<tr>
<td><strong>21</strong>&lt;br&gt; Countries&lt;br&gt; Serving clients around the globe</td>
<td><strong>$282 Million</strong>&lt;br&gt; 2019 Adjusted EFO*&lt;br&gt; <strong>15%</strong> 5 YR CAGR</td>
<td><strong>47%</strong>&lt;br&gt; 2019 Services GP to Total GP</td>
<td><strong>&gt; 8,000</strong>&lt;br&gt; Client-facing Teammates</td>
</tr>
<tr>
<td><strong>No. 409</strong>&lt;br&gt; 2020 Fortune 500</td>
<td><strong>$5.42</strong>&lt;br&gt; 2019 Adjusted Diluted EPS* <strong>22%</strong> 5 YR CAGR</td>
<td><strong>18%</strong>&lt;br&gt; 2019 Cloud GP to Total GP</td>
<td><strong>&gt; 4,500</strong>&lt;br&gt; Technical Resources</td>
</tr>
</tbody>
</table>

All Financial Metrics through 12/31/2018 exclude PCM

* Adjusted Non-GAAP measure excludes severance and restructuring expense and other unique items. See Non-GAAP information section in the Appendix of this presentation.
Track Record of Innovation

1980s through mid 2000s

- Reseller
- Innovation Focus Areas
  - GEO Footprint Expansion
  - Hardware Lifecycle Services
  - Distribution and Integration Labs
  - Software Licensing Solutions

Mid 2000s - 2016

- IT services
- Innovation Focus Areas
  - Advanced Networking Solutions
  - Enterprise Software Integration Services
  - GEO and Category Expansion
  - Entry to Cloud and Digital Solutions

2017 and Beyond

- Global Intelligent Technology Solutions Provider
- Innovation Focus Areas
  - Modern Workforce Solutions
  - Data Center and Cloud Services and Solutions
  - Digital Innovation Solutions
  - Expanded Delivery of Solutions and Services into Mid-Market


Innovation Focus Areas

- Advanced Networking Solutions
- Enterprise Software Integration Services
- GEO and Category Expansion
- Entry to Cloud and Digital Solutions

2017 and Beyond

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PCM Integration Update

- Effectively completed the onboarding of all PCM clients to SAP platform
- Aligned PCM team to North America and EMEA go-to-market structure
- Well positioned to compete as single brand in marketplace
- Expect ~$50-$55 million in annualized run-rate cost savings by year end
Our Solutions Align to Industry Trends and Drive Business Outcomes for our Clients

Suppliers

- Product-focused
  - Supply Chain Optimization
  - Connected Workforce
  - Cloud + Data Center Transformation
  - Digital Innovation

Manage Today

- Manage Today
  - Supply Chain Optimization
  - Connected Workforce
  - Cloud + Data Center Transformation
  - Digital Innovation

Transform Tomorrow

- Transform Tomorrow
  - Supply Chain Optimization
  - Connected Workforce
  - Cloud + Data Center Transformation
  - Digital Innovation

OpEx

CapEx

Outcome-based

Clients
Our Strategic Assets Support Continued Growth

Strategic Assets

- Culture, People and Leadership
- Innovation Led | Solution Area Expertise
- Global Reach and Scale
- Diverse and Loyal Client and Partner relationships
- Operational Rigor and Financial Health

Strategic Priorities

- Continue to **Innovate** to capture share in high growth areas
- **Grow** with solutions that drive business outcomes for clients
- Expand and **Scale** in strategic clients and markets
- **Optimize** client experience and execution through operational excellence
Disciplined Capital Allocation Aligned with Shareholder Interests

1. Invest organically
   - Scalable IT and service delivery platforms
   - Digital Marketing and client facing tools
   - Technical and sales talent

2. Pay down debt
   - Maintain modest leverage

3. Pursue strategic M&A
   - Cultural / strategic / financial / integration
   - Accretive within the first full fiscal year following acquisition
   - ROIC at 300 bps above WACC by end of year three

4. Return excess cash to shareholders
   - Return some percentage of excess cash to shareholders after meeting other priorities
Key 5-Year Imperatives to Deliver Value

- 8% – 10% (CAGR) Grow Sales Faster than the Market
- 5.0% – 5.5% Expand EBITDA Margin
- 19% – 21% Optimize Return on Invested Capital
- 50% – 52% Grow Services Gross Profit as % of Total GP

Value Creation for Insight Shareholders, Clients, Partners and Teammates
Reconciliation of GAAP to Non-GAAP Financial Measures

<table>
<thead>
<tr>
<th>US Dollar in $000s, except per share data</th>
<th>Three Months Ended Dec 31</th>
<th>Twelve Months Ended Dec 31</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2019</td>
<td>2018</td>
</tr>
<tr>
<td><strong>Adjusted Consolidated Earnings from Operations:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GAAP consolidated EFO</td>
<td>$ 67,016 $</td>
<td>$ 58,659 $</td>
</tr>
<tr>
<td>Severance and restructuring expenses</td>
<td>1,713</td>
<td>715</td>
</tr>
<tr>
<td>Acquisition-related expenses</td>
<td>2,282</td>
<td>-</td>
</tr>
<tr>
<td>Amortization of intangible assets</td>
<td>9,395</td>
<td>4,338</td>
</tr>
<tr>
<td>Impairment of construction in Process</td>
<td>1,501</td>
<td>-</td>
</tr>
<tr>
<td>Adjusted non-GAAP consolidated EFO</td>
<td>$ 81,908 $</td>
<td>$ 63,712 $</td>
</tr>
</tbody>
</table>

| **Adjusted Consolidated Net Earnings:** |                          |                |              |               |
| GAAP consolidated net earnings            | $ 42,950 $       | $ 47,041 $    | $ 159,407 $   | $ 163,677 $   |
| Severance and restructuring expenses      | 1,713           | 715           | 5,425         | 3,424         |
| Acquisition-related expenses              | 2,283           | -             | 11,342        | 282           |
| Amortization of intangible assets         | 9,395           | 4,338         | 22,985        | 15,737        |
| Impairment of construction in Process     | 1,501           | -             | 1,501         | -             |
| Amortization of debt discount and issuance costs | 2,825      | -             | 4,223         | -             |
| Income taxes on non-GAAP adjustments      | (4,485)         | (1,277)       | (10,073)      | (4,767)       |
| Adjusted non-GAAP consolidated net earnings | $ 56,182 $     | $ 50,817 $    | $ 194,810 $   | $ 178,353 $   |

| **Adjusted Diluted EPS:** |                          |                |              |               |
| GAAP diluted EPS               | $ 1.20 $          | $ 1.31 $      | $ 4.43 $     | $ 4.55 $      |
| Severance and restructuring expenses | 0.05           | 0.02           | 0.15         | 0.09          |
| Acquisition-related expenses    | 0.06           | -             | 0.32         | 0.01          |
| Amortization of intangible assets | 0.26           | 0.12           | 0.64         | 0.43          |
| Impairment of construction in Process | 0.04           | -             | 0.04         | -             |
| Amortization of debt discount and issuance costs | 0.08       | -             | 0.12         | -             |
| Income taxes on non-GAAP adjustments | (0.13)       | (0.04)        | (0.28)       | (0.13)        |
| Adjusted non-GAAP diluted EPS     | $ 1.56 $         | $ 1.41 $      | $ 5.42 $     | $ 4.95 $      |