At Insight, we accelerate transformation by unlocking the power of people and technology.

Who we are
Insight Enterprises, Inc. is a Fortune 500 solutions integrator with more than 13,000 teammates worldwide helping organizations accelerate their digital journey to modernize their business and maximize the value of technology.

We enable secure, end-to-end transformation and meet the needs of our clients through a comprehensive portfolio of solutions, far-reaching partnerships and 35 years of broad IT expertise.

Rated as a Forbes World’s Top Female-Friendly Company and a Great Place to Work, we amplify our solutions and services with global scale, local expertise and a world-class e-commerce experience, realizing the digital ambitions of our clients at every opportunity.

Key partners
- Corporate Reseller
- Cisco Partner
- Dell Technologies Titanium Black Partner
- Hewlett Packard Enterprise
- Microsoft

Investment highlights
- World-class expertise and technology
- Global scale and reach
- Track record of financial strength
- Significant and achievable five-year targets
- Strong cash generation and value creation

Profile
- 35 Years evolving in a dynamic industry
- 19 countries serving clients around the globe
- No. 373 2022 Fortune 500

Results
- $10.4 billion | 11% YoY
  2022 net sales
- $467 million | 29% YoY
  2022 adjusted EFO¹
- $9.11 | 28% YoY
  2022 adjusted diluted EPS¹
- $493 million | 27% YoY
  2022 Adjusted EBITDA¹

Services
- $1.5 Billion
  2022 total services sales
- 29% 2022 cloud gross profit YoY
- 14% 2022 core services gross profit YoY

Talent
- 13,000+ teammates worldwide
- 6,000+ software, hardware and cloud partners and publishers
- 5,700+ skilled, certified consulting and service delivery professionals

Total addressable market
Insight.
$10.4 BILLION
2022 revenues

$4 TRILLION
Addressable market
Growing at average 6% per annum through 2026
AT INSIGHT, we accelerate transformation by unlocking the power of people and technology.

**Investment highlights**

**Modern Workplace**
Create a productive, flexible and secure workplace.

**Modern Apps**
Create new product experiences and transform legacy applications to drive increased business value.

**Modern Infrastructure**
Architect and modernize multicloud and networking solutions to drive business transformation.

**Intelligent Edge**
Gather and utilize data in the most efficient way possible to enable real-time decision-making and affect pivotal outcomes.

**Data and AI**
Leverage analytics and AI to transform business operations and user experiences.

**Cybersecurity**
Mitigate risks and secure business assets.

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**Leadership team**

Joyce Mullen  
President & CEO

Glynis Bryan  
CFO

Dee Burger  
President, North America

Adrian Gregory  
President, EMEA

Mike Morgan  
SVP, APAC

James Morgado  
SVP, Finance

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**2022 financial highlights**

<table>
<thead>
<tr>
<th>Metric</th>
<th>Performance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>$10.4 Billion</td>
</tr>
<tr>
<td>Gross profit</td>
<td>$1.6 Billion</td>
</tr>
<tr>
<td>Gross margin</td>
<td>15.7%</td>
</tr>
<tr>
<td>Adjusted EFO</td>
<td>$466.6 Million</td>
</tr>
<tr>
<td>Adjusted net income</td>
<td>$320.2 Million</td>
</tr>
<tr>
<td>Adjusted diluted earnings per share</td>
<td>$9.11</td>
</tr>
</tbody>
</table>

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**Long-term financial strategy**

1. **Invest organically**
2. **Pursue strategic M&A**
3. **Return excess cash to shareholders**
4. **Pay down debt**

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**Our services**

**Managed Services**
Eliminate business disruption and strategically align resources.

**Consulting Services**
Create competitive advantage and improve operations by aligning business goals to IT and product strategies.

**Hardware, Software and Lifecycle Services**
Simplify supply chain and streamline costs across the global hardware and software lifecycle.

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**Capital allocation priorities**

<table>
<thead>
<tr>
<th>KPIs</th>
<th>2027 Goals</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Existing</strong></td>
<td></td>
</tr>
<tr>
<td>Adjusted EBITDA margin*</td>
<td>6.5–7 %</td>
</tr>
<tr>
<td>Adjusted ROIC*</td>
<td>&gt;25%</td>
</tr>
<tr>
<td><strong>New Metrics</strong></td>
<td></td>
</tr>
<tr>
<td>Core services GP</td>
<td>5-year CAGR</td>
</tr>
<tr>
<td>Cloud GP</td>
<td>5-year CAGR</td>
</tr>
<tr>
<td>Adjusted DEPS*</td>
<td>5-year CAGR</td>
</tr>
<tr>
<td>Adjusted free cash flow as a % of adjusted net income*</td>
<td>&gt;90%</td>
</tr>
</tbody>
</table>

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1Reconciliations of Non-GAAP financial measures to the relevant GAAP measure can be found in the Q4 2022 Earnings Presentation available [https://investor.insight.com/home/default.aspx](https://investor.insight.com/home/default.aspx)

25-year CAGR base year is 2022

*Adjusted non-GAAP basis excludes (i) severance and restructuring expenses, (ii) certain recruitment- and hiring-related expenses, (iii) amortization of intangible assets, (iv) transformation costs, (v) certain acquisition- and integration-related expenses, (vi) the tax effects of each of these items, as applicable