

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



Who we are

Insight Enterprises, Inc. is a global Solutions Integrator serving as a single partner capable of driving success across every step of digital transformation and modern IT management.

We combine deep expertise and advisory services in cloud, data, AI, cybersecurity, and intelligent edge with best-fit technology from a network of 6,000+ partners. The outcomes simplify business processes for our clients, resulting in improved customer and work experiences, intelligence, efficiency, and growth.

We're rated among the Forbes World's Best Employers, Fortune World's Best Workplaces, and certified as a Great Place to Work in 11 countries.

Profile	Results
35+ years evolving in a dynamic industry	\$8.7 billion -5% YoY 2024 net sales
In 26 countries serving clients around the globe	\$502 million +2% YoY 2024 adjusted EFO ¹
No. 427 2024 Fortune 500	\$9.68 flat YoY 2024 adjusted diluted EPS ¹
Based in Chandler, AZ	\$544 million +4% YoY 2024 adjusted EBITDA ¹

Services	Talent
\$1.7 billion 2024 total services sales	14,000+ teammates worldwide
+21% 2024 cloud gross profit YoY	6,000+ software, hardware, and cloud partners and publishers
+15% 2024 core services gross profit YoY	6,400+ skilled, certified consulting and service delivery professionals

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

Total worldwide enterprise IT market


**\$8.7
BILLION**
2024 revenues

\$3.6 TRILLION
Total worldwide enterprise IT market
growing at average 10%+ per annum through 2028

Key partners



Corporate Reseller



DELL Technologies
TITANIUM BLACK PARTNER



**Hewlett Packard
Enterprise**



Microsoft

ALWAYS put clients first:
Earn the right to be essential.

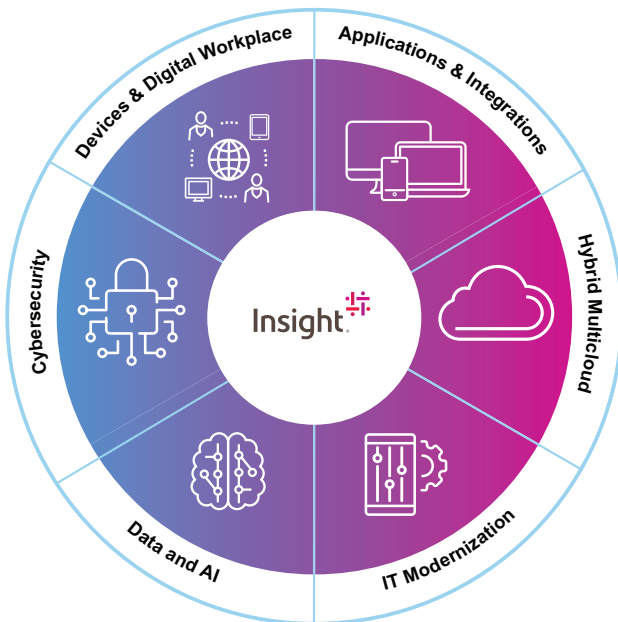
Empower teammates

Deliver real results

Drive profitable growth

Our expertise areas

Our capabilities extend across data and AI, multicloud, applications and integrations, and digital workplace – with security embedded into everything we do.



Devices and Digital Workplace

Create a productive, flexible, and secure workplace that fosters innovation with optimized devices.



IT Modernization

Revitalize hardware infrastructure to drive efficiency and support scalability.



Applications and Integrations

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



Data and AI

Leverage analytics and AI to transform and secure operations and user experiences.



Hybrid Multicloud

Optimize cloud solutions for seamless scalability and performance.



Cybersecurity

Mitigate risks, enhance resilience, and secure organizational assets.

Leadership team



Joyce Mullen
President & CEO



James Morgado
CFO



Dee Burger
President,
North America



Adrian Gregory
President, EMEA



Mike Morgan
SVP, APAC

2024 financial highlights

Metric	Performance
Net sales	\$8.7 billion
Gross profit	\$1.8 billion
Gross margin	20.3%
Adjusted EFO ¹	\$502 million
Adjusted diluted earnings per share ¹	\$9.68

Our financial strategy

Why invest with Insight?



Five-year targets²

KPIs	2027 Goals
Existing	
Adjusted EBITDA margin*	6.5–7%
Adjusted ROIC*	>25%
New Metrics	
Core services GP 5-year CAGR ²	16– 20%
Cloud GP 5-year CAGR ²	16– 20%
Adjusted DEPS* 5-year CAGR ²	19– 22%
Adjusted free cash flow as a % of adjusted net income*	>90%

¹Reconciliations of Non-GAAP financials measures to the relevant GAAP measure can be found in the Q4 2024 Earnings Presentation available at <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