Insight Enterprises, Inc.

Company Overview



Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.

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 those related to coronavirus strain COVID-19 (“COVID-19”), our future responses to and the impact of COVID-19 on our Company, our expectations about future financial results and the assumptions related thereto, our expectations regarding current supply constraints, our expectations regarding backlog shipments, our expectations relating to repurchases of our common stock, including the estimated completion of our planned share repurchases under our current authorization, future expected 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 forward-looking statements and 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 the 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. These non-GAAP measures are used by the Company and its management to evaluate financial performance against budgeted amounts, to calculate incentive compensation, to assist in forecasting future performance and to compare the Company’s results to those of the Company’s competitors. The Company believes that these non-GAAP financial measures are useful to investors because they allow for greater transparency, facilitate comparisons to prior periods and the Company’s competitors’ results and assist in forecasting performance for future periods. These non-GAAP financial measures are not prepared in accordance with GAAP and may be different from non-GAAP financial measures presented by other companies. Non-GAAP financial measures should not be considered as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP.

Constant currency

In some instances, the Company refers to changes in net sales, gross profit and earnings from operations on a consolidated basis and in North America, EMEA and APAC excluding the effects of fluctuating foreign currency exchange rates. In computing these changes and percentages, the Company compares the current year amount as translated into U.S. dollars under the applicable accounting standards to the prior year amount in local currency translated into U.S. dollars utilizing the weighted average translation rate for the current period.

2017 period prior to ASC 606 adoption

Effective January 1, 2018, we adopted ASU No. 2014-09, Revenue from Contracts with Customers using the modified retrospective transition method. As a result of our adoption method, the 2017 income statement was not re-stated, while the income statements in 2018 and forward reflect additional netting on certain security software items. This change in certain netting items would be <1% impact on total revenue and total cogs (no impact on gross profit) in 2017. We consider the impact insignificant for comparison purposes.

Insight.

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.

Why Insight

Leading Solutions Integrator

- A new category, offering a differentiated value proposition
- Global capability, supported by an excellent management team and clear strategic vision

Above-market profitable growth

- Expand gross margins through laser focus on cloud and Insight core services
- Leverage automation, technology and IP to scale business efficiently

Increased cash generation and value creation

- Strong cash generation
- $300M share repurchase authorization; $196M remaining*
- Significant balance sheet capacity supports strategic M&A

*As of the end of January 2023

Insight

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.

Our strategy is to become THE leading **SOLUTIONS INTEGRATOR**

The pillars of our strategy are:

Captivate Clients

Sell Solutions

Deliver Differentiation

Champion our Culture

Solutions Integrator ≠

Systems Integrator

Reseller

Distributor

Insight

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.

Track Record of Innovation



Reseller 1980s – Mid-2000s	IT services Mid-2000s – 2016	Services and solutions 2017–2021	Solutions integrator 2022 and Beyond
GEO footprint expansion	Advanced networking solutions	Modern workforce solutions	Modern Workplace
Hardware lifecycle services	Enterprise software integration services	Data center and cloud services and solutions	Intelligent Edge
Distribution and integration labs	GEO and category expansion	Digital innovation solutions	Modern Apps
Software licensing solutions	Entry to cloud and digital solutions	Expanded delivery of solutions and services into midmarket	Data and AI
			Modern Infrastructure
			Cybersecurity

Insight

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.

Exceptional Talent and Global Reach

5,500+
Technical Professionals

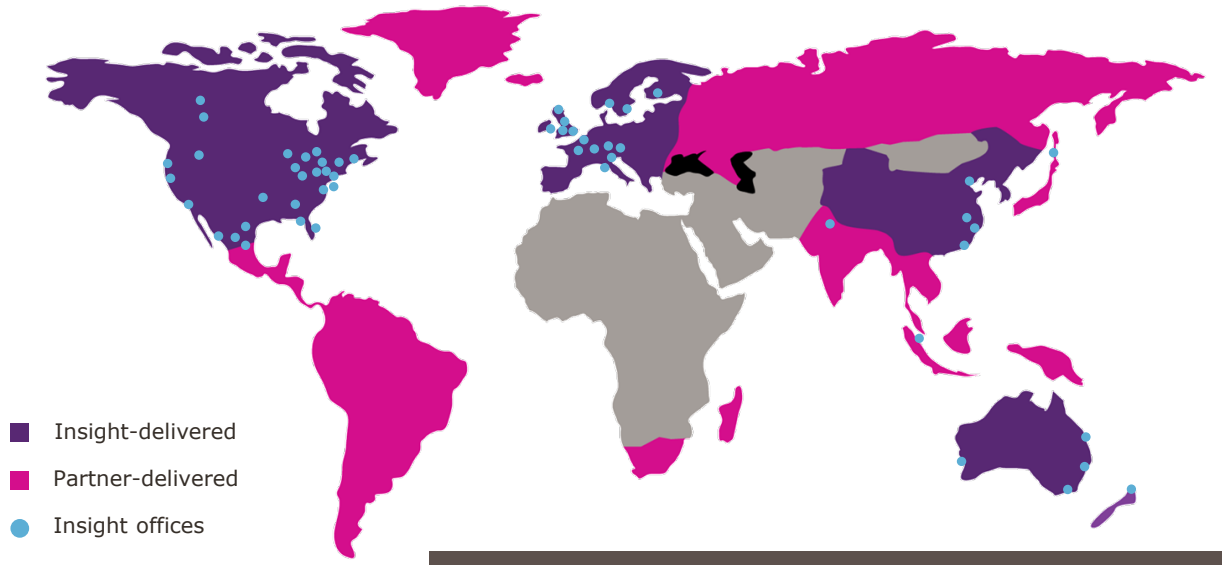
Industry-Recognized Experts

Talent Through Acquisitions

Distinguished Engineer Career Track

Recruiting Expertise & Rigor

Development Programs



18 Countries | Multicurrency and multilingual support

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.

Well Positioned to Help Organizations

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.

Our services

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.

Managed Services

Eliminate business disruption and strategically align resources.

Insight

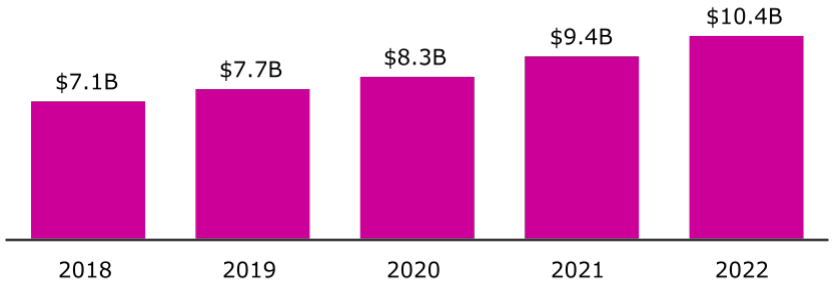
Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.

Track Record of Growth

NET SALES

$10.4B

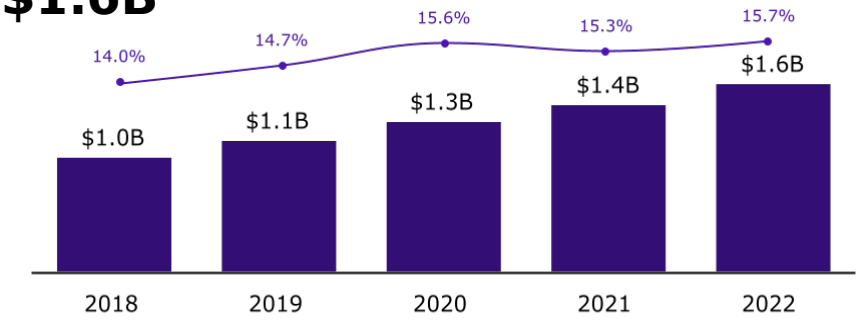
10% CAGR vs. 2018



GROSS PROFIT

$1.6B

13% CAGR vs. 2018

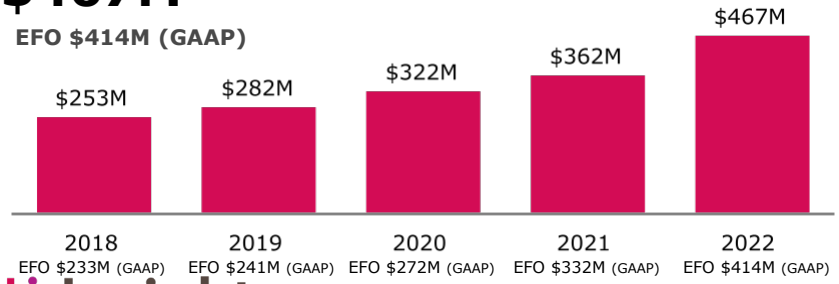


ADJUSTED EARNINGS FROM OPERATIONS*

$467M

EFO $414M (GAAP)

17% CAGR vs. 2018

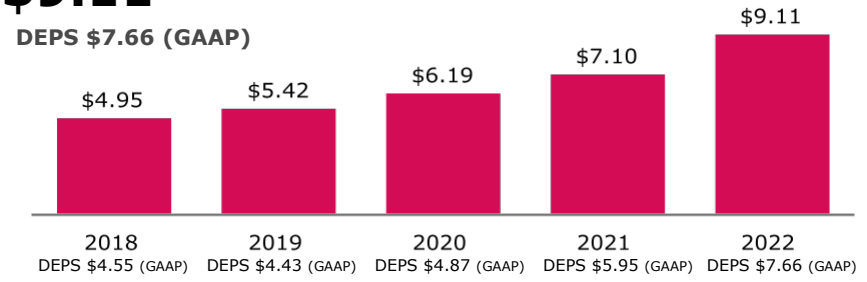


ADJUSTED DILUTED EARNINGS PER SHARE*

$9.11

DEPS $7.66 (GAAP)

16% CAGR vs. 2018



Insight

* See Appendix for reconciliation of non-GAAP measures

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.

2027 KPIs for Success

KPIs	2022	2027**
Existing:		
Adjusted EBITDA Margin*	4.7%	6.5% - 7.0%
Adjusted ROIC*	15.9%	>25%
New Metrics:		
Core services GP | 5-year CAGR	14%	16% - 20%
Cloud GP | 5-year CAGR	32%	16% - 20%
Adjusted DEPS* | 5-year CAGR	21%	19% - 22%
Adjusted free cash flow as % Adjusted net income*	8% 1H (302)% / 2H 327%	>90%

*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) debt discount amortization, and (vii) the tax effects of each of these items, as applicable. Due to the inherent difficulty of forecasting these adjustments, which impact net earnings, diluted earnings per share, ROIC and EBITDA, the Company is unable to reasonably estimate the impact of such adjustments, if any, to net earnings, diluted earnings per share, ROIC and EBITDA. Accordingly, the Company is unable to provide a reconciliation for the 2027 forecast of GAAP to non-GAAP net earnings, diluted earnings per share, ROIC and EBITDA
** Baseline year is 2022

Note: Insight Core services is defined as services Insight delivers and manages. Adjusted free cash flow is defined as cash flow from operations minus capital expenditures

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.

Sustainable Margin Expansion

Total Sales Growth Above Market





Core services | Cloud | Product

Total Gross Margin Expansion





Insight Core Services & Cloud | Portfolio/Pricing Optimization | Sales Transformation

Continuous Operational Improvements






Operating leverage | Automation & process improvements | Digital & Big Data Transformation | Productivity Improvements

Insight

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.

Disciplined Capital Allocation Aligned with Shareholder Interest

Invest to accelerate above-market growth

Organic

- Automation to increase efficiency and capacity
- Scalable IT and service delivery platforms
- Grow technical and sales talent capabilities.

M&A

- Seek out cultural / strategic / financial fit
- Accretive within the first full year following acquisition
- ROIC at 300 bps above WACC by end of year three

Increase shareholder returns

- Increase cash flow generation
- Return greater capital to shareholders
- $300M share repurchase authorization; $196M remaining*

Debt

- Limited debt usage
- Full capacity to support future M&A

*As of the end of January 2023

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.

Appendix



Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.

Reconciliation of GAAP to Non-GAAP Financial Measures*

US Dollars in $000s, except per share data	2018	2019	2020	2021	2022
Adjusted Consolidated Earnings from Operations:					
GAAP consolidated EFO	$ 233,483	$ 240,594	$ 271,575	$ 332,061	$ 413,700
Amortization of intangible assets	15,737	22,985	37,535	32,045	32,892
Other	3,706	18,268	13,278	(1,634)	20,018
Adjusted non-GAAP consolidated EFO	$ 252,926	$ 281,847	$ 322,388	$ 362,472	$ 466,610
GAAP EFO as a percentage of net sales	3.3 %	3.1 %	3.3 %	3.5 %	4.0 %
Adjusted non-GAAP EFO as a percentage of net sales	3.6 %	3.6 %	3.9 %	3.8 %	4.5 %
Adjusted Consolidated Net Earnings:					
GAAP consolidated net earnings	$ 163,677	$ 159,407	$ 172,640	$ 219,345	$ 280,608
Amortization of intangible assets	15,737	22,985	37,535	32,045	32,892
Amortization of debt discount and issuance costs	—	4,223	11,585	12,124	—
Other	3,706	18,268	13,278	(1,634)	20,018
Income taxes on non-GAAP adjustments	(4,767)	(10,073)	(15,583)	(10,325)	(13,306)
Adjusted non-GAAP consolidated net earnings	$ 178,353	$ 194,810	$ 219,455	$ 251,555	$ 320,212
Adjusted Diluted Earnings Per Share:					
GAAP diluted EPS	$ 4.55	$ 4.43	$ 4.87	$ 5.95	$ 7.66
Amortization of intangible assets	0.43	0.64	1.06	0.87	0.90
Amortization of debt discount and issuance costs	—	0.12	0.33	0.33	—
Other	0.10	0.51	0.37	(0.04)	0.55
Income taxes on non-GAAP adjustments	(0.13)	(0.28)	(0.44)	(0.28)	(0.36)
Impact of benefit from note hedge	—	—	—	0.27	0.36
Adjusted non-GAAP diluted EPS	$ 4.95	$ 5.42	$ 6.19	$ 7.10	$ 9.11
Shares used in diluted EPS calculation	36,009	35,959	35,444	36,863	36,620
Impact of benefit from note hedge	—	—	—	(1,453)	(1,466)
Shares used in Adjusted non-GAAP diluted EPS calculation	36,009	35,959	35,444	35,410	35,154

* The non-GAAP financial measures are referred to as "Adjusted". Adjusted earnings from operations, Adjusted net earnings and Adjusted diluted earnings per share exclude (i) severance and restructuring expenses, (ii) certain executive recruitment and hiring-related expenses, (iii) amortization of intangible assets, (iv) transformation costs, (v) certain acquisition and integration-related expenses, (vi) debt discount amortization, and (vii) the tax effects of each of these items, as applicable

Insight.

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.

Reconciliation of GAAP to Non-GAAP Financial Measures (continued)

US Dollars in $000s	Twelve Months Ended December 31, 2022
Adjusted Consolidated EBITDA	
Net earnings	$ 280,608
Interest expense	41,577
Taxes	93,825
Depreciation and amortization of property and equipment	23,722
Amortization of intangible assets	32,892
Other*	20,018
Adjusted consolidated EBITDA	$ 492,642
Net earnings as a % of net sales	2.7 %
Adjusted consolidated EBITDA margin	4.7 %

* "Other" includes (i) severance and restructuring expenses, (ii) certain executive recruitment and hiring related expenses, (iii) transformation costs, and (iv) certain acquisition and integration related expenses
** Tax expense plus interest expense less non-cash imputed interest under the Company's inventory financing facilities and the Company's convertible notes

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.

Reconciliation of GAAP to Non-GAAP Financial Measures (continued)

US Dollars in $000s	Twelve Months Ended December 31, 2022
Return on Invested Capital:	
GAAP consolidated EFO	$ 413,700
Amortization of intangible assets	32,892
Other	20,018
Adjusted non-GAAP consolidated EFO*	$ 466,610
Income tax expense**	121,319
Adjusted non-GAAP consolidated EFO, net of tax	$ 345,291
Average stockholders' equity***	$ 1,584,075
Average debt***	713,279
Average cash***	(131,283)
Invested Capital	$ 2,166,071
Adjusted non-GAAP ROIC (from GAAP consolidated EFO)****	14.13%
Adjusted non-GAAP ROIC (from non-GAAP consolidated EFO)*****	15.94%

* The adjusted non-GAAP consolidated EFO amount used for the Adjusted non-GAAP ROIC calculation excludes amortization of intangible assets. This calculation remains consistent with the metric utilized in management's compensation plan
** Assumed tax rate of 26.0%
*** Average of previous five quarters
**** Computed as GAAP consolidated EFO, net of tax of $107,562 for the twelve months ended December 31, 2022, divided by invested capital
***** Computed as Adjusted non-GAAP consolidated EFO, net of tax, divided by invested capital

Insight

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.

Reconciliation of GAAP to Non-GAAP Financial Measures* (continued)

US Dollars in $000s	Twelve Months Ended December 31, 2022	Six Months Ended June 30, 2022	Six Months Ended December 31, 2022
Adjusted Free Cash Flow:			
Net cash provided by (used in) operating activities	$ 98,106	$ (441,997)	$ 540,103
Less: Purchases of property and equipment	70,939	47,256	23,683
Adjusted non-GAAP free cash flow	$ 27,167	$ (489,253)	$ 516,420
Adjusted Consolidated Net Earnings:			
GAAP consolidated net earnings	$ 280,608	$ 145,815	$ 134,793
Amortization of intangible assets	32,892	15,829	17,063
Amortization of debt discount and issuance costs	—	—	—
Other	20,018	6,017	14,001
Income taxes on non-GAAP adjustments	(13,306)	(5,478)	(7,828)
Adjusted non-GAAP consolidated net earnings	$ 320,212	$ 162,183	$ 158,029
Adjusted free cash flow as % of Adjusted net earnings	8 %	(302) %	327 %
Adjusted free cash flow as % net earnings	10 %	(336) %	383 %

* The non-GAAP financial measures are referred to as "Adjusted". Adjusted earnings from operations, Adjusted net earnings and Adjusted diluted earnings per share exclude (i) severance and restructuring expenses, (ii) certain executive recruitment and hiring-related expenses, (iii) amortization of intangible assets, (iv) transformation costs, (v) certain acquisition and integration-related expenses, (vi) debt discount amortization, and (vii) the tax effects of each of these items, as applicable

Insight

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.

Reconciliation of GAAP to Non-GAAP Financial Measures* (continued)

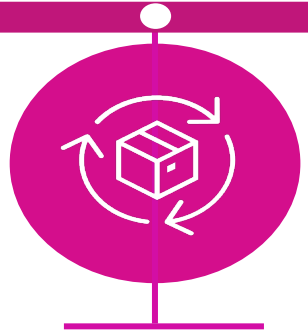
US Dollars in $000s, except per share data		2017
Adjusted Consolidated Net Earnings:		
GAAP consolidated net earnings	$	90,683
Amortization of intangible assets		16,812
Amortization of debt discount and issuance costs		—
Other		15,977
Income taxes on non-GAAP adjustments		(8,946)
Tax expense related to U.S. federal tax reform		13,363
Adjusted non-GAAP consolidated net earnings	$	127,889
Adjusted Diluted Earnings Per Share:		
GAAP diluted EPS	$	2.50
Amortization of intangible assets		0.47
Amortization of debt discount and issuance costs		—
Other		0.44
Income taxes on non-GAAP adjustments		(0.25)
Tax expense related to U.S. federal tax reform		0.37
Impact of benefit from note hedge		—
Adjusted non-GAAP diluted EPS	$	3.53
Shares used in diluted EPS calculation		36,207
Impact of benefit from note hedge		—
Shares used in Adjusted non-GAAP diluted EPS calculation		36,207

* The non-GAAP financial measures are referred to as "Adjusted". Adjusted earnings from operations, Adjusted net earnings and Adjusted diluted earnings per share exclude (i) severance and restructuring expenses, (ii) certain executive recruitment and hiring-related expenses, (iii) amortization of intangible assets, (iv) transformation costs, (v) certain acquisition and integration-related expenses, (vi) debt discount amortization, and (vii) the tax effects of each of these items, as applicable

Insight

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.

How Vivli is Enabling Scientific Discoveries to Benefit Global Health



The challenge:

- Create a data-sharing platform to provide researchers around the globe SECURE access to a vast array of clinical trial data
- Provide smooth user experience with intuitive front end
- Ensure scalable and manageable platform for growth



The solution:

- Full complement of Azure services integrated and deployed
- Utilized expertise across security, application, development, user interface design and infrastructure
- Ongoing management and support of the platform



The results:

- Clinical data growth of 42% per year
- More use than ever before - user growth of 20% per year
- Enabling discoveries for Alzheimer's, diabetes and more

Insight

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.



Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2023 Insight Direct USA, Inc. All Rights Reserved.