

Insight Convertible Senior Notes - \$350 Million

Relevant NSIT stock prices:

Price at issuance - \$51.56

Conversion ratio price equivalent - \$68.32

Sales price conversion trigger - \$88.82

Bond hedge strike price - \$68.32

Warrants strike price - \$103.12

Assumed accreted value - \$308.5 Million

Insight's policy elected for settlement of the convertible notes is principal/par value in cash with the excess being settled in shares resulting in dilution in GAAP reported Diluted Earnings Per Share ("DEPS"). The DEPS incremental shares for GAAP reporting purposes are not issued at the time of reporting and are a non-GAAP exclusion for the Company (up to the strike price of the warrants of \$103.12). The bond hedge effectively raises the potential dilution point of the convertible note and call spread from \$68.32 up to \$103.12, as illustrated below:

NSIT Stock price	Net shares owed on Convertible Notes	Net shares received from bond hedge	Net shares owed on Warrants	GAAP additional dilution	Non-GAAP additional dilution
\$ 51.56	-	-	-	-	-
\$ 68.32	-	-	-	-	-
\$ 80.00	747,951	(747,951)	-	747,951	-
\$ 85.70	1,038,835	(1,038,835)	-	1,038,835	-
\$ 103.12	1,728,847	(1,728,847)	-	1,728,847	-
\$ 110.00	1,941,133	(1,941,133)	212,286	2,153,418	212,286
\$ 115.00	2,079,473	(2,079,473)	350,626	2,430,098	350,626

Balance sheet classification impacts of Sales price conversion trigger of \$88.82 being met**:

NSIT Stock price *	Non current debt	Equity (APIC)	Current debt	Temporary equity
\$ 51.56	308,500	46,431	-	-
\$ 68.32	308,500	46,431	-	-
\$ 80.00	308,500	46,431	-	-
\$ 88.82	-	-	308,500	46,431
\$ 110.00	-	-	308,500	46,431
\$ 115.00	-	-	308,500	46,431

* NSIT assumed stock price for 20 out of last 30 trading days in the period

** The Balance Sheet impacts only apply post adoption of ASU 2020-06 on January 1, 2022.