Insight Enterprises, Inc.

First Quarter 2022

Earnings Conference Call and Webcast

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 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, our expectations regarding current supply constraints, our expectations regarding backlog shipments, 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.

Insight

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.

Agenda

- Disclosures
- CEO Commentary
  - Areas of Expertise
  - Solutions at Work
- CFO Commentary
  - First Quarter 2022 Financial Highlights
  - Cashflow and Debt Covenants
  - 2022 Outlook
- Closing Comments



Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.
Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2021 Insight Direct USA, Inc. All Rights Reserved.

Well Positioned to Help Organizations

Modern Workplace

Create a productive, flexible and secure workplace.

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.

Modern Apps

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

Cybersecurity

Mitigate risks and secure business assets.

Modern Infrastructure

Architect and modernize multicloud and networking solutions to drive business transformation.

Our services

Consulting Services

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

Professional & 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. © 2022 Insight Direct USA, Inc. All Rights Reserved.

Retailer Improves Security with Improved Cloud Ops & Modern IT

Client

Long-standing fashion retailer operating in over 30 countries

Client Objectives

- Streamline and secure back-end operations
- Modernize global e-commerce experience

Solution and Services

- Modern Infrastructure
- Cybersecurity
- Consulting and Security Services
- Strategy

Outcomes

- Client passed 44 controls for regulatory compliance
- Tripled identity secure score (Azure metric)
- Improved overall efficiency and user experience
- Insight continues to help with ongoing global digital transformation

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.

Travel Leader Meets Market Challenges with Managed Services

Client

Travel leader with over 18,000 teammates and operations spanning 150 countries

Client Objectives

- Fluctuating customer demands introduced need for flexibility and scalability

Solution and Services

- Modern Infrastructure
- Professional Services
- Managed Services

Outcomes

- 250TB of data under Managed Services
- ~12 servers migrated to NetApp Keystone and Pure as-a-Service
- Reduced support costs
- Improved efficiency and security

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.

CFO Commentary

- First Quarter 2022 Financial Highlights
- Cashflow and Debt Covenants
- 2022 Outlook



Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.

First Quarter 2022 Highlights

- Record first quarter for revenue, gross profit and adjusted diluted earnings per share
- Net sales of $2.7 billion
- Gross profit of $379 million
    - 18.1% - Cloud as a percent of total gross profit compared to 17.9% prior year*
- Gross margin 14.3%
- SG&A up 10% in US dollars, up 11% year over year in constant currency**
    - 11.2% - GAAP SG&A as a percent of net sales, down -110 bps YoY
    - 10.9% - Adjusted SG&A as a percent of net sales***, down -110 bps YoY
- GAAP EFO of $80 million
- Adjusted EFO*** of $90 million
- GAAP Diluted Earnings Per Share $1.53
- Adjusted Diluted Earnings Per Share*** $1.81

Insight

* For the twelve months ended March 31, 2022 and March 31, 2021
** Reference "Constant currency" section on slide 2 of this presentation
*** See Appendix for reconciliation of non-GAAP measures

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.

Q1 2022 Year over Year Results

Net Sales

21% YoY



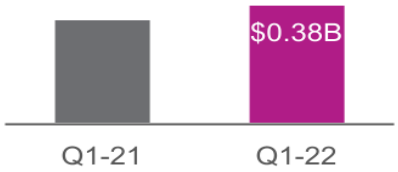
Net Sales

22% YoY (in constant $**)



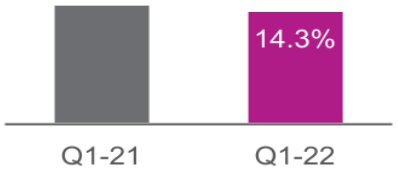
Gross Profit

14% YoY



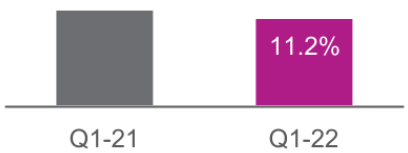
Gross Margin

-80 bps YoY



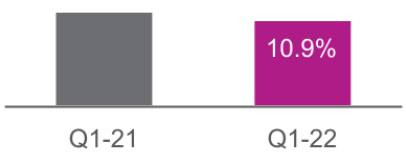
SG&A % of Net Sales

-110 bps YoY



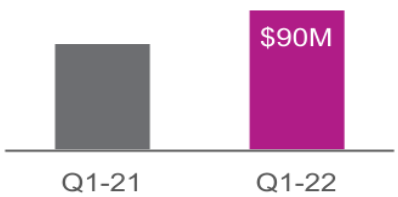
Adj SG&A % of Net Sales*

-110 bps YoY



Adj EFO*

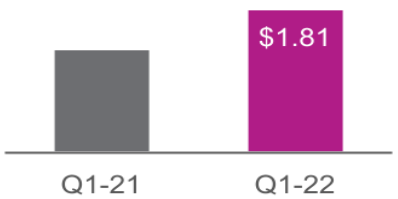
31% YoY



GAAP Earnings from operations $80M

Adj Diluted EPS*

39% YoY



GAAP Diluted EPS $1.53

* See Appendix for reconciliation of non-GAAP measures
** Reference "Constant currency" section on slide 2 of this presentation

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.

Q1 2022 North America | Financial Results

Net Sales

25% YoY



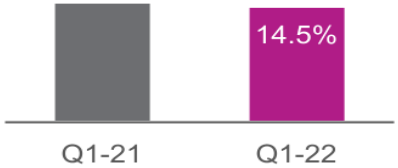
Gross Profit

18% YoY



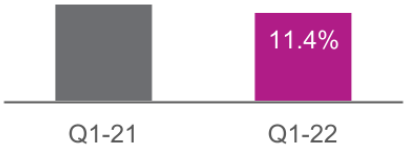
Gross Margin

-80 bps YoY



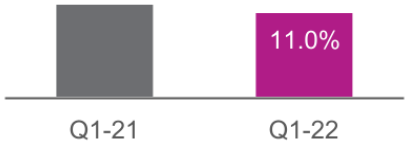
SG&A % of Net Sales

-110 bps YoY



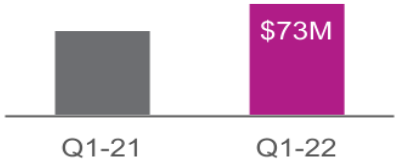
Adj SG&A % of Net Sales*

-100 bps YoY



Adj EFO*

34% YoY



GAAP Earnings from operations $65M

* See Appendix for reconciliation of non-GAAP measures

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.

Q1 2022 EMEA | Financial Results

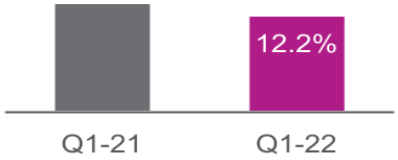
Net Sales
17% YoY (in constant $**)



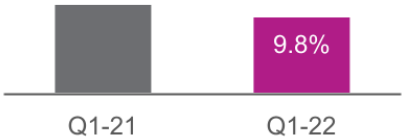
Gross Profit
3% YoY (in constant $**)



Gross Margin
-160 bps YoY



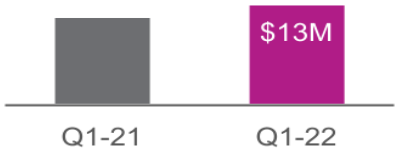
SG&A % of Net Sales
-170 bps YoY



Adj SG&A % of Net Sales*
-170 bps YoY



Adj EFO*
21% YoY (in constant $**)



GAAP Earnings from operations $11M

* See Appendix for reconciliation of non-GAAP measures
** Reference "Constant currency" section on slide 2 of this presentation

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.

Q1 2022 APAC | Financial Results

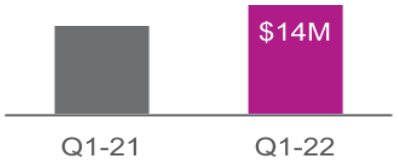
Net Sales

-3% YoY (in constant $**)



Gross Profit

23% YoY (in constant $**)



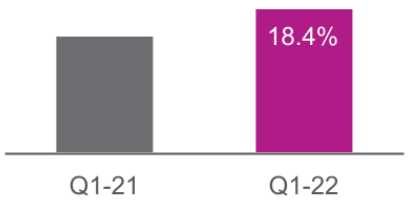
Gross Margin

540 bps YoY



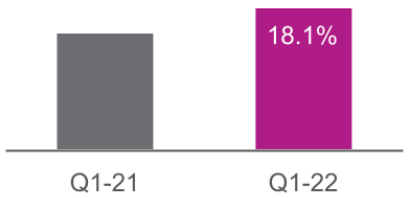
SG&A % of Net Sales

330 bps YoY



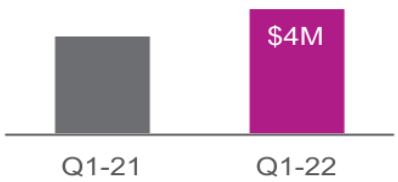
Adj SG&A % of Net Sales*

330 bps YoY



Adj EFO*

33% YoY (in constant $**)

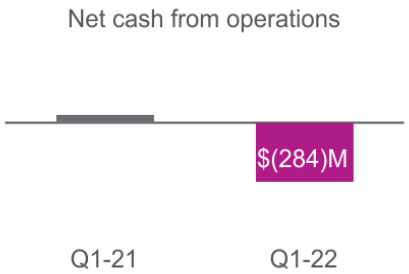


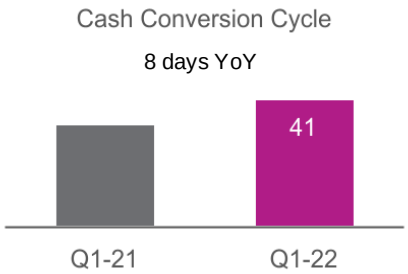
GAAP Earnings from operations $4M

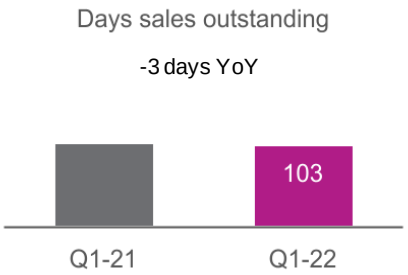
* See Appendix for reconciliation of non-GAAP measures
** Reference "Constant currency" section on slide 2 of this presentation

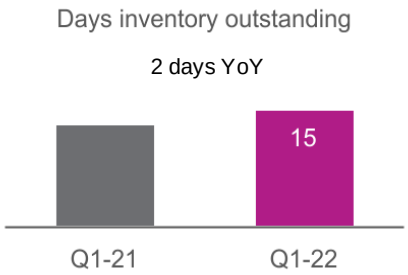
Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.

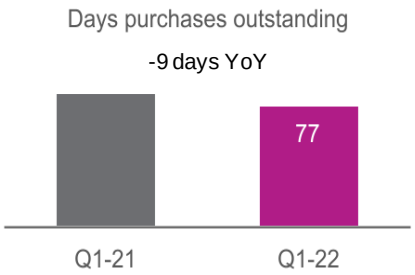
Q1 2022 | Cash Flows and Cash Cycle











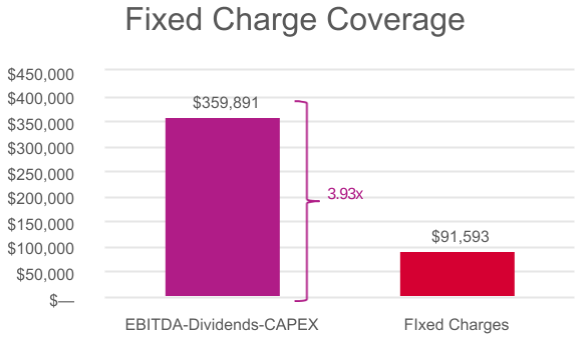
Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.

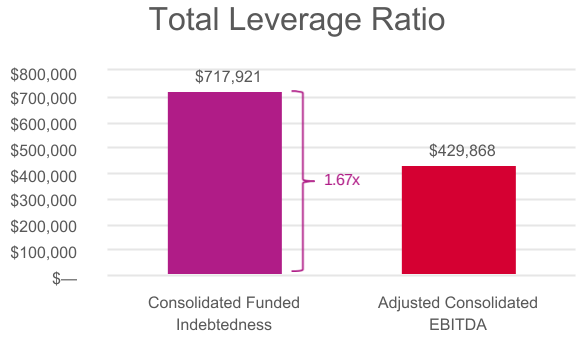
Liquidity and Debt Covenants

US Dollar in $000s	Twelve Months Ended March 31, 2022	2021
Adjusted Consolidated EBITDA		
Net income	$ 232,808	$ 181,847
Interest expense	39,460	40,081
Taxes	77,706	60,672
Depreciation and amortization of property and equipment	22,584	26,917
Amortization of intangible assets	31,929	35,468
Non-cash stock-based compensation	18,492	18,034
Other	6,889	2,928
Adjusted consolidated EBITDA	$ 429,868	$ 365,947
Less: Capital expenditures	(69,977)	(24,649)
Adjusted consolidated EBITDA for FCCR Ratio	$ 359,891	$ 341,298
Taxes and interest**	$ 91,593	$ 75,054
Fixed Charge Coverage Ratio	3.9	4.5

* "Other" includes (i) severance and restructuring expenses, net, (ii) acquisition and integration related expenses, and (iii) impairment of property and equipment, as applicable.

** 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. © 2022 Insight Direct USA, Inc. All Rights Reserved.

Full Year 2022 Outlook

Assumptions:		As of May 5, 2022	As of February 10, 2022
Full year net sales growth	*% over prior year*	Low double digit	Mid-single digit
Interest expense		$30 - $35 million	$30 - $35 million
Effective tax rate		24% - 25%	25% - 26%
Adjusted diluted EPS		$7.95 - $8.15	$7.65 - $7.85
Average share count		35.6 million	35.6 million
Capital expenditures		$65 - $70 million	$75 - $80 million

Other Assumptions and Exclusions:

- No significant change in our debt instruments or the macro economic outlook
- Excludes acquisition related intangibles amortization expense of approximately $31 million (posted on website)
- Excludes acquisition-related or severance and restructuring expenses

- Adjusted diluted earnings per share excludes severance and restructuring expense and other unique items as well as amortization expense related to acquired intangibles. Due to the inherent difficulty of forecasting some of these types of expenses, which impact net earnings and diluted earnings per share, the Company is unable to reasonably estimate the impact of such expenses, if any, to net earnings and diluted earnings per share. Accordingly, the Company is unable to provide a reconciliation of GAAP to non-GAAP diluted earnings per share for the full year 2022 forecast.

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.

Appendix

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.

Appendix – Reconciliation of GAAP to Non-GAAP Financial Measures*

US Dollars in $000s, except per share data	Three Months Ended March 31, 2022	2021
Adjusted Consolidated Earnings from Operations:		
GAAP consolidated EFO	$ 79,849	$ 67,024
Amortization of intangible assets	7,925	8,041
Other	1,783	(6,740)
Adjusted non-GAAP consolidated EFO	$ 89,557	$ 68,325
GAAP EFO as a percentage of net sales	3.0 %	3.1 %
Adjusted non-GAAP EFO as a percentage of net sales	3.4 %	3.1 %
Adjusted Consolidated Net Earnings:		
GAAP consolidated net earnings	$ 56,631	$ 43,168
Amortization of intangible assets	7,925	8,041
Amortization of debt discount and issuance costs	—	2,983
Other	1,783	(6,740)
Income taxes on non-GAAP adjustments	(2,400)	(919)
Adjusted non-GAAP consolidated net earnings	$ 63,939	$ 46,533
Adjusted Diluted Earnings Per Share:		
GAAP diluted EPS	$ 1.53	$ 1.18
Amortization of intangible assets	0.21	0.22
Amortization of debt discount and issuance costs	—	0.08
Other	0.05	(0.18)
Income taxes on non-GAAP adjustments	(0.06)	(0.03)
Impact of benefit from note hedge	0.08	0.03
Adjusted non-GAAP diluted EPS	$ 1.81	$ 1.30
Shares used in diluted EPS calculation	36,981	36,699
Impact of benefit from note hedge	(1,677)	(1,039)
Shares used in Adjusted non-GAAP diluted EPS calculation	35,304	35,660

* Adjusted consolidated earnings from operations, Adjusted consolidated net earnings and Adjusted diluted earnings per share exclude (i) severance and restructuring expenses, (ii) certain executive recruitment and hiring related expenses, (iii) certain acquisition and integration related expenses, (iv) amortization of intangible assets, (v) amortization of debt discount and issuance costs, and (vi) the tax effects of each of these items, as applicable.

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.

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

US Dollar in $000s	Three Months Ended March 31, 2022	2021
Adjusted North America Earnings from Operations:		
GAAP EFO from North America segment	$ 64,560	$ 53,921
Amortization of intangible assets	7,348	7,417
Other	715	(7,238)
Adjusted non-GAAP EFO from North America segment	$ 72,623	$ 54,100
Adjusted EMEA Earnings from Operations:		
GAAP EFO from EMEA segment	$ 11,376	$ 10,090
Amortization of intangible assets	457	496
Other	1,068	498
Adjusted non-GAAP EFO from EMEA segment	$ 12,901	$ 11,084
Adjusted APAC Earnings from Operations:		
GAAP EFO from APAC segment	$ 3,913	$ 3,013
Amortization of intangible assets	120	128
Other	—	—
Adjusted non-GAAP EFO from APAC segment	$ 4,033	$ 3,141

* Adjusted consolidated earnings from operations, Adjusted consolidated net earnings and Adjusted diluted earnings per share exclude (i) severance and restructuring expenses, (ii) certain executive recruitment and hiring related expenses, (iii) certain acquisition and integration related expenses, (iv) amortization of intangible assets, (v) amortization of debt discount and issuance costs, and (vi) the tax effects of each of these items, as applicable.

Insight

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.

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

US Dollar in $000s	Twelve Months Ended March 31, 2022	2021
Return on invested capital:		
GAAP consolidated EFO	$ 344,886	$ 285,736
Other	6,889	2,928
Adjusted non-GAAP consolidated EFO *	351,775	288,664
Income tax expense**	91,462	75,053
Adjusted non-GAAP consolidated EFO, net of tax	$ 260,313	$ 213,611
Average stockholders' equity***	$ 1,456,467	$ 1,269,282
Average debt***	501,639	468,330
Average cash***	(114,503)	(111,766)
Invested Capital	1,843,603	1,625,846
Adjusted non-GAAP ROIC (from GAAP consolidated EFO) ****	13.84 %	13.01 %
Adjusted non-GAAP ROIC (from non-GAAP consolidated EFO) *****	14.12 %	13.14 %

* The adjusted non-GAAP consolidated EFO amount used for the Adjusted non-GAAP ROIC calculation does not exclude 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 $89,670 and $74,291 for the twelve months ended March 31, 2022, and 2021, respectively, divided by invested capital.
***** Computed as Adjusted non-GAAP consolidated EFO, net of tax, divided by invested capital.

* Adjusted consolidated earnings from operations, Adjusted consolidated net earnings and Adjusted diluted earnings per share exclude (i) severance and restructuring expenses, (ii) certain executive recruitment and hiring related expenses, (iii) certain acquisition and integration related expenses, (iv) amortization of intangible assets, (v) amortization of debt discount and issuance costs, and (vi) the tax effects of each of these items, as applicable.

Insight.
Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.

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

US Dollar in $000s	Three Months Ended March 31, 2022	2021
Adjusted Consolidated Selling and Administrative Expenses:		
GAAP selling and administrative expenses	$ 297,640	$ 271,190
Less: Other*	8,336	8,041
Adjusted non-GAAP selling and administrative expenses	$ 289,304	$ 263,149
GAAP selling and adminstrative expenses	11.2 %	12.4 %
Adjusted non-GAAP selling and administrative expenses	10.9 %	12.0 %
Adjusted North America Selling and Administrative Expenses:		
GAAP selling and administrative expenses	$ 235,220	$ 206,806
Less: Other*	7,759	7,417
Adjusted non-GAAP selling and administrative expenses	227,461	199,389
GAAP selling and adminstrative expenses	11.4 %	12.5 %
Adjusted non-GAAP selling and administrative expenses	11.0 %	12.0 %

* "Other" includes amortization of intangible assets and certain executive recruitment and hiring related expenses.

Insight

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.

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

US Dollar in $000s	Three Months Ended March 31, 2022	2021
Adjusted EMEA Selling and Administrative Expenses:		
GAAP selling and administrative expenses	$ 52,326	$ 55,447
Less: Other*	457	496
Adjusted non-GAAP selling and administrative expenses	$ 51,869	$ 54,951
GAAP selling and adminstrative expenses	9.8 %	11.6 %
Adjusted non-GAAP selling and administrative expenses	9.8 %	11.5 %
Adjusted APAC Selling and Administrative Expenses:		
GAAP selling and administrative expenses	$ 10,094	$ 8,937
Less: Other*	120	128
Adjusted non-GAAP selling and administrative expenses	9,974	8,809
GAAP selling and adminstrative expenses	18.4 %	15.0 %
Adjusted non-GAAP selling and administrative expenses	18.2 %	14.8 %

* "Other" includes amortization of intangible assets.

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.

Appendix - Convertible Senior Notes

Insight is required to settle the convertible notes 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 notes and call spread from $68.32 up to $103.12, as illustrated below:

Diluted Earnings Per Share (DEPS) incremental number of shares for various NSIT stock price examples:

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

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.

Appendix - Convertible Senior Notes

Insight Convertible Senior Notes - $350 Million

Relevant NSIT stock prices:

- Price at issuance - $51.56
- Conversion ratio price equivalent - $68.32 → Triggered potential additional shares in GAAP DEPS*
- Sales price conversion trigger - $88.82
- Bond hedge strike price - $68.32
- Warrants strike price - $103.12 → Potential dilution to existing shareholders**

* No automatic redemption trigger, expect convertible notes will remain outstanding for foreseeable future. GAAP diluted earnings per share (DEPS) are for reporting purposes only, no incremental shares were actually issued.

** Principal amount would be settled in cash and only premium above $103.12 would result in actual shares being issued.

Insight Proprietary & Confidential. Do Not Copy or Distribute. © 2022 Insight Direct USA, Inc. All Rights Reserved.