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 statements about future 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 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 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.
Global Intelligent Technology Solutions™ provider that helps businesses run smarter.

We architect, design, implement and manage IT Solutions that enable digital readiness and drive business outcomes.
Insight at a Glance

Profile

30+ years
Evolving in dynamic industry

21 Countries
Serving clients around the globe

No. 409
2020 Fortune 500

Results

$8.3 Billion
TTM 09/30/20 Net Sales
9% 5 YR CAGR

$312 Million
TTM 09/30/20 Adjusted EFO*
17% 5 YR CAGR

$5.99
TTM 09/30/20 Adj EPS*
21% 5 YR CAGR

Services

24%
TTM 09/30/20 Services Sales
4 YR CAGR

47%
TTM 09/30/20 Services GP to Total GP

18%
TTM 09/30/20 Cloud GP to Total GP

Talent

11,000+
Teammates Worldwide

8,000+
Sales and service delivery professionals

4,500+
Technical Resources

All Financial Metrics through 12/31/2018 exclude PCM

* Adjusted Non-GAAP measure excludes severance and restructuring expense and other unique items.

See Non-GAAP information section in the Appendix of this presentation.
Track Record of Growth

<table>
<thead>
<tr>
<th>Net Sales</th>
<th>Trend</th>
<th>2015-TTM 9-30-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ in Billions</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>$5.4</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>$5.5</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>$6.7</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>$7.1</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>$7.7</td>
<td></td>
</tr>
<tr>
<td>TTM 9-30-20</td>
<td>$8.3</td>
<td></td>
</tr>
</tbody>
</table>

5-Year CAGR 9.2%

<table>
<thead>
<tr>
<th>GP and Margin</th>
<th>Trend</th>
<th>2015-TTM 9-30-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ in Millions</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>$716.3</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>$743.1</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>$788.6</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>$821.7</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>$934.1</td>
<td></td>
</tr>
<tr>
<td>TTM 9-30-20</td>
<td>$1,295.2</td>
<td></td>
</tr>
</tbody>
</table>

5-Year CAGR 12.8%

<table>
<thead>
<tr>
<th>Adjusted EFO $ &amp; %</th>
<th>Trend</th>
<th>2015-TTM 9-30-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ in Millions</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>$143.5</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>$242.7</td>
<td></td>
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<tr>
<td>2017</td>
<td>$312.2</td>
<td></td>
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<tr>
<td>2018</td>
<td>$366.0</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>$393.5</td>
<td></td>
</tr>
<tr>
<td>TTM 9-30-20</td>
<td>$393.5</td>
<td></td>
</tr>
</tbody>
</table>

5-Year CAGR 16.8%

<table>
<thead>
<tr>
<th>EPS</th>
<th>Trend</th>
<th>2015-TTM 9-30-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>$ in Millions</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>$2.29</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>$3.03</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>$3.56</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>$5.19</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>$5.99</td>
<td></td>
</tr>
<tr>
<td>TTM 9-30-20</td>
<td>$5.99</td>
<td></td>
</tr>
</tbody>
</table>

5-Year CAGR 21.2%

* Adjusted Non-GAAP measure excludes severance and restructuring expense and other unique items. See Non-GAAP information section in the Appendix of this presentation.
Track Record of Innovation

1980s through mid 2000s
- Innovation Focus Areas
  - GEO Footprint Expansion
  - Hardware Lifecycle Services
  - Distribution and Integration Labs
  - Software Licensing Solutions

Mid 2000s - 2016
- Innovation Focus Areas
  - Advanced Networking Solutions
  - Enterprise Software Integration Services
  - GEO and Category Expansion
  - Entry to Cloud and Digital Solutions

2017 and Beyond
- Innovation Focus Areas
  - Modern Workforce Solutions
  - Data Center and Cloud Services and Solutions
  - Digital Innovation Solutions
  - Expanded Delivery of Solutions and Services into Mid-Market
Third Quarter Operating Highlights

- PCM Integration ahead of plan - Expect ~$60-$65 million in annualized run-rate cost savings by year end
- Investing in sales and technical talent
- North America hardware booking trends improved double digits sequentially in the third quarter
  - Elevated backlog heading into fourth quarter
  - Fourth quarter hardware bookings trending positive year over year
- Partner Recognition
  - NetApp 2020 Cloud Innovation Partner of the Year
  - Dell Technologies 2019 Transformation Partner of the Year
- Named to Forbes World’s Best Employers 2020
Insight Recognition

2020 No. 409

**FORTUNE 500**

- Human Rights Campaign Foundation 2020
- Corporate Equality Index for LGBTQ-inclusive business practices

Fortune 100 Best Workplaces for Diversity

- Recognized on Gartner Magic Quadrant for Managed Workplace Services, North America (fourth year in a row)

**FORTUNE No. 23**

- on Fortune’s 50 Best Workplaces in Technology

**FORTUNE No. 23**


General Excellence, Best World Changing Idea for North America & Spaces, Places and Cities


- No. 15

- No. 1

- No. 500

- No. 15

- No. 1

- No. 1

- No. 1

- No. 1

- No. 1
Our Solutions Align to Industry Trends and Drive Business Outcomes for our Clients

- Product-focused Suppliers
  - Supply Chain Optimization
  - ...$...

- Outcome-based Clients
  - Connected Workforce
  - Cloud + Data Center Transformation
  - Digital Innovation

- Manage Today
- Transform Tomorrow

- CapEx
- OpEx
Insight Innovation in Action

Aircraft Manufacturer Optimizes Service Desk Support

Client Challenge

A luxury aircraft manufacturer needed to expand, optimize and modernize endpoint upgrades, collaboration, and end-user support.
- Needed upgrade 10,000+ PCs to Windows 10 OS.
- Current provider unable to scale support volume
- Required path to modern collaboration

Insight Delivered

- Implemented Insight Service Desk
  - Multiple support channels
  - New self-service capabilities
- Initiated staffing program with level 2 support engineers
- Transformed end-user architecture
  - Azure Active Directory
- Implemented Microsoft Teams to 15K users

Proposed Solution

- Modern Desktop Transformation Assessment
- Established client baselines against industry benchmarks
- Developed detailed modernization roadmap

Client outcome

- The client now has a consumer-like support experience, which has driven:
  - Lower costs
  - Better service levels
  - Faster ticket resolution
  - Improvements in end-user satisfaction
- All targeted PCs were upgraded on schedule

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  - Improvements in end-user satisfaction
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Insight Innovation in Action

Global Software and Supply Chain Management Company

Client Challenge
A global software and supply chain management company needed to evaluate data center efficiency prior to lease termination
- Aging infrastructure
- 5,000 virtual machines
- Outdated data management
- Consideration of cloud shift from on-prem

Proposed Solution
- Exhaustive assessment
- Exit strategy
- Migration and optimization planning
- Roadmap and implementation timeline

Insight Delivered
- SnapStart Assessment
- Multiphase project plans and execution
- Azure® architecture design and build-out
- Recommendations for server decommissioning and PaaS and SaaS services
- Migration roadmap to Microsoft® Azure

Client outcome
- Reduced complexity of delivering IT services
- Migration of more than 3,000 servers to Azure
- Retirement of approximately 1,500 servers
- A new infrastructure entirely rebuilt in Azure
- A seamless and risk-mitigated transition to the cloud
- Better prepared for future digital transformation
Our Strategic Assets Support Continued Growth

**Strategic Assets**

- Culture, People and Leadership
- Innovation Led | Solution Area Expertise
- Global Reach and Scale
- Diverse and Loyal Client and Partner relationships
- Operational Rigor and Financial Health

**Strategic Priorities**

- Continue to **Innovate** to capture share in high growth areas
- **Grow** with solutions that drive business outcomes for clients
- Expand and **Scale** in strategic clients and markets
- **Optimize** client experience and execution through operational excellence
# Disciplined Capital Allocation
Aligned with Shareholder Interests

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
</table>
| 1 | Invest organically | Scalable IT and service delivery platforms  
|   |   | Digital Marketing and client facing tools  
|   |   | Technical and sales talent  
| 2 | Pay down debt | Maintain modest leverage  
| 3 | Pursue strategic M&A | Cultural / strategic / financial/ integration  
|   |   | Accretive within the first full fiscal year following acquisition  
|   |   | ROIC at 300 bps above WACC by end of year three  
| 4 | Return excess cash to shareholders | Return some percentage of excess cash to shareholders after meeting other priorities  

Key 5-Year Imperatives to Deliver Value

- 8% – 10% (CAGR) Grow Sales Faster than the Market
- 5.0% – 5.5% Expand EBITDA Margin
- 19% – 21% Optimize Return on Invested Capital
- 50% – 52% Grow Services Gross Profit as % of Total GP

Value Creation for Insight Shareholders, Clients, Partners and Teammates
Appendix
Reconciliation of GAAP to Non-GAAP Financial Measures

<table>
<thead>
<tr>
<th>US Dollar in $000s</th>
<th>Trailing Twelve Months</th>
<th>Twelve Months Ended</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>September 30, 2020</td>
<td>December 31, 2015</td>
</tr>
<tr>
<td><strong>Adjusted Consolidated Earnings from Operations:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GAAP consolidated EFO</td>
<td>$255,549</td>
<td>$126,519</td>
</tr>
<tr>
<td>Severance and restructuring expenses</td>
<td>11,675</td>
<td>4,907</td>
</tr>
<tr>
<td>Acquisition and integration related expenses</td>
<td>4,477</td>
<td>-</td>
</tr>
<tr>
<td>Non-cash real estate impairment</td>
<td>-</td>
<td>800</td>
</tr>
<tr>
<td>Amortization of intangible assets</td>
<td>38,950</td>
<td>11,308</td>
</tr>
<tr>
<td>Impairment of property and equipment</td>
<td>1,501</td>
<td>-</td>
</tr>
<tr>
<td>Adjusted non-GAAP consolidated EFO</td>
<td>$312,153</td>
<td>$143,534</td>
</tr>
<tr>
<td><strong>Adjusted Consolidated Net Earnings:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GAAP consolidated net earnings</td>
<td>$162,202</td>
<td>$75,851</td>
</tr>
<tr>
<td>Severance and restructuring expenses</td>
<td>11,675</td>
<td>4,907</td>
</tr>
<tr>
<td>Acquisition-related expenses</td>
<td>4,478</td>
<td>-</td>
</tr>
<tr>
<td>Non-cash real estate impairment</td>
<td>-</td>
<td>800</td>
</tr>
<tr>
<td>Amortization of intangible assets</td>
<td>38,950</td>
<td>11,308</td>
</tr>
<tr>
<td>Construction in Process</td>
<td>1,501</td>
<td>-</td>
</tr>
<tr>
<td>Amortization of debt discount and issuance costs</td>
<td>11,461</td>
<td>-</td>
</tr>
<tr>
<td>Income taxes on adjustments</td>
<td>(17,047)</td>
<td>(5,232)</td>
</tr>
<tr>
<td>Adjusted non-GAAP consolidated net earnings</td>
<td>$213,220</td>
<td>$87,634</td>
</tr>
<tr>
<td><strong>Adjusted Diluted EPS:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GAAP diluted EPS</td>
<td>$4.57</td>
<td>$1.98</td>
</tr>
<tr>
<td>Severance and restructuring expenses</td>
<td>0.33</td>
<td>0.13</td>
</tr>
<tr>
<td>Acquisition-related expenses</td>
<td>0.12</td>
<td>-</td>
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<tr>
<td>Non-cash real estate impairment</td>
<td>-</td>
<td>0.02</td>
</tr>
<tr>
<td>Amortization of intangible assets</td>
<td>1.09</td>
<td>0.30</td>
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<tr>
<td>Construction in Process</td>
<td>0.04</td>
<td>-</td>
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<tr>
<td>Amortization of debt discount and issuance costs</td>
<td>0.32</td>
<td>(0.14)</td>
</tr>
<tr>
<td>Income taxes on adjustments</td>
<td>(0.48)</td>
<td></td>
</tr>
<tr>
<td>Adjusted non-GAAP diluted EPS</td>
<td>$5.99</td>
<td>$2.29</td>
</tr>
</tbody>
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