

Insight Enterprises, Inc

Company Overview

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.

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Insight
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

$7.7 Billion
2019 Net Sales
8% 5 YR CAGR

$282 Million
2019 Adjusted EFO*
13% 5 YR CAGR

$5.42
2019 Adjusted Diluted EPS* **20%** 5 YR CAGR

Services

24%
2019 Services Sales 4 YR CAGR

47%
2019 Services GP to Total GP

18%
2019 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.

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Track Record of Innovation

1980s through mid 2000s	Mid 2000s - 2016	2017 and Beyond
Reseller	IT services	Global Intelligent Technology Solutions Provider

Innovation Focus Areas

GEO Footprint Expansion

Hardware Lifecycle Services

Distribution and Integration Labs

Software Licensing Solutions

Innovation Focus Areas

Advanced Networking Solutions

Enterprise Software Integration Services

GEO and Category Expansion

Entry to Cloud and Digital Solutions

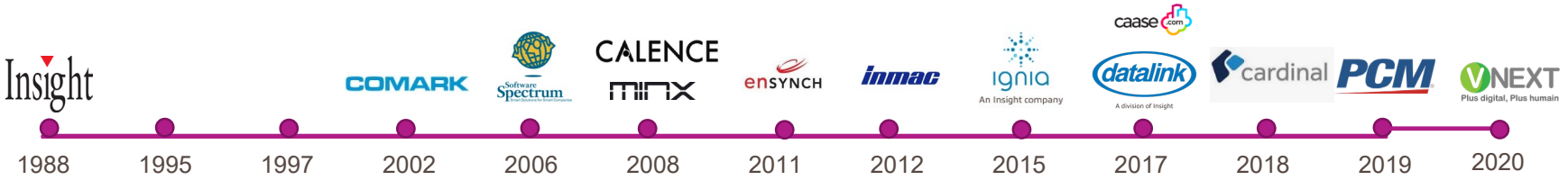
Innovation Focus Areas

Modern Workforce Solutions

Data Center and Cloud Services and Solutions

Digital Innovation Solutions

Expanded Delivery of Solutions and Services into Mid-Market



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PCM Integration Update



- Effectively completed the onboarding of all PCM clients to SAP platform
- Aligned PCM team to North America and EMEA go-to-market structure
- Well positioned to compete as single brand in marketplace
- Expect ~$50-$55 million in annualized run-rate cost savings by year end

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Insight Recognition

2020
No. 409
FORTUNE 500

Fortune 100 Best Workplaces for Diversity

FORTUNE 100 BEST WORKPLACES FOR DIVERSITY 2019

FORTUNE
No. 23
on Fortune's 50 Best Workplaces in Technology"

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

FAST COMPANY WORLD CHANGING IDEAS 2020

HUMAN RIGHTS CAMPAIGN FOUNDATION

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

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

Gartner

Named a Strong Performer in "The Forrester Wave™: Midsize Agile Software Development Service Providers" 2019 report

FORRESTER®

THE CHANNEL CO. CRN SOLUTION PROVIDER 500 2020 + THE CHANNEL CO. CRN MSP 500 2020 + THE CHANNEL CO. CRN ELITE 150 2020

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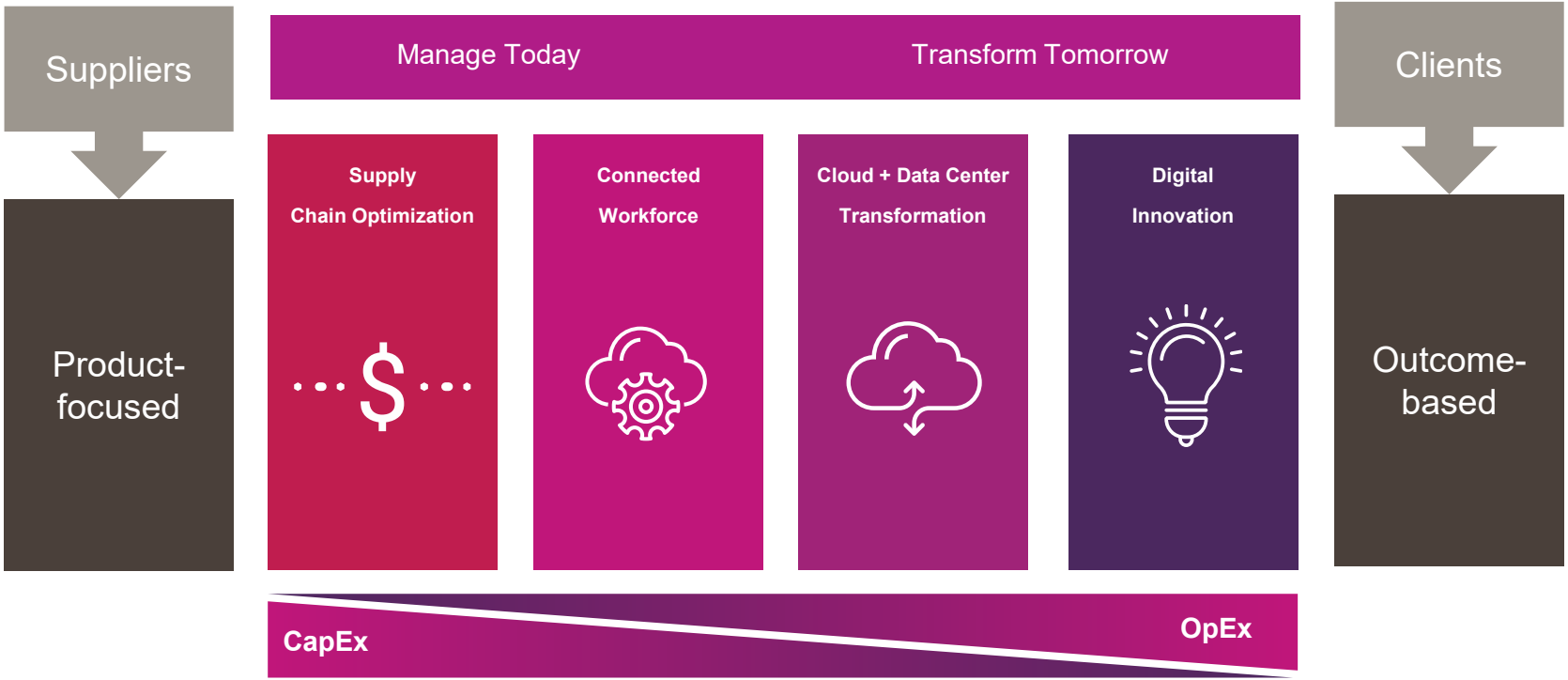
MSP 501
Channel Futures.

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Our Solutions Align to Industry Trends and Drive Business Outcomes for our Clients



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Insight Innovation in Action

Supply Chain Optimization

Microsoft U.S. Partner of the Year

Microsoft U.S. and Canada Fastest Growing Surface Reseller

Cisco Americas Partner of the Year

Cisco Marketing Partner of the Year

HP Print Hardware Partner of the Year

HPE International Partner Program

Red Hat NA Commercial National Value Add Partner of the Year

Connected Workforce

Microsoft Customer Experience Partner of the Year

Cisco Contact Center Growth Partner of the Year

Cisco Customer Experience Partner of the Year

Cisco Canada Sales Acceleration Partner of the Year

Oracle Markie Award for Best Demonstrated ROI in Service

Cloud + Data Center Transformation

Aruba U.S. National Partner of the Year

Cisco Americas Meraki Growth Partner of the Year

Dell Technologies NA Transformational Partner of the Year

Digital Innovation

Intel Innovation Partner of the Year

Cisco Canada Innovator of the Year

Databricks Partner of the Year

Microsoft Canada National Large Solution Provider

Microsoft Worldwide Retail Partner of the Year (finalist)

Microsoft Worldwide Solution Assessment Partner of the Year (finalist)

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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

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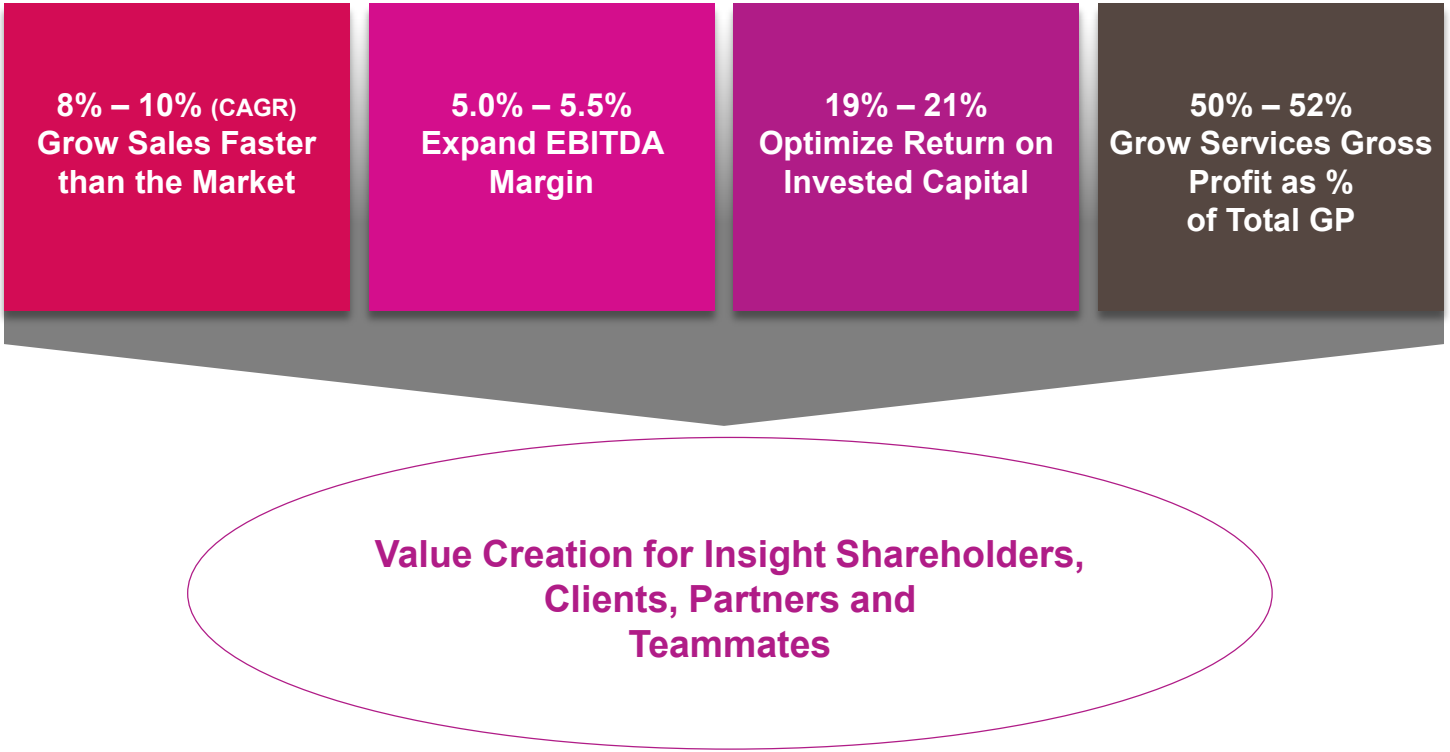
Disciplined Capital Allocation Aligned with Shareholder Interests

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

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Key 5-Year Imperatives to Deliver Value



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Appendix

Reconciliation of GAAP to Non-GAAP Financial Measures

US Dollar in $000s except per share data	Twelve Months Ended December 31 2019	2014
Adjusted Consolidated Earnings from Operations:		
GAAP consolidated EFO	$ 240,594	$ 131,003
Severance and restructuring expenses	5,425	4,433
Acquisition-related expenses	11,342	-
Amortization of intangibles	22,985	11,327
Impairment of construction in process	1,501	5,178
Adjusted non-GAAP consolidated EFO	$ 281,847	$ 151,941
Adjusted Consolidated Net Earnings		
GAAP consolidated net earnings	$ 159,407	$ 75,684
Severance and restructuring expenses	5,425	4,433
Acquisition-related expenses	11,342	-
Amortization of intangibles	22,985	11,327
Impairment of property and equipment	1,501	5,178
Amortization of debt discount and issuance costs	4,223	-
Income taxes on non-GAAP adjustments	(10,073)	(7,169)
Adjusted non-GAAP consolidated net earnings	**$ 194,810**	$ 89,453
Adjusted Diluted EPS		
GAAP dilued EPS	$ 4.43	$ 1.83
Severance and restructuring expenses	0.15	0.09
Acquisition-related expenses	0.32	-
Amortization of intangibles	0.64	0.28
Impairment of construction in process	0.04	0.13
Amortization of debt discount and issuance costs	0.12	-
Income taxes on non-GAAP adjustments	(0.28)	(0.16)
Adjusted non-GAAP EPS	$ 5.42	$ 2.17

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