Insight Enterprises, Inc

Company Overview

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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 can be found in the Appendix of this presentation.

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Insight at a Glance

Profile

30+ years
Evolving in dynamic industry

19 Countries
Serving clients around the globe

No. 360
2021 Fortune 500

Results

$9.2 Billion
TTM 9-30-21 Net Sales
11% 5 YR CAGR

$352 Million
TTM 9-30-21 Adjusted EFO*
16% 5 YR CAGR

$6.84
TTM 9-30-21 Adj EPS*
19% 5 YR CAGR

Services

21%
TTM 9-30-21 Services Sales
5 YR CAGR

49%
TTM 9-30-21 Services GP
to Total GP

21%
TTM 9-30-21 Cloud GP
to Total GP

Talent

11,000+
Teammates Worldwide

7,700+
Sales and service delivery professionals

4,400+
Technical Resources

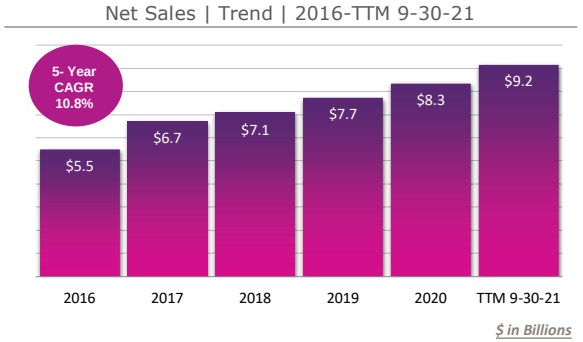
All Financial Metrics through 12/31/2018 exclude PCM

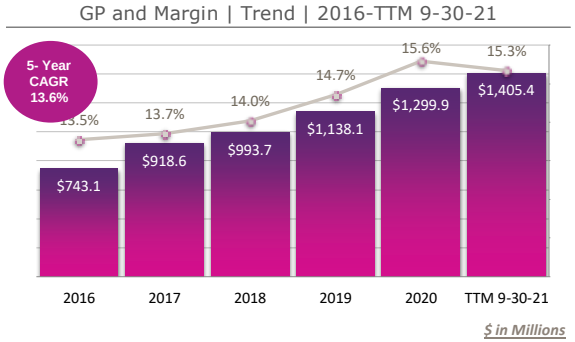
* Adjusted Non-GAAP measure excludes severance and restructuring expense and other unique items. See Non-GAAP information section in the Appendix of this presentation.

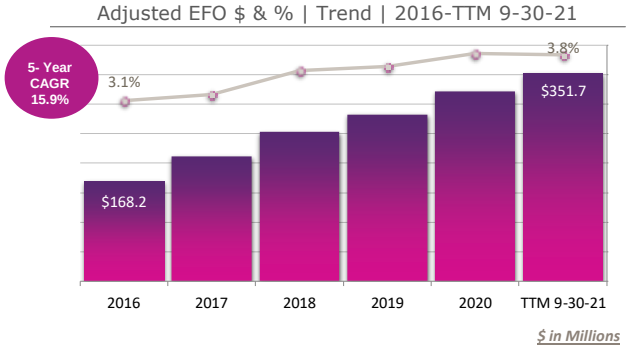
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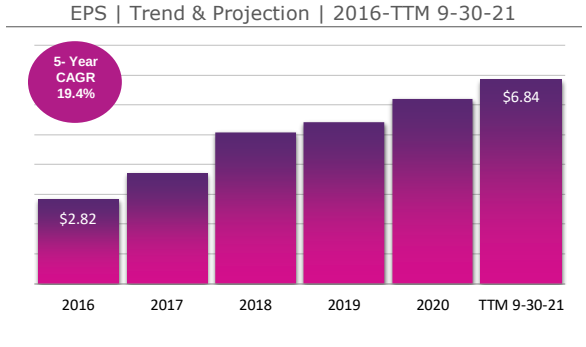
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Track Record of Growth









* 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	**Innovation Focus Areas**	**Innovation Focus Areas**
GEO Footprint Expansion	Advanced Networking Solutions	Modern Workforce Solutions
Hardware Lifecycle Services	Enterprise Software Integration Services	Data Center and Cloud Services and Solutions
Distribution and Integration Labs	GEO and Category Expansion	Digital Innovation Solutions
Software Licensing Solutions	Entry to Cloud and Digital Solutions	Expanded Delivery of Solutions and Services into Mid-Market



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Third Quarter 2021 Highlights and Expectations

- Top line growth of 26% driven by hardware net sales which were up 36% compared to prior year
- Gross margin 14.9%
- GAAP EFO up 35% from last year
- Adjusted EFO* up 30% from last year
- Adjusted return on invested capital* 14.4%, up from 11.9% last year
- Hardware booking trends strong throughout the quarter
- Elevated hardware backlog at the end of the quarter and pipeline for future sales at healthy levels
  - Expect about 50% of backlog to ship out during Q4
- Clients continued to leverage cloud solutions
  - ***21%** - Cloud as a percentage of total gross profit up more than 200 bps year over year***

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* See Appendix for reconciliation of non-GAAP measures
** For the twelve-month period ended September 30, 2021

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2021 Industry Accolades

No. 360
FORTUNE500

FORTUNE'S
100 BEST WORKPLACES FOR DIVERSITY

FORTUNE WORLD'S MOST ADMIRED COMPANIES® 2021

BEST PLACES TO WORK
CORPORATE EQUALITY INDEX | 2021

LGBTQ Equality | 95 out of 100

Forbes 2021
WORLD'S BEST EMPLOYERS
POWERED BY STATISTA

No. 12 in IT
Improving from
No. 27 in 2020

No. 140 | 2021 America's Best for Diversity

No. 62 | 2020 Best Employers for Veterans

Great Place To Work.
Certified
AUG 2021-AUG 2022
USA

U.S. Best Places to Work

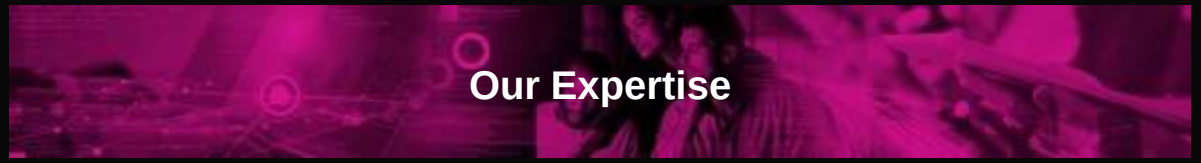
- No. 1 | Inland Northwest
- No. 4 | Columbus CEO Magazine
- No. 5 | Phoenix Business Journal
- No. 7 | Triangle Business Journal
- No. 46 | Chicago Tribune
- No. 58 | Best Workplaces in Texas

International Best Places to Work

- No. 3 | UK Best Workplaces 2021
- No. 8 | UK Best Workplaces in Tech 2020
- No. 15 | Australia Best Places to Work 2021
- No. 2 | Austria Best Places to Work 2020
- No. 2 | Italy Best Places to Work 2021
- Achievers 50 Most Engaged Workplaces: Elite 8 winner for Accountability & Performance
- Montreal Top Employers 2021
- Singapore Best Workplaces 2021
- Singapore Best Workplaces in Tech
- New Zealand Best Workplaces 2021
- UK Excellence in Wellbeing 2020

Great Place To Work.
Europe's Best Workplaces
2021

Driving Digital Transformation



Our Expertise

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 multi-cloud and networking solutions to drive business transformation

Intelligent Edge

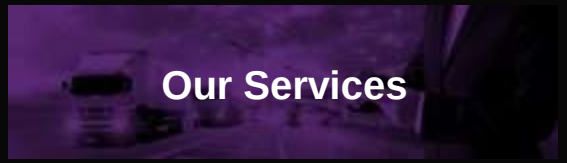
Gather and utilize data in the most efficient way possible to enable real-time decision making and affect pivotal outcomes

Data and AI

Leverage analytics and AI to transform business operations and user experiences

Cybersecurity

Mitigate risks and secure business assets



Our Services

Hardware, Software and Lifecycle

Simplify supply chain and streamline costs across the global hardware and software lifecycle

Managed Services

Eliminate business disruption and strategically align resources

Consulting Services

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

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	**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
3	**Return excess cash to shareholders**	Return some percentage of excess cash to shareholders after meeting other priorities
4	**Pay down debt**	Maintain modest leverage

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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

*5-year CAGR base year is 2019

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Appendix

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Reconciliation of GAAP to Non-GAAP Financial Measures

US Dollar in $000s, except per share data	Three Months Ended Sep 30, 2021	Three Months Ended Sep 30, 2020	Nine Months Ended Sep 30, 2021	Nine Months Ended Sep 30, 2020
Adjusted Consolidated Earnings from Operations:				
GAAP consolidated EFO	$ 83,151	$ 61,482	$ 238,644	$ 188,533
Amortization of intangible assets	7,988	9,433	24,097	29,555
Other	2,396	926	(3,217)	12,157
Adjusted non-GAAP consolidated EFO	$ 93,535	$ 71,841	$ 259,524	$ 230,245

Note: Adjusted consolidated earnings from operations exclude (i) severance and restructuring expenses, (ii) certain acquisition and integration related expenses, (iii) amortization of intangible assets, and (iv) the tax effects of each of these items, as applicable.

US Dollar in $000s	Twelve Months Ended Sep 30, 2021	Twelve Months Ended Sep 30, 2020
Adjusted Return on Invested Capital:		
GAAP consolidated EFO	$ 321,679	$ 255,549
Other	5,917	17,654
Adjusted non-GAAP consolidated EFO*	327,596	273,203
Income tax expense**	85,175	71,033
Adjusted non-GAAP consolidated EFO, net of tax	$ 242,421	$ 202,170
Average stockholders' equity***	$ 1,367,940	$ 1,176,754
Average debt***	432,693	636,215
Average cash***	(111,493)	(109,396)
Invested Capital	$ 1,689,140	$ 1,703,573
ROIC (from GAAP consolidated EFO)****	14.09%	11.10%
ROIC (from Adjusted non-GAAP consolidated EFO)*****	14.35%	11.87%

* 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 $83,637 and $66,443 for the twelve months ended September 30, 2021, and 2020, respectively, divided by invested capital.

***** Computed as Adjusted non-GAAP consolidated EFO, net of tax, divided by invested capital.

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Reconciliation of GAAP to Non-GAAP Financial Measures

US Dollar in $000s, except per share data	Trailing Twelve Months September 30, 2021	Twelve Months Ended December 31, 2016
Adjusted Consolidated Earnings from Operations:		
GAAP consolidated EFO	$ 321,679	$ 148,832
Amortization of intangible assets	32,077	10,637
Other	(2,096)	8,689
Adjusted non-GAAP consolidated EFO	$ 351,660	$ 168,158
Adjusted Consolidated Net Earnings:		
GAAP consolidated net earnings	$ 210,600	$ 84,690
Amortization of intangible assets	32,077	10,637
Amortization of debt discount and issuance costs	11,994	-
Other	(2,096)	8,689
Income taxes on non-GAAP adjustments	(10,154)	(1,414)
Adjusted non-GAAP consolidated net earnings	$ 242,421	$ 102,602
Adjusted Diluted EPS:		
GAAP diluted EPS	$ 5.77	$ 2.32
Amortization of intangible assets	0.88	0.29
Amortization of debt discount and issuance costs	0.33	-
Other	(0.06)	0.24
Income taxes on non-GAAP adjustments	(0.27)	(0.04)
Impact of benefit from note hedge	0.19	-
Adjusted non-GAAP diluted EPS	$ 6.84	$ 2.82
Shares used in diluted EPS calculation	36,192	36,438
Impact of benefit from note hedge	(1,403)	-
Shares used in Adjusted non-GAAP diluted EPS calculation	34,789	36,438

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