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.

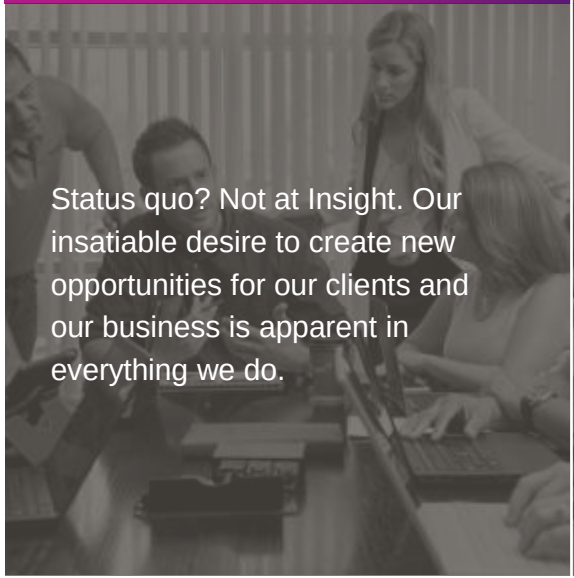
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We Live by Our Core Values

Hunger	Heart	Harmony
 Status quo? Not at Insight. Our insatiable desire to create new opportunities for our clients and our business is apparent in everything we do.	 We seek to have a positive impact in the lives of the people we serve by always putting our clients, partners and teammates first.	 We are many teammates on one global team. We invite perspective, and we celebrate each other's unique contributions as we work together.

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2021 Industry Accolades

No. 360
FORTUNE 500

FORTUNE WORLD'S MOST ADMIRED COMPANIES® 2021

THE ORG

Most Gender Diverse Executive Teams in Technology for 2021

THE BEST EMPLOYERS FOR DIVERSITY | Forbes 2021

Forbes | 2020 WORLD'S BEST EMPLOYERS
POWERED BY STATISTA

Forbes
AMERICA'S BEST EMPLOYERS FOR VETERANS 2020

BEST PLACES TO WORK
CORPORATE EQUALITY INDEX | 2021

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. 10 | UK Best Workplaces in Tech 2021
- No. 12 | UK Best Places for Women 2021
- No. 15 | Australia Best Places to Work 2021
- No. 2 | Austria Best Places to Work 2020
- No. 2 | Italy Best Places to Work 2021
- UK Excellence in Wellbeing 2020-2021
- No. 3 | Singapore Best Places in Tech 2021
- No. 6 | Singapore Best Workplaces 2021
- New Zealand: Great Place to Work certified
- Montreal Top Employers 2021
- Achievers 50 Most Engaged Workplaces: Elite 8

Great Place To Work. Europe's Best Workplaces 2021

INSIGHT LEADERSHIP RECOGNITIONS

Glynis Bryan
Phoenix Business Journal
2021 Most Admired Leaders

Jeff Shumway
ArizonaCIO
Global CIO of the Year

John Dathan
GDS Group CIO Summit
Tech Leader of the Year

Samuel C. Cowley
AZ Business Magazine
General Counsel of the Year

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2021 Partner Recognitions

Migration to Azure Partner of the Year

Solution Assessments Partner of the Year

Surface & M365 Solution Selling Partner of the Year

Microsoft US Partner Award in Modernizing Applications

Microsoft Security 20/20 Partner of the Year

1. Microsoft Azure Security Deployment
2. Microsoft Security GTM (finalist)
3. Microsoft 365 Security Deployment (finalist)

Microsoft Canada Impact Awards

1. Co-sell Impact Award
2. National Large Solution Provider
3. Tech Intensity Impact Award

Excellence in Growth Partner of the Year



Americas Investment Partner of the Year

Public Sector – Federal Rising Star

Global Finance Partner of the Year

U.S. Innovation Partner of the Year

Software Partner of the Year

Keystone and SLED Partner of the Year

North America Commercial Partner of the Year

Top National Business Partner of the Year

North America Partner Value Award

Positioned in Gartner Magic Quadrant for Managed Workplace Services, NA (5th year) and Gartner Magic Quadrant for SAM Managed Services, NA

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We Have Global Reach

30+ years
Evolving in dynamic industry

19 Countries
Serving clients around the globe

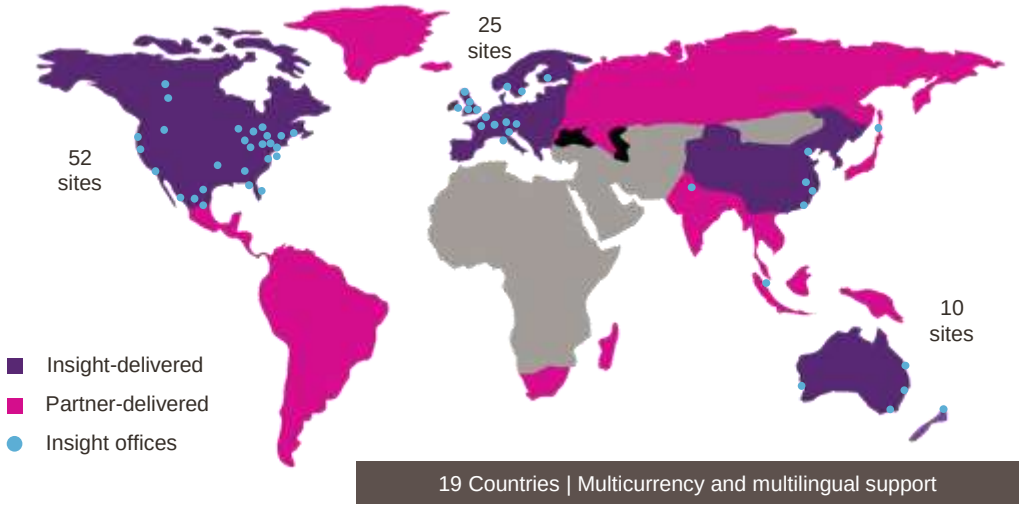
No. 360
2021 Fortune 500

11,600+
Teammates Worldwide

3,600+
Sales

4,600+
Skilled, certified, and service delivery professionals

3,300+
Management, administration and distribution

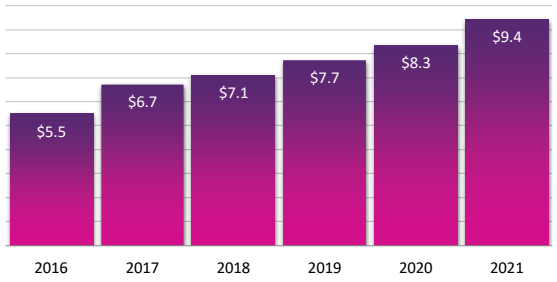


19 Countries | Multicurrency and multilingual support

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Track Record of Growth

Net Sales | Trend | 2016-2021

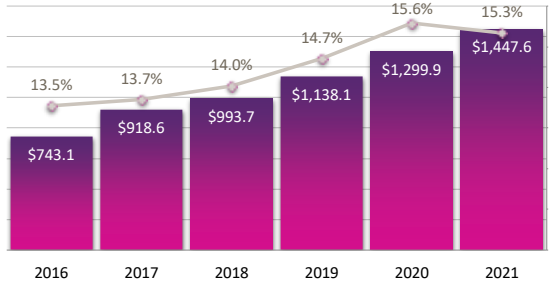


$ in Billions

5- Year CAGR 11%

22%
2021 Services Sales 5 YR CAGR

GP and Margin | Trend | 2016-2021



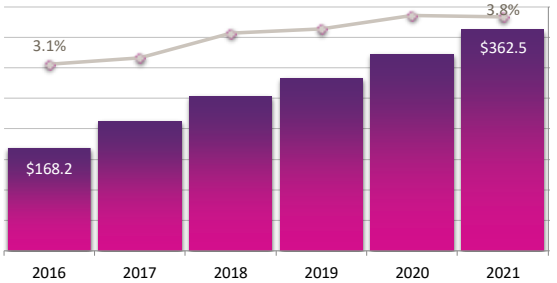
$ in Millions

5- Year CAGR 14%

49%
2021 Services GP to Total GP

18%
2021 Cloud GP* to Total GP

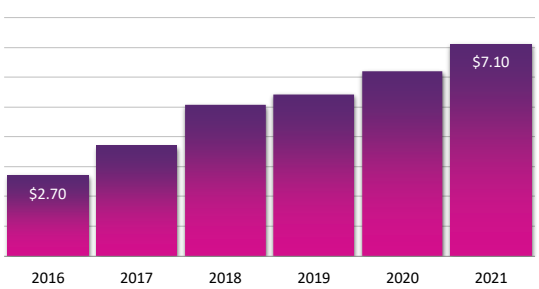
Adjusted EFO $ & % | Trend | 2016-2021



$ in Millions

5- Year CAGR 17%

Adjusted EPS | Trend & Projection | 2016-2021



5- Year CAGR 21%

Note: Adjusted Non-GAAP measures exclude severance and restructuring expense and other unique items. See Non-GAAP information section in the Appendix of this presentation.
* Cloud results are exclusive of any tier 2 or cloud service provider net sales, which were previously included in our stated cloud results. For comparability to prior year, 2020 Cloud GP to Total GP was 17%.

All financial metrics through 12/31/2018 exclude PCM

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Track Record of Innovation

1980s through mid 2000s

Reseller

Innovation Focus Areas

GEO Footprint Expansion

Hardware Lifecycle Services

Distribution and Integration Labs

Software Licensing Solutions

Mid 2000s - 2016

IT services

Innovation Focus Areas

Advanced Networking Solutions

Enterprise Software Integration Services

GEO and Category Expansion

Entry to Cloud and Digital Solutions

2017 and Beyond

Global Intelligent Technology Solutions Provider

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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Achieving Better Business Outcomes Takes Insight

At Insight, we architect, implement, manage and secure intelligent technology solutions that maximize the value of technology today and accelerate tomorrow.



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Well Positioned to Help Organizations

Modern Workplace

Create a productive, flexible and secure workplace.

Data and AI

Leverage analytics and AI to transform business operations and user experiences.

Cybersecurity

Mitigate risks and secure business assets.



Intelligent Edge

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

Modern Apps

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

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.

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Top Strategic Technology Trends for 2022

Accelerating Growth

- Generative AI
- Autonomic Systems
- Total Experience
- Distributed Enterprise



Sculpting Change

- AI Engineering
- Hyperautomation
- Decision Intelligence
- Composable Applications



Engineering Trust

- Cloud-Native Platforms
- Privacy-Enhancing Computation
- Cybersecurity Mesh
- Data Fabric



Source: Gartner

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Insurance Company Drives Culture for Next-Gen Claims

Client Challenge

- Internal directive to mobilize a team of in-house developers to build a new, custom, internal claims processing application
- Lack of existing cultures for acceleration and improved project delivery

Solution

Insight's goal was to introduce proven practices while assessing the client's acceptable change of pace

Delivery was focused into three phases: Immerse | Enable | Evolve

Insight delivered our strongest partner experts as well as an expert to guide enablement and guarantee a seamless user experience as we enabled tools and engagements including:

- User story mapping sessions
- Forecasting exercises
- Agility health checks

Outcomes

- Enterprise initiative delivered on time and within budget
- Accuracy and efficiency benefits
- Value delivery accelerated 26% over baseline

Key Takeaways:

Frameworks enabled development and rollout of a competitive next-gen claims processing application as well as scale and customization as the organization evolves

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Utility Company Leverages Managed Services for Urgent Security Initiative

Client Challenge

Mobilizing in-house resources to meet an abrupt TSA Security Directive in the wake of a high-profile outage

Solution

A new, fully managed program with simplified workstreams supported by a team of experts

To simply and streamline the tasks at hand, Insight consolidated the initial 11 workstreams into five with respect to key dependencies and competencies



Vulnerability Management



Network and Infrastructure



Detection



Data Protection



Identity

Benefits

- Velocity for responding to government security mandates **within a strict timeframe**
- Resources for effectively **managing workflows and government requirements**
- Decreased risk to the organization **through Insight's security expertise**
- Reduced number of vendors and integrators **with Insight's scope**
- **Full compliance** with federal security regulations

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Disciplined Capital Allocation Aligned with Shareholder Interest

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

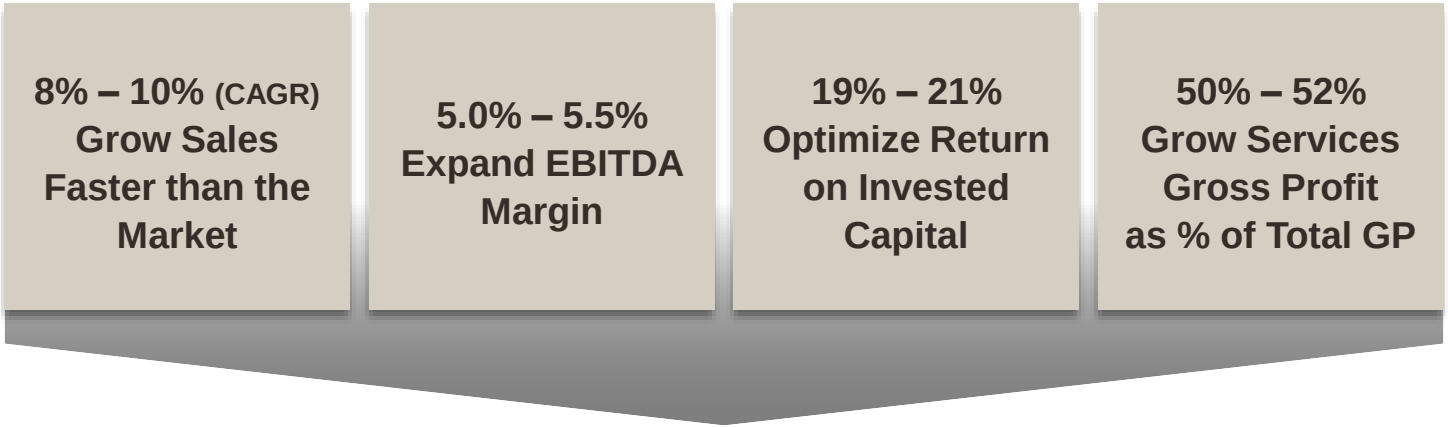
4 Pay down debt

Maintain modest leverage

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Key 5-Year Imperatives* to Deliver Value



Value Creation for Insight Shareholders, Clients, Partners and Teammates

*5-year CAGR base year is 2019

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Full Year 2022 Outlook

- Adjusted diluted earnings per share* is expected to be between $7.65 and $7.85 per share for the full year 2022
- 2022 net sales expected to grow mid-single digits over prior year
- Assumptions:
  - Interest expense between $30 and $35 million
  - Effective tax rate of 25% to 26% for the full year 2022
  - Capital expenditures of $75 to $80 million, including final completion of our new corporate headquarters
  - Average share count for the full year of 35.6 million shares
- Exclusions:
  - Acquisition related intangibles amortization expense of approximately $31 million (posted on website)
  - 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.

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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	Twelve Months Ended December 31, 2021	Twelve Months Ended December 31, 2016
Adjusted Consolidated Earnings from Operations:		
GAAP consolidated EFO	$ 332,061	$ 148,832
Amortization of intangible assets	32,045	10,637
Other	(1,634)	8,689
Adjusted non-GAAP consolidated EFO	$ 362,472	$ 168,158
Adjusted Consolidated Net Earnings:		
GAAP consolidated net earnings	$ 219,345	$ 84,690
Amortization of intangible assets	32,045	10,637
Amortization of debt discount and issuance costs	12,124	-
Other	(1,634)	8,689
Income taxes on non-GAAP adjustments	(10,325)	(5,594)
Adjusted non-GAAP consolidated net earnings	$ 251,555	$ 98,422
Adjusted Diluted EPS:		
GAAP diluted EPS	$ 5.95	$ 2.32
Amortization of intangible assets	0.87	0.29
Amortization of debt discount and issuance costs	0.33	-
Other	(0.04)	0.24
Income taxes on non-GAAP adjustments	(0.28)	(0.15)
Impact of benefit from note hedge	0.27	-
Adjusted non-GAAP diluted EPS	$ 7.10	$ 2.70
Shares used in diluted EPS calculation	36,863	36,438
Impact of benefit from note hedge	(1,453)	-
Shares used in Adjusted non-GAAP diluted EPS calculation	35,410	36,438

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