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.

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.

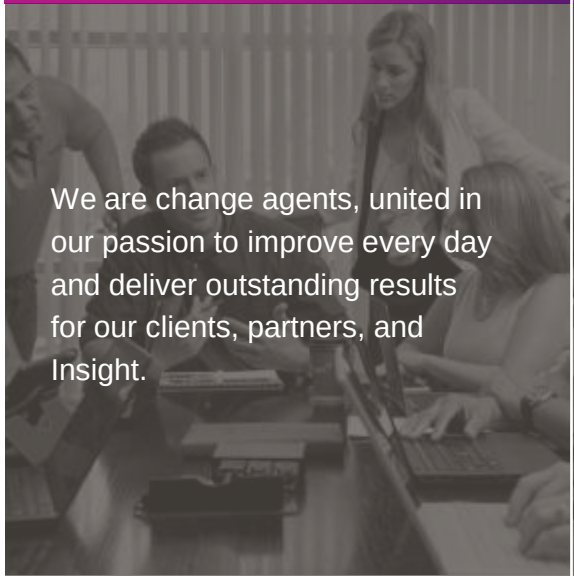
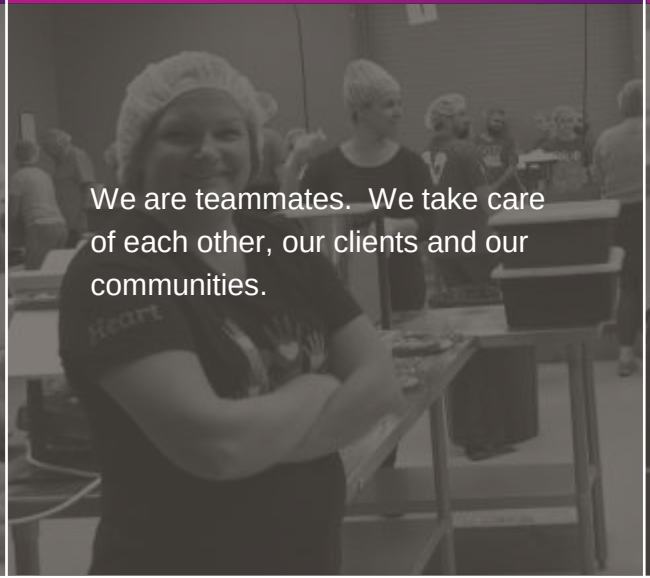
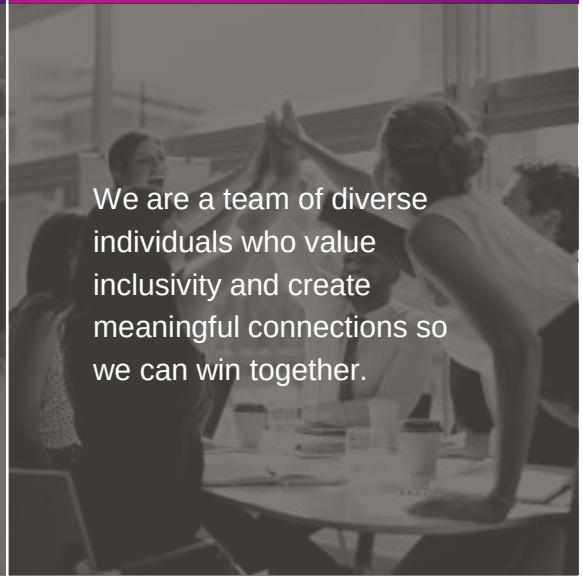
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We Live by Our Core Values

Hunger	Heart	Harmony
 We are change agents, united in our passion to improve every day and deliver outstanding results for our clients, partners, and Insight.	 We are teammates. We take care of each other, our clients and our communities.	 We are a team of diverse individuals who value inclusivity and create meaningful connections so we can win together.

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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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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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We Have Global Reach

30+ years
Evolving in dynamic industry

19 Countries
Serving clients around the globe

No. 59
2022 Forbes Best Employer for Diversity

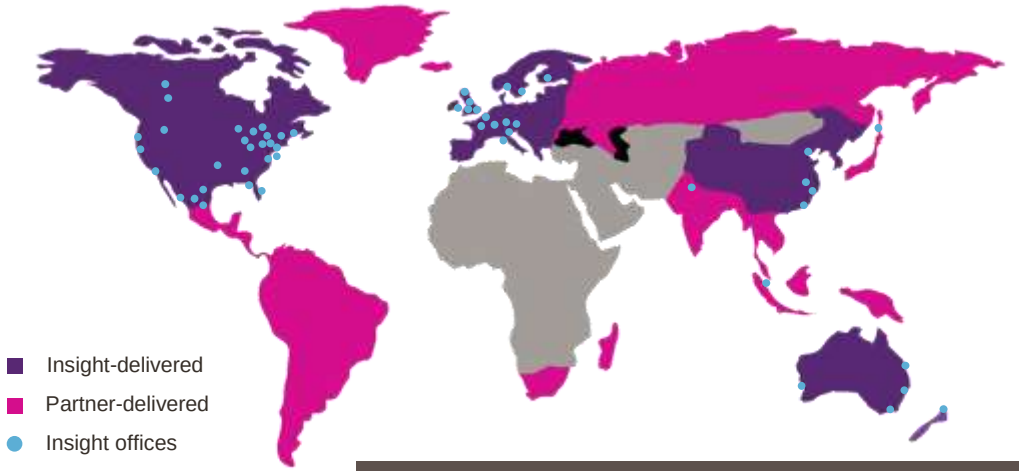
No. 360
2021 Fortune 500

11,600+
Teammates Worldwide

3,600+
Sales

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

3,300+
Management, administration and distribution

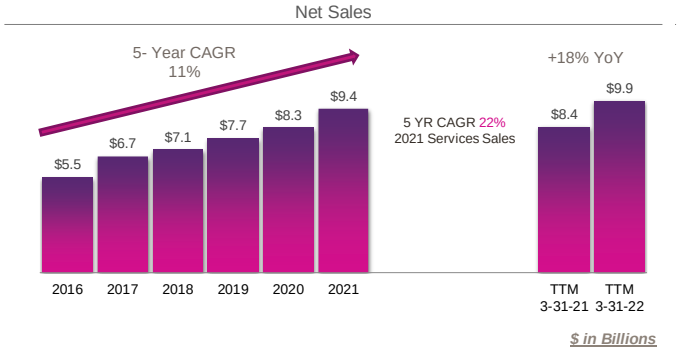


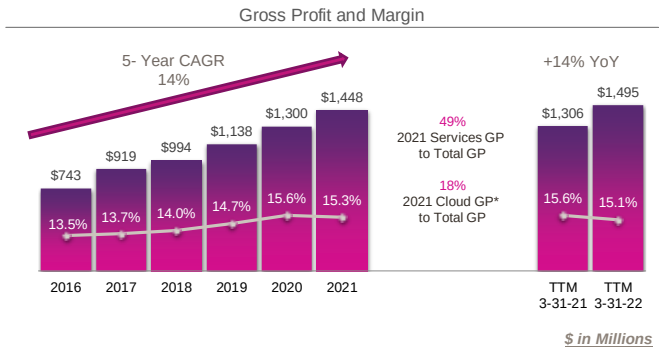
19 Countries | Multicurrency and multilingual support

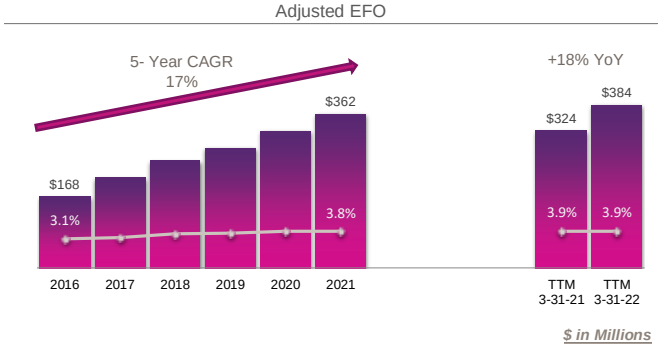
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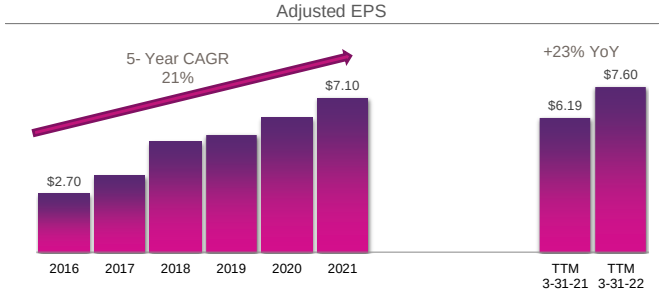
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Track Record of Growth









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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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

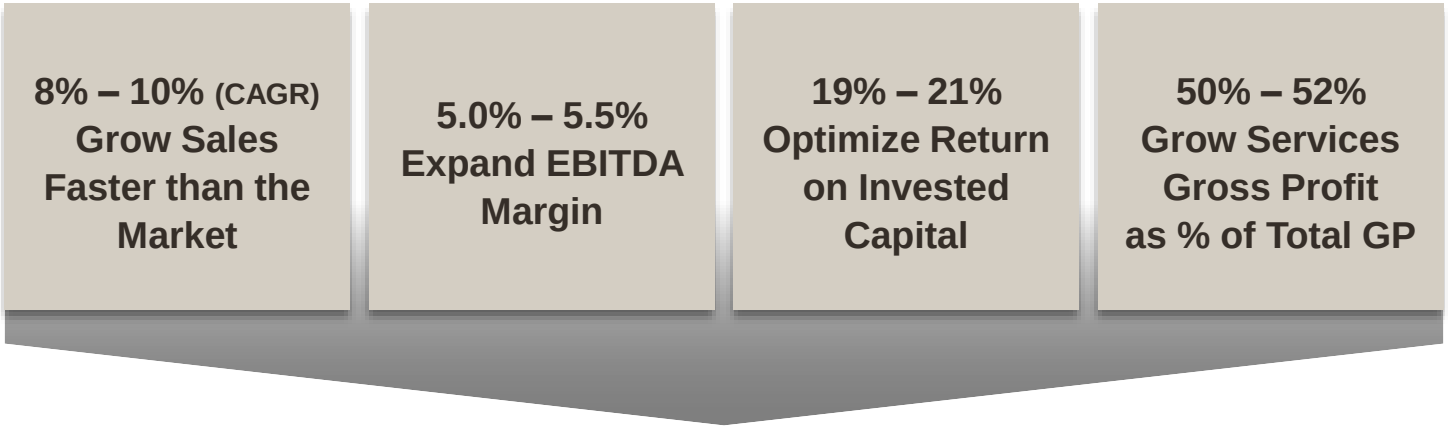
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Appendix

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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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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

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

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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.

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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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Reconciliation of GAAP to Non-GAAP Financial Measures

US Dollar in $000s, except per share data	Twelve Months Ended March 31, 2022	Twelve Months Ended March 31, 2021
Adjusted Consolidated Earnings from Operations:		
GAAP consolidated EFO	$ 344,886	$ 285,736
Amortization of intangible assets	31,929	35,468
Other	6,889	2,928
Adjusted non-GAAP consolidated EFO	$ 383,704	$ 324,132
Adjusted Consolidated Net Earnings:		
GAAP consolidated net earnings	$ 232,808	$ 181,847
Amortization of intangible assets	31,929	35,468
Amortization of debt discount and issuance costs	9,141	11,737
Other	6,889	2,928
Income taxes on non-GAAP adjustments	(11,823)	(12,342)
Adjusted non-GAAP consolidated net earnings	$ 268,944	$ 219,638
Adjusted Diluted EPS:		
GAAP diluted EPS	$ 6.30	$ 5.09
Amortization of intangible assets	0.86	0.99
Amortization of debt discount and issuance costs	0.25	0.33
Other	0.19	0.08
Income taxes on non-GAAP adjustments	(0.32)	(0.34)
Impact of benefit from note hedge	0.32	0.03
Adjusted non-GAAP diluted EPS	$ 7.60	$ 6.19
Shares used in diluted EPS calculation	36,933	35,708
Impact of benefit from note hedge	(1,613)	(1,039)
Shares used in Adjusted non-GAAP diluted EPS calculation	35,320	34,669

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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 %

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

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