Insight Enterprises, Inc.

Second Quarter 2022

Earnings Conference Call and Webcast

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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 those related to coronavirus strain COVID-19 (“COVID-19”), our future responses to and the impact of COVID-19 on our Company, our expectations about future financial results, our expectations regarding current supply constraints, our expectations regarding backlog shipments, future expected 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 forward-looking statements and 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 the 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. These non-GAAP measures are used by the Company and its management to evaluate financial performance against budgeted amounts, to calculate incentive compensation, to assist in forecasting future performance and to compare the Company’s results to those of the Company’s competitors. The Company believes that these non-GAAP financial measures are useful to investors because they allow for greater transparency, facilitate comparisons to prior periods and the Company’s competitors’ results and assist in forecasting performance for future periods. These non-GAAP financial measures are not prepared in accordance with GAAP and may be different from non-GAAP financial measures presented by other companies. Non-GAAP financial measures should not be considered as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP.

- **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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THE INSIGHT WAY

Hunger

We are change agents, united in our passion to improve every day and deliver outstanding results for our clients, partners and Insight.

Heart

We are teammates. We take care of each other, our clients and our communities.

Harmony

We are a team of diverse individuals who value inclusivity and create meaningful connections so we can win together.





2022 business goals

Earn client loyalty.
Be client-obsessed and deliver exceptional client outcomes.

Drive profitable growth.
Deliver high-value solutions supported by operational excellence and integrated global systems.

Lead with Services & Solutions
Deliver differentiated client outcomes leveraging our six areas of technical expertise, solutions skills and partner relationships.

Champion people, leadership and culture.
Create growth opportunities, invest in teammates, and live our values of Hunger, Heart and Harmony to be an employer of choice.

Our Expertise

- Modern Workplace
- Intelligent Edge
- Modern Apps
- Data & AI
- Modern Infrastructure
- Cybersecurity

Our Services

- Consulting Services
- Hardware, Software & Lifecycle Services
- Managed Services

Leadership commitments

- Create clarity.
- Inspire people.
- Demonstrate thought leadership.
- Deliver results.

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Well Positioned to Help Organizations

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 multicloud 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

Consulting Services

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

Hardware, Software and Lifecycle Services

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

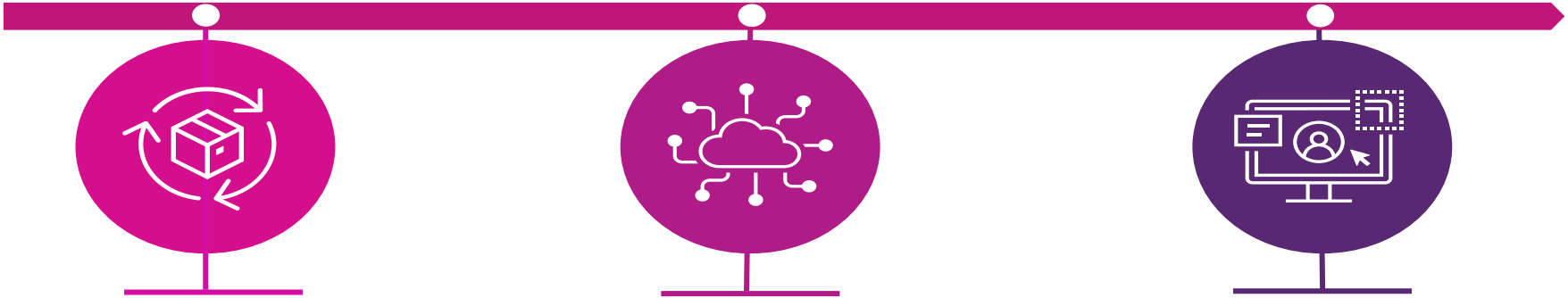
Managed Services

Eliminate business disruption and strategically align resources.

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State-of-the-Art Data Center to Support Expanding Business Needs



The challenge:

- Design and build a new data center
- Improve business operations, enhance security, scalability and performance
- Maintain 24x7 online access during transition
- Lower the total cost of ownership

The solution:

- Deployed a team of 30 experts with over 120 different certifications
- Used SnapStart™ to map on- and off-premises data centers
- Migrated and consolidated databases to Microsoft Azure
- Segmented datacenter workloads to enhance security and resiliency

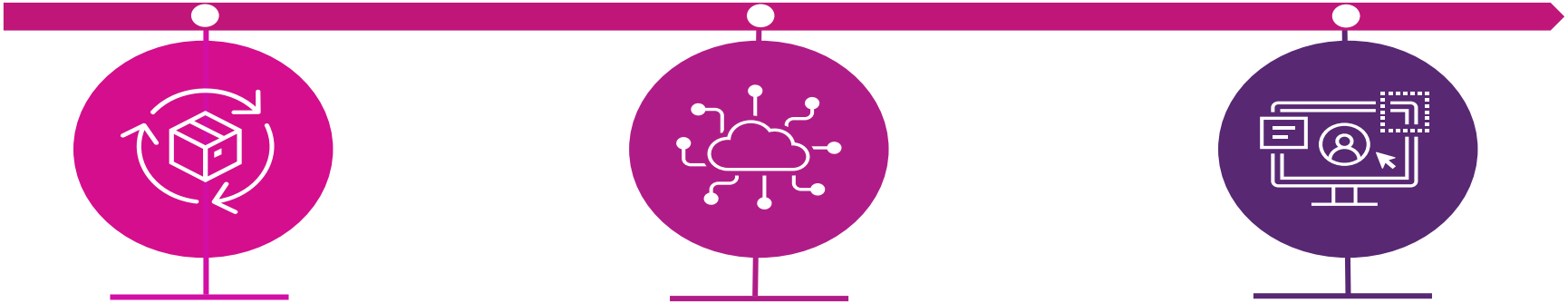
The results:

- ~$3 million in cost savings
- No disruption during datacenter transition
- Enhanced security and resiliency
- Remain engaged with Client to evaluate a business continuity and disaster recovery program

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Leader in Vocational Education Adopts Cloud to Prepare for Future



The challenge:

- Enhance client and student experience across 500,000 students spread over 140 locations
- Improve overall data analytics
- Meet government regulatory-compliance requirements

The solution:

- Migrated disparate data sources to the cloud
- Leveraged Windows Virtual Desktop to transition courses to online learning
- Designed an application to survey students to assist with course planning
- Developed analytics to measure student, teacher and course engagement
- Deployed integrated metrics to assess profitability and effectiveness of course offerings

The results:

- $10 million of benefits over 2 years
- 50% reduction (3 months to 6 weeks) in planning efforts
- Higher student and teacher satisfaction scores
- Remain engaged with Client to implement advanced analytics and AI

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Q2 2022 Performance

Record second quarter for revenue, gross profit, Adjusted earnings from operations and Adjusted diluted earnings per share

NET SALES

$2.7B

increase of 23%

constant currency up 26%**

MARGINS & METRICS

GROSS MARGIN

16.0% down (40 bps)

ADJUSTED SG&A*** AS A PERCENT OF NET SALES

10.8% down -130bps adjusted***
GAAP 11.2%, down -120bps

ADJUSTED SG&A*** AS A PERCENT OF GROSS PROFIT

67.6% down -570bps adjusted***
GAAP 70%, down -570bps

ADJUSTED EFO*** MARGIN

5.2% up 80bps
GAAP 4.7%, up 70bps

GROSS PROFIT

$438M

increase of 19%

48% services as a percent of total gross profit*

19% cloud as a percent of total gross profit*

SERVICE DELIVERY SCALE



HEADCOUNT

Consulting, Managed, and Lifecycle Services

>5,000

CASH FLOWS AND CASH CYCLE

CASH CONVERSION CYCLE

48 DAYS

up 15 days

Days sales outstanding (DSO)
-4 days
Days inventory outstanding (DIO)
5 days
Days purchases outstanding (DPO)
-14 days

NET CASH FROM OPERATIONS

$(442)M

EARNINGS

ADJUSTED EARNINGS FROM OPERATIONS (EFO)***

$142M increase of 45%

ADJUSTED DILUTED EARNINGS PER SHARE (DEPS)***

$2.78 increase of 46%

SEGMENTS

	NET SALES	GROSS PROFIT	ADJUSTED EFO***
NORTH AMERICA	**$2.2B** increase of 28%	**$350M** increase of 26%	**$116M** increase of 60%
EMEA**	**$426M** increase of 14%	**$70M** increase of 6%	**$19M** increase of 4%
APAC**	**$70M** increase of 41%	**$18M** increase of 35%	**$7M** increase of 53%

* For the twelve months ended June 30, 2022
** Reference "Constant currency" section on slide 2 of this presentation
*** See Appendix for reconciliation of non-GAAP measures

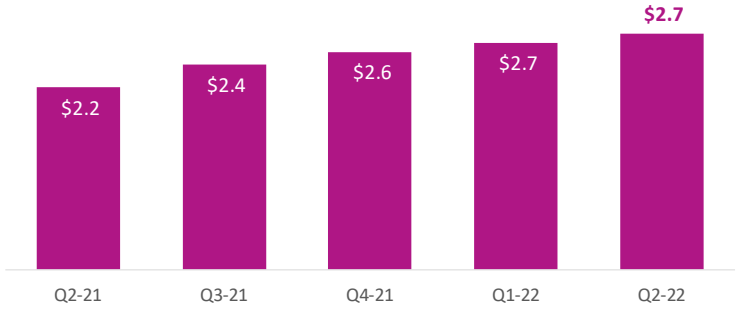
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NET SALES

$2.7B ↑ increase of 23% y/y

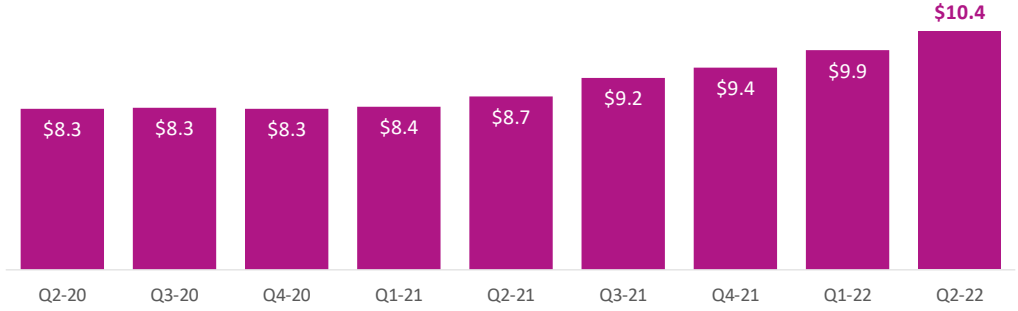
constant currency up 26%**



$USD in billions

$10.4B* ↑ increase of 20% y/y

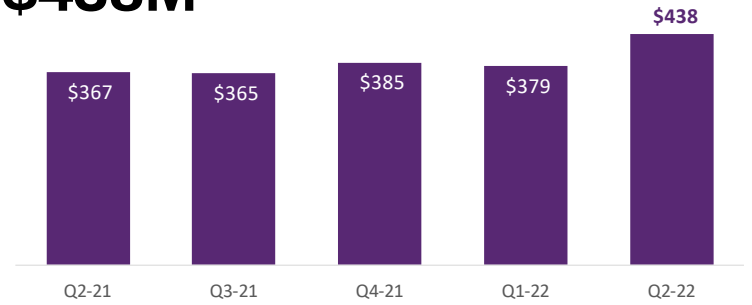
Trailing twelve months



$USD in billions

GROSS PROFIT

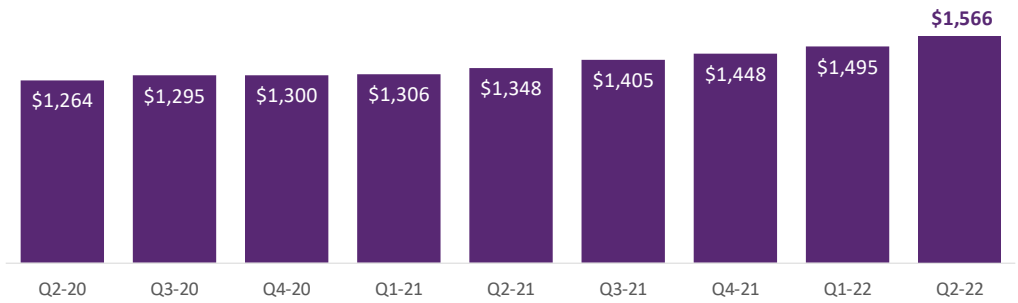
$438M ↑ increase of 19% y/y



$USD in millions

$1.6B* ↑ increase of 16% y/y

Trailing twelve months



$USD in millions

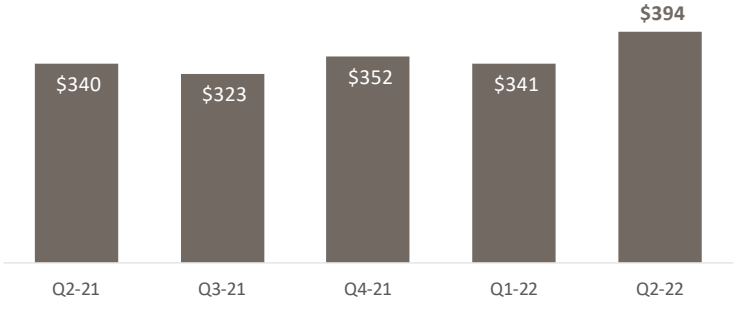
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SERVICES REVENUE

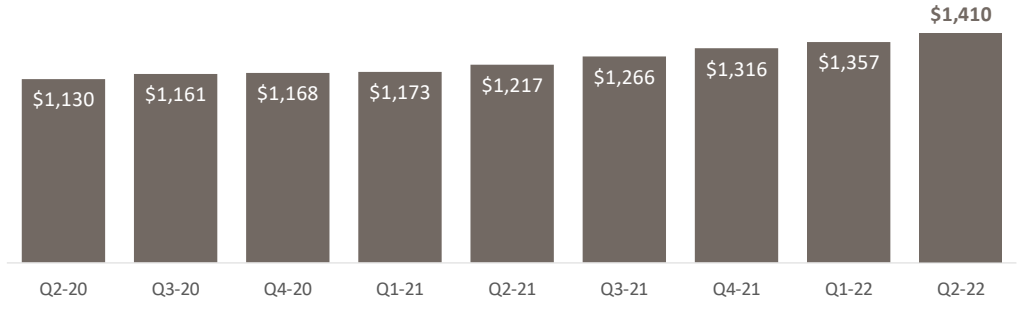
$394M ↑ increase of 16% y/y



$USD in millions

$1.4B* ↑ increase of 16% y/y

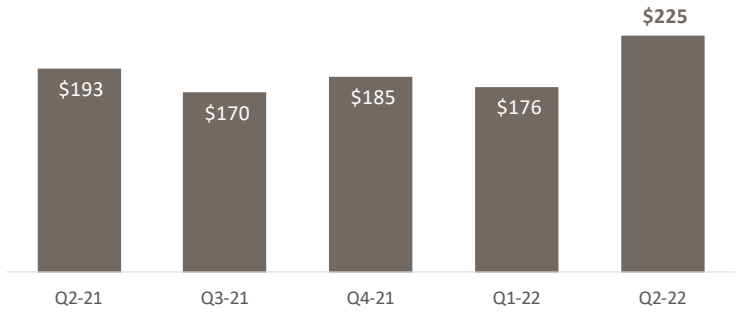
Trailing twelve months



$USD in millions

SERVICES GROSS PROFIT

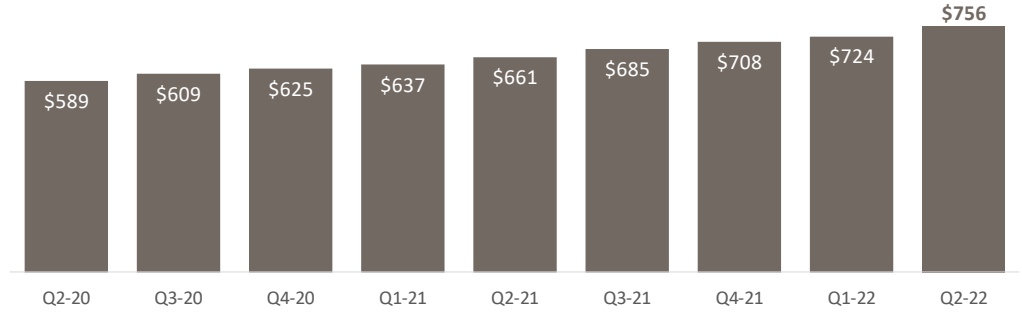
$225M ↑ increase of 16% y/y



$USD in millions

$756M* ↑ increase of 14% y/y

Trailing twelve months



$USD in millions

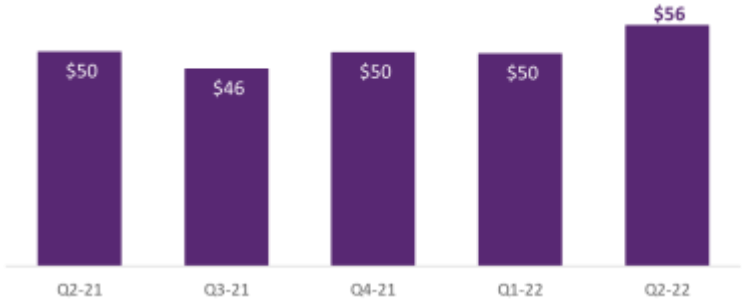
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INSIGHT CORE SERVICES GROSS PROFIT

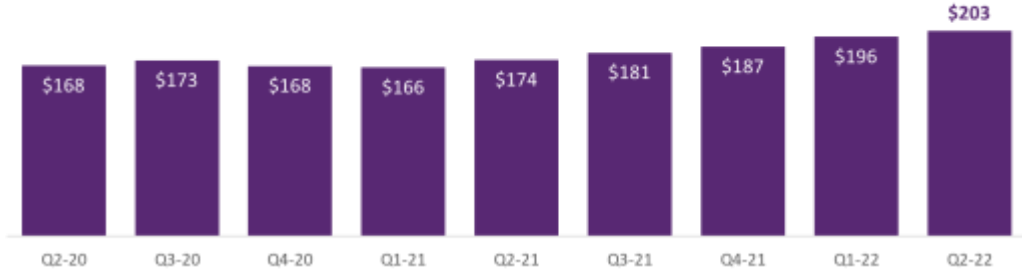
$56M ↑ increase of 12% y/y



$USD in millions

$203M* ↑ increase of 17% y/y

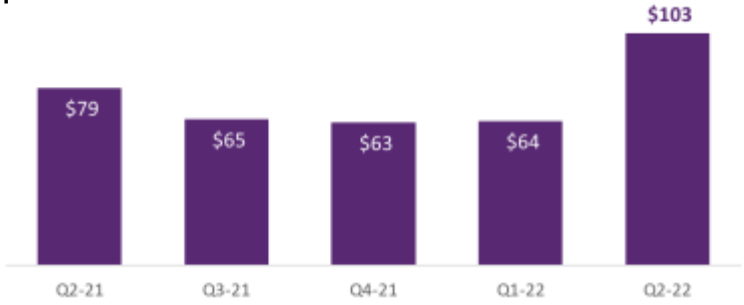
Trailing twelve months



$USD in millions

CLOUD GROSS PROFIT

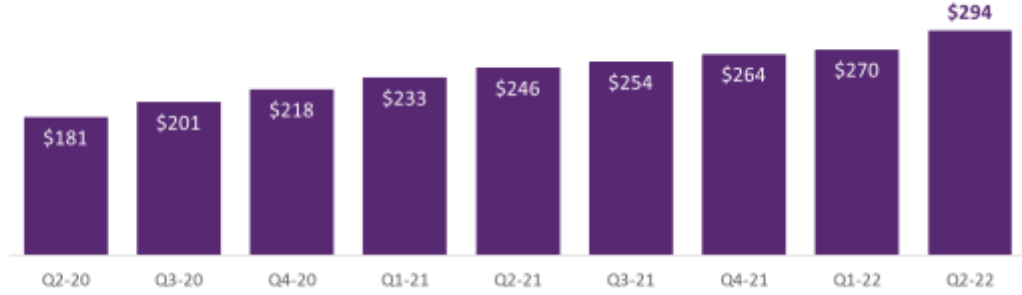
$103M ↑ increase of 30% y/y



$USD in millions

$294M* ↑ increase of 19% y/y

Trailing twelve months



$USD in millions

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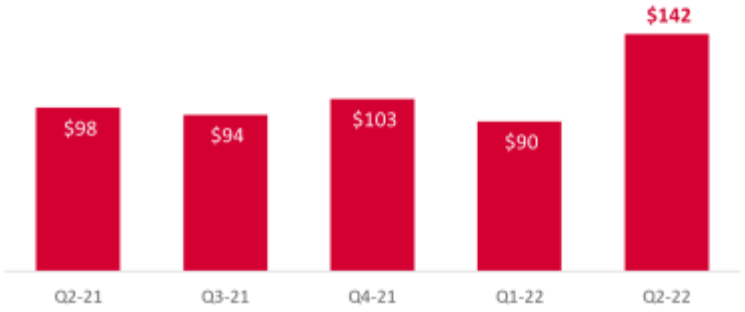
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EARNINGS

ADJUSTED EARNINGS FROM OPERATIONS (EFO)**

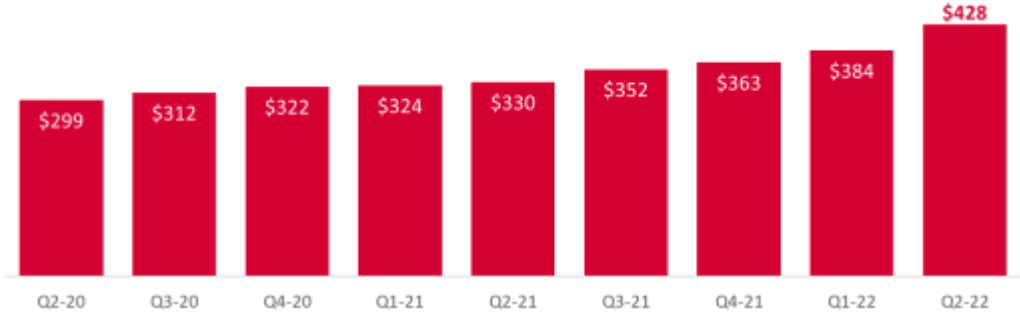
$142M ↑ increase of 45% y/y



$USD in millions

$428M* ↑ increase of 30% y/y

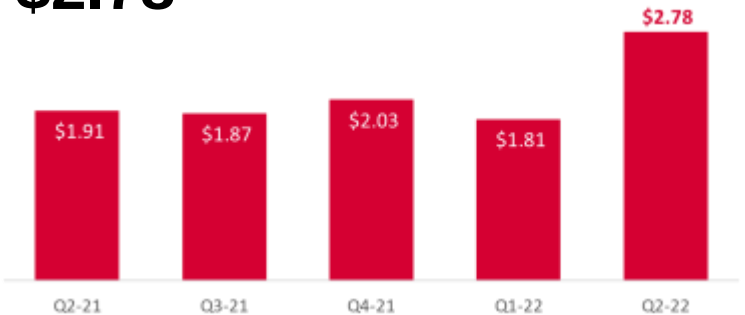
Trailing twelve months



$USD in millions

ADJUSTED DILUTED EARNINGS PER SHARE (DEPS)**

$2.78 ↑ increase of 46% y/y



$8.49* ↑ increase of 34% y/y

Trailing twelve months



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* For the twelve months ended June 30, 2022
** See Appendix for reconciliation of non-GAAP measures

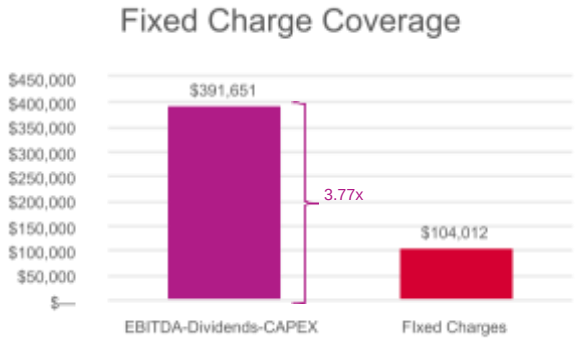
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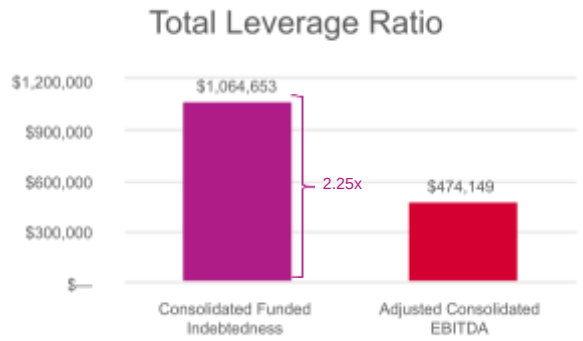
Liquidity and Debt Covenants

US Dollar in $000s	Twelve Months Ended June 30, 2022	2021
Adjusted Consolidated EBITDA		
Net income	$ 263,431	$ 194,023
Interest expense	39,366	39,495
Taxes	88,404	64,165
Depreciation and amortization of property and equipment	21,927	25,913
Amortization of intangible assets	31,765	33,522
Non-cash stock-based compensation	19,260	19,861
Other*	9,996	(3,566)
Adjusted consolidated EBITDA	$ 474,149	$ 373,413
Less: Capital expenditures	(82,498)	(26,527)
Adjusted consolidated EBITDA for FCCR Ratio	$ 391,651	$ 346,886
Taxes and interest**	$ 104,012	$ 77,586
Fixed Charge Coverage Ratio	3.8	4.5

* "Other" includes (i) severance and restructuring expenses, net, (ii) acquisition and integration related expenses, and (iii) impairment of property and equipment, as applicable.

** Tax Expense plus Interest Expense less non-cash imputed interest under the Company's inventory financing facilities and the Company's convertible notes.





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Full Year 2022 Outlook - Update

Assumptions:	As of August 4, 2022	As of May 5, 2022
Full year net sales growth *(% over prior year)*	Low double digit	Low double digit
Interest expense	$30 - $35 million	$30 - $35 million
Effective tax rate	25% - 26%	24% - 25%
Adjusted diluted EPS*	$8.55 - $8.75	$7.95 - $8.15
Average share count	35.4 million	35.6 million
Capital expenditures	$65 - $70 million	$65 - $70 million

Other Assumptions and Exclusions:

- Excludes acquisition related intangibles amortization expense of approximately $34 million (posted on website)
- Excludes acquisition related or severance and restructuring and transformation expenses
- No significant change in our debt instruments

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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Q2 2022 YTD | Financial Performance

US Dollar in $000s, unless highlighted as constant currency*	Six Months Ended June 30, 2022	2021	Change
Consolidated IEI			
Net sales	$ 5,394,227	$ 4,422,569	22%
Net sales, constant currency			27%
Product net sales	$ 4,659,529	$ 3,782,198	23%
Services net sales	$ 734,698	$ 640,371	15%
Gross profit	$ 816,750	$ 698,157	17%
Gross margin	15.1%	15.8%	(70 bps)
Gross profit, constant currency			19%
Product gross profit	$ 416,425	$ 345,211	21%
Services gross profit	$ 400,325	$ 352,946	13%
Selling, general, and administrative expenses	$ 603,641	$ 548,277	10%
Selling, general, and administrative expenses, constant currency			12%
Adjusted selling, general, and administrative expenses**	$ 585,499	$ 532,168	10%
Adjusted selling, general, and administrative expenses**, constant currency			12%
GAAP earnings from operations	$ 209,405	$ 155,493	35%
Adjusted earnings from operations**	$ 231,251	$ 165,989	39%
GAAP diluted earnings per share	$ 3.95	$ 2.76	43%
Adjusted diluted earnings per share**	$ 4.60	$ 3.21	43%

* Reference "Constant currency" section on slide 2 of this presentation
** See Appendix for reconciliation of non-GAAP measures

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Consolidated IEI Financial Metrics

Three Months Ended	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22
Net Sales YoY	13%	26%	12%	21%	23%
Gross margin	16.4%	14.9%	15.0%	14.3%	16.0%
GAAP EFO	$88.5	$83.2	$93.4	$79.8	$129.6
GAAP EFO YoY	19%	35%	12%	19%	46%
GAAP EFO Margin	4.0%	3.4%	3.6%	3.0%	4.7%
Adjusted EFO*	$97.7	$93.5	$102.9	$89.6	$141.7
Adjusted EFO YoY	6%	30%	12%	31%	45%
Adjusted EFO Margin*	4.4%	3.8%	4.0%	3.4%	5.2%
GAAP Diluted EPS	$1.58	$1.51	$1.69	$1.53	$2.42
GAAP Diluted EPS YoY	20%	37%	13%	30%	53%
Adjusted Diluted EPS*	$1.91	$1.87	$2.03	$1.81	$2.78
Adjusted Diluted EPS YoY	9%	36%	15%	39%	46%

Trailing Twelve Months	Q2-20	Q3-20	Q4-20	Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22
Net Sales YoY	19%	16%	8%	2%	4%	10%	13%	18%	20%
Gross margin	15.2%	15.6%	15.6%	15.6%	15.6%	15.4%	15.4%	15.2%	15.0%
GAAP EFO	$238.5	$255.5	$271.6	$285.7	$300.0	$321.7	$332.1	$344.9	$386.0
GAAP EFO YoY	—%	10%	13%	21%	26%	26%	22%	21%	29%
GAAP EFO Margin	2.9%	3.1%	3.3%	3.4%	3.5%	3.5%	3.5%	3.5%	3.7%
Adjusted EFO*	$299.2	$312.2	$322.4	$324.1	$330.0	$351.7	$362.5	$383.7	$427.7
Adjusted EFO YoY	15%	18%	14%	13%	10%	13%	12%	18%	30%
Adjusted EFO Margin*	3.6%	3.7%	3.9%	3.9%	3.8%	3.8%	3.8%	3.9%	4.1%
GAAP Diluted EPS	$4.23	$4.57	$4.87	$5.10	$5.36	$5.77	$5.96	$6.31	$7.15
GAAP Diluted EPS YoY	-9%	1%	10%	19%	27%	26%	22%	24%	33%
Adjusted Diluted EPS*	$5.72	$6.00	$6.19	$6.19	$6.35	$6.84	$7.11	$7.62	$8.49
Adjusted Diluted EPS YoY	11%	14%	14%	12%	11%	14%	15%	23%	34%

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* See Appendix for reconciliation of non-GAAP measures

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Services Financial Metrics

Three Months Ended	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22
Services Revenue	$340	$323	$352	$341	$394
Insight Core Services* Revenue	$197	$201	$216	$215	$226
Agent Services Revenue	$143	$123	$137	$126	$168
Services Revenue YoY	15%	18%	17%	14%	16%
Insight Core Services* YoY	17%	20%	17%	19%	15%
Agent Services YoY	13%	15%	16%	5%	17%
Services Gross Profit	$193	$170	$185	$176	$225
Insight Core Services*	$50	$46	$50	$50	$56
Agent Services	$143	$124	$135	$126	$168
Services Gross Profit YoY	14%	16%	14%	10%	16%
Insight Core Services* YoY	17%	18%	13%	24%	12%
Agent Services YoY	13%	16%	15%	5%	18%
Services Gross Margin	57%	53%	53%	52%	57%
Insight Core Services* Margin	25%	23%	23%	23%	25%
Agent Services Margin	100%	100%	99%	100%	100%

Trailing Twelve Months	Q2-20	Q3-20	Q4-20	Q1-21	Q2-21	Q3-21	Q4-21	Q1-22	Q2-22
Services Revenue	$1,130	$1,161	$1,168	$1,173	$1,217	$1,266	$1,316	$1,357	$1,410
Insight Core Services* Revenue	$710	$725	$712	$702	$730	$763	$794	$828	$857
Agent Services Revenue	$421	$436	$457	$471	$487	$503	$522	$528	$554
Services Revenue YoY	28%	25%	17%	9%	8%	9%	13%	16%	16%
Insight Core Services* YoY	33%	30%	16%	4%	3%	5%	12%	18%	17%
Agent Services YoY	19%	17%	19%	18%	16%	15%	14%	12%	14%
Services Gross Profit	$589	$609	$625	$637	$661	$685	$708	$724	$756
Insight Core Services*	$168	$173	$168	$166	$174	$181	$187	$196	$203
Agent Services	$421	$436	$457	$471	$487	$504	$522	$528	$553
Services Gross Profit YoY	22%	20%	18%	14%	12%	13%	13%	14%	14%
Insight Core Services* YoY	29%	27%	14%	5%	3%	5%	11%	18%	17%
Agent Services YoY	19%	17%	19%	18%	16%	16%	14%	12%	14%
Services Gross Margin	52%	52%	53%	54%	54%	54%	54%	53%	54%
Insight Core Services* Margin	24%	24%	24%	24%	24%	24%	24%	24%	24%
Agent Services Margin	100%	100%	100%	100%	100%	100%	100%	100%	100%

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* Previously referred to as Insight delivered services

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Appendix – Reconciliation of GAAP to Non-GAAP Financial Measures*

US Dollars in $000s, except per share data	Three Months Ended June 30, 2022	Three Months Ended June 30, 2021	Six Months Ended June 30, 2022	Six Months Ended June 30, 2021
Adjusted Consolidated Earnings from Operations:				
GAAP consolidated EFO	$ 129,556	$ 88,469	$ 209,405	$ 155,493
Amortization of intangible assets	7,904	8,068	15,829	16,109
Other	4,234	1,127	6,017	(5,613)
Adjusted non-GAAP consolidated EFO	$ 141,694	$ 97,664	$ 231,251	$ 165,989
GAAP EFO as a percentage of net sales	4.7 %	4.0 %	3.9%	3.5%
Adjusted non-GAAP EFO as a percentage of net sales	5.2 %	4.4 %	4.3%	3.8%
Adjusted Consolidated Net Earnings:				
GAAP consolidated net earnings	$ 89,184	$ 58,561	$ 145,815	$ 101,729
Amortization of intangible assets	7,904	8,068	15,829	16,109
Amortization of debt discount and issuance costs	—	3,013	—	5,996
Other	4,234	1,127	6,017	(5,613)
Income taxes on non-GAAP adjustments	(3,079)	(3,042)	(5,478)	(3,961)
Adjusted non-GAAP consolidated net earnings	$ 98,243	$ 67,727	162,183	114,260
Adjusted Diluted Earnings Per Share:				
GAAP diluted EPS	$ 2.42	$ 1.58	$ 3.95	$ 2.76
Amortization of intangible assets	0.21	0.21	0.43	0.43
Amortization of debt discount and issuance costs	—	0.08	—	0.16
Other	0.11	0.03	0.16	(0.15)
Income taxes on non-GAAP adjustments	(0.08)	(0.08)	(0.15)	(0.11)
Impact of benefit from note hedge	0.12	0.09	0.21	0.12
Adjusted non-GAAP diluted EPS	$ 2.78	$ 1.91	$ 4.60	$ 3.21
Shares used in diluted EPS calculation	36,821	37,135	36,901	36,917
Impact of benefit from note hedge	(1,539)	(1,660)	(1,608)	(1,349)
Shares used in Adjusted non-GAAP diluted EPS calculation	35,282	35,475	35,293	35,568

* The non-GAAP financial measures are referred to as "Adjusted". Adjusted earnings from operations, Adjusted net earnings and Adjusted diluted earnings per share exclude (i) severance and restructuring expenses, (ii) certain executive recruitment and hiring related expenses, (iii) amortization of intangible assets, (iv) transformation costs, (v) certain acquisition and integration related expenses, and (vi) the tax effects of each of these items, as applicable

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Appendix – Reconciliation of GAAP to Non-GAAP Financial Measures* (continued)

US Dollar in $000s	Three Months Ended June 30, 2022	2021
Adjusted North America Earnings from Operations:		
GAAP EFO from North America segment	$ 104,273	$ 64,119
Amortization of intangible assets	7,356	7,440
Other	4,027	878
Adjusted non-GAAP EFO from North America segment	$ 115,656	$ 72,437
Adjusted EMEA Earnings from Operations:		
GAAP EFO from EMEA segment	$ 17,968	$ 19,332
Amortization of intangible assets	430	501
Other	207	240
Adjusted non-GAAP EFO from EMEA segment	$ 18,605	$ 20,073
Adjusted APAC Earnings from Operations:		
GAAP EFO from APAC segment	$ 7,315	$ 5,018
Amortization of intangible assets	118	127
Other	—	9
Adjusted non-GAAP EFO from APAC segment	$ 7,433	$ 5,154

* The non-GAAP financial measures are referred to as "Adjusted". Adjusted earnings from operations, Adjusted net earnings and Adjusted diluted earnings per share exclude (i) severance and restructuring expenses, (ii) certain executive recruitment and hiring related expenses, (iii) amortization of intangible assets, (iv) transformation costs, (v) certain acquisition and integration related expenses, and (vi) the tax effects of each of these items, as applicable

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Appendix – Reconciliation of GAAP to Non-GAAP Financial Measures (continued)

US Dollar in $000s	Twelve Months Ended June 30, 2022	2021
Return on invested capital:		
GAAP consolidated EFO	$ 385,973	$ 300,017
Amortization of intangible assets	31,765	33,522
Other	9,996	(3,566)
Adjusted non-GAAP consolidated EFO *	427,734	329,973
Income tax expense**	111,211	85,793
Adjusted non-GAAP consolidated EFO, net of tax	$ 316,523	$ 244,180
Average stockholders' equity***	$ 1,502,453	$ 1,319,534
Average debt***	631,123	414,685
Average cash***	(114,258)	(120,796)
Invested Capital	2,019,318	1,613,423
Adjusted non-GAAP ROIC (from GAAP consolidated EFO) ****	14.14 %	13.76 %
Adjusted non-GAAP ROIC (from non-GAAP consolidated EFO) *****	15.67 %	15.13 %

* The adjusted non-GAAP consolidated EFO amount used for the Adjusted non-GAAP ROIC calculation excludes 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 $100,353 and $78,0041 for the twelve months ended June 30, 2022, and 2021, respectively, divided by invested capital.
***** Computed as Adjusted non-GAAP consolidated EFO, net of tax, divided by invested capital.

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Appendix – Reconciliation of GAAP to Non-GAAP Financial Measures (continued)

US Dollar in $000s	Three Months Ended June 30, 2022	Three Months Ended June 30, 2021	Six Months Ended June 30, 2022	Six Months Ended June 30, 2021
Adjusted Consolidated Selling and Administrative Expenses:				
GAAP selling and administrative expenses	$ 306,001	$ 277,087	$ 603,641	$ 548,277
Less: Other*	9,806	8,068	18,142	16,109
Adjusted non-GAAP selling and administrative expenses	$ 296,195	$ 269,019	585,499	532,168
GAAP selling and adminstrative expenses	11.2 %	12.4 %	11.1 %	12.4 %
Adjusted non-GAAP selling and administrative expenses	10.8 %	12.1 %	10.9 %	12.0 %
Adjusted North America Selling and Administrative Expenses:				
GAAP selling and administrative expenses	$ 243,868	$ 213,900	479,088	420,706
Less: Other*	9,258	7,440	17,017	14,857
Adjusted non-GAAP selling and administrative expenses	234,610	206,460	462,071	405,849
GAAP selling and adminstrative expenses	10.9 %	12.2 %	11.1 %	12.3 %
Adjusted non-GAAP selling and administrative expenses	10.4 %	11.7 %	10.7 %	11.9 %

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

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Appendix – Reconciliation of GAAP to Non-GAAP Financial Measures (continued)

US Dollar in $000s	Three Months Ended June 30, 2022	Three Months Ended June 30, 2021	Six Months Ended June 30, 2022	Six Months Ended June 30, 2021
Adjusted EMEA Selling and Administrative Expenses:				
GAAP selling and administrative expenses	$ 51,372	$ 53,957	$ 103,698	$ 109,404
Less: Other*	430	501	887	997
Adjusted non-GAAP selling and administrative expenses	$ 50,942	$ 53,456	102,811	108,407
GAAP selling and adminstrative expenses	12.0 %	12.9 %	10.8 %	12.2 %
Adjusted non-GAAP selling and administrative expenses	11.9 %	12.8 %	10.7 %	12.1 %
Adjusted APAC Selling and Administrative Expenses:				
GAAP selling and administrative expenses	$ 10,761	$ 9,230	20,855	18,167
Less: Other*	118	127	238	255
Adjusted non-GAAP selling and administrative expenses	10,643	9,103	20,617	17,912
GAAP selling and adminstrative expenses	15.5 %	17.6 %	16.7 %	16.2 %
Adjusted non-GAAP selling and administrative expenses	15.3 %	17.3 %	16.6 %	16.0 %

* "Other" includes amortization of intangible assets.

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Financial Results by Offering Category

$ in thousands

Consolidated IEI by Offering Category	Q1-20	Q2-20	Q3-20	Q4-20	FY 2020	Q1-21	Q2-21	Q3-21	Q4-21	FY 2021	Q1-22	Q2-22
Hardware	$ 1,311,202	$ 1,184,059	$ 1,173,151	$ 1,399,661	$ 5,068,073	$ 1,315,025	$ 1,350,944	$ 1,592,495	$ 1,631,046	$ 5,889,510	$ 1,673,588	$ 1,731,116
Software	537,114	488,874	488,417	589,677	2,104,082	577,995	538,234	531,744	582,644	2,230,617	636,699	618,126
Total Products	1,848,316	1,672,933	1,661,568	1,989,338	7,172,155	1,893,020	1,889,178	2,124,239	2,213,690	8,120,127	2,310,287	2,349,242
Agent Services	105,524	126,544	107,061	117,617	456,746	119,587	142,955	122,632	136,513	521,687	126,049	168,373
Insight Core Services*	190,211	169,258	167,849	184,360	711,678	180,461	197,368	200,650	215,820	794,299	214,514	225,762
Total Services	295,735	295,802	274,910	301,977	1,168,424	300,048	340,323	323,282	352,333	1,315,986	340,563	394,135
Total Net Sales	$ 2,144,051	$ 1,968,736	$ 1,936,478	$ 2,291,315	$ 8,340,579	$ 2,193,068	$ 2,229,501	$ 2,447,521	$ 2,566,023	$ 9,436,113	$ 2,650,850	$ 2,743,377
Product Cost	$ 1,670,238	$ 1,517,947	$ 1,500,312	$ 1,808,504	$ 6,497,001	$ 1,721,258	$ 1,715,729	$ 1,930,096	$ 2,013,825	$ 7,380,909	$ 2,107,209	$ 2,135,895
Services Cost	148,477	126,399	128,603	140,157	543,636	140,336	147,089	152,880	167,343	607,648	164,780	169,593
Total Cost of Goods Sold	1,818,715	1,644,346	1,628,915	1,948,661	7,040,637	1,861,594	1,862,818	2,082,976	2,181,168	7,988,557	2,271,989	2,305,488
Product Gross Profit	$ 178,078	$ 154,986	$ 161,256	$ 180,834	$ 675,154	$ 171,762	$ 173,449	$ 194,143	$ 199,865	$ 739,219	$ 203,078	$ 213,347
Services Gross Profit	147,258	169,403	146,307	161,820	624,788	159,712	193,234	170,402	184,990	708,338	175,783	224,542
Total Gross Profit	$ 325,336	$ 324,389	$ 307,563	$ 342,654	$ 1,299,942	$ 331,474	$ 366,683	$ 364,545	$ 384,855	$ 1,447,557	$ 378,861	$ 437,889
% of Total Net Sales												
Hardware	61 %	60 %	61 %	61 %	61 %	60 %	61 %	65 %	64 %	62 %	63 %	63 %
Software	25 %	25 %	25 %	26 %	25 %	26 %	24 %	22 %	23 %	24 %	24 %	23 %
Total Products	86 %	85 %	86 %	87 %	86 %	86 %	85 %	87 %	86 %	86 %	87 %	86 %
Agent Services	5 %	6 %	6 %	5 %	5 %	5 %	6 %	5 %	5 %	6 %	5 %	6 %
Insight Core Services*	9 %	9 %	9 %	8 %	9 %	8 %	9 %	8 %	8 %	8 %	8 %	8 %
Total Services	14 %	15 %	14 %	13 %	14 %	14 %	15 %	13 %	14 %	14 %	13 %	14 %
Sales as Agent as a % of Total Services Net Sales												
Agent Services	36 %	43 %	39 %	39 %	39 %	40 %	42 %	38 %	39 %	40 %	37 %	43 %
Insight Core Services*	64 %	57 %	61 %	61 %	61 %	60 %	58 %	62 %	61 %	60 %	63 %	57 %

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Appendix - Convertible Senior Notes

Insight is required to settle the convertible notes principal/par value in cash with the excess being settled in shares resulting in dilution in GAAP reported Diluted Earnings Per Share ("DEPS"). The DEPS incremental shares for GAAP reporting purposes are not issued at the time of reporting and are a non-GAAP exclusion for the Company (up to the strike price of the warrants of $103.12). The bond hedge effectively raises the potential dilution point of the convertible notes and call spread from $68.32 up to $103.12, as illustrated below:

Diluted Earnings Per Share (DEPS) incremental number of shares for various NSIT stock price examples:

NSIT Stock price	Net shares owed on Convertible Notes	Net shares received from bond hedge	Net shares owed on Warrants	GAAP additional dilution	Non-GAAP additional dilution
$ 51.56	-	-	-	-	-
$ 68.32	-	-	-	-	-
$ 80.00	746,160	(746,160)	-	746,160	-
$ 85.70	1,038,835	(1,038,835)	-	1,038,835	-
$ 103.12	1,728,847	(1,728,847)	-	1,728,847	-
$ 110.00	1,941,133	(1,941,133)	320,305	2,261,438	320,305
$ 115.00	2,079,473	(2,079,473)	529,038	2,608,511	529,038

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Appendix - Convertible Senior Notes

Insight Convertible Senior Notes - $350 Million

Relevant NSIT stock prices:

- Price at issuance - $51.56
- Conversion ratio price equivalent - $68.32 → Triggered potential additional shares in GAAP DEPS*
- Sales price conversion trigger - $88.82
- Bond hedge strike price - $68.32
- Warrants strike price - $103.12 → Potential dilution to existing shareholders**

* No automatic redemption trigger, expect convertible notes will remain outstanding for foreseeable future. GAAP diluted earnings per share (DEPS) are for reporting purposes only, no incremental shares were actually issued.

** Principal amount would be settled in cash and only premium above $103.12 would result in actual shares being issued

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