

A global provider of Insight Intelligent Technology Solutions™ that help your organization run smarter



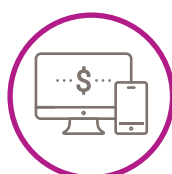
Insight Enterprises, Inc. is a Fortune 500-ranked global provider of Digital Innovation, Cloud + Data Center Transformation, Connected Workforce, and Supply Chain Optimization solutions and services. We help organizations of all sizes — including enterprises, schools, and government and healthcare organizations — define, architect, implement and manage their IT today while transforming for tomorrow.

Profile	Results	Services	Talent
30+ Years Evolving in a dynamic industry	\$8.3 Billion 2020 Net sales	\$1.2 Billion 2020 Total services sales	11,000+ Teammates worldwide
19 Countries Serving clients around the globe	\$322 Million 2020 Adjusted EFO ¹	17% 2020 Services sales year-over-year growth	7,700+ Sales and service delivery professionals
No. 409 2020 Fortune 500	\$6.19 2020 Adjusted diluted EPS ¹	22% 2020 Services sales 5 YR CAGR	4,400+ Technical resources

Investment highlights



Diverse, loyal base presents long-term growth opportunity



Track record of operational rigor and financial health



Market backdrop opportunity for growth



Global scale and reach that sets us apart

We live by our core values.

Hunger

Status quo? Not at Insight. Our insatiable desire to create new opportunities for our clients and our business is apparent in everything we do.

Heart

We seek to have a positive impact in the lives of the people we serve by always putting our clients, partners and teammates first.

Harmony

We're many teammates on one global team. We invite perspective, and we celebrate each other's unique contributions as we work together.

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

¹ Reconciliations of Non-GAAP financials measures to the relevant GAAP measure can be found in the Q4 2020 Earnings Presentation available at <https://investor.insight.com/home/default.aspx>

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Our solutions



Digital Innovation



Cloud + Data Center Transformation



Connected Workforce

Supply Chain Optimization

Leadership team

Ken Lamneck – President & CEO

Glynis Bryan – Chief Financial Officer

Helen Johnson – SVP & CFO, North America

Joyce Mullen – President, North America

Emma de Sousa – President, EMEA

Mike Morgan – Vice President, APAC

Jeff Shumway – Chief Information Officer

2020 Financial highlights

Net sales	\$8.3 Billion
Gross profit	\$1.3 Billion
Gross margin	15.6%
Adjusted EFO ¹	\$322 Million
Net income	\$173 Million
Adjusted earnings per diluted share ¹	\$6.19
Adjusted Free cash flow ¹	\$435 Million
Shares outstanding ²	35.1 Million
Ticker	NSIT (NASDAQ)

Long-term financial strategy

Capital allocation priorities

- 1 Invest organically
- 2 Pay down debt
- 3 Pursue strategic M&A
- 4 Return excess cash to shareholders

5-year targets³

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

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² As of February 12, 2021

³ 5-year CAGR base year is 2019