Insight Enterprises, Inc. Overview
Safe Harbor Statement

This presentation may include “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, including statements addressing future financial results. These statements are subject to numerous assumptions, risks and uncertainties, some of which cannot be predicted or quantified, which could cause actual results or facts to differ materially from such statements for a variety of reasons, including, but not limited to: projections of matters that affect the Company’s operating results, financial position or cash flows, cash needs and the sufficiency of the Company’s capital resources; industry conditions and the Company’s opportunity to gain market share and its position relative to competition; the Company’s ability to grow profitable market share by expanding the Company’s international product and services offerings, complete its business and IT systems integrations, improve productivity and optimize profitability; the Company’s intentions to expand its services capabilities organically and through tuck-in acquisitions; the Company’s efforts to capitalize on emerging technology trends, such as the cloud; and the Company’s intended future uses of cash for organic investments, selective merger and acquisition activity and share repurchases. Shareholders and other readers are cautioned not to place undue reliance on these forward-looking statements. The Company undertakes no obligation to update publicly or revise any of the forward-looking statements. More detailed information about risk factors are discussed in the Company’s Annual Report on Form 10-K for the year ended December 31, 2013.

Non-GAAP Measures

This presentation will reference certain non-GAAP financial information. For a reconciliation of non-GAAP measures presented in this document, see the exhibits attached to this presentation or visit the investor relations section of our website at www.Insight.com.
Agenda

About Us

The Industry

Our Strategy

Financial Performance
About Us
Who We Are

A global provider of IT hardware, software and service solutions to businesses and public sector institutions.

Our Vision

To be the trusted advisor to our clients, helping them enhance business performance through innovative technology solutions.
An Important Link in the Supply Chain

“Our value – We guide, advise, implement and manage IT solutions for the end client”
Past 25 Years

1988
INSIGHT FOUNDED
Ships First Branded PC

1995
Initial Public Offering

1997-98
EXPANDED INTO CANADA AND THE U.K.
Achieved $1B in sales

1998
Acquired Software Spectrum GLOBAL SOFTWARE CAPABILITIES

2000
Achieved $2B in sales

2002
Acquired Comark DISTRIBUTION & INTEGRATION LABS

2006
Acquired Software Spectrum

2008
Acquired Calence & Minx (U.K.) NETWORKING SOLUTIONS

2011
Acquired Ensynch
Achieved $5B in sales

2012
COMPREHENSIVE IT SOLUTIONS PROVIDER

2012
Acquired Inmac
Three Millionth Cloud Seat Sold

2013
Insight Celebrates 25 Years
Seven Millionth Cloud Seat Sold

TECHNOLOGY SOLUTIONS
Geographic and Product Mix

Left Pie Chart:
- North America: 67%
- EMEA: 29%
- APAC: 4%

Right Pie Chart:
- Software: 44%
- Hardware: 51%
- Services: 5%
Market Share

- Highly fragmented market creates opportunity to gain share
- Few ‘pure’ competitors
- Competition differs by solution
  - Microsoft’s largest global partner
  - Goal to be a top partner for strategic lines
- Skills, certifications and scale position us well to compete

Share of 2012 Total U.S. Commercial Indirect Channel (Total Market Est. $194.5B)

- CDW 5.8%
- NSIT NA 2.1%
- PCCC 1.3%
- PCMI 0.8%
- TigerDirect (NA) 2.4%
- Softchoice 0.6%
- Other 89.3%

Source: IDC and Company reports
The Industry
Transformation of the IT Industry

Source: informatica, 2013

TECHNOLOGY SOLUTIONS
2014 Top 10 Spending Priorities

1.) Infrastructure and Data Center
2.) Cloud
3.) Mobile
4.) Business Intelligence & Analytics
5.) ERP
6.) Digital Marketing, Social, Ecommerce
7.) Vertical Applications
8.) BPM/BPI
9.) CRM
10.) Security, Risk, Compliance

Source: Gartner CIO Agenda, Taming the Digital Dragon, 2013
Strategic Priorities

- **Grow profitable market share**
  - TAM Clients, strategic partners, core product categories
    - North America City Plan
      - Field focus on large clients
    - Vertical focus: Public Sector, Healthcare, and Service Provider
      - Inside/Field focus on mid-market clients
    - EMEA growth
      - Mid market hardware in the UK, Germany and the Netherlands
      - Diversify partner base in software category

- **Expand Services offerings globally**
  - Repeatable, scalable, profitable offerings
  - Expand capabilities organically and through tuck-in acquisitions

- **Capitalize on emerging technology trends**
  - Cloud: Over 7 million seats sold in the Cloud

- **Strict operational discipline in all that we do**
Strategic Priorities: Focused Service Offerings

ENGAGING CLIENTS

INTEGRATED COLLABORATION
Integrate best of breed features across Cisco and Microsoft

ENDPOINT OPTIMIZATION
Secure cross-platform application delivery

MULTI SITE DEPLOYMENT
Integrated store architecture Management

NEXT GENERATION DATA CENTER
Public-Private cloud roadmap Converged Infrastructure platform

PUBLIC CLOUD MARKETPLACE
Migrate critical workloads to cloud Enable with services

TECHNOLOGY SOLUTIONS
Strategic Priorities: Cloud

Foundation:
- Private Cloud
- Data Center
- Service Providers/Hosters

Marketplace:
- IaaS
  - Compute
  - Storage
- SaaS
  - Collaboration
  - Messaging
  - Office Suites

Services:
- Assessment
- Migration
- Integration
- Management
Strategic Priorities: Strict Operational Discipline

- **Scalable IT systems**
  - Integration complete in North America & EMEA
  - Asia Pacific mid-2014

- **Focus on sales and teammate productivity**

- **Strict cost management discipline**

- **Optimize profitability on every transaction**
  - Partner program and deal optimization
  - Targeted account planning activities
  - Focus on most relevant & profitable offerings

- **Utilize strong balance sheet**
  - Cash conversion cycle in low to mid 20’s
  - Capital available for internal use and acquisitions
Financial Performance
Financial Results

Revenue (000's)

Earnings from Operations (000's)

Diluted Earnings per Share

Return on Invested Capital

TECHNOLOGY SOLUTIONS
Capital Allocation

**Strong balance sheet with financial flexibility**

- $127M cash balance
- $67M debt balance
- Strong cash flow generation
  - Cash flow from operations: $76M
- Capital expenditures $19M
- Completed $58M in share repurchases 2013
  - Additional authorization of $42M
- Future uses of cash
  - Organic investments
  - Selective M&A
  - Share repurchases

Total Capitalization as of 12/31/2013 = $954M

Equity 91%
Debt 9%
Exhibits
Insight Enterprises, Inc.
Non-GAAP Reconciliation (in thousands)

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<tr>
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</thead>
<tbody>
<tr>
<td>GAAP</td>
<td>$(304,246)</td>
<td>$52,904</td>
<td>$124,076</td>
<td>$147,383</td>
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<td>Severance and restructuring expenses</td>
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<td>12,740</td>
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<td>Termination of equity incentive compensation plan</td>
<td>-</td>
<td>5,478</td>
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<tr>
<td>Professional fees and costs from financial statement restatements and related litigation</td>
<td>-</td>
<td>8,304</td>
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<td>Non-GAAP</td>
<td>$101,596</td>
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<td>GAAP</td>
<td>$(239,727)</td>
<td>$33,574</td>
<td>$75,485</td>
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<td>$92,763</td>
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<td>Goodwill impairment charge, net of tax</td>
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<td>Severance and restructuring expenses, net of tax</td>
<td>5,721</td>
<td>8,751</td>
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<td>3,358</td>
<td>4,264</td>
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<td>Professional fees and costs from financial statement restatements and related litigation, net of tax</td>
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<td>5,125</td>
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<td>Interest expense related to the anticipated settlement under two state unclaimed property programs, net of tax</td>
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<td>1,234</td>
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<tr>
<td>Gain on bargain purchase, net of tax</td>
<td>-</td>
<td>-</td>
<td></td>
<td></td>
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<tr>
<td>Gain on sale of discontinued operations, net of tax</td>
<td>-</td>
<td>(2,801)</td>
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<td>Increase in foreign tax credit reserves</td>
<td>8,681</td>
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<td>Tax benefits from the reorganization of certain of our foreign operations</td>
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<td>Tax charge for remeasurement of certain deferred tax assets</td>
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<td>600</td>
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<td>Non-GAAP</td>
<td>$51,382</td>
<td>$50,007</td>
<td>$77,386</td>
<td>$96,791</td>
<td>$95,328</td>
<td>$80,807</td>
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### Consolidated Diluted EPS:

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<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
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</thead>
<tbody>
<tr>
<td>GAAP</td>
<td>$(5.15)</td>
<td>0.73</td>
<td>1.61</td>
<td>2.18</td>
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<td>1.64</td>
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<td>Goodwill impairment charge, net of tax</td>
<td>5.94</td>
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<td>Severance and restructuring expenses, net of tax</td>
<td>0.12</td>
<td>0.18</td>
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<td>0.10</td>
<td>0.23</td>
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<td>Termination of equity incentive compensation plan, net of tax</td>
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<td>0.08</td>
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<td>Professional fees and costs from financial statement restatements and related litigation, net of tax</td>
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<td>0.11</td>
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<td>Interest expense related to the anticipated settlement under two state unclaimed property programs, net of tax</td>
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<td>0.03</td>
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<tr>
<td>Gain on bargain purchase, net of tax</td>
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<td></td>
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<td>Increase in foreign tax credit reserves</td>
<td>0.19</td>
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<tr>
<td>Gain on sale of discontinued operations, net of tax</td>
<td></td>
<td>(0.06)</td>
<td></td>
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<td>0.01</td>
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<tr>
<td>Non-GAAP</td>
<td>$ 1.10</td>
<td>$ 1.08</td>
<td>$ 1.65</td>
<td>$ 2.10</td>
<td>$ 2.13</td>
<td>$ 1.87</td>
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### Shares used in per share calculations:

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<tbody>
<tr>
<td>GAAP</td>
<td>46,573</td>
<td>46,271</td>
<td>46,812</td>
<td>46,021</td>
<td>44,834</td>
<td>43,289</td>
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<tr>
<td>Dilutive potential common shares due to dilutive options and RSUs, net of tax effect</td>
<td>351</td>
<td>159</td>
<td></td>
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<tr>
<td>Non-GAAP</td>
<td>46,924</td>
<td>46,430</td>
<td>46,812</td>
<td>46,021</td>
<td>44,834</td>
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## Return on Invested Capital

(Dollars in thousands)

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<td>Consolidated earnings (loss)</td>
<td>(304,246)</td>
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<td>from operations</td>
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<td>152,468</td>
<td>154,470</td>
<td>133,977</td>
</tr>
<tr>
<td>Income tax expense*</td>
<td>37,591</td>
<td>29,709</td>
<td>47,002</td>
<td>56,413</td>
<td>57,154</td>
<td>49,571</td>
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<tr>
<td>Consolidated earnings from operations, net of tax – Non-GAAP</td>
<td>54,005</td>
<td>50,585</td>
<td>80,030</td>
<td>96,055</td>
<td>97,316</td>
<td>84,406</td>
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<tr>
<td>Average stockholders’ equity**</td>
<td>$ 595,682</td>
<td>$ 438,980</td>
<td>$ 498,638</td>
<td>$ 572,536</td>
<td>$ 651,698</td>
<td>$ 700,787</td>
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<tr>
<td>Average goodwill impairment charge, net of tax**</td>
<td>135,761</td>
<td>276,707</td>
<td>276,707</td>
<td>276,707</td>
<td>276,707</td>
<td>276,707</td>
</tr>
<tr>
<td>Average debt**</td>
<td>260,755</td>
<td>165,408</td>
<td>115,400</td>
<td>116,419</td>
<td>114,211</td>
<td>70,184</td>
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<tr>
<td>Average cash**</td>
<td>(76,721)</td>
<td>(74,644)</td>
<td>(93,811)</td>
<td>(121,314)</td>
<td>(136,550)</td>
<td>(141,692)</td>
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<td>Invested capital</td>
<td>$ 913,477</td>
<td>$ 806,451</td>
<td>$ 796,934</td>
<td>$ 844,345</td>
<td>$ 906,066</td>
<td>$ 905,986</td>
</tr>
<tr>
<td>Return on invested capital***</td>
<td>7.0%</td>
<td>6.3%</td>
<td>10.0%</td>
<td>11.4%</td>
<td>10.7%</td>
<td>9.3%</td>
</tr>
</tbody>
</table>

* Assumed tax rate of 37%
** Average of previous five quarters
*** Computed as consolidated earnings from operations, net of tax – non-GAAP divided by invested capital