

**INSIGHT ENTERPRISES, INC. AND SUBSIDIARIES**  
**RETURN ON INVESTED CAPITAL**  
**(DOLLARS IN THOUSANDS)**  
**(UNAUDITED)**

	<b>Twelve Months Ended</b>	
	<b>June 30,</b>	
	<b><u>2017</u></b>	<b><u>2016</u></b>
Consolidated earnings from operations .....	\$ 169,359	\$ 134,941
Severance and restructuring expenses .....	8,032	6,077
Acquisition-related expenses .....	7,670	-
Non-cash real estate impairment, net of gain on sale .....	<u>-</u>	<u>462</u>
Consolidated earnings from operations – Non-GAAP.....	185,061	141,480
Income tax expense* .....	<u>68,473</u>	<u>52,348</u>
Consolidated earnings from operations, net of tax – Non-GAAP .....	<u>\$ 116,588</u>	<u>\$ 89,132</u>
Average stockholders' equity** .....	\$ 723,534	\$ 677,727
2008 goodwill impairment charge, net of tax .....	276,707	276,707
Average debt** .....	209,718	91,905
Average cash** .....	<u>(186,443)</u>	<u>(172,135)</u>
Invested capital.....	<u>\$ 1,023,516</u>	<u>\$ 874,204</u>
Return on invested capital*** .....	11.39%	10.20%

\* 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.