

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

|  | <b>Twelve Months Ended</b> |                   |
|--|----------------------------|-------------------|
|  | <b>September 30,</b>       |                   |
|  | <b>2014</b>                | <b>2013</b>       |
| Consolidated earnings from operations .....                        | \$ 131,779                 | \$ 121,874        |
| Non-cash real estate impairment and accelerated depreciation.....  | 5,178                      | -                 |
| Severance and restructuring expenses.....                          | <u>5,368</u>               | <u>10,188</u>     |
| Consolidated earnings from operations – Non-GAAP .....             | 142,325                    | 132,062           |
| Income tax expense* .....  | <u>52,660</u>              | <u>48,863</u>     |
| Consolidated earnings from operations, net of tax – Non-GAAP ..... | <u>\$ 89,665</u>           | <u>\$ 83,199</u>  |
| <br>   |                            |                   |
| Average stockholders' equity** .....                               | \$ 718,508                 | \$ 693,731        |
| 2008 goodwill impairment charge, net of tax.....                   | 276,707                    | 276,707           |
| Average debt** .....   | 65,913                     | 79,322            |
| Average cash** .....   | <u>(143,948)</u>           | <u>(144,463)</u>  |
| Invested capital.....  | <u>\$ 917,180</u>          | <u>\$ 905,297</u> |
| <br>   |                            |                   |
| Return on invested capital*** .....                                | 9.78%                      | 9.19%             |

\* 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