

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

	<b>Twelve Months Ended</b>	
	<b>September 30,</b>	
	<b><u>2016</u></b>	<b><u>2015</u></b>
Consolidated earnings from operations .....	\$ 138,710	\$ 131,138
Non-cash real estate impairment, net of gain on sale .....	(338)	800
Severance and restructuring expenses .....	<u>6,048</u>	<u>5,390</u>
Consolidated earnings from operations – Non-GAAP.....	144,420	137,328
Income tax expense* .....	<u>53,435</u>	<u>50,811</u>
Consolidated earnings from operations, net of tax – Non-GAAP	<u>\$ 90,985</u>	<u>\$ 86,517</u>
Average stockholders' equity** .....	\$ 685,456	\$ 693,911
2008 goodwill impairment charge, net of tax.....	276,707	276,707
Average debt** .....	130,148	70,767
Average cash** .....	<u>(172,172)</u>	<u>(160,279)</u>
Invested capital.....	<u>\$ 920,139</u>	<u>\$ 881,106</u>
Return on invested capital*** .....	9.89%	9.82%

\* 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