

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

	<b>Years Ended</b>	
	<b>December 31,</b>	
	<u><b>2011</b></u>	<u><b>2010</b></u>
Consolidated earnings from operations.....	\$ 147,383	\$ 124,076
Severance and restructuring expenses.....	<u>5,085</u>	<u>2,956</u>
Consolidated earnings from operations – Non-GAAP.....	152,468	127,032
Income tax expense*.....	<u>56,413</u>	<u>47,002</u>
Consolidated earnings from operations, net of tax – Non-GAAP.....	<u>\$ 96,055</u>	<u>\$ 80,030</u>
Average stockholders' equity**.....	\$ 572,536	\$ 498,638
2008 goodwill impairment charge, net of tax.....	276,707	276,707
Average debt**.....	116,419	115,400
Average cash**.....	<u>(121,314)</u>	<u>(93,811)</u>
Invested capital.....	<u>\$ 844,348</u>	<u>\$ 796,934</u>
Return on invested capital***.....	11.4%	10.0%

\* 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