

	Q1-17	%	Q2-17	%	Q3-17	%	Q4-17	%	FY 2017	%
<b>Insight Enterprises, Inc.</b>										
(000's)										
Hardware	\$ 853,820	58%	\$ 934,297	55%	\$ 1,107,037	63%	\$ 1,021,608	57%	\$ 3,916,762	58%
Software	\$ 468,149	32%	\$ 571,167	34%	\$ 491,936	28%	\$ 590,730	33%	\$ 2,121,982	32%
Total Products	\$ 1,321,969	90%	\$ 1,505,464	89%	\$ 1,598,973	91%	\$ 1,612,338	90%	\$ 6,038,744	90%
Services	\$ 155,574	10%	\$ 178,568	11%	\$ 159,000	9%	\$ 171,737	10%	\$ 664,879	10%
Total Net Sales	\$ 1,477,543	100%	\$ 1,684,032	100%	\$ 1,757,973	100%	\$ 1,784,075	100%	\$ 6,703,623	100%
<b>Sales as Agent as a % of Total Services Net Sales*</b>	<b>30%</b>		<b>38%</b>		<b>29%</b>		<b>30%</b>		<b>32%</b>	
Product Cost	\$ 1,201,057	95%	\$ 1,372,015	96%	\$ 1,463,414	96%	\$ 1,475,916	95%	\$ 5,512,402	95%
Services Cost	\$ 68,259	5%	\$ 60,638	4%	\$ 68,478	4%	\$ 75,276	5%	\$ 272,651	5%
Total Costs of Goods Sold	\$ 1,269,316	100%	\$ 1,432,653	100%	\$ 1,531,892	100%	\$ 1,551,192	100%	\$ 5,785,053	100%
Total Gross Profit	\$ 208,227		\$ 251,379		\$ 226,081		\$ 232,883		\$ 918,570	

\* - Net Sales where Insight is an Agent that are included in the Services category.

	Q1-16	%	Q2-16	%	Q3-16	%	Q4-16	%	FY 2016	%
<b>Insight Enterprises, Inc.</b>										
(000's)										
Hardware	\$ 641,663	55%	\$ 749,334	51%	\$ 784,071	56%	\$ 780,242	53%	\$ 2,955,310	54%
Software	\$ 420,676	36%	\$ 568,318	39%	\$ 489,177	35%	\$ 563,782	39%	\$ 2,041,953	37%
Total Products	\$ 1,062,339	91%	\$ 1,317,652	90%	\$ 1,273,248	91%	\$ 1,344,024	92%	\$ 4,997,263	91%
Services	\$ 106,643	9%	\$ 138,582	10%	\$ 119,468	9%	\$ 123,559	8%	\$ 488,252	9%
Total Net Sales	\$ 1,168,982	100%	\$ 1,456,234	100%	\$ 1,392,716	100%	\$ 1,467,583	100%	\$ 5,485,515	100%
<b>Sales as Agent as a % of Total Services Net Sales*</b>	<b>34%</b>		<b>44%</b>		<b>32%</b>		<b>34%</b>		<b>36%</b>	
Product Cost	\$ 965,357	96%	\$ 1,205,772	97%	\$ 1,166,294	96%	\$ 1,234,039	97%	\$ 4,571,462	96%
Services Cost	\$ 42,517	4%	\$ 41,245	3%	\$ 44,614	4%	\$ 42,575	3%	\$ 170,951	4%
Total Costs of Goods Sold	\$ 1,007,874	100%	\$ 1,247,017	100%	\$ 1,210,908	100%	\$ 1,276,614	100%	\$ 4,742,413	100%
Total Gross Profit	\$ 161,108		\$ 209,217		\$ 181,808		\$ 190,969		\$ 743,102	

\* - Net Sales where Insight is an Agent that are included in the Services category.

	Q1-15	%	Q2-15	%	Q3-15	%	Q4-15	%	FY 2015	%
<b>Insight Enterprises, Inc.</b>										
(000's)										
Hardware	\$ 653,160	54%	\$ 712,624	50%	\$ 779,435	58%	\$ 737,180	53%	\$ 2,882,399	54%
Software	\$ 469,582	38%	\$ 592,292	42%	\$ 455,319	34%	\$ 545,955	39%	\$ 2,063,148	38%
Total Products	\$ 1,122,742	92%	\$ 1,304,916	92%	\$ 1,234,754	92%	\$ 1,283,135	92%	\$ 4,945,547	92%
Services	\$ 96,937	8%	\$ 119,115	8%	\$ 107,441	8%	\$ 104,050	8%	\$ 427,543	8%
Total Net Sales	\$ 1,219,679	100%	\$ 1,424,031	100%	\$ 1,342,195	100%	\$ 1,387,185	100%	\$ 5,373,090	100%
<b>Sales as Agent as a % of Total Services Net Sales*</b>										
	35%		42%		36%		34%		37%	
Product Cost	\$ 1,022,015	97%	\$ 1,196,306	97%	\$ 1,123,894	97%	\$ 1,171,138	97%	\$ 4,513,353	97%
Services Cost	\$ 35,851	3%	\$ 36,310	3%	\$ 36,050	3%	\$ 35,194	3%	\$ 143,405	3%
Total Costs of Goods Sold	\$ 1,057,866	100%	\$ 1,232,616	100%	\$ 1,159,944	100%	\$ 1,206,332	100%	\$ 4,656,758	100%
Total Gross Profit	\$ 161,813		\$ 191,415		\$ 182,251		\$ 180,853		\$ 716,332	

\* - Net Sales where Insight is an Agent that are included in the Services category.