

	Q1-18	%	Q2-18	%	Q3-18	%	Q4-18	%	FY 2018	%
<b>Insight Enterprises, Inc.</b>										
(000's)										
Hardware	1,067,511	61%	1,078,797	59%	1,106,969	64%	1,040,074	59%	4,293,351	61%
Software	<u>490,281</u>	28%	<u>540,026</u>	29%	<u>441,304</u>	25%	<u>484,976</u>	28%	<u>1,956,587</u>	27%
Total Products	1,557,792	89%	1,618,823	88%	1,548,273	89%	1,525,050	87%	6,249,938	88%
Services	<u>184,702</u>	11%	<u>222,047</u>	12%	<u>199,453</u>	11%	<u>223,996</u>	13%	<u>830,198</u>	12%
Total Net Sales	<u>\$ 1,742,494</u>	100%	<u>\$ 1,840,870</u>	100%	<u>\$ 1,747,726</u>	100%	<u>\$ 1,749,046</u>	100%	<u>\$ 7,080,136</u>	100%
<b>Sales as Agent as a % of</b>										
<b>Total Services Net Sales*</b>	<b>39%</b>		<b>47%</b>		<b>36%</b>		<b>38%</b>		<b>40%</b>	
Agency Services	71,920	39%	103,412	47%	72,026	36%	85,177	38%	332,535	40%
Insight Services	112,782	61%	118,635	53%	127,427	64%	138,819	62%	497,663	60%
Product Cost	1,414,986	94%	1,488,387	94%	1,415,808	94%	1,392,219	93%	5,711,400	94%
Services Cost	<u>87,245</u>	6%	<u>88,106</u>	6%	<u>97,004</u>	6%	<u>102,663</u>	7%	<u>375,018</u>	6%
Total Cost of Goods Sold	<u>1,502,231</u>	100%	<u>1,576,493</u>	100%	<u>1,512,812</u>	100%	<u>1,494,882</u>	100%	<u>6,086,418</u>	100%
Total Gross Profit	<u>\$ 240,263</u>		<u>\$ 264,377</u>		<u>\$ 234,914</u>		<u>\$ 254,164</u>		<u>\$ 993,718</u>	

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

	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	<u>468,149</u>	32%	<u>571,167</u>	34%	<u>491,936</u>	28%	<u>590,730</u>	33%	<u>2,121,982</u>	32%
Total Products	1,321,969	89%	1,505,464	89%	1,598,973	91%	1,612,338	90%	6,038,744	90%
Services	<u>155,574</u>	11%	<u>178,568</u>	11%	<u>159,000</u>	9%	<u>171,737</u>	10%	<u>664,879</u>	10%
Total Net Sales	<u>\$ 1,477,543</u>	100%	<u>\$ 1,684,032</u>	100%	<u>\$ 1,757,973</u>	100%	<u>\$ 1,784,075</u>	100%	<u>\$ 6,703,623</u>	100%
<b>Sales as Agent as a % of</b>										
<b>Total Services Net Sales*</b>	<b>30%</b>		<b>38%</b>		<b>29%</b>		<b>30%</b>		<b>32%</b>	
Agency Services	46,672	30%	67,856	38%	46,110	29%	51,521	30%	212,761	32%
Insight Services	108,902	70%	110,712	62%	112,890	71%	120,216	70%	452,118	68%
Product Cost	1,201,057	95%	1,372,015	96%	1,463,414	95%	1,475,916	95%	5,512,402	95%
Services Cost	<u>68,259</u>	5%	<u>60,638</u>	4%	<u>68,478</u>	4%	<u>75,276</u>	5%	<u>272,651</u>	5%
Total Cost of Goods Sold	<u>1,269,316</u>	100%	<u>1,432,653</u>	100%	<u>1,537,892</u>	100%	<u>1,551,192</u>	100%	<u>5,785,053</u>	100%
Total Gross Profit	<u>\$ 208,227</u>		<u>\$ 251,379</u>		<u>\$ 226,081</u>		<u>\$ 232,883</u>		<u>\$ 918,570</u>	

\* 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	<u>420,676</u>	36%	<u>568,318</u>	39%	<u>489,177</u>	35%	<u>563,782</u>	38%	<u>2,041,953</u>	37%
Total Products	<u>1,062,339</u>	91%	<u>1,317,652</u>	90%	<u>1,273,248</u>	91%	<u>1,344,024</u>	92%	<u>4,997,263</u>	91%
Services	<u>106,643</u>	9%	<u>138,582</u>	10%	<u>119,468</u>	9%	<u>123,559</u>	8%	<u>488,252</u>	9%
Total Net Sales	<u>\$ 1,168,982</u>	100%	<u>\$ 1,456,234</u>	100%	<u>\$ 1,392,716</u>	100%	<u>\$ 1,467,583</u>	100%	<u>\$ 5,485,515</u>	100%
<b>Sales as Agent as a % of</b>										
<b>Total Services Net Sales*</b>	<b>34%</b>		<b>44%</b>		<b>32%</b>		<b>34%</b>		<b>36%</b>	
Agency Services	36,259	34%	60,976	44%	38,230	32%	42,010	34%	175,771	36%
Insight Services	70,384	66%	77,606	56%	81,238	68%	81,549	66%	312,481	64%
Product Cost	965,357	96%	1,205,772	97%	1,166,294	96%	1,234,039	97%	4,571,462	96%
Services Cost	<u>42,517</u>	4%	<u>41,245</u>	3%	<u>44,614</u>	4%	<u>42,575</u>	3%	<u>170,951</u>	4%
Total Cost of Goods Sold	<u>1,007,874</u>	100%	<u>1,247,017</u>	100%	<u>1,210,908</u>	100%	<u>1,276,614</u>	100%	<u>4,742,413</u>	100%
Total Gross Profit	<u>\$ 161,108</u>		<u>\$ 209,217</u>		<u>\$ 181,808</u>		<u>\$ 190,969</u>		<u>\$ 743,102</u>	

\* 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	<u>469,582</u>	39%	<u>592,292</u>	42%	<u>455,319</u>	34%	<u>545,955</u>	39%	<u>2,063,148</u>	38%
Total Products	<u>1,122,742</u>	92%	<u>1,304,916</u>	92%	<u>1,234,754</u>	92%	<u>1,283,135</u>	92%	<u>4,945,547</u>	92%
Services	<u>96,937</u>	8%	<u>119,115</u>	8%	<u>107,441</u>	8%	<u>104,050</u>	8%	<u>427,543</u>	8%
Total Net Sales	<u>\$ 1,219,679</u>	100%	<u>\$ 1,424,031</u>	100%	<u>\$ 1,342,195</u>	100%	<u>\$ 1,387,185</u>	100%	<u>\$ 5,373,090</u>	100%
<b>Sales as Agent as a % of</b>										
<b>Total Services Net Sales*</b>	<b>35%</b>		<b>42%</b>		<b>36%</b>		<b>34%</b>		<b>37%</b>	
Agency Services	33,928	35%	50,028	42%	38,679	36%	35,377	34%	158,191	37%
Insight Services	63,009	65%	69,087	58%	68,762	64%	68,673	66%	269,352	63%
Product Cost	1,022,015	97%	1,196,306	97%	1,123,894	97%	1,171,138	97%	4,513,353	97%
Services Cost	<u>35,851</u>	3%	<u>36,310</u>	3%	<u>36,050</u>	3%	<u>35,194</u>	3%	<u>143,405</u>	3%
Total Cost of Goods Sold	<u>1,057,866</u>	100%	<u>1,232,616</u>	100%	<u>1,159,944</u>	100%	<u>1,206,332</u>	100%	<u>4,656,758</u>	100%
Total Gross Profit	<u>\$ 161,813</u>		<u>\$ 191,415</u>		<u>\$ 182,251</u>		<u>\$ 180,853</u>		<u>\$ 716,332</u>	

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