

# A global provider of Insight Intelligent Technology Solutions™ that help your organization run smarter



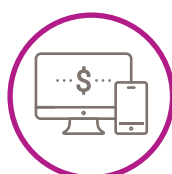
Insight Enterprises, Inc. is a Fortune 500-ranked global provider of Digital Innovation, Cloud + Data Center Transformation, Connected Workforce, and Supply Chain Optimization solutions and services. We help organizations of all sizes — including enterprises, schools, and government and healthcare organizations — define, architect, implement and manage their IT today while transforming for tomorrow.

Profile	Results	Services	Talent
<b>30+ Years</b> Evolving in a dynamic industry	<b>\$8.3 Billion</b> 2020 Net sales	<b>\$1.2 Billion</b> 2020 Total services sales	<b>11,000+</b> Teammates worldwide
<b>19 Countries</b> Serving clients around the globe	<b>\$322 Million</b> 2020 Adjusted EFO <sup>1</sup>	<b>17%</b> 2020 Services sales year-over-year growth	<b>7,700+</b> Sales and service delivery professionals
<b>No. 409</b> 2020 Fortune 500	<b>\$6.19</b> 2020 Adjusted diluted EPS <sup>1</sup>	<b>22%</b> 2020 Services sales 5 YR CAGR	<b>4,400+</b> Technical resources

## Investment highlights



Diverse, loyal base presents long-term growth opportunity



Track record of operational rigor and financial health



Market backdrop opportunity for growth



Global scale and reach that sets us apart

## We live by our core values.

### Hunger

We are change agents, united in our passion to improve everyday and deliver outstanding results for our clients, partners and Insight.

### Heart

We are teammates. We take care of each other, our clients and our communities.

### Harmony

We are a team of diverse individuals who value inclusivity and create meaningful connections so we can win together.

Create clarity. • Inspire people. • Demonstrate thought leadership. • Deliver results.

<sup>1</sup> Reconciliations of Non-GAAP financials measures to the relevant GAAP measure can be found in the Q4 2020 Earnings Presentation available at <https://investor.insight.com/home/default.aspx>

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## Our solutions

Modern Workplace

Modern Apps

Modern Infrastructure

Intelligent Edge

Data & AI

Cybersecurity

## Leadership team

Joyce Mullen – President & CEO

Glynis Bryan – Chief Financial Officer

Emma de Sousa – President, EMEA

Mike Morgan – Vice President, APAC

Jeff Shumway – Chief Information Officer

## 2020 Financial highlights

Net sales	\$8.3 Billion
Gross profit	\$1.3 Billion
Gross margin	15.6%
Adjusted EFO <sup>1</sup>	\$322 Million
Net income	\$173 Million
Adjusted earnings per diluted share <sup>1</sup>	\$6.19
Adjusted Free cash flow <sup>1</sup>	\$435 Million
Shares outstanding <sup>2</sup>	35.1 Million
Ticker	NSIT (NASDAQ)

## Long-term financial strategy

### Capital allocation priorities

- 1 Invest organically
- 2 Pay down debt
- 3 Pursue strategic M&A
- 4 Return excess cash to shareholders

### 5-year targets<sup>3</sup>

- 8–10% (CAGR) Grow sales faster than the market
- 5.0–5.5% Expand EBITDA margin
- 19–21% Optimize return on invested capital
- 50–52% Grow services gross profit as % of total GP

<sup>1</sup> Reconciliations of Non-GAAP financials measures to the relevant GAAP measure can be found in the Q4 2020 Earnings Presentation available <https://investor.insight.com/home/default.aspx>

<sup>2</sup> As of February 12, 2021

<sup>3</sup> 5-year CAGR base year is 2019