



# CDW Corporation

Webcast Conference Call

February 10, 2021

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# Today's Agenda

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- Fourth Quarter and Full Year 2020 Results
- COVID-19 Response
- Performance Drivers
- 2021 Outlook
- Q&A

# Disclaimers

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## Forward-Looking Statements

Statements in this presentation that are not statements of historical fact are forward-looking statements within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, including, without limitation, statements regarding (i) the impact of COVID-19 on CDW's business, operations and liquidity, and (ii) capital priorities and other strategic plans of CDW. These forward-looking statements are subject to risks and uncertainties that may cause actual results or events to differ materially from those described in such statements. Although CDW believes that its plans, intentions and other expectations reflected in or suggested by such forward-looking statements are reasonable, it can give no assurance that it will achieve those plans, intentions or expectations. Reference is made to a more complete discussion of forward-looking statements and applicable risks contained under the captions "Forward-Looking Statements" and "Risk Factors" in CDW's Annual Report on Form 10-K for the year ended December 31, 2019 and Quarterly Report on Form 10-Q for the quarter ended September 30, 2020 and subsequent filings with the SEC. CDW undertakes no obligation to update or revise any of its forward-looking statements, whether as a result of new information, future events or otherwise, except as otherwise required by law.

## Non-GAAP Financial Information

This presentation contains certain non-GAAP financial measures, including Non-GAAP operating income, Non-GAAP operating income margin, Non-GAAP SG&A, Non-GAAP income before income taxes, Non-GAAP net income, Non-GAAP effective tax rate, Non-GAAP net income per diluted share, Non-GAAP net income per diluted share on a constant currency basis, Net sales growth on a constant currency basis and Free cash flow. Generally, a non-GAAP financial measure is a numerical measure of a company's performance or financial position that either excludes or includes amounts that are not normally included or excluded in the most directly comparable measure calculated and presented in accordance with US GAAP. For a reconciliation of non-GAAP financial measures to the applicable most comparable US GAAP financial measures, see Exhibit 99.1 to CDW's Current Report on Form 8-K filed with the Securities and Exchange Commission on February 10, 2021 and the reconciliations included in these slides. Non-GAAP financial measures used by CDW may differ from similar measures used by other companies, even when similar terms are used to identify such measures.

# Q4 2020 and Full Year Financial Performance

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## Fourth Quarter:

- Net sales increased \$419 million from Q4 2019 to \$5.0 billion
  - Up 9.2% on a reported basis
  - Up 11.0% on an average daily basis ("ADS")
  - Up 10.7% on an ADS constant currency basis
- Operating income up 17.1% to \$332 million
- Net income up 28.4% to \$238 million
- Non-GAAP operating income up 9.9% to \$376 million
- Net income per diluted share up 29.6% to \$1.65
- Non-GAAP net income per diluted share up 16.1% to \$1.82

## Full Year:

- Net sales increased \$435 million from 2019 to \$18.5 billion
  - Up 2.4% on a reported, ADS and constant currency basis
- Operating income up 4.0% to \$1,179 million
- Net income up 7.0% to \$789 million
- Non-GAAP operating income up 2.6% to \$1,405 million
- Net income per diluted share up 9.2% to \$5.45
- Non-GAAP net income per diluted share up 8.0% to \$6.59

# Balanced Portfolio Drove Top-Line Growth

(Unaudited)  
(\$ in millions)

	Three Months Ended December 31,				Year Ended December 31,		
	2020	2019	% Change	Average Daily % Change <sup>(1)</sup>	2020	2019	% Change <sup>(1)</sup>
Corporate	\$ 1,717.5	\$ 1,965.4	(12.6)%	(11.2)%	\$ 6,846.0	\$ 7,499.0	(8.7)%
Small Business	366.5	391.1	(6.3)	(4.8)	1,397.1	1,510.3	(7.5)
Public							
Government	842.6	659.1	27.8	29.9	2,978.5	2,519.3	18.2
Education	1,026.9	430.6	138.5	142.3	3,458.1	2,411.6	43.4
Healthcare	427.0	503.4	(15.2)	(13.8)	1,701.1	1,933.9	(12.0)
Total Public	2,296.5	1,593.1	44.2	46.5	8,137.7	6,864.8	18.5
Other	575.7	587.3	(2.0)	(0.4)	2,086.7	2,158.3	(3.3)
Total Net sales	<u>\$ 4,956.2</u>	<u>\$ 4,536.9</u>	<u>9.2 %</u>	<u>11.0 %</u>	<u>\$ 18,467.5</u>	<u>\$ 18,032.4</u>	<u>2.4 %</u>

(1) There were 62 and 63 selling days for the three months ended December 31, 2020 and 2019, respectively. There were 254 selling days for both the years ended December 31, 2020 and 2019.

## **Highlights Combined Power of Business Model and Strategy**

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- Balanced portfolio of customer end-markets
- Diverse product and solutions portfolio
- Three-part strategy for growth

# Our Three-Part Growth Strategy

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**1**

**Capture share and acquire new customers**

**2**

**Enhance capabilities in high-growth solutions areas**

**3**

**Expand services capabilities**

## COVID-19 Response

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- Safeguard the health and well-being of our coworkers
- Serve the mission-driven needs of our customers
- Support our communities, including efforts to contain and slow the virus



# Q4 2020 Financial Results

(Unaudited)

(\$ in millions, except per share amounts)

	Three Months Ended December 31,		
	2020	2019	% Change
Net sales	\$ 4,956.2	\$ 4,536.9	9.2 %
<i>Average daily net sales</i>	\$ 79.9	\$ 72.0	11.0 %
Gross profit	\$ 880.9	\$ 777.5	13.3 %
<i>% of Net sales</i>	17.8 %	17.1 %	
SG&A	\$ 548.7	\$ 493.7	11.1 %
Operating income	\$ 332.2	\$ 283.8	17.1 %
Non-GAAP SG&A*	\$ 504.7	\$ 435.2	15.9 %
Non-GAAP operating income*	\$ 376.2	\$ 342.3	9.9 %
<i>% of Net sales</i>	7.6 %	7.5 %	
Interest expense, net	\$ 37.1	\$ 38.3	(2.9)%
Net income	\$ 238.3	\$ 185.6	28.4 %
Diluted EPS	\$ 1.65	\$ 1.27	29.6 %
Non-GAAP net income*	\$ 263.7	\$ 229.1	15.0 %
Non-GAAP diluted EPS*	\$ 1.82	\$ 1.57	16.1 %

\* Non-GAAP SG&A, Non-GAAP operating income, Non-GAAP net income and Non-GAAP diluted EPS are non-GAAP financial measures. See Exhibit 99.1 to CDW's Current Report on Form 8-K filed with the Securities and Exchange Commission on February 10, 2021 for a discussion of non-GAAP financial measures.

## Q4 2020 Non-GAAP SG&A and Non-GAAP Operating Income

(Unaudited)  
(\$ in millions)

	Three Months Ended December 31,		
	2020	2019	% Change
SG&A, as reported	\$ 548.7	\$ 493.7	11.1 %
Amortization of acquisition-related intangible assets	(24.2)	(44.8)	
Equity-based compensation	(16.6)	(10.8)	
Other adjustments	(3.2)	(2.9)	
Non-GAAP SG&A	<u>\$ 504.7</u>	<u>\$ 435.2</u>	15.9 %
Non-GAAP operating income	\$ 376.2	\$ 342.3	9.9 %
% of Net sales	7.6 %	7.5 %	

## Q4 2020 Non-Operating Expenses

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(Unaudited)

(\$ in millions)

	Three Months Ended December 31,		
	2020	2019	% Change
Interest expense, net	\$ 37.1	\$ 38.3	(2.9)%
Other expense, net	\$ 0.1	\$ 9.5	nm*
Income tax expense	\$ 56.7	\$ 50.4	12.3 %

\* Not meaningful

## Q4 2020 US GAAP Effective Tax Rate

(Unaudited)

	Three Months Ended December 31,	
	2020	2019
Federal statutory rate	21.0 %	21.0 %
State taxes <sup>(1)</sup>	3.6	3.0
Excess benefits from equity-based compensation <sup>(2)</sup>	(3.0)	(2.6)
All other items impacting tax rate	(2.4)	—
US GAAP effective tax rate	<u>19.2 %</u>	<u>21.4 %</u>

(1) Net of Federal benefit and excludes the State benefit associated with excess tax benefits.

(2) Inclusive of Federal and State taxes.

## Q4 2020 Non-GAAP Net Income

(Unaudited)

(\$ in millions)

	Three Months Ended December 31, 2020				Three Months Ended December 31, 2019			
	Income before income taxes	Income tax expense <sup>(1)</sup>	Net income	Effective tax rate	Income before income taxes	Income tax expense <sup>(1)</sup>	Net income	Effective tax rate
GAAP, as reported	\$ 295.0	\$ (56.7)	\$ 238.3	19.2 %	\$ 236.0	\$ (50.4)	\$ 185.6	21.4 %
Amortization of intangibles <sup>(2)</sup>	24.2	(6.0)	18.2		44.8	(10.8)	34.0	
Equity-based compensation	16.6	(11.8)	4.8		10.8	(7.9)	2.9	
Net loss on extinguishment of long-term debt	—	—	—		6.0	(1.5)	4.5	
Other adjustments <sup>(3)</sup>	3.2	(0.8)	2.4		2.9	(0.8)	2.1	
Non-GAAP*	<u>\$ 339.0</u>	<u>\$ (75.3)</u>	<u>\$ 263.7</u>	<u>22.2 %</u>	<u>\$ 300.5</u>	<u>\$ (71.4)</u>	<u>\$ 229.1</u>	<u>23.7 %</u>

(1) Income tax on non-GAAP adjustments includes excess tax benefits associated with equity-based compensation.

(2) Includes amortization expense for acquisition-related intangible assets, primarily customer relationships, customer contracts and trade names.

(3) Includes other expenses such as payroll taxes on equity-based compensation, expenses related to the relocation of the downtown Chicago office, and acquisition and integration expenses.

\* Non-GAAP income before income taxes and Non-GAAP net income are non-GAAP financial measures. See Exhibit 99.1 to CDW's Current Report on Form 8-K filed with the Securities and Exchange Commission on February 10, 2021 for a discussion of non-GAAP financial measures.

## Q4 2020 Earnings Per Share

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*(Unaudited)*

*(\$ in millions, except per share amounts)*

	Three Months Ended December 31,		
	2020	2019	% Change
Diluted EPS	\$ 1.65	\$ 1.27	29.6 %
Non-GAAP net income*	\$ 263.7	\$ 229.1	15.0 %
Non-GAAP diluted EPS*	\$ 1.82	\$ 1.57	16.1 %

\* Non-GAAP net income and Non-GAAP diluted EPS are non-GAAP financial measures. See Exhibit 99.1 to CDW's Current Report on Form 8-K filed with the Securities and Exchange Commission on February 10, 2021 for a discussion of non-GAAP financial measures.

# Full Year Financial Results

(Unaudited)

(\$ in millions, except per share amounts)

	Year Ended December 31,		
	2020	2019	% Change
Net sales	\$ 18,467.5	\$ 18,032.4	2.4%
<i>Average daily net sales</i>	\$ 72.7	\$ 71.0	2.4%
Gross profit	\$ 3,210.1	\$ 3,039.9	5.6%
<i>% of Net sales</i>	17.4 %	16.9 %	
SG&A	\$ 2,030.9	\$ 1,906.3	6.5%
Operating income	\$ 1,179.2	\$ 1,133.6	4.0%
Non-GAAP SG&A*	\$ 1,805.5	\$ 1,671.5	8.0%
Non-GAAP operating income*	\$ 1,404.6	\$ 1,368.4	2.6%
<i>% of Net sales</i>	7.6 %	7.6 %	
Interest expense, net	\$ 154.9	\$ 159.4	(2.8)%
Net income	\$ 788.5	\$ 736.8	7.0%
Diluted EPS	\$ 5.45	\$ 4.99	9.2%
Non-GAAP net income*	\$ 954.4	\$ 902.1	5.8%
Non-GAAP diluted EPS*	\$ 6.59	\$ 6.10	8.0%

\* Non-GAAP SG&A, Non-GAAP operating income, Non-GAAP net income and Non-GAAP diluted EPS are non-GAAP financial measures. See Exhibit 99.1 to CDW's Current Report on Form 8-K filed with the Securities and Exchange Commission on February 10, 2021 for a discussion of non-GAAP financial measures.

# Full Year Non-GAAP SG&A and Non-GAAP Operating Income

(Unaudited)  
(\$ in millions)

	Year Ended December 31,		
	2020	2019	% Change
SG&A, as reported	\$ 2,030.9	\$ 1,906.3	6.5 %
Amortization of acquisition-related intangible assets	(158.1)	(178.5)	
Equity-based compensation	(42.5)	(48.5)	
Workforce reduction charges	(8.5)	—	
Other adjustments	(16.3)	(7.8)	
Non-GAAP SG&A	<u>\$ 1,805.5</u>	<u>\$ 1,671.5</u>	8.0 %
Non-GAAP operating income	\$ 1,404.6	\$ 1,368.4	2.6 %
<i>% of Net sales</i>	7.6 %	7.6 %	



# Full Year Non-Operating Expenses

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*(Unaudited)*  
*(\$ in millions)*

	Year Ended December 31,		
	2020	2019	% Change
Interest expense, net	\$ 154.9	\$ 159.4	(2.8)%
Other expense, net	\$ 22.0	\$ 24.5	(9.9)%
Income tax expense	\$ 213.8	\$ 212.9	0.4 %

# Full Year US GAAP Effective Tax Rate

(Unaudited)

	Year Ended December 31,	
	2020	2019
Federal statutory rate	21.0 %	21.0 %
State taxes <sup>(1)</sup>	3.9	3.7
Excess benefits from equity-based compensation <sup>(2)</sup>	(2.9)	(2.8)
All other items impacting tax rate	(0.7)	0.5
US GAAP effective tax rate	<u>21.3 %</u>	<u>22.4 %</u>

(1) Net of Federal benefit and excludes the State benefit associated with excess tax benefits.

(2) Inclusive of Federal and State taxes.

# Full Year Non-GAAP Net Income

(Unaudited)  
(\$ in millions)

	Year Ended December 31, 2020				Year Ended December 31, 2019			
	Income before income taxes	Income tax expense <sup>(1)</sup>	Net income	Effective tax rate	Income before income taxes	Income tax expense <sup>(1)</sup>	Net income	Effective tax rate
US GAAP, as reported	\$1,002.3	\$ (213.8)	\$ 788.5	21.3 %	\$ 949.7	\$ (212.9)	\$ 736.8	22.4 %
Amortization of intangibles <sup>(2)</sup>	158.1	(36.8)	121.3		178.5	(44.6)	133.9	
Equity-based compensation	42.5	(37.0)	5.5		48.5	(36.6)	11.9	
Net loss on extinguishments of long-term debt	27.3	(6.8)	20.5		22.1	(5.5)	16.6	
Workforce reduction charges	8.5	(2.1)	6.4		—	—	—	
Other adjustments <sup>(3)</sup>	16.3	(4.1)	12.2		7.8	(4.9)	2.9	
Non-GAAP*	<u>\$1,255.0</u>	<u>\$ (300.6)</u>	<u>\$ 954.4</u>	<u>24.0 %</u>	<u>\$1,206.6</u>	<u>\$ (304.5)</u>	<u>\$ 902.1</u>	<u>25.2 %</u>

(1) Income tax on non-GAAP adjustments includes excess tax benefits associated with equity-based compensation.

(2) Includes amortization expense for acquisition-related intangible assets, primarily customer relationships, customer contracts and trade names.

(3) Includes other expenses such as payroll taxes on equity-based compensation, expenses related to the relocation of the downtown Chicago office, and acquisition and integration expenses.

\* Non-GAAP income before income taxes and Non-GAAP net income are non-GAAP financial measures. See Exhibit 99.1 to CDW's Current Report on Form 8-K filed with the Securities and Exchange Commission on February 10, 2021 for a discussion of non-GAAP financial measures.

# Full Year Earnings Per Share

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(Unaudited)

(\$ in millions, except per share amounts)

	Year Ended December 31,		
	2020	2019	% Change
Diluted EPS	\$ 5.45	\$ 4.99	9.2 %
Non-GAAP net income*	\$ 954.4	\$ 902.1	5.8 %
Non-GAAP diluted EPS*	\$ 6.59	\$ 6.10	8.0 %

\* Non-GAAP net income and Non-GAAP diluted EPS are non-GAAP financial measures. See Exhibit 99.1 to CDW's Current Report on Form 8-K filed with the Securities and Exchange Commission on February 10, 2021 for a discussion of non-GAAP financial measures.

# Debt and Revolver Availability

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*(Unaudited)*  
*(\$ in millions)*

	<u>December 31, 2020</u>		<u>December 31, 2019</u>
Cash and cash equivalents	\$ 1,410.2	\$	154.0
Total debt	\$ 3,927.2	\$	3,317.3
Net debt (total debt net of cash and cash equivalents)	\$ 2,517.0	\$	3,163.3
Revolver availability	\$ 1,059.3	\$	1,106.2
Cash plus revolver availability	\$ 2,469.5	\$	1,260.2

# Free Cash Flow

(Unaudited)  
(\$ in millions)

	Three Months Ended December 31,			Year Ended December 31,		
	2020	2019	% Change	2020	2019	% Change
Net cash provided by operating activities	\$ 576.0	\$ 344.9	67.1 %	\$ 1,314.3	\$ 1,027.2	28.0 %
Capital expenditures <sup>(1)</sup>	(24.3)	(161.3)		(158.0)	(236.3)	
Net change in accounts payable-inventory financing	(139.5)	16.1		93.0	(1.3)	
Financing payments for revenue generating assets	(18.1)	—		(18.1)	—	
Free cash flow	<u>\$ 394.1</u>	<u>\$ 199.7</u>	97.3 %	<u>\$ 1,231.2</u>	<u>\$ 789.6</u>	56.0 %

(1) Includes expenditures for revenue generating assets.

# Cash Conversion Cycle

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*(Unaudited)*

*(Based on a rolling three-month average)*

	<u>December 31, 2020</u>	<u>December 31, 2019</u>
Days of sales outstanding	57	57
Days of supply in inventory	14	14
Days purchases outstanding	(54)	(53)
Cash conversion cycle	<u>17</u>	<u>18</u>

# 2021 Capital Allocation Priorities

Priorities	Objectives	Actions
Increase Dividends Annually	Target ~25% payout of Non-GAAP net income; grow in-line with earnings	5.3% increase in November 2020 to \$1.60/share annually
Maintain Net Leverage Ratio <sup>(1)</sup>	~2.5 to 3.0 times Net leverage ratio	Currently at 1.7x <sup>(2)</sup>
Supplement Organic Growth with M&A	Expand CDW's strategic capabilities	Completed 3 acquisitions in 2020
Return Excess FCF after Dividends and M&A Through Share Repurchases	Offset to incentive plan dilution and to supplement EPS growth	Repurchase program

(1) Defined as the ratio of total debt at period-end excluding any unamortized discount and/or premium and deferred financing costs, less cash and cash equivalents, to trailing twelve-month Non-GAAP operating income plus depreciation and amortization in SG&A (excluding amortization expenses for acquisition-related intangible assets).

(2) As of December 31, 2020.



# 2021 Outlook

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## 2021<sup>(1)(2)</sup>

Net Sales Growth

U.S. IT growth  
plus ~200 to 300 bps premium  
in constant currency

Non-GAAP Operating  
Income Margin<sup>(3)</sup>

Mid-7%s

Non-GAAP Earnings Per  
Diluted Share Growth

Mid-to-high single  
digit growth  
in constant currency

(1) Annual targets are provided on a non-GAAP basis because certain reconciling items are dependent on future events that either cannot be controlled, such as currency impacts or interest rates, or reliably predicted because they are not part of CDW's routine activities, such as refinancing activities or acquisition and integration

(2) As of February 10, 2021.

(3) Non-GAAP operating income as a percentage of Net sales.

# Modeling Thoughts for 2021

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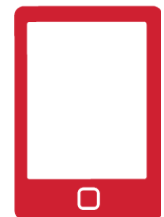
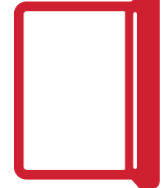
- Full-year constant currency Net sales growth 200 to 300 bps faster than U.S. IT market growth
  - One fewer selling day vs. 2020 in Q1 '21; one extra selling day vs. 2020 in Q4 '21
  - First quarter sales growth of mid-single digits on an average daily sales basis
  - Currency expected to be ~50 basis point tailwind for the full year
- Annual depreciation and amortization expenses expected to be between \$175 million and \$180 million, including ~\$75 million of amortization expense for acquisition-related intangible assets
  - Depreciation and amortization in SG&A, excluding acquisition-related intangible assets, expected to be ~\$95 million
- Non-GAAP operating income margin of mid-7%<sup>s</sup>
- Annual interest expense expected to be between \$146 million and \$148 million
- Non-GAAP effective tax rate expected to be between 25.5% to 26.5%
- Non-GAAP EPS expected to grow ~200 basis points faster than Non-GAAP net income
- Non-GAAP EPS growth of mid-to-high single digits in constant currency

# Modeling Thoughts for 2021 Cash Flows

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- Annual Free Cash Flow at or slightly below the low end of the 'rule of thumb' of 3  $\frac{3}{4}$ % to 4  $\frac{1}{4}$ % of Net sales
- Capital expenditures ~75 to 80 basis points as a percent of Net sales on an annual basis
- Achieve Cash Conversion Cycle within target range of high teens to low 20s

# Questions and Answers



**PEOPLE  
WHO  
GET IT™**

# Non-GAAP Operating Income Reconciliation

(Unaudited)  
(\$ in millions)

	Three Months Ended December 31,				Year Ended December 31,			
	2020	% of Net sales	2019	% of Net sales	2020	% of Net sales	2019	% of Net sales
Operating income, as reported	332.2	6.7 %	\$ 283.8	6.3 %	1,179.2	6.4 %	\$1,133.6	6.3 %
Amortization of intangibles <sup>(1)</sup>	24.2		44.8		158.1		178.5	
Equity-based compensation	16.6		10.8		42.5		48.5	
Workforce reduction charges	—		—		8.5		—	
Other adjustments <sup>(2)</sup>	3.2		2.9		16.3		7.8	
Non-GAAP operating income*	<u>376.2</u>	7.6 %	<u>\$ 342.3</u>	7.5 %	<u>1,404.6</u>	7.6 %	<u>\$1,368.4</u>	7.6 %

(1) Includes amortization expense for acquisition-related intangible assets, primarily customer relationships, customer contracts and trade names.

(2) Includes other expenses such as payroll taxes on equity-based compensation, expenses related to the relocation of the downtown Chicago office, and acquisition integration expenses.

\* Non-GAAP operating income is a non-GAAP financial measure. See Exhibit 99.1 to CDW's Current Report on Form 8-K filed with the Securities and Exchange Commission on February 10, 2021 for a discussion of non-GAAP financial measures.

# Net Sales Growth on a Constant Currency Basis

(Unaudited)  
(\$ in millions)

	Three Months Ended December 31,				Year Ended December 31,		
	2020	2019	% Change	Average Daily % Change <sup>(1)</sup>	2020	2019	% Change <sup>(1)</sup>
Net sales, as reported	\$ 4,956.2	\$ 4,536.9	9.2 %	11.0 %	\$18,467.5	\$18,032.4	2.4 %
Foreign currency translation <sup>(2)</sup>	—	12.7			—	(2.5)	
Net sales, on a constant currency basis*	<u>\$ 4,956.2</u>	<u>\$ 4,549.6</u>	8.9 %	10.7 %	<u>\$18,467.5</u>	<u>\$18,029.9</u>	2.4 %

(1) There were 62 and 63 selling days for the three months ended December 31, 2020 and 2019, respectively. There were 254 selling days for both the years ended December 31, 2020 and 2019.

(2) Represents the effect of translating the prior year results of CDW UK and CDW Canada at the average exchange rates applicable in the current year.

\* Net sales growth on a constant currency basis is a non-GAAP financial measure. See Exhibit 99.1 to CDW's Current Report on Form 8-K filed with the Securities and Exchange Commission on February 10, 2021 for a discussion of non-GAAP financial measures.

# Non-GAAP Net Income Per Diluted Share, on a Constant Currency Basis

(Unaudited)

(\$ in millions, except per share amounts)

	Three Months Ended December 31,			Year Ended December 31,		
	2020	2019	% Change	2020	2019	% Change
Net income, as reported	\$ 238.3	\$ 185.6	28.4 %	\$ 788.5	\$ 736.8	7.0 %
Amortization of intangibles	24.2	44.8		158.1	178.5	
Equity-based compensation	16.6	10.8		42.5	48.5	
Net loss on extinguishments of long-term debt	—	6.0		27.3	22.1	
Workforce reduction charges	—	—		8.5	—	
Other adjustments	3.2	2.9		16.3	7.8	
Aggregate adjustment for income taxes	(18.6)	(21.0)		(86.8)	(91.6)	
Non-GAAP net income <sup>(1)*</sup>	\$ 263.7	\$ 229.1	15.0 %	\$ 954.4	\$ 902.1	5.8 %
Foreign currency translation <sup>(2)</sup>	—	0.7		—	—	
Non-GAAP net income, on a constant currency basis*	\$ 263.7	\$ 229.8	14.7 %	\$ 954.4	\$ 902.1	5.8 %
Shares used in computing Non-GAAP net income per diluted share and Non-GAAP net income per diluted share, on a constant currency basis	145.1	146.4		144.8	147.8	
Non-GAAP net income per diluted share*	\$ 1.82	\$ 1.57	16.1 %	\$ 6.59	\$ 6.10	8.0 %
Non-GAAP net income per diluted share, on a constant currency basis*	\$ 1.82	\$ 1.57	15.8 %	\$ 6.59	\$ 6.10	8.0 %

(1) See Slide 13 for details on the adjustments to Non-GAAP net income for the fourth quarter. See Slide 19 for details on the adjustments to Non-GAAP net income for the full year.

(2) Represents the effect of translating the prior period results of CDW UK and CDW Canada at the average exchange rates applicable in the current period.

\* Non-GAAP net income, Non-GAAP net income per diluted share, Non-GAAP net income on a constant currency basis and Non-GAAP net income per diluted share on a constant currency basis are non-GAAP financial measures. See Exhibit 99.1 to CDW's Current Report on Form 8-K filed with the Securities and Exchange Commission on February 10, 2021 for a discussion of non-GAAP financial measures.