

CDW Corporation

Webcast Conference Call November 3, 2021

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Today's Agenda

- Third Quarter and YTD 2021 Results
- Performance Drivers
- Outlook
- Q&A

Disclaimers

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 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, 2020. 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 November 3, 2021 and the reconciliations included in these slides. Non-GAAP financial measures used by other companies, even when similar terms are used to identify such measures.

Q3 2021 and YTD Financial Performance

Third Quarter:

- Net sales increased \$544 million from Q3 2020 to \$5.3 billion
 - Up 11.4% on a reported and average daily sales ("ADS") basis
 - Up 10.7% on an ADS constant currency basis
- Operating income up 21.6% to \$386 million
- Net income up 38.0% to \$267 million
- Non-GAAP operating income up 12.6% to \$435 million
- Net income per diluted share up 43.2% to \$1.91
- Non-GAAP net income per diluted share up 16.4% to \$2.13

Year to Date ("YTD"):

- Net sales increased \$1,773 million from Q3 2020 to \$15.3 billion
 - Up 13.1% on a reported basis
 - Up 13.7% on an ADS basis
 - Up 12.6% on an ADS constant currency basis
- Operating income up 27.5% to \$1,080 million
- Net income up 40.5% to \$773 million
- Non-GAAP operating income up 18.7% to \$1,221 million
- Net income per diluted share up 43.8% to \$5.47
- Non-GAAP net income per diluted share up 23.5% to \$5.89

Balanced Portfolio Drove Record Top-Line Results

(Unaudited)

(\$ in millions)

	Three Mon	ths Ended S	eptember 30,	Nin	e Months Er	nded Septemb	eptember 30,	
	2021	2020	% Change ⁽¹⁾	2021	2020	% Change	Average Daily % Change ⁽¹⁾	
Corporate	\$ 2,067.3	\$ 1,660.0	24.5 %	\$ 5,856.2	\$ 5,128.5	14.2 %	14.8 %	
Small Business	467.1	337.0	38.6	1,382.7	1,030.6	34.2	34.9	
Public								
Government	568.8	847.7	(32.9)	1,598.3	2,135.9	(25.2)	(24.8)	
Education	1,103.6	1,078.2	2.4	3,159.0	2,431.2	29.9	30.6	
Healthcare	481.5	367.9	30.9	1,399.0	1,274.1	9.8	10.4	
Total Public	2,153.9	2,293.8	(6.1)	6,156.3	5,841.2	5.4	5.9	
Other	611.7	465.6	31.4	1,888.7	1,511.0	25.0	25.6	
Total Net sales	\$ 5,300.0	\$ 4,756.4	11.4 %	\$ 15,283.9	\$ 13,511.3	13.1 %	13.7 %	

(1) There were 64 selling days for both the three months ended September 30, 2021 and 2020. There were 191 and 192 selling days for the nine months ended September 30, 2021 and 2020, respectively.

Highlights Combined Power of Business Model and Strategy

- 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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Enhance capabilities in high-growth solutions areas



Q3 2021 Financial Results

(Unaudited)

(\$ in millions, except per share amounts)

	Three Months Ended September 30,							
		2021		2020	% Change			
Net sales	\$	5,300.0	\$	4,756.4	11.4 %			
Average daily net sales	\$	82.8	\$	74.3	11.4 %			
Gross profit	\$	914.9	\$	825.5	10.8 %			
% of Net sales		17.3 %	6	17.4 %				
SG&A	\$	528.5	\$	507.7	4.1 %			
Operating income	\$	386.4	\$	317.8	21.6 %			
Non-GAAP SG&A*	\$	479.8	\$	439.2	9.2 %			
Non-GAAP operating income*	\$	435.1	\$	386.3	12.6 %			
% of Net sales		8.2 %	6	8.1 %				
Interest expense, net	\$	36.4	\$	40.2	(9.4)%			
Other income (expense), net	\$	0.4	\$	(27.5)	**nm			
Net income	\$	266.6	\$	193.2	38.0 %			
Diluted EPS	\$	1.91	\$	1.33	43.2 %			
Non-GAAP net income*	\$	298.0	\$	265.4	12.3 %			
Non-GAAP diluted EPS*	\$	2.13	\$	1.83	16.4 %			

* 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 November 3, 2021 for a discussion of non-GAAP financial measures.

** Not meaningful

Q3 2021 Non-GAAP SG&A and Non-GAAP Operating Income

(Unaudited)

(\$ in millions)

	Three Months Ended September 30,						
		2021		2020	% Change		
SG&A, as reported	\$	528.5	\$	507.7	4.1 %		
Amortization of acquisition-related intangible assets		(24.6)		(44.9)			
Equity-based compensation		(16.9)		(11.5)			
Other adjustments		(7.2)		(12.1)			
Non-GAAP SG&A*	\$	479.8	\$	439.2	9.2 %		
Non-GAAP operating income*	\$	435.1	\$	386.3	12.6 %		
% of Net sales		8.2 %)	8.1 %			

* Non-GAAP SG&A and Non-GAAP operating 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 November 3, 2021 for a discussion of non-GAAP financial measures.

Q3 2021 Non-Operating Expenses

(Unaudited) (\$ in millions)

	Three Months Ended September 30,							
	2021			2020	% Change			
Interest expense, net	\$	36.4	\$	40.2	(9.4)%			
Other income (expense), net	\$	0.4	\$	(27.5)	*nm			
Income tax expense	\$	83.8	\$	56.9	47.4 %			

* Not meaningful

Q3 2021 US GAAP Effective Tax Rate

(Unaudited)

	Three Months Ended	September 30,
	2021	2020
Federal statutory rate	21.0 %	21.0 %
State taxes ⁽¹⁾	4.2	2.2
Excess benefits from equity-based compensation ⁽²⁾	(1.9)	(1.1)
Change in tax law ⁽³⁾	_	1.0
All other items impacting tax rate	0.6	(0.4)
US GAAP effective tax rate	23.9 %	22.7 %

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

(2) Inclusive of Federal and State taxes.

(3) Includes the UK corporate tax rate change.

Q3 2021 Non-GAAP Net Income

(Unaudited)

(\$ in millions)

	Т	Three Months Ended September 30, 2021				Three Months Ended September 30, 2020						
	k ir	ncome before ncome taxes		ncome tax pense ⁽¹⁾	Net income	Effective tax rate	k ir	ncome pefore ncome taxes		icome tax pense ⁽¹⁾	Net income	Effective tax rate
US GAAP, as reported	\$	350.4	\$	(83.8)	\$ 266.6	23.9 %	\$	250.1	\$	(56.9)	\$ 193.2	22.7 %
Amortization of intangibles ⁽²⁾		24.6		(6.2)	18.4			44.9		(8.6)	36.3	
Equity-based compensation		16.9		(9.3)	7.6			11.5		(5.1)	6.4	
Net loss on extinguishment of long-term debt		_		_	_			27.3		(6.8)	20.5	
Other adjustments		7.2		(1.8)	5.4			12.1		(3.1)	9.0	
Non-GAAP*	\$	399.1	\$	(101.1)	\$ 298.0	25.3 %	\$	345.9	\$	(80.5)	\$ 265.4	23.3 %

(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.

* 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 November 3, 2021 for a discussion of non-GAAP financial measures.

Q3 2021 Earnings Per Share

(Unaudited)

(\$ in millions, except per share amounts)

		Three Months Ended September 30,							
	2021			2020	% Change				
Diluted EPS	\$	1.91	\$	1.33	43.2 %				
Non-GAAP net income*	\$	298.0	\$	265.4	12.3 %				
Non-GAAP diluted EPS*	\$	2.13	\$	1.83	16.4 %				

* 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 November 3, 2021 for a discussion of non-GAAP financial measures.

YTD Financial Results

(Unaudited)

(\$ in millions, except per share amounts)

	Nine Months Ended September 30,							
		2021		2020	% Change			
Net sales	\$	15,283.9	\$	13,511.3	13.1 %			
Average daily net sales	\$	80.0	\$	70.4	13.7 %			
Gross profit	\$	2,592.9	\$	2,329.2	11.3 %			
% of Net sales		17.0 %	6	17.2 %				
SG&A	\$	1,513.2	\$	1,482.2	2.1 %			
Operating income	\$	1,079.7	\$	847.0	27.5 %			
Non-GAAP SG&A*	\$	1,372.0	\$	1,300.8	5.5 %			
Non-GAAP operating income*	\$	1,220.9	\$	1,028.4	18.7 %			
% of Net sales		8.0 %	6	7.6 %				
Interest expense, net	\$	107.5	\$	117.8	(8.7)%			
Other income (expense), net	\$	38.3	\$	(21.9)	**nm			
Net income	\$	773.3	\$	550.2	40.5 %			
Diluted EPS	\$	5.47	\$	3.80	43.8 %			
Non-GAAP net income*	\$	833.5	\$	690.7	20.7 %			
Non-GAAP diluted EPS*	\$	5.89	\$	4.77	23.5 %			

* 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 November 3, 2021 for a discussion of non-GAAP financial measures.

** Not meaningful

YTD Non-GAAP SG&A and Non-GAAP Operating Income

(Unaudited)

(\$ in millions)

	Nine Months Ended September 30,						
		2021		2020	% Change		
SG&A, as reported	\$	1,513.2	\$	1,482.2	2.1 %		
Amortization of acquisition-related intangible assets		(70.6)		(133.9)			
Equity-based compensation		(53.3)		(25.9)			
Other adjustments		(17.3)		(21.6)			
Non-GAAP SG&A	\$	1,372.0	\$	1,300.8	5.5 %		
Non-GAAP operating income*	\$	1,220.9	\$	1,028.4	18.7 %		
% of Net sales		8.0 %)	7.6 %			

* Non-GAAP SG&A and Non-GAAP operating 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 November 3, 2021 for a discussion of non-GAAP financial measures.

YTD Non-Operating Expenses

(Unaudited) (\$ in millions)

	Nine Months Ended September 30,							
	2021			2020	% Change			
Interest expense, net	\$	107.5	\$	117.8	(8.7)%			
Other income (expense), net	\$	38.3	\$	(21.9)	*nm			
Income tax expense	\$	237.2	\$	157.1	51.1 %			

* Not meaningful

YTD US GAAP Effective Tax Rate

(Unaudited)

	Nine Months Ended September 30,				
	2021	2020			
Federal statutory rate	21.0 %	21.0 %			
State taxes ⁽¹⁾	4.2	3.4			
Excess benefits from equity-based compensation ⁽²⁾	(2.6)	(2.8)			
Change in tax law ⁽³⁾	0.4	0.4			
All other items impacting tax rate	0.5	0.2			
US GAAP effective tax rate	23.5 %	22.2 %			

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

(2) Inclusive of Federal and State taxes.

(3) Includes the UK corporate tax rate changes.

YTD Non-GAAP Net Income

(Unaudited)

(\$ in millions)

	Nine Months Ended September 30, 2021				Nine Months Ended September 30, 2020					
	Income before income taxes	Income tax expense ⁽¹⁾	Net income	Effective tax rate	Income before income taxes	Income tax expense ⁽¹⁾	Net income	Effective tax rate		
US GAAP, as reported	\$1,010.5	\$ (237.2)	\$ 773.3	23.5 %	\$ 707.3	\$ (157.1)	\$ 550.2	22.2 %		
Amortization of intangibles ⁽²⁾	70.6	(13.4)	57.2		133.9	(30.8)	103.1			
Equity-based compensation	53.3	(36.3)	17.0		25.9	(25.2)	0.7			
Gain on sale of equity method investment	(36.0)	8.8	(27.2)		_	_	_			
Net loss on extinguishment of long-term debt	0.4	(0.1)	0.3		27.3	(6.8)	20.5			
Other adjustments	17.3	(4.4)	12.9		21.6	(5.4)	16.2			
Non-GAAP*	\$1,116.1	\$ (282.6)	\$ 833.5	25.3 %	\$ 916.0	\$ (225.3)	\$ 690.7	24.6 %		

(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.

* 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 November 3, 2021 for a discussion of non-GAAP financial measures.

YTD Earnings Per Share

(Unaudited)

(\$ in millions, except per share amounts)

	 Nine Months Ended September 30,									
	 2021		2020	% Change						
Diluted EPS	\$ 5.47	\$	3.80	43.8 %						
Non-GAAP net income*	\$ 833.5	\$	690.7	20.7 %						
Non-GAAP diluted EPS*	\$ 5.89	\$	4.77	23.5 %						

* 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 November 3, 2021 for a discussion of non-GAAP financial measures.

Debt and Revolver Availability

(\$ in millions)

	S	September 30, 2021	December 31, 2020			September 30, 2020
		(unaudited)				(unaudited)
Cash and cash equivalents	\$	245.1	\$	1,410.2	\$	1,249.5
Total debt	\$	4,066.2	\$	3,927.2	\$	3,930.9
Net debt (total debt net of cash and cash equivalents)	\$	3,821.1	\$	2,517.0	\$	2,681.4
Revolver availability	\$	1,154.5	\$	1,059.3	\$	920.6
Cash plus revolver availability	\$	1,399.6	\$	2,469.5	\$	2,170.1

Free Cash Flow

(Unaudited)

(\$ in millions)

	Th	ree Mont	hs	Ended Se	ptember 30,	Ν	ine Month	ns E	nded Sep	tember 30,
	2021		2020		% Change	2021		2020		% Change
Net cash provided by operating activities	\$	291.8	\$	222.6	31.1 %	\$	636.7	\$	738.4	(13.8)%
Capital expenditures ⁽¹⁾		(27.7)		(33.6)			(66.2)		(133.6)	
Net change in accounts payable - inventory financing		(33.6)		180.2			(183.7)		232.5	
Financing payments for revenue generating assets		_		_			(46.1)		_	
Free cash flow	\$	230.5	\$	369.2	(37.6)%	\$	340.7	\$	837.3	(59.3)%

(1) Includes expenditures for revenue generating assets.

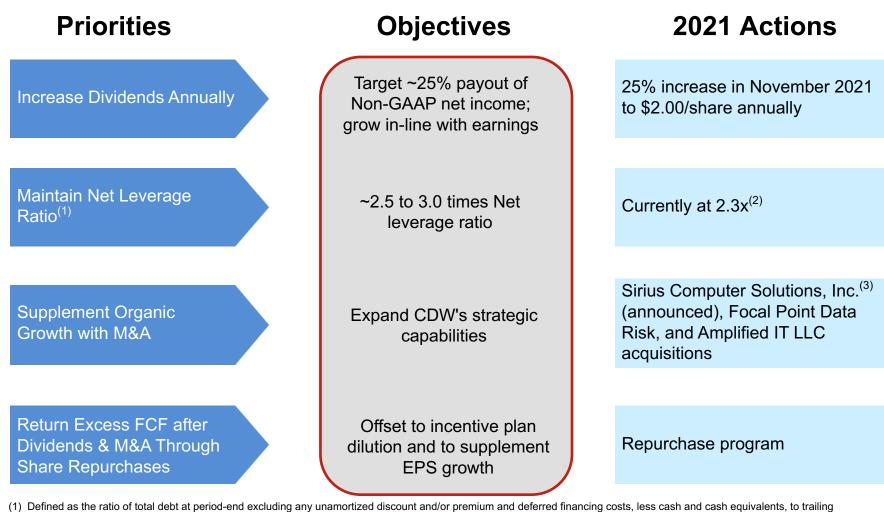
Cash Conversion Cycle

(Unaudited)

(Based on a rolling three-month average)

	September 30, 2021	December 31, 2020	September 30, 2020
Days of sales outstanding	61	57	61
Days of supply in inventory	17	14	13
Days purchases outstanding	(53)	(54)	(58)
Cash conversion cycle	25	17	16

2021 Capital Allocation Priorities



twelve-month Non-GAAP operating income plus depreciation and amortization in SG&A (excluding amortization expenses for acquisition-related intangible assets).

(3) On October 18, 2021, CDW announced it entered a definitive agreement to acquire Sirius Computer Solutions, Inc. for \$2.5 billion in cash, subject to customary closing adjustments. The transaction is expected to close in December 2021 and will be funded with debt. In 2022, post Sirius closing, CDW will place lower priority on M&A and share repurchases until its net leverage ratio is in the target range.
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⁽²⁾ As of September 30, 2021.

2021 Outlook



<u>2021</u>⁽¹⁾⁽²⁾

U.S. IT growth plus ~425 to 500 bps premium in constant currency

High-7%s

Non-GAAP Earnings Per Diluted Share Growth High-teens growth in constant currency

- (1) Annual outlooks 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 expenses.
- (2) As of November 3, 2021.
- (3) Non-GAAP operating income as a percentage of Net sales.

Modeling Thoughts for 2021

- Full-year constant currency Net sales growth 425 to 500 bps faster than U.S. IT market growth
 - Currency expected to be ~80 basis point tailwind for the full year
 - One extra selling day vs. 2020 in Q4 '21
- Annual depreciation and amortization expenses expected to be between \$180 million and \$184 million, including ~\$90 million of amortization expense for acquisition-related intangible assets
 - Depreciation and amortization in SG&A, excluding acquisition-related intangible assets, expected to be ~\$90 million
- Non-GAAP operating income margin of high-7%s
- Annual interest expense expected to be between \$144 million and \$146 million
- Non-GAAP effective tax rate expected to be at the low end of the 25.5% to 26.5% range
- Non-GAAP EPS growth of high-teens in constant currency
 - Currency expected to be ~70 basis point tailwind for the full year
- Annual Free Cash Flow at or slightly below the low end of the 'rule of thumb' of 3 ³/₄% to 4 ¹/₄% of Net sales
- Capital expenditures ~70 basis points as a percent of Net sales on an annual basis
- Slightly above our Cash Conversion Cycle target range of high teens to low 20s

Questions and Answers





Non-GAAP Operating Income Reconciliation

(Unaudited)

(\$ in millions)

	 Three I	Mont	hs Enc	led	Septem	ber 30,	Nine Months Ended September 30,						
	2021		of Net ales		2020	% of Net sales	2021	% of Net sales		2020	% of Net sales		
Operating income, as reported	\$ 386.4		7.3 %	\$	317.8	6.7 %	\$1,079.7	7.1 %	\$	847.0	6.3 %		
Amortization of intangibles ⁽¹⁾	24.6				44.9		70.6			133.9			
Equity-based compensation	16.9				11.5		53.3			25.9			
Other adjustments	7.2				12.1		17.3			21.6			
Non-GAAP operating income*	\$ 435.1		8.2 %	\$	386.3	8.1 %	\$1,220.9	8.0 %	\$	1,028.4	7.6 %		

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

* 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 November 3, 2021 for a discussion of non-GAAP financial measures.

Net Sales Growth on a Constant Currency Basis

(Unaudited)

(\$ in millions)

	Th	ree Mont	hs E	Ended Sep	otember 30,	Nine Months Ended September 30,							
		2021	2020		% Change ⁽¹⁾		2021		2020	% Change	Average Daily % Change ⁽¹⁾		
Net sales, as reported	\$	5,300.0	\$	4,756.4	11.4 %	\$	15,283.9	\$	13,511.3	13.1 %	13.7 %		
Foreign currency translation ⁽²⁾		_		29.5			_		132.8				
Net sales, on a constant currency basis*	\$	5,300.0	\$	4,785.9	10.7 %	\$	15,283.9	\$	13,644.1	12.0 %	12.6 %		

- (1) There were 64 selling days for both the three months ended September 30, 2021 and 2020. There were 191 and 192 selling days for the nine months ended September 30, 2021 and 2020, respectively.
- (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 November 3, 2021 for a discussion of non-GAAP financial measures.

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

(Unaudited)

(\$ and shares in millions, except per share amounts)

	Th	ree Mont	hs E	nded Sep	otember 30,	Nine Months Ended September 30,						
		2021		2020	% Change		2021		2020	% Change		
Net income, as reported	\$	266.6	\$	193.2	38.0 %	\$	773.3	\$	550.2	40.5 %		
Amortization of intangibles		24.6		44.9			70.6		133.9			
Equity-based compensation		16.9		11.5			53.3		25.9			
Gain on sale of equity method investment							(36.0)		_			
Net loss on extinguishment of long-term debt				27.3			0.4		27.3			
Other adjustments		7.2		12.1			17.3		21.6			
Aggregate adjustment for income taxes		(17.3)		(23.6)			(45.4)		(68.2)			
Non-GAAP net income ⁽¹⁾ *	\$	298.0	\$	265.4	12.3 %	\$	833.5	\$	690.7	20.7 %		
Foreign currency translation ⁽²⁾				1.3					5.1			
Non-GAAP net income, on a constant currency basis*	\$	298.0	\$	266.7	11.7 %	\$	833.5	\$	695.8	19.8 %		
Shares used in computing Non-GAAP net income per diluted share and Non-GAAP net income per diluted												
share, on a constant currency basis		139.4		144.8			141.4		144.7			
Non-GAAP net income per diluted share*	\$	2.13	\$	1.83	16.4 %	\$	5.89	\$	4.77	23.5 %		
Non-GAAP net income per diluted share, on a constant currency basis*	\$	2.13	\$	1.84	15.8 %	\$	5.89	\$	4.81	22.6 %		

- (1) See Slide 12 for details on the adjustments to Non-GAAP net income for the third quarter. See Slide 18 for details on the adjustments to Non-GAAP net income for the year to date.
- (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.
- * 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 November 3, 2021 for a discussion of non-GAAP financial measures.