



# CDW Corporation

Non-GAAP Reconciliations  
Third Quarter 2018

**CDW.com | 800.800.4239**

# Adjusted EBITDA Reconciliation to Net Income

(Unaudited)  
(\$ in millions)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2018	2017 <sup>(1)</sup>	2018	2017 <sup>(1)</sup>
Net income	\$ 183.7	\$ 129.3	\$ 483.7	\$ 328.3
Depreciation and amortization <sup>(2)</sup>	65.8	65.7	198.7	195.2
Income tax expense	54.7	77.6	150.2	148.4
Interest expense, net	36.6	37.8	111.5	113.4
EBITDA	340.8	310.4	944.1	785.3
Adjustments:				
Equity-based compensation	10.8	10.0	29.9	33.6
Net loss on extinguishments of long-term debt	—	—	—	57.4
Integration expenses <sup>(3)</sup>	—	—	—	2.5
Reinstatement of prior year unclaimed property balances <sup>(4)</sup>	—	4.1	—	4.1
Other adjustments <sup>(5)</sup>	3.1	0.1	5.2	6.3
Total adjustments	13.9	14.2	35.1	103.9
Adjusted EBITDA <sup>(6)</sup>	\$ 354.7	\$ 324.6	\$ 979.2	\$ 889.2

- (1) Amounts for 2017 have been adjusted to reflect the full retrospective adoption of ASU No. 2014-09, Revenue from Contracts with Customers (Topic 606).
- (2) Includes depreciation expense of \$1 million and \$2 million for the three months ended September 30, 2018 and 2017, respectively, and \$5 million for both the nine months ended September 30, 2018 and 2017, reported within Cost of sales.
- (3) Comprised of expenses related to CDW UK.
- (4) Comprised of the reinstatement of prior year unclaimed property balances as a result of a retroactive Illinois state law change enacted in the third quarter of 2017.
- (5) Includes other expenses such as payroll taxes on equity-based compensation and the Company's share of net income from its equity investment during the three and nine months ended September 30, 2018 and 2017. Also includes historical retention costs during the three and nine months ended September 30, 2017.
- (6) Adjusted EBITDA is a non-GAAP financial measure. See Exhibit 99.1 to the Company's Current Report on Form 8-K filed with the Securities and Exchange Commission on October 31, 2018, for a discussion of non-GAAP financial measures.

# Q3 2018 Non-GAAP Net Income Reconciliation

(Unaudited)  
(\$ in millions)

	Three Months Ended September 30, 2018				Three Months Ended September 30, 2017 <sup>(1)</sup>			
	Income before income taxes	Income tax expense <sup>(2)</sup>	Net income	Effective tax rate	Income before income taxes	Income tax expense <sup>(2)</sup>	Net income	Effective tax rate
GAAP, as reported	\$ 238.4	\$ (54.7)	\$ 183.7	22.9%	\$ 206.9	\$ (77.6)	\$ 129.3	37.5%
Amortization of intangibles <sup>(3)</sup>	45.3	(12.0)	33.3		46.5	(15.8)	30.7	
Equity-based compensation	10.8	(10.5)	0.3		10.0	(4.1)	5.9	
Reinstatement of prior year unclaimed property balances <sup>(4)</sup>	—	—	—		4.1	(1.6)	2.5	
Tax Cuts and Jobs Act <sup>(5)</sup>	—	(2.0)	(2.0)		—	—	—	
Other adjustments <sup>(6)</sup>	3.0	(0.7)	2.3		(0.2)	0.1	(0.1)	
Non-GAAP <sup>(7)</sup>	\$ 297.5	\$ (79.9)	\$ 217.6	26.9%	\$ 267.3	\$ (99.0)	\$ 168.3	37.0%

- (1) Amounts for 2017 have been adjusted to reflect the full retrospective adoption of Topic 606.
- (2) Income tax on non-GAAP adjustments includes excess tax benefits associated with equity-based compensation. Additionally, 2018 includes the impact of global intangible low tax income ("GILTI") on equity-based compensation and amortization of intangibles.
- (3) Includes amortization expense for acquisition-related intangible assets, primarily customer relationships, customer contracts and trade names.
- (4) Comprised of the reinstatement of prior year unclaimed property balances as a result of a retroactive Illinois state law change enacted in the third quarter of 2017.
- (5) Comprised of an adjustment to the provisional amounts recorded to finalize the US federal impact of revaluing deferred tax assets and liabilities and mandatory repatriation tax due to the completion of the 2017 US federal tax return.
- (6) Includes other expenses such as payroll taxes on equity-based compensation.
- (7) Non-GAAP income before income taxes and Non-GAAP net income are non-GAAP financial measures. For a reconciliation of non-GAAP financial measures, see Exhibit 99.1 to the Company's Current Report on Form 8-K filed with the Securities and Exchange Commission on October 31, 2018 and in these slides.

# YTD Non-GAAP Net Income Reconciliation

(Unaudited)  
(\$ in millions)

	Nine Months Ended September 30, 2018				Nine Months Ended September 30, 2017 <sup>(1)</sup>			
	Income before income taxes	Income tax expense <sup>(2)</sup>	Net income	Effective tax rate	Income before income taxes	Income tax expense <sup>(2)</sup>	Net income	Effective tax rate
GAAP, as reported	\$ 633.9	\$ (150.2)	\$ 483.7	23.7%	\$ 476.7	\$ (148.4)	\$ 328.3	31.1%
Amortization of intangibles <sup>(3)</sup>	138.6	(36.0)	102.6		138.9	(49.1)	89.8	
Equity-based compensation	29.9	(23.8)	6.1		33.6	(42.6)	(9.0)	
Net Loss on extinguishments of long-term debt	—	—	—		57.4	(20.7)	36.7	
Integration expenses <sup>(4)</sup>	—	—	—		2.5	(0.9)	1.6	
Reinstatement of prior year unclaimed property balances <sup>(5)</sup>	—	—	—		4.1	(1.5)	2.6	
Tax Cuts and Jobs Act <sup>(6)</sup>	—	(2.0)	(2.0)		—	—	—	
Other adjustments <sup>(7)</sup>	4.2	(1.0)	3.2		4.8	(1.6)	3.2	
Non-GAAP <sup>(8)</sup>	\$ 806.6	\$ (213.0)	\$ 593.6	26.4%	\$ 718.0	\$ (264.8)	\$ 453.2	36.9%

(1) Amounts for 2017 have been adjusted to reflect the full retrospective adoption of Topic 606.

(2) Income tax on non-GAAP adjustments includes excess tax benefits associated with equity-based compensation. Additionally, 2018 includes the impact of GILTI on equity-based compensation and amortization of intangibles.

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

(4) Comprised of expenses related to CDW UK.

(5) Comprised of the reinstatement of prior year unclaimed property balances as a result of a retroactive Illinois state law change enacted in the third quarter of 2017.

(6) Comprised of an adjustment to the provisional amounts recorded to finalize the US federal impact of revaluing deferred tax assets and liabilities and mandatory repatriation tax due to the completion of the 2017 US federal tax return.

(7) Includes other expenses such as payroll taxes on equity-based compensation.

(8) Non-GAAP income before income taxes and Non-GAAP net income are non-GAAP financial measures. For a reconciliation of non-GAAP financial measures, see Exhibit 99.1 to the Company's Current Report on Form 8-K filed with the Securities and Exchange Commission on October 31, 2018 and in these slides.

# Non-GAAP Net Income Per Share

(Unaudited)

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

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2018	2017 <sup>(1)</sup>	2018	2017 <sup>(1)</sup>
Net income	\$ 183.7	\$ 129.3	\$ 483.7	\$ 328.3
Weighted-average common shares outstanding - Diluted	153.7	156.2	154.1	159.2
Net income per diluted share	<u>\$ 1.20</u>	<u>\$ 0.83</u>	<u>\$ 3.14</u>	<u>\$ 2.06</u>
Non-GAAP net income <sup>(2)</sup>	\$ 217.6	\$ 168.3	\$ 593.6	\$ 453.2
Non-GAAP weighted-average common shares outstanding - Diluted	153.7	156.2	154.1	159.2
Non-GAAP net income per diluted share <sup>(2)</sup>	<u>\$ 1.42</u>	<u>\$ 1.08</u>	<u>\$ 3.85</u>	<u>\$ 2.85</u>

(1) Amounts for 2017 have been adjusted to reflect the full retrospective adoption of Topic 606.

(2) Non-GAAP net income and Non-GAAP net income per diluted share are non-GAAP financial measures. See Exhibit 99.1 to the Company's Current Report on Form 8-K filed with the Securities and Exchange Commission on October 31, 2018, for a discussion of non-GAAP financial measures.

# Adjusted EBITDA Reconciliation to Net Income and Adjusted EBITDA Margin Calculation 2009 - 2013

(Unaudited)  
(\$ in millions)

	2009	2010	2011	2012	2013
Net income (loss)	\$ (373.4)	\$ (29.2)	\$ 17.1	\$ 119.0	\$ 132.8
Depreciation and amortization	218.2	209.4	204.9	210.2	208.2
Income tax expense (benefit)	(87.8)	(7.8)	11.2	67.1	62.7
Interest expense, net	431.7	391.9	324.2	307.4	250.1
<b>EBITDA</b>	<b>\$ 188.7</b>	<b>\$ 564.3</b>	<b>\$ 557.4</b>	<b>\$ 703.7</b>	<b>\$ 653.8</b>
Adjustments:					
Equity-based compensation	15.9	11.5	19.5	22.1	8.6
Net loss (gain) on extinguishments of long-term debt	—	(2.0)	118.9	17.2	64.0
(Income) loss from equity investments	—	(0.1)	(0.1)	(0.3)	(0.6)
IPO and secondary-offering related expenses <sup>(1)</sup>	—	—	—	—	75.0
Goodwill impairment	241.8	—	—	—	—
Other adjustments <sup>(2)</sup>	19.0	28.1	21.6	23.9	7.7
<b>Adjusted EBITDA</b>	<b>\$ 465.4</b>	<b>\$ 601.8</b>	<b>\$ 717.3</b>	<b>\$ 766.6</b>	<b>\$ 808.5</b>
<b>Net Sales</b>	<b>\$ 7,162.6</b>	<b>\$ 8,801.2</b>	<b>\$ 9,602.4</b>	<b>\$ 10,128.2</b>	<b>\$ 10,768.6</b>
<b>Adjusted EBITDA Margin<sup>(3)</sup></b>	<b>6.5%</b>	<b>6.8%</b>	<b>7.5%</b>	<b>7.6%</b>	<b>7.5%</b>

(1) 2013 includes IPO related expenses of \$74.3 million, consisting of (1) acceleration charge for certain equity awards and related employer payroll taxes (\$40.7 million); (2) RDU Plan cash retention pool accrual (\$7.5 million); (3) management services agreement termination fee (\$24.4 million); and (4) other expenses (\$1.7 million). 2013 also includes \$0.7 million of secondary-offering related expenses.

(2) Other adjustments primarily include items such as sponsor fees, historical retention costs, expenses related to the consolidation of office space and certain consulting and debt related professional fees.

(3) Defined as Adjusted EBITDA divided by Net sales.

# Adjusted EBITDA Reconciliation to Net Income and Adjusted EBITDA Margin Calculation 2014 - LTM Q3 2018

(Unaudited)

(\$ in millions)

	2014	2015 <sup>(1)</sup>	2016 <sup>(1)(2)</sup>	2017 <sup>(2)</sup>	LTM Q3 2017 <sup>(2)</sup>	LTM Q3 2018
Net income	\$ 244.9	\$ 403.1	\$ 425.1	\$ 523.1	\$ 431.7	\$ 678.5
Depreciation and amortization	207.9	227.4	254.5	261.0	259.0	264.4
Income tax expense	142.8	243.9	248.1	137.6	208.1	139.4
Interest expense, net	197.3	159.5	146.5	150.5	147.3	148.6
<b>EBITDA</b>	<b>\$ 792.9</b>	<b>\$ 1,033.9</b>	<b>\$ 1,074.2</b>	<b>\$ 1,072.2</b>	<b>\$ 1,046.1</b>	<b>\$ 1,230.9</b>
Adjustments:						
Equity-based compensation	16.4	31.2	39.2	43.7	44.8	40.0
Net loss on extinguishments of long-term debt	90.7	24.3	2.1	57.4	57.4	—
(Income) loss from equity investments <sup>(3)</sup>	(2.2)	10.1	(1.1)	(0.7)	0.3	0.8
IPO and secondary-offering related expenses <sup>(4)</sup>	1.4	0.8	—	—	—	—
Acquisition and integration expenses <sup>(5)</sup>	—	10.2	7.3	2.5	3.6	—
Gain on remeasurement of equity investment <sup>(6)</sup>	—	(98.1)	—	—	—	—
Reinstatement of prior year unclaimed property balance <sup>(7)</sup>	—	—	—	4.1	4.1	—
Other adjustments <sup>(8)</sup>	7.8	6.1	(3.6)	6.9	6.9	4.4
<b>Adjusted EBITDA</b>	<b>\$ 907.0</b>	<b>\$ 1,018.5</b>	<b>\$ 1,118.1</b>	<b>\$ 1,186.1</b>	<b>\$ 1,163.2</b>	<b>\$ 1,276.1</b>
<b>Net Sales</b>	<b>\$ 12,074.5</b>	<b>\$ 12,988.7</b>	<b>\$ 13,672.7</b>	<b>\$ 14,832.9</b>	<b>\$ 14,500.8</b>	<b>\$ 15,917.8</b>
<b>Adjusted EBITDA Margin<sup>(9)</sup></b>	<b>7.5%</b>	<b>7.8%</b>	<b>8.2%</b>	<b>8.0%</b>	<b>8.0%</b>	<b>8.0%</b>

(1) 2015 and 2016 reflect the impact of consolidating CDW UK's financial results for five months and twelve months, respectively.

(2) Amounts for 2017 and 2016 have been adjusted to reflect the full retrospective adoption of Topic 606.

(3) Represents the Company's share of net (income) loss from the Company's equity investments. 2015 includes the Company's 35% share of CDW UK's (previously known as Kelway) net loss which includes the Company's 35% share of an expense related to certain equity awards granted by one of the sellers to CDW UK coworkers in July 2015 prior to the acquisition.

(4) 2014 and 2015 include expenses related to various secondary offerings completed during that time.

(5) Comprised of expenses related to CDW UK.

(6) Represents the gain resulting from the remeasurement of the Company's previously held 35% equity investment to fair value upon the completion of the acquisition of CDW UK.

(7) Comprised of the reinstatement of prior year unclaimed balances as a result of a retroactive Illinois state law change enacted in 2017.

(8) Other adjustments primarily include items such as sponsor fees, historical retention costs, expenses related to the consolidation of office space, settlement payments received from the Dynamic Random Access Memory class action lawsuits and certain consulting and debt related professional fees.

(9) Defined as Adjusted EBITDA divided by Net sales.

# Non-GAAP Net Income Reconciliation 2010 - 2014

(Unaudited)  
(\$ in millions)

	2010	2011	2012	2013	2014
Net income	\$ (29.2)	\$ 17.1	\$ 119.0	\$ 132.8	\$ 244.9
Amortization of intangibles <sup>(1)</sup>	166.8	165.7	163.7	161.2	161.2
Equity-based compensation	11.5	19.5	22.1	8.6	16.4
Net loss on extinguishments of long-term debt	(2.0)	118.9	17.2	64.0	90.7
Interest expense adjustment related to extinguishments of long-term debt <sup>(2)</sup>	(0.7)	(19.4)	(3.3)	(7.5)	(1.1)
IPO and secondary-offering related expenses <sup>(3)</sup>	—	—	—	75.0	1.4
Debt-related refinancing costs	5.6	3.8	—	—	—
Other adjustments <sup>(4)</sup>	—	—	—	(6.3)	(0.6)
Aggregate adjustment for income taxes <sup>(5)</sup>	(66.3)	(106.8)	(71.6)	(113.5)	(103.0)
<b>Non-GAAP net income</b>	<b>\$ 85.7</b>	<b>\$ 198.8</b>	<b>\$ 247.1</b>	<b>\$ 314.3</b>	<b>\$ 409.9</b>

- (1) Includes amortization expense for acquisition-related intangible assets, primarily customer relationships, customer contracts and trade names.
- (2) Reflects adjustments to interest expense resulting from debt extinguishments. Represents the difference between interest expense previously recognized under the effective interest method and actual interest paid.
- (3) 2013 includes IPO related expenses of \$74.3 million, consisting of (1) acceleration charge for certain equity awards and related employer payroll taxes (\$40.7 million); (2) RDU Plan cash retention pool accrual (\$7.5 million); (3) management services agreement termination fee (\$24.4 million); and (4) other expenses (\$1.7 million). 2013 also includes \$0.7 million of secondary-offering related expenses. 2014 includes various expenses related to secondary offerings completed during that time.
- (4) Other adjustments primarily include items such as expenses related to the consolidation of office space.
- (5) Aggregate adjustment for income taxes consists of the following:

	2010	2011	2012	2013	2014
Total Non-GAAP adjustments	\$ 181.2	\$ 288.5	\$ 199.7	\$ 295.0	\$ 268.0
Weighted-average statutory rate	39.0%	39.0%	39.0%	39.0%	39.0%
Income tax	(70.7)	(112.5)	(77.9)	(115.1)	(104.5)
Non-deductible adjustments and other	4.4	5.7	6.3	1.6	1.5
Total aggregate adjustment for income taxes	\$ (66.3)	\$ (106.8)	\$ (71.6)	\$ (113.5)	\$ (103.0)



# Non-GAAP Net Income Reconciliation 2015 - LTM Q3 2018

(Unaudited)

(\$ in millions)

	2015 <sup>(1)</sup>	2016 <sup>(1)(2)</sup>	2017 <sup>(2)</sup>	LTM Q3 2017 <sup>(2)</sup>	LTM Q3 2018
Net income	\$ 403.1	\$ 425.1	\$ 523.1	\$ 431.7	\$ 678.5
Amortization of intangibles <sup>(3)</sup>	173.9	187.2	185.1	185.1	184.7
Equity-based compensation	31.2	39.2	43.7	44.8	40.0
Equity-based compensation related to equity investment <sup>(4)</sup>	20.0	—	—	—	—
Net loss on extinguishments of long-term debt	24.3	2.1	57.4	57.4	—
IPO and secondary-offering related expenses <sup>(5)</sup>	0.8	—	—	—	—
Acquisition and integration expenses <sup>(6)</sup>	10.2	7.3	2.5	3.6	—
Gain on remeasurement of equity investment <sup>(7)</sup>	(98.1)	—	—	—	—
Reinstatement of prior year unclaimed property balance <sup>(8)</sup>	—	—	4.1	—	—
Other adjustments <sup>(9)</sup>	2.9	(5.4)	4.9	9.4	4.4
Aggregate adjustment for income taxes <sup>(10)</sup>	(64.8)	(85.8)	(214.9)	(138.2)	(161.3)
<b>Non-GAAP net income</b>	<b>\$ 503.5</b>	<b>\$ 569.7</b>	<b>\$ 605.9</b>	<b>\$ 593.8</b>	<b>\$ 746.3</b>

(1) 2015 and 2016 reflect the impact of consolidating CDW UK's financial results for five months and twelve months, respectively.

(2) Amounts for 2017 and 2016 have been adjusted to reflect the full retrospective adoption of Topic 606.

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

(4) Represents the Company's 35% share of an expense related to certain equity awards granted by one of the sellers to CDW UK coworkers in July 2015 prior to the Company's acquisition.

(5) 2015 includes expenses related to various secondary offerings completed during that time.

(6) Comprised of expenses related to CDW UK.

(7) Represents the gain resulting from the remeasurement of the Company's previously held 35% equity investment to fair value upon the completion of the acquisition of CDW UK.

(8) Comprised of the reinstatement of prior year unclaimed property balances as a result of a retroactive Illinois state law change enacted in 2017.

(9) Other adjustments primarily include items such as expenses related to the consolidation of office space, settlement payments received from the Dynamic Random Access Memory class action lawsuits and the favorable resolution of a local sales tax matter.

(10) Aggregate adjustment for income taxes consists of the following:

	2015	2016	2017	LTM Q3 2017	LTM Q3 2018
Total Non-GAAP adjustments	\$ 165.2	\$ 230.4	\$ 297.7	\$ 300.3	\$ 229.1
Weighted-average statutory rate	38.0%	36.0%	36.0%	36.0%	27.7%
Income tax	(62.8)	(82.9)	(107.2)	(108.1)	(63.5)
Deferred tax adjustment due to law changes	(4.0)	(1.5)	1.3	1.0	1.0
Excess tax benefits from equity-based compensation	—	(1.8)	(36.2)	(31.4)	(21.9)
Withholding tax expense on the unremitted earnings of our Canadian subsidiary	3.3	—	—	—	—
Impact from 2018 Tax Cut and Jobs Act	—	—	(75.5)	—	(77.5)
Non-deductible adjustments and other	(1.3)	0.4	2.7	0.3	0.6
Total aggregate adjustment for income taxes	\$ (64.8)	\$ (85.8)	\$ (214.9)	\$ (138.2)	\$ (161.3)

# Return on Working Capital Calculation 2010 - LTM Q3 2018

(Unaudited)  
(\$ in millions)

	2010	2011	2012	2013	2014	2015	2016 <sup>(1)</sup>	2017 <sup>(1)</sup>	LTM Q3 2018
<i>Numerator</i>									
Income from operations	\$ 352.7	\$ 470.7	\$ 510.6	\$ 508.6	\$ 673.0	\$ 742.0	\$ 820.0	\$ 866.6	\$ 965.5
Amortization of intangibles <sup>(2)</sup>	166.8	165.7	163.7	161.2	161.2	173.9	187.2	185.1	184.7
Debt-related refinancing costs <sup>(3)</sup>	5.6	3.8	—	—	—	—	—	—	—
Non-cash equity-based compensation	11.5	19.5	22.1	8.6	16.4	31.2	39.2	43.7	40.0
Other one-time items as incurred <sup>(4)</sup>	—	—	—	68.7	0.8	12.0	4.5	7.1	2.2
<b>Adjusted NOPBT</b>	<b>536.6</b>	<b>659.7</b>	<b>696.4</b>	<b>747.1</b>	<b>851.4</b>	<b>959.1</b>	<b>1,050.9</b>	<b>1,102.5</b>	<b>1,192.4</b>
Taxes <sup>(5)</sup>	(209.3)	(257.3)	(271.6)	(291.4)	(332.0)	(374.1)	(388.9)	(407.9)	(340.6)
<b>Adjusted NOPAT</b>	<b>\$ 327.3</b>	<b>\$ 402.4</b>	<b>\$ 424.8</b>	<b>\$ 455.7</b>	<b>\$ 519.4</b>	<b>\$ 585.1</b>	<b>\$ 662.0</b>	<b>\$ 694.6</b>	<b>\$ 851.8</b>
<i>Denominator</i>									
Trailing 5-point avg. AR (incl. misc. rec.)	\$ 1,210.7	\$ 1,352.5	\$ 1,400.1	\$ 1,502.0	\$ 1,629.6	\$ 1,909.4	\$ 2,251.7	\$ 2,535.5	\$ 2,791.7
Trailing 5-point avg. Inventory	286.9	317.4	330.3	357.5	396.2	387.1	422.0	457.5	493.5
Trailing 5-point avg. AP	(500.4)	(712.0)	(831.2)	(906.7)	(1,017.8)	(1,184.4)	(1,470.8)	(1,726.4)	(1,898.7)
<b>Working Capital</b>	<b>\$ 997.2</b>	<b>\$ 957.9</b>	<b>\$ 899.2</b>	<b>\$ 952.8</b>	<b>\$ 1,008.0</b>	<b>\$ 1,112.1</b>	<b>\$ 1,202.9</b>	<b>\$ 1,266.6</b>	<b>\$ 1,386.5</b>
<b>Return on Working Capital (ROWC)</b>	<b>32.8%</b>	<b>42.0%</b>	<b>47.2%</b>	<b>47.8%</b>	<b>51.5%</b>	<b>52.6%</b>	<b>55.0%</b>	<b>54.8%</b>	<b>61.4%</b>

(1) Amounts for 2017 and 2016 have been adjusted to reflect the full retrospective adoption of Topic 606.

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

(3) Represents fees and costs expensed related to the December 2010 and March 2011 amendments to the Company's prior term loan facility.

(4) Includes IPO and secondary-offering related expenses, litigation items, acquisition and integration expenses and expenses related to the consolidation of office locations north of Chicago.

(5) As of Q1 2018, the normalized effective tax rate is 26%. The prior rate for Q1 2016-Q4 2017 was 37%, and the rate that was used for all prior periods before was 39%.

# Consolidated Net Sales Growth on a Constant Currency Basis

(Unaudited)  
(\$ in millions)

	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017 <sup>(1)</sup>	% Change <sup>(2)</sup>	2018	2017 <sup>(1)</sup>	% Change <sup>(2)</sup>
Consolidated Net sales, as reported	\$ 4,373.2	\$ 3,933.2	11.2 %	\$ 12,165.7	\$ 11,080.8	9.8%
Foreign currency translation <sup>(3)</sup>	—	(7.0)		—	47.3	
Consolidated Net sales, on a constant currency basis <sup>(4)</sup>	<u>\$ 4,373.2</u>	<u>\$ 3,926.2</u>	11.4 %	<u>\$ 12,165.7</u>	<u>\$ 11,128.1</u>	9.3%

(1) Amounts for 2017 have been adjusted to reflect the full retrospective adoption of Topic 606.

(2) There were 63 selling days for both the three months ended September 30, 2018 and 2017. There were 191 selling days for both the nine months ended September 30, 2018 and 2017.

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

(4) Consolidated Net sales growth on a constant currency basis is a non-GAAP financial measure. For a discussion of non-GAAP financial measures, see Exhibit 99.1 to the Company's Current Report on Form 8-K filed with the Securities and Exchange Commission on October 31, 2018.

# Non-GAAP Net Income Per diluted share, on a Constant Currency Basis

(Unaudited)

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

	Three Months Ended September 30,			Nine Months Ended September 30,		
	2018	2017 <sup>(1)</sup>	% Change	2018	2017 <sup>(1)</sup>	% Change
Net Income	\$ 183.7	\$ 129.3		\$ 483.7	\$ 328.3	
Amortization of intangibles	45.3	46.5		138.6	138.9	
Equity-based compensation	10.8	10.0		29.9	33.6	
Net Loss on extinguishments of long-term debt	—	—		—	57.4	
Integration expenses	—	—		—	2.5	
Reinstatement of prior year unclaimed property balance	—	4.1		—	4.1	
Other adjustments	3.0	(0.2)		4.2	4.8	
Aggregate adjustment for income taxes	(25.2)	(21.4)		(62.8)	(116.4)	
Non-GAAP Net Income <sup>(2)(3)</sup>	\$ 217.6	\$ 168.3	29.3 %	\$ 593.6	\$ 453.2	31.0%
Foreign currency translation <sup>(4)</sup>	—	(0.2)		—	1.9	
Non-GAAP Net Income, on a constant currency basis <sup>(3)</sup>	\$ 217.6	\$ 168.1	29.5 %	\$ 593.6	\$ 455.1	30.4%
Shares used in computing Non-GAAP net income per diluted share and Non-GAAP net income per diluted share, on a constant currency basis	153.7	156.2		154.1	159.2	
Non-GAAP net income per diluted share <sup>(3)</sup>	\$ 1.42	\$ 1.08	31.4 %	\$ 3.85	\$ 2.85	35.3%
Non-GAAP net income per diluted share, on a constant currency basis <sup>(3)</sup>	\$ 1.42	\$ 1.08	31.6 %	\$ 3.85	\$ 2.86	34.7%

(1) Amounts for 2017 have been adjusted to reflect the full retrospective adoption of Topic 606.

(2) See Slide 12 in the Webcast Slides for details on the adjustments to Non-GAAP Net Income for the second quarter. See Slide 17 in the Webcast Slides for details on the adjustments to Non-GAAP Net Income for year to date.

(3) 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. For a discussion of non-GAAP financial measures, see Exhibit 99.1 to the Company's Current Report on Form 8-K filed with the Securities and Exchange Commission on October 31, 2018.

(4) 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.