



# CDW Corporation

Webcast Conference Call

February 6, 2020

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# Today's Agenda

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- Fourth Quarter and Full Year 2019 Results
- Performance Drivers
- 2020 Targets
- Q&A

# Disclaimers

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## Forward-Looking Statements

This presentation contains forward-looking statements, which are any predications, projections, or other statements about future events. These statements are based on current expectations and assumptions that are subject to risks and uncertainties. Actual results could materially differ because of factors discussed in today's earnings release, in the comments made during the conference call, and in the risk factors section of CDW's Form 10-K, Form 10-Q and other reports and filings with the Securities and Exchange Commission. CDW does not undertake any duty to update any forward-looking statement.

## 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, including advertising, 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 GAAP. For a reconciliation of non-GAAP financial measures to the applicable most comparable 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 6, 2020 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.

# Excellent Q4 and Full Year Financial Performance

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## Fourth Quarter:

- Net sales increased \$462 million from Q4 2018 to \$4.5 billion
  - Up 11.3% on a reported and average daily basis ("ADS")
  - Up 11.3% on a constant currency basis
- Operating income up 16.8% to \$284 million
- Net income up 16.5% to \$186 million
- Non-GAAP operating income up 14.3% to \$342 million
- Net income per diluted share up 20.8% to \$1.27
- Non-GAAP net income per diluted share up 18.4% to \$1.57

## Full Year:

- Net sales increased \$1.8 billion from 2018 to \$18.0 billion
  - Up 11.0% on a reported and ADS basis
  - Up 11.5% on a constant currency basis
- Operating income up 14.8% to \$1,134 million
- Net income up 14.6% to \$737 million
- Non-GAAP operating income up 12.5% to \$1,368
- Net income per diluted share up 19.1% to \$4.99
- Non-GAAP net income per diluted share up 18.0% to \$6.10

# 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

## Balanced Portfolio Drove Topline Growth

(Unaudited)

(\$ in millions)

	Three Months Ended December 31,			Year Ended December 31,		
	2019	2018	% Change <sup>(1)</sup>	2019	2018	% Change <sup>(1)</sup>
Corporate	\$ 1,965.4	\$ 1,836.4	7.0%	\$ 7,499.0	\$ 6,842.5	9.6%
Small Business	391.1	362.5	7.9	1,510.3	1,359.6	11.1
Public						
Government	659.1	546.0	20.7	2,519.3	2,097.3	20.1
Education	430.6	425.0	1.3	2,411.6	2,327.4	3.6
Healthcare	503.4	443.2	13.6	1,933.9	1,730.0	11.8
Total Public	1,593.1	1,414.2	12.6	6,864.8	6,154.7	11.5
Other	587.3	461.7	27.2	2,158.3	1,883.7	14.6
Total Net sales	\$ 4,536.9	\$ 4,074.8	11.3%	\$ 18,032.4	\$ 16,240.5	11.0%

(1) There were 63 selling days for both the three months ended December 31, 2019 and 2018. There were 254 selling days for both the years ended December 31, 2019 and 2018.

# 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**

# Q4 2019 Financial Results

(Unaudited)

(\$ in millions, except per share amounts)

	Three Months Ended December 31,		
	2019	2018	% Change
Net sales	\$ 4,536.9	\$ 4,074.8	11.3%
<i>Average daily net sales</i>	\$ 72.0	\$ 64.7	11.3%
Gross profit	\$ 777.5	\$ 693.8	12.1%
<i>% of Net sales</i>	17.1%	17.0%	
SG&A, including advertising	\$ 493.7	\$ 450.9	9.5%
Operating income	\$ 283.8	\$ 242.9	16.8%
Non-GAAP SG&A, including advertising*	\$ 435.2	\$ 394.3	10.4%
Non-GAAP operating income*	\$ 342.3	\$ 299.5	14.3%
<i>% of Net sales</i>	7.5%	7.3%	
Interest expense, net	\$ 38.3	\$ 37.1	3.2%
Net income	\$ 185.6	\$ 159.3	16.5%
Diluted EPS	\$ 1.27	\$ 1.05	20.8%
Non-GAAP net income*	\$ 229.1	\$ 200.7	14.2%
Non-GAAP diluted EPS*	\$ 1.57	\$ 1.32	18.4%

\* Non-GAAP SG&A, including advertising, 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 6, 2020 for a discussion of non-GAAP financial measures.



## Q4 2019 Non-GAAP SG&A and Non-GAAP Operating Income

(Unaudited)

(\$ in millions)

	Three Months Ended December 31,		
	2019	2018	% Change
Reported SG&A, including advertising	\$ 493.7	\$ 450.9	9.5%
Amortization of acquisition-related intangible assets	(44.8)	(44.1)	
Equity-based compensation	(10.8)	(10.8)	
Scalar acquisition and integration expenses	(1.0)	(1.5)	
Other adjustments	(1.9)	(0.2)	
Non-GAAP SG&A, including advertising	<u>\$ 435.2</u>	<u>\$ 394.3</u>	10.4%
Non-GAAP operating income	\$ 342.3	\$ 299.5	14.3%
% of Net sales	7.5%	7.3%	

## Q4 2019 Non-Operating Expenses

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(Unaudited)  
(\$ in millions)

	Three Months Ended December 31,		
	2019	2018	% Change
Interest expense, net	\$ (38.3)	\$ (37.1)	3.2%
Other (expense) income, net	\$ (9.5)	\$ 0.8	nm*
Income tax expense	\$ (50.4)	\$ (47.3)	6.7%

\* Not meaningful

## Q4 2019 GAAP Effective Tax Rate

(Unaudited)

	Three Months Ended December 31,	
	2019	2018
Federal statutory rate	21.0%	21.0%
State taxes <sup>(1)</sup>	3.0	2.7
Excess benefits from equity-based compensation <sup>(2)</sup>	(2.6)	(2.4)
All other items impacting tax rate	—	1.6
GAAP effective tax rate	<u>21.4%</u>	<u>22.9%</u>

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

(2) Inclusive of Federal and State taxes.

## Q4 2019 Non-GAAP Net Income

(Unaudited)

(\$ in millions)

	Three Months Ended December 31, 2019				Three Months Ended December 31, 2018			
	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	\$ 236.0	\$ (50.4)	\$ 185.6	21.4%	\$ 206.6	\$ (47.3)	\$ 159.3	22.9%
Amortization of intangibles <sup>(2)</sup>	44.8	(10.8)	34.0		44.1	(9.7)	34.4	
Equity-based compensation	10.8	(7.9)	2.9		10.8	(5.4)	5.4	
Net loss on extinguishment of long-term debt	6.0	(1.5)	4.5		—	—	—	
Scalar acquisition and integration expenses	1.0	(0.3)	0.7		1.5	—	1.5	
Other adjustments <sup>(3)</sup>	1.9	(0.5)	1.4		0.2	(0.1)	0.1	
Non-GAAP*	<u>\$ 300.5</u>	<u>\$ (71.4)</u>	<u>\$ 229.1</u>	23.7%	<u>\$ 263.2</u>	<u>\$ (62.5)</u>	<u>\$ 200.7</u>	23.7%

(1) Income tax on non-GAAP adjustments includes excess tax benefits associated with equity-based compensation and the impact of global intangible low tax income ("GILTI") due to equity-based compensation and amortization of intangibles.

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

(3) Includes payroll taxes on equity-based compensation.

\* 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 6, 2020 for a discussion of non-GAAP financial measures.

## Q4 2019 Earnings Per Share

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*(Unaudited)*

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

	Three Months Ended December 31,		
	2019	2018	% Change
Diluted EPS	\$ 1.27	\$ 1.05	20.8%
Non-GAAP net income*	\$ 229.1	\$ 200.7	14.2%
Non-GAAP diluted EPS*	\$ 1.57	\$ 1.32	18.4%

\* 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 February 6, 2020 for a discussion of non-GAAP financial measures.

# Full Year Financial Results

(Unaudited)

(\$ in millions, except per share amounts)

	Year Ended December 31,		
	2019	2018	% Change
Net sales	\$ 18,032.4	\$ 16,240.5	11.0%
<i>Average daily net sales</i>	\$ 71.0	\$ 63.9	11.0%
Gross profit	\$ 3,039.9	\$ 2,706.9	12.3%
<i>% of Net sales</i>	16.9%	16.7%	
SG&A, including advertising	\$ 1,906.3	\$ 1,719.6	10.9%
Operating income	\$ 1,133.6	\$ 987.3	14.8%
Non-GAAP SG&A, including advertising*	\$ 1,671.5	\$ 1,490.3	12.2%
Non-GAAP operating income*	\$ 1,368.4	\$ 1,216.6	12.5%
<i>% of Net sales</i>	7.6%	7.5%	
Interest expense, net	\$ 159.4	\$ 148.6	7.3%
Net income	\$ 736.8	\$ 643.0	14.6%
Diluted EPS	\$ 4.99	\$ 4.19	19.1%
Non-GAAP net income*	\$ 902.1	\$ 794.3	13.6%
Non-GAAP diluted EPS*	\$ 6.10	\$ 5.17	18.0%

\* Non-GAAP SG&A, including advertising, 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 6, 2020 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,		
	2019	2018	% Change
Reported SG&A, including advertising	\$ 1,906.3	\$ 1,719.6	10.9%
Amortization of acquisition-related intangible assets	(178.5)	(182.7)	
Equity-based compensation	(48.5)	(40.7)	
Scalar acquisition and integration expenses	(3.0)	(1.5)	
Other adjustments	(4.8)	(4.4)	
Non-GAAP SG&A, including advertising	<u>\$ 1,671.5</u>	<u>\$ 1,490.3</u>	12.2%
Non-GAAP operating income	\$ 1,368.4	\$ 1,216.6	12.5%
% of Net sales	7.6%	7.5%	

# Full Year Non-Operating Expenses

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(Unaudited)

(\$ in millions)

	Year Ended December 31,		
	2019	2018	% Change
Interest expense, net	\$ (159.4)	\$ (148.6)	7.3%
Other (expense) income, net	\$ (24.5)	\$ 1.8	nm*
Income tax expense	\$ (212.9)	\$ (197.5)	7.8%

\* Not meaningful



# Full Year 2019 GAAP Effective Tax Rate

(Unaudited)

	Year Ended December 31,	
	2019	2018
Federal statutory rate	21.0%	21.0%
State taxes <sup>(1)</sup>	3.7	3.7
Excess benefits from equity-based compensation <sup>(2)</sup>	(2.8)	(2.3)
All other items impacting tax rate	0.5	1.1
GAAP effective tax rate	<u>22.4%</u>	<u>23.5%</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, 2019				Year Ended December 31, 2018			
	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	\$ 949.7	\$ (212.9)	\$ 736.8	22.4%	\$ 840.5	\$ (197.5)	\$ 643.0	23.5%
Amortization of intangibles <sup>(2)</sup>	178.5	(44.6)	133.9		182.7	(45.7)	137.0	
Equity-based compensation	48.5	(36.6)	11.9		40.7	(29.2)	11.5	
Net loss on extinguishments of long-term debt	22.1	(5.5)	16.6		—	—	—	
Scalar acquisition and integration expenses <sup>(3)</sup>	3.0	(3.7)	(0.7)		1.5	—	1.5	
Other adjustments <sup>(4)</sup>	4.8	(1.2)	3.6		4.4	(3.1)	1.3	
Non-GAAP*	<u>\$1,206.6</u>	<u>\$ (304.5)</u>	<u>\$ 902.1</u>	25.2%	<u>\$1,069.8</u>	<u>\$ (275.5)</u>	<u>\$ 794.3</u>	25.7%

(1) Income tax on non-GAAP adjustments includes excess tax benefits associated with equity-based compensation and the impact of GILTI due to equity-based compensation and amortization of intangibles.

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

(3) Includes a \$3 million discrete tax benefit related to CDW Canada's acquisition of Scalar Decisions Inc. ("Scalar").

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

\* 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 6, 2020 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,		
	2019	2018	% Change
Diluted EPS	\$ 4.99	\$ 4.19	19.1%
Non-GAAP net income*	\$ 902.1	\$ 794.3	13.6%
Non-GAAP diluted EPS*	\$ 6.10	\$ 5.17	18.0%

\* 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 6, 2020 for a discussion of non-GAAP financial measures.

# Debt and Revolver Availability

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

	<u>December 31, 2019</u>		<u>December 31, 2018</u>
Cash and cash equivalents	\$ 154.0	\$	205.8
Total debt	\$ 3,317.3	\$	3,208.6
Net debt (total debt net of cash and cash equivalents)	\$ 3,163.3	\$	3,002.8
Revolver availability	\$ 1,106.2	\$	1,120.1
Cash plus revolver availability	\$ 1,260.2	\$	1,325.9

# Cash Conversion Cycle

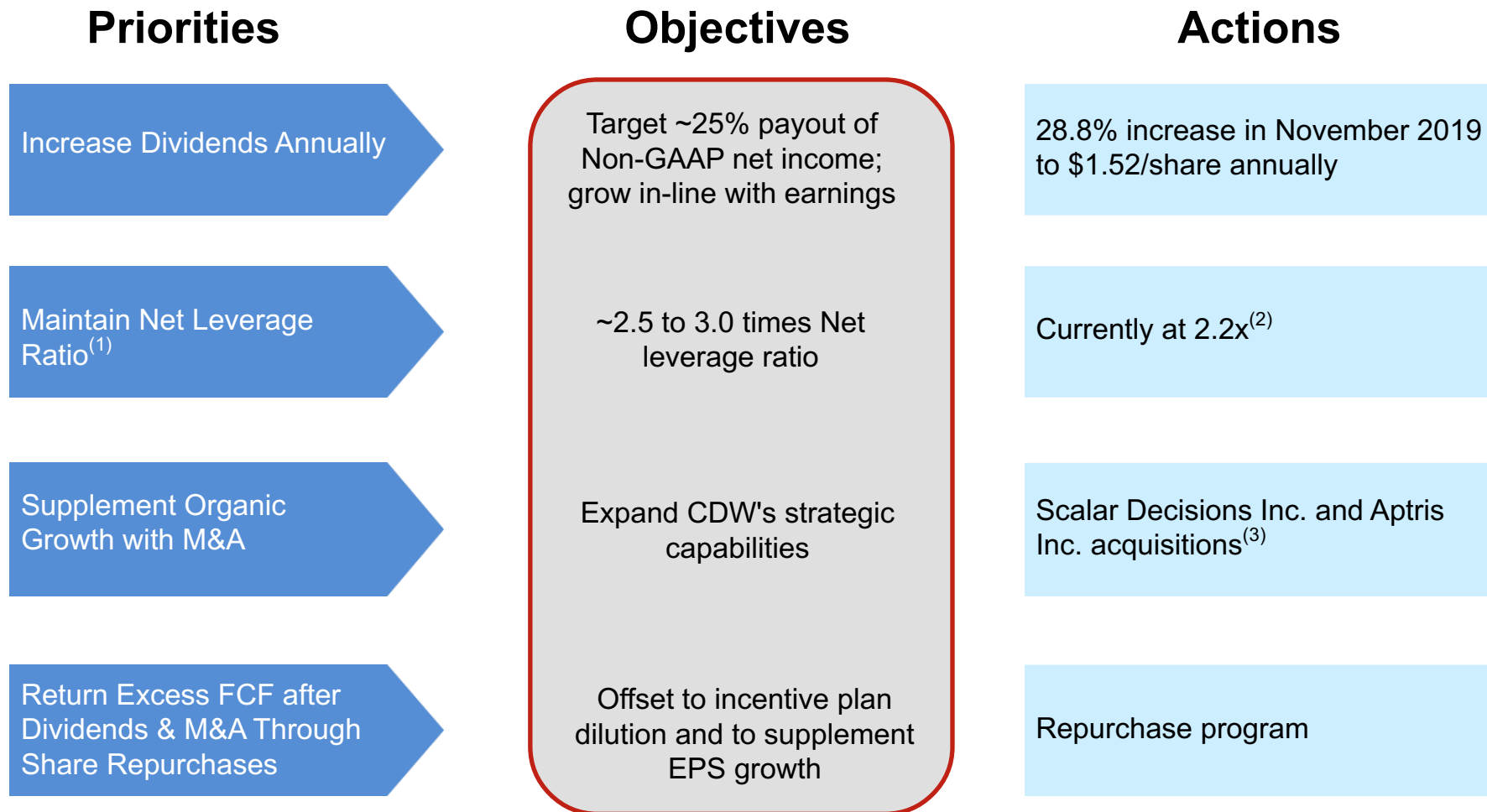
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*(Unaudited)*

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

	<u>December 31, 2019</u>	<u>December 31, 2018</u>
Days of sales outstanding	57	56
Days of supply in inventory	14	13
Days purchases outstanding	<u>(53)</u>	<u>(50)</u>
Cash conversion cycle	<u><u>18</u></u>	<u><u>19</u></u>

# 2020 Capital Allocation Priorities



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

(2) As of December 31, 2019.

(3) CDW acquired Scalar Decisions Inc., a premier Canadian IT solutions and service provider, on February 1, 2019, and Aprtris Inc., a premier IT service management solutions provider, on October 1, 2019.

# 2020 Targets

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2020<sup>(1)(2)</sup>

Net Sales Growth

US IT growth  
plus 200 - 300 bps  
in constant currency

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

Mid 7%<sup>s</sup>

Non-GAAP Earnings Per  
Diluted Share Growth

~10% 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 expenses.

(2) As of February 6, 2020.

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

# Modeling Thoughts for 2020

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- Full-year constant currency Net sales slightly above annual target of 200 to 300 bps above U.S. IT growth
  - One extra selling day vs. 2019 in Q1 '20; one fewer vs. 2019 in Q4 '20
  - 1H sales split in-line with historical norm of 48% to 49% of full-year Net sales
  - First quarter sales expected to be in-line with 5-year historical average daily sequential decline from fourth quarter of ~7%
  - Currency expected to be neutral for the full year
- Annual depreciation and amortization expenses expected to be between \$390 million and \$400 million, including ~\$160 million of amortization expenses for acquisition-related intangible assets and ~\$145 million of cost of goods sold depreciation
  - Depreciation and amortization in SG&A, excluding acquisition-related intangible assets, expected to be ~\$90 million
- Equity compensation expected to be several million dollars higher than 2019
- Annual book interest expected to be between \$156 million and \$158 million
- Non-GAAP effective tax rate expected to be between 25.5% to 26.5%
- Non-GAAP EPS expected to grow 200 to 300 bps faster than Non-GAAP net income
- Non-GAAP EPS growth of approximately 10% in constant currency

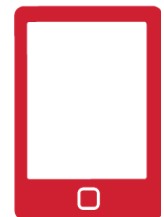
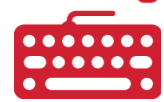
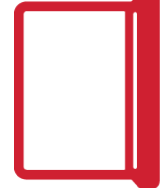


# Modeling Thoughts for 2020 Cash Flows

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- Annual Free Cash Flow within 'rule of thumb' of 3 <sup>3</sup>/<sub>4</sub>% to 4 <sup>1</sup>/<sub>4</sub>% of Net sales
- Capital expenditures ~0.7% of Net sales on an annual basis
- Cash tax rate in the 25.25% to 26.25% range
- 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,			
	2019	% of Net sales	2018	% of Net sales	2019	% of Net sales	2018	% of Net sales
Operating income	283.8	6.3%	\$ 242.9	6.0%	1,133.6	6.3%	\$ 987.3	6.1%
Amortization of intangibles <sup>(1)</sup>	44.8		44.1		178.5		182.7	
Equity-based compensation	10.8		10.8		48.5		40.7	
Scalar acquisition and integration expenses	1.0		1.5		3.0		1.5	
Other adjustments <sup>(2)</sup>	1.9		0.2		4.8		4.4	
Non-GAAP operating income*	<u>342.3</u>	7.5%	<u>\$ 299.5</u>	7.3%	<u>1,368.4</u>	7.6%	<u>\$1,216.6</u>	7.5%

(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.

\* 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 6, 2020 for a discussion of non-GAAP financial measures.

# Free Cash Flow

(Unaudited)  
(\$ in millions)

	Three Months Ended December 31,			Year Ended December 31,		
	2019	2018	% Change	2019	2018	% Change
Net cash provided by operating activities	\$ 344.9	\$ 303.6	13.6 %	\$ 1,027.2	\$ 905.9	13.4%
Capital expenditures <sup>(1)</sup>	(161.3)	(32.7)		(236.3)	(86.1)	
Net change in accounts payable-inventory financing	16.1	22.7		(1.3)	(67.4)	
Free cash flow	<u>\$ 199.7</u>	<u>\$ 293.6</u>	(32.0)%	<u>\$ 789.6</u>	<u>\$ 752.4</u>	4.9%

(1) Includes expenditures for revenue generating assets.

# Net Sales Growth on a Constant Currency Basis

(Unaudited)

(\$ in millions)

	Three Months Ended December 31,			Year Ended December 31,		
	2019	2018	% Change <sup>(1)</sup>	2019	2018	% Change <sup>(1)</sup>
Net sales, as reported	\$ 4,536.9	\$ 4,074.8	11.3%	\$18,032.4	\$16,240.5	11.0%
Foreign currency translation <sup>(2)</sup>	—	0.8		—	(67.8)	
Net sales, on a constant currency basis*	<u>\$ 4,536.9</u>	<u>\$ 4,075.6</u>	11.3%	<u>\$18,032.4</u>	<u>\$16,172.7</u>	11.5%

(1) There were 63 selling days for both the three months ended December 31, 2019 and 2018. There were 254 selling days for both the years ended December 31, 2019 and 2018.

(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.

\* 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 6, 2020 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,		
	2019	2018	% Change	2019	2018	% Change
Net income	\$ 185.6	\$ 159.3	16.5%	\$ 736.8	\$ 643.0	14.6%
Amortization of intangibles	44.8	44.1		178.5	182.7	
Equity-based compensation	10.8	10.8		48.5	40.7	
Net loss on extinguishments of long-term debt	6.0	—		22.1	—	
Scalar acquisition and integration expenses	1.0	1.5		3.0	1.5	
Other adjustments	1.9	0.2		4.8	4.4	
Aggregate adjustment for income taxes	(21.0)	(15.2)		(91.6)	(78.0)	
Non-GAAP net income <sup>(1)*</sup>	\$ 229.1	\$ 200.7	14.2%	\$ 902.1	\$ 794.3	13.6%
Foreign currency translation <sup>(2)</sup>	—	—		—	(3.4)	
Non-GAAP net income, on a constant currency basis*	\$ 229.1	\$ 200.7	14.2%	\$ 902.1	\$ 790.9	14.1%
Shares used in computing Non-GAAP net income per diluted share and Non-GAAP net income per diluted share, on a constant currency basis	146.4	151.9		147.8	153.6	
Non-GAAP net income per diluted share*	\$ 1.57	\$ 1.32	18.4%	\$ 6.10	\$ 5.17	18.0%
Non-GAAP net income per diluted share, on a constant currency basis*	\$ 1.57	\$ 1.32	18.4%	\$ 6.10	\$ 5.15	18.5%

(1) See Slide 12 for details on the adjustments to Non-GAAP net income for the fourth quarter. See Slide 18 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 6, 2020 for a discussion of non-GAAP financial measures.