# CDW Corporation

Non-GAAP Reconciliations

Third Quarter 2026

# Non-GAAP Financial Measures - Definitions

Generally, a non-GAAP financial measure is a numerical measure of a company's performance or financial condition 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 accounting principles generally accepted in the United States of America ("GAAP"). Non-GAAP financial measures used by management may differ from similar measures used by other companies, even when similar terms are used to identify such measures. We are unable to reconcile certain outlook non-GAAP financial targets to the most directly comparable GAAP financial measures because we believe it would not be possible to have the required information necessary to quantitatively reconcile such measures without unreasonable efforts due to, among other things, uncertainty and variability of future items, such as currency impacts, interest rates, refinancing activities, or acquisition and integration expenses. Accordingly, we are also unable to address the probable significance of such unavailable information. For a reconciliation of non-GAAP financial measures to the most comparable GAAP financial measures, refer to the slides herein.

**Non-GAAP Performance Measures:**

We believe our non-GAAP performance measures provide analysts, investors, and management with useful information regarding the underlying operating performance of our business because they remove the impact of items that management believes are not reflective of underlying operating performance. Management uses these measures to evaluate period-over-period performance as management believes they provide a more comparable measure of the underlying business.

Non-GAAP operating income and Non-GAAP selling and administrative expenses exclude, among other things, charges related to the amortization of acquisition-related intangible assets, equity-based compensation and the associated payroll taxes, acquisition and integration expenses, transformation initiatives, and workplace optimization. Non-GAAP operating income margin is defined as Non-GAAP operating income as a percentage of Net sales.

Non-GAAP net income, Non-GAAP net income per diluted share, and Non-GAAP effective tax rate exclude, among other things, charges related to the amortization of acquisition-related intangible assets, equity-based compensation and the associated payroll taxes, acquisition and integration expenses, transformation initiatives, workplace optimization, and their associated income tax effects.

Non-GAAP net income per diluted share on a constant currency basis is defined as Non-GAAP net income per diluted share excluding the impact of foreign currency translation on Non-GAAP net income.

Net sales on a constant currency basis is defined as Net sales excluding the impact of foreign currency translation on Net sales.

**Non-GAAP Financial Condition Measures:**

We also present non-GAAP financial condition measures because we believe they provide analysts, investors, and management with more information regarding our liquidity and capital resources. Certain non-GAAP financial measures are also used to determine certain components of performance-based compensation.

Free cash flow is defined as Net cash provided by operating activities less capital expenditures. Adjusted free cash flow is defined as Free cash flow adjusted to include certain cash flows from financing activities incurred in the normal course of operations or as capital expenditures.

Return on working capital ("ROWC") is defined as the percentage of Non-GAAP operating income After-tax divided by working capital.

# Non-GAAP Operating Income and Non-GAAP Operating Income Margin Reconciliation

*(Unaudited)*

*($ in millions)*

| | Three Months Ended September 30, | | | | Nine Months Ended September 30, | | | |
|---|---|---|---|---|---|---|---|---|
| | 2026 | Percentage of Net sales | 2025 | Percentage of Net sales | 2026 | Percentage of Net sales | 2025 | Percentage of Net sales |
| **Operating income, as reported** | $ 489.5 | 7.2 % | $ 443.3 | 7.7 % | $ 1,294.1 | 6.8 % | $ 1,224.9 | 7.2 % |
| **Amortization of intangibles[(1)]** | 42.3 | | 42.4 | | 127.4 | | 127.6 | |
| **Equity-based compensation** | 26.7 | | 27.1 | | 76.9 | | 71.1 | |
| **Transformation initiatives[(2)]** | 15.2 | | 13.0 | | 33.4 | | 44.1 | |
| **Acquisition and integration expenses** | 13.8 | | 1.1 | | 16.4 | | 6.0 | |
| **Workplace optimization[(3)]** | 31.0 | | 2.7 | | 75.2 | | 15.5 | |
| **Other adjustments** | 1.3 | | 1.0 | | 4.3 | | 5.1 | |
| **Non-GAAP operating income** | $ 619.8 | 9.2 % | $ 530.6 | 9.2 % | $ 1,627.7 | 8.6 % | $ 1,494.3 | 8.8 % |

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

(2) Includes costs related to strategic transformation initiatives focused on optimizing various operations and systems.

(3) Includes costs related to workforce reductions and charges related to the reduction of our real estate lease portfolio.

# Non-GAAP Net Income and Non-GAAP Effective Tax Rate Reconciliation

*(Unaudited)*

*($ in millions)*

| | Three Months Ended September 30, 2026 | | | | Three Months Ended September 30, 2025 | | | |
|---|---|---|---|---|---|---|---|---|
| | 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 |
| **GAAP, as reported** | $ 423.9 | $ (114.1) | $ 309.8 | 26.9 % | $ 389.4 | $ (98.4) | $ 291.0 | 25.3 % |
| **Amortization of intangibles[2]** | 42.3 | (11.0) | 31.3 | | 42.4 | (11.0) | 31.4 | |
| **Equity-based compensation** | 26.7 | (5.8) | 20.9 | | 27.1 | (5.6) | 21.5 | |
| **Transformation initiatives[3]** | 15.2 | (3.5) | 11.7 | | 13.0 | (3.4) | 9.6 | |
| **Acquisition and integration expenses** | 13.8 | (1.3) | 12.5 | | 1.1 | (0.3) | 0.8 | |
| **Workplace optimization[4]** | 31.0 | (8.0) | 23.0 | | 2.7 | (0.7) | 2.0 | |
| **Other adjustments** | 1.3 | (0.3) | 1.0 | | 1.0 | (0.1) | 0.9 | |
| **Non-GAAP** | $ 554.2 | $ (144.0) | $ 410.2 | 26.0 % | $ 476.7 | $ (119.5) | $ 357.2 | 25.1 % |

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

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

(3) Includes costs related to strategic transformation initiatives focused on optimizing various operations and systems.

(4) Includes costs related to workforce reductions and charges related to the reduction of our real estate lease portfolio.

# Non-GAAP Net Income and Non-GAAP Effective Tax Rate Reconciliation

*(Unaudited)*

*($ in millions)*

| | Nine Months Ended September 30, 2026 | | | | Nine Months Ended September 30, 2025 | | | |
|---|---|---|---|---|---|---|---|---|
| | 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 |
| **GAAP, as reported** | $ 1,115.8 | $ (296.2) | $ 819.6 | 26.5 % | $ 1,058.3 | $ (271.2) | $ 787.1 | 25.6 % |
| **Amortization of intangibles[2]** | 127.4 | (33.1) | 94.3 | | 127.6 | (33.2) | 94.4 | |
| **Equity-based compensation** | 76.9 | (13.4) | 63.5 | | 71.1 | (17.6) | 53.5 | |
| **Transformation initiatives[3]** | 33.4 | (8.2) | 25.2 | | 44.1 | (11.5) | 32.6 | |
| **Acquisition and integration expenses** | 16.4 | (2.0) | 14.4 | | 6.0 | (1.6) | 4.4 | |
| **Workplace optimization[4]** | 75.2 | (19.5) | 55.7 | | 15.5 | (4.0) | 11.5 | |
| **Other adjustments** | 4.3 | (1.1) | 3.2 | | 5.1 | (1.2) | 3.9 | |
| **Non-GAAP** | $ 1,449.4 | $ (373.5) | $ 1,075.9 | 25.8 % | $ 1,327.7 | $ (340.3) | $ 987.4 | 25.6 % |

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

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

(3) Includes costs related to strategic transformation initiatives focused on optimizing various operations and systems.

(4) Includes costs related to workforce reductions and charges related to the reduction of our real estate lease portfolio.

# Non-GAAP Net Income Per Diluted Share

*(Unaudited)*

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

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|---|---|---|---|
| | 2026 | 2025 | 2026 | 2025 |
| **Net income, as reported** | $ 309.8 | $ 291.0 | $ 819.6 | $ 787.1 |
| **Weighted-average common shares outstanding - Diluted** | 125.7 | 131.8 | 127.5 | 132.6 |
| **Net income per diluted share** | $ 2.46 | $ 2.21 | $ 6.43 | $ 5.94 |
| | | | | |
| **Non-GAAP net income** | $ 410.2 | $ 357.2 | $ 1,075.9 | $ 987.4 |
| **Weighted-average common shares outstanding - Diluted** | 125.7 | 131.8 | 127.5 | 132.6 |
| **Non-GAAP net income per diluted share** | $ 3.26 | $ 2.71 | $ 8.44 | $ 7.45 |

# Net Sales on a Constant Currency Basis

*(Unaudited)*

*($ in millions)*

| | Three Months Ended September 30, | | | Nine Months Ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2026 | 2025 | Percent Change[1] | 2026 | 2025 | Percent Change[1] |
| **Net sales, as reported** | $ 6,754.5 | $ 5,737.4 | 17.7 % | $ 19,006.5 | $ 16,913.1 | 12.4 % |
| **Foreign currency translation[2]** | — | (5.9) | | — | 35.2 | |
| **Net sales, on a constant currency basis** | $ 6,754.5 | $ 5,731.5 | 17.8 % | $ 19,006.5 | $ 16,948.3 | 12.1 % |

(1) There were 64 selling days for both the three months ended September 30, 2026 and 2025. There were 191 selling days for both the nine months ended September 30, 2026 and 2025. Average daily sales is defined as Net sales divided by the number of selling days.

(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 year.

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

*(Unaudited)*

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

| | Three Months Ended September 30, | | | Nine Months Ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2026 | 2025 | Percent Change | 2026 | 2025 | Percent Change |
| **Net income, as reported** | $ 309.8 | $ 291.0 | 6.5 % | $ 819.6 | $ 787.1 | 4.1 % |
| **Amortization of intangibles[1]** | 42.3 | 42.4 | | 127.4 | 127.6 | |
| **Equity-based compensation** | 26.7 | 27.1 | | 76.9 | 71.1 | |
| **Transformation initiatives[2]** | 15.2 | 13.0 | | 33.4 | 44.1 | |
| **Acquisition and integration expenses** | 13.8 | 1.1 | | 16.4 | 6.0 | |
| **Workplace optimization[3]** | 31.0 | 2.7 | | 75.2 | 15.5 | |
| **Other adjustments** | 1.3 | 1.0 | | 4.3 | 5.1 | |
| **Aggregate adjustment for income taxes** | (29.9) | (21.1) | | (77.3) | (69.1) | |
| **Non-GAAP net income** | 410.2 | 357.2 | 14.8 | 1,075.9 | 987.4 | 9.0 |
| **Foreign currency translation[4]** | — | (0.4) | | — | 1.6 | |
| **Non-GAAP net income, on a constant currency basis** | $ 410.2 | $ 356.8 | 15.0 % | $ 1,075.9 | $ 989.0 | 8.8 % |
| **Shares used in computing GAAP and Non-GAAP net income per diluted share, on a constant currency basis** | 125.7 | 131.8 | | 127.5 | 132.6 | |
| **Non-GAAP net income per diluted share** | $ 3.26 | $ 2.71 | 20.4 % | $ 8.44 | $ 7.45 | 13.3 % |
| **Non-GAAP net income per diluted share, on a constant currency basis** | $ 3.26 | $ 2.71 | 20.5 % | $ 8.44 | $ 7.46 | 13.1 % |

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

(2) Includes costs related to strategic transformation initiatives focused on optimizing various operations and systems.

(3) Includes costs related to workforce reductions and charges related to the reduction of our real estate lease portfolio.

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

# Non-GAAP Selling and Administrative Expenses

*(Unaudited)*

*($ in millions)*

| | Three Months Ended September 30, | | | Nine Months Ended September 30, | | |
|---|---|---|---|---|---|---|
| | 2026 | 2025 | Percent Change | 2026 | 2025 | Percent Change |
| **Selling and administrative expenses, as reported** | $ 895.8 | $ 812.2 | 10.3 % | $ 2,601.0 | $ 2,394.1 | 8.6 % |
| **Amortization of intangibles[1]** | (42.3) | (42.4) | | (127.4) | (127.6) | |
| **Equity-based compensation** | (26.7) | (27.1) | | (76.9) | (71.1) | |
| **Transformation initiatives[2]** | (15.2) | (13.0) | | (33.4) | (44.1) | |
| **Acquisition and integration expenses** | (13.8) | (1.1) | | (16.4) | (6.0) | |
| **Workplace optimization[3]** | (31.0) | (2.7) | | (75.2) | (15.5) | |
| **Other adjustments** | (1.3) | (1.0) | | (4.3) | (5.1) | |
| **Non-GAAP selling and administrative expenses** | $ 765.5 | $ 724.9 | 5.6 % | $ 2,267.4 | $ 2,124.7 | 6.7 % |

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

(2) Includes costs related to strategic transformation initiatives focused on optimizing various operations and systems.

(3) Includes costs related to workforce reductions and charges related to the reduction of our real estate lease portfolio.

# Free Cash Flow and Adjusted Free Cash Flow

*(Unaudited)*

*($ in millions)*

| | Nine Months Ended September 30, | |
|---|---|---|
| | 2026 | 2025 |
| **Net cash provided by operating activities** | $ 618.5 | $ 771.4 |
| **Capital expenditures** | (80.7) | (79.2) |
| **Free cash flow** | 537.8 | 692.2 |
| **Net change in accounts payable-inventory financing-supplier financing** | 24.4 | (24.2) |
| **Proceeds from accounts payable-inventory financing-product financing** | 240.8 | — |
| **Repayments on accounts payable-inventory financing-product financing** | (18.4) | — |
| **Adjusted free cash flow[1]** | $ 784.6 | $ 668.0 |

(1) Defined as Net cash provided by operating activities less Capital expenditures, adjusted to include cash flows from financing activities that relate to the purchase of inventory.

# Non-GAAP Operating Income and Non-GAAP Operating Income Margin Reconciliation 2016-2021

*(Unaudited)*

*($ in millions)*

| | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|---|---|---|---|---|---|---|
| **Net sales, as reported** | $13,672.7 | $14,832.9 | $16,240.5 | $18,032.4 | $18,467.5 | $20,820.8 |
| **Operating income, as reported** | 820.0 | 866.5 | 987.3 | 1,133.6 | 1,179.2 | 1,419.0 |
| **Amortization of intangibles[(1)]** | 187.2 | 185.1 | 182.7 | 178.5 | 158.1 | 94.9 |
| **Equity-based compensation** | 39.2 | 43.7 | 40.7 | 48.5 | 42.5 | 72.6 |
| **Acquisition and integration expenses** | 7.3 | 2.5 | 1.2 | 3.6 | 4.9 | 54.3 |
| **Other adjustments** | (5.4) | 9.0 | 4.7 | 4.2 | 19.9 | 4.6 |
| **Non-GAAP operating income** | $ 1,048.3 | $ 1,106.8 | $ 1,216.6 | $ 1,368.4 | $ 1,404.6 | $ 1,645.4 |
| **Operating income margin** | 6.0 % | 5.8 % | 6.1 % | 6.3 % | 6.4 % | 6.8 % |
| **Non-GAAP operating income margin** | 7.7 % | 7.5 % | 7.5 % | 7.6 % | 7.6 % | 7.9 % |
| **Depreciation and amortization in selling and administrative expenses[(2)]** | $ 60.3 | $ 68.8 | $ 77.0 | $ 80.1 | $ 90.0 | $ 88.6 |

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

(2) Excludes amortization expense for acquisition-related intangible assets.

# Non-GAAP Operating Income and Non-GAAP Operating Income Margin Reconciliation 2022 - TTM* Q3 2026

*(Unaudited)*

*($ in millions)*

| | 2022 | 2023 | 2024 | 2025 | TTM Q3 2025 | TTM Q3 2026 |
|---|---|---|---|---|---|---|
| **Net sales, as reported** | $23,748.7 | $21,376.0 | $20,998.7 | $22,424.1 | $22,099.1 | $24,517.5 |
| **Operating income, as reported** | 1,735.2 | 1,680.9 | 1,651.3 | 1,655.6 | 1,633.5 | 1,724.8 |
| **Amortization of intangibles[1]** | 167.9 | 154.4 | 150.9 | 169.8 | 165.3 | 169.6 |
| **Equity-based compensation** | 91.1 | 93.7 | 64.7 | 83.6 | 85.0 | 89.4 |
| **Transformation initiatives[2]** | 6.3 | 27.1 | 34.8 | 57.9 | 16.1 | 47.2 |
| **Acquisition and integration expenses** | 48.3 | 30.0 | 12.2 | 7.6 | 55.8 | 18.0 |
| **Workplace optimization[3]** | — | 47.7 | 25.4 | 16.2 | 31.4 | 75.9 |
| **Other adjustments** | 1.7 | 5.3 | 7.7 | 6.0 | 6.4 | 5.2 |
| **Non-GAAP operating income** | $ 2,050.5 | $ 2,039.1 | $ 1,947.0 | $ 1,996.7 | $ 1,993.5 | $ 2,130.1 |
| **Operating income margin** | 7.3 % | 7.9 % | 7.9 % | 7.4 % | 7.4 % | 7.0 % |
| **Non-GAAP operating income margin** | 8.6 % | 9.5 % | 9.3 % | 8.9 % | 9.0 % | 8.7 % |
| **Depreciation and amortization in selling and administrative expenses[4]** | $ 114.8 | $ 106.9 | $ 114.0 | $ 116.9 | $ 116.0 | $ 123.1 |

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

(2) Includes costs related to strategic transformation initiatives focused on optimizing various operations and systems.

(3) Includes costs related to the workforce reductions and charges related to the reduction of our real estate lease portfolio.

(4) Excludes amortization expense for acquisition-related intangible assets.

* TTM - Trailing twelve months

# Non-GAAP Net Income Reconciliation 2016 - 2021

*(Unaudited)*

*($ in millions)*

| | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|---|---|---|---|---|---|---|
| **Net income, as reported** | $ 425.1 | $ 523.1 | $ 643.0 | $ 736.8 | $ 788.5 | $ 988.6 |
| **Amortization of intangibles[(1)]** | 187.2 | 185.1 | 182.7 | 178.5 | 158.1 | 94.9 |
| **Equity-based compensation** | 39.2 | 43.7 | 40.7 | 48.5 | 42.5 | 72.6 |
| **Gain on sale of equity method investment** | — | — | — | — | — | (36.0) |
| **Net loss on extinguishments of long-term debt** | 2.1 | 57.4 | — | 22.1 | 27.3 | 6.0 |
| **Acquisition and integration expenses** | 7.3 | 2.5 | 1.2 | 3.6 | 4.9 | 54.3 |
| **Other adjustments** | (5.4) | 9.0 | 4.7 | 4.2 | 19.9 | 4.6 |
| **Aggregate adjustment for income taxes[(2)]** | (85.8) | (214.9) | (78.0) | (91.6) | (86.8) | (66.1) |
| **Non-GAAP net income** | $ 569.7 | $ 605.9 | $ 794.3 | $ 902.1 | $ 954.4 | $ 1,118.9 |

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

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

| | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|---|---|---|---|---|---|---|
| **Total Non-GAAP adjustments** | $ 230.4 | $ 297.7 | $ 229.3 | $ 256.9 | $ 252.7 | $ 196.4 |
| **Weighted-average statutory rate** | 36.0 % | 36.0 % | 25.0 % | 25.0 % | 25.0 % | 25.0 % |
| **Income taxes** | (82.9) | (107.2) | (57.3) | (64.2) | (63.2) | (49.1) |
| **Deferred tax adjustment due to law changes** | (1.5) | 1.3 | 0.5 | 0.3 | 2.7 | 4.8 |
| **Excess tax benefits from equity-based compensation** | (1.8) | (36.2) | (19.1) | (24.5) | (26.3) | (24.5) |
| **Impact from Tax Cuts and Jobs Act** | — | (75.5) | (1.9) | — | — | — |
| **Discrete tax benefit related to CDW's acquisition of Sirius** | — | — | — | — | — | 3.2 |
| **Discrete tax benefit related to CDW Canada's acquisition of Scalar** | — | — | — | (3.0) | — | — |
| **Non-deductible adjustments and other** | 0.4 | 2.7 | (0.2) | (0.2) | — | (0.5) |
| **Total aggregate adjustment for income taxes** | $ (85.8) | $ (214.9) | $ (78.0) | $ (91.6) | $ (86.8) | $ (66.1) |

# Non-GAAP Net Income Reconciliation 2022 - TTM Q3 2026

*(Unaudited)*

*($ in millions)*

| | 2022 | 2023 | 2024 | 2025 | TTM Q3 2025 | TTM Q3 2026 |
|---|---|---|---|---|---|---|
| **Net income, as reported** | $ 1,114.5 | $ 1,104.3 | $ 1,077.8 | $ 1,066.6 | $ 1,051.3 | $ 1,099.1 |
| **Amortization of intangibles[1]** | 167.9 | 154.4 | 150.9 | 169.8 | 165.3 | 169.6 |
| **Equity-based compensation** | 91.1 | 93.7 | 64.7 | 83.6 | 85.0 | 89.4 |
| **Net loss (gain) on extinguishments of long-term debt** | 1.6 | — | — | 1.8 | — | 1.8 |
| **Transformation initiatives[2]** | 6.3 | 27.1 | 34.8 | 57.9 | 16.1 | 47.2 |
| **Acquisition and integration expenses** | 48.3 | 30.0 | 12.2 | 7.6 | 55.8 | 18.0 |
| **Workplace optimization[3]** | — | 47.7 | 25.4 | 16.2 | 31.4 | 75.9 |
| **Other adjustments** | 1.7 | 5.3 | 6.9 | 6.0 | 6.5 | 5.2 |
| **Aggregate adjustment for income taxes[4]** | (89.9) | (116.3) | (85.5) | (86.5) | (91.3) | (94.7) |
| **Non-GAAP net income** | $ 1,341.5 | $ 1,346.2 | $ 1,287.2 | $ 1,323.0 | $ 1,320.1 | $ 1,411.5 |

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

(2) Includes costs related to strategic transformation initiatives focused on optimizing various operations and systems.

(3) Includes costs related to the workforce reductions and charges related to the reduction of our real estate lease portfolio.

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

| | 2022 | 2023 | 2024 | 2025 | TTM Q3 2025 | TTM Q3 2026 |
|---|---|---|---|---|---|---|
| **Total Non-GAAP adjustments** | $ 316.9 | $ 358.2 | $ 294.9 | $ 342.9 | $ 360.1 | $ 407.1 |
| **Weighted-average statutory rate** | 26.0 % | 26.0 % | 26.0 % | 26.0 % | 26.0 % | 26.0 % |
| **Income taxes** | (82.4) | (93.1) | (76.7) | (89.2) | (93.6) | (105.8) |
| **Deferred tax adjustment due to law changes** | (1.0) | — | — | — | — | — |
| **Excess tax benefits from equity-based compensation** | (6.7) | (23.2) | (9.9) | 2.7 | 1.2 | 8.3 |
| **Discrete tax benefit related to CDW's acquisition of Mission** | — | — | 1.1 | — | 1.1 | — |
| **Discrete tax benefit related to CDW's acquisition of Lovelytics** | — | — | — | — | — | 2.3 |
| **Non-deductible adjustments and other** | 0.2 | — | — | — | — | 0.5 |
| **Total aggregate adjustment for income taxes** | $ (89.9) | $ (116.3) | $ (85.5) | $ (86.5) | $ (91.3) | $ (94.7) |

# Return on Working Capital Calculation 2016 - TTM Q3 2026

*(Unaudited)*

*($ in millions)*

| | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | TTM Q3 2026 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| ***Numerator*** | | | | | | | | | | | |
| **Non-GAAP Operating Income** | $1,048.3 | $1,106.8 | $1,216.6 | $1,368.4 | $1,404.6 | $1,645.4 | $2,050.5 | $2,039.1 | $1,947.0 | $1,996.7 | $2,130.1 |
| **Taxes[1]** | (387.9) | (409.5) | (316.3) | (355.8) | (365.2) | (427.8) | (533.1) | (530.2) | (506.2) | (519.1) | (553.8) |
| **Non-GAAP Operating Income After-Tax** | $ 660.4 | $ 697.3 | $ 900.3 | $1,012.6 | $1,039.4 | $1,217.6 | $1,517.4 | $1,508.9 | $1,440.8 | $1,477.6 | $1,576.3 |
| ***Denominator*** | | | | | | | | | | | |
| **Trailing 5-point avg. AR[2]** | $2,251.7 | $2,535.5 | $2,850.2 | $3,233.7 | $3,527.3 | $3,982.9 | $4,984.6 | $4,928.7 | $5,230.9 | $6,190.9 | $7,312.5 |
| **Trailing 5-point avg. Inventory** | 422.0 | 457.5 | 481.9 | 582.4 | 677.2 | 833.2 | 943.4 | 749.1 | 670.3 | 631.0 | 778.1 |
| **Trailing 5-point avg. AP[3]** | (1,470.8) | (1,726.4) | (1,946.8) | (2,270.0) | (2,412.3) | (2,754.9) | (3,632.9) | (3,309.6) | (3,446.8) | (4,102.2) | (5,038.3) |
| **Working Capital** | $1,202.9 | $1,266.6 | $1,385.3 | $1,546.1 | $1,792.2 | $2,061.2 | $2,295.1 | $2,368.2 | $2,454.4 | $2,719.7 | $3,052.3 |
| **Return on Working Capital** | 54.9 % | 55.1 % | 65.0 % | 65.5 % | 58.0 % | 59.1 % | 66.1 % | 63.7 % | 58.7 % | 54.3 % | 51.6 % |

(1) For 2018 and beyond, the normalized effective tax rate is 26%. The prior rate for 2016 through 2017 was 37%.

(2) Includes Accounts receivable and Miscellaneous receivables.

(3) Includes Accounts payable-trade, Accounts payable-inventory financing, and cash overdrafts.