CDW Corporation

Webcast Conference Call

August 3, 2015

Today's Agenda

- 2nd Quarter Results
- Key Performance Drivers
- Acquisition of remaining 65% of Kelway
- Financial Results
- Outlook
- Q&A

Disclaimers

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 our Form 10-K, Form 10-Q and other reports and filings with the Securities and Exchange Commission. We do not undertake any duty to update any forward-looking statement.

Record 2nd Quarter Financial Performance

- Net Sales up 6.7% to $3.3 billion, 7.2% in constant currency
- Adjusted EBITDA up 8.4% to $268.0 million
- Non-GAAP Net Income Per Diluted Share up 20.1% to $0.81

Highlights Combined Power

- Balanced portfolio of channels
- Broad product and solution suite
- On-going success of our three-part strategy

Balanced Portfolio Drove Topline

(Unaudited)

($ in millions)

	Three Months Ended June 30,			Six Months Ended June 30,		
Corporate:	**2015**	**2014**	**% Change ***	**2015**	**2014**	**% Change ****
Medium / Large	$ 1,492.1	$ 1,395.4	6.9%	$ 2,805.9	$ 2,670.2	5.1%
Small Business	269.3	260.8	3.3	529.4	491.6	7.7
Total Corporate	$ 1,761.4	$ 1,656.2	6.3%	$ 3,335.3	$ 3,161.8	5.5%
Public:						
Government	$ 385.0	$ 313.1	22.9%	$ 673.6	$ 567.3	18.7%
Education	546.1	527.0	3.6	889.7	848.6	4.8
Healthcare	443.1	431.5	2.7	816.8	825.6	(1.1)
Total Public	$ 1,374.2	$ 1,271.6	8.1%	$ 2,380.1	$ 2,241.5	6.2%
Other	$ 178.4	$ 178.2	0.1%	$ 353.8	$ 355.0	(0.4)%
Total Net Sales	$ 3,314.0	$ 3,106.0	6.7%	$ 6,069.2	$ 5,758.3	5.4%

* There were 64 selling days for both the three months ended June 30, 2015 and 2014.

** There were 127 selling days for both the six months ended June 30, 2015 and 2014.

Our Three-Part Growth Strategy

1. Increase "share of wallet" from existing customers and sales from new customers

2. Expand our solutions capabilities

3. Build our services capabilities

Four Capital Allocation Priorities

Priorities	Objectives	Actions
Increase Dividends Annually	Target 30% payout of FCF in 5 years	59% increase to $0.27/share
Maintain Net Leverage Ratio (1)	~2.5 to 3.0 times Net Leverage Ratio	Currently at 3.0X (2)
Supplement Organic Growth with M&A	Tuck-in, accretive deals	Kelway acquisition
Return Excess FCF after Dividends & M&A Through Share Repurchase	Offset to incentive plan dilution and to supplement EPS growth	Repurchase program

[1] Defined as the ratio of total debt at period-end excluding any unamortized discount and/or premium and deferred financing costs, less cash and cash equivalents, to TTM Adjusted EBITDA.
[2] As of June 30, 2015.

Kelway Snapshot

- Founded in 1990
- IT services and solutions provider focused on the mid-market
- Fiscal 2015 (3/31/15) US GAAP revenue of ~ $850MM
- ~ 1,000 Coworkers
- Headquartered in London, UK; roughly 90% UK/10% international
- Dedicated product export team
- International distribution and multi-region technical delivery capabilities
- Locations/presence: UK (primary), Singapore, UAE, S. Africa and Australia

Kelway Investment Strategic Rationale

- **Strengthens customer value proposition**
  - Access to cross border supply chain relationships and international technical expertise
  - More consistent brand experience
- **Expands market opportunity**
  - Increase share of wallet with multi-national US and UK based customers
  - Capture new customers' existing international business
- **Enhances balance**
  - Additional revenue diversity outside of North America
- **Excellent cultural fit**
  - Well respected management team
  - Aligned value propositions, culture and incentives
- **Value creative**
  - Strategic use of capital, consistent with our priorities

Second Quarter Financial Results

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

	Three Months Ended June 30,		
	2015	**2014**	**% Change**
Net Sales	$ 3,314.0	$ 3,106.0	6.7%
Avg Daily Net Sales	*$ 51.8*	*$ 48.5*	6.7%
Gross Profit	$ 534.5	$ 496.9	7.6%
% of Net Sales	*16.1%*	*16.0%*	
SG&A/Advertising	$ 328.6	$ 308.7	6.5%
Income from Operations	$ 205.9	$ 188.2	9.4%
Adjusted SG&A, including advertising *	$ 267.6	$ 250.7	6.7%
Adjusted EBITDA *	$ 268.0	$ 247.1	8.4%
% of Net Sales	*8.1%*	*8.0%*	
Interest Expense, net	$ (37.8)	$ (48.5)	(21.9)%
Non-GAAP Net Income *	$ 139.0	$ 115.9	20.0%
Non-GAAP EPS	$ 0.81	$ 0.67	20.1%

* Adjusted SG&A, including advertising, Adjusted EBITDA, Non-GAAP net income, and Non-GAAP EPS 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 August 3, 2015, for a reconciliation of non-GAAP financial measures.

Second Quarter Adjusted SG&A and Adjusted EBITDA

(Unaudited)
($ in millions)

	Three Months Ended June 30,		
	2015	**2014**	**% Change**
Reported SG&A, including advertising	$ 328.6	$ 308.7	6.5%
Adjustments:			
Non-cash equity-based compensation	(7.5)	(4.3)	
Acquisition and integration costs	(1.4)	—	
Other expenses [1]	(0.6)	(2.6)	
Depreciation and amortization:			
Amortization of acquisition-related intangible assets	(40.2)	(40.3)	
Other SG&A depreciation and amortization	(11.3)	(10.8)	
Total adjustments	(61.0)	(58.0)	
Adjusted SG&A, including advertising	$ 267.6	$ 250.7	6.7%
Adjusted EBITDA	$ 268.0	$ 247.1	8.4%
% of Net Sales	*8.1%*	*8.0%*	

[1] Primarily includes certain historical retention costs, unusual, non-recurring litigation matters, and expenses related to the consolidation of our headquarters and sales locations north of Chicago reported within selling and administrative expenses.

Interest, Taxes and Non-GAAP Net Income

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

	Three Months Ended June 30,				
	2015		2014		% Change
Interest expense, net	$	(37.8)	$	(48.5)	(21.9)%
Other income, net	$	4.0	$	0.1	nm*
Income tax expense	$	(63.9)	$	(50.6)	26.2%
Net income	$	108.2	$	86.6	24.9%
Non-GAAP net income**	$	139.0	$	115.9	20.0%
Non-GAAP EPS**	$	0.81	$	0.67	20.1%

*Not meaningful

** Non-GAAP net income and Non-GAAP EPS 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 August 3, 2015, for a reconciliation of non-GAAP financial measures.

Second Quarter Non-GAAP Net Income

(Unaudited)
($ in millions)

	Three Months Ended June 30,	
	2015	2014
Net income	$ 108.2	$ 86.6
Amortization of intangibles [1]	40.2	40.3
Non-cash equity-based compensation	7.5	4.3
Net loss on extinguishments of long-term debt	—	2.6
Interest expense adjustment related to extinguishments of long-term debt [2]	—	(0.5)
Acquisition and integration costs	1.4	—
Other adjustments [3]	1.0	0.5
Aggregate adjustment for income taxes [4]	(19.3)	(17.9)
Non-GAAP net income *	$ 139.0	$ 115.9

[1] Includes amortization expense for acquisition-related intangible assets, primarily customer relationships 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] Primarily includes expenses related to the consolidation of our headquarters and sales locations north of Chicago.

[4] Based on a normalized effective tax rate of 39.0%.

* Non-GAAP net income 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 August 3, 2015, for a reconciliation of non-GAAP financial measures.

Financial Results YTD

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

	Six Months Ended June 30,		
	2015	**2014**	**% Change**
Net Sales	$ 6,069.2	$ 5,758.3	5.4%
Avg Daily Net Sales	*$ 47.8*	*$ 45.3*	5.4%
Gross Profit	$ 991.0	$ 922.1	7.5%
% of Net Sales	*16.3%*	*16.0%*	
SG&A/Advertising	$ 633.5	$ 598.1	5.9%
Income from Operations	$ 357.5	$ 324.0	10.3%
Adjusted SG&A, including advertising *	$ 514.5	$ 483.2	6.5%
Adjusted EBITDA *	$ 478.8	$ 440.8	8.6%
% of Net Sales	*7.9%*	*7.7%*	
Interest Expense, net	$ (82.6)	$ (98.6)	(16.2)%
Non-GAAP Net Income *	$ 236.6	$ 197.0	20.1%
Non-GAAP EPS	$ 1.37	$ 1.14	19.8%

* Adjusted SG&A, including advertising, Adjusted EBITDA, Non-GAAP net income, and Non-GAAP EPS 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 August 3, 2015, for a reconciliation of non-GAAP financial measures.

Debt and ABL Availability

(Unaudited)
($ in millions)

	6/30/2015		12/31/2014		6/30/2014	
Cash and Cash Equivalents	$	335.7	$	344.5	$	227.6
Total Debt[(1)]	$	3,169.6	$	3,157.0	$	3,094.5
Senior Secured Debt	$	1,505.8	$	1,513.5	$	1,846.2
Net Debt (Total Debt net of Cash and Cash Equivalents)[(1)]	$	2,833.9	$	2,812.5	$	2,866.9
Outstanding Borrowings under ABL Revolver	$	—	$	—	$	—
Borrowing Base under ABL Revolver[(2)]	$	1,342.2	$	1,253.4	$	1,263.0
ABL Revolver Availability	$	888.5	$	935.6	$	954.4
Cash plus ABL Revolver Availability	$	1,224.2	$	1,280.1	$	1,182.0
TTM Adjusted EBITDA*	$	945.0	$	907.0	$	858.2
Total Net Leverage Ratio[(3)]		3.0		3.1		3.4

[(1)] As a result of the adoption of Accounting Standards Update 2015-03 during the second quarter of 2015, historical periods have been revised to reflect the change in the presentation of deferred financing costs, which are now shown as a reduction of long-term debt, instead of being presented as a separate asset on the balance sheet.

[(2)] Amount in effect at period-end.

[(3)] Defined as the ratio of total debt at period-end excluding any unamortized discount and/or premium and deferred financing costs, less cash and cash equivalents, to trailing twelve months (TTM) Adjusted EBITDA.

* 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 August 3, 2015, for a reconciliation of non-GAAP financial measures.

Cash Conversion Cycle

(Unaudited)

	6/30/2015	12/31/2014	6/30/2014
Days of sales outstanding (DSO) *	41	42	40
Days of supply in inventory (DIO) *	13	13	14
Days purchases outstanding (DPO) *	(35)	(34)	(35)
Cash Conversion Cycle *	19	21	19

* Based on a rolling three-month average.

Impact of Kelway on 2H 2015

Incremental revenue growth between 500 and 600 basis points:

- Consolidating 5 months
- Given UK seasonality, Kelway results calendar year front-end loaded

Contribute Non-GAAP EPS of between 6 and 8 cents/share:

- One month @ 35% minority interest; 5 months @ 100%
- Assumes exchange rates consistent with current (£/$ 1.55)
- Does not include amortization of purchased intangibles or integration expenses

2015 Expectations

	Targets	Organic	+ Kelway
Net Sales Growth	U.S. IT growth +200-300bps	✓	**2H 2015** +500-600bps
Adjusted EBITDA	Mid-7% margin	High-end of target range	High-end of target range
Leverage	Deleverage ~1/3 to 1/2x per year until 3.0x	✓	✓
Non-GAAP EPS Growth	Mid-teens	High-teens	+ 6-8 cents

Thoughts on Modeling 2015

For P&L currently look for:

- First half/second half net organic sales balance ~47-48/52-53%
- 2H adjusted SG&A growth higher than sales growth due to higher coworker count; infrastructure and productivity investments; lapping lower cost to serve transactional sales plus incremental Kelway SG&A
- 2H Adj. EBITDA margin below 1H. Full year Adj. EBITDA margin at the high end of the mid-7% target
- Full year book interest in the range of $162MM to $164MM, including Kelway
- Book tax rate in the range of 37% to 38%

For Cash Flow currently look for:

- CapEx ~ 0.7% of net sales, above "rule of thumb" 0.5% primarily due to investment in office consolidation
- Adjusting for pull-forward of approximately $100MM in Q4 2014 and including incremental Kelway, 2015 FCF to slightly exceed high-end of 2.5-3.0% of net sales target range
- CCC within our target range of low to mid-20's
- Cash tax rate of approximately 39%, to be applied to pretax income before intangibles amortization, items related to the Kelway transaction and $20-21MM of annual CODI payments
- Cash interest of $156-158MM, including incremental Kelway

Capital Allocation Priorities Support Medium Term Targets

2016-2018

Net Sales Growth	U.S. IT growth +200-300bps*
Adjusted EBITDA	Mid-7% margin
Leverage	Maintain net debt/adj. EBITDA ratio at ~2.5-3.0x
Non-GAAP EPS Growth	Low double-digits*

* Exceed in 2016 due to 7 months incremental Kelway

Questions and Answers

Adjusted EBITDA to Net Income Reconciliation

(Unaudited)
($ in millions)

	Three Months Ended June 30,				Six Months Ended June 30,			
	2015	**% of Net sales**	**2014**	**% of Net sales**	**2015**	**% of Net sales**	**2014**	**% of Net sales**
Net income	$ 108.2		$ 86.6		$ 162.9		$ 137.5	
Depreciation and amortization[(1)]	52.6		52.0		105.1		104.0	
Income tax expense	63.9		50.6		96.2		80.5	
Interest expense, net	37.8		48.5		82.6		98.6	
EBITDA	262.5	7.9%	237.7	7.7%	446.8	7.4%	420.6	7.3%
Adjustments:								
Non-cash equity-based compensation	7.5		4.3		12.2		7.6	
Net loss on extinguishments of long-term debt	—		2.6		24.3		8.0	
Income from equity investments	(4.0)		(0.1)		(8.5)		(0.4)	
Acquisition and integration costs	1.4		—		1.7		—	
Other adjustments[(2)]	0.6		2.6		2.3		5.0	
Total adjustments	5.5		9.4		32.0		20.2	
Adjusted EBITDA *	$ 268.0	8.1%	$ 247.1	8.0%	$ 478.8	7.9%	$ 440.8	7.7%

[(1)] Includes depreciation expense of $1.1 million and $0.9 million for the three months ended June 30, 2015 and 2014, respectively, and $2.3 million and $1.7 million for the six months ended June 30, 2015 and 2014, respectively, historically reported within cost of sales.

[(2)] Other adjustments primarily include certain historical retention costs, unusual, non-recurring litigation matters, and expenses related to the consolidation of our headquarters and sales locations north of Chicago.

* 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 August 3, 2015, for a discussion of non-GAAP financial measures.

Adjusted SG&A YTD

(Unaudited)
($ in millions)

	Six Months Ended June 30,		
	2015	2014	% Change
Reported SG&A, including advertising:	$ 633.5	$ 598.1	5.9%
Adjustments:			
Non-cash equity-based compensation	(12.2)	(7.6)	
Acquisition and integration costs	(1.7)	—	
Other expenses [(1)]	(2.3)	(5.0)	
Depreciation and amortization:			
Amortization of acquisition-related intangible assets	(80.5)	(80.6)	
Other SG&A depreciation and amortization	(22.3)	(21.7)	
Total adjustments	(119.0)	(114.9)	
Adjusted SG&A, including advertising	$ 514.5	$ 483.2	6.5%

[(1)] Primarily includes certain historical retention costs, unusual, non-recurring litigation matters, and expenses related to the consolidation of our headquarters and sales locations north of Chicago reported within selling and administrative expenses.

Non-GAAP Net Income YTD

(Unaudited)
($ in millions)

	Six Months Ended June 30,	
	2015	**2014**
Net income	$ 162.9	$ 137.5
Amortization of intangibles [1]	80.5	80.6
Non-cash equity-based compensation	12.2	7.6
Net loss on extinguishments of long-term debt	24.3	8.0
Interest expense adjustment related to extinguishments of long-term debt [2]	—	(1.1)
Acquisition and integration costs	1.7	—
Other adjustments [3]	1.6	0.9
Aggregate adjustment for income taxes [4]	(46.6)	(36.5)
Non-GAAP net income *	$ 236.6	$ 197.0

[1] Includes amortization expense for acquisition-related intangible assets, primarily customer relationships 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] Primarily includes expenses related to the consolidation of our headquarters and sales locations north of Chicago.

[4] Based on a normalized effective tax rate of 39.0%.

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Second Quarter Free Cash Flow

(Unaudited)
($ in millions)

	Three Months Ended of June 30,		
	2015	2014	% Change
Net cash provided by operating activities	$ (78.7)	$ (70.4)	
Capital expenditures	(12.9)	(11.7)	
Net change in accounts payable - inventory financing	83.5	61.4	
Free Cash Flow	$ (8.1)	$ (20.7)	(60.9)%

Free Cash Flow YTD

(Unaudited)
($ in millions)

	Six Months Ended June 30,		
	2015	2014	% Change
Net cash provided by operating activities	$ 99.1	$ 175.9	
Capital expenditures	(22.9)	(21.0)	
Net change in accounts payable - inventory financing	41.2	55.0	
Free Cash Flow	$ 117.4	$ 209.9	(44.1)%

Trailing Twelve Months Free Cash Flow

(Unaudited)
($ in millions)

	Trailing Twelve Months as of June 30,		
	2015	2014	% Change
Net cash provided by operating activities	$ 358.2	$ 335.1	
Capital expenditures	(56.9)	(48.1)	
Net change in accounts payable - inventory financing	61.7	29.1	
Free Cash Flow	$ 363.0	$ 316.1	14.8%

Constant Currency Net Sales Growth

(Unaudited)
($ in millions)

	Three Months Ended June 30,			Six Months Ended June 30,		
	2015	2014	% Change	2015	2014	% Change
Consolidated net sales, as reported	$ 3,314.0	$ 3,106.0	6.7%	$ 6,069.2	$ 5,758.3	5.4%
Currency translation adjustment[1]	—	(15.1)		—	(30.0)	
Consolidated net sales, as adjusted*	$ 3,314.0	$ 3,090.9	7.2%	$ 6,069.2	$ 5,728.3	6.0%

[1]The currency translation adjustment is the effect of translating the prior year results of foreign subsidiaries at the average rates of exchange applicable in the current year.

*Constant currency net sales growth 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 August 3, 2015, for a discussion of non-GAAP financial measures.