

CDW CORPORATION AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS
(dollars in millions, except per share amounts)

	December 31,	
	2019	2018
Assets		
Current assets:		
Cash and cash equivalents	\$ 154.0	\$ 205.8
Accounts receivable, net of allowance for doubtful accounts of \$7.9 and \$7.0, respectively	3,002.2	2,671.2
Merchandise inventory	611.2	454.3
Miscellaneous receivables	395.1	316.4
Prepaid expenses and other	171.6	149.1
Total current assets	4,334.1	3,796.8
Operating lease right-of-use assets	131.8	—
Property and equipment, net	363.1	156.1
Goodwill	2,553.0	2,462.8
Other intangible assets, net	594.1	712.2
Other assets	23.3	39.8
Total Assets	\$ 7,999.4	\$ 7,167.7
Liabilities and Stockholders' Equity		
Current liabilities:		
Accounts payable-trade	\$ 1,835.0	\$ 1,577.1
Accounts payable-inventory financing	429.9	429.3
Current maturities of long-term debt	34.1	25.3
Contract liabilities	252.2	178.3
Accrued expenses and other current liabilities:		
Compensation	212.3	186.4
Advertising	147.9	119.2
Sales and income taxes	88.6	55.5
Other	491.4	232.0
Total current liabilities	3,491.4	2,803.1
Long-term liabilities:		
Debt	3,283.2	3,183.3
Deferred income taxes	62.4	141.9
Operating lease liabilities	131.1	—
Other liabilities	71.0	64.2
Total long-term liabilities	3,547.7	3,389.4
Stockholders' equity:		
Preferred stock, \$0.01 par value, 100.0 shares authorized; no shares issued or outstanding for both periods	—	—
Common stock, \$0.01 par value, 1,000.0 shares authorized; 143.0 and 147.7 shares outstanding, respectively	1.4	1.5
Paid-in capital	3,095.3	2,996.9
Accumulated deficit	(2,018.6)	(1,892.6)
Accumulated other comprehensive loss	(117.8)	(130.6)
Total stockholders' equity	960.3	975.2
Total Liabilities and Stockholders' Equity	\$ 7,999.4	\$ 7,167.7

The accompanying notes are an integral part of the Consolidated Financial Statements.

CDW CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF OPERATIONS
(dollars in millions, except per share amounts)

	Year Ended December 31,		
	2019	2018	2017
Net sales	\$ 18,032.4	\$ 16,240.5	\$ 14,832.9
Cost of sales	14,992.5	13,533.6	12,382.7
Gross profit	3,039.9	2,706.9	2,450.2
Selling and administrative expenses	1,713.1	1,537.1	1,410.0
Advertising expense	193.2	182.5	173.7
Operating income	1,133.6	987.3	866.5
Interest expense, net	(159.4)	(148.6)	(150.5)
Other (expense) income, net	(24.5)	1.8	(55.3)
Income before income taxes	949.7	840.5	660.7
Income tax expense	(212.9)	(197.5)	(137.6)
Net income	<u>\$ 736.8</u>	<u>\$ 643.0</u>	<u>\$ 523.1</u>
Net income per common share:			
Basic	\$ 5.08	\$ 4.26	\$ 3.37
Diluted	\$ 4.99	\$ 4.19	\$ 3.31
Weighted-average common shares outstanding:			
Basic	145.1	150.9	155.4
Diluted	147.8	153.6	158.2

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