

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): September 7, 2022

WESCO International, Inc.

(Exact name of registrant as specified in its charter)

001-14989

(Commission File Number)

25-1723342

(IRS Employer
Identification No.)

Delaware
(State or other jurisdiction of
incorporation)
225 West Station Square Drive
Suite 700
Pittsburgh, Pennsylvania
(Address of principal executive offices)

15219
(Zip Code)

(412) 454-2200

(Registrant's telephone number, including area code)

Not applicable.

(Former name or former address, if changed since last report)

SECURITIES REGISTERED PURSUANT TO SECTION 12(b) OF THE ACT:

Title of Class	Trading Symbol(s)	Name of Exchange on which registered
Common Stock, par value \$0.01 per share	WCC	New York Stock Exchange
Depository Shares, each representing a 1/1,000th interest in a share of Series A Fixed-Rate Reset Cumulative Perpetual Preferred Stock	WCC PR A	New York Stock Exchange

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01 Regulation FD Disclosure.

The information in this Item 7.01 is being furnished and shall not be deemed "filed" for the purpose of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section. The information in this Item 7.01 shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended.

On September 7, 2022, executives of WESCO International, Inc. (the "Company") will present to investors at the Company's Investor Day 2022. A live webcast of the presentation will be accessible from approximately 10:00 a.m. to 1:00 pm ET on the Investor Relations page of Wesco's website, along with a replay following the webcast. The presentation will include written communication comprised of slides that are attached hereto as Exhibit 99.1 to this report and are being furnished in accordance with Regulation FD of the Securities and Exchange Commission.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

99.1 [Slide presentation for investors](#)

104 Cover Page Interactive Data File (embedded within the Inline XBRL document)

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

WESCO International, Inc.
(Registrant)

September 7, 2022
(Date)

By: /s/ David S. Schulz

David S. Schulz
Executive Vice President and Chief Financial Officer



Wesco International

Investor Day

September 7, 2022



Forward-Looking Statements

All statements made herein that are not historical facts should be considered as forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements involve known and unknown risks, uncertainties and other factors that may cause actual results to differ materially. These statements include, but are not limited to, statements regarding the expected benefits and costs of the transaction between Wesco and Anixter International Inc., including anticipated future financial and operating results, synergies, accretion and growth rates, and the combined company's plans, objectives, expectations and intentions, statements that address the combined company's expected future business and financial performance, statements regarding the execution of the company's growth strategy, statements regarding future merger and acquisition activity, statements regarding capital deployment plans, including, without limitation, the return of capital to shareholders and plans to declare and pay dividends, and other statements identified by words such as "anticipate," "plan," "believe," "estimate," "intend," "expect," "project," "will" and similar words, phrases or expressions. These forward-looking statements are based on current expectations and beliefs of Wesco's management, as well as assumptions made by, and information currently available to, Wesco's management, current market trends and market conditions and involve risks and uncertainties, many of which are outside of Wesco's and Wesco's management's control, and which may cause actual results to differ materially from those contained in forward-looking statements. The details of any dividend declaration, including the amount of such dividend and the timing and establishment of the record and payment dates, will be determined by the company's Board of Directors. The decision of whether to pay dividends and the amount of any such dividends will be based on the company's financial position, results of operations, cash flows, capital requirements, business conditions, the requirements of applicable law, and any other factors the Board of Directors may deem relevant. Accordingly, you should not place undue reliance on such statements.

Those risks, uncertainties and assumptions include the risk of any unexpected costs or expenses resulting from the transaction, the risk that the transaction could have an adverse effect on the ability of the combined company to retain customers and retain and hire key personnel and maintain relationships with its suppliers, customers and other business relationships and on its operating results and business generally, or the risk that problems may arise in successfully integrating the businesses of the companies, which may result in the combined company not operating as effectively and efficiently as expected, the risk that the combined company may be unable to achieve synergies or other anticipated benefits of the transaction or it may take longer than expected to achieve those synergies or benefits, the risk that the leverage of the company may be higher than anticipated, the impact of natural disasters (including as a result of climate change), health epidemics, pandemics and other outbreaks, such as the ongoing COVID-19 pandemic, supply chain disruptions, and the impact of Russia's invasion of Ukraine, including the impact of sanctions or other actions taken by the U.S. or other countries, the increased risk of cyber incidents and exacerbation of key materials shortages, inflationary cost pressures, material cost increases, demand volatility, and logistics and capacity constraints, which may have a material adverse effect on the combined company's business, results of operations and financial condition, and other important factors that could cause actual results to differ materially from those projected. All such factors are difficult to predict and are beyond the company's control. Additional factors that could cause results to differ materially from those described above can be found in Wesco's Annual Report on Form 10-K for the fiscal year ended December 31, 2021 and Wesco's other reports filed with the U.S. Securities and Exchange Commission ("SEC").

Non-GAAP Measures

In addition to the financial information provided in accordance with U.S. Generally Accepted Accounting Principles ("U.S. GAAP"), this presentation includes certain non-GAAP financial measures. These financial measures include workday adjusted sales growth, earnings before interest, taxes, depreciation and amortization (EBITDA), adjusted EBITDA, adjusted EBITDA margin, financial leverage, free cash flow, adjusted income from operations, adjusted other income, net, adjusted provision for income taxes, adjusted income before income taxes, adjusted net income, adjusted net income attributable to Wesco International, Inc., adjusted net income attributable to common stockholders, and adjusted earnings per diluted share. The Company believes that these non-GAAP measures are useful to investors as they provide a better understanding of our financial condition and results of operations on a comparable basis. Additionally, certain non-GAAP measures either focus on or exclude items impacting comparability of results such as merger-related and integration costs, and the related income tax effect of such items, allowing investors to more easily compare the Company's financial performance from period to period. Management does not use these non-GAAP financial measures for any purpose other than the reasons stated above.





Today's Agenda

Accelerating Our Value Creation Engine

John Engel – Chairman, President and Chief Executive Officer

Providing End-to-End Supply Chain Solutions

Communications & Security Solutions (CSS)

10:00 – 11:05

Bill Geary – Executive Vice President and General Manager, CSS

Utility & Broadband Solutions (UBS)

Jim Cameron – Executive Vice President and General Manager, UBS

Electrical & Electronic Solutions (EES)

Nelson Squires – Executive Vice President and General Manager, EES

11:05 – 11:20

Break

Building World-Class Operations, Digital and Talent Capabilities

Supply Chain & Operations

Hemant Porwal – Executive Vice President, Supply Chain and Operations

IT and Digital Transformation

11:20 – 12:15

Akash Khurana – Executive Vice President and Chief Information and Digital Officer

Our Talent Ecosystem

Chris Wolf – Executive Vice President and Chief Human Resources Officer

Driving Superior Financial Returns

Dave Schulz – Executive Vice President and Chief Financial Officer

12:15 – 1:00

Q&A

1:00 – 2:00

Lunch



Ingenuity delivered.





Ingenuity delivered.

Accelerating Our Value Creation Engine

John Engel

Chairman, President and Chief Executive Officer



The New Wesco

Our Vision

Be the best tech-enabled supply chain solutions provider in the world.

Our Mission We build, connect, power and protect the world.

Our Core5 Values

Our **people** are our greatest asset.

One **team**.

Always strive to be the **best**.

Innovation.

Winning with customers and suppliers.

Our Foundational Strategies

Extend our leading scale and value proposition.

Further develop the organization and our culture of excellence.

Digitalize and transform the business.



Key Messages

Created Fortune 200 Industry Leader with Global Scale

- Transformational combination of Wesco + Anixter exceeding expectations
- Broadest portfolio in the industry and largest channel partner for our key suppliers
- Step function increase in cash generation and enterprise value creation

Uniquely Well Positioned for the Next Decade and Beyond

- Leading player in a consolidating industry
- Secular growth trends drive above-market growth
- Global scale and improved business mix into faster growth and higher margin end-markets

Digital Transformation Enables Even Faster Share Gain and Margin Expansion

- Investing in digital to drive competitive advantage
- Unlocking power of our big data to further drive sales and margin
- Digital investments building new capabilities



The new Wesco...a global leader...bigger, stronger and faster

Experienced Management Team



John Engel
Chairman, President and Chief Executive Officer



Jim Cameron
EVP and GM
UBS



Bill Geary
EVP and GM
CSS



Akash Khurana
EVP and Chief Information and Digital Officer



Diane Lazzaris
EVP, General Counsel and Corporate Secretary



Hemant Porwal
EVP, Supply Chain and Operations



 **Dave Schulz**
EVP and Chief Financial Officer



Nelson Squires
EVP and GM
EES



Kim Warne
Senior Vice President and Chief Marketing Officer



Chris Wolf
EVP and Chief Human Resources Officer

Wesco Overview

- › Leading global provider of business-to-business distribution, logistics services and supply chain solutions
- › Leading value proposition consisting of 1.5 million products, an expanding portfolio of services, and complete supply chain solutions
- › Serving majority of Fortune 500 companies as well as commercial and industrial businesses, contractors, government agencies, institutions, utilities, and telecommunications providers

**Substantial Scale With
Leading Industry Position and
Global Capabilities**

\$20B
Sales

50+
Countries

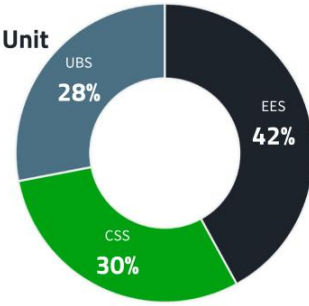
~800
Locations

#1
In North
America

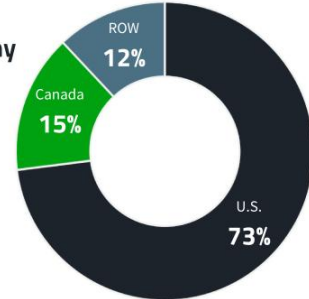


Note: Sales amounts are on a trailing twelve-month basis (TTM)
Source: 2022 MDM Top Distributors List

**Sales
By Business Unit**



**Sales
By Geography**



Value Creation Engine

Five Components of Our Growth Compounding Enterprise

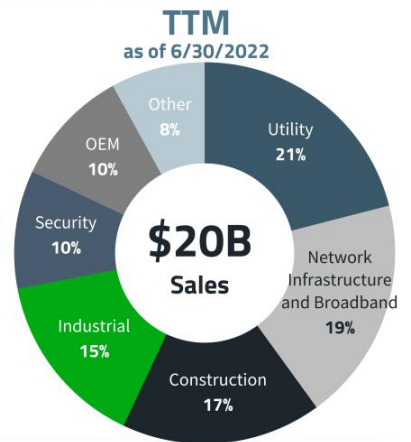


Value Creation of the New Wesco

More Resilient and Ideally Positioned for Secular Growth Trends



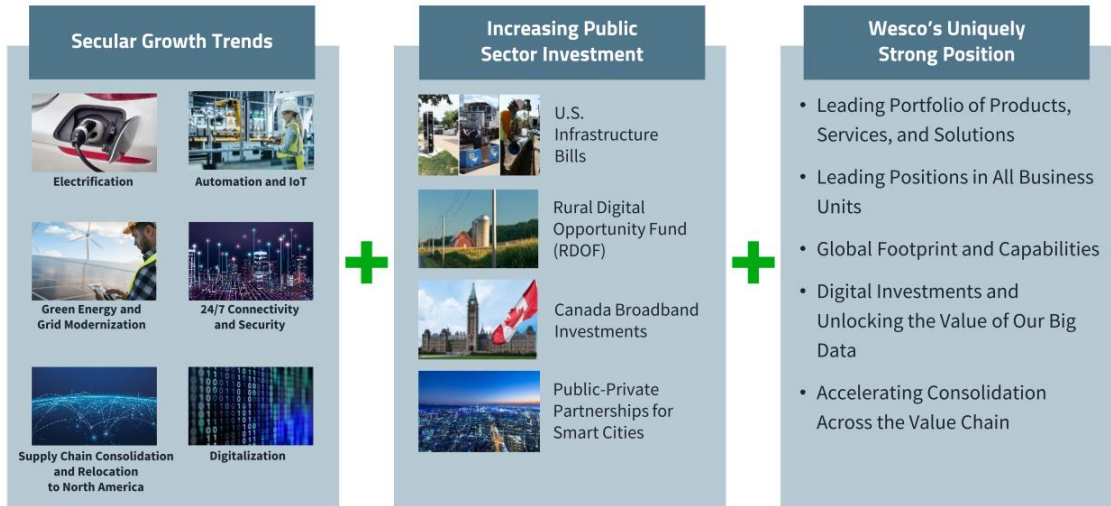
- Mix-shifted into higher-growth, higher margin end-markets
- Created three balanced SBUs with diverse end-market exposure
- Positioned the combined enterprise to accelerate growth driven by:
 - Secular growth trends + global supply chain trends
 - Infrastructure investment needs
 - Share gains and continued industry consolidation



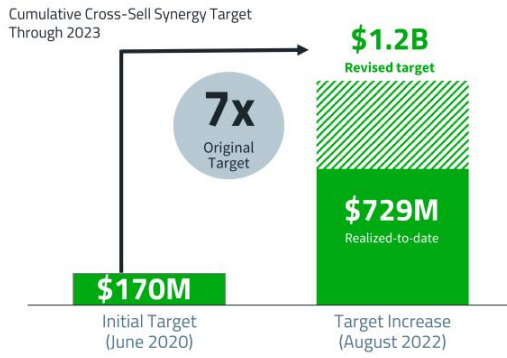
Fundamental mix-shift into a higher growth company



Attractive Long-Term Growth Drivers



Cross-Sell Driving Market Outperformance



Enormous opportunity to cross-sell to our customers and drive share gains



Electrical Distribution and Controls

Wire and Cable Solutions

Network Infrastructure and Security



Substation and Grid Solutions



Balance of Electrical System



MRO Supplies and Safety



Services

Cross Sell Driven By:



- Minimal overlap between legacy customers
- Highly complementary products and services
- Salesforce training and incentives
- Application of "big data"

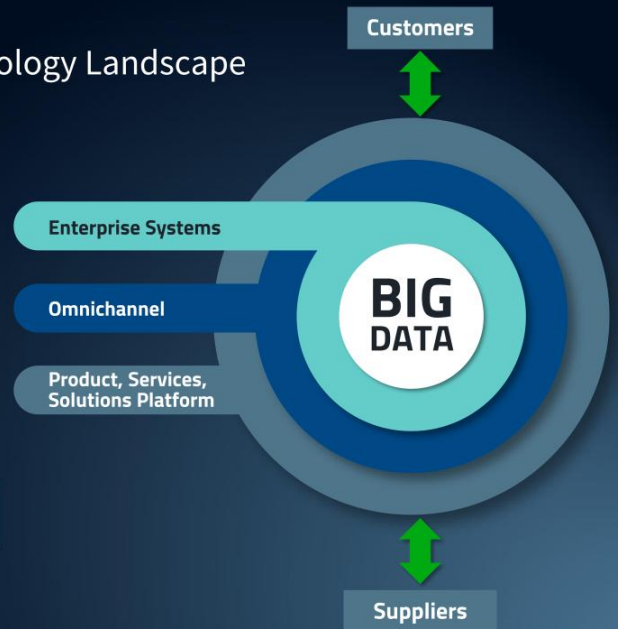
Our Digital Transformation

Innovating Across Our Entire Technology Landscape

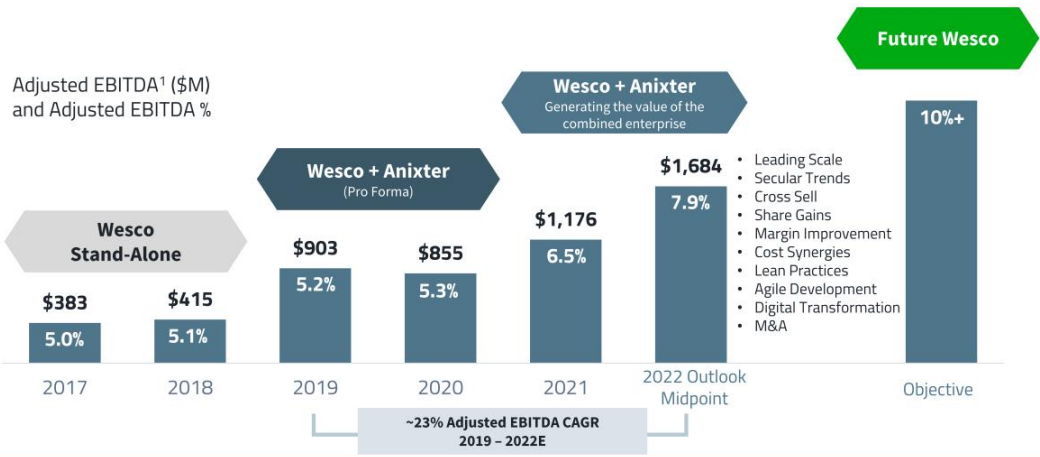
Digital Transformation Well Underway

- New technology stack and digital IT architecture
- Not a monolithic ERP implementation
- Best in class digital applications, products and services are integrated in proprietary architecture
- World-class data lake houses our “big data”
- Improved business processes and customer and supplier solutions being built leveraging AI/ML applications and our big data

Digitally transforming our company



Transformational Combination of Wesco + Anixter



Delivering superior financial results



¹ Adjusted EBITDA is defined as EBITDA before other non-operating expenses (income), non-cash stock-based compensation, and merger-related and integration costs. See Appendix for non-GAAP reconciliations.

Upsized Cash Generation Drives Strategy and Enriches Shareholders

Increasing Returns Through Capital Deployment

Invest for Above Market Growth

Organic growth opportunities

M&A to further accelerate growth

Increase Return of Capital to Shareholders

\$1 billion share repurchase authorization

Initiate common stock dividend in 2023 of ~\$1.50 per share¹

WCC Share Price



Upsized cash generation to \$3.5 - \$4.5 billion over the next five years



¹ ~\$1.50 annualized cash dividend rate; subject to Board approval in early 2023



Why Invest in the New Wesco

- **Fortune 200 B2B Supply Chain Solutions Leader**
 - Global capabilities and leading scale
 - Higher growth and higher margin end-markets
 - Cross-sell combined with attractive long-term secular growth trends
- **Strategy Delivers Above-Market Growth**
 - Share gains
 - Margin expansion
 - Double-digit profit growth
- **Increased Cash Generation and Enterprise Value Creation**
 - Investments in digitalization to accelerate gains
 - Increasing return of capital to shareholders (buyback plus dividend)
 - Expanding balance sheet capacity supports M&A ambitions

The new Wesco is focused on delivering superior results and achieving a premium multiple



Ingenuity delivered.

Communications & Security Solutions

Bill Geary

Executive Vice President and General Manager, CSS



CSS Overview

- › Deliver comprehensive solutions that provide 24/7/365 connectivity
- › Enable security and safety in commercial buildings, data centers and infrastructure around the world
- › World-class global accounts program and supply chain services model

Global Scale and Capabilities

\$6.0B
Sales

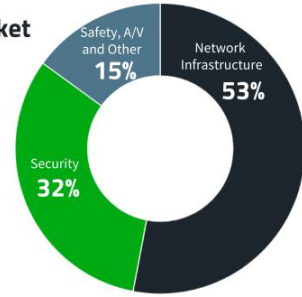
50+
Countries

Leading
Global Distributor
of Network
Infrastructure
Solutions

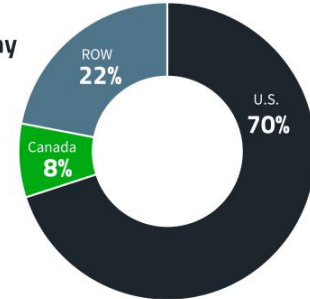


Note: all references to sales are trailing twelve months (TTM)

Sales By End-Market



Sales By Geography



CSS Segment Performance

Strong Profit Growth and Margin Expansion Since 2019



¹ Adjusted EBITDA is defined as EBITDA before other non-operating expenses (income), non-cash stock-based compensation, and merger-related and integration costs. See Appendix for non-GAAP reconciliations.

CSS Addressable Markets and Trends

**Annual
Addressable
Markets**

Network
Infrastructure



\$15B

Security



\$30B

In-Building
Wireless



\$5B

Professional
A/V



\$40B

Safety



\$60B

**Secular
Trends**

**Automation
and IoT**

24/7 Connectivity and Security
 - 5G, Private LTE
 - Remote Collaboration and
 Hybrid Work

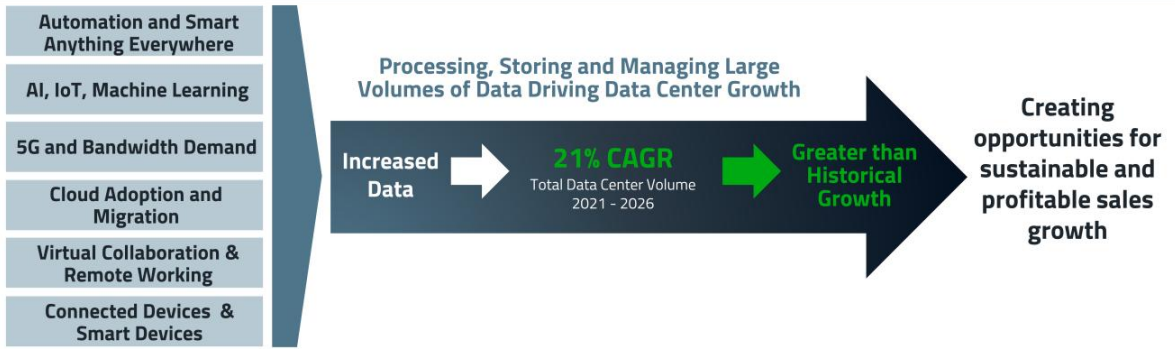
**Supply Chain
Relocation to North
America**

Digitalization



Sources: AVIXA, BSRIA, IBIS World, OMDIA, IBW, SCF, Barclays Capital, Dell'Oro Group, Raymond James, 451 Research, Company estimates

Secular Trends Driving Data Center Growth and Connectivity



	<p>3x or 26% CAGR</p> <p>Internet traffic growth from 2017 to 2022</p>	<p>40+ Billion</p> <p>Number of IoT connected devices in 2023; Up 3x versus 2018</p>	<p>11% CAGR</p> <p>Growth of video conferencing market through 2025</p>
<p>Sources: Barclays Capital, MarketsandMarkets, McKinsey, Company estimates</p>			

Acquiring a Leading Global Hyperscale Data Center Company



Elevating Technology Globally

\$380M
in TTM* Sales

900+
Total Employees

25
Countries Served



Solutions

Data Center

- Cloud
- Edge
- Colocations

Workplace Productivity

- End-User Computing
- Applications
- Audio and Video Solutions

Secure Connectivity

- Local Area Network
- Wireless Network
- Service Provider



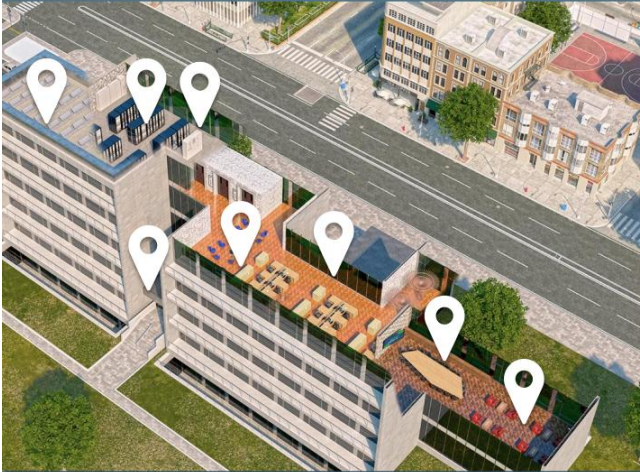
*As of 06/30/2022

Customer Segment Focus and Specialization



Commercial Building Solutions

Providing a Safe, Secure and Collaborative Environment



Products, Services and Solutions

Network Infrastructure

- Copper cabling
- Optical fiber cabling
- Racks and enclosures
- Cable management and pathways
- Network switches and transceivers
- PoE midspans and injectors
- UPS systems
- Rack PDUs
- Building entrance protection
- Grounding and bonding

Electrical Infrastructure

- Switch gear
- Medium voltage cable and terminations
- Low voltage cable and terminations

Physical Security

- Video surveillance
- Access control
- Intrusion protection
- Fire and life safety
- Door locking hardware
- Biometrics
- DVR, NVR and storage
- Emergency call stations
- Intercoms, sound and paging
- Pedestals and kiosks
- Video displays

Professional A/V

- Audio
- Video
- Digital signage
- Unified communications and collaboration
- Mass notification
- Command and control
- Automation
- Sound reinforcement

Wireless Technologies

- WiFi
- Point-to-point
- Point to multi-point
- Distributed antennae systems

Energy Solutions

- Lighting
- EV charging
- Solar

IoT Solutions

- Utility grade infrastructure
- Building automation and control
- Sensors and monitoring
- Servers and gateways
- SaaS
- Analytics

Data Center Solutions

Solutions for Every Environment and Phase of Development



Products, Services and Solutions

Electrical Infrastructure

- Medium-voltage cable
- Medium-voltage term kits
- Building wire
- Cable tray
- Term kits
- Lighting
- Grounding
- Bare copper
- Flexible battery cable
- Conduit
- Lugs and connectors

Power Substation

- Transformers
- Circuit protection
- Switch gear
- Control house equipment
- Automated switches

Network Infrastructure

- Copper and fiber cabling systems
- High-speed interconnects
- Racks and enclosures
- Cable management and pathways
- Grounding and bonding
- WiFi
- Switches and routers
- PoE switches and injectors
- Media converters
- KVM and console management
- Tools and test equipment

Professional A/V

- Audio
- Video
- Digital signage
- Unified communications and collaboration
- Mass notification
- Command and control
- Sound reinforcement

Security Solutions

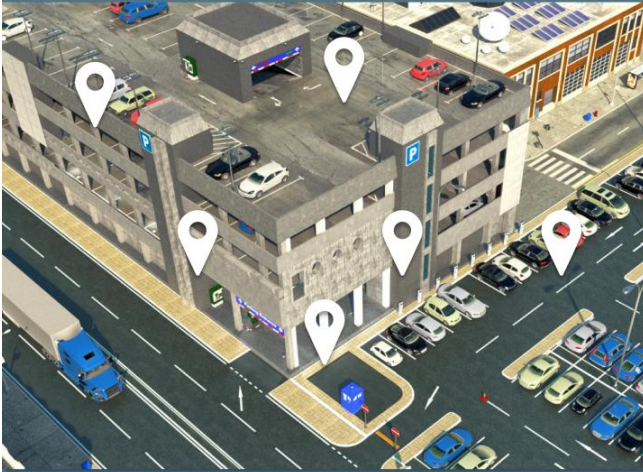
- Access control
- Asset tracking
- Cabinet electronic locking
- Video surveillance
- Perimeter detection
- Intercom, sound and paging
- Security consoles
- Video displays

Power and Thermal Solutions

- Rack PDUs
- UPS systems
- Power busway
- Surge protection
- Thermal management
- Hot and cold aisle containment
- High airflow dispersion Floor tiles
- Network monitoring
- Environmental monitoring

Parking Facility Solutions

Ensuring Security, Safety and Efficiencies



Products, Services and Solutions

Energy Solutions

- Lighting
- EV charging
- Solar
- Sensors

Physical Security

- Video surveillance
- Access control
- Emergency call stations
- Intercoms, sound and paging
- Kiosks
- Digital signage

Wireless Technologies

- WiFi
- Point-to-point
- Point to multi-point
- Distributed antennae systems

Network Infrastructure

- Copper cabling
- Optical fiber cabling
- Powered optical fiber
- Enclosures
- Network switches
- PoE injectors
- Uninterruptible power supplies

Supply Chain Solutions

- Sourcing
- Inventory management
- Product enhancement and packaging
- Global logistics
- e-Commerce



Demand Creation Sales Engine

Preferred Partner Ecosystem

Enhance end user value by leveraging global partner network

End User Business Drivers

Create end user value based on their unique business needs

Wesco Differentiators

Maximize end user value by applying power of new Wesco business model



Global Resource Alignment

Strategic Global Customer



Enterprise Account Manager

Global Sales Operations

Contracts	Program Management	Financial	Operations	Partner Coordination
<ul style="list-style-type: none"> • Legal • Global contracts • Preferred T&Cs • Compliance 	<ul style="list-style-type: none"> • Local sales teams • Global transactions • Implementation • Technical resources 	<ul style="list-style-type: none"> • Finance • Credit • Business management • e-Commerce 	<ul style="list-style-type: none"> • Supply chain • Inventory team • Transportation • Warehousing 	<ul style="list-style-type: none"> • Suppliers • Integrators • Contractors • Consultants

Global Partner

- Dedicated program team
- Single point of contact
- Global sales operation
- Technical expertise
- Channel partnerships
- Reporting capabilities
- Integrated solution
- Pricing methodology
- Preferred terms and conditions



Technical Support, Consulting and Advisory Services (TSS)

Customers leverage our global technical resources to deliver dynamic solutions that drive innovation and deliver differentiated value



Global Expertise

- Connected devices and IoT
- Data centers
- Physical security
- Network infrastructure
- Wireless
- Professional A/V

Consulting and Advisory Services

- Solution and application engineering
- Bill of material generation
- Conceptual drawings
- Codes and standards interpretation
- Installation recommendations and technology testing / validation
- Education and training

Digital Capabilities

Conference Room as a Service

wesco

Conference Room as a Service
Subscription-Based Conference Systems
Simple. Reliable. Flexible. Secure. Easy to Budget.

wesco

Conference Room as a Service
Subscription-based conference systems
Request a quote
Are you an integrator? Click here.

Simple. Reliable. Flexible. Secure. Easy to budget.

For Any Space Remote Monitoring Easy to Budget 24/7 Support Simple Collaboration Secure



First "as a Service" Solution

- Co-developed between digital and commercial teams
- Provides subscription-based model
- Includes remote monitoring and 24/7 support
- Currently available in the U.S. and Canada

Visit
wescoconferencerooms.com
to learn more

Synergy Growth Highlight

State Broadband Initiative

Overview of win

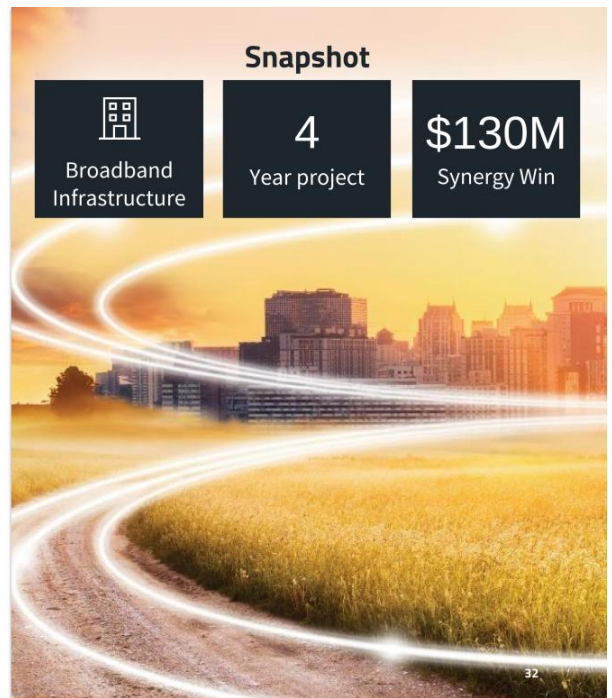
- **Customer:** State Municipality
- **Project:** Broadband Initiative
- CSS offered excellent service and supply availability
- State department of transportation led the technical specifications and implementation while the state department of technology provided bid qualification and contract award
- Shipments will begin Q1 of 2023

Key synergy drivers

- Collaborated with UBS, technical support services, and Wesco government team to fully understand the bid scope
- Leverage broad warehouse network

Other information

- Utilize legacy Wesco and legacy Anixter warehouse facilities



A Connected Future

- CSS is a global business unit and a leading solutions provider of network infrastructure, security and in-building wireless products
- Well positioned to continue participating in secular growth trends driving increased data consumption, 24/7/365 connectivity and cloud computing
- Our global capabilities are highly valued by multi-national accounts that demand global supply chain integrity and a seamless customer experience around the world





Ingenuity delivered.

Utility & Broadband Solutions

Jim Cameron

Executive Vice President and General Manager, UBS



UBS Overview

- › Supply chain management, services and solutions for investor-owned utilities, public power companies, and municipalities, as well as global service providers, wireless providers, broadband operators and the contractors that service these customers
- › Provide grid and network modernization, hardening, renewable deployments, smart technologies
- › Complete solutions for global service providers, broadband and wireless customers

Industry Leading Position and Value Proposition

\$5.6B
Sales

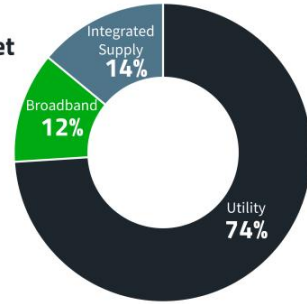
15
Countries

Leading
Utility and Broadband
Distributor in NA

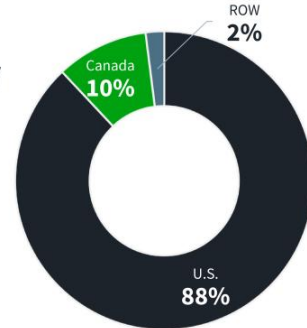


Note: All references to sales are trailing twelve months (TTM)

Sales By End-Market

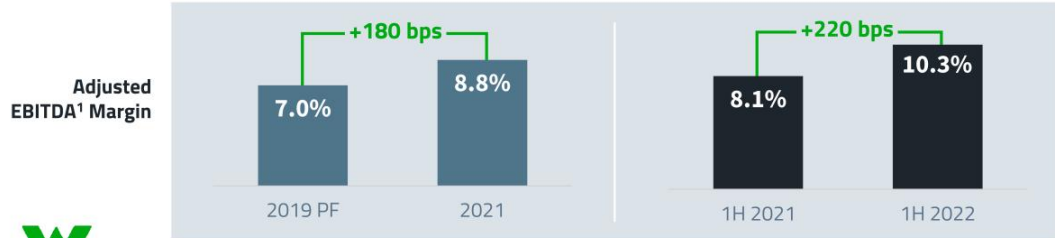


Sales By Geography



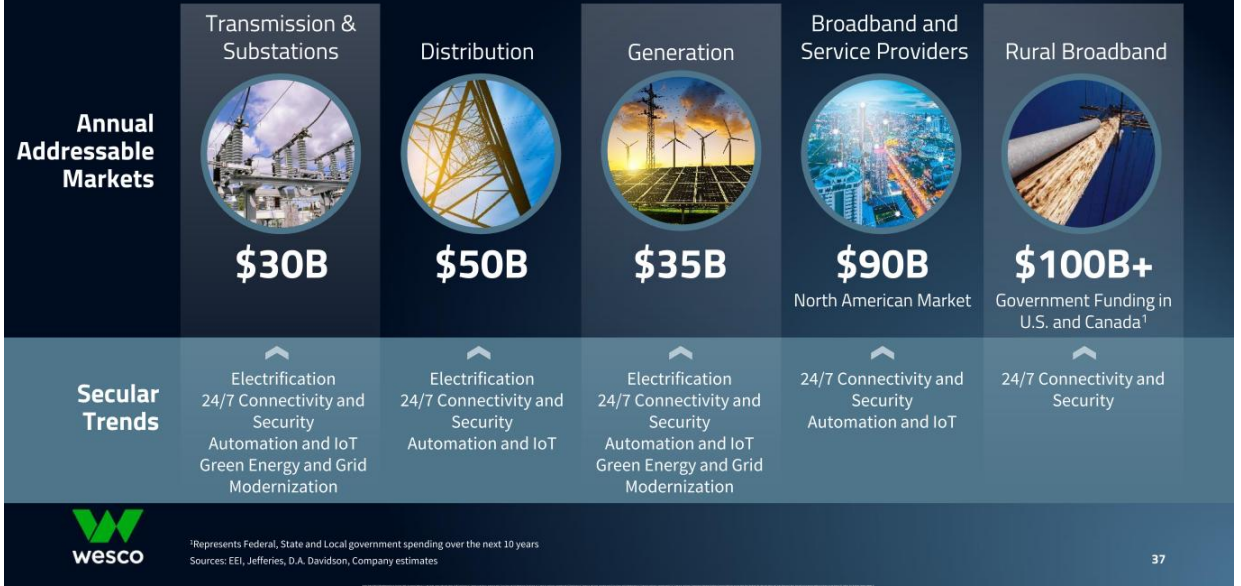
UBS Segment Performance

Strong Profit Growth and Margin Expansion Since 2019



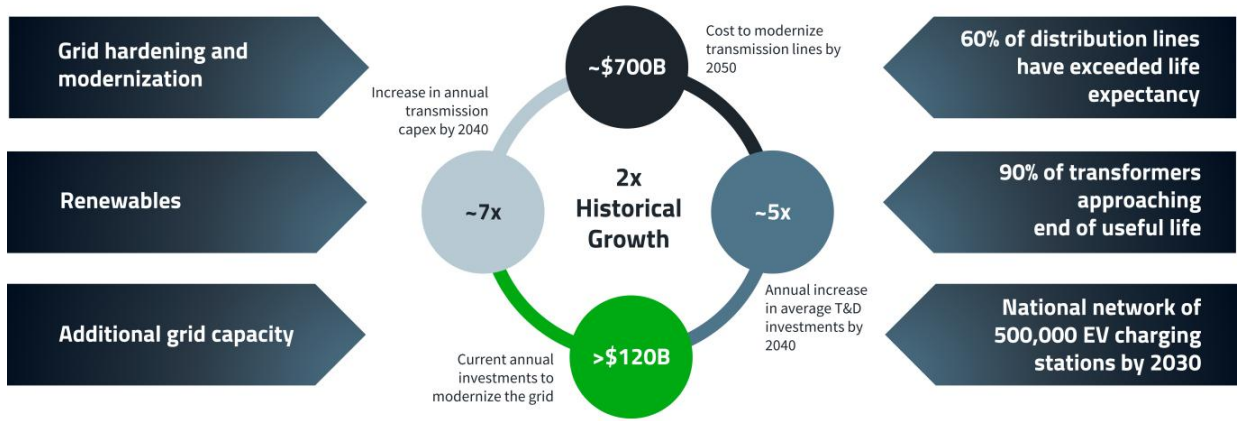
¹ Adjusted EBITDA is defined as EBITDA before other non-operating expenses (income), non-cash stock-based compensation, and merger-related and integration costs. See Appendix for non-GAAP reconciliations.

UBS Addressable Markets and Trends



¹Represents Federal, State and Local government spending over the next 10 years
Sources: EEl, Jefferies, D.A. Davidson, Company estimates

Secular Trends Accelerating Power Chain Modernization and Expansion



Sources: Bernstein, EEl, EIA, McKinsey, Company estimates

Utility Solutions

Product and Services Portfolio From Generation to the Meter



Products, Services and Solutions

Utility

- FTTx / communications
- Line construction materials
- Metering and cap banks
- Network management center
- Outdoor lighting
- Poleline hardware
- Power generation
- Protective and rubber goods equipment
- Safety equipment
- Security
- Smart grid infrastructure
- Substation equipment
- Transformers
- Transmission and distribution materials
- Utility tools and MRO
- Wire and cable

Services

- Emergency preparedness and response
- Engineering
- Kitting and labeling
- Job trailers and mobile storage
- Metering
- Rubber goods testing and management
- Technical design and lab services
- Utility wire and cable management

Broadband and Wireless Solutions

Complementary End-to-End Offering



Products, Services and Solutions

Broadband

- Broadband electronics
- Coaxial cable and connectivity
- Conduit and innerduct
- Customer premise
- Fiber cable and connectivity
- Outside plant hardware
- Safety equipment
- Test equipment
- Tools
- Underground products
- Video processing

Wireless

- Assemblies
- Cabling and connectivity
- Enclosures
- Lightning protection
- Mesh network
- Microwave
- Microwave antenna
- Mounting and hardware
- Point-to-point / point-to-multipoint

Services

- Asset management
- Fiber cutting
- Job trailers and mobile storage
- Kitting and labeling
- Project estimation and bill of materials (BOM)
- Project management
- Project planning and make ready
- Technical design and lab services
- Warehousing

Integrated Supply Solutions

High Value Sourcing and Site Support Reduces Operating Costs



Products, Services and Solutions

- Cleaning and janitorial
- Electrical and lighting
- Electronic and IT
- Industrial machines, machine tools and supplies
- Laboratory
- Maintenance and manufacturing
- Office supplies
- Power transmission and fluid power
- Plumbing and PVF
- Safety equipment
- Structures, building and construction
- Tools and general machinery
- Warehouse, packaging, and shipping equipment and supplies

Services

- Drop ship programs
- Kitting
- Point-of-use (POU) integration
- POU/vending solutions
- Storeroom and warehouse staffing
- Storeroom management and inventory automation
- Streamlined order processing and tracking
- Visibility to tail-end spend

Expanded Service Model for Complex Supply Chains

Wesco Program Management



- System Integration
- Tier Supplier Management
- Diverse and Local Spend
- Cost Savings Program
- ESG Reporting
- Project Coordination
- Transaction Management
- Mismatch/OSD&D Resolution
- Catalog Management
- Contract Management
- Spot Buy Sourcing
- KPI Management
- Price Administration
- Procurement
- Storeroom Management
- Emergency Response

2nd Tier Supplier Roles



Cross Dock and Consolidated Supply Chain and Logistics Model



When Emergencies Happen, Wesco is There

We are the First Responders

- 3rd Party Logistics (3PL)
- Field Service Project Managers
- Lay Down Yard Set-Up and Management
- Material Management
- Mobile Utility Storm Trailers and Stocked Tool Trailers
- On-site Material Handling, Management and Logistics
- Pre-Assembled Storm and Emergency Kits
- Round-the-Clock Dedicated Emergency Support Team
- Safety and PPE Coordination and Supplies



Leveraging Grid Services Across SBUs

Cross-Sell Win ~4x Standalone Wesco Potential

EES Delivered

- Wire and cable expertise
- Customer executive sponsorship
- Engaged broader Wesco team to enhance value to customer

UBS Delivered

- Developed bill of materials (BOM) from 30% completed design
- Leverage supplier network to deliver products with narrow production schedule
- Transmission and substation experts to respond to full RFP

Together Delivered

- Able to provide a complete solution for all aspects of Power Delivery
- Excellent example of cross-sell with EES to deliver full scope of material, including services quote, for major project



Convergence of Utility and Broadband Digital Roadmaps

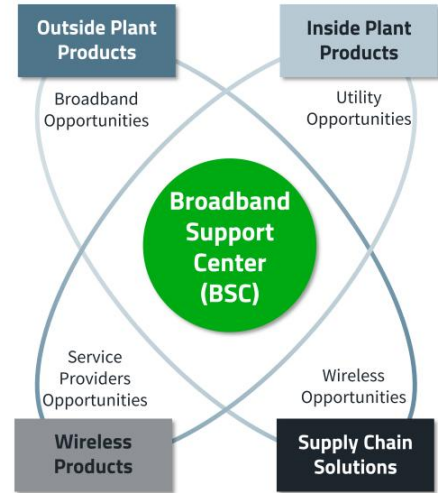
- Unique cross-sell opportunity between utility and broadband businesses with FTTx and rural broadband deployments
- Leveraging broadband expertise and deep utility and supplier relationships to deploy broadband
- Developed technology to manage workflows, forecasts and inventory for multiple builds simultaneously
- Launched dedicated fiber center to support company-wide build initiatives

Over \$100B of Public Sector Investments

\$20B Rural Digital Opportunity Fund (RDOF)	\$65B Broadband funds in Infrastructure Investment and Jobs Act (IIJA)	Canada Broadband Investments
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Delivering Innovative Solutions for Managing Complex Broadband Projects



A Bright Future

- Cross-sell opportunities combined with enhanced business models and service capabilities support expanded scope, increased share and higher margin profile
- Integrated network provides industry leading scale and operating leverage
- Secular trends provide a multi decade runway for growth in the business
- Digital capabilities create differentiation in the marketplace, enhancing value creation for our customers and suppliers





Ingenuity delivered.

Electrical & Electronic Solutions

Nelson Squires

Executive Vice President and General Manager, EES



EES Overview

- › Provider of electrical, MRO, safety, and automation solutions
- › Broad range of products and solutions primarily to the construction, industrial and OEM markets
- › Uniquely positioned to provide the critical infrastructure expertise and solutions that enables the technologies of tomorrow

Industry Leading Scale and Scope

\$8.4B

Sales

50+

Countries

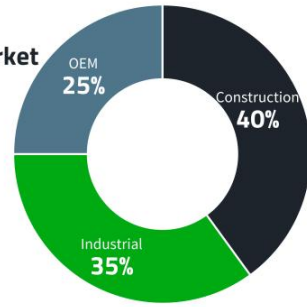
#1

Electrical Distributor
in North America

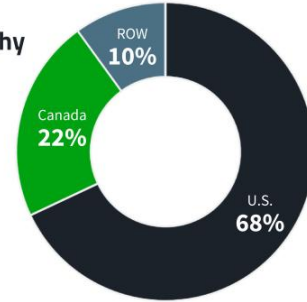


Note: All references to sales are trailing twelve months (TTM)
Source: Electrical Wholesaling Top 150 May/June 2022

Sales By End-Market



Sales By Geography



EES Segment Performance

Strong Profit Growth and Margin Expansion Since 2019



¹ Adjusted EBITDA is defined as EBITDA before other non-operating expenses (income), non-cash stock-based compensation, and merger-related and integration costs. See Appendix for non-GAAP reconciliations.

EES Addressable Markets and Trends

Annual
Addressable
Markets

Construction
Solutions



\$55B

Industrial
Solutions



\$90B

OEM
Solutions



\$40B

Secular
Trends

Electrification

- Electricity demand is growing at twice the rate of overall energy demand
- Power consumption is expected to triple by 2050

Green Energy and Grid Modernization

- \$27 trillion of capital spending required to reach net zero by 2050
- Renewables are expected to account for 50% of the global power mix by 2030, 85% by 2050

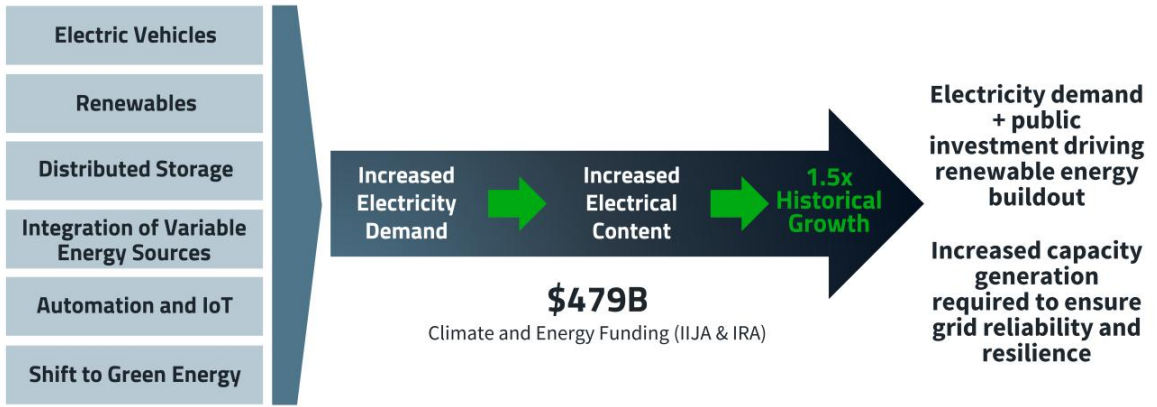
Automation and IoT

- Over the next ten years, the number of connected devices is expected to grow from 40 billion to 350 billion



Sources: McKinsey, IDC, MDM, Company estimates

Accelerating Secular Trends Driven by Electrification



48M EVs by 2030



Sources: BCG, McKinsey, Company Estimates

21x

Increase in annual electricity demand vs 2021

20x

Increase in total EV chargers vs 2021

\$97B

Cost for charger hardware, planning and installation

Customer Segment Focus and Specialization

Construction Solutions	Industrial Solutions	OEM Solutions
<ul style="list-style-type: none"> • Engineering, Procurement and Construction (EPC) • Contractors: Electrical, Solar, Network and Security • Systems integrators 	<ul style="list-style-type: none"> • Metals, Mining, Food and Beverage, Chemicals, Oil and Gas • Government • Automation integrators 	<ul style="list-style-type: none"> • Electrical, Aerospace, Machinery, Transportation and Recreational Vehicles
<p align="center">Customer focused and tech-enabled supply chain partner</p>		
<p align="center">Differentiated Value</p>		
Vast Product Portfolio	One of the largest and broadest electrical and MRO product offerings in the world	
Scale	Global accounts team operating in over 50 countries	
Technical team	Uniquely positioned to provide the critical infrastructure expertise and solutions that enable the technologies of tomorrow	
Services	Proven solutions portfolio that improve productivity, reduce costs and mitigate risk	
Synergy	Successful and accelerating cross-selling initiatives	



Construction Solutions

Industry-Leading Construction Expertise and Value-Added Services



Products, Services and Solutions

Electrical Equipment

- Switch gear
- Panels board and load centers
- Transformers

Electrical Infrastructure

- Pipe and conduit
- Cable tray grounding
- Lugs and splices
- Terminations
- Wiring devices
- Enclosures

Wire & Cable

- Armored
- Control
- Instrumentation
- Low voltage
- Medium voltage
- Tray cables

Lighting

- LED
- Controls

Physical Security

- Video surveillance
- Access control
- Locks
- Biometrics
- Sound and Paging

Safety

- Eye and face protection
- Fall protection
- First aid kits
- Flashlights
- Lockout/tagout
- Protective workwear

Industrial Automation and Controls

- Managed switches
- Motor control
- Programmable logic controllers (PLCs)
- Starters and drives

Networking Infrastructure

- Copper and fiber cabling and connectivity
- Outside plant
- Racks and enclosures

Wireless

- WiFi
- Point-to-Point and Multi-Point
- Distributed Antenna Systems

Renewables

- EV Charging
- Solar
- Battery storage
- Balance of systems

Construction Solutions Case Study

Delivered Efficiency Gains to Complex Construction Project

Challenges

- Manage materials on a job site with limited storage
- Work within customer specifications and short lead times
- Minimize non-productive labor

Leveraging

- Project Execution: proven solutions that improve productivity and reduce costs
- Advisory Services
 - Installation Enhancement Services
 - Project Deployment Services
 - Supply Chain Programs

Results

- Saved customer 30% on labor on cable pulls
- Seamlessly integrated into project timeline with on-time delivery
- Reduced non-productive labor from 6% to 5% based on various solutions



Manufacturing Solutions

Optimizing Direct and Indirect Spend



Optimize Process



Build Products

Indirect spend:

Solutions to maintain, repair and operate

- Electrical products
- Adhesives, tape and sealants
- Batteries
- Janitorial
- Fasteners and hardware
- Hand and power tools
- Safety
- Lubrication
- Material handling
- Test equipment
- Tools

Automation:

Technology solutions to improve operations

- Programmable logic controllers (PLCs)
- Variable frequency drives (VFDs)
- Human-machine Interfaces (HMIs)
- Motion control systems
- Distributed I/O modules
- Safety controls
- Industrial control

Direct spend:

Components used to make finished products

- Connectors
- LEDs
- Relay and modules
- Motors
- Control cable
- Electronic and coax cable
- Ethernet cable
- Fiber optic cable
- High temperature cable
- Instrumentation cable
- Medium-voltage cable
- Mil-spec wire
- Motor lead wire
- Portable cord
- Power cable
- Thermocouple
- UL and CSA style lead wire
- VFD Cable
- Cameras
- Networking



Manufacturing Solutions Case Study

Leveraged IoT to Improve Performance



Challenges

- Engine failures during testing phase were causing production backlogs, delaying shipments and lowering plant efficiency

Leveraging

- Leveraging the Wesco portfolio
- Automation solutions provider
 - MRO vendor
 - Conducted OSHA education seminar
 - Investigating options to optimize energy efficiency

Results

- Implemented AI platform
- Analyzed 6 billion data points within the first 30 days
- Prevented \$4.5M in engine damages by detecting 20 real-time events



Cross-Sell Opportunity Case Study

Minimized Energy Costs Supporting Sustainability Goals

Challenges

- Survey, design, product specifications, photometric and energy calculations
- 1,400+ sites totaling over 84 million square feet
- Project management

Leveraging

- Designed and implemented a global physical security rollout
- Deployed a large-scale network and wireless upgrade in 19 countries
- Master service agreement (MSA) on 1,000 MRO products
- Positioned pre-assembled power distribution solutions for new construction projects
- Consultation on cloud-based A/V technology solutions
- Provider of EV chargers across North America
- Lighting design and value engineering advisory

Results

- Helped meet sustainability goals while lowering operating costs
- 40% average energy savings per site
- Handled all design, material logistics, installation coordination, project management and full rebate analysis



EES Solutions Value Proposition



An Electrified Future

- Broad array of capabilities and offerings across the construction, industrial, automation and OEM markets
- Growth driven by the power of the Wesco + Anixter combination and aligned to secular growth trends
- Globally positioned, customer centric, tech-enabled supply chain partner focused on delivering end-to-end solutions





WESCO

Ingenuity delivered.



Ingenuity delivered.

Supply Chain and Operations

Hemant Porwal

Executive Vice President, Supply Chain and Operations



Scale is a Force Multiplier in B2B Distribution



Our People

- **5K+** professionals dedicated to supply chain and operations
- Employees in **50+** countries



Our Customers

- **~140K** customers
- **400K+** deliver-to locations



Our Supplier-Partner Network and Offering

- **#1** partner to our top **5** suppliers in the industries we serve
- **\$16B+** of direct and indirect spend with **~45K** global supplier base and **~1.5M+** products



Our Footprint and Service Capabilities

- **\$3B+** inventory with **600K+** stocked products
- **150+** services across **~800** locations
- **24M** sq. ft. of global real estate with **20** regional distribution centers

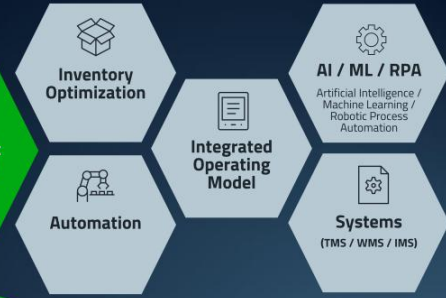


Supply Chain Transformation Agenda

Strategy



Key Enablers



From

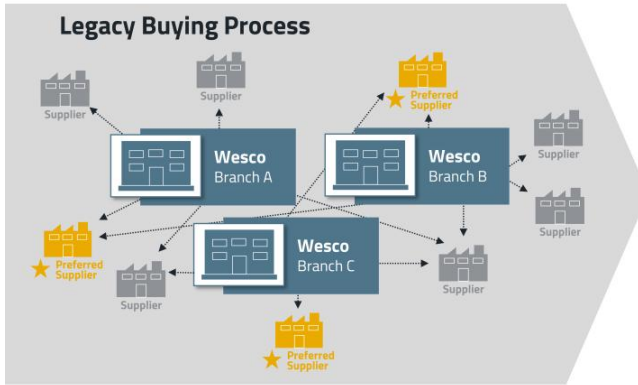
Fragmented supplier spend
 One size fits all network strategy
 Multiple legacy systems
 Manual processes

To

Preferred supplier growth
 Integrated – scale matters
 Segmentation strategy
 Best of breed solutions
 Digitalization of end-to-end processes



Enabling Growth and Profitability by Centralizing Spend

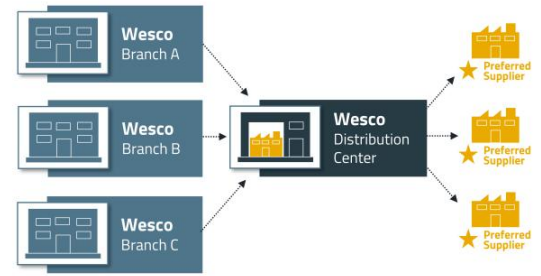


Areas of Opportunity

- Lack of aggregated demand visibility
- Inefficient logistical processing increasing transactions and associated costs
- Minimized ability to reduce non-preferred supplier spend
- Missed cross-sell opportunities



Centralized Buying Process



Results

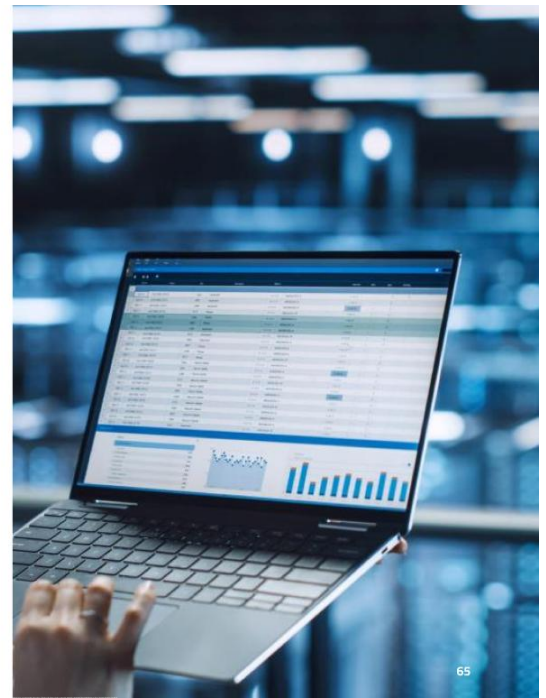
- ▲ Sales and Margin
- ▲ Supplier Volume Rebate
- ▲ Preferred Supplier Utilization
- ▲ Inventory Turns

Automated Recommendations to Drive Preferred Supplier Growth

Product Recommendation Engine

□ —→ AI-enabled intelligent product substitution digital service that enables preferred supplier conversion, margin expansion, and improved customer outcomes

- Built on proprietary AI technology in the digital and data platform
- Personalized product recommendations during pre-sale quoting and at the time of order entry
- Recommendation engine includes millions of priority SKUs, supported by hundreds of millions of price, cost and product data points
- Piloting with plans to deploy across the enterprise

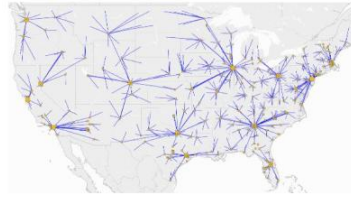


Optimizing the Network "Outside the Box"

Legacy Network



Optimized Network



99% Coverage

Same Day / Next Day Delivery to Customers

Results

- ↑ Sales per Square Foot
- ↑ Inventory Turns
- ↓ Transportation as % of Sales
- ↓ OPEX as % of Sales
- ↓ Carbon Emissions



Designing a flexible, efficient and modular network leveraging digital twin and algorithms to optimize physical flows, inventory and transportation

Automation "Inside the Box" to Increase Efficiency and Speed

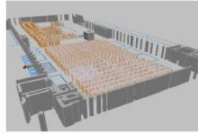
IoT

Connected Sensors & Devices



- Transparency to improve productivity, up-time, quality and service

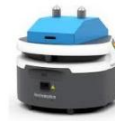
Warehouse Simulation Technology



- Physical simulation for our newest DC in Phoenix, AZ
- Optimize design and product flows for efficiency

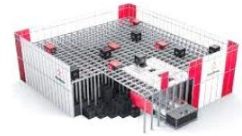
AMRs

Automated Mobile Robots



- Automate repetitive work, reduce safety risks
- Utilize robots for non-value-added movements

"Goods to Person" Solutions



- Increase throughput and storage capacity
- Reduce labor costs and mitigate attrition



Wesco Supply Chain Services

Number of
Unique Offerings



Progress on UN Global Compact Sustainable Development Goals



- 0.4 TRIR: 3x-5x better than other distributors
- Launched Wesco Cares
- Best in class emergency/COVID support for employees, customers and communities we serve



- In 2021 we worked with customers to install more than 221 million in kilo-watt hours of renewable energy
- Wesco Energy Solutions completed 5k+ energy management projects
- National Grid Project Expediter Silver Award: Most Paid Electrical Projects



- Aggressive digital implementation including 125,000 work hours through Robotic Process Automation (RPA)
- Business Intelligence Group: 2021 BIG Innovation Award (Solar INSTA-REEL®)
- Supply and Demand Chain Executive: Top Supply Chain Projects



- 2022 Bloomberg Gender-Equality Index (4th consecutive)
- Accelerated Diversity and Inclusion Program
- Creation of multiple Business Resource Groups for employees
- Named to Forbes "Best Employers for Women 2021"; Latino Leaders magazine "Best Companies to Work for 2022"



- Joined National Minority Supplier Development Council
- \$579M diverse and small business spend in 2021
- Benchmarked \$6B spend with suppliers on key ESG metrics
- Named one of Barron's 2022 100 Most Sustainable Companies

Value Creation Through Sustainability

Our Scale Allows Us to Collaborate and Add Value to the Entire Value Chain Using Digital as the Differentiator



2030 Sustainability Goals and Completion Status



Reduce absolute Scope 1 and Scope 2 greenhouse gas emissions by 30%



Reduce landfill waste intensity by 15% across our US and Canadian locations



Achieve a 15% reduction in Total Recordable Incident Rate (TRIR)

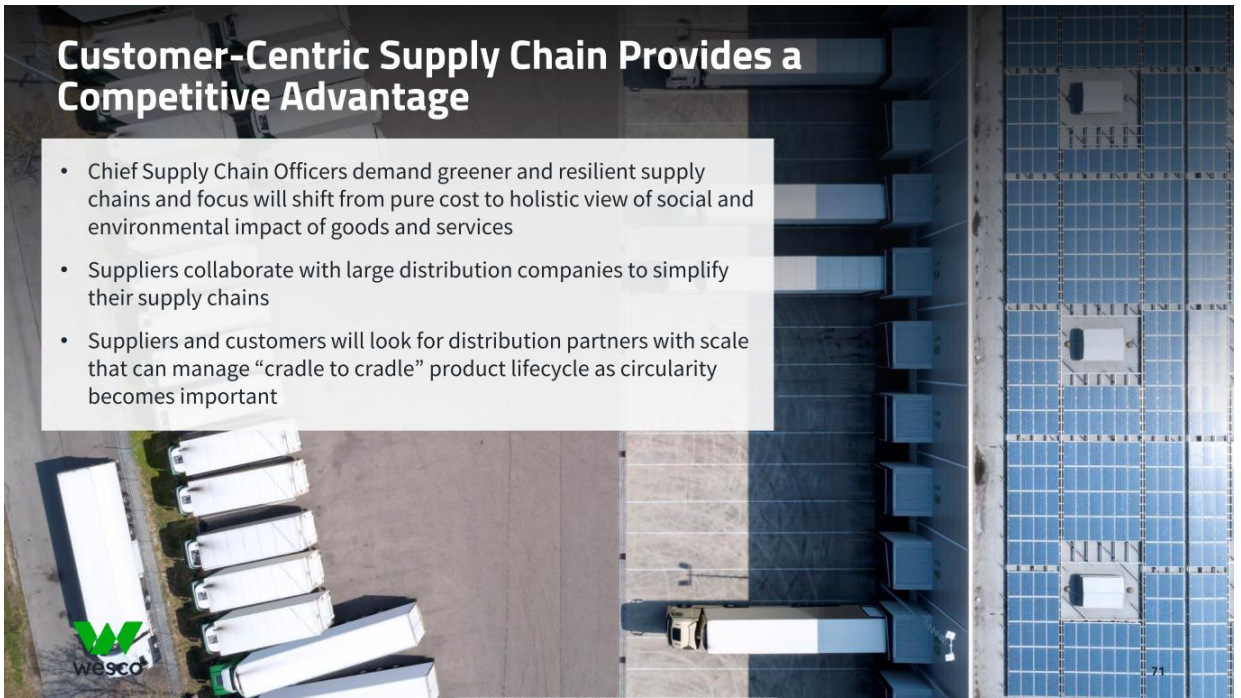


Provide 425,000 hours of safety training and development to our employees



Customer-Centric Supply Chain Provides a Competitive Advantage

- Chief Supply Chain Officers demand greener and resilient supply chains and focus will shift from pure cost to holistic view of social and environmental impact of goods and services
- Suppliers collaborate with large distribution companies to simplify their supply chains
- Suppliers and customers will look for distribution partners with scale that can manage “cradle to cradle” product lifecycle as circularity becomes important





Ingenuity delivered.

IT and Digital Transformation

Akash Khurana

Executive Vice President and Chief Information and Digital Officer



Wesco is Uniquely Positioned to Leverage Technology-Driven Change

Distribution Business Disruptors

- Increasingly dynamic supply chains
- Accelerating digital and AI adoption at both ends of the value chain
- NextGen sales and employee expectations
- Increasing cyber threats
- Highly fragmented and historically local markets

Digital Transformation

Transformational combination of Wesco + Anixter sets the foundation:

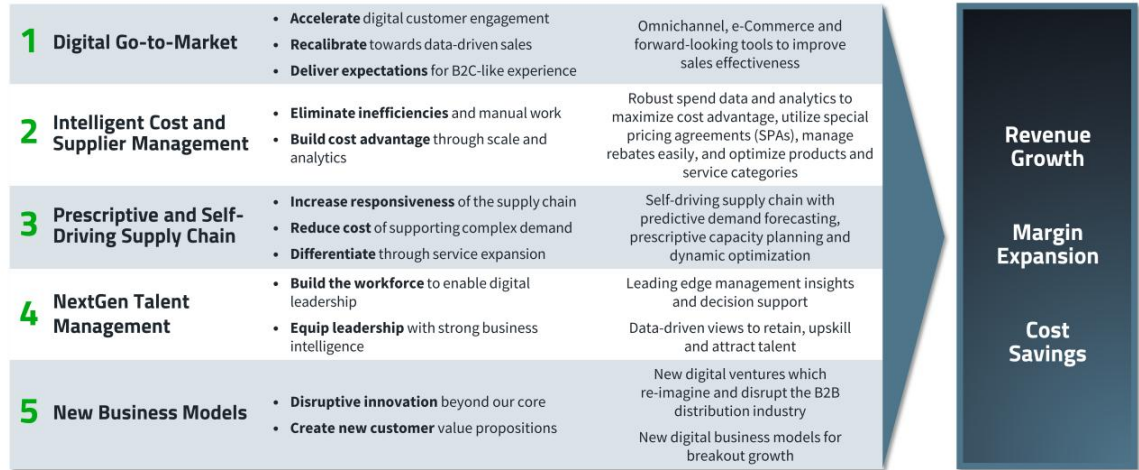
- Increased scale
- New, modern cloud technologies deployed across the enterprise
- Launch point for operating model transformation and new business models

Best Tech-Enabled Supply Chain Solutions Provider

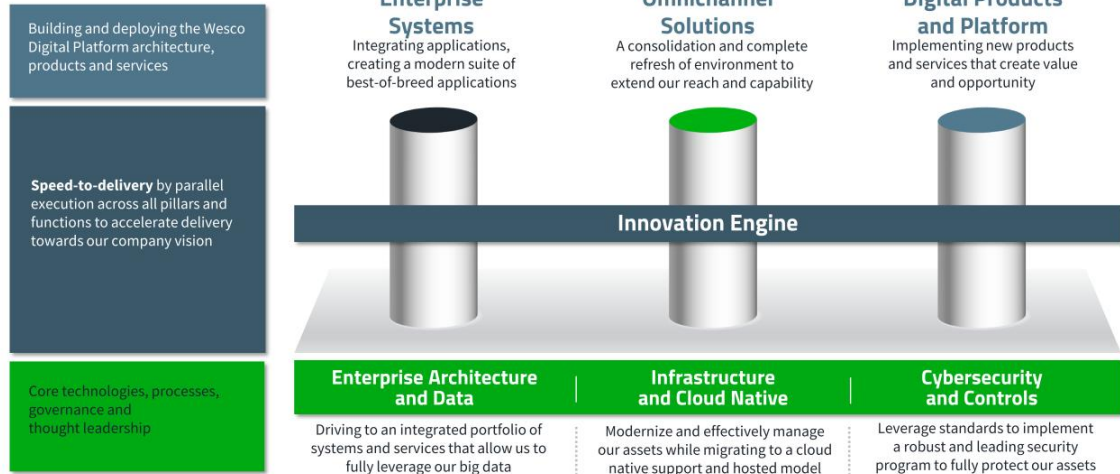


Digitally Transforming Our Company and Our Industry

Driving Revenue Opportunities and Operational Improvement

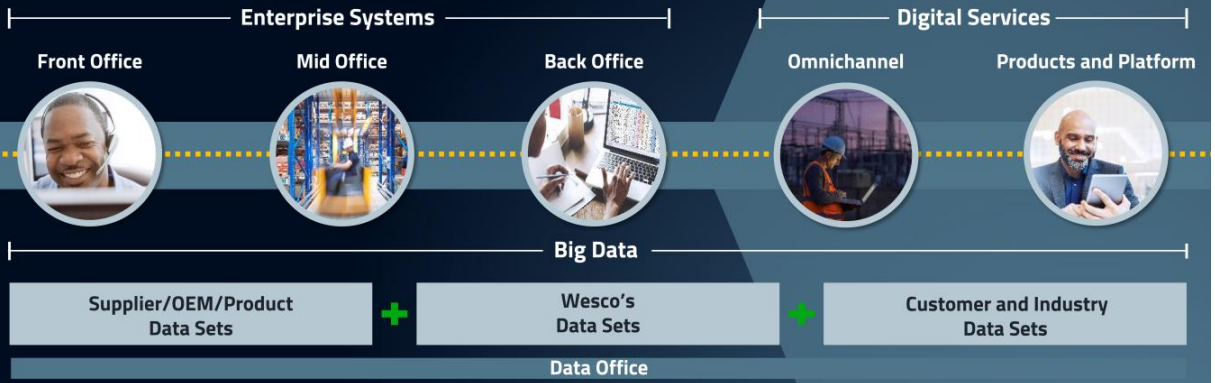


Becoming the Best Tech-Enabled Supply Chain Solutions Provider



Our Digital Transformation

Innovating Across Our Entire Technology Landscape



Digitally transforming our company

Enterprise Systems

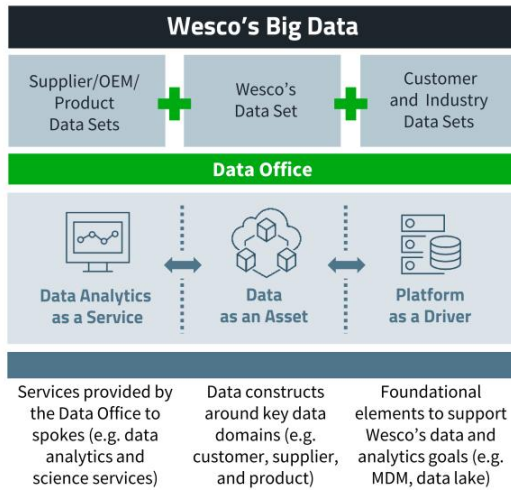
Implementing Best-of-Breed to Achieve Speed, Flexibility and Scale

	Best of Breed	Monolithic ERP
Degree of Fit	Industry focused capabilities aligned to our specific needs	Generic fit for many business sectors, not service based distribution
Speed to Implement	Rapid, modular, low risk implementation approach	Big-bang, high risk implementations requiring large scale change
Innovation	Frequently updated industry specific micro changes and features	Major updates requiring significant change support
Maintenance	Lower cost, simplified maintenance, secure and scalable	Extensive customizations that lead to obsolescence over time



Implementing innovative solutions and technologies that are cloud native, scaled and optimized to fit our specific requirements while being cost effective and integrated

Big Data Strategy



Using **OUR** data to create and innovate...

- Development of AI based data assets
- Unique data architecture to drive operational intelligence, interactions and delivery for our customers
- Best in class Master Data Management (MDM) driven data quality and taxonomy enabling analytical capabilities for the ecosystem
- Leveraging agile and design thinking for rapid release cycles

Products and Services Portfolio

Internal Products

Creating products and services while enabling more efficient and cost-effective operations

Recommendation Engine

Product Identification

AutoBOM

Faster RFQ Response

SPA Engine

Improved Pricing

SCO Data

Supplier Scorecard

Digital Solutions and Offerings

Digital solutions enabling efficient ecosystem integrations

AVaaS

Collaboration Services

Intelligent Project Quoting

Digital Quoting Solution

Digital FTTx

Fiber Optic Solutions

Marketplace

Extended Assortment and Streamline Sourcing

Platform Enabled Solutions

Secular trends guiding our platform roadmap

Smart Building

Automation and Efficiency

Smart Data Center

Secure, Proactive and Reliable

Electrification

Orchestration and Environment

Smart Utility

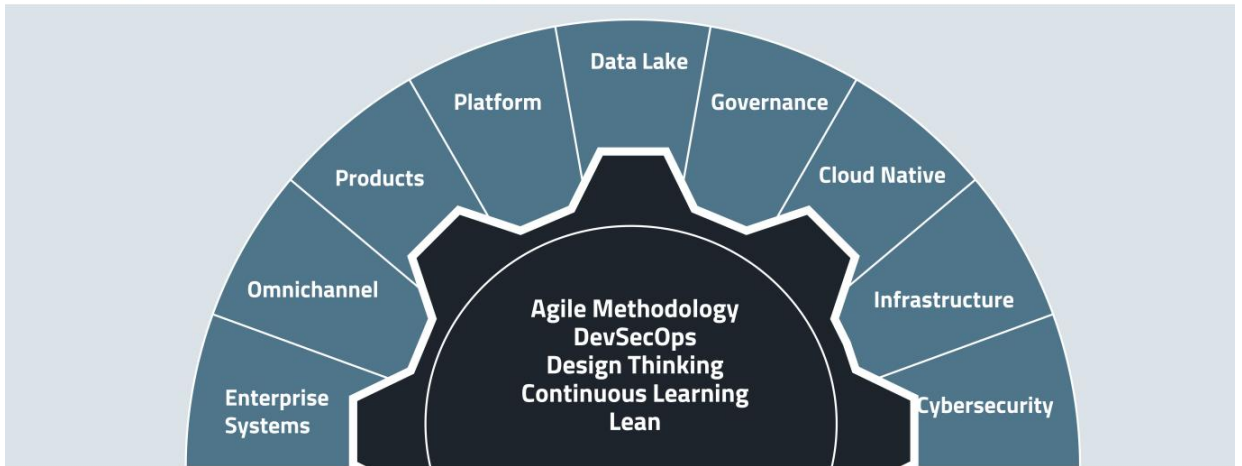
Sensors, Analytics and Connectivity

Digital technology transformation and IoT opportunity across the entire ecosystem



Creating a New Digital Culture

Using New Methods, Techniques and Architecture



Focusing our efforts and energy on **innovation** and **delivery**

Become the Best Tech-Enabled Supply Chain Solutions Provider

- Combining our capabilities and data to create new products and services that deliver operational improvements, enhanced margins and growth
- Working with our partner ecosystem to deliver new value and disrupt B2B distribution
- Leveraging cloud technologies and data analytics at scale in a safe and secure environment that is trusted
- Using new ways of working across our systems, processes and workforce:
Agile and continuous learning





Ingenuity delivered.

Our Talent Ecosystem

Chris Wolf

Executive Vice President and Chief Human Resources Officer



Our People Are Our Greatest Asset

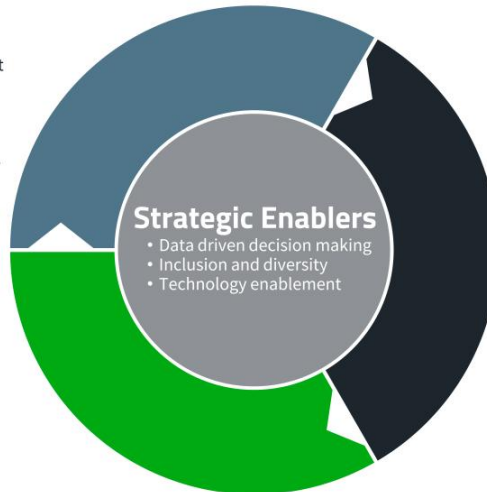
Significant Progress in 2020-2022, Accelerating in 2023

Grow

- Deliver disciplined talent management
- Expand talent and succession review
- Design leadership development framework
- Build targeted development programs
- Upskill leadership and management

Retain

- Use predictive analytics for turnover and engagement
- Improve onboarding and offboarding
- Upgrade performance management process
- Build a "Culture of Coaching"
- Measure our employee experience



Attract

- Build world-class team of recruiters
- Design an employer brand / value proposition
- New career site and social media strategy
- Expand targeted talent sourcing strategies
- Embrace technology
- Measure candidate / manager experiences
- Leverage metrics and analytics



Strengthening our Team and Building Our High-Performance Culture



Recruiting Campaign - Never Stop Building

Animation Shorts

Provide differentiation and cut through social media clutter



Still Images

Mimic animations to amplify our message on multiple applications and platforms



Recruitment Video

Targeting early career recruits with **Never Stop Building** message



Banners and Ads

Placement on owned channels/paid digital media



Diverse Leader Program

Purpose

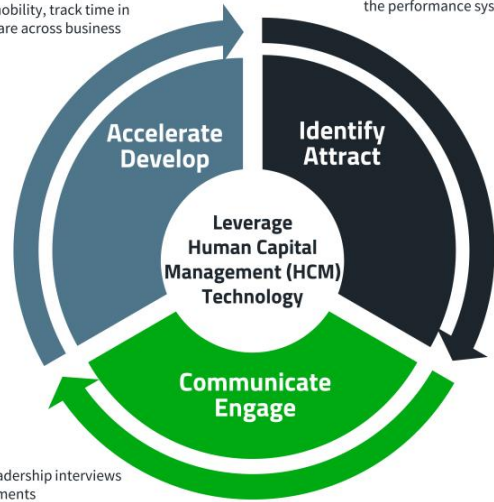
Improve leadership bench strength and talent readiness

- Identify and track diverse talent that is ready for a leadership role within 2 to 5 years
- Engage diverse talent by facilitating development process and providing career advancement direction
- Accelerate diverse talent development with exposure to new opportunities and learnings



- Conduct Leadership 360 reviews
- Identify resources to accelerate development plans
- Facilitate mobility, track time in role and share across business

- Identify and calibrate participants annually
- Populate and revise profiles in the performance system



- Conduct leadership interviews and assessments
- Complete career conversations and create development plans
- Schedule cross-functional 'Get-to-Know' sessions

Inclusion and Diversity at Wesco

Inclusion and Diversity Pillars

Workforce

Leveraging I&D to attract and retain talent to meet future challenges and demands

Workplace

Creating an inclusive culture where all employees feel valued, connected and inspired

Marketplace

Growing relationships with diverse supplier partners and customers

Business Resource Groups (BRGs)

BRGs exist to support our inclusion and diversity goals:

- Building an inclusive culture and positively impacting employee engagement
- Creating an open forum for the exchange of ideas
- Providing informal mentoring and professional development opportunities for employees
- Participating in community outreach and diversity recruiting efforts
- Engaging with suppliers, customers and industry groups to share best practices and partner on I&D initiatives



Global Employee Membership Across our Five BRGs

VOICE
Business Resource Groups

VOICE provides an opportunity for every employee to be heard and supported within our organization, fostering an inclusive and diverse environment that contributes to our combined success. By creating communities and networks within our organization, everyone's unique VOICE helps us to build upon common ground and build, connect, power and protect the world in our own way.

WIN
Involve. Inspire. Influence.



Women's Impact Network (WIN) is dedicated to building a global community that supports women to achieve their full potential.

MOSAIC
Culture. Equity. Growth.



MOSAIC is committed to building a diverse workforce that fosters inclusion and celebrates all of the different cultural and ethnic background across our global organization.

VOLT
Service. Integrity. Valor.



Veteran's Opportunity Liaison Team (VOLT) recognizes and champions the unique experiences of veterans and how they can be leveraged across our organization.

PRIDE
GRTO+ Empowerment Inclusion



PRIDE serves as a visible, accessible resource for our LGBTQ+ employees, allies and the wider community.

ABLE
Capable. Valuable. Knowledgeable.



ABLE is committed to recognizing and embracing the value of employees with disabilities.



Accelerating Our Talent Ecosystem Supports Growth Ambitions

- Our people are our greatest asset and we continue to make investments to grow, retain and attract world-class talent to fuel our long-term growth and margin expansion.
- We are strengthening our team and building a high-performance culture to create a step function change in performance.
- Our culture of inclusion allows all employees to bring their full selves to work leading to positive employment engagement, diversity of strategic thought, and broader external relationships.





Ingenuity delivered.

Driving Superior Financial Returns

Dave Schulz

Executive Vice President and Chief Financial Officer



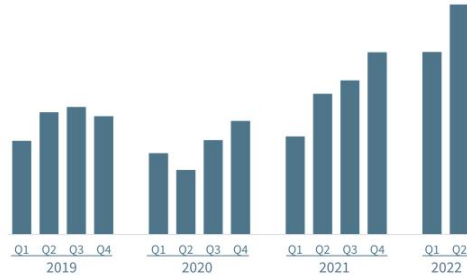
Reaffirming 2022 Outlook

2022 Outlook	+16% to +18%	7.8% to +8.0% +130 bps to +150 bps VPY	24% to 25%	\$15.60 to \$16.40 +55% to +65% VPY	~50%
	Reported Sales	Adjusted EBITDA ¹ Margin	Effective Tax Rate	Adjusted Diluted EPS ¹	Free Cash Flow Percent of Adjusted Net Income

Sales Decomp

+12% to +14% Market growth (including price)
~+5% Share gain/cross sell
+0.5% Benefit of 1 more workday in 2022
~(1)% FX Impact

Quarterly Workday Adjusted Sales



- June YTD workday adjusted sales up 20% VPY
 - Up 35% versus 2020
 - Up 23% versus 2019
- Record-level backlog up 10% sequentially and up more than 80% YoY as of 6/30/2022
- Preliminary August QTD sales up approximately 16% YoY



¹ Adjusted EBITDA is defined as EBITDA before other non-operating expenses (income), non-cash stock-based compensation, and merger-related and integration costs; Adjusted EPS excludes merger-related and integration costs, accelerated trademark amortization and the related income tax effects. See Appendix for non-GAAP reconciliations.

Update on 2019 Investor Day Targets

Exceeded Expectations on Financial Objectives

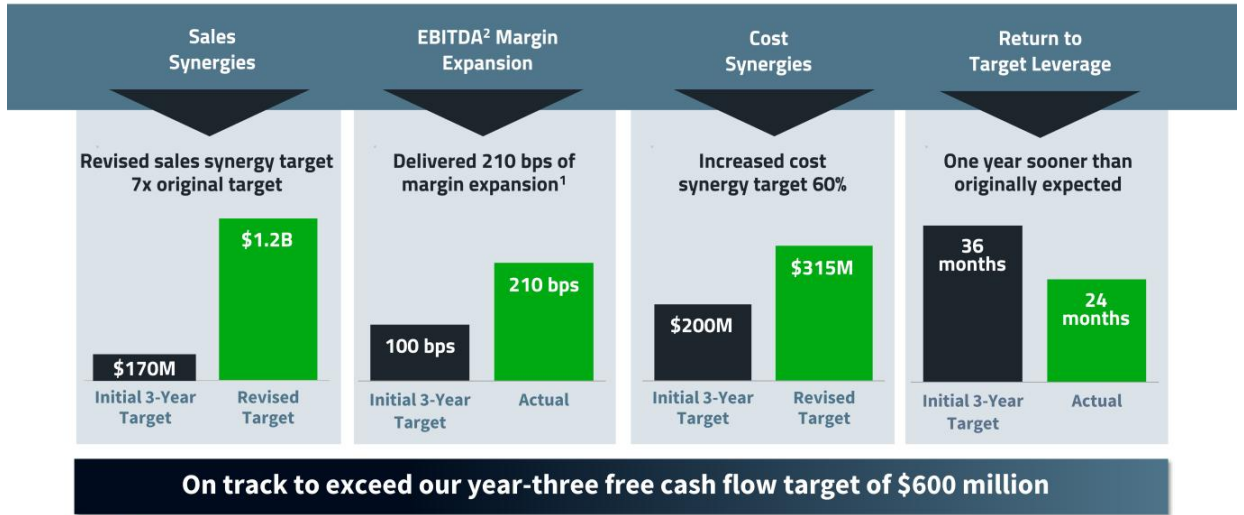


¹ Electrical Wholesaling 2022 Top 150 Electrical Distributors

² Adjusted EBITDA is defined as EBITDA before other non-operating expenses (income), non-cash stock-based compensation, and merger-related and integration costs.

³ See exhibit to Form 8-K filed November 4, 2020 for certain unaudited pro forma financial information. See Appendix for non-GAAP reconciliations.

Post Merger Performance Exceeding Expectations



¹ Trailing twelve-month adjusted EBITDA margin through June 30, 2022 compared to 2019 pro forma.
² Adjusted EBITDA is defined as EBITDA before other non-operating expenses (income), non-cash stock-based compensation, and merger-related and integration costs. See Appendix for non-GAAP reconciliations.

Transformational Combination of Wesco + Anixter



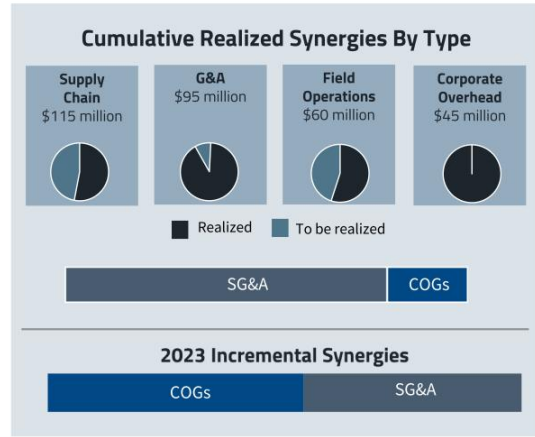
Delivering superior financial results



wesco

¹Adjusted EPS excludes merger-related and integration costs, accelerated trademark amortization and the related income tax effects. See Appendix for non-GAAP reconciliations.

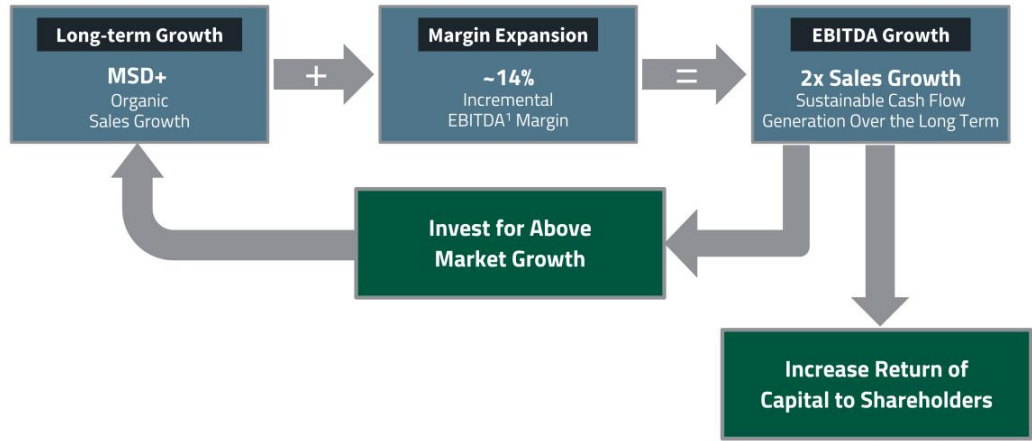
Accelerated Cost Synergy Realization Continues



On track to deliver 2023 cost synergy target of \$315 million



Sustainable Value Creation



Virtuous cycle of value creation for new Wesco



¹ Adjusted EBITDA is defined as EBITDA before other non-operating expenses (income), non-cash stock-based compensation, and merger-related and integration costs. See Appendix for non-GAAP reconciliations.

Secular Trends + Share Growth Leads to Market Outperformance



Strong Secular Growth Trends

- Electrification
- Automation and IoT
- Green Energy and Grid Modernization
- 24/7 Connectivity and Security
- Supply Chain Consolidation and Relocation to North America
- Digitalization



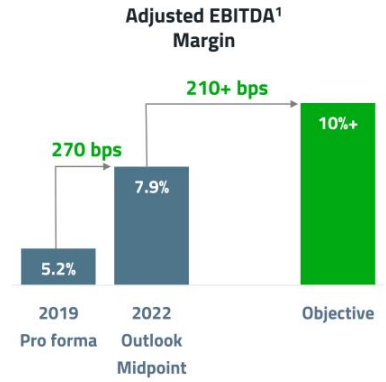
Increasing Public Sector Investment

- \$1.2T Infrastructure Investment and Jobs Act (IIJA)
- \$369B Inflation Reduction Act (IRA) related to energy and climate investments
- \$53B CHIPS and Science Act
- \$20B Rural Digital Opportunity Fund (RDOF)
- Canada Broadband Investments

Wesco's Uniquely Strong Position

- Leading Portfolio of Products, Services, and Solutions
- Leading Positions in All Business Units
- Global Footprint and Capabilities
- Digital Investments and Unlocking the Value of Our Big Data
- Accelerating Consolidation Across the Value Chain

Enterprise-Wide Margin Expansion



Track record of results and building momentum

¹ Adjusted EBITDA is defined as EBITDA before other non-operating expenses (income), non-cash stock-based compensation, and merger-related and integration costs. See Appendix for non-GAAP reconciliations.

Deploy Capital to Increase Shareholder Value

Invest for Above Market Growth

Organic growth opportunities

M&A to further accelerate growth

Increase Return of Capital to Shareholders

\$1 billion
share repurchase authorization

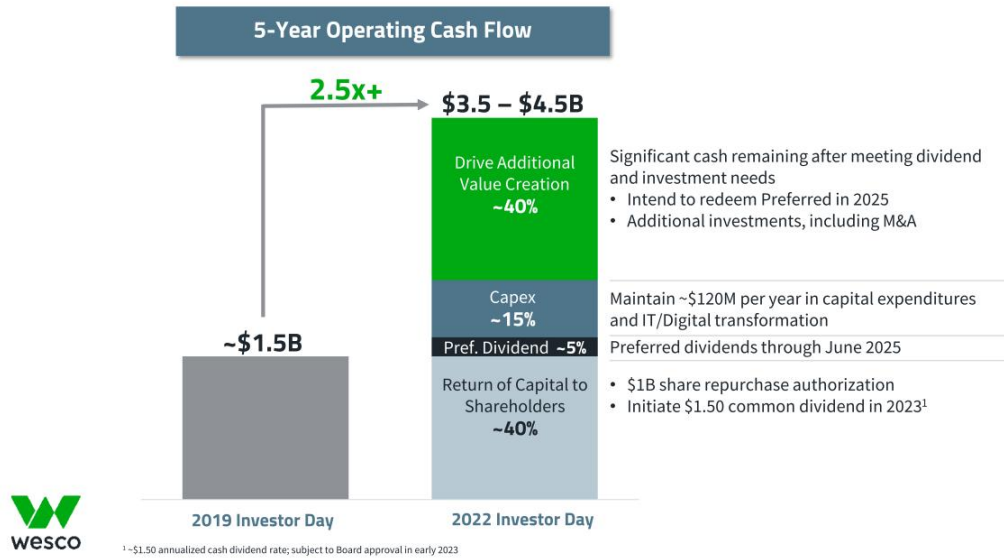
Initiate common stock
dividend in 2023 of ~\$1.50 per share¹



¹ - \$1.50 annualized cash dividend rate; subject to Board approval in early 2023.

Strategic Uses of Capital

Step Function Increase in Cash Generation



M&A Framework

Accelerate Growth Through Future Acquisitions
Aligned with Secular Trends

Strategy

Continue Consolidating

- **Continued consolidation** of B2B distributors and service companies with significant cost synergies

Expand and Invest

- Adjacent product and service categories
- Digital technologies and applications that advance the enterprise strategy
- Increase exposure to secular trends with revenue synergies

Portfolio Management

- Optimize mix of growth and margins



Expanded balance sheet capacity supports future M&A ambitions

Effectively Managing Financial Leverage

Track Record of Managing Leverage Within Target Range and Rapidly Deleveraging Following M&A

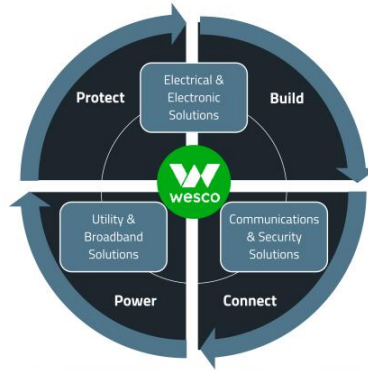


¹ Adjusted EBITDA is defined as EBITDA before other non-operating expenses (income), non-cash stock-based compensation, and merger-related and integration costs. For a reconciliation of Financial Leverage for each of the quarters in 2020 through 2022, see the earnings webcasts from those periods as previously furnished to the Securities and Exchange Commission, which can be obtained from the Investor Relations page of Wesco's website at www.wesco.com. See Appendix for non-GAAP reconciliations.

Long-Term Financial Framework



- Electrification
- Automation and IoT
- Green Energy and Grid Modernization
- 24/7 Connectivity and Security
- Supply Chain Consolidation and Relocation to North America
- Digitalization



Solutions Provider of Choice
 +
 Secular Trends and Increased Public Sector Investments
 =
 Above Market Growth
 And
 Increased Returns to Shareholders



Strategically positioned and committed to delivering superior value creation



Why Invest in the New Wesco

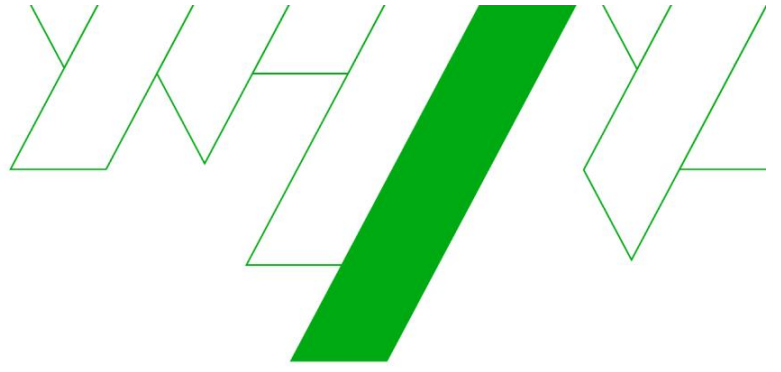
- **Fortune 200 B2B Supply Chain Solutions Leader**
 - Global capabilities and leading scale
 - Higher growth and higher margin end-markets
 - Cross-sell combined with attractive long-term secular growth trends
- **Strategy Delivers Above-Market Growth**
 - Share gains
 - Margin expansion
 - Double-digit profit growth
- **Increased Cash Generation and Enterprise Value Creation**
 - Investments in digitalization to accelerate gains
 - Increasing return of capital to shareholders (buyback plus dividend)
 - Expanding balance sheet capacity supports M&A ambitions

The new Wesco is focused on delivering superior results and achieving a premium multiple



WESCO

Ingenuity delivered.



Appendix



Non-GAAP Measure Definitions

Workday adjusted sales growth is a non-GAAP financial measure of sales performance. Workday adjusted sales growth is calculated by deducting the percentage impact of the number of workdays from the reported percentage change in consolidated net sales.

EBITDA, Adjusted EBITDA and Adjusted EBITDA margin % are non-GAAP financial measures that provide indicators of the Company's performance and its ability to meet debt service requirements. EBITDA is defined as earnings before interest, taxes, depreciation and amortization. Adjusted EBITDA is defined as EBITDA before foreign exchange and other non-operating expenses (income), non-cash stock-based compensation expense, merger-related and integration costs, a gain on the sale of assets, an out-of-period adjustment, and net gain on the divestiture of Wesco's legacy utility and data communications businesses in Canada. Adjusted EBITDA margin % is calculated by dividing Adjusted EBITDA by net sales.

Free cash flow is a non-GAAP financial measure of liquidity. Capital expenditures are deducted from operating cash flow to determine free cash flow. Certain fees, expenses and other costs related to Wesco's merger with Anixter as well as non-recurring pension contributions are added back to operating cash flow to determine free cash flow in certain periods. Free cash flow is available to fund investing and financing activities.

Financial leverage is a non-GAAP measure of the use of debt. Financial leverage ratio is calculated by dividing total debt, excluding debt discount, debt issuance costs and fair value adjustments, net of cash, by adjusted EBITDA. EBITDA is defined as the trailing twelve months earnings before interest, taxes, depreciation and amortization. Adjusted EBITDA is defined as the trailing twelve months EBITDA before foreign exchange and other non-operating expenses (income), non-cash stock-based compensation expense, merger-related and integration costs, a gain on the sale of assets, an out-of-period adjustment, net gain on the divestiture of Wesco's legacy utility and data communications businesses in Canada, and litigation recovery.



Adjusted Earnings Per Share

(\$ millions, except per share data)	Twelve Months Ended December 31,				
	2017	2018	2019	2020	2021
Income from operations	319.0	352.4	346.2	347.0	801.9
Merger-related and integration costs	-	-	3.1	132.2	158.5
Accelerated trademark amortization	-	-	-	-	32.0
Merger-related fair value adjustments	-	-	-	43.7	-
Out-of-period adjustment	-	-	-	18.9	-
Net gain on sale of assets and divestitures	-	-	-	(19.8)	(8.9)
Adjusted income from operations	319.0	352.4	349.3	522.0	983.5
Other income, net	-	-	-	(2.4)	(48.1)
Curtailment gain	-	-	-	-	36.6
Adjusted other income, net	-	-	-	(2.4)	(11.5)
Provision for income taxes	89.3	55.7	59.9	22.8	115.5
Income tax effect of adjustments, net	(26.4)	-	0.6	41.8	33.7
Adjusted provision for income taxes	62.9	55.7	60.5	64.6	149.2
Adjusted income from operations	319.0	352.4	349.3	522.0	983.5
Interest expense, net	66.6	71.4	64.1	226.6	268.1
Adjusted other income, net	-	-	-	(2.4)	(11.5)
Adjusted income before income taxes	252.4	281.0	285.2	297.8	726.9
Adjusted provision for income taxes	62.9	55.7	60.5	64.6	149.2
Adjusted net income	189.5	225.3	224.7	233.2	577.7
Net income (loss) attributable to noncontrolling interests	(0.3)	(2.0)	(1.5)	(0.5)	1.0
Adjusted net income attributable to WESCO International, Inc.	189.8	227.3	226.2	233.7	576.7
Preferred stock dividends	-	-	-	30.1	57.4
Adjusted net income attributable to common stockholders	189.8	227.3	226.2	203.6	519.3
Diluted shares	48.4	47.2	43.5	46.6	52.0
Adjusted earnings per diluted share	\$ 3.93	\$ 4.82	\$ 5.20	\$ 4.37	\$ 9.98



Adjusted EBITDA

(\$ millions)	Wesco International					EES EES CSS CSS UBS UBS					
	Twelve Months Ended December 31,					Twelve Months Ended December 31,					
	2017	2018	Pro Forma 2019	Pro Forma 2020	2021	Pro Forma 2019	2021	Pro Forma 2019	2021	Pro Forma 2019	2021
Operating income	319.0	352.4	713.7	461.3	801.8	414.9	542.1	398.7	395.3	275.1	412.7
Add: Depreciation and amortization	64.0	63.0	138.7	153.5	198.5	41.2	56.0	32.9	82.9	30.5	22.4
Less: Other (income) expense, net	-	-	-	4.6	(48.2)	-	(1.9)	-	1.3	-	-
EBITDA	383.0	415.4	852.4	610.2	1,048.5	456.1	600.0	431.6	476.9	305.6	435.1
EBITDA margin %	5.0%	5.1%	5.0%	3.8%	5.8%	6.3%	7.9%	7.7%	8.3%	7.0%	8.9%
Other (income) expense, net	-	-	(4.6)	4.6	(48.2)	(1.6)	(1.9)	-	1.3	-	-
Stock-based compensation expense	-	-	39.1	34.7	25.7	3.0	6.4	2.7	2.6	1.0	2.1
Merger-related and integration costs	-	-	15.6	163.1	158.5	0.5	-	-	-	(0.1)	-
Merger-related fair value adjustments	-	-	-	43.7	-	-	-	-	-	-	-
Gain on sale of asset	-	-	-	(19.8)	-	-	-	-	-	-	-
Out-of-period adjustment	-	-	-	18.9	-	-	-	-	-	-	-
Net gain on Canadian divestitures	-	-	-	-	(8.9)	-	-	-	-	-	(8.9)
Adjusted EBITDA	383.0	415.4	902.5	855.4	1,175.6	458.0	604.5	434.3	480.8	306.5	428.3
Adjusted EBITDA margin %	5.0%	5.1%	5.2%	5.3%	6.5%	6.3%	7.9%	7.7%	8.4%	7.0%	8.8%



Leverage

(\$ millions)	Twelve Months Ended December 31,									Pro Forma	
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	06/30/22
Income from operations	332.8	481.0	466.2	373.7	332.1	319.0	352.4	346.2	461.3	801.9	1,104.5
Merger-related and integration costs	-	-	-	-	-	-	-	3.1	206.7	158.5	113.4
Accelerated trademark amortization	-	-	-	-	-	-	-	-	-	32.0	36.0
Merger-related fair value adjustments	-	-	-	-	-	-	-	-	18.9	-	-
Out-of-period adjustment	-	-	-	-	-	-	-	-	-	-	-
Net gain on sale of assets and divestitures	-	-	-	-	-	-	-	-	(19.8)	(8.9)	-
Litigation recovery included in SG&A	36.1	(36.1)	-	-	-	-	-	-	-	-	-
Adjusted income from operations	368.9	444.9	466.2	373.7	332.1	319.0	352.4	349.3	667.1	983.5	1,253.9
Less: Accelerated trademark amortization	-	-	-	-	-	-	-	-	-	(32.0)	(36.0)
Add: Depreciation and amortization	37.6	67.6	68.0	65.0	66.9	64.0	63.0	62.1	153.5	198.6	203.5
Add: Stock-based compensation expense	-	-	-	-	-	-	-	19.1	34.7	25.7	37.1
Adjusted EBITDA	406.5	512.5	534.2	438.7	399.0	383.0	415.4	430.5	855.3	1,175.8	1,458.5
Short-term borrowings and current debt	39.8	40.1	49.1	44.3	22.1	35.3	56.2	26.7	528.8	9.5	70.6
Long-term debt	1,695.4	1,447.6	1,366.4	1,456.8	1,363.1	1,313.3	1,167.3	1,257.1	4,370.0	4,701.5	5,039.9
Debt discount and debt issuance costs	183.6	174.7	170.4	164.3	17.3	14.2	9.6	8.8	88.2	70.6	64.1
Fair value adjustments to Anixter Senior Notes due 2023 and 2025	-	-	-	-	-	-	-	-	(1.7)	(0.9)	(0.6)
Total debt	1,918.8	1,662.4	1,585.9	1,665.4	1,402.5	1,362.8	1,233.1	1,292.6	4,985.3	4,780.7	5,174.0
Less: Cash and cash equivalents	86.1	123.7	128.3	160.3	110.1	118.0	96.3	150.9	449.1	212.6	236.8
Total debt, net of cash	1,832.7	1,538.7	1,457.6	1,505.1	1,292.4	1,244.8	1,136.8	1,141.7	4,536.2	4,568.1	4,937.2
Total debt, net of cash / Adjusted EBITDA	4.5x	3.0x	2.7x	3.4x	3.2x	3.3x	2.7x	2.7x	5.3x	3.9x	3.4x



Free Cash Flow

(\$ millions)	Twelve Months Ended December 31,										Six Months Ended,
	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	6/30/2022
Cash flow provided by (used in) operations	288.2	315.1	251.2	283.1	300.2	149.1	296.7	224.4	543.9	67.1	(304.5)
Less: Capital expenditures	(23.1)	(27.8)	(20.5)	(21.7)	(18.0)	(21.5)	(36.2)	(44.1)	(56.7)	(54.7)	(31.6)
Add: Non-recurring pension contribution	-	21.1	-	-	-	-	-	-	-	-	-
Add: Merger-related cash costs	-	-	-	-	-	-	-	-	98.9	81.2	43.3
Free cash flow	265.1	308.4	230.7	261.4	282.2	127.6	260.5	180.3	586.1	93.5	(292.9)



Workday Adjusted Sales Growth

(\$ millions)	Six Months Ended		Reported	Workday Impact	Workday Adjusted Growth
	June 30, 2022	June 30, 2021			
EES	4,420.1	3,643.8	21.3%	0.8%	20.5%
CSS	3,036.2	2,711.7	12.0%	0.8%	11.2%
UBS	2,959.4	2,281.7	29.7%	0.8%	28.9%
Total net sales	10,415.7	8,637.2	20.6%	0.8%	19.8%

(\$ millions)	Six Months Ended		Reported	Workday Impact	Workday Adjusted Growth
	June 30, 2022	June 30, 2020			
Total net sales	10,415.7	7,746.6	34.5%	-0.8%	35.3%

(\$ millions)	Six Months Ended		Reported	Workday Impact	Workday Adjusted Growth
	June 30, 2022	June 30, 2019			
Total net sales	10,415.7	8,482.5	22.8%	0.0%	22.8%



