



Wesco International

Investor Overview

March 2023



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**

\$21.4B

Sales

50+

Countries

~800

Locations

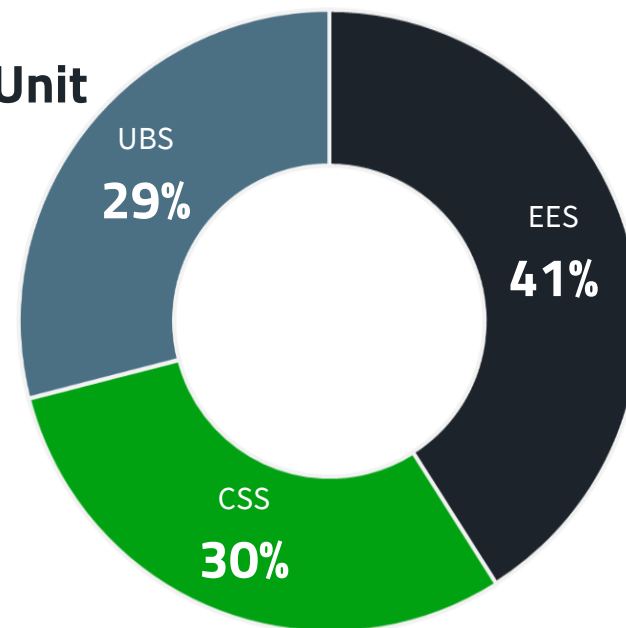
#1

In North
America

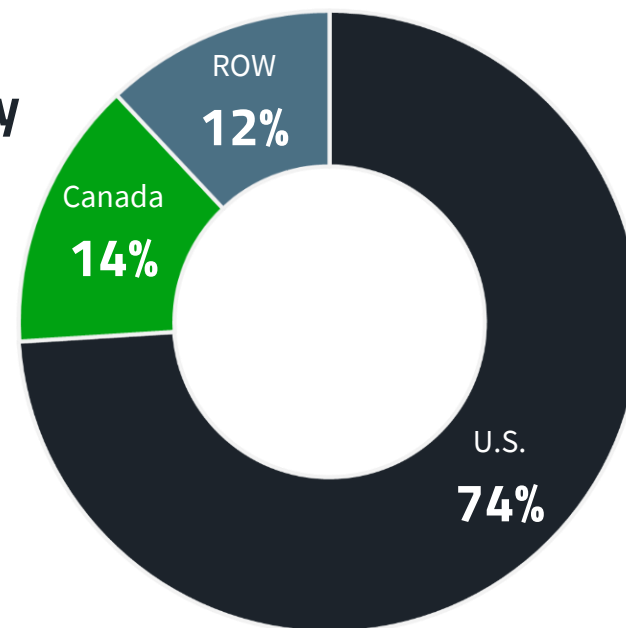


Note: Sales amounts are on a trailing twelve-month basis (TTM)
Source: 2022 MDM Top Distributors List

Sales By Business Unit



Sales By Geography



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



Value Creation Engine

Five Components of Our Growth Compounding Enterprise

5

Upsized Cash Flow Supports Strategic Objectives

- Accelerating growth and margin expansion
- Investing for above-market growth
- Increasing shareholder returns

4

Margin Expansion

- Value-based pricing
- Benefits of scale and operating cost leverage
- Digitalization of our business and value chain

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Operational and Supply Chain Excellence

- Proven integration and synergy-capture capabilities
- Margin improvement and productivity programs
- Continuous improvement culture founded on lean principles

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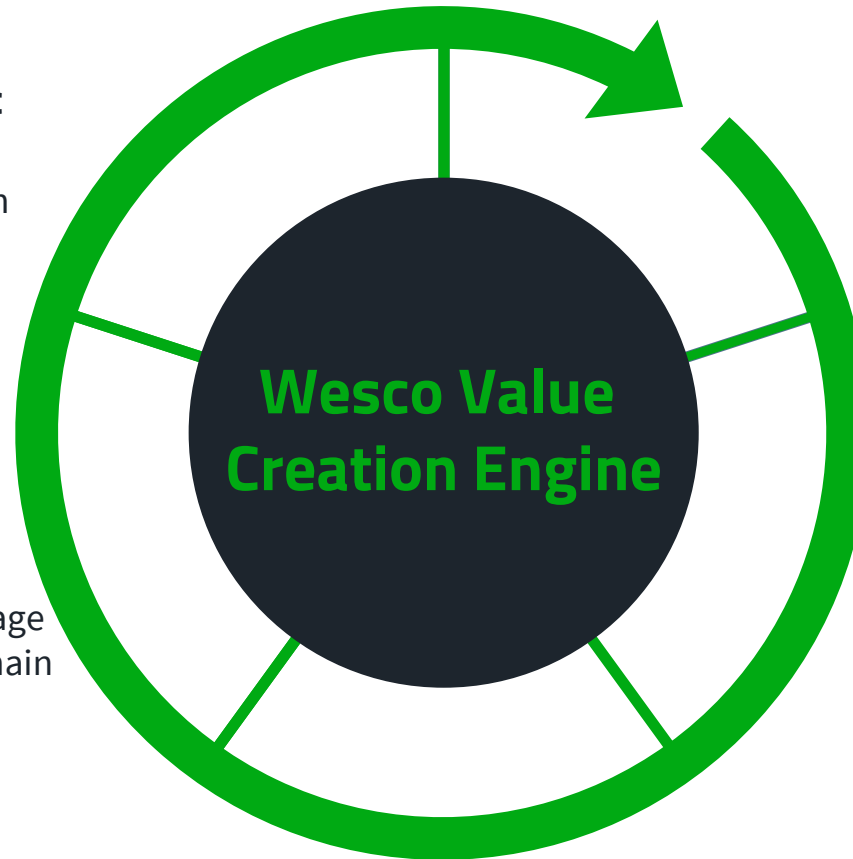
Positioned In the Right End-Markets

- Three leading global business units
- Exposure to attractive secular trends
- Increasing infrastructure investments

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Driving Market Outperformance

- Leading player with substantial scale
- Cross-selling driving share capture
- Ongoing industry consolidation



Value Creation of the New Wesco

More Resilient and Ideally Positioned for Secular Growth Trends



Fundamental mix-shift into a higher growth company

Attractive Long-Term Growth Drivers

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



U.S.
Infrastructure
Bills



Rural Digital
Opportunity Fund
(RDOF)



Canada Broadband
Investments



Public-Private
Partnerships for
Smart Cities

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

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

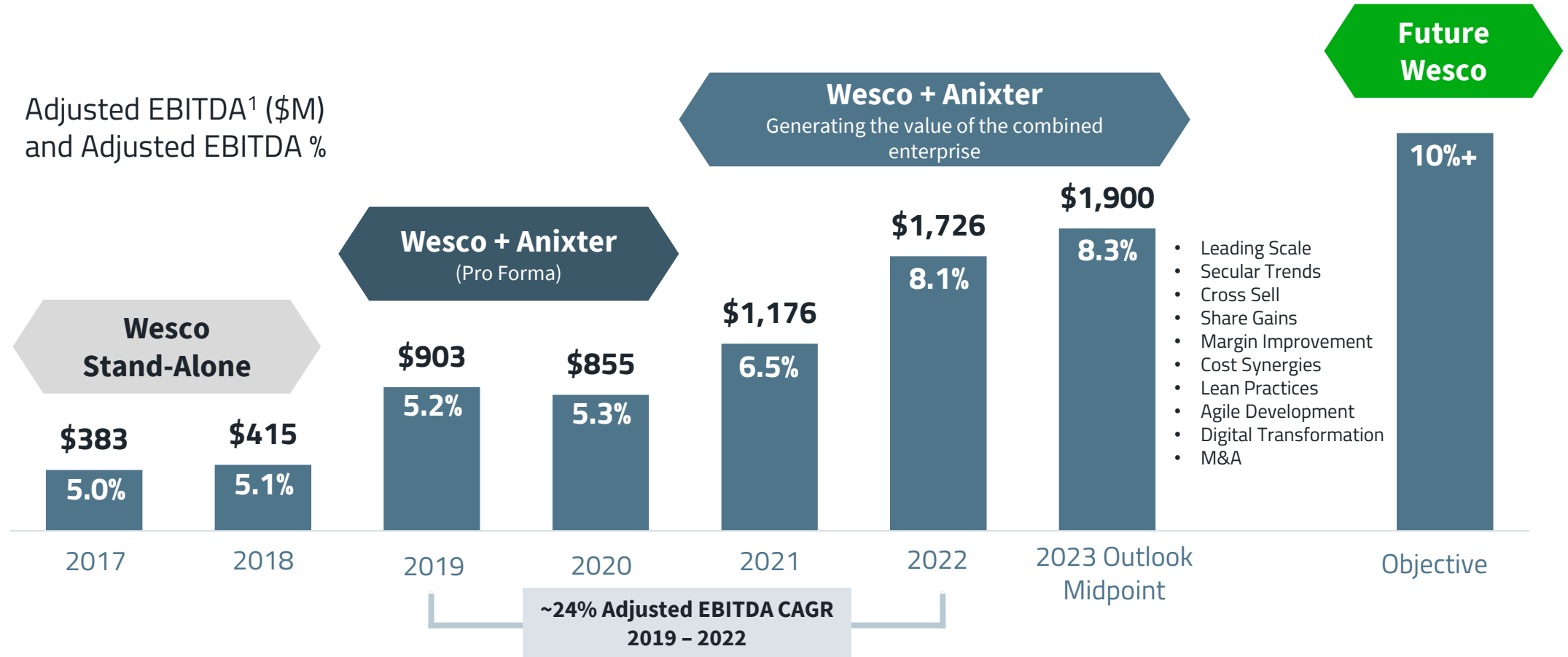
Increasing Public Sector Investment

- \$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

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Transformational Combination of Wesco + Anixter



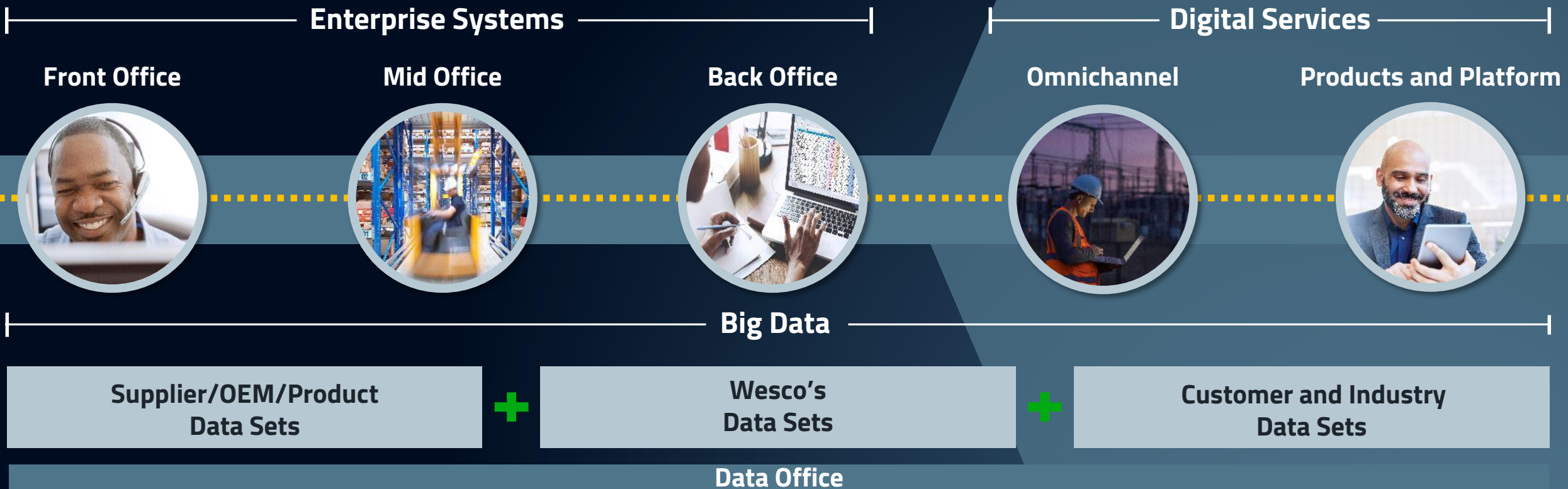
Delivering superior financial results



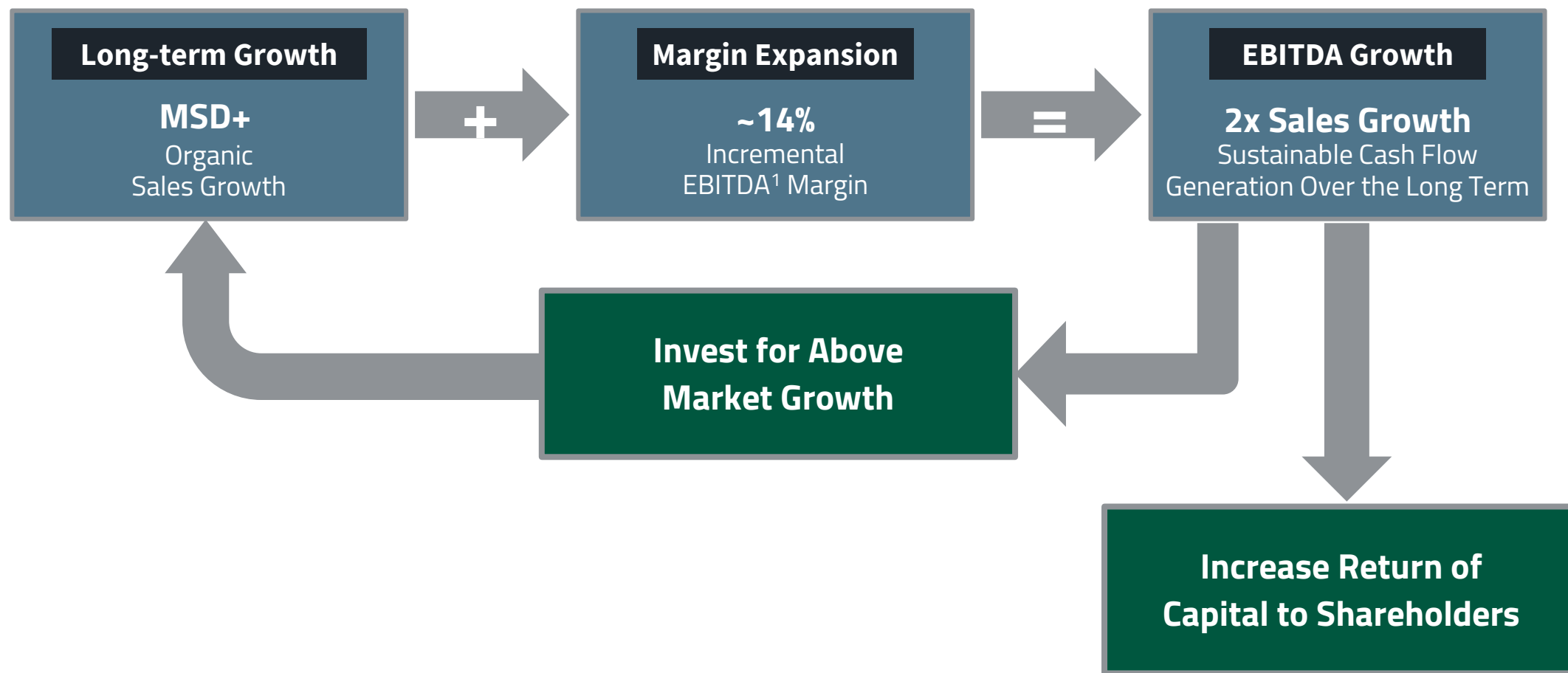
¹ Adjusted EBITDA is defined as EBITDA before other non-operating expenses (income), non-cash stock-based compensation, and merger-related and integration costs. See Appendix for non-GAAP reconciliations.

Our Digital Transformation

Innovating Across Our Entire Technology Landscape



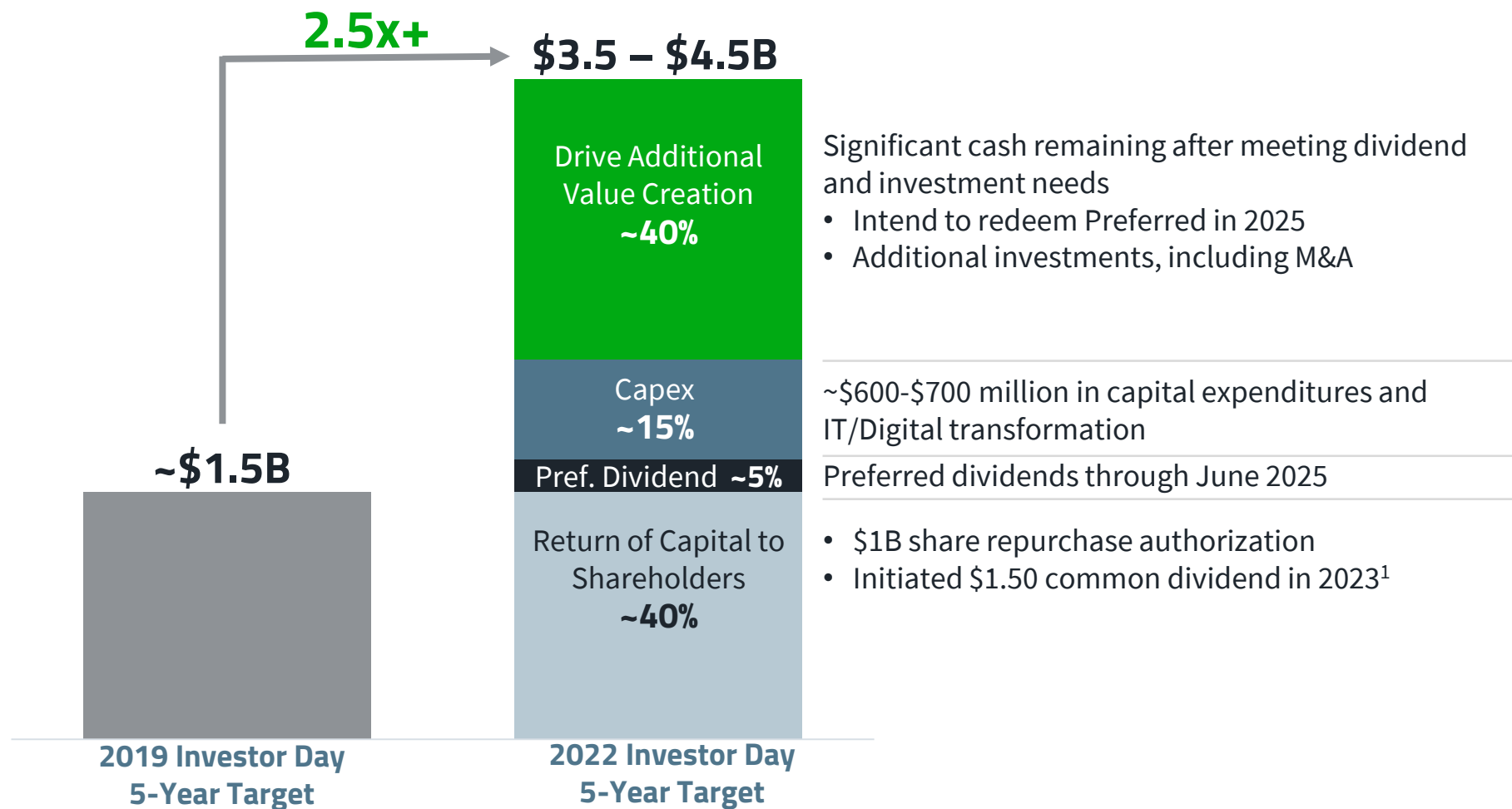
Annual Value Creation Framework



Virtuous cycle of value creation for new Wesco

Step Function Increase in Cash Generation

5-Year Operating Cash Flow



Upsized Cash Generation Capability Funds Strategic Objectives and Increased Returns

Invest for Above Market Growth

Organic growth
opportunities

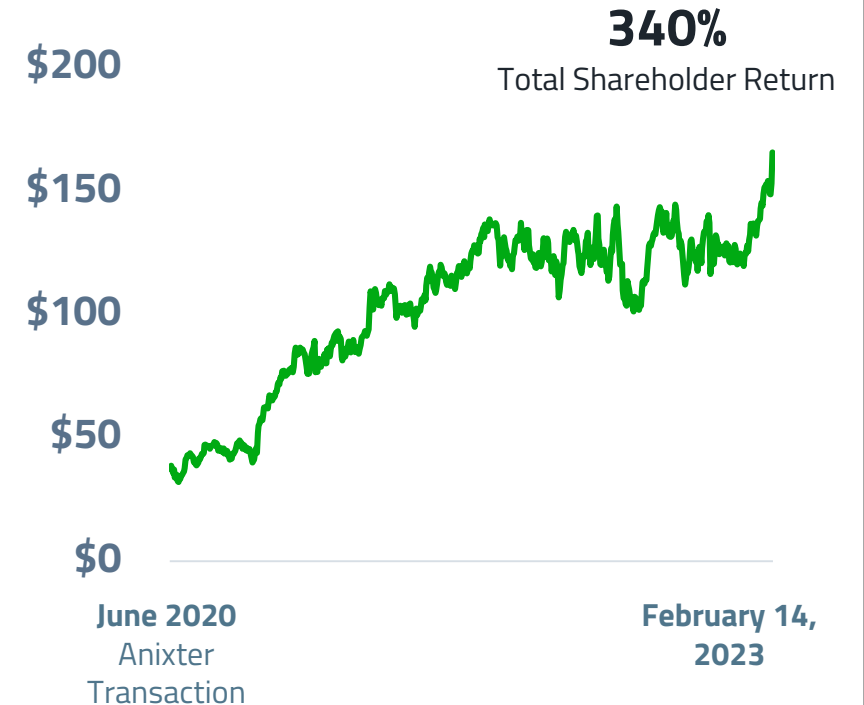
M&A to further
accelerate growth

Increase Return of Capital to Shareholders

\$1 billion share repurchase
authorization

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

WCC Share Price



Capital allocation a catalyst for continued above market growth and value creation in 2023



¹ ~\$1.50 annualized cash dividend rate

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