

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 26, 2024

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)

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))

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 \$.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 |

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.

On September 26, 2024, executives of WESCO International, Inc. (the "Company") will present to investors at the Company's Investor Day 2024. In connection with its Investor Day, the Company issued a press release (the "Press Release") and a live webcast of the presentation to investors (the "Presentation") will be accessible from approximately 10:00 a.m. to 12:30 pm ET on the Investor Relations page of Wesco's website, along with a replay following the webcast. In its Presentation, the Company will reaffirm its outlook for full-year 2024, as previously described in the Company's second quarter 2024 earnings release, and will also provide an update regarding its third quarter 2024 outlook and its long-term growth strategy.

The Press Release and the Presentation are attached hereto as Exhibits 99.1 and 99.2, respectively, to this report and are being furnished in accordance with Regulation FD of the Securities and Exchange Commission.

The information in this Item 7.01, including Exhibits 99.1 and 99.2, 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, including Exhibits 99.1 and 99.2, shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

| <u>Exhibit No.</u> | <u>Description</u> |
|--------------------|---|
| 99.1 | Press Release, dated September 26, 2024 |
| 99.2 | Slide presentation for investors, dated September 26, 2024 |
| 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 26, 2024
(Date)

By: /s/ David S. Schulz

David S. Schulz
Executive Vice President and Chief Financial Officer



NEWS RELEASE

WESCO International, Inc. / 225 West Station Square Drive, Suite 700 / Pittsburgh, PA 15219

Wesco to Announce Strategic Vision and Financial Goals at 2024 Investor Day

PITTSBURGH, September 26, 2024 /PR Newswire/ -- Wesco International (NYSE: WCC), will provide an update regarding its long-term growth strategy at its Investor Day meeting taking place in-person at its innovation center in Glenview, Ill. and online today at 9 a.m. Central Time.

Wesco will share an update on its digitally enabled business transformation and expansive capabilities to support long-term growth and margin expansion. Consistent with prior expectations, over the long term it expects to achieve mid-single-digit organic growth, driven by a strategic shift into higher growth and higher margin end markets along with continued share gains. The company has a long-term track record of increasing returns to shareholders through acquisitions which are additive to the topline growth rate and margin expansion. Over the same cycle, the company expects to grow EBITDA at twice the rate of sales, expand return on net assets, and target free cash flow of 100% of adjusted net income.

Wesco's 2024 full-year expectations remain consistent with the outlook described in the company's second quarter earnings report. Wesco expects reported sales of (3.5)% to (1.5)% and organic sales growth of (1.5)% to 0.5% versus the prior year. The company continues to expect to deliver adjusted EBITDA of 7.0% to 7.3%, and adjusted EPS of \$12 to \$13.

"Our investment thesis is built on our market leadership, future cash generation, and strong progress on our business transformation. We have multiple drivers of our future sustained outperformance and are well-positioned to deliver outsized growth due to secular trends in AI-driven data centers, increased power generation, electrification, IoT and automation, and re-shoring of global supply chains. We're more than halfway complete on our technology and capabilities build. We have introduced generative AI analytics, automated multiple order and fulfillment processes, and developed new digital tools to improve working capital efficiency. These advancements are expected to accelerate growth, expand margins, and enhance the integration of future acquisitions. Our experienced management team, comprised of industry veterans with deep domain knowledge and new talent additions, is focused on driving our strategic priorities and achieving our financial goals," said Chairman, President and CEO John Engel.

"As we stand here today, we have built a new Wesco. Since our last investor meeting two years ago, we have completed our integrations of Anixter and Rahi Systems while making substantial progress on our business transformation. We are laser-focused on the four critical components of our long-term value creation: capturing the benefits of our digital transformation; progressing toward our 10%+ EBITDA margin goal; generating strong and consistent cash flow; and investing in services and acquisitions while supporting a consistent return of capital to our shareholders over time. We are committed to achieving our vision of becoming the best tech-enabled supply chain solutions company in the world and creating value for all stakeholders," he said.

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Webcast and Teleconference Access

Wesco will conduct a webcast and in-person meeting on Thursday, September 26, 2024, at 9:00 a.m. C.T. The event will be broadcast live over the internet and can be accessed from the Investor Relations page of the Company's website at <https://investors.wesco.com>. The call will be archived on this internet site for seven days.

Wesco International (NYSE: WCC) builds, connects, powers and protects the world. Headquartered in Pittsburgh, Pennsylvania, Wesco is a FORTUNE 500® company with more than \$22 billion in annual sales and a leading provider of business-to-business distribution, logistics services and supply chain solutions. Wesco offers a best-in-class product and services portfolio of Electrical and Electronic Solutions, Communications and Security Solutions, and Utility and Broadband Solutions. The Company employs approximately 20,000 people, partners with the industry's premier suppliers, and serves thousands of customers around the world. With millions of products, end-to-end supply chain services, and leading digital capabilities, Wesco provides innovative solutions to meet customer needs across commercial and industrial businesses, contractors, government agencies, educational institutions, telecommunications providers, and utilities. Wesco operates nearly 800 branches, warehouses and sales offices in more than 50 countries, providing a local presence for customers and a global network to serve multi-location businesses and global corporations.

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 business strategy, growth strategy, competitive strengths, productivity and profitability enhancement, competition, new product and service introductions, and liquidity and capital resources. Such statements can generally be identified by the use of words such as "anticipate," "plan," "believe," "estimate," "intend," "expect," "project," and similar words, phrases or expressions or future or conditional verbs such as "could," "may," "should," "will," and "would," although not all forward-looking statements contain such words. 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. Accordingly, you should not place undue reliance on such statements.

Important factors that could cause actual results or events to differ materially from those presented or implied in the forward-looking statements include, among others, the failure to achieve the anticipated benefits of, and other risks associated with, acquisitions, joint ventures, divestitures and other corporate transactions; the inability to successfully integrate acquired businesses; the impact of increased interest rates or borrowing costs; fluctuations in currency exchange rates; failure to adequately protect Wesco's intellectual property or successfully defend against infringement claims; the inability to successfully deploy new technologies, digital products and information systems or to otherwise adapt to emerging technologies in the marketplace, such as those incorporating artificial intelligence; failure to execute on our efforts and programs related to environmental, social and governance (ESG) matters; unanticipated expenditures or other adverse developments related to compliance with new or stricter government policies, laws or regulations, including those relating to data privacy, sustainability and environmental protection; the inability to successfully develop, manage or implement new technology initiatives or business strategies, including with respect to the expansion of e-commerce capabilities and other digital solutions and digitalization initiatives; disruption of information technology systems or operations; natural disasters (including as a result of climate change), health epidemics, pandemics and other outbreaks; supply chain disruptions; geopolitical issues, including the impact of the evolving conflicts in the Middle East and Russia/Ukraine; the impact of sanctions imposed on, or other actions taken by the U.S. or other countries against, Russia or China; the failure to manage the increased risks and impacts of cyber incidents or data breaches; and exacerbation of key materials shortages, inflationary cost pressures, material cost increases, demand volatility, and logistics and capacity constraints, any of which may have a material adverse effect on the Company's business, results of operations and financial condition. 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 most recent Annual Report on Form 10-K and other periodic reports filed with the U.S. Securities and Exchange Commission.

| Contact Information | |
|--|--|
| Investor Relations | Corporate Communications |
| Will Ruthrauff Director, Investor Relations 484-885-5648 | Jennifer Sniderman Vice President, Corporate Communications 717-579-6603 |



Investor Day

Solutions for the Future

September 26, 2024



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Today's agenda

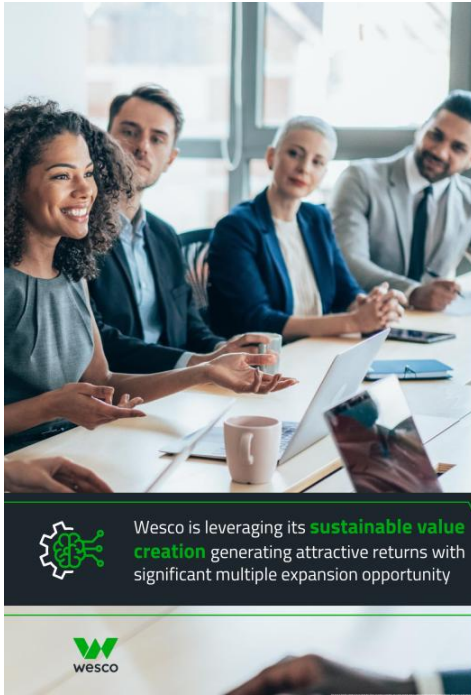
- 9:00 – 10:00 **Connecting Our Past, Present and Future**
John Engel, Chairman, President and Chief Executive Officer
- 9:00 – 10:00 **Tech-Enabled Business Transformation**
Akash Khurana, Executive Vice President and Chief Information and Digital Officer
- 10:00 – 10:20 **Connecting and Protecting the World**
Bill Geary, Executive Vice President and General Manager,
Communications and Security Solutions
- 10:00 – 10:20 **BREAK**
- 10:20 – 11:30 **Panel Discussion: Ingenuity Delivered**
Solutions, Services, and Business Transformation
- 10:20 – 11:30 **Powering the Path to the Future**
Dave Schulz, Executive Vice President and Chief Financial Officer
- Question & Answer Session**



Connecting Our Past, Present and Future

John Engel / Chairman, President and Chief Executive Officer





Why invest in Wesco

Key elements of our investment thesis

- 01 Market leader serving attractive end-markets**
Best positioned to deliver outsized growth due to the secular trends of AI-driven data centers, increased power generation and demand, electrification, IoT/automation and reshoring
- 02 Significant cash generation to invest in additional services and acquisitions**
Capital prioritized to invest in M&A, while supporting a consistent stock buyback program and increasing dividends
- 03 Business transformation to drive efficiencies and expand margins; enabled by digital ecosystem**
Will enable Wesco to accelerate our growth through greater cross-sell, expand our margins through pricing and operating leverage, and increase our speed to value for future acquisitions

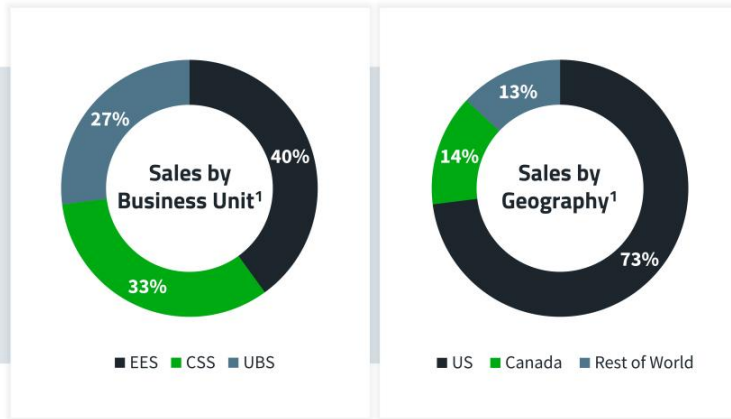
Our evolution and strategic priorities drive superior financial results



Wesco's "digital first" culture and agile organization are enabling the company's vision to become the best tech-enabled supply chain solutions provider in the world



Wesco is a leading supply chain solutions provider with global capabilities



¹ Sales amounts and percentage are on a trailing twelve-month (TTM) basis through June 30, 2024, and exclude \$583 million of sales from the Integrated Supply business which was divested as of April 1, 2024.



\$21.4 billion in sales¹



1.5 million products



140,000 customers



~800 locations

End-Markets

- Utility
- Construction
- Network Infrastructure & Broadband
- Security
- Industrial
- OEM
- Data Center

Services

- Advisory Services
- Installation Enhancement
- Project Deployment
- Supply Chain Services

Scale and solutions offerings drive competitive advantage

Providing solutions across supply chain needs:

Key customer needs drive demand

Long-term relationships and trust drive customer interactions

Delivering comprehensive solutions by bundling services and products

Full range relationship increasingly important as project complexity increases

Wesco is best positioned in attractive industry verticals:

Full range supplier across electrical, utility and data communications markets

Global capabilities

Broadest supplier relationships creating complete assortment

Strong services offering, bundled with products

Strong profitability with upside to margin profile



As a market leader, Wesco has the **most complete product and services portfolio**, with scale and skills competitors can't match

Led by an experienced management team



John Engel
Chairman, President and
Chief Executive Officer



Jim Cameron
EVP and GM, Utility and
Broadband Solutions



Bill Geary
EVP and GM, Communications
and Security Solutions



Akash Khurana
EVP and Chief Information
and Digital Officer



Diane Lazzaris
EVP and General Counsel



Hemant Porwal
EVP, Supply Chain
and Operations



Dave Schulz
EVP and Chief
Financial Officer



Nelson Squires
EVP and GM, Electrical
and Electronic Solutions



Kim Warne
SVP and Chief
Marketing Officer



Chris Wolf
EVP and Chief Human
Resources Officer



Multiple drivers to future sustained outperformance



Translating our mission and vision into solid financial performance through foundational strategies:



Digitalization



Expand scale and capabilities



Deliver strong, sustained financial performance



Earnings compounder through M&A



A technology-enabled business transformation

Examples of Wesco's digital transformation impact

Across the value chain, our transformation is a win-win for customers, suppliers and our business



Technology

Flexible tools and open architecture enables faster updates



Enabled

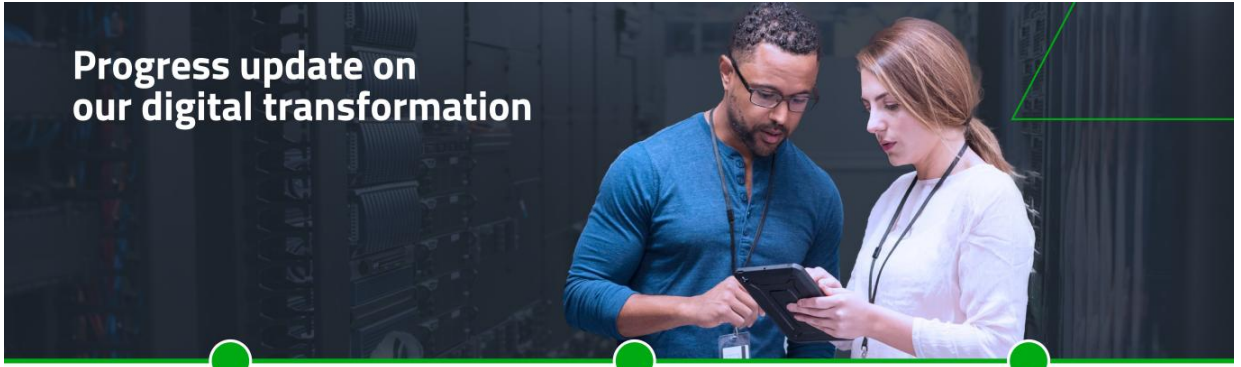
Sales representatives have a complete view of the customer relationship



Business Transformation

Tools and capabilities that separate us from our peers

Progress update on our digital transformation



Status

More than halfway complete on our technology and capabilities build

Most difficult technical components are **behind us**



Benefits

Tangible improvements for customers and suppliers

Tech-enabled business transformation

- Greater cross-sell
- Lower costs
- Expanded margins

Capabilities

AI-powered analytics, process automation, demand forecasting, working capital efficiency

Faster acquisition integration and speed to value

Compounding value through growth engine

Multiple stages driving sustained outperformance



Multiple drivers of long-term 10%+ EBITDA margin target



Gross margin drivers

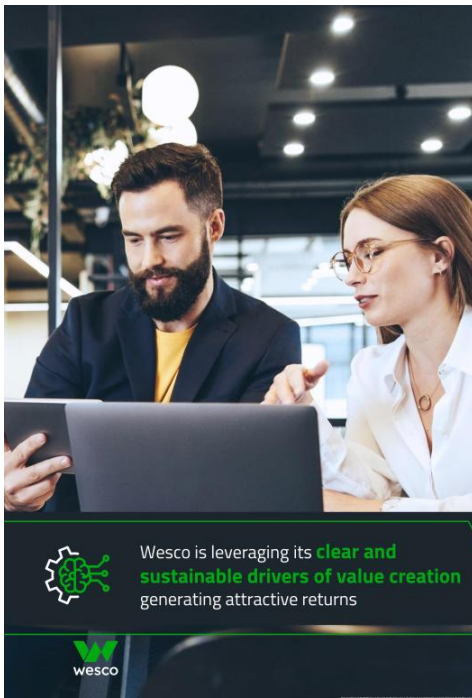
- Pay-for-performance
- Systems and dashboards
- Sales processes and playbook
- Expanded services offerings

EBITDA margin drivers

- Benefits of scale
- Operating leverage
- Digital Transformation
- Acquisitions



¹ Outlook for 2024 adjusted EBITDA margin, provided August 1, 2024.



The roadmap to the future

- 01 Capturing benefits of our Digital Transformation**
More than halfway complete on our technology and capabilities build; the financial and strategic benefits will enable our long-term targets
- 02 Progressing toward our 10%+ EBITDA margin**
We are focused on our target by 2030+, with multiple drivers for taking margins higher after ~200 bps improvement since 2019
- 03 Generating strong and consistent cash flow**
We target free cash flow conversion of 100% through the cycle, in line with historical performance
- 04 Strategic capital deployment will substantially accelerate growth and margin expansion**
Executing our M&A strategy within an approach that also allocates capital for internal investment and return of cash to shareholders

Tech-Enabled Business Transformation

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





Key takeaways

- 01 Succeeding in building new digital capabilities**
Investment in digital transformation is as planned and shifting to driving benefits through internal change management
- 02 Creating substantial value at both ends of the supply chain**
Increased efficiency drives benefits to customer and suppliers through reduced costs and increased growth
- 03 More than halfway complete on our technology and capabilities build**
The key parts of the IT platform are in place, representing an upgrade and unification of our infrastructure
- 04 Enables faster growth through M&A and improved sales effectiveness and cross-sell**
Benefits from our transformation underpin our confidence in reaching the long-term financial targets

Our digital transformation is creating wins for all stakeholders

Creates competitive advantage

Creates value for suppliers and customers

Makes it easier to do business with Wesco

Deepens the customer relationship

Enables rapid integration of acquisitions



Technology as an enabler

Focused on driving internal efficiency and stronger relationships



Building capabilities

Leveraging data, AI and digital tools for the right customer-centric solutions



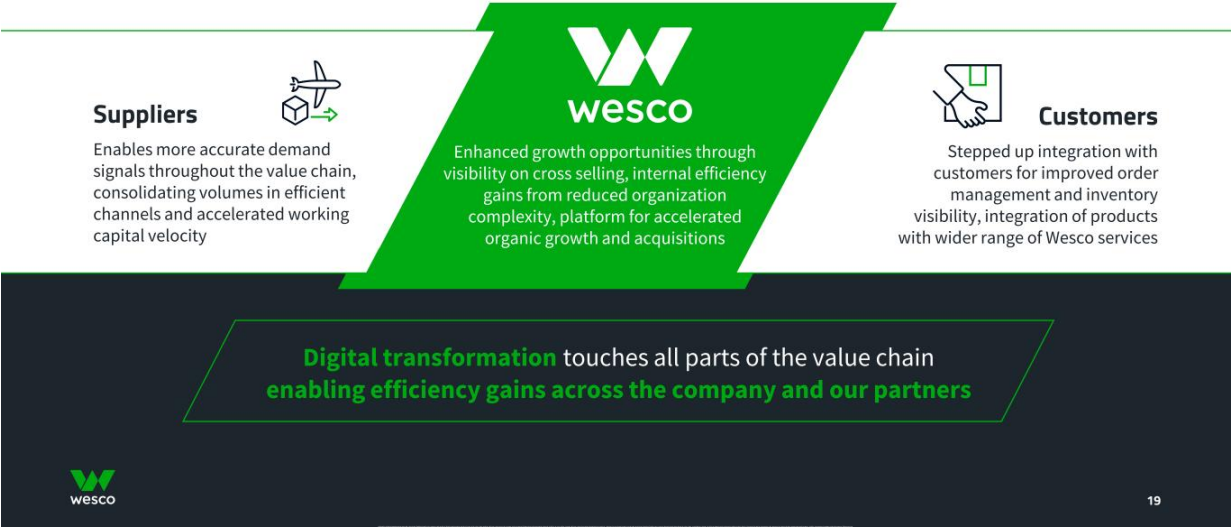
Evolving, modernizing, secured

Consolidating around one advanced digital infrastructure

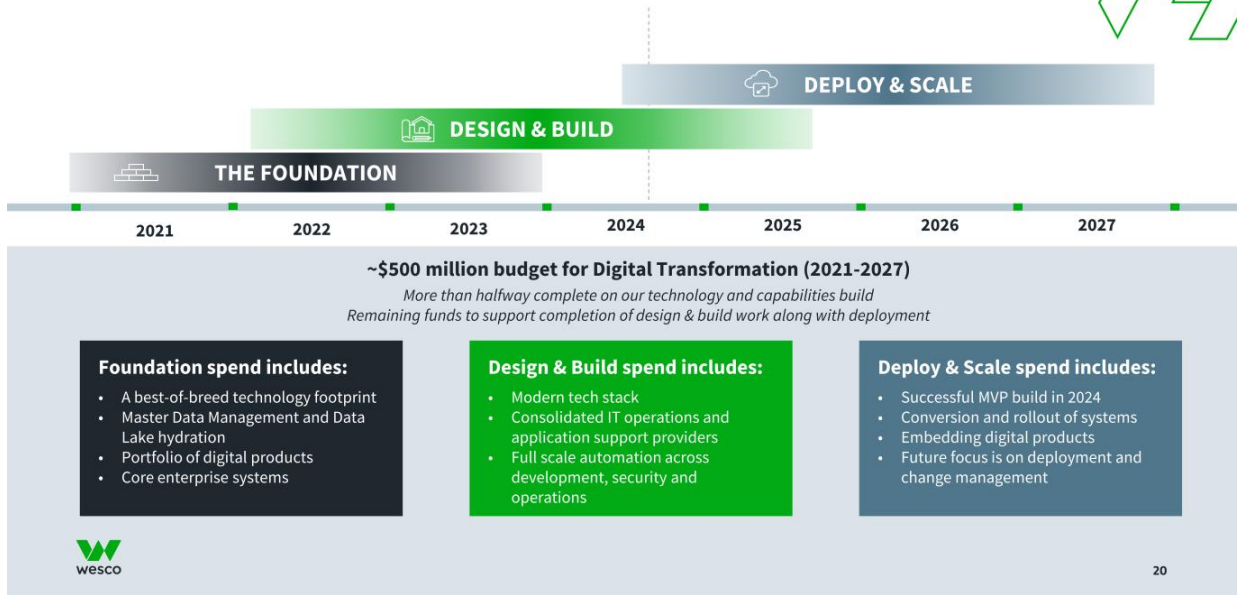


Benefits of digital transformation across the value chain

Enabling benefits for customers and suppliers

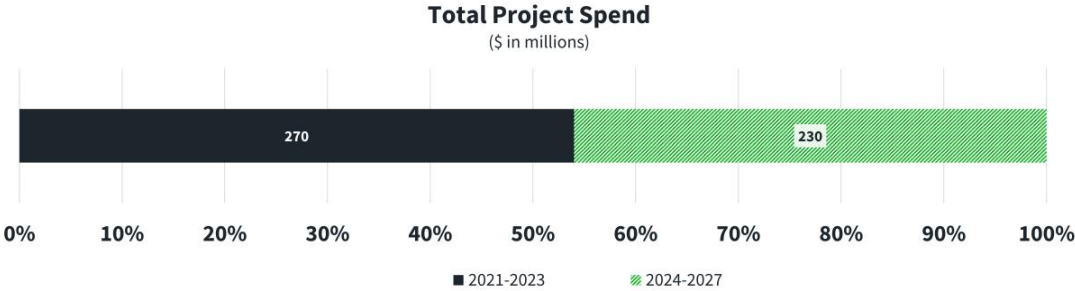


Digital transformation more than halfway complete



Project spend more than halfway complete

Further deployment in 2025



Project plan, execution and spend on track



Improvements across our technology landscape

ENTERPRISE SYSTEMS



FRONT OFFICE

Responding to market opportunities, enabling superior customer service and sales effectiveness



MID OFFICE

Operational excellence across demand, supply, inventory, warehouse and logistics



BACK OFFICE

Streamlining and automating internal processes and systems like HR and Finance

DIGITAL SYSTEMS AND SERVICES



OMNICHANNEL

Innovating the customer experience, boosting revenue and competitive edge



DIGITAL PLATFORMS

A digital platform and ecosystem enabling collaboration and deliver of IoT solutions



DIGITAL PRODUCTS

Creating new opportunities, integrations and service differentiators

Enterprise Data Lake

Data Ingestion, Transformation, Quality and Governance

Customer and Industry
Data Sets



Wesco's
Data Sets



Supplier
Data Sets

Our data unlocks the full power of the digital transformation

Correlating data sets from across the value chain gives **unprecedented insights into the value chain**



Enterprise Data Lake
Data Ingestion, Transformation, Quality and Governance

An environment built to leverage AI technologies

Provide insights through analytics, maximizes the use of our data assets and utilizes our digital platform to develop new data-driven capabilities and solutions



Benefits to expand our competitive advantage

Strengthens our confidence in achieving long-term targets



Internal efficiencies and savings

- Reduced SG&A by removing organizational complexity
- Working capital efficiencies
- More efficient mix focus to support gross margins



Cross-sell growth opportunities

- Unified sales desk gives visibility to customer demand across full assortment and inventory, enabling cross-selling
- Strengthened integration across business units offering One Wesco to customers
- Wesco Global Data Center group pulls together competencies across divisions servicing this growing customer group



Integrations of acquisitions and new digital applications

- Unified platform to enable faster integration of acquisitions
- Improved visibility on costs to drive more rapid synergy realization
- AI to enable operational efficiency and customer solutions



Customers

Tangible benefits for our customers

Providing more meaningful,
value-added relationships



Integrated capabilities



- Integrated delivery management
- Reduced cost of serving complex demand
- For a food manufacturing customer, integrated digital commerce across channels to create better spend management controls

Simplified ordering and inventory insight



- Visibility of Wesco inventory alongside customers
- Automatic re-ordering from customer
- Same-day order and delivery for global software company using API stack

Current services beyond the product



- Integrated storeroom management
- Customized solutions: kitting and assembly
- Technical expertise: product and application training



Suppliers

Suppliers get better demand visibility

Wesco can be a better partner to our suppliers by providing inventory information and demand generation



Supplier integration

- More accurate demand signals
- Consolidating volumes in efficient channels
- Increased supply chain flexibility through better integration



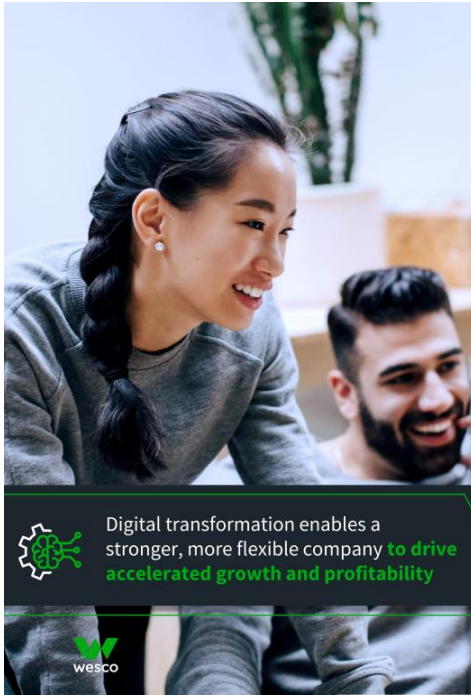
Drive efficiency gains

- Optimizes rebates through consolidated volumes
- Reduces distribution costs through supply chain efficiency
- Streamlines global supply chain logistics opportunities



Working capital benefit

- Improves inventory locations to drive flexibility
- Centralized real-time inventory data to be accessible to multiple users
- Accelerate inventory receiving procedures



Digital transformation enables a stronger, more flexible company **to drive accelerated growth and profitability**



Being the best tech-enabled supply chain solutions provider

- 01 Enhanced customer experience**
Our digital transformation will revolutionize our productivity, safety and customer experience
- 02 Operational efficiency**
Automated processes and standardized best practices to ensure on-time availability of data, goods and services
- 03 Leveraging our data**
Equipping our sales teams and customers with analytics and informed recommendations, enabling better decision-making
- 04 Innovation and agility**
A digital platform that enables continuous improvement, service delivery, AI driven insights and shared opportunities
- 05 Future products and services**
Collaboration and delivery of digital products to help ensure we all stay ahead in a rapidly evolving digital landscape

Connecting and Protecting the World

Bill Geary / Executive Vice President and General Manager, CSS





Wesco's size, reach and capabilities
**enable end-to-end data center
solutions**

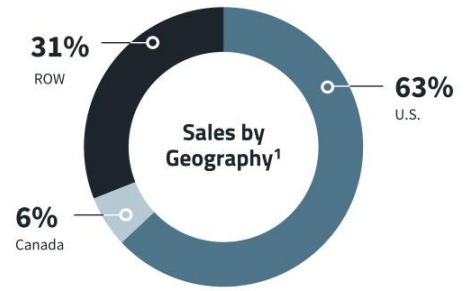
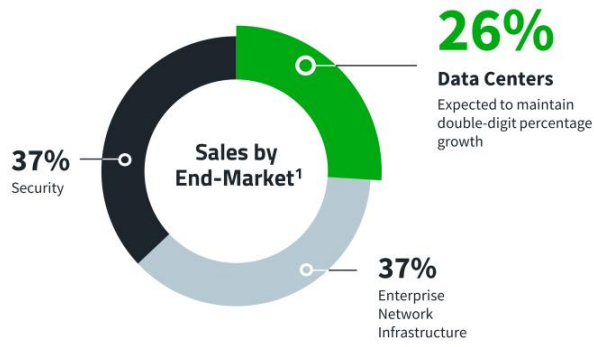


Best in class capabilities in the rapidly growing data center space

- 01 Wesco is already capturing the large and growing data center opportunity**
Multiple underlying trends are accelerating growth
- 02 We have powerful and complete solutions that address critical customer needs**
Global capabilities with solutions that cover the entire data center, including power, gray space and white space
- 03 Capitalizing on our unique competitive advantages**
Capitalizing on the full Wesco portfolio to deliver integrated solutions across all data center customers
- 04 Delivering unmatched solutions of products and services**
Robust portfolio offering with expansion opportunities across products, processes, services and full supply chain solutions to enhance the value to our customers

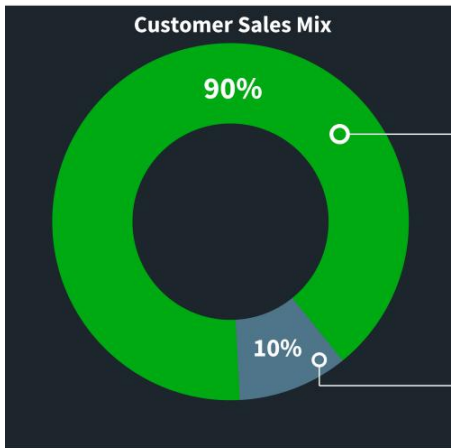
Communications & Security Solutions (CSS)

Delivering comprehensive solutions that provide 24/7 connectivity



¹ Sales percentages are on a trailing twelve-month (TTM) basis through June 30, 2024.

Full solutions offering for all customer applications



Hyperscalers (and Emerging Cloud)

- Data centers designed for large scale workloads

Hyperscalers demand different capabilities

- Global footprint increasingly important

Multi-Tenant Data Center (MTDC) and Colocation

- Data centers designed for lease or rent

MTDC requires a customized go to market strategy

- Building partnerships with developers

Enterprise

- Data centers owned and operated by a single organization

Long-standing experience with enterprise centers

- Wide range of smaller scale projects and volumes

Continued growth in data centers

Long-Term Opportunity

Growing Today

Strong Foundation

Underpinned by Strong Drivers

Cloud Computing | Automation | Edge Computing | AI | Accelerating Data and Analytics

160%

Expected growth in data center power demand between 2023 and 2030 in the U.S. ¹

8%

Of U.S. power demand is expected to come from data centers in 2030 versus 3% in 2022 ¹

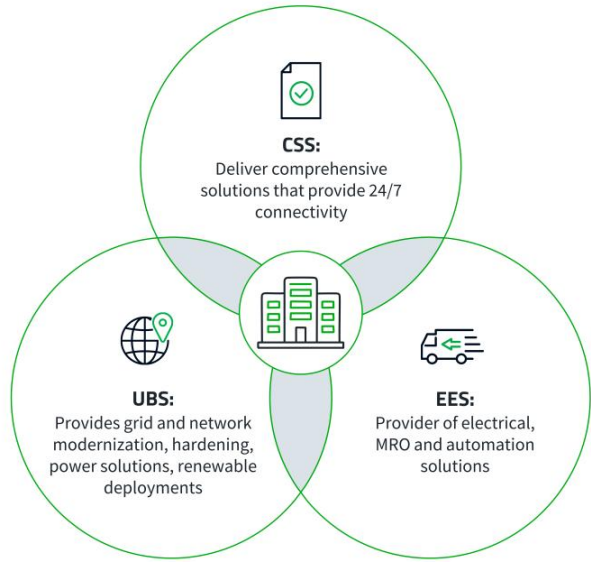
Acquired Rahi Systems in 2022; **Expanded customer base and improved customer intimacy**

Wesco has grown its data center business share of sales **to 10%**



Leveraging all three SBUs to drive data center opportunity

Wesco has an integrated offering with a range of capabilities for all stages of data center design, development, deployment, operations, maintenance and support



Gray space addressable market is 3-4 times the white space addressable market

Wesco has unique differentiators for data center customers

Unmatched depth and breadth of products and services

01

Expansive Product and Services Portfolio

Technology, solutions, products and services

Comprehensive Expertise

Crossing gray and white spaces, our scale and breadth of capabilities are key advantages for hyperscale customers

03

Global Ecosystem

Leveraging best-in-class contractors, integrators, installers and suppliers across the entire Wesco ecosystem

Holistic Solutions

End-to-end global services, solutions, capabilities and offerings, project and life cycle management

05

Trusted Partner

Building customized solutions for all customer types (hyperscale, enterprise, MTDC, etc) to support their long-term operations and initiatives

02

04



Offering the most complete set of capabilities in all stages of the data center life cycle

The most complete supply chain provider for data centers



Leveraging our strength in the white space to **strengthen position in the larger gray space**



Embedding services with the product offering for **rapid deployment of projects**



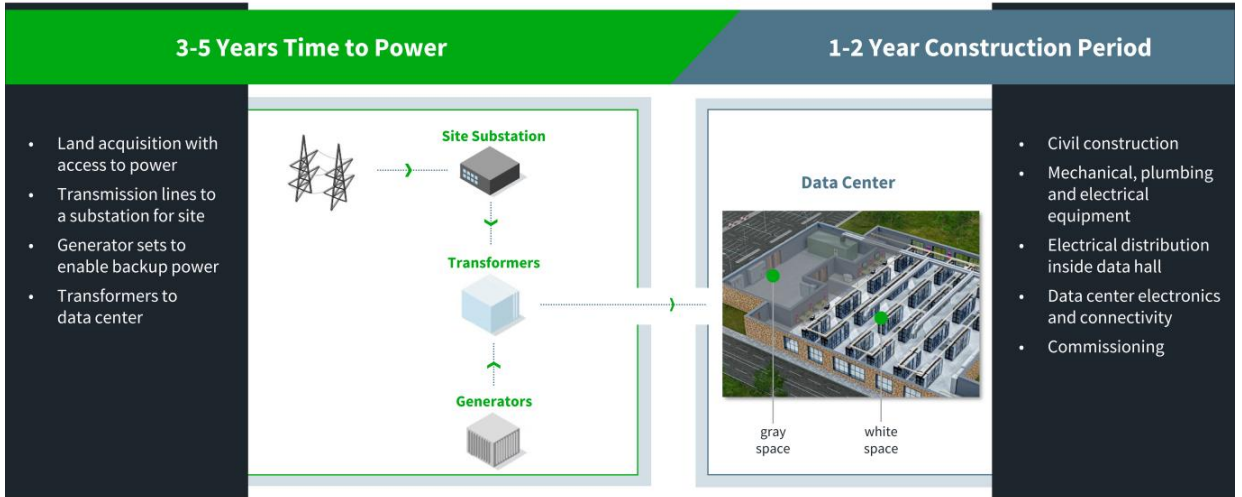
Servicing customers globally is increasingly a competitive advantage



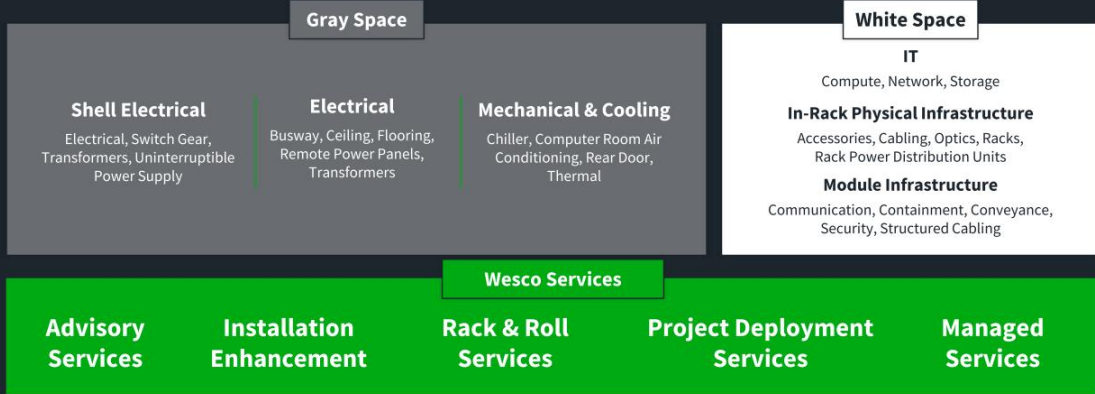
Partnering with industry's leading suppliers enables complete solutions with unmatched reliability



Five-to-seven year data center construction cycle



Our solutions cover the full data center life cycle



Ongoing support through a complete range of services

Complements products across every stage of development



Our service offerings enables us **to provide ongoing support** in modification (retrofit and renovation) **and through every phase of the value chain**

Key Service Offerings

- Advisory services
- Engineering and design
- Technology selection
- Kitting, staging and multi-site deployment
- Global logistics and project coordination
- Rack & roll
- Managed services
- Migration services
- Smart hands
- Energy audits
- Global network of certified installation partners



wesco



Offering products from the industry's leading suppliers

Enabling the full assortment for data center customers

Key Supplier Partners



Life Is On | Schneider Electric



CORNING

COMMSCOPE®



FAT•N



LEVITON

PANDUIT®

nvent



Wesco offers data center customers **consolidated access to leading suppliers** across the full range of products



Wesco's size, reach and capabilities
**enable end-to-end data center
solutions**



Best in class capabilities in the rapidly growing data center space

01

Wesco is already capturing the large and growing data center opportunity

Multiple underlying trends are accelerating growth

02

We have powerful and complete solutions that address critical customer needs

Global capabilities with solutions that cover the entire data center, including power, gray space and white space

03

Capitalizing on our unique competitive advantages

Capitalizing on the full Wesco portfolio to deliver integrated solutions across all data center customers

04

Delivering unmatched solutions of products and services

Robust portfolio offering with expansion opportunities across products, processes, services and full supply chain solutions to enhance the value to our customers

Break



Build



Connect



Power

Protect

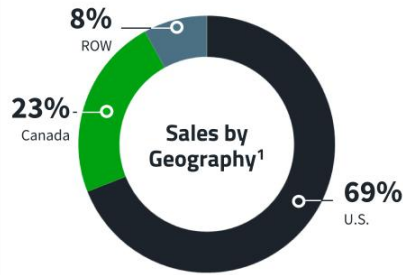
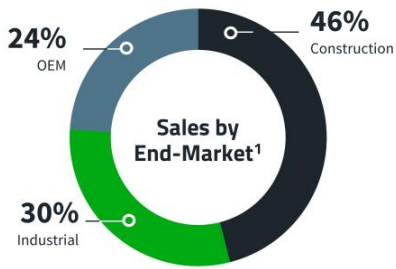


Ingenuity Delivered

Solutions, Services, and Business transformation



Electrical & Electronic Solutions (EES)



¹ Sales amounts and percentages are on a trailing twelve-month (TTM) basis through June 30, 2024.

Segment 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 enable the technologies of tomorrow

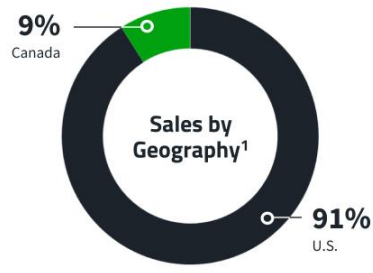
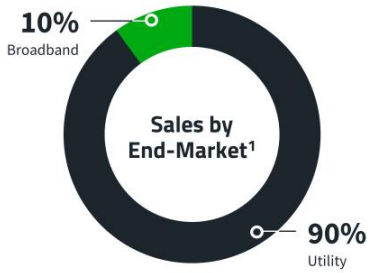
Industry Leading Scale Scope

\$8.5B TTM sales¹

50+ Countries

#1 Electrical Distributor in North America

Utility & Broadband Solutions (UBS)



¹ Sales amounts and percentage are on a trailing twelve-month (TTM) basis through June 30, 2024, and exclude \$583 million of sales from the Integrated Supply business which was divested as of April 1, 2024.

Segment Overview

- Services and solutions for investor-owned utilities, public power companies and municipalities, as well as contractors that service these customers
- Complete solutions for service providers, broadband and wireless customers
- Leading provider of grid and network modernization, hardening, renewable deployments, smart technologies

Industry Leading Position and Value Proposition



\$5.7B TTM sales¹



#1 Utility and Broadband Distributor in North America

Global technology and support services (TSS)



Domain Expertise

- Broadband
- Connected devices
- Data center
- Edge computing
- Electrical power systems
- Electrical wire and cable
- High-density cooling
- Network infrastructure
- Physical security
- Wireless and cellular networks (5G)



Advisory Services

- Application engineering
- Building subsystems
- Codes and standards interpretation
- Design and specification
- Education and training
- High-density infrastructure advisory
- Infrastructure advisory
- Proof of concept (POC) development
- Technology assessments
- Technology strategy

Partnering with our customers on grid services

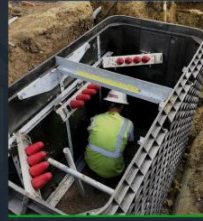
Managing large-scale and complex infrastructure projects for various industries



**Asset & Inventory
Management**



**Grid
Modernization
Program Services**



**Underground
Materials Supply**



**Project Site
Services**



Renewables

A global leader in wire and cable

Services

Expert team of specification specialists

Applications engineering

Cable assembly / site readiness

Electrical contractor support

Certification and compliance

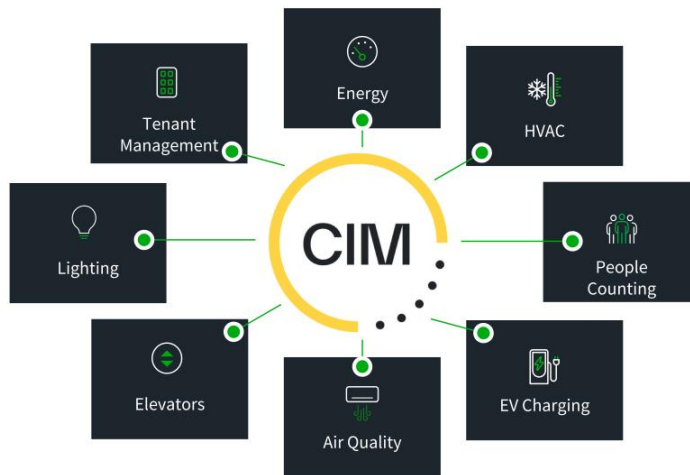
Site preparation, project deployment
and value-add services



Wesco sold enough wire and cable in 2023 to **circle the globe more than ten times**



entrocIM offers solutions that drive product sales



Acquiring solutions or capabilities to advance our strategy

An example of leading with solutions to drive product sales

Enables building managers to connect IoT devices and services to one Central Intelligence Manager (CIM)

Improvements across our technology landscape

ENTERPRISE SYSTEMS



FRONT OFFICE

Responding to market opportunities, enabling superior customer service and sales effectiveness



MID OFFICE

Operational excellence across demand, supply, inventory, warehouse and logistics



BACK OFFICE

Streamlining and automating internal processes and systems like HR and Finance

DIGITAL SYSTEMS AND SERVICES



OMNICHANNEL

Innovating the customer experience, boosting revenue and competitive edge



DIGITAL PLATFORMS

A digital platform and ecosystem enabling collaboration and deliver of IoT solutions



DIGITAL PRODUCTS

Creating new opportunities, integrations and service differentiators

Enterprise Data Lake

Data Ingestion, Transformation, Quality and Governance

Customer and Industry
Data Sets



Wesco's
Data Sets



Supplier
Data Sets



Key takeaways

01 Overview of our businesses

Providing products from leading suppliers and services that solve customer challenges in a variety of industries

02 Expertise in services and solutions

Partnering with our customers to provide customized solutions, improving labor efficiency and driving sustainable cost savings

03 M&A supplements our service offerings

Through entroCIM, we added capabilities that advance our strategy that drives product sales

04 Digital investments enable business transformation

Increased efficiency drives benefits to customer and suppliers through reduced costs and increased growth

Powering the Path to the Future

Dave Schulz / Executive Vice President and Chief Financial Officer



Wesco's long-term performance goals remain consistent

Achieving long-term financial targets drives multiple expansion

5%–8% sales growth

4%–6% organic 1%–2% M&A

EBITDA growth 2x sales

Return on Net Assets expansion

100% FCF conversion

through the cycle



**Management compensation
aligned to external targets**



Diversification across high-growth end-markets

Broad capabilities set the path for our next chapter



Note: Sales percentages are on a trailing twelve-month (TTM) basis through June 30, 2024.

Reaffirming 2024 outlook

(3.5)%–(1.5)%
Reported sales growth

7.0%–7.3%
Adjusted EBITDA margin²

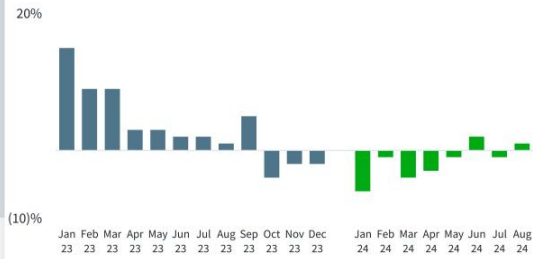
\$12.00–\$13.00
Adjusted earnings per share

\$800 million–\$1 billion
Free cash flow

Drivers of 2024 growth



Organic Sales Growth



| | Q3 Outlook ³ | Q3 Update |
|----------------|-------------------------------|----------------------------|
| Reported Sales | Down LSD to flat sequentially | On track |
| EBITDA % | ~In-line sequentially | Tracking slightly below Q2 |



¹ Integrated Supply business divested as of April 1, 2024.
² See appendix for non-GAAP definitions and reconciliations.
³ Outlook provided as of August 1, 2024.

Reliable cycle of value creation

Topline growth and operating leverage drives earnings expansion



Compounding Value Creation



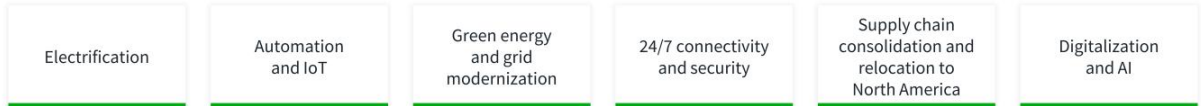
¹ See appendix for non-GAAP definitions and reconciliations.

Drivers of long-term sales growth

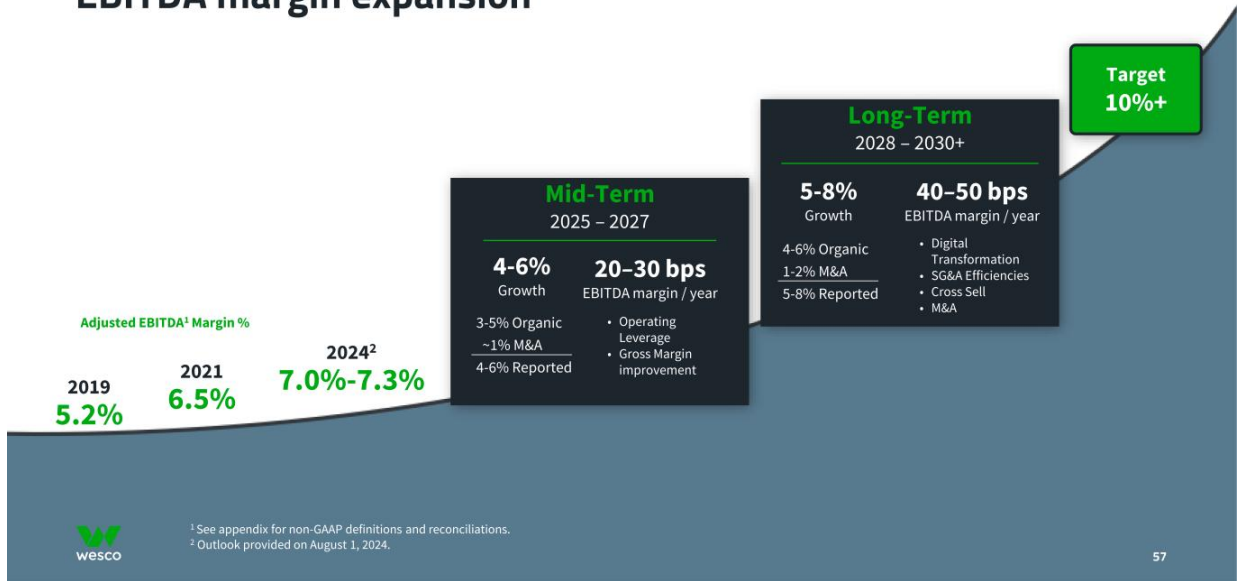
Secular trends and market outperformance



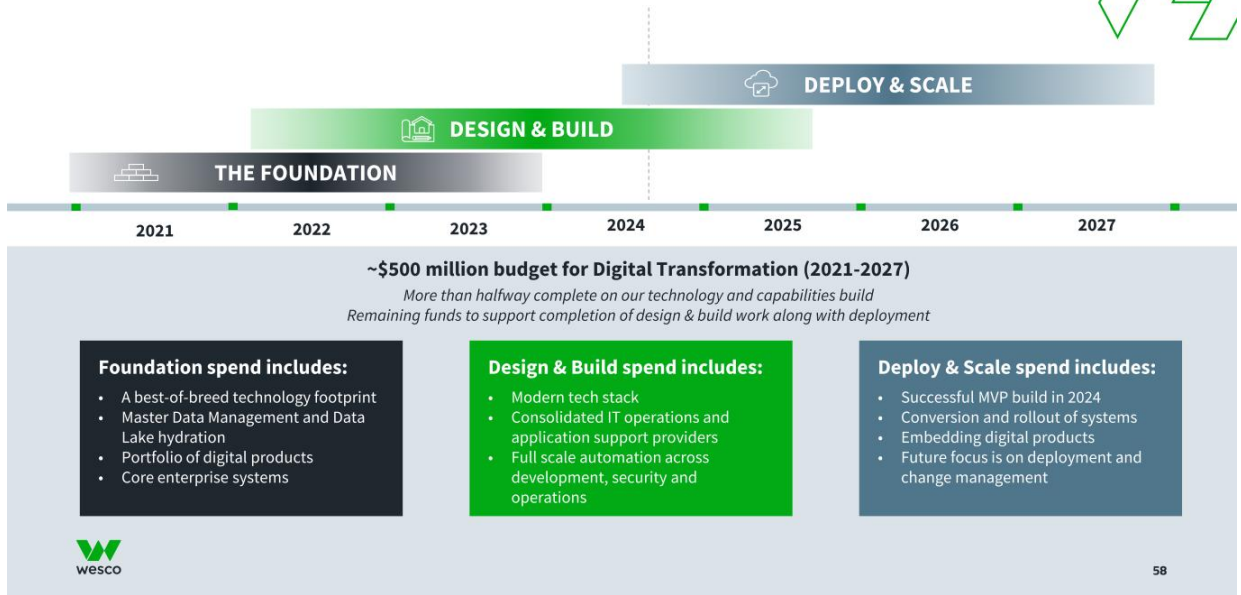
Base market growth supplemented by secular growth trends:



Driving toward mid- and long-term EBITDA margin expansion



Digital transformation more than halfway complete



Cash generation provides capital allocation catalyst

~\$3B free cash flow from 2025-27 target

Drivers of Free Cash Flow

- › **EBITDA growth** from sales and margin improvement
- › **Progress** on driving working capital days back to 2021 levels
- › **Capex** stable and fully funds digital transformation
- › **Lower leverage** within updated target range



¹ See appendix for non-GAAP definitions and reconciliations.

Free Cash Flow Target



~\$3 Billion
Cumulative FCF 2025-2027

Free Cash Flow¹

\$240 million

Average 2019 and Prior

\$1 billion

\$800 million

2024 Outlook Range

Step Change in Free Cash Flow

Capital allocation framework

Leveraging strong cash generation to drive operational performance, portfolio transformation and returns to shareholders

Operating Cash Flow

ORGANIC INVESTMENT

Investment in capex and opex to drive organic growth

FREE CASH FLOW

Acquisitions, return of cash to shareholders and debt paydown

~\$3 billion
Over next three years

VALUE ACCRETIVE M&A and OPTIONALITY

Top priority is M&A, followed by additional share repurchase and debt paydown

~75%

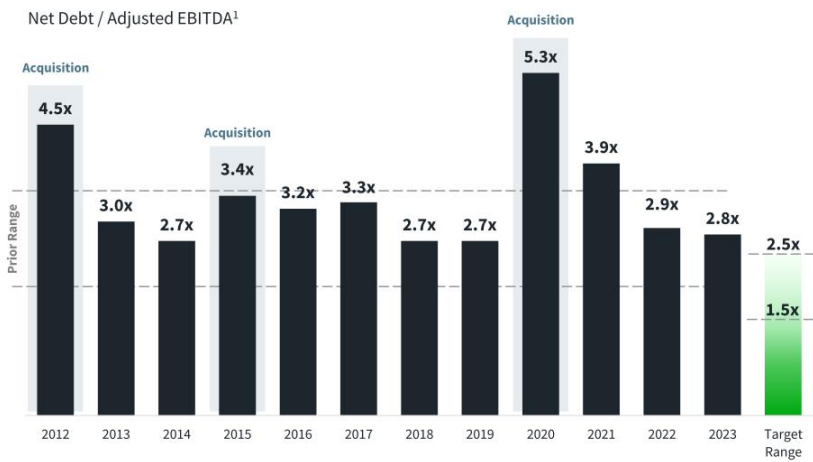
RETURN CASH

Continue to buy back stock while maintaining a modest dividend

~25%

Robust balance sheet gives firepower

We have rapidly delevered following M&A



¹ See appendix for non-GAAP definitions and reconciliations.

Balance sheet significantly **strengthened** after **Anixter integration**

1.5-2.5x Net debt-to-adjusted EBITDA target range

Optionality remains **strong** for **deploying capital**

Reinforcing our M&A framework

Revenue and cost synergies to create accretive M&A value for shareholders

Two Strategic Priorities for M&A



Industry Consolidation

- Large M&A within the core business
- Significant revenue and cost synergies
- Operating leverage through scale

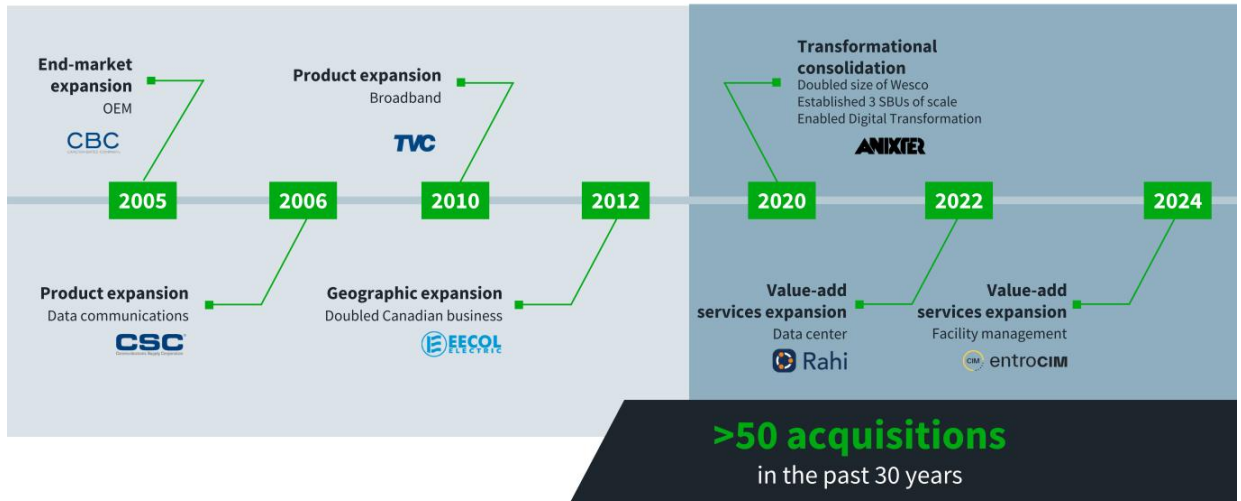


Expand Services and Capabilities

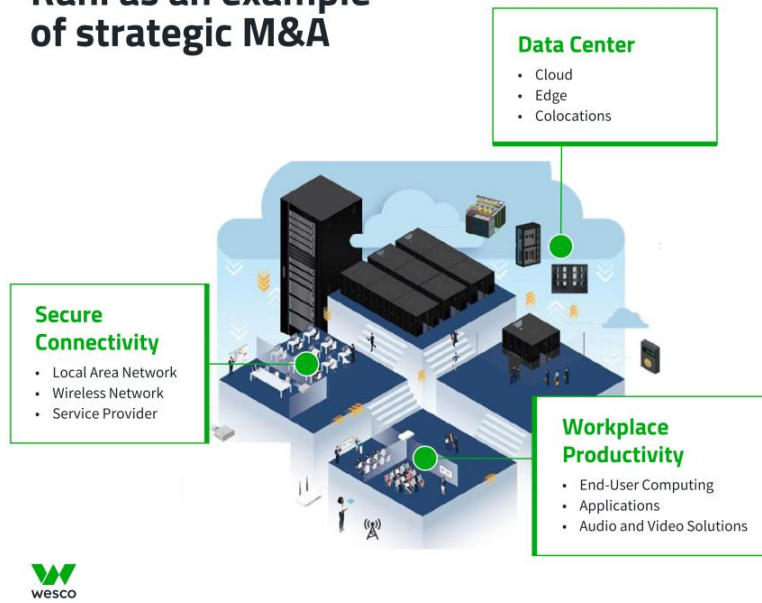
- Companies with complementary digital capabilities and/or value-added service offerings
- Increase revenue with new and existing customers
- Accretive margin profile

Increase exposure to secular trends and expand capabilities

We have a long track record of value creating M&A



Rahi as an example of strategic M&A



A broader range of suppliers and products



Expanded services offerings for technology-focused and hyperscale data center providers



Enhanced suite of capabilities for contractors and integrators partners



Additional locations and reach in regions around the world



Expanded technical resources

entrocIM offers solutions that drive product sales



Acquiring solutions or capabilities to advance our strategy

An example of leading with solutions to drive product sales

Enables building managers to connect IoT devices and services to one Central Intelligence Manager (CIM)



Wesco is leveraging its **clear and sustainable drivers of value creation** generating attractive returns



The roadmap to the future

- 01 Capturing benefits of our Digital Transformation**
More than halfway complete on our technology and capabilities build; the financial and strategic benefits will enable our long-term targets
- 02 Progressing toward our 10%+ EBITDA margin**
We are focused on our target by 2030+, with multiple drivers for taking margins higher after ~200 bps improvement since 2019
- 03 Generating strong and consistent cash flow**
We target free cash flow conversion of 100% through the cycle, in line with historical performance
- 04 Strategic capital deployment will substantially accelerate growth and margin expansion**
Executing our M&A strategy within an approach that also allocates capital for internal investment and return of cash to shareholders

Question and Answer Session



Appendix

Non-GAAP Measures

In addition to the results provided in accordance with U.S. Generally Accepted Accounting Principles ("U.S. GAAP"), this presentation may include references to certain non-GAAP financial measures. These financial measures may include organic sales growth, gross profit, gross margin, earnings before interest, taxes, depreciation and amortization (EBITDA), adjusted EBITDA, adjusted EBITDA margin, financial leverage, free cash flow, adjusted selling, general and administrative ("SG&A") expenses, adjusted income from operations, adjusted operating margin, adjusted other non-operating expense (income), 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, digital transformation costs, restructuring costs, cloud computing arrangement amortization, pension settlement cost and excise taxes on excess pension plan assets related to the final settlement of the Anixter Inc. Pension Plan, loss on abandonment of assets, the gain recognized on the divestiture of the WIS business, the loss on termination of business arrangement, and the related income tax effects, 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.

Organic sales growth is a non-GAAP financial measure of sales performance. Organic sales growth is calculated by deducting the percentage impact from acquisitions and divestitures for one year following the respective transaction, foreign exchange rates, and number of workdays from the reported percentage change in consolidated net sales.

Gross profit is a financial measure commonly used in the distribution industry. Gross profit is calculated by deducting cost of goods sold, excluding depreciation and amortization, from net sales. Gross margin is calculated by dividing gross profit by 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 other non-operating expenses (income), non-cash stock-based compensation expense, loss on abandonment of assets, digital transformation costs, merger-related and integration costs, restructuring costs, cloud computing arrangement amortization, gains on the sale of assets and divestitures, excise taxes on certain excess pension plan assets, merger-related fair value adjustments, and litigation recovery. 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. Free cash flow is available to fund investing and financing activities.

Financial leverage ratio 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.



Adjusted EBITDA Margin and Leverage

| (\$ millions) ⁽¹⁾ | Twelve Months Ended December 31, | | | | | | | | | | | |
|--|----------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|-------------------|----------------|----------------|----------------|
| | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | Pro Forma 2020 | 2021 | 2022 | 2023 |
| Net Sales | 6,579 | 7,513 | 7,890 | 7,518 | 7,336 | 7,679 | 8,177 | 8,359 | 16,017 | 18,218 | 21,420 | 22,385 |
| Net income attributable to common stockholders | 201.8 | 276.4 | 275.9 | 210.7 | 101.6 | 163.5 | 227.3 | 223.4 | 115.6 | 408.0 | 803.1 | 708.1 |
| Net (loss) income attributable to noncontrolling interests | (0.1) | 0.1 | (0.5) | (2.3) | (0.5) | (0.3) | (2.0) | (1.2) | (0.5) | 1.0 | 1.7 | 0.6 |
| Preferred stock dividends | - | - | - | - | - | - | - | - | 30.1 | 57.4 | 57.4 | 57.4 |
| Provision for income taxes | 79.9 | 103.4 | 108.7 | 95.5 | 30.4 | 89.3 | 55.7 | 59.9 | 55.7 | 115.5 | 274.5 | 225.9 |
| Interest expense, net | 47.8 | 85.6 | 82.1 | 69.8 | 76.6 | 66.6 | 68.7 | 65.7 | 255.8 | 268.1 | 294.4 | 389.3 |
| Depreciation and amortization | 37.6 | 67.6 | 68.0 | 65.0 | 66.9 | 64.0 | 63.0 | 62.1 | 153.5 | 198.6 | 179.0 | 181.3 |
| EBITDA | 367.0 | 533.1 | 534.2 | 438.7 | 275.0 | 383.0 | 412.7 | 409.9 | 610.2 | 1,048.5 | 1,610.1 | 1,562.6 |
| Other expense (income), net | - | - | - | - | - | - | 2.8 | (1.6) | 4.6 | (48.1) | 7.0 | 25.1 |
| Stock-based compensation expense | - | - | - | - | - | - | - | 19.1 | 34.7 | 25.7 | 41.0 | 45.5 |
| Litigation recovery included in SG&A | 36.1 | (36.1) | - | - | - | - | - | - | - | - | - | - |
| Loss on debt extinguishment | 3.5 | 13.2 | - | - | - | - | - | - | - | - | - | - |
| Loss (gain) on divestitures and sale of assets | - | 2.3 | - | - | - | - | - | - | (19.8) | (8.9) | - | - |
| Loss on debt redemption | - | - | - | - | 123.9 | - | - | - | - | - | - | - |
| Merger-related and integration costs and fair value adjustments | - | - | - | - | - | - | - | 3.1 | 206.7 | 158.5 | 67.4 | 55.4 |
| Out-of-period adjustment | - | - | - | - | - | - | - | - | 18.9 | - | - | - |
| Restructuring costs | - | - | - | - | - | - | - | - | - | - | - | 16.7 |
| Adjusted EBITDA | 406.5 | 512.5 | 534.2 | 438.7 | 398.9 | 383.0 | 415.5 | 430.5 | 855.3 | 1,175.7 | 1,725.6 | 1,705.3 |
| Adjusted EBITDA margin % | 6.2% | 6.8% | 6.8% | 5.8% | 5.4% | 5.0% | 5.1% | 5.2% | 5.3% | 6.5% | 8.1% | 7.6% |
| Short-term debt and current portion of long-term debt, net | 39.8 | 40.1 | 49.1 | 44.3 | 22.1 | 35.3 | 56.2 | 26.7 | 528.8 | 9.5 | 70.5 | 8.6 |
| Long-term debt, net | 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 | 5,346.0 | 5,313.1 |
| 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 | 57.9 | 43.0 |
| Fair value adjustments to Anixter Senior Notes due 2023 and 2025 | - | - | - | - | - | - | - | - | (1.7) | (0.9) | (0.3) | (0.1) |
| 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 | 5,474.1 | 5,364.6 |
| 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 | 527.3 | 524.1 |
| 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 | 4,946.8 | 4,840.5 |
| Financial leverage ratio | 4.5x | 3.0x | 2.7x | 3.4x | 3.2x | 3.3x | 2.7x | 2.7x | 5.3x | 3.9x | 2.9x | 2.8x |



(1) Certain amounts may not foot or recalculate due to rounding from thousands to millions for presentation of this table.

Free Cash Flow

| (\$ millions) | Twelve Months Ended December 31, | | | | | | | |
|---|----------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
| Cash flow provided by operations | 288.2 | 315.1 | 251.2 | 283.1 | 300.2 | 149.1 | 296.7 | 224.4 |
| Less: Capital expenditures | (23.1) | (27.8) | (20.5) | (21.7) | (18.0) | (21.5) | (36.2) | (44.1) |
| Add: Non-recurring pension contribution | - | 21.1 | - | - | - | - | - | - |
| Free cash flow | 265.1 | 308.4 | 230.7 | 261.4 | 282.2 | 127.6 | 260.5 | 180.3 |



