



Wesco International

Investor Overview

November 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, 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. 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 combined 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 (the "SEC").

Non-GAAP Measures

In addition to the results 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 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 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.



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

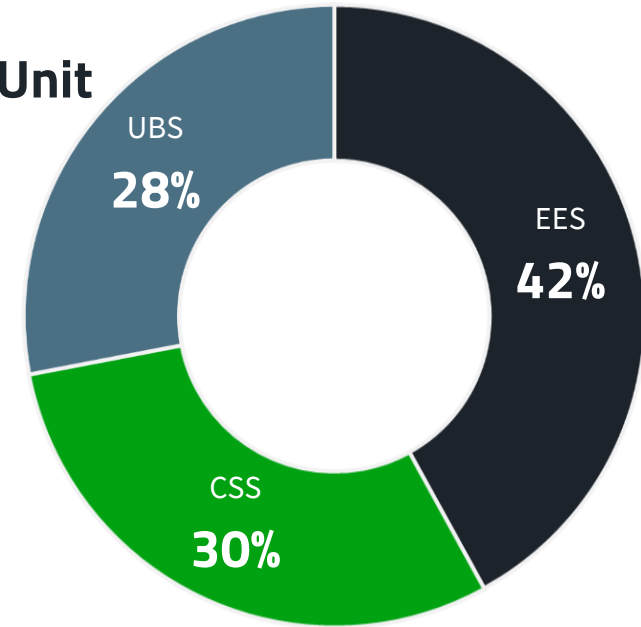
~800
Locations

#1
In North
America

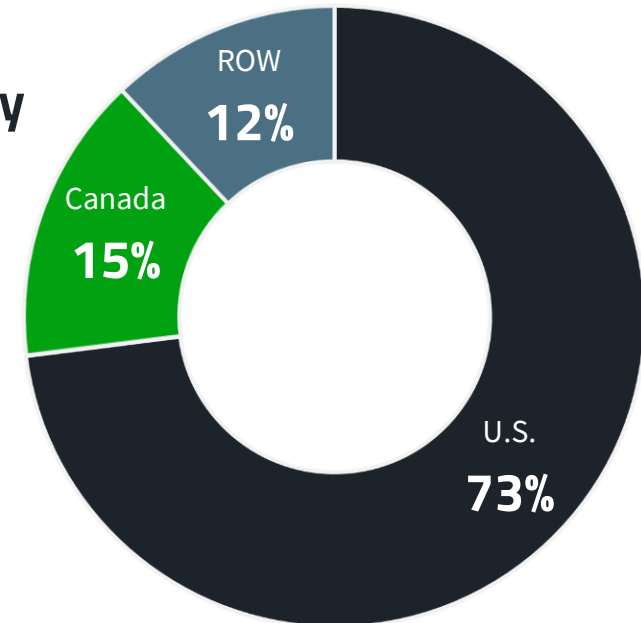


Note: Sales amounts are on a trailing twelve-month basis (TTM)
Source: 2022 MDM Top Distributors List

Sales By Business Unit



Sales By Geography



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

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

3 Operational and Supply Chain Excellence

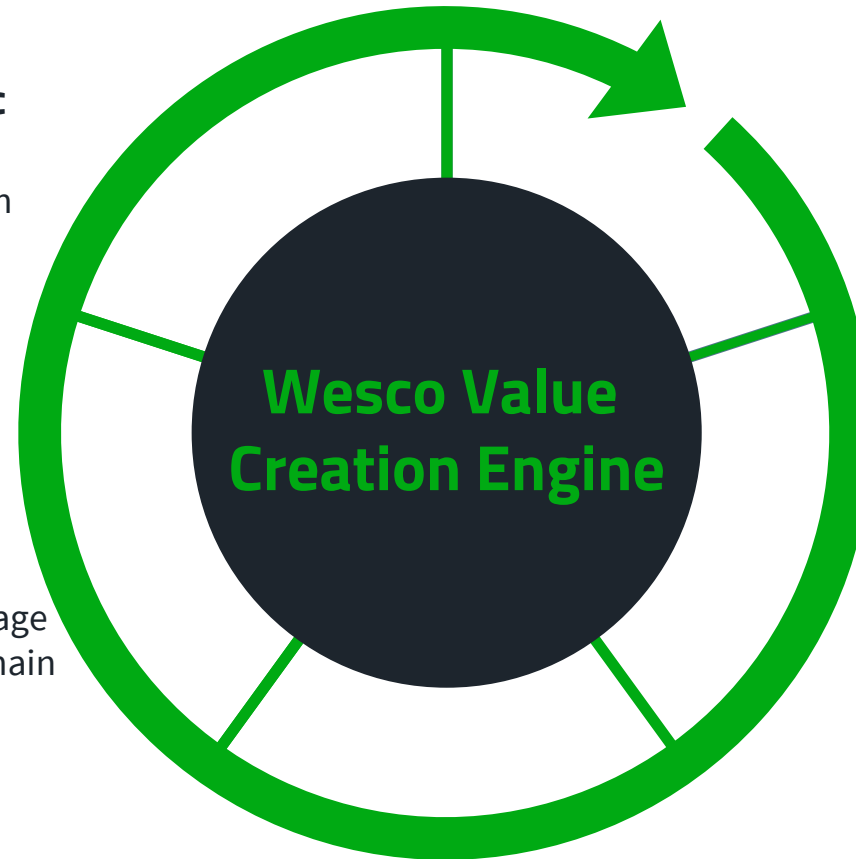
- Proven integration and synergy-capture capabilities
- Margin improvement and productivity programs
- Continuous improvement culture founded on lean principles

1 Positioned In the Right End-Markets

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

2 Driving Market Outperformance

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



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

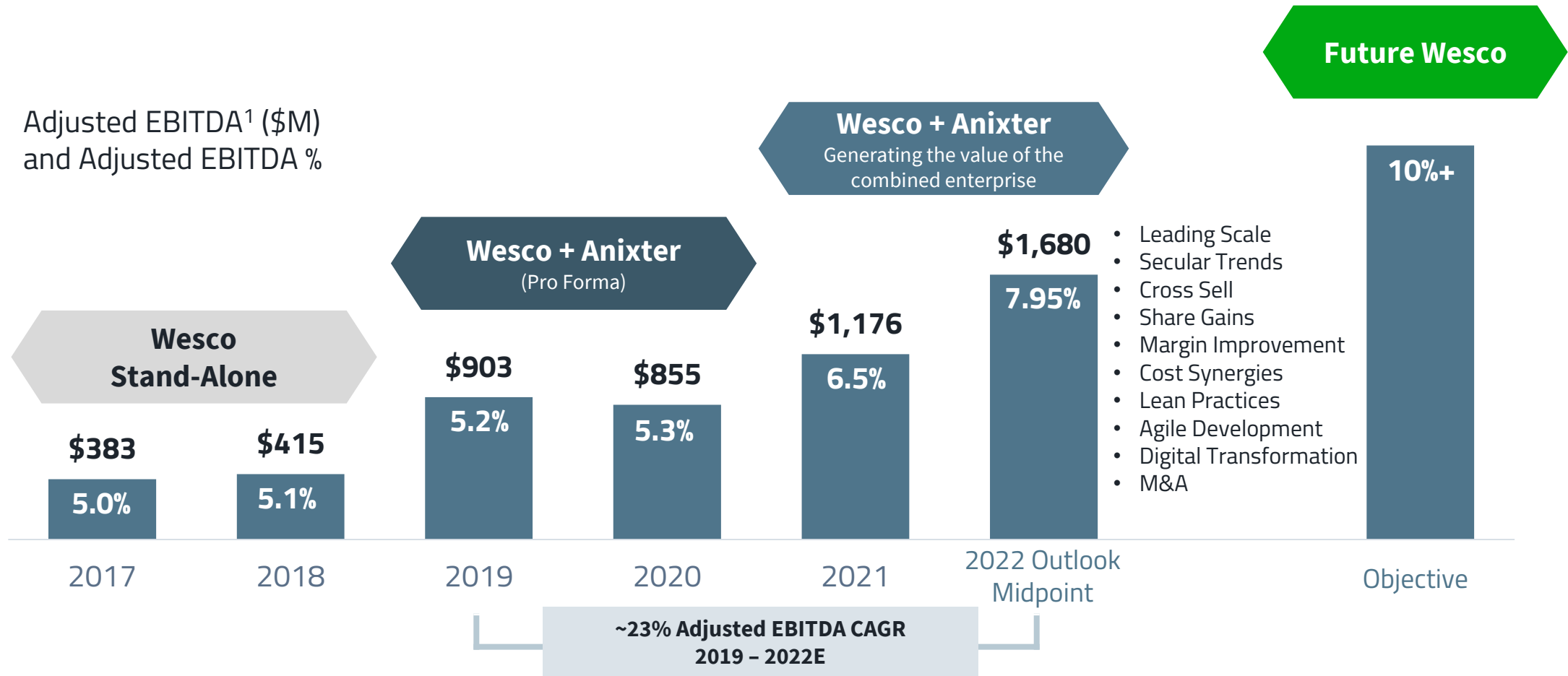
Increasing Public Sector Investment

- \$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

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

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

Enterprise Systems

Front Office

Mid Office

Back Office



Digital Services

Omnichannel

Products and Platform



Big Data

Supplier/OEM/Product
Data Sets



Wesco's
Data Sets



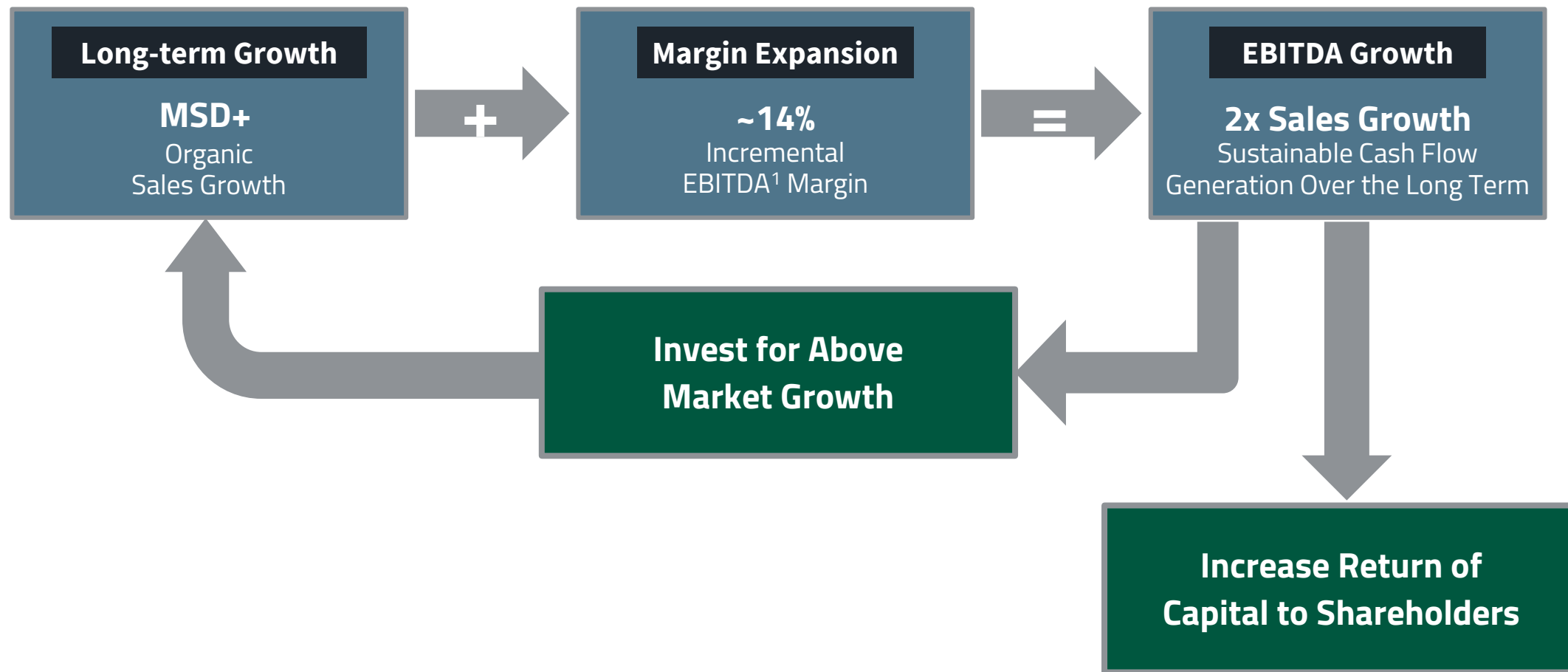
Customer and Industry
Data Sets

Data Office



Digitally transforming our company

Annual Value Creation Framework



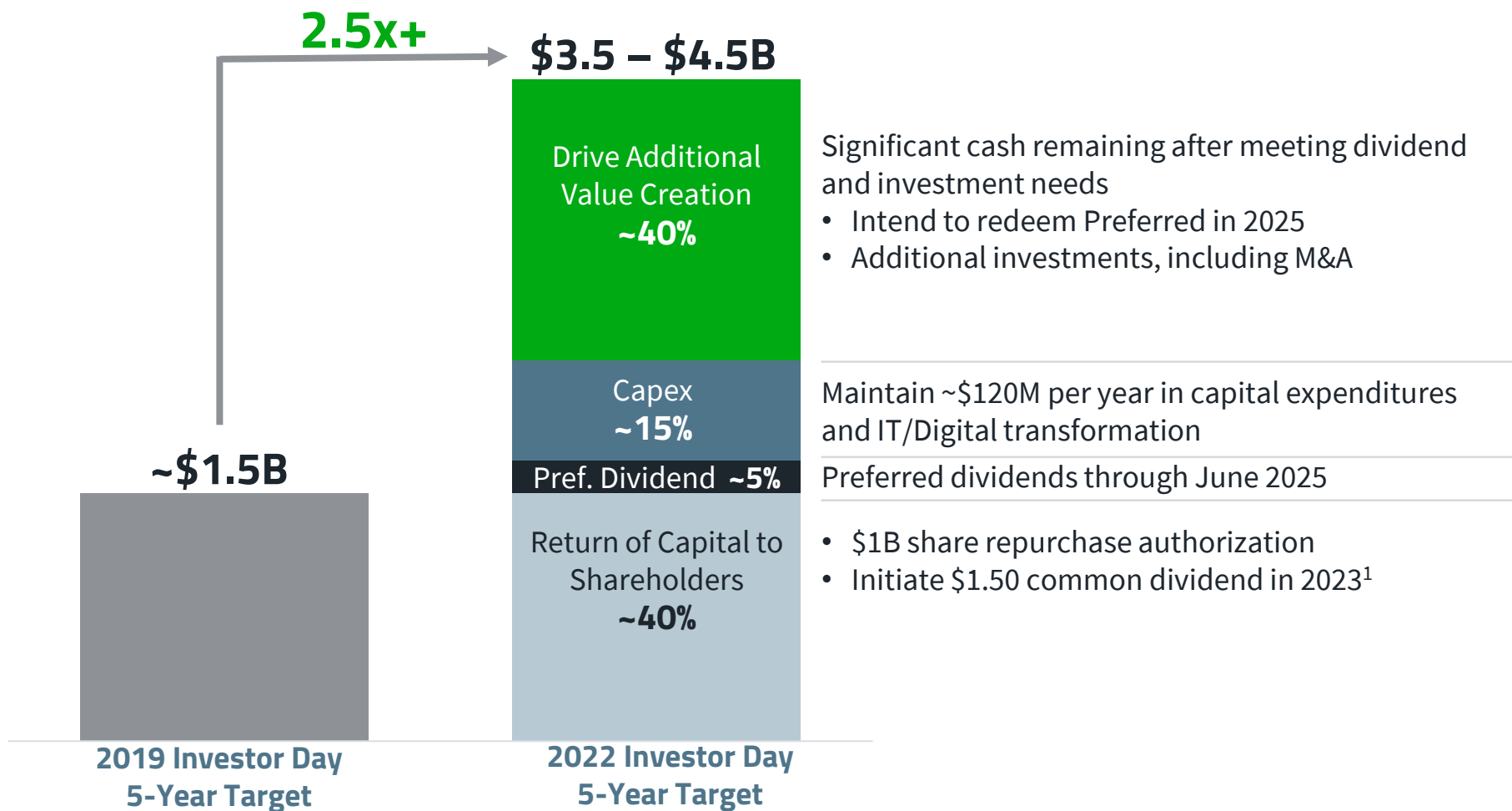
Virtuous cycle of value creation for new Wesco



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.

Step Function Increase in Cash Generation

5-Year Operating Cash Flow



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



Appendix



Adjusted EBITDA

(\$ millions)	Wesco International					EES		CSS		UBS	
	Twelve Months Ended December 31,					Twelve Months Ended December 31,		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%