
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 AND EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): March 5, 2015

WESCO International, Inc.

(Exact name of registrant as specified in its charter)

Commission file number **001-14989**

Delaware

(State or other jurisdiction of
incorporation or organization)

**225 West Station Square Drive
Suite 700**

Pittsburgh, Pennsylvania

(Address of principal executive offices)

25-1723342

(I.R.S. Employer
Identification No.)

(412) 454-2200

(Registrant's telephone number, including area code)

N/A

(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))
-
-

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 March 5, 2015, members of senior management of WESCO International, Inc. (the "Company") will present to investors at the Company's Investor Day 2015. The presentation will include written communication comprised of slides and will be accessible on the Company's website via webcast. The slides from the presentation 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

The following are furnished as exhibits to this report.

99.1 Slide presentation for investors

SIGNATURE

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.

March 5, 2015

(Date)

WESCO INTERNATIONAL, INC.

/s/ Kenneth S. Parks

Kenneth S. Parks

Senior Vice President and Chief Financial Officer



ONE WORLD. ONE WESCO.

WESCO International

John Engel
Chairman, President, and Chief Executive Officer

WESCO Investor Day 2015



Safe Harbor Statement

Note: All statements made herein that are not historical facts should be considered as “forward-looking statements” within the meaning of the Private Securities Litigation Act of 1995. Such statements involve known and unknown risks, uncertainties and other factors that may cause actual results to differ materially. Such risks, uncertainties and other factors include, but are not limited to: adverse economic conditions; increase in competition; debt levels, terms, financial market conditions or interest rate fluctuations; risks related to acquisitions, including the integration of acquired businesses; disruptions in operations or information technology systems; expansion of business activities; litigation, contingencies or claims; product, labor or other cost fluctuations; exchange rate fluctuations; and other factors described in detail in the Form 10-K for WESCO International, Inc. for the year ended December 31, 2014 and any subsequent filings with the Securities & Exchange Commission. Any numerical or other representations in this presentation do not represent guidance by management and should not be construed as such. The following presentation includes a discussion of certain non-GAAP financial measures. Information required by Regulation G with respect to such non-GAAP financial measures can be found in the appendix and obtained via WESCO’s website, www.wesco.com.



2015 WESCO Investor Day Agenda

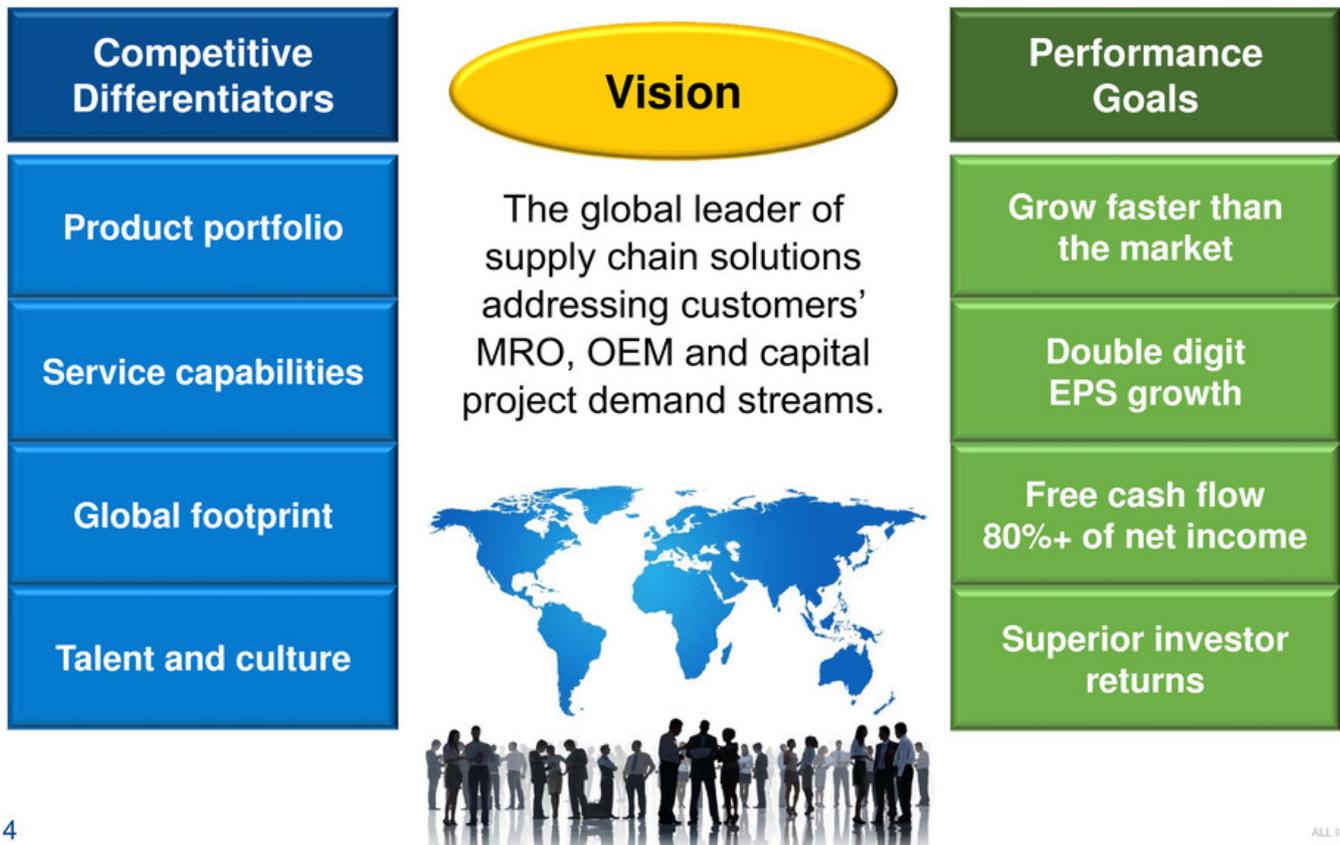
Investor Day begins at 1:00 p.m.

Welcome and WESCO Overview	John Engel <i>Chairman, President, and Chief Executive Officer</i>
Operations	Steve Van Oss <i>Senior Vice President and Chief Operating Officer</i>
U.S.	Andy Bergdoll <i>Group Vice President and General Manager, United States</i>
Canada	Harald Henze <i>Group Vice President and General Manager, Canada</i>
<i>Break</i>	
Sales and Marketing	David Bemoras <i>Vice President, Global Sales and Marketing</i>
International	Les Kebler <i>Group Vice President and General Manager, International</i>
Financial Overview	Ken Parks <i>Senior Vice President and Chief Financial Officer</i>
Q&A and Closing Remarks	John Engel <i>Chairman, President, and Chief Executive Officer</i>

Cocktail Reception at 5:30 p.m.



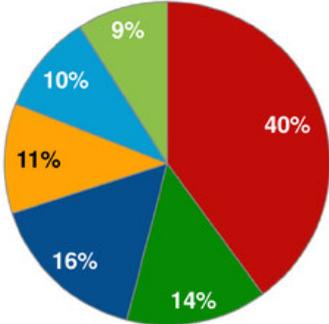
WESCO Overview





Competitive Differentiator: Product Portfolio

Product Categories



General Supplies
Communications & Security
Wire, Cable & Conduit
Electrical Distribution & Controls
Lighting & Sustainability
Automation, Controls & Motors

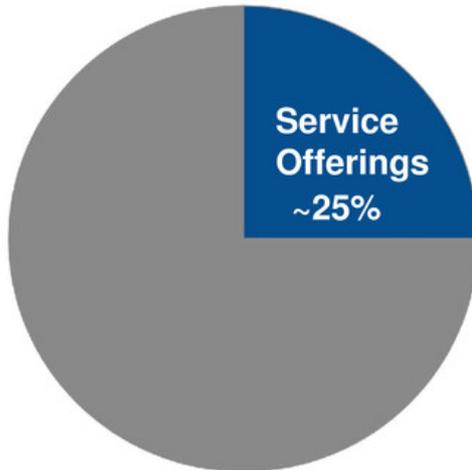
Value Drivers

- Fulfill MRO, OEM, capex customer demand streams
- Broaden product portfolio
- Improve margin profile
- Expand global sourcing
- Increase private label
- Supplier-optimized value chain

...providing world class brands when and where needed



Competitive Differentiator: Service Capabilities



2014
\$7.9B Sales

Value Drivers

Expand service offerings:

- Storeroom services
- Inventory management
- Logistics
- Warehousing
- Kitting/pre-assembly
- Labor and supply chain outsourcing
- Capital project management
- IT procurement solutions

...providing a comprehensive service value proposition for customers

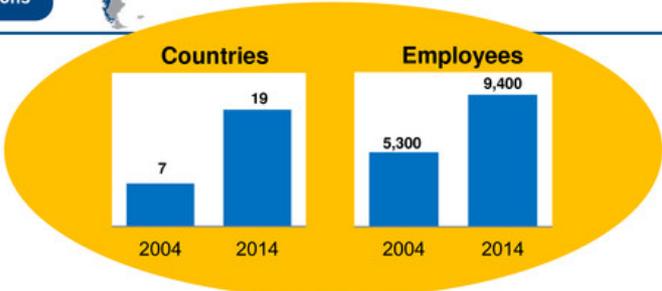


Competitive Differentiator: Global Footprint



Value Drivers

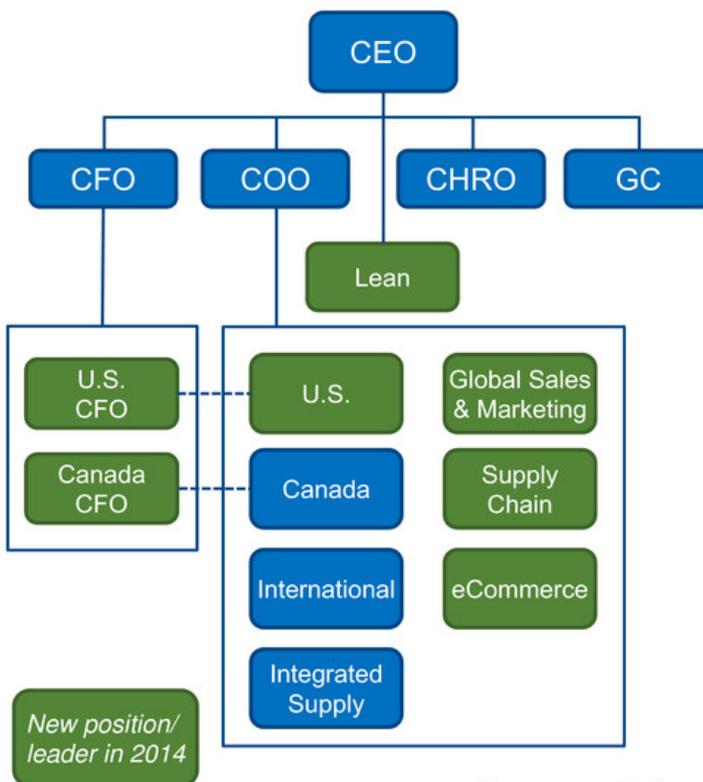
- Accelerate One WESCO growth strategy with blue chip customers
- Extend service capabilities
- Grow organically through local presence
- Further expand through bolt-on acquisitions



...expanding globally with blue chip customers



Competitive Differentiator: Talent Management



Value Drivers

- One U.S. business leader
- New Global Sales and Marketing organization
 - End market sales leaders
 - Product category managers
 - Call centers
- Added eCommerce and Supply Chain business leaders
- Added finance capabilities within geographic businesses
- New Lean leader

...human talent is our differentiating value creator



Competitive Differentiator: Continuous Improvement Culture



**WESCO
LEAN INITIATIVE**
SIMPLICITY.
EFFICIENCY.
PROFITABILITY.

Pull system for continuous improvement to drive business results by engaging employees at all levels to be customer focused, process minded, relentless in waste reduction, and empowered to lead positive change.

WESCO Lean Journey

- Enterprise-wide application and results
 - Focus on sales, operations and transactional processes
 - Industry-leading value creation program for customers
- Lean leadership, culture and certification programs
- Dedicated field resources driving increase in kaizens
- A distinct, competitive differentiator



WESCO Strategy





Accelerate One WESCO Growth Strategy



Integrate our portfolio of products, services, and supplier relationships into comprehensive supply chain solutions for our customers' global MRO, OEM, and capital project needs.

Priorities

- Focus on profitable organic growth opportunities
- Integrating all our efforts around customers
- Branding, demand creation programs, and marketing leverage
- New sales and specialist training and solution selling
- Refined management incentive and salesforce compensation plans



Investing in Growth Engines

Business Models

1



Global Accounts & Integrated Supply

Global Accounts

Provides comprehensive supply chain solutions to Fortune 1000 and other multi-site companies for their MRO, OEM, and capital expenditure needs

Integrated Supply

Provides turnkey outsourcing solutions for MRO and OEM procurement and other supply chain needs

Focus End Markets

2



Industrial

3



Construction

4



Utility

Focus Product Categories

5



Communications & Security

6



Lighting & Sustainability

7



MRO & Safety

Key Capabilities

8



Acquisitions

...to strengthen portfolio and drive profitable sales growth



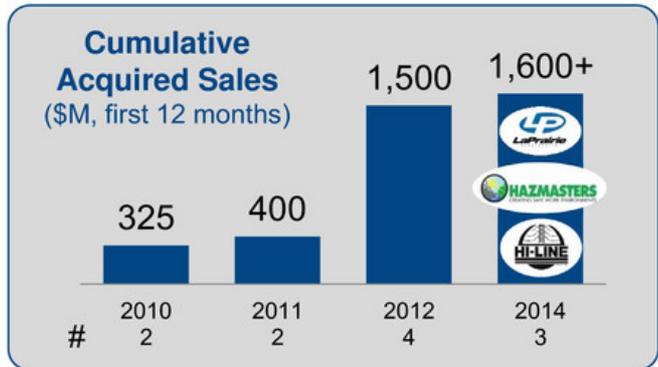
Acquisitions

Strategy and Priorities

- 1 Consolidate core electrical products and services category in North America
- 2 Expand into adjacent MRO product and services categories
- 3 Follow customers globally and establish local operations in high priority countries.

Acquisition Criteria

- ✓ Consistent with WESCO strategy
- ✓ Rate of return greater than WESCO risk-adjusted average cost of capital
- ✓ Accretive in first year of operation
- ✓ Margins higher than WESCO



...driving strategic growth and shareholder value



2015 WESCO Investor Day Agenda

	Key Messages
Operations	Business simplification and supply chain focus in 2015
U.S.	New business leadership team with positive momentum
Canada	Seasoned team managing in tough environment
Sales and Marketing	New integrated front-end producing sales growth results
International	Stronger team with focused execution
Financial Overview	2015 update and performance goals for next 5 years



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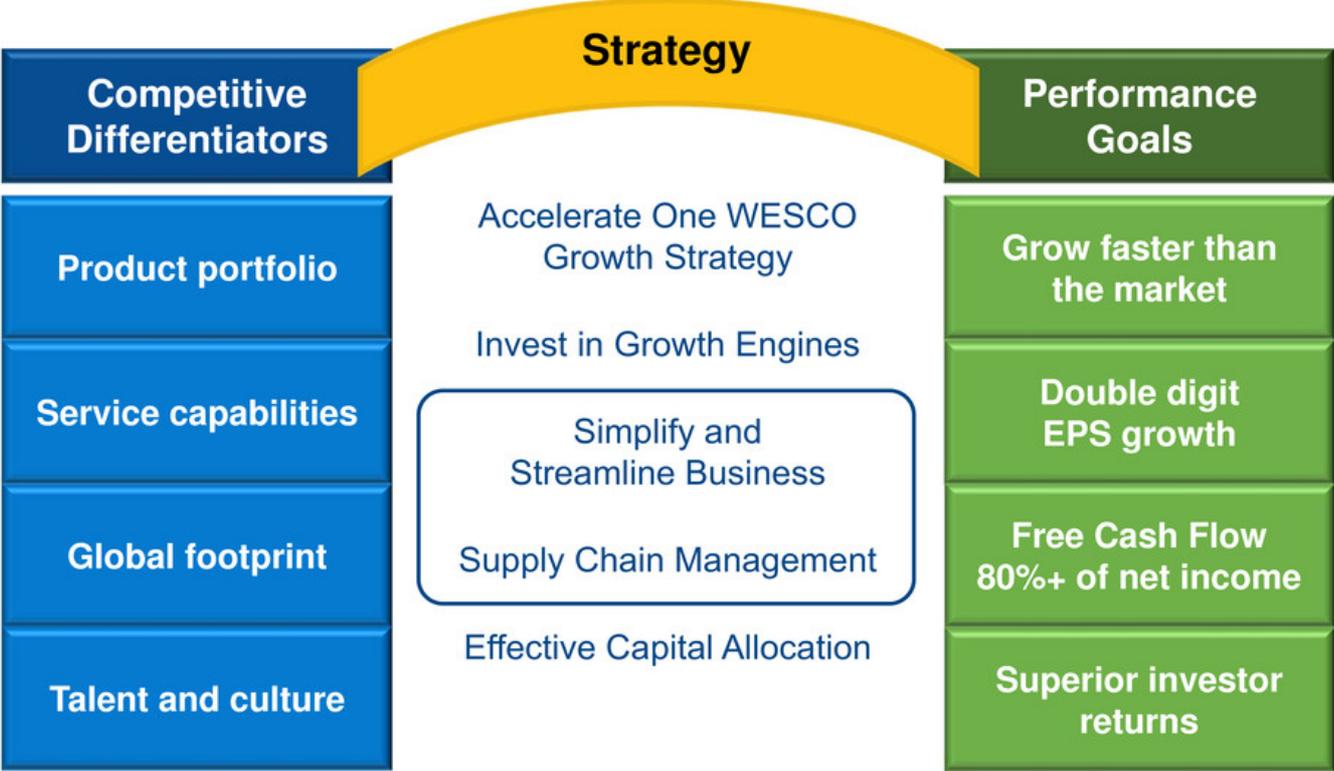
Operations

Steve Van Oss,
Senior Vice President and Chief Operating Officer

WESCO Investor Day 2015



WESCO Strategy





Operations Agenda



Safety



Operations



Transportation



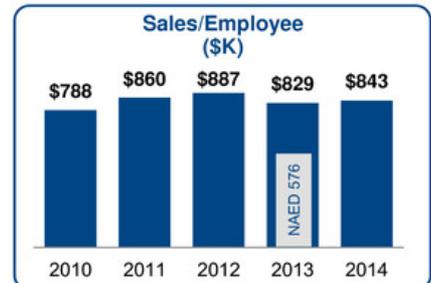
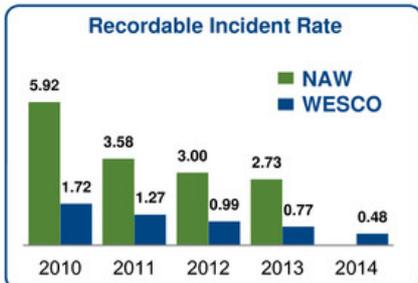
Network Optimization



Strategy
<ul style="list-style-type: none">• Simplify and streamline business<ul style="list-style-type: none">– Lean– Footprint– eCommerce• Supply chain management<ul style="list-style-type: none">– Optimize supply base– Purchasing leverage– Inventory management• Pricing improvement



Operations KPIs



Safety

Initiatives

- Health and Safety Training
- Kaizen events
- Branch audits
- Claims management

5 consecutive years with a decrease in the OSHA rate

Quality & Delivery

Initiatives

- Voice of the customer
- Order fulfillment
- Warehouse kaizens
- Truck routing automation and optimization

Improving inventory days while maintaining >95% fill rate

Cost

Initiatives

- Lean
- Transportation
- Network optimization

Consistently above NAED metrics

...focus on SQDC improvements



Simplify and Streamline Business: Lean



**WESCO
LEAN INITIATIVE**
SIMPLICITY.
EFFICIENCY.
PROFITABILITY.

Leader: Robert Allsop

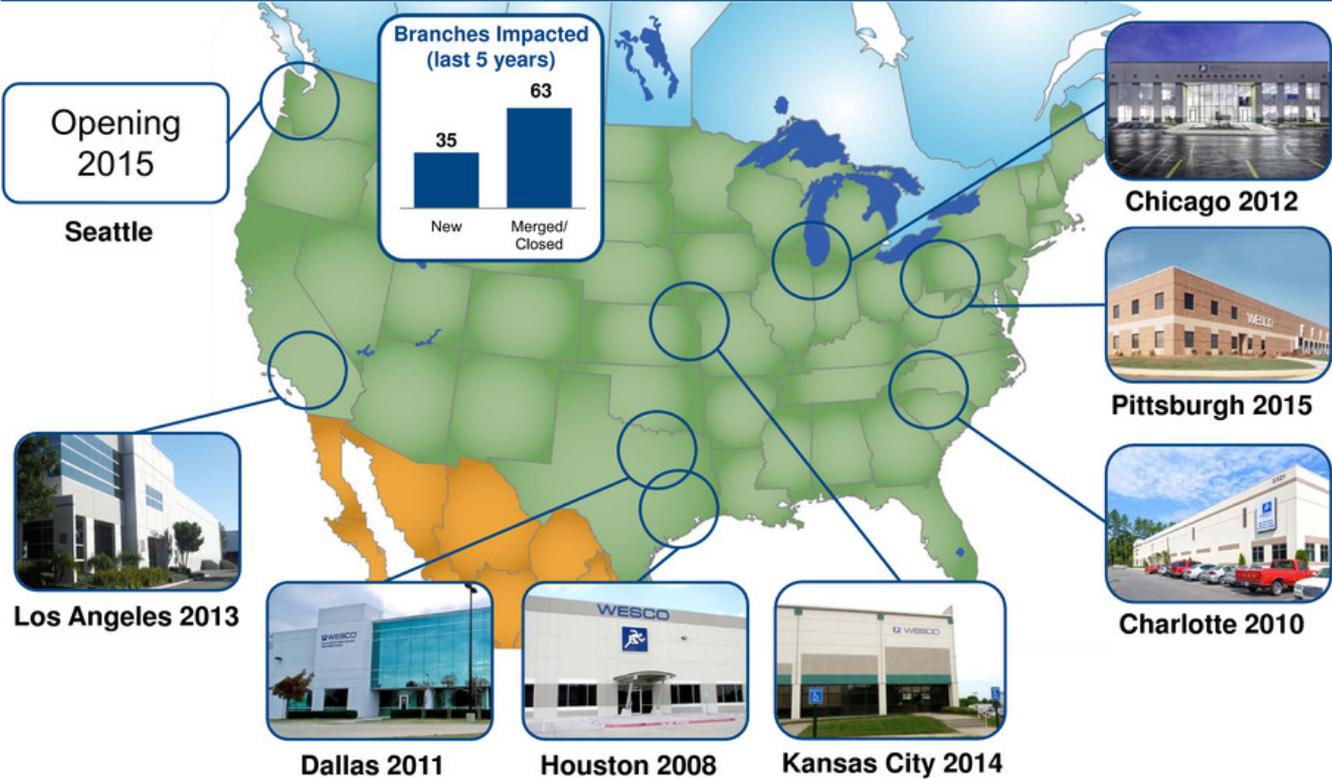
Joined WESCO in
September 2014

Priorities

- Improve customer service and experience
 - Voice of customer process (VOC)
 - Kaizen events targeting quality and delivery KPIs
- Improve cost
 - Branch daily management scorecards
 - Branch center of excellence deployment
 - Transportation cost reduction



Simplify and Streamline Business: Footprint



...accelerating sales growth through One WESCO locations



Network Optimization

Pittsburgh Consolidation

- >\$1B addressable market
- Expanding distribution center coverage for local market
- Consolidating branches from 7 to 3
- Leveraging capabilities and technology to support direct fulfillment and improve customer service



Status

Implemented consolidation
November 2014 to January 2015

Expected Benefits

- Faster delivery and higher fill rates
- ~\$1.5M operating expense reduction
- ~\$1M inventory reduction

...improves customer service while reducing costs



Simplify and Streamline Business: eCommerce

Strategic Objectives

- Reduce costs and expand profitability
- Grow customer revenues
- Retain and acquire new customers

Leader: Dale Kendall

Joined WESCO in
September 2014

Priorities

- Develop strategic plan
- Enhance platform and build program capabilities
- Build eCommerce team
- Upgrade digital marketing programs and tools
- Expand content and improve online catalogs
- Drive eCommerce sales volumes

...initiating development of a new sales channel



Supply Chain Management

Strategic Objectives

- Consolidate and coordinate procurement functions
- Develop, implement, and sustain global best practices
- Leverage \$6B spend
- Expand operating margins

Leader: Hemant Porwal

Joined WESCO in
January 2015

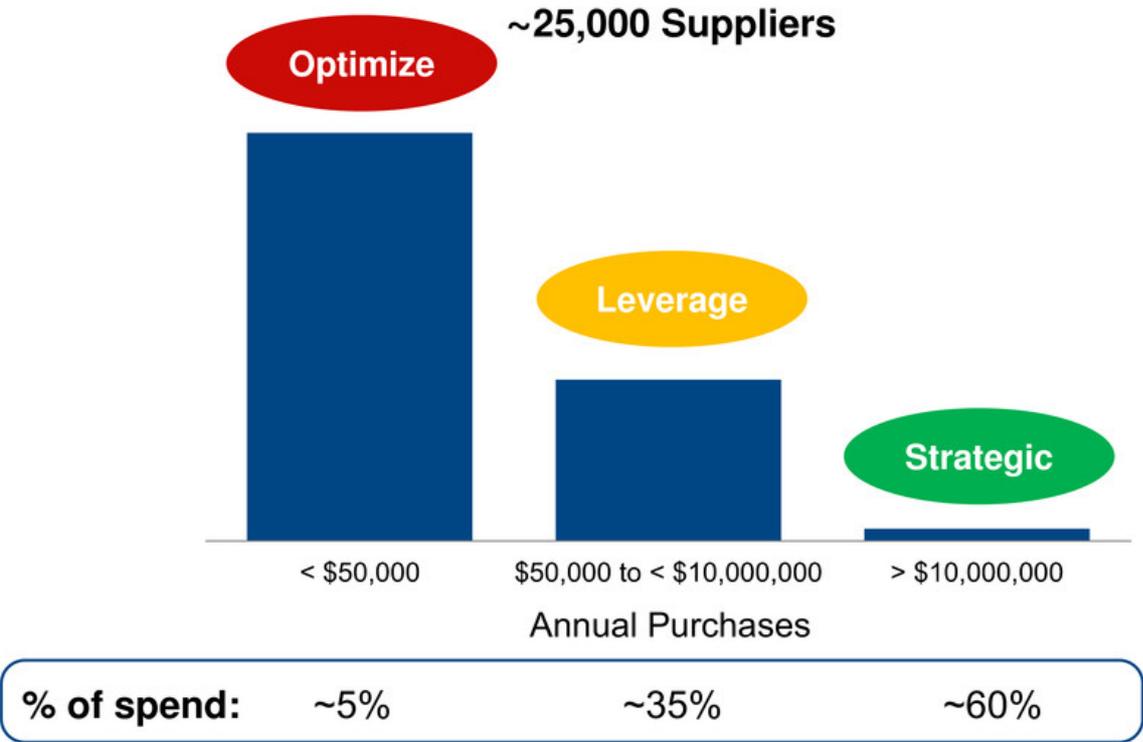
Priorities

- Optimize supplier base
- Coordinate product category pricing and procurement regionally, then nationally
- Drive best-in-class results for inventory management and services
- Centralize procurement services for efficiency while maintaining effectiveness

...an important profitability contributor



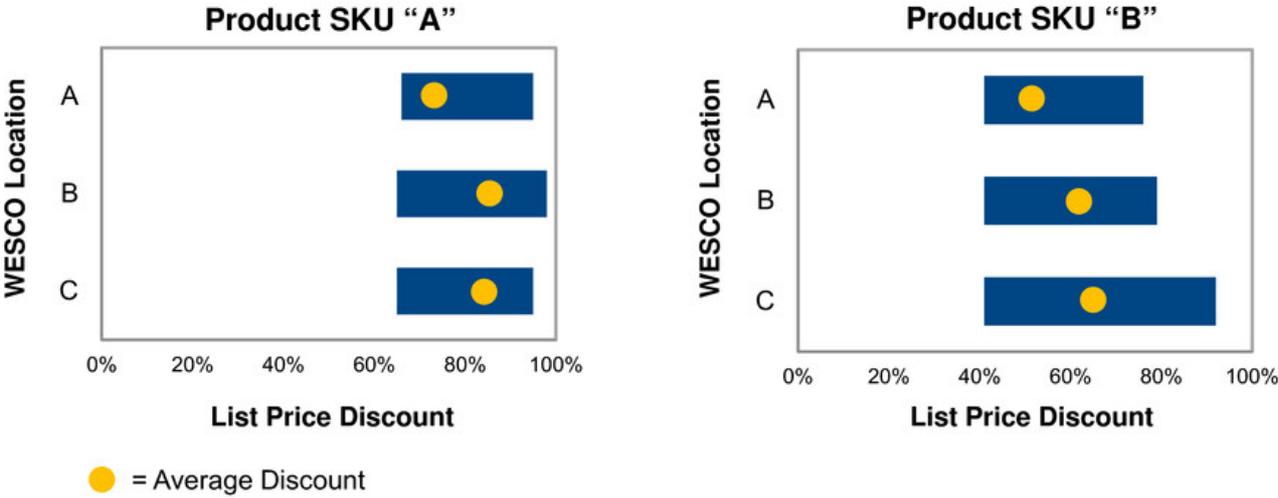
Supply Chain Management



...leveraging scale and scope to improve profitability



Supply Chain Management: Products



Opportunity to identify common SKUs to leverage volumes and establish better prices

...building stronger relationships with blue chip suppliers



Supply Chain Management: Suppliers



● = Average Discount

Use purchase volume leverage to reduce product cost

...leveraging scale and scope to improve profitability



Pricing Improvement

<p>Dynamic Floor Pricing</p>	<ul style="list-style-type: none"> • Price set at margin expansion level • Utilizes market data • Limited downward price authority
<p>Price Bump</p>	<ul style="list-style-type: none"> • Leverage off announced price increases • Percentage added to supplier price sheets • Coordinated across multiple suppliers
<p>List/Discount Methodology</p>	<ul style="list-style-type: none"> • Suitable for standard catalog items • Provides mechanism for efficient price management and inside sales control • Pilot results encouraging

Pricing Priorities			
Pricing categorization and optimization	Price increase management	Customer rebate management	Precision based selling
Robust tools and systems			
Investment in talent			

...selling value is critical to improving pricing



Operations Summary

- Expanded leadership team in place
- One WESCO location expansion to improve operational capabilities and performance, customer service, and cost
- Execute on supply chain management and pricing initiatives to improve order fulfillment, optimize the supply base, and maintain stable gross margins
- Maintain a safe work environment for our employees





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United States

Andy Bergdoll
Group VP & GM, US Operations

WESCO Investor Day 2015



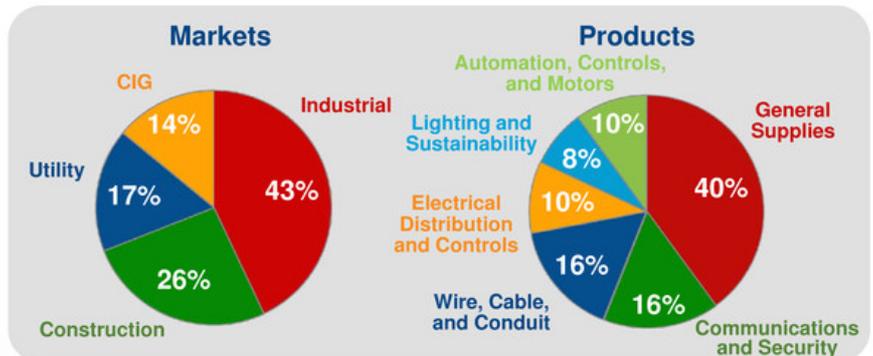
U.S. Business

\$300B Addressable Market

- 340 Branches
- 5 Distribution Centers
- ~6,100 employees
- \$5.6 Billion Annual Sales



Sales Profile



Value Proposition

Create competitive advantage as premier supply chain solutions provider

- Business models to manage MRO, OEM, capital project demand streams
- Service, cost savings, and risk management for customers
- Long-term customer and supplier partnerships generating mutual value
- Growth and profitability expansion for WESCO and core suppliers
- Leadership to engage, develop, attract and retain talent

...WESCO's largest geographic market

ALL ID15



Key U.S. Business Trends



Supply Chain Structural Changes

- Customer, supplier, channel consolidation
- Sophistication of procurement processes and outsourcing of supply chain
- Demographic changes driving changes in demand and consumption



Product and Technology Changes

- Solid state lighting adoption
- Data consumption boom (broadband, security, internet of things)
- Revolution in automation and control (IP addressable everything, smart grid)



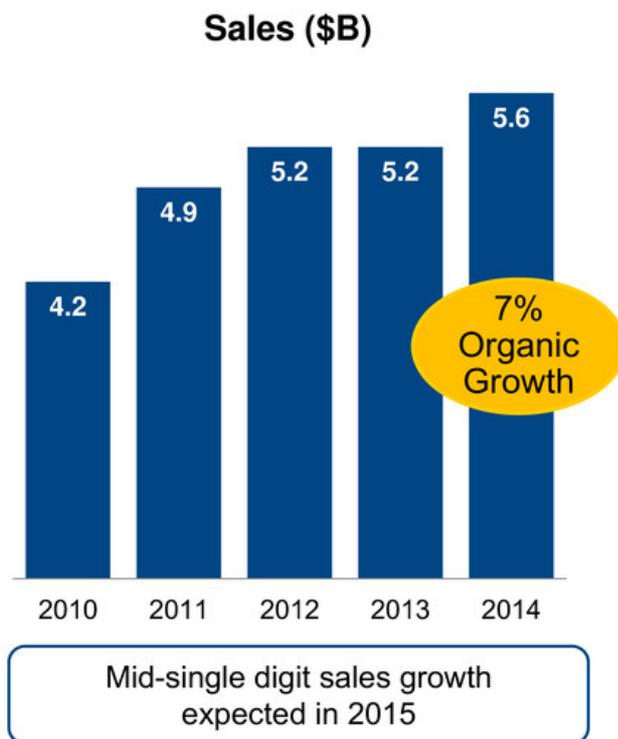
Energy Development

- Domestic energy production
- Energy infrastructure investments
- Renaissance in energy intensive industries

...provide long-term growth opportunities



U.S. Growth



Growth Drivers

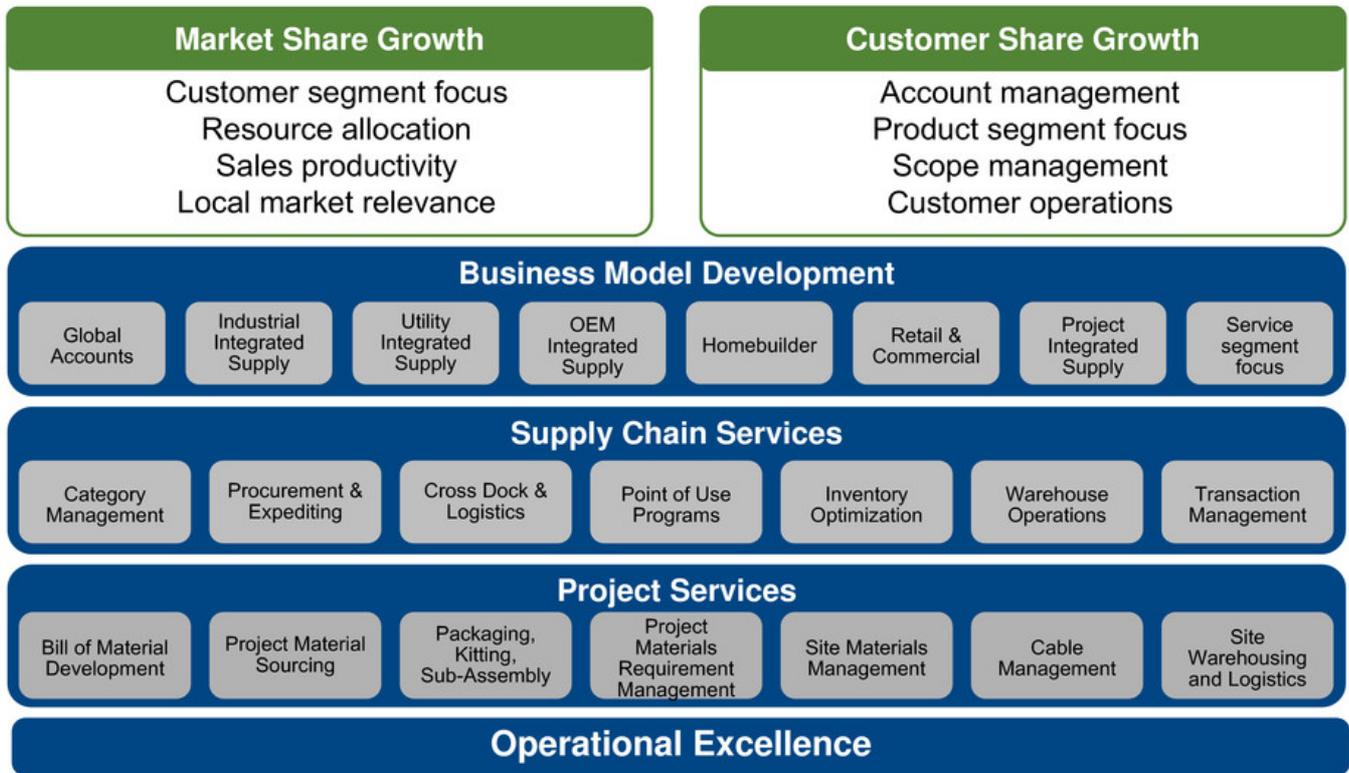
- One WESCO operating model
- End market focused sales force
- Product category management
- Service model expansion
- Empowered business leadership

...successful first year transition

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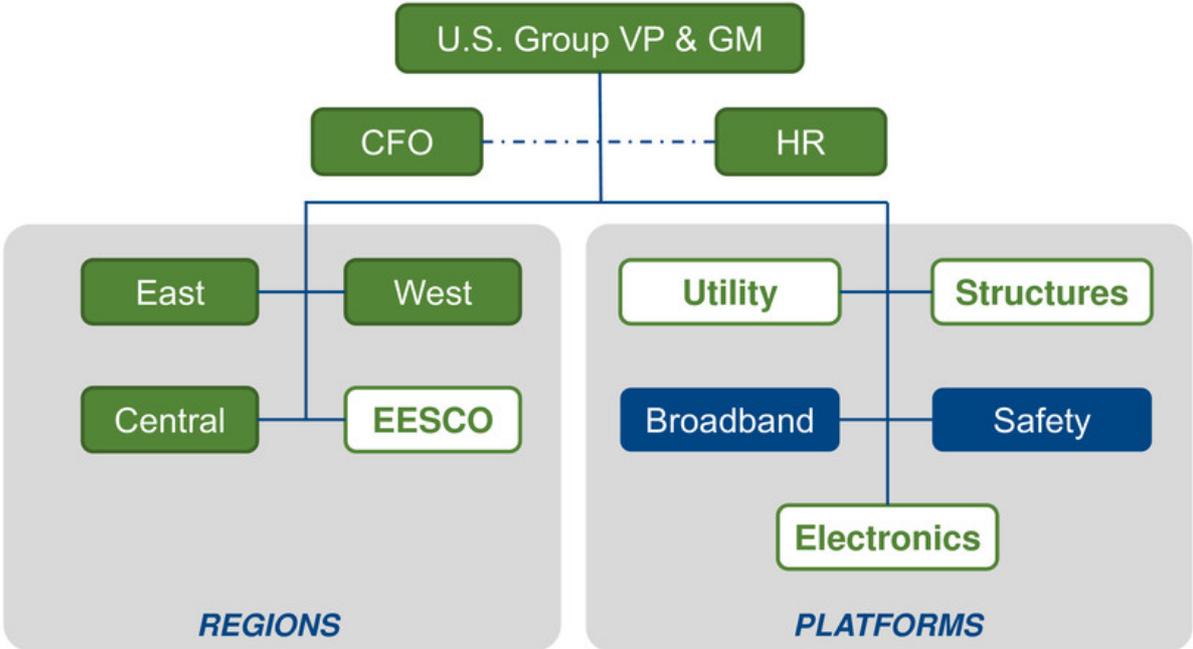
U.S. Growth Model



...products and services managed with operational excellence



New U.S. Structure



New organization/position

New leader

...implemented in January 2014

ALL ID15



U.S. Strategic Priorities

Overall

1. One WESCO strategy execution – accelerate sales and improve profitability
2. Continue build out of organization
3. Invest in growth engines
4. Simplify and streamline business
5. Strengthen portfolio through acquisitions

Regions

- Expand Enterprise and Construction sales force
- Further execute One WESCO product expansion strategy (“checkerboard”)
- Optimize branch and distribution center service network
- Leverage Platform capabilities

Platforms

- Accelerate growth in profitable platform businesses
- Refine and expand business models
- Apply platform business models to new customer segments

...focused on profitable growth

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One WESCO Success Stories

Oil & Gas Downstream Electrical MRO



- Existing relationship with upstream procurement management team
- Developed customized service model to address downstream opportunities
- Awarded 5 year contract plus potential access to new project opportunities

Data Center Supply Chain Solution



- Positioned WESCO as the supply chain leader in data center solutions for secure infrastructure
- End-user trusted advisor and product expert
- Datacom, security, lighting, wire and turnkey product sourcing provided to end user customers

...growing in size and number

ALL ID15



U.S. Summary

- U.S. market provides attractive growth prospects
- WESCO has strong capabilities, extensive infrastructure, a broad product and services portfolio, and a competitive advantage across U.S.
- Long-term competitive advantage in the U.S. being developed through execution of the One WESCO strategy
- 2015 focus on margin improvement and accelerating profitable growth





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Canada

Harald Henze,
Group Vice President and General Manager

WESCO Investor Day 2015



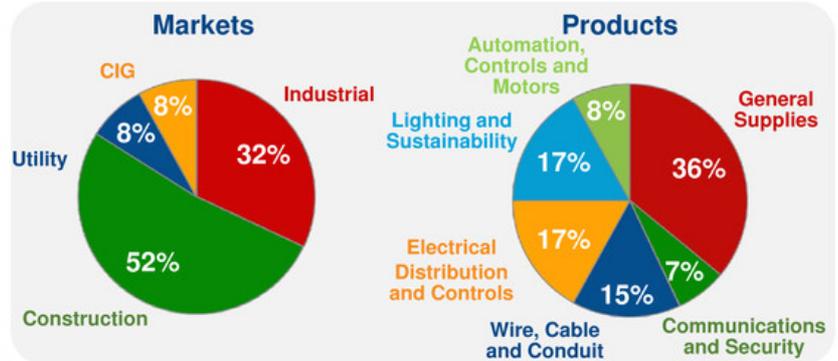
Canada Business

\$7B+ Addressable Market

- 120 Branches
- 4 Distribution Centers
- ~1,900 Employees
- \$1.9B Annual Sales



Sales Profile



Value Proposition

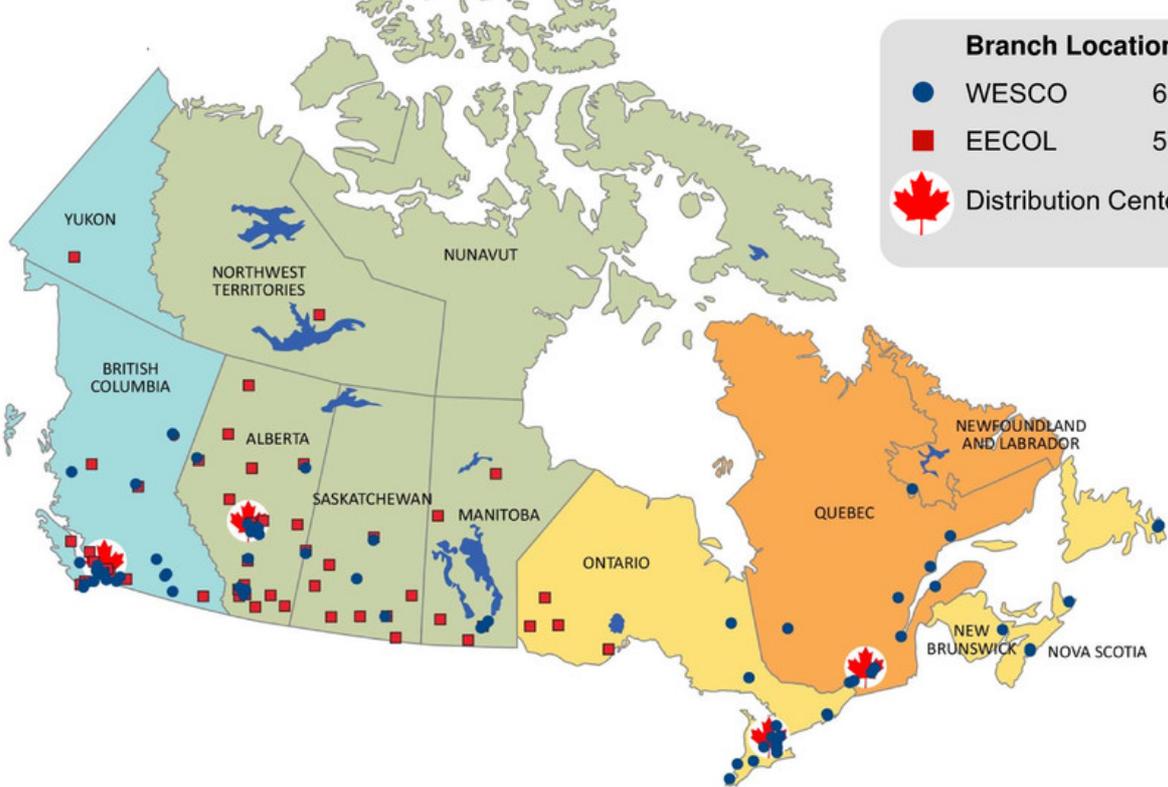
- WESCO and EECOL – dual channel strategy
- Maximizing world class supplier relationships
- Leveraging safety across both channels
- Lean for continuous improvement and customer value creation

...an important geographic market

ALL ID15



WESCO Canada



...strong presence across all provinces



Canadian Market



- Driven by natural resource sectors
- Long term growth prospects for oil, gas, and mining remain attractive
- Construction is one of Canada's largest industries
- Utility provides long-term growth prospects, while challenging in the near-term
- Green and sustainability initiatives are creating opportunities for lighting and controls

WESCO Canada business has significantly improved its market position over the last five years



Anticipated Business Environment

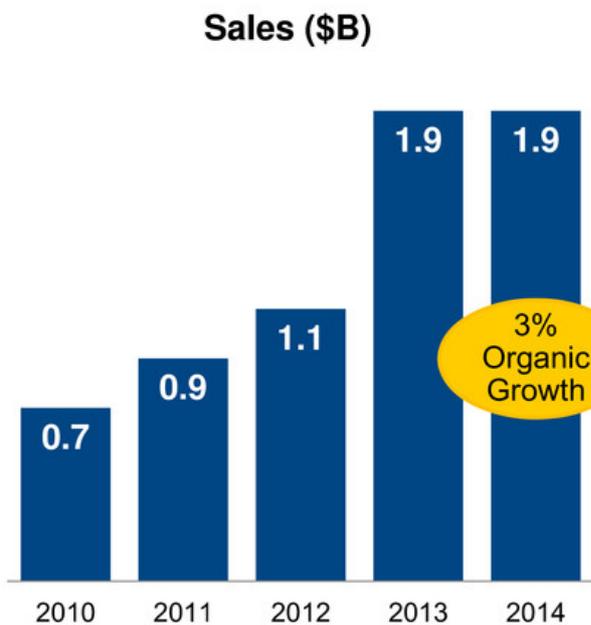


			
Alberta	<ul style="list-style-type: none"> • Commercial Construction 	<ul style="list-style-type: none"> • Utility 	<ul style="list-style-type: none"> • Oil and Gas • Residential • Government
Saskatchewan / Manitoba	<ul style="list-style-type: none"> • Commercial Construction 	<ul style="list-style-type: none"> • Utility • Mining 	<ul style="list-style-type: none"> • Government • Oil and Gas • Residential
Ontario	<ul style="list-style-type: none"> • Manufacturing • Transportation 	<ul style="list-style-type: none"> • Government • Multifamily Residential • Utility 	<ul style="list-style-type: none"> • Commercial Construction • Residential • Solar and Wind • Mining
British Columbia	<ul style="list-style-type: none"> • Forestry • Multifamily Residential • Commercial Construction 	<ul style="list-style-type: none"> • Utility • Residential • OEM • Government 	<ul style="list-style-type: none"> • Mining • Oil & Gas
Quebec	<ul style="list-style-type: none"> • Government • Industrial 	<ul style="list-style-type: none"> • Commercial Construction 	<ul style="list-style-type: none"> • Residential • Mining • Solar and Wind

...growth opportunities exist in 2015 but headwinds are increasing



Canada Growth



Low-single digit sales growth
expected in 2015

Growth Drivers

- Dual brand operating model
- End market focused sales force and expand customer base
- Product category management
- Geographic expansion of recent acquisitions
- Lean implementation within EECOL

...solid track record of results

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Canadian Investments

Organic



**Edmonton
Distribution Center**
*Opened 2009;
expanded 2012*



**Toronto
Distribution Center**
Opened 2012



**Montreal
Distribution Center**
Opened 2013

6 new branches opened since 2012

Acquisitions since 2010



...strengthen our leadership position in the market



Success Stories

Commercial Contractors Project & Warehouse



- Partnered with a 3rd party service provider to serve small to medium contractors
- New marketing channel
- Utilized WESCO's branch footprint and DC network
- Extensive project management capabilities shared with contractors
- Won several new awards and working on others

Healthcare Lighting & Electrical MRO



- Global Accounts and Canadian sales team worked with a national healthcare procurement services organization
- Won a five year national blanket agreement for lighting and electrical products
- Standardization of products and services reduces costs for members
- Awarded several projects and more are expected

...growing in size and number

ALL ID15



Canada Summary

- Challenging environment expected in short term, but attractive growth prospects over mid to long term
- WESCO has established strong leadership position in Canada
- Longer term competitive advantage in Canada being developed through execution of dual brand strategy
- 2015 focus on cost controls, margin improvement, and capturing profitable growth





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Global Sales & Marketing

David Bemoras
Vice President, Global Sales and Marketing

WESCO Investor Day 2015



Sales and Marketing Mission Statement

To deliver world-class value creation services that position the industry's broadest product portfolio addressing MRO, OEM and capital project requirements in order to **profitably** defend, **grow**, and develop **outstanding** customers that recognize WESCO as the premier global supply-chain **solutions** provider.





Driving a High Performance Sales Culture

Sales Leadership

- One WESCO execution
- Margin improvement
- Sales planning and goal setting
- Coach, inspire, and recognize goal achievement
- WESCO CRM utilization
- “Checkerboard” execution
- Supplier ecosystem management
- Recruit, retain, and develop top world-class talent
- Key customer executive sponsorship

World-Class Sales Force

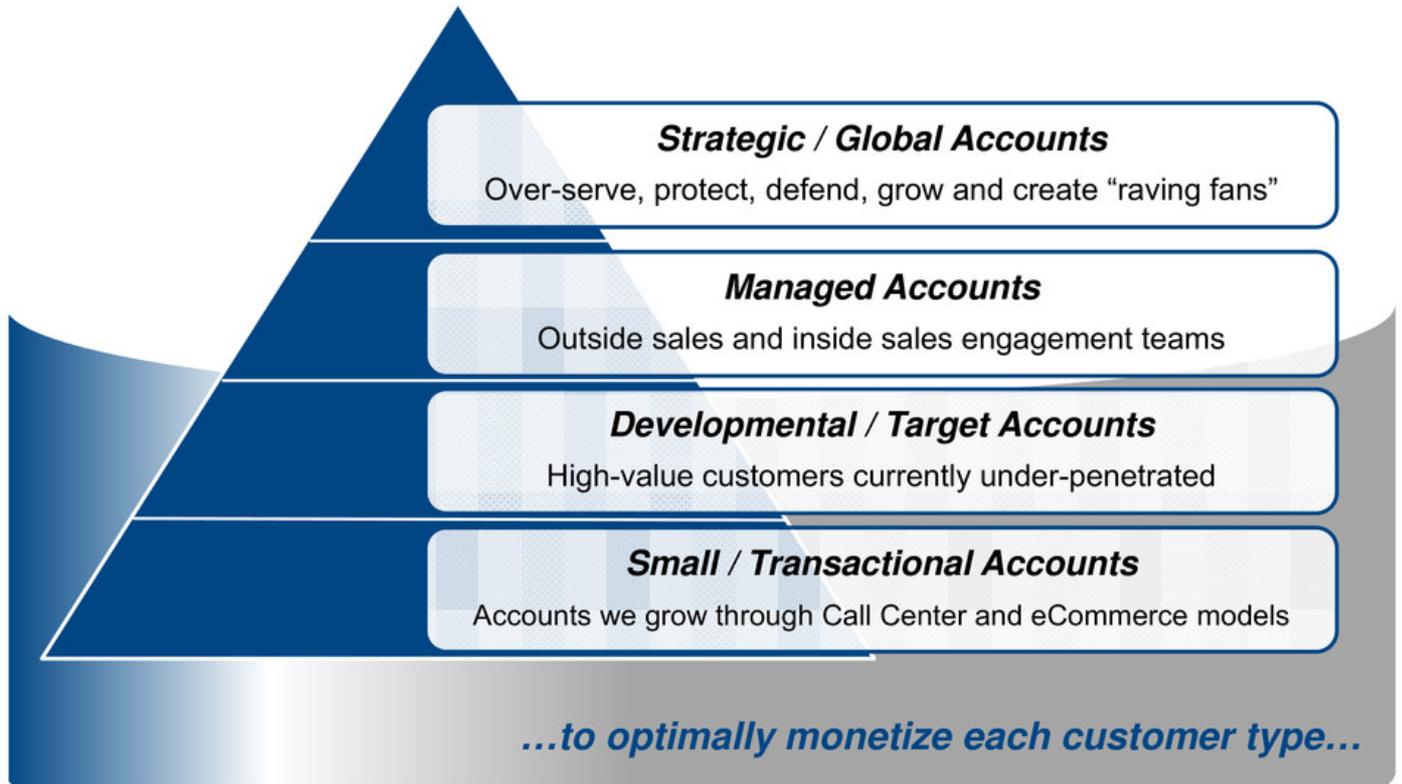


...empowering our leaders and creating the “WESCO Way”



Precision Selling Strategy

Defining how we focus our sales, marketing and support resources...





End Market Focused Sales Force



Industrial

- MRO
- Capital Projects
- OEM
- Industrial Integrators



Construction

- EPC firms
- Primes / GCs
- Electrical Contractors



Utility

- Investor Owned
- Public Power
- Utility Contractors



Enterprise (CI)

- Commercial End-Users
- Healthcare
- Service Providers
- Capital Projects
- Low Voltage Contractors and Integrators



Government

- Federal
- State
- Local
- Education

...leveraging our industry-leading Global Accounts platform



Global Accounts Value Proposition

Standardizing products, pricing, terms, and service across multiple customer facilities

Industrial & Electrical Distribution



Direct Material Solutions



Global Capital Project Management



Integrated Supply



...achieving market share gains through Value Creation



Value Creation

Differentiating WESCO by delivering supply-chain solutions that address the complex and dynamic needs of our customers

- Understand customer challenges and business requirements
- Leverage the entire WESCO toolkit to deliver standard and customized supply-chain solutions
- World-class implementation and execution



...objective is to become the Trusted Advisor



Product Expertise and Capability



General Supplies



Automation, Controls & Motors



Communications & Security



Electrical Distribution & Controls



Lighting & Sustainability



OEM & Direct Materials



Wire, Cable & Conduit

Market Analysis

Supplier Advocacy

New Product Introductions

Competitive Intelligence

One WESCO Support

Inventory and Pricing Strategies

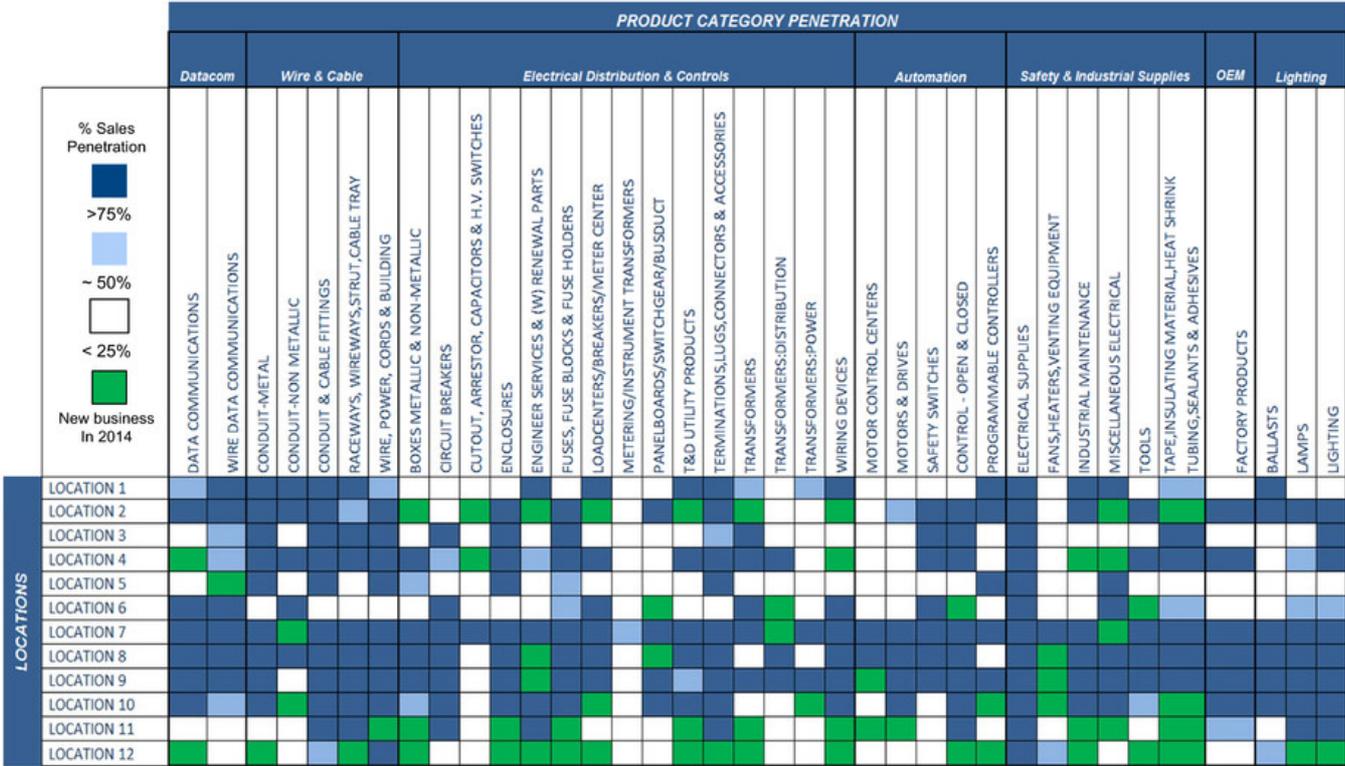
Tech Support and Field Specialists

Sales Tools and Training

...enabling One WESCO checkerboard execution



Checkerboard Execution



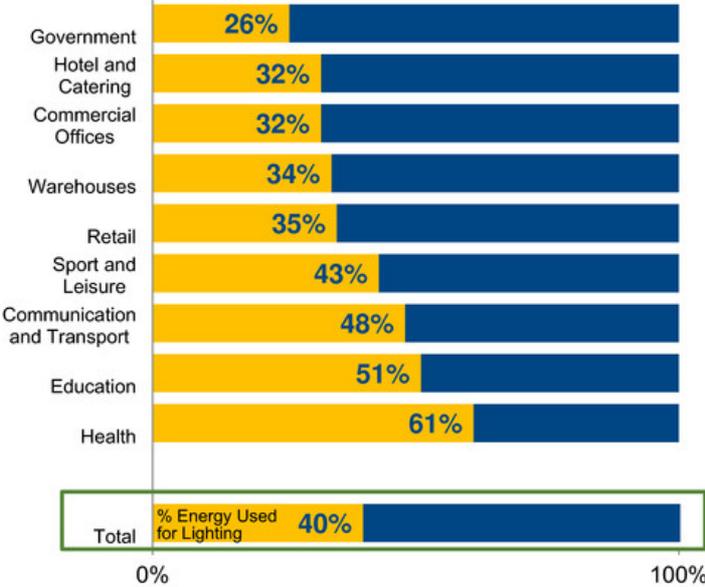
...analyzing our customer share opportunities and taking action



WESCO Lighting and Controls Team



WESCO[®]
LIGHTING AND
CONTROLS SOLUTIONS



Source: BRE

- 100+ field based resources
- Retrofit and renovation focus
- Construction focus
- MRO and lighting stock
- Comprehensive training and value creation services platform

...enabling one WESCO execution across all customer segments



Supported by a World-Class Supply Base



General Supplies



Automation, Controls & Motors



Communications & Security



Electrical Distribution & Controls



Lighting & Sustainability



OEM & Direct Materials



Wire, Cable & Conduit



...creating differentiated advocacy and support



Powered by One WESCO

*Leveraging our resources
and capabilities...*



...with every WESCO customer



Summary

- Sales culture focused on increasing accountability, improving sales growth and margin expansion
- Executing “Precision Selling” strategy to drive productivity gains
- Sales and support specialization across a diverse set of end markets
- Value Creation selling methodology to drive profitable revenue growth and customer loyalty
- Leveraging our broad product and services offering with existing customers to manufacture growth
- Maximizing WESCO resources across the globe
- Improving and further optimizing ONE WESCO collaboration



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International

Les Kebler
Group Vice President and GM, International

WESCO Investor Day 2015



International Business

~ \$500M Annual Sales

Providing a comprehensive product and service offering to companies across the globe.



Strategy

- Global supply chain services
- Focus on large, growing regions
- In-country business development
- Expand global platforms

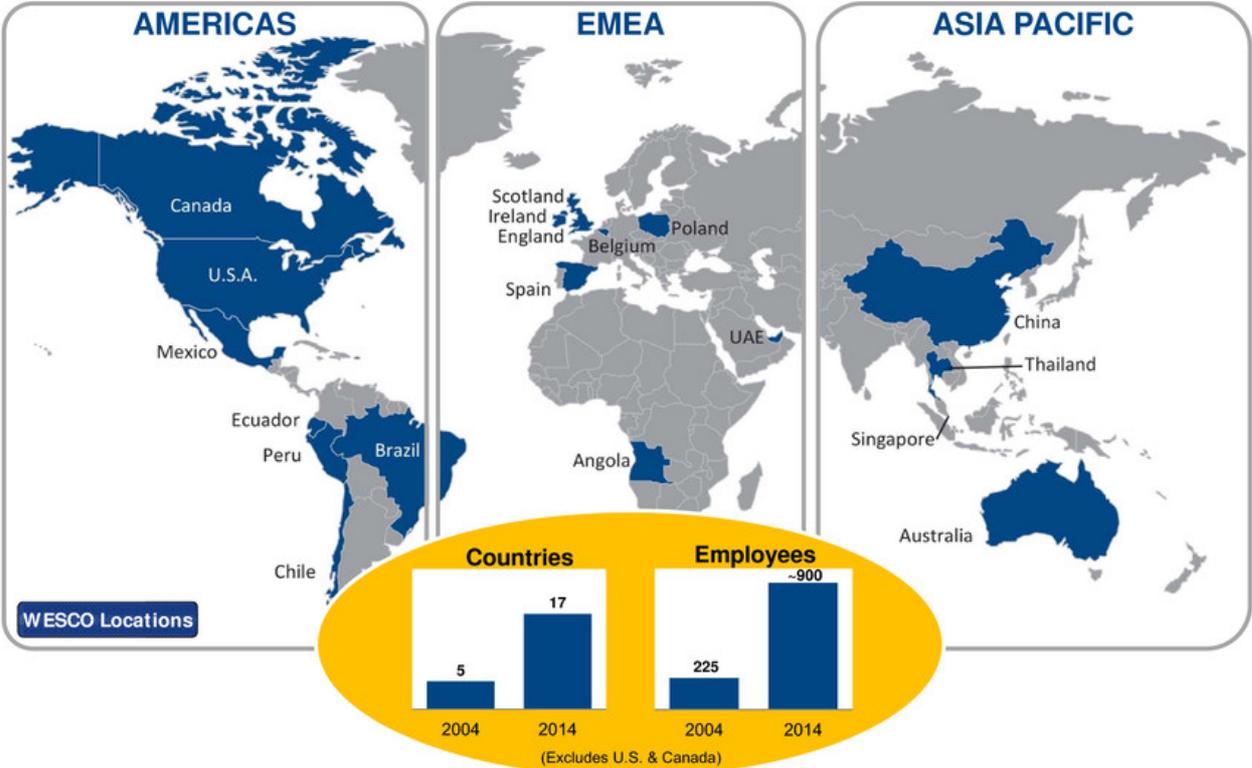
Business Priorities

- Leverage investments and consolidate gains
- Focus on key customers and projects
- Invest in commercial resources
- Operational excellence

...growing globally to meet increased customer demand



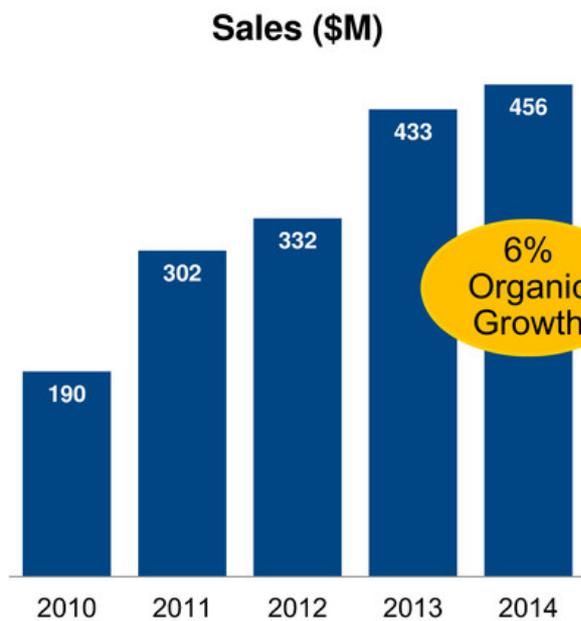
International Footprint



...target markets that fit the WESCO value proposition



International Growth



Low- to mid-single digit sales growth expected in 2015

Growth Drivers

- Customers and suppliers seeking global partners
- Locations in attractive markets
- Highly fragmented markets
- Global data center investments
- EPC trend toward lump sum projects
- Responsive and flexible business model



International Growth Drivers

Mega Trends

- Growing population and wealth
- Infrastructure and commodity demand
- Connectivity



Target Markets

- Commitment to key geographies
- Focus on high growth verticals
- Local value proposition



Global Platforms

- Datacom, Capex, Integrated Supply
- Complete product and service portfolio
- Growth accelerator



Operational Excellence

- Global brand
- Talent management
- Governance and compliance



...responsive and flexible business model focused on delivering results



International Business 2015 Outlook

Geography	Momentum	Key Market Drivers
Mexico		<ul style="list-style-type: none"> • New WESCO organizational structure • U.S. market and government reforms
S.E. Asia		<ul style="list-style-type: none"> • New WESCO APAC region structure • Economic tailwinds
China		<ul style="list-style-type: none"> • Increasing WESCO China to China activity • Key global sourcing region
U.S. Export		<ul style="list-style-type: none"> • Large market opportunity • Strong USD impacts competitiveness
South America		<ul style="list-style-type: none"> • Mining slowdown continues • Full distribution capabilities
Europe		<ul style="list-style-type: none"> • Challenging Eurozone economy • Investment in datacom
MEA		<ul style="list-style-type: none"> • Lower oil prices impacting investment • Increasing demand for in-country content
Australia		<ul style="list-style-type: none"> • Mining slowdown continues • Lower oil prices

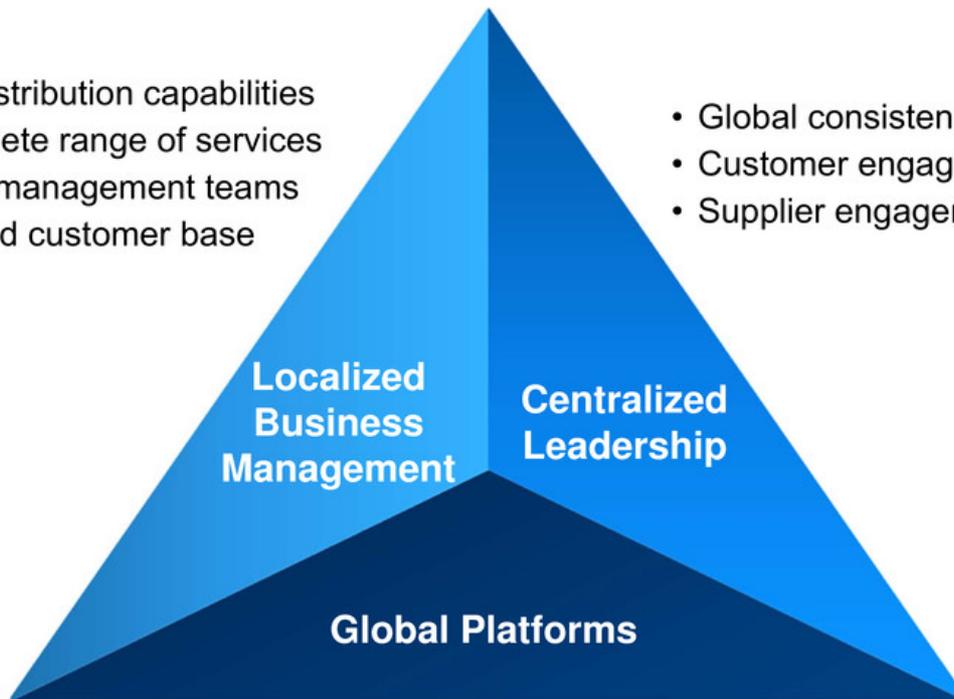
...includes both headwinds and tailwinds



International Operating Model

- Full distribution capabilities
- Complete range of services
- Local management teams
- Expand customer base

- Global consistency
- Customer engagement
- Supplier engagement





Global Product and Service Platforms



...accelerate growth in local markets around the world



WESCO de Mexico



- ★ 6 Branches and Distribution Centers
- 5 Sales Offices

- U.S. export and government reforms
- Reorganized commercial team
- Improved service level through hub and spoke distribution
- Key end market focused
 - Border (Maquilas)
 - Monterrey and San Luis Potosi (OEM)
 - Mexico City (Industrial/Construction)
 - Gulf (Oil and Gas)



Success Stories

Resource Company

Material Management



- Global mining company
- \$3B investment
- Leading EPC firm
- Complete range of products
- Full material management services
- Estimate 20% savings to the customer

Global Manufacturing Company

MRO & Direct Material



- Global Account expansion
- Target geography
- Leverage multi-country relationship
- Dedicated local inventory plus VMI
- Kitting and light manufacturing
- 5-year agreement

...increasing in size and number

ALL ID15



International Summary

- Global growth, but high volatility
- Investment in new international talent
- Improved WESCO organizational structure
- Integrated operating model and global platforms are competitive differentiators
- Execution is key – must continue to be responsive and flexible





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Financials

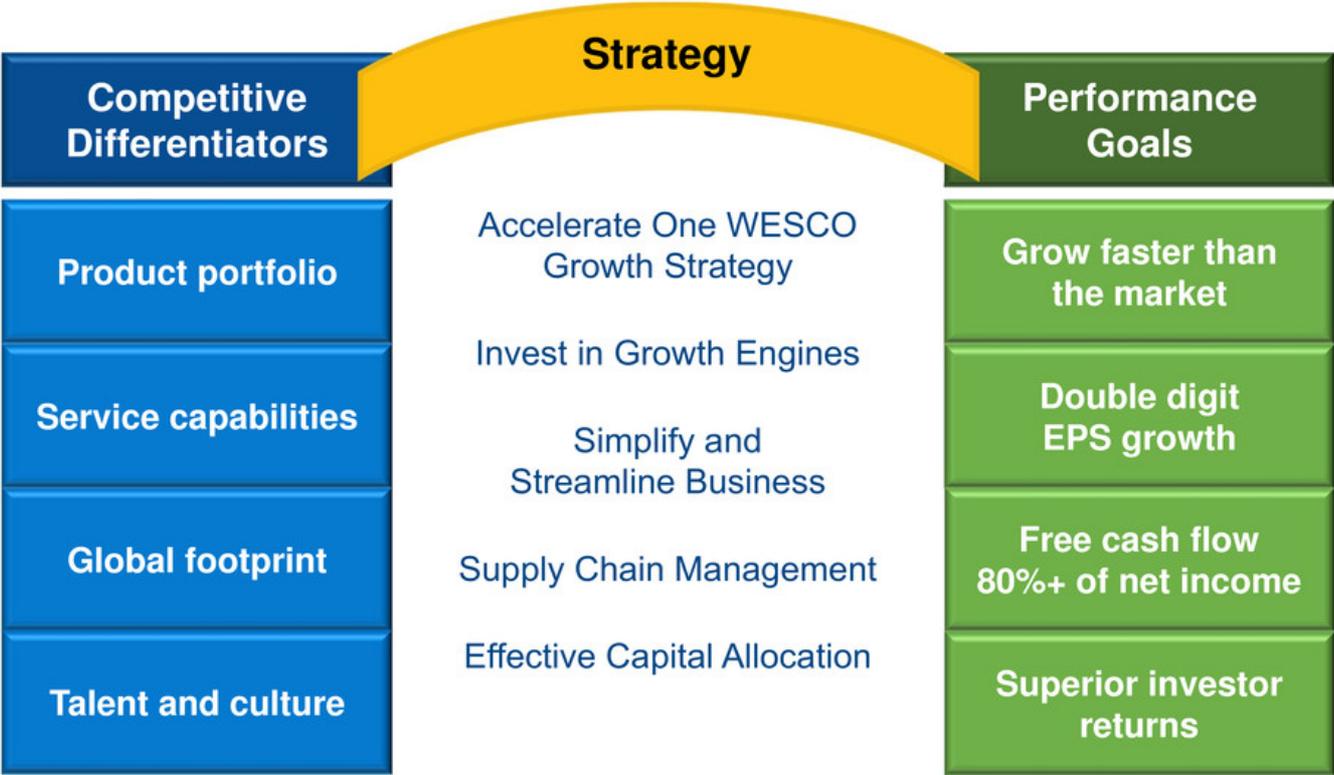
Ken Parks

Senior Vice President and Chief Financial Officer

WESCO Investor Day 2015

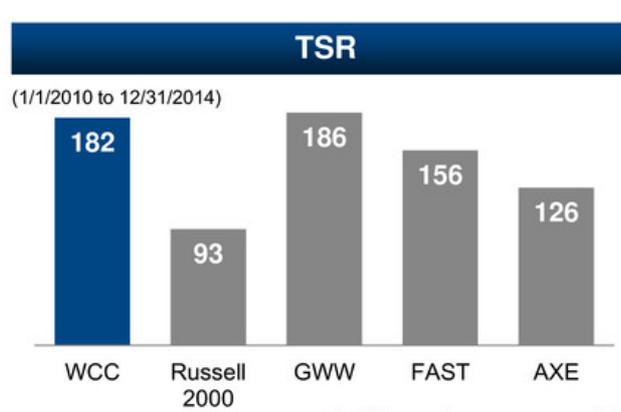
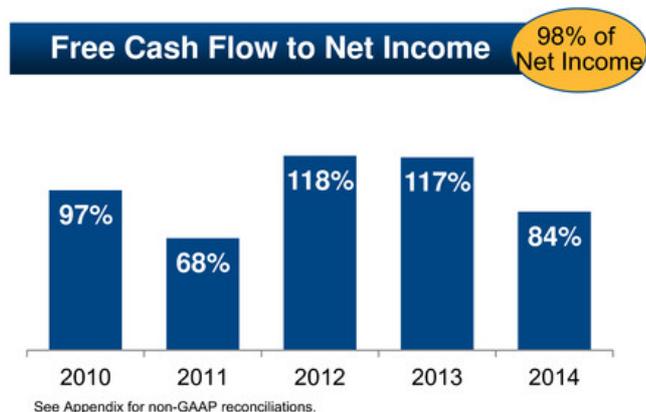
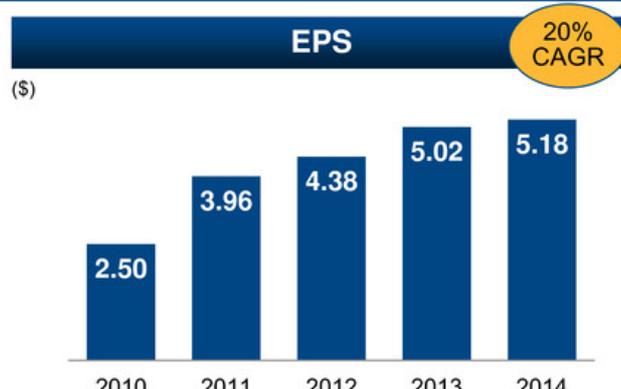
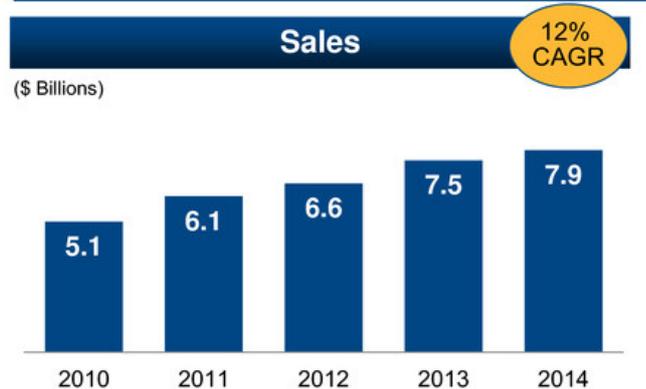


WESCO Strategy





Solid Performance

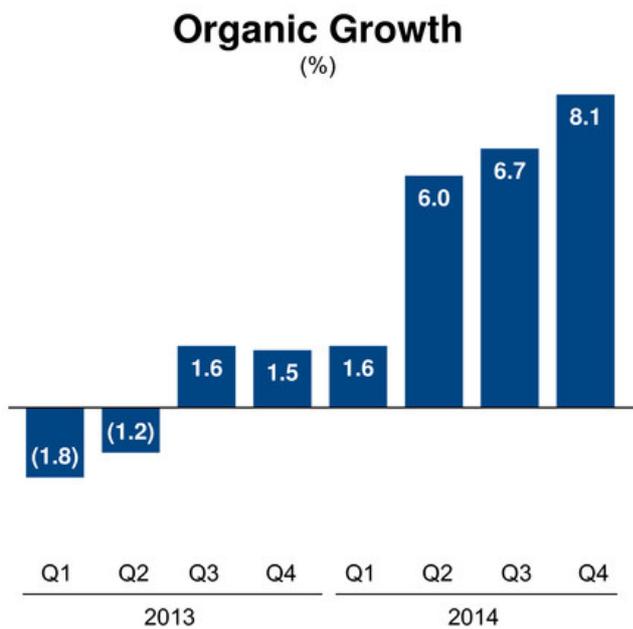


...delivering results

ALL ID15



Organic Sales Growth

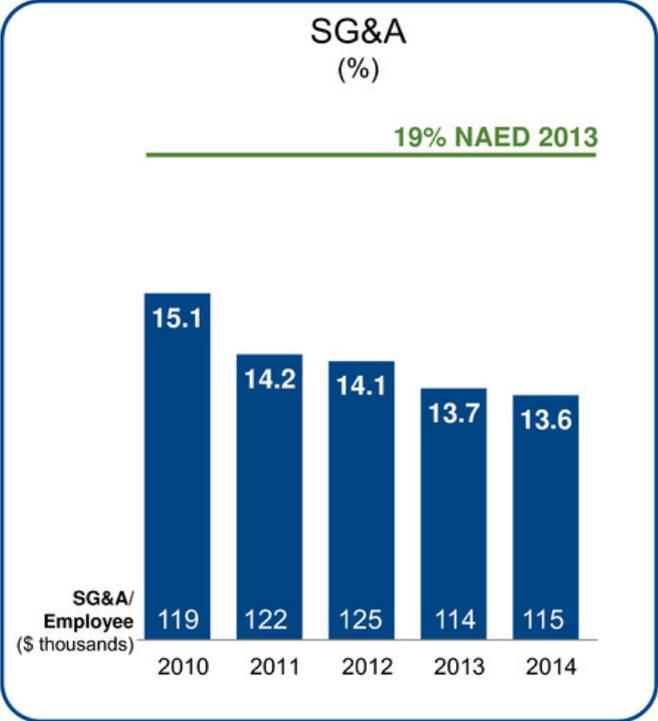
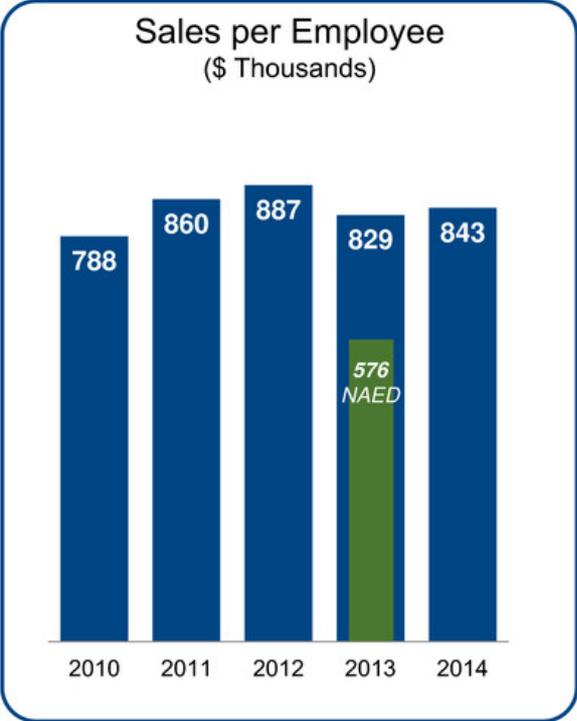


Growth Drivers

- One WESCO sales execution
- Improving end markets
- Positive WESCO momentum in U.S. and Canada
- Business service model value proposition (MRO + OEM + Capex)



Cost Leverage

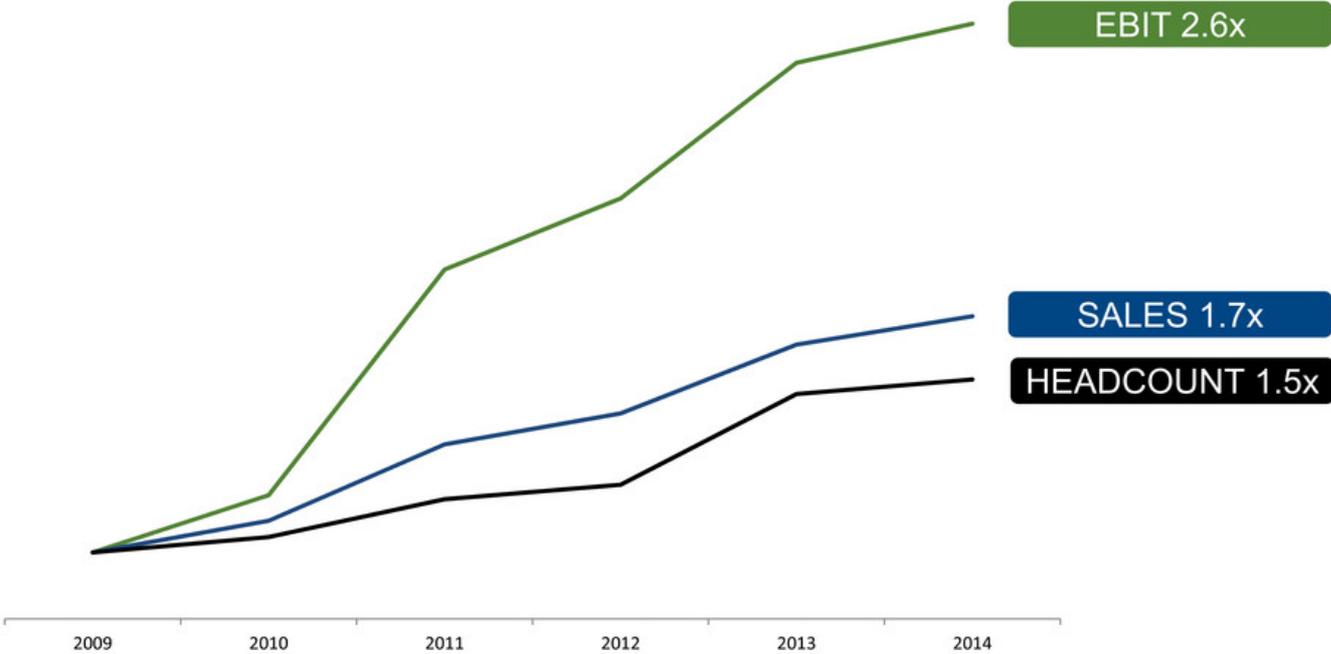


NAED: National Association of Electrical Distributors

...compares favorably to industry benchmarks



Long-Term Focus on Profitable Growth

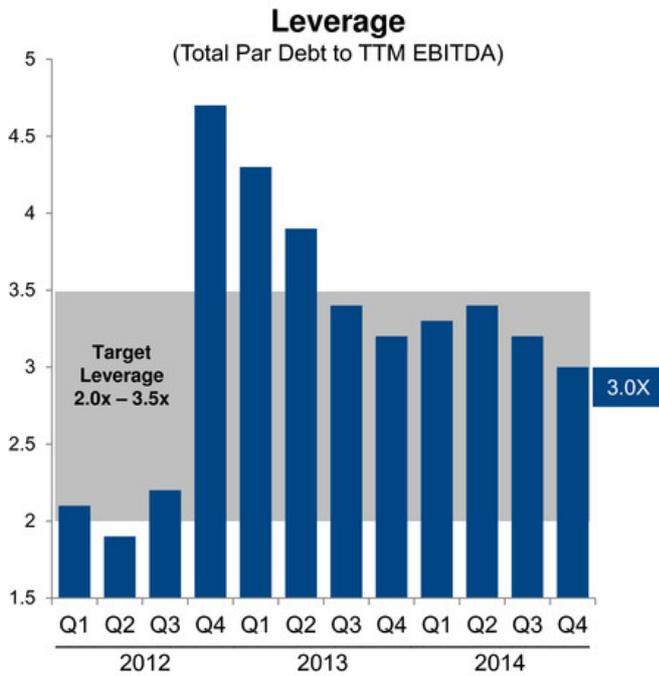


...operating profit pull through delivering results

ALL ID15



Capital Allocation



Cash Deployment

- Support organic growth ✓
- Fund accretive acquisitions ✓
- Reduce financial leverage ✓
- Share repurchase ✓
- Dividends



Navigating the 2015 Environment

	Opportunities	Risks
 U.S. GDP	●	
 Canada GDP		●
 Oil Prices	●	●
 Industry Consolidation	●	●
 Foreign Exchange		●
 Commodity Prices		●

...maximizing opportunities while mitigating risks



2015 Sales Growth Outlook

	Previous Outlook	Current Outlook
U.S	MSD – HSD	MSD
Canada	LSD – MSD	LSD
International	MSD	LSD – MSD
Foreign exchange	~(1.0)%	~(3.0)%
2014 acquisitions	~0.5%	~0.5%

Note: Excludes unannounced acquisitions.

HSD = high-single digits

MSD = mid-single digits

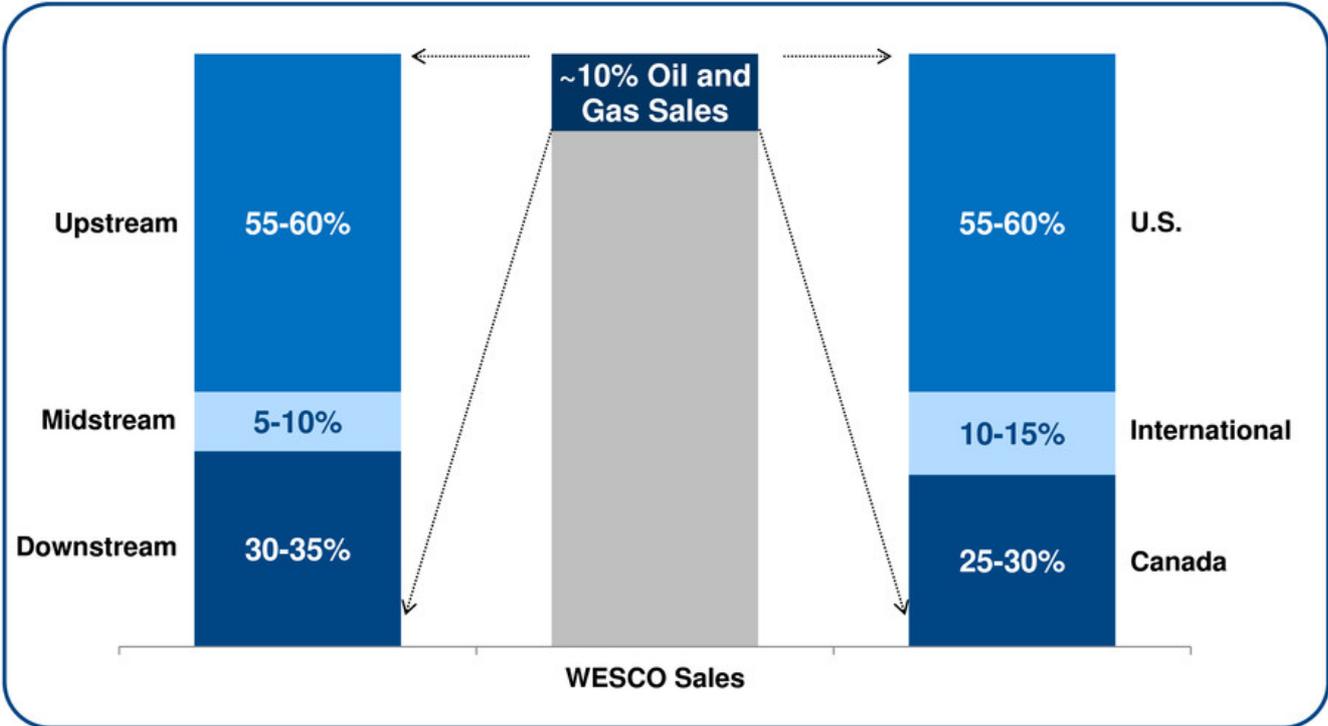
LSD = low-single digits

...organic growth still expected across all geographies

ALL ID15



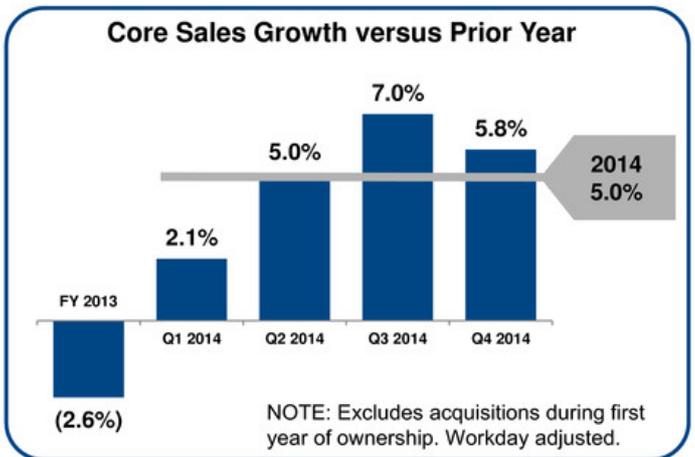
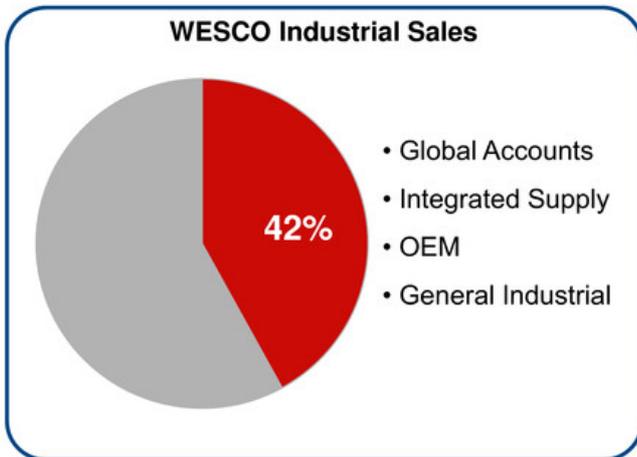
Oil and Gas Direct Exposure



...expect 10-15% YOY decline in oil and gas sales



Industrial End Market



Key Market Indicators

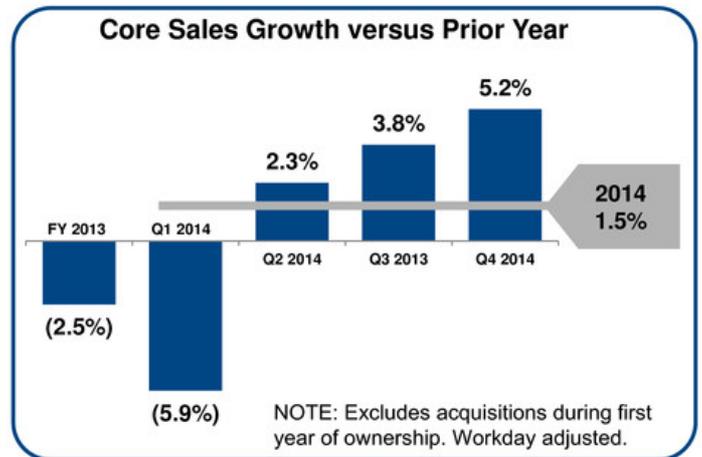
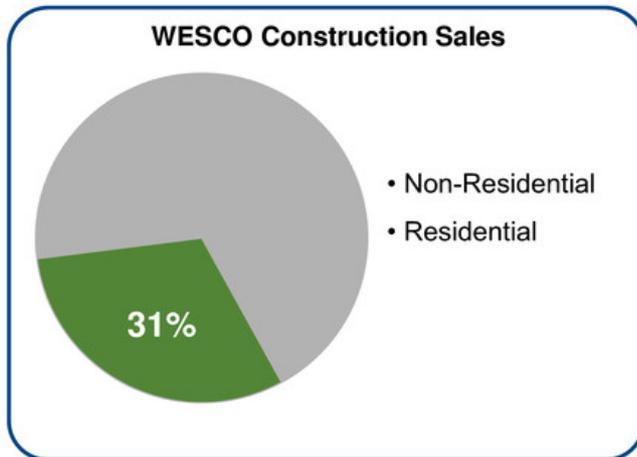
U.S. industrial production	●
ISM Purchasing Managers' Index	●
Capacity utilization	●
Canadian industrial production	●

● Improving ● Flat ● Declining

...low to mid-single digit sales growth expected in 2015



Construction End Market



Key Market Indicators

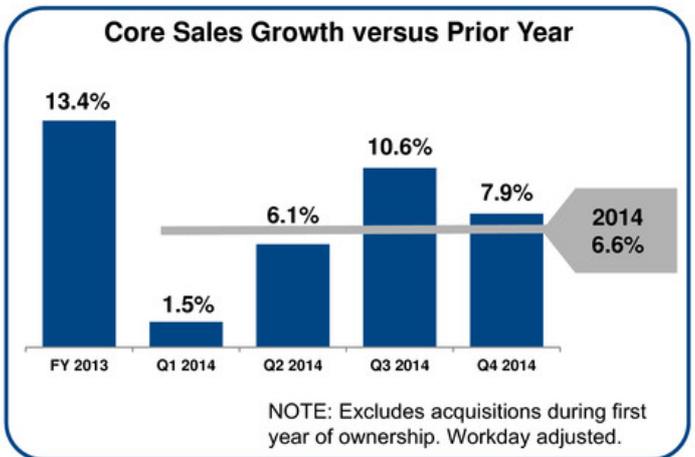
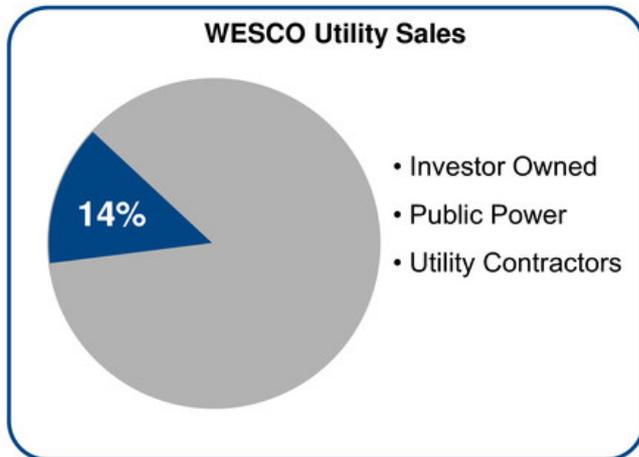
Architectural Billings Index	●
NEMA electroindustry business confidence index	●
Construction starts and put in place	●
Canadian non-residential construction	●

● Improving ● Flat ● Declining

... low-single digit sales growth expected in 2015



Utility End Market



Key Market Indicators

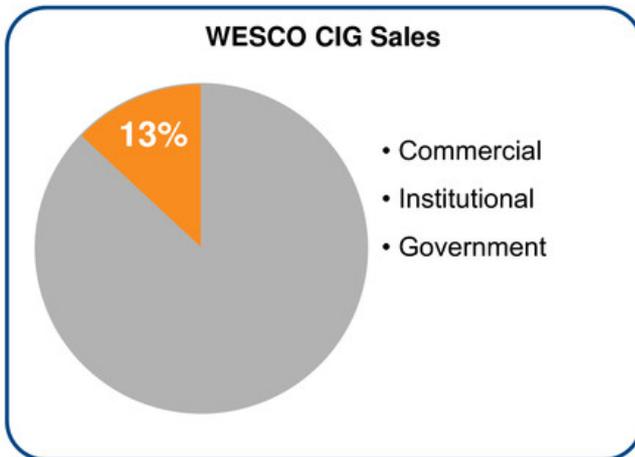
Distribution grid maintenance and upgrades	●
Non-residential and residential construction starts	●
Generation MRO, upgrades, expansions	●
Transmission line infrastructure build-out	●

● Improving ● Flat ● Declining

... mid- to high-single digit sales growth expected in 2015



CIG End Market



Key Market Indicators

Government spending	●
Communications and security upgrades	●
Education, healthcare, and financial	●

● Improving ● Flat ● Declining

... low- to mid-single digit sales growth expected in 2015



2015 Outlook

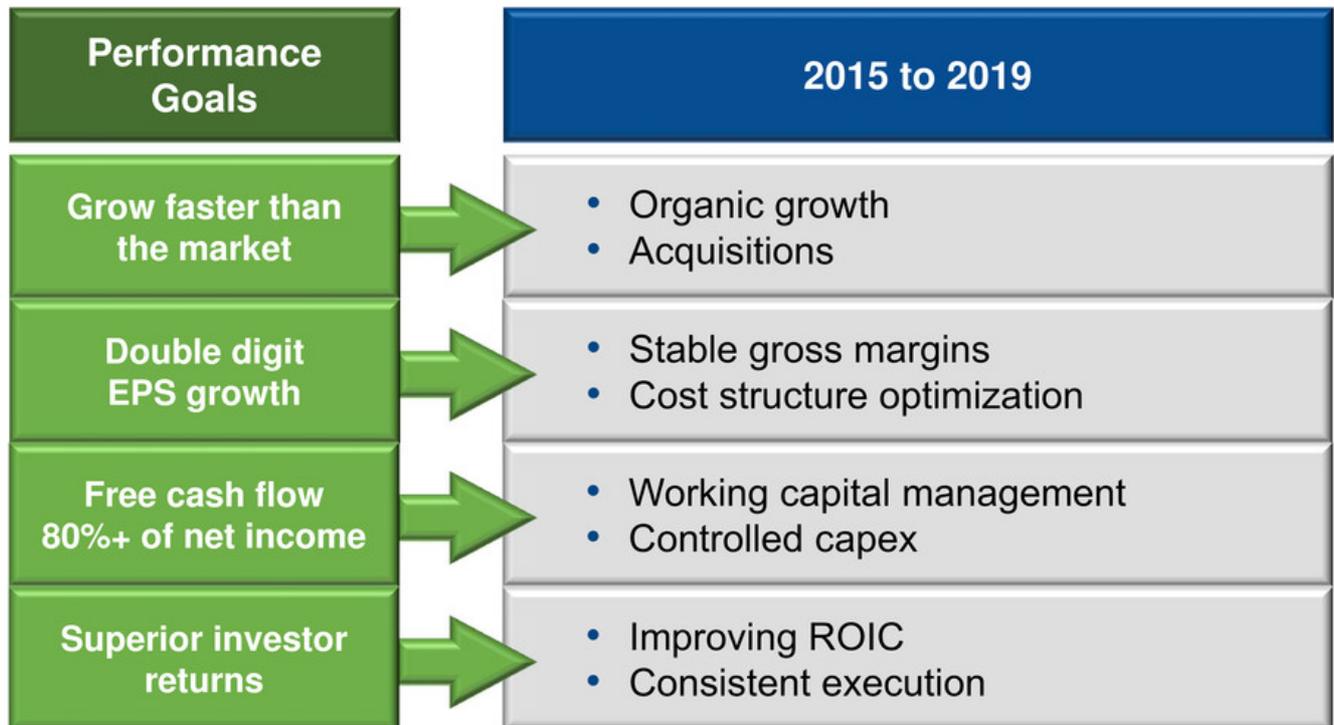
Outlook			
	Q1	Full Year (previous)	Full Year (current)
Sales Growth	5% to 7%	3% to 6%	Flat to 3%
Operating Margin	5.0% to 5.2%	6.1% to 6.3%	5.9% to 6.1%
Effective Tax Rate	29% to 30%	~29%	~29%
Earnings Per Diluted Share		\$5.50 to \$5.90	\$5.20 to \$5.60
Free Cash Flow		~80% of Net Income	~80% of Net Income

Full Year Revisions	
Previous Outlook	\$5.50 to \$5.90
Fx @ 0.80/USD	~\$(0.20)
Oil and Gas (10-15% YOY decline)	~\$(0.30)
Mitigating Actions	~\$0.20
Current Outlook	\$5.20 to \$5.60

Note: Excludes unannounced acquisitions

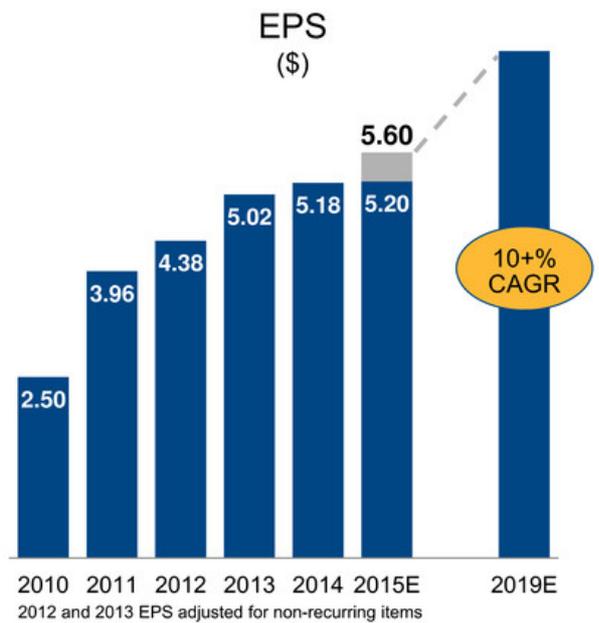
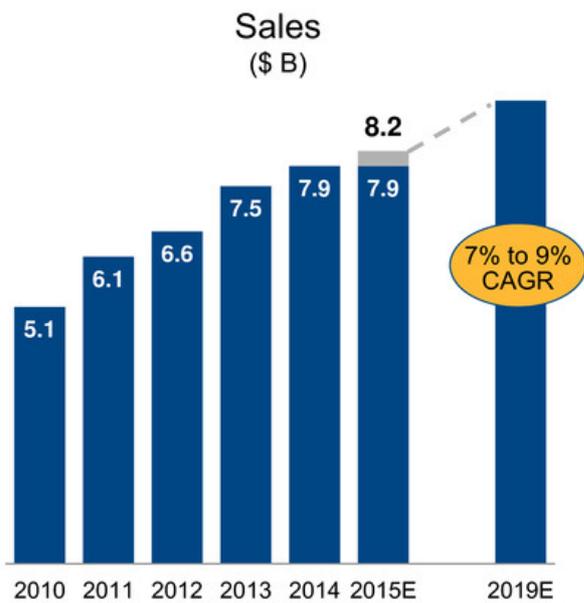


Five Year Outlook





2015-2019 Outlook



- Pull through ~50%
- Free cash flow equal to at least 80% of Net Income
- ROIC above WACC, including acquisitions

...managing the business for double-digit EPS growth



ONE WORLD. ONE WESCO.

Conclusion

John Engel
Chairman, President, and Chief Executive Officer

WESCO Investor Day 2015



Invest in WESCO

- Industry leader with deep domain expertise in electrical, industrial, construction, and utility
- Proven business model and well positioned in large, fragmented markets
- Blue chip customer and supplier base
- Proven acquirer and integrator in a consolidating industry
- Extensive global supply chain capability
- Operational excellence culture founded on Lean
- Operating margin expansion results and future potential
- Strong free cash flow generation through economic cycle



...strong company with proven and effective supply chain solutions



Q&A



WESCO
INTERNATIONAL



ONE WORLD. ONE WESCO.

Appendix

WESCO Investor Day 2015



Sales Growth

(%)

	2012					2013					2014				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Consolidated	12.2	9.7	4.8	3.5	7.4	12.6	13.2	16.6	14.3	14.2	0.2	5.9	7.6	6.1	5.0
Acquisition Impact	2.6	2.2	4.0	4.3	3.3	16.0	14.6	14.1	13.8	14.6	0.5	1.6	1.8	1.6	1.4
Core	9.6	7.5	0.8	(0.8)	4.1	(3.4)	(1.4)	2.5	0.5	(0.4)	(0.3)	4.3	5.8	4.5	3.6
FX Impact	(0.2)	(0.7)	(0.6)	0.5	(0.3)	0.0	(0.2)	(0.7)	(1.0)	(0.4)	(1.9)	(1.7)	(0.9)	(2.0)	(1.6)
Organic	9.8	8.2	1.4	(1.3)	4.4	(3.4)	(1.2)	3.2	1.5	0.0	1.6	6.0	6.7	6.5	5.2
WD Impact	1.6		(1.6)			(1.6)		1.6						(1.6)	(0.4)
Normalized Organic	8.2	8.2	3.0	(1.3)	4.4	(1.8)	(1.2)	1.6	1.5	0.0	1.6	6.0	6.7	8.1	5.6
Estimated Price Impact	1.5	1.0	0.5	1.0	1.0	1.0	0.0	0.0	0.0	0.2	0.5	0.5	0.5	0.5	0.5



Sales Growth – Geography

(%)

	U.S.	Canada	International	Total
Change in net sales	6.7	0.3	5.4	5.0
Impact from acquisitions	0.4	4.4	-	1.4
Impact from foreign exchange rates	-	(6.6)	-	(1.6)
Impact from number of workdays	(0.4)	(0.4)	(0.4)	(0.4)
Normalized organic sales growth	6.7	2.9	5.8	5.6



Sales Growth – End Markets

(\$ Millions)

	<u>Full Year 2013 vs. 2012</u>			<u>Full Year 2014 vs. 2013</u>		
	<u>2013</u>	<u>2012</u>	<u>% Growth</u>	<u>2014</u>	<u>2013</u>	<u>% Growth</u>
Industrial Core	2,798	2,872	(2.6)%	3,304	3,160	4.6%
Construction Core	2,026	2,077	(2.5)%	2,432	2,404	1.1%
Utility Core	904	797	13.4%	1,065	1,003	6.2%
CIG Core	821	830	(1.0)%	1,013	973	4.1%
Total Core Gross Sales	6,549	6,576	(0.4)%	7,814	7,540	3.6%
Total Gross Sales from Acquisitions	991	25	-	103	-	-
Total Gross Sales	7,540	6,601	14.2%	7,917	7,540	5.0%
Gross Sales Reductions/Discounts	(27)	(22)	-	(27)	(27)	-
Total Net Sales	7,513	6,579	14.2%	7,890	7,513	5.0%



Non-GAAP Reconciliations

	2012	2013	2014
(amounts in millions except for diluted EPS)			
Adjusted Selling, General and Administrative Expenses:			
Selling, general and administrative expenses	\$924.8	\$996.8	\$1,076.8
ArcelorMittal litigation recovery included in SG&A	-	36.1	-
Adjusted selling, general and administrative expenses	<u>\$924.8</u>	<u>\$1,032.9</u>	<u>\$1,076.8</u>
Percent of sales	14.1%	13.7%	13.6%
Adjusted Net Income Attributable to WESCO International, Inc.:			
Income before income taxes	\$317.8	\$379.9	\$384.1
ArcelorMittal litigation recovery included in SG&A	-	(36.1)	-
Loss on debt extinguishment	-	13.2	-
Loss on sale of Argentina business	-	2.3	-
Adjusted income before income taxes	<u>317.8</u>	<u>359.3</u>	<u>384.1</u>
Adjusted provision for income taxes	<u>93.9</u>	<u>95.0</u>	<u>108.7</u>
Adjusted net income	<u>223.9</u>	<u>264.3</u>	<u>275.4</u>
Less: Net income (loss) attributable to noncontrolling interest	-	0.1	(0.5)
Adjusted net income attributable to WESCO International, Inc.	<u>\$223.9</u>	<u>\$264.2</u>	<u>\$275.9</u>
Adjusted Diluted EPS:			
Diluted share count	51.1	52.7	53.3
Adjusted diluted EPS	\$4.38	\$5.02	\$5.18
Financial Leverage:			
Income from operations	\$369.0	\$481.0	\$466.2
Adjust for ArcelorMittal litigation recovery	-	(36.1)	-
Depreciation and amortization	<u>37.6</u>	<u>67.6</u>	<u>68.0</u>
Adjusted EBITDA	<u>\$406.6</u>	<u>\$512.5</u>	<u>\$534.2</u>
Current debt	\$32.8	\$40.1	\$49.1
Long-term debt	1,702.3	1,447.6	1,366.4
Debt discount related to convertible debentures and term loan ⁽¹⁾	<u>182.2</u>	<u>174.7</u>	<u>170.4</u>
Total debt including debt discount	<u>\$1,917.3</u>	<u>\$1,662.4</u>	<u>\$1,585.9</u>
Financial leverage ratio	4.7	3.2	3.0

(1) The convertible debentures and term loan are presented on the consolidated balance sheets in long-term debt, net of the unamortized discount.



Free Cash Flow Reconciliation

(\$ Millions)

	2012	2013	2014
Cash flow provided by operations	288.2	315.1	251.1
Less: Capital expenditures	(23.1)	(27.8)	(20.5)
Add: Non-recurring EECOL pension contribution	-	21.1	-
Free cash flow	265.1	308.4	230.6
Free cash flow as a % of adjusted net income	118%	117%	84%

Note: Free cash flow is provided by the Company as an additional liquidity measure. Capital expenditures are deducted from operating cash flow to determine free cash flow. Free cash flow is available to provide a source of funds for any of the Company's financing needs. During the quarter ended September 30, 2013, a non-recurring contribution was made to fund the Canadian EECOL pension plan. This contribution was required pursuant to the terms of the share purchase agreement by which the Company acquired EECOL in 2012. EECOL sellers fully funded this contribution by way of a direct reduction in the purchase price at the date of acquisition. U.S. GAAP requires the contribution to be shown as a reduction of operating cash flow, however, it is added back to accurately reflect free cash flow.

