
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): August 7, 2013

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)

25-1723342

(IRS Employer Identification No.)

**225 West Station Square Drive
Suite 700**

Pittsburgh, Pennsylvania 15219

(Address of principal executive offices)

(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 August 7, 2013 members of senior management of WESCO International, Inc. (the “Company”) will deliver a presentation at the 2013 WESCO Investor Day. 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 and are being furnished in accordance with Regulation FD of the Securities and Exchange Commission.

Item 9.01. Financial Statements and Exhibits.

(d) Exhibits

99.1 Slide presentation for investors.

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.

August 7, 2013
(Date)

WESCO INTERNATIONAL, INC.

/s/ Kenneth S. Parks

Kenneth S. Parks

Vice President and Chief Financial Officer

WESCO[®]
INTERNATIONAL, INC.

INVESTOR DAY 2013

WESCO Overview

John Engel,
Chairman, President and
Chief Executive Officer



Construction

Utility

Global Accounts & Integrated Supply

International

Communications & Security

Government

Acquisitions

Lighting & Sustainability



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 conditions in the global economy; increase in competition; debt levels, terms, financial market conditions or interest rate fluctuations; risks related to acquisitions, including the integration of EECOL; disruptions in operations or information technology systems; expansion of business activities; litigation, contingencies or claims; product, labor or other cost fluctuations; and other factors described in detail in the Form 10-K for WESCO International, Inc. for the year ended December 31, 2012 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 obtained via WESCO’s website, www.wesco.com.



WESCO Investor Day 2013 Agenda

- **WESCO Overview**
 - Strategic plan and progress
 - Business priorities
 - Value creation opportunity
- **One WESCO Operations**
 - Operating priorities
 - One WESCO
 - Margin expansion
 - LEAN
 - Investment priorities
- **Growth Engines**
 - Global Accounts & Integrated Supply
 - Utility
 - Communications & Security
 - Canada
 - International
- **Financial Results and Expectations**
 - Financial objectives and results
 - Cash generation and usage
 - Outlook
- **Q&A and Closing Remarks**



WESCO International

WESCO is a leading provider of electrical, industrial, and communications MRO and OEM products, construction materials, and advanced supply chain management and logistics services.



Vision

Global Leader of Supply Chain Solutions that consistently delivers Superior Customer Value and Shareholder Returns

Known for the best customer service and the best people

Value Proposition

Providing customers the products and supply chain services they need for MRO, OEM, and Capital Projects

...an industry leader



Global Reach

Headquartered in Pittsburgh, PA | 9,000+ employees | 475+ locations in 18 countries

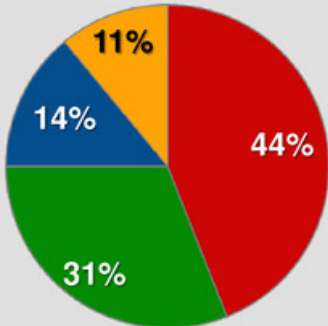


...delivering solutions far beyond our physical locations



WESCO Profile

Markets & Customers



Industrial

Global Accounts | Integrated Supply
OEM | General Industrial

Construction

Non-Residential | Residential

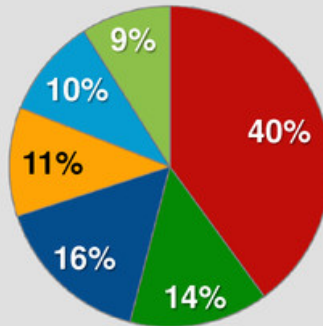
Utility

Investor Owned | Public Power
Utility Contractors

CIG

Commercial | Institutional | Government

Products & Services



General Supplies

Data & Broadband Communications

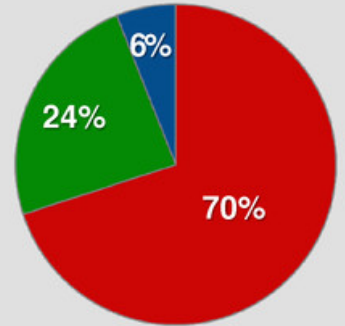
Wire, Cable & Conduit

Distribution Equipment

Lighting & Controls

Controls & Motors

Geography



U.S.

Canada

ROW

Sales

1994	\$1.5B at LBO
2003	\$3.3B
2012	\$6.6B

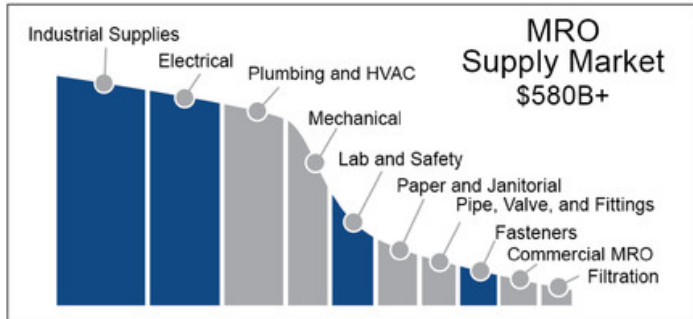
...portfolio diversified and strengthened over last decade

6 Note: 1H 2013 percentages reported on consolidated basis.



Market Opportunity

Large Fragmented Market



Source: Modern Distribution Management, Q4 2012

- Thousands of manufacturers
- Over 10,000 distributors
- Top 5 distributors have less than 30% share in North America
- Majority of products get to market through distribution

Value of Distribution



Market Trends Benefit WESCO

- Industry consolidation
- Outsourcing
- Global sourcing
- Supply chain integrity
- Growing interdependence
- Financial strength and liquidity

...large fragmented market with trends favorable to WESCO



Growth Strategy



Growth strategy

Expand Base + *Enrich Portfolio* + *Operational Excellence*

- Established eight growth engines and six operational excellence initiatives
- Initiated One WESCO
- Increased investments in business
- LEAN inside and outside company
- Provided greater transparency
- Developed leaders and organization

Results delivered

- Gained market share
- Investments delivering results
- Expanding global capabilities
- Eight acquisitions over last three years
- Strong earnings growth
- Shareholder value creation

...playing offense, and execution is producing strong results



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


End Markets

2 


Construction

3 

Utility

4 

Government

5 

International

Product Categories

6 

Communications & Security

7 

Lighting & Sustainability

Key Capabilities

8 

Acquisitions

...support our profitable growth objectives



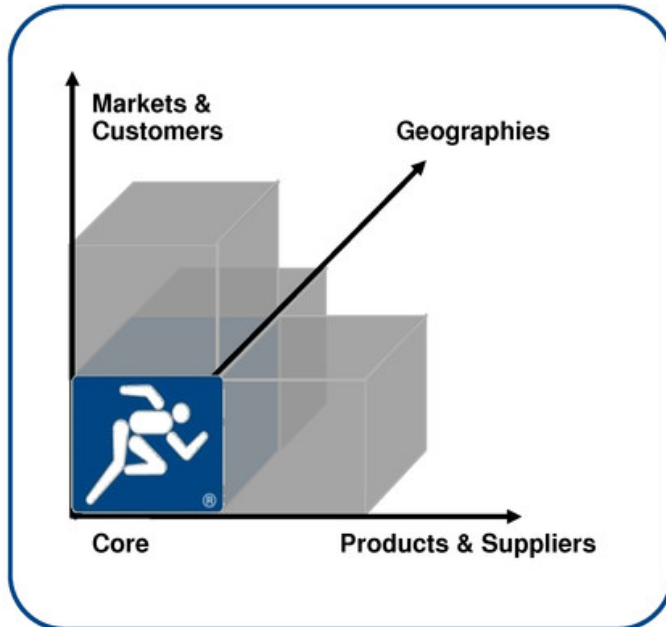
Operational Excellence Initiatives

1		Marketing Leadership	<ul style="list-style-type: none"> • Demand creation programs • Brand management • Dedicated specialists
2		Sales Management	<ul style="list-style-type: none"> • LEAN initiative for sales • Sales, territory and account management • Sales training and precision based selling
3		Sourcing Effectiveness	<ul style="list-style-type: none"> • Category management • Volume leveraging • Utilization of preferred suppliers
4		Pricing Effectiveness	<ul style="list-style-type: none"> • Price increase management • Customer-specific pricing and rebate management • Pricing categorization and optimization
5		Service Excellence	<ul style="list-style-type: none"> • Voice of customer • KPI deployment and goal setting • e-Business
6		Talent Management	<ul style="list-style-type: none"> • Talent management process and programs • WESCO University • High performance culture

...LEAN is our foundation for operational excellence



Acquisition Strategy Framework



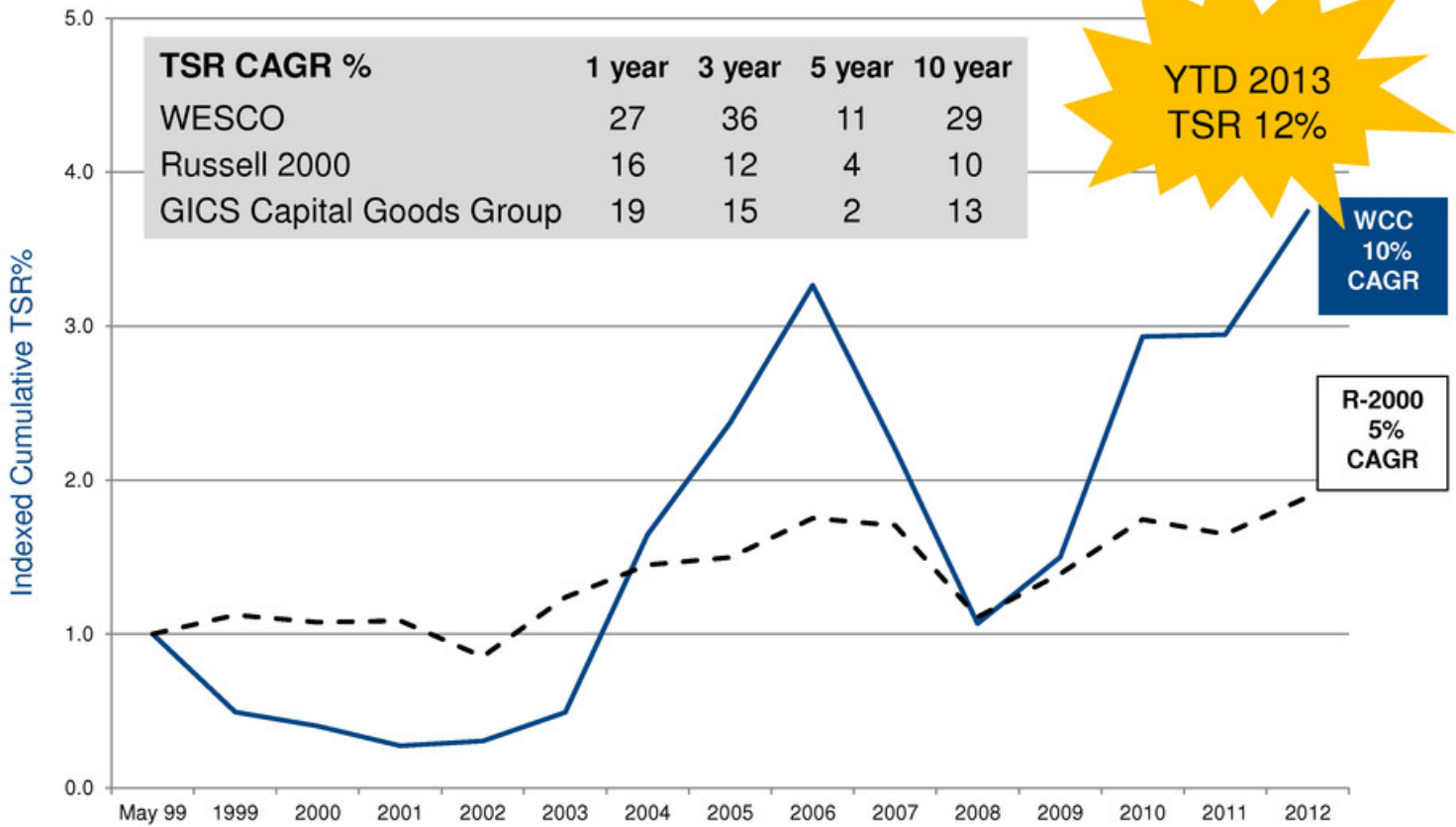
Priorities

- ✓ Consistent with WESCO strategy
- ✓ Return greater than risk-adjusted WACC
- ✓ Accretive in first year of operation
- ✓ Margins higher than WESCO average

...driving strategic growth and shareholder value



Total Shareholder Return



...consistent above market returns

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INTERNATIONAL, INC.

INVESTOR DAY 2013

One WESCO Operations


Steve Van Oss,
Senior Vice President and
Chief Operating Officer



Construction



Utility



Global Accounts &
Integrated Supply



International




Communications
& Security



Government



Acquisitions

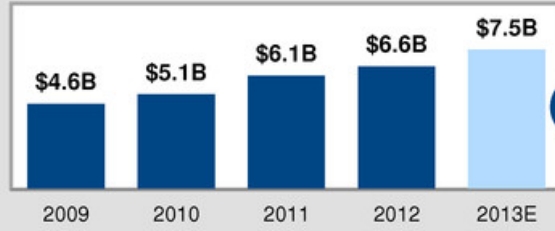


Lighting & Sustainability



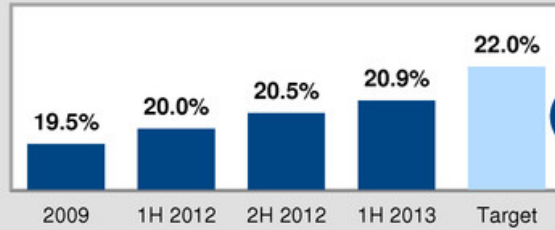
Operating Priorities

Sales Growth



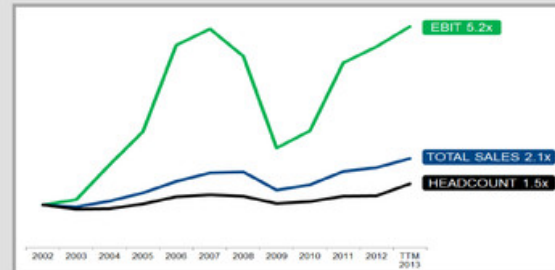
13% CAGR

Gross Margin Expansion



Progress Toward Target

Operations Efficiency



...to deliver above market profitable sales growth



Global Footprint

Headquartered in Pittsburgh, PA | 9,000+ employees | 475+ locations in 18 countries



...supports expanding with customers around the world



One WESCO



Value Proposition

One WESCO integrates our portfolio of products, services, and supplier relationships into comprehensive supply chain management solutions for our customers' global MRO, OEM, and Capital Project needs.

Implementation Steps

- Salesperson, product specialist, technical support, and local branch collaboration for key customers
- Branding and marketing leverage
- Incentive and commission plan revisions
- Specialist training via WESCO University
- Extension of core capabilities across branch network
- Combined operations in select geographies

...targets expanding our global customer base and relationships



One WESCO Locations



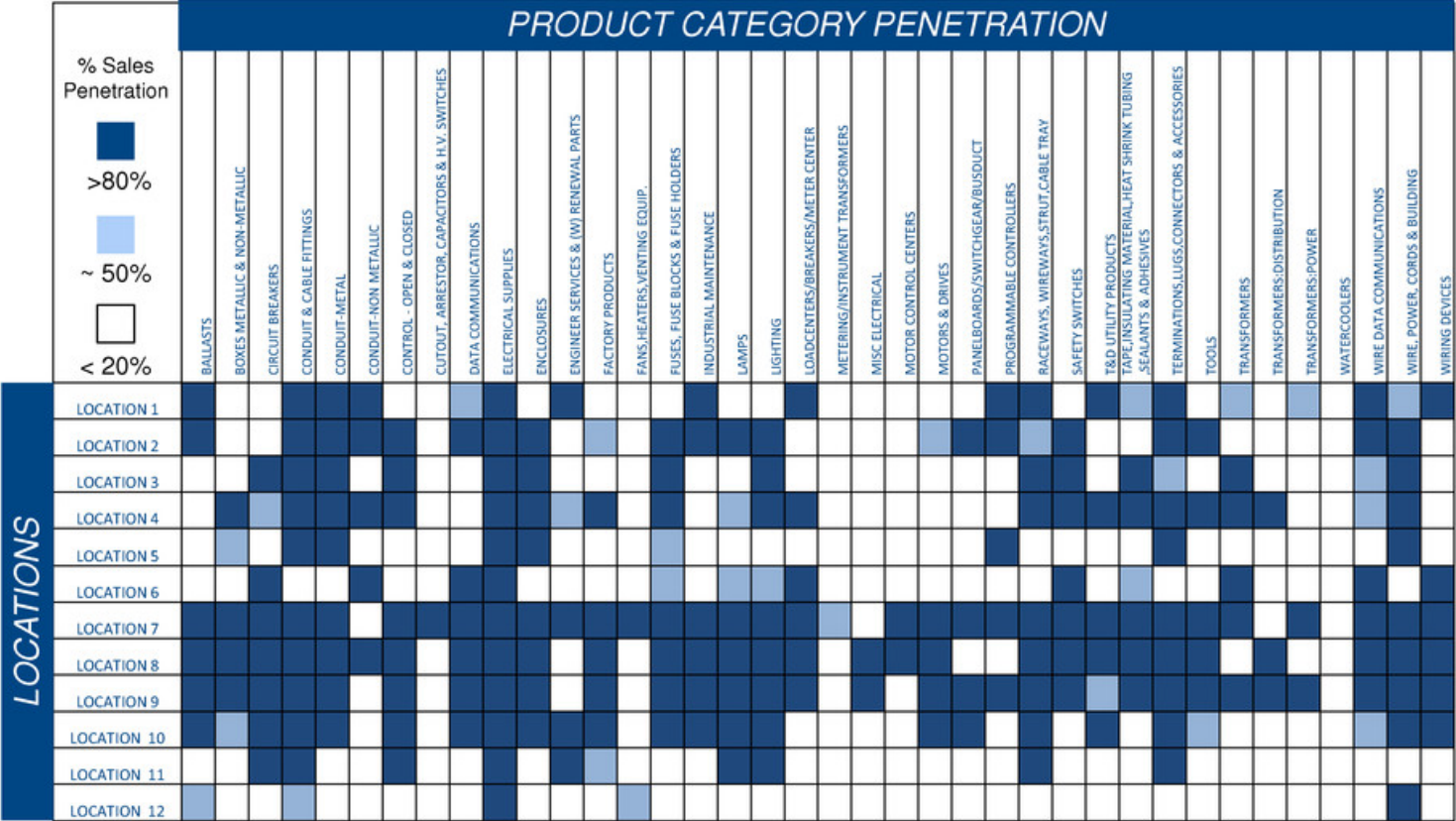
	Houston	Charlotte	Dallas	Chicago	Los Angeles
Opened	September 2008	Summer 2010	November 2011	February 2012	Fall 2013
Size	108,000 ft ²	113,000 ft ²	111,139 ft ²	70,000 ft ²	125,000 ft ²
Employees	140	120	80	110	85
Inventory	\$12M	\$13M	\$11M	\$5M	\$5M
				One WESCO Lighting & Sustainability Solutions Center	One WESCO Lighting & Sustainability Solutions Center

...support expanded offerings to customers



Global Accounts Customer Relationship

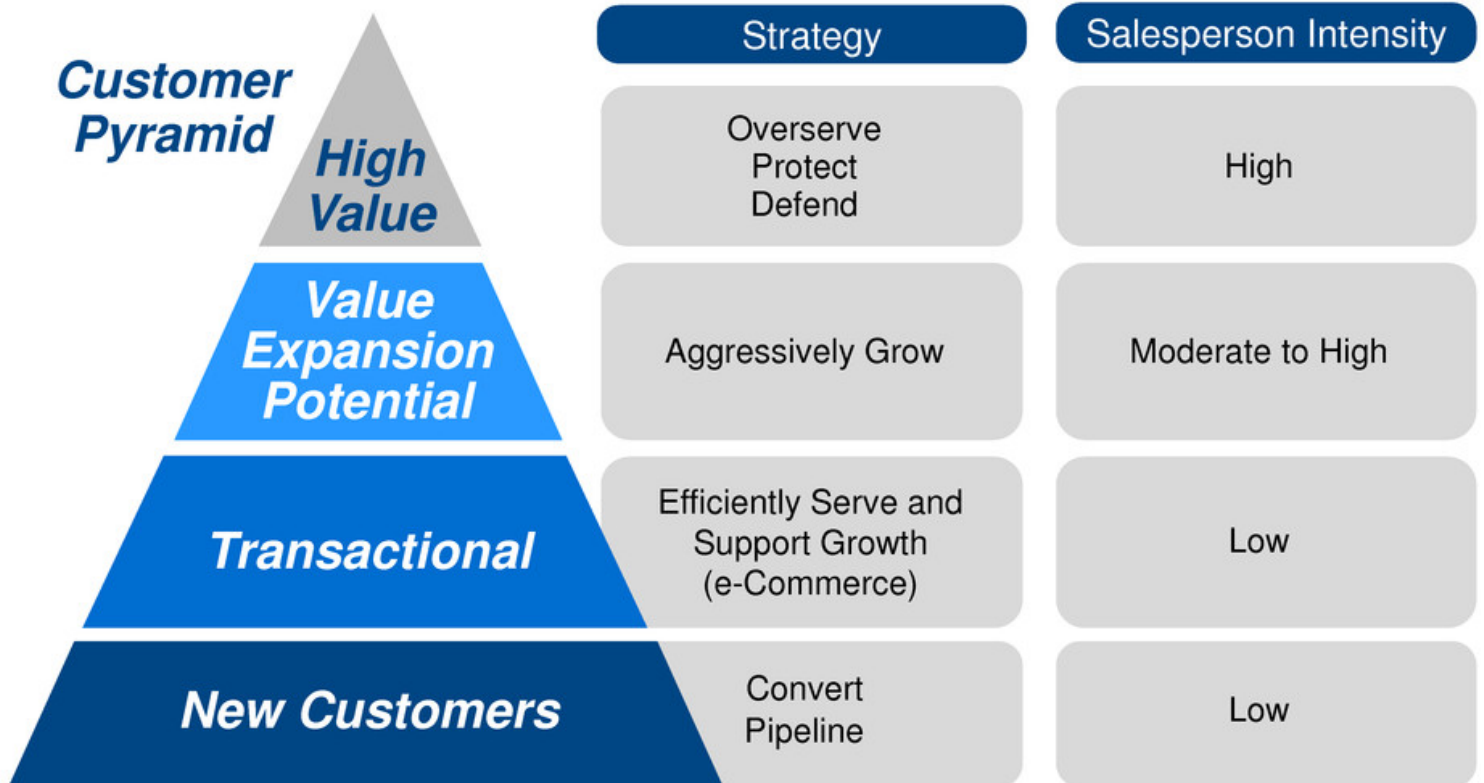
An example Global Accounts customer...



...significant opportunity for increased customer share capture



Precision Based Selling

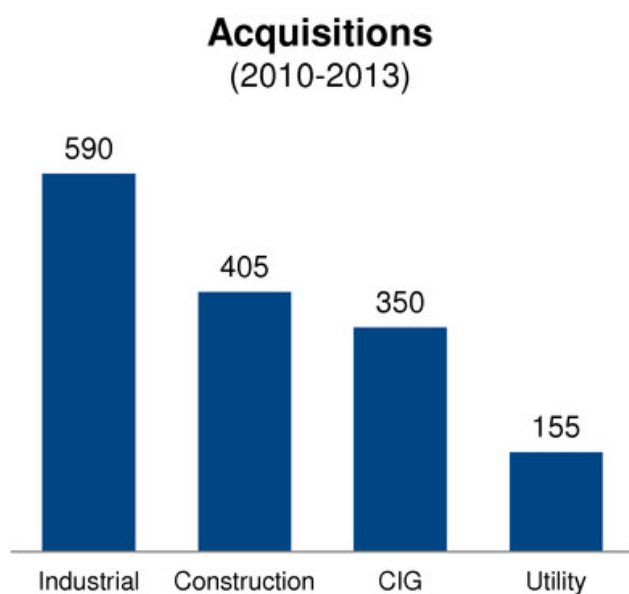


...targets improved sales management and execution



Acquisitions

\$ Sales Millions



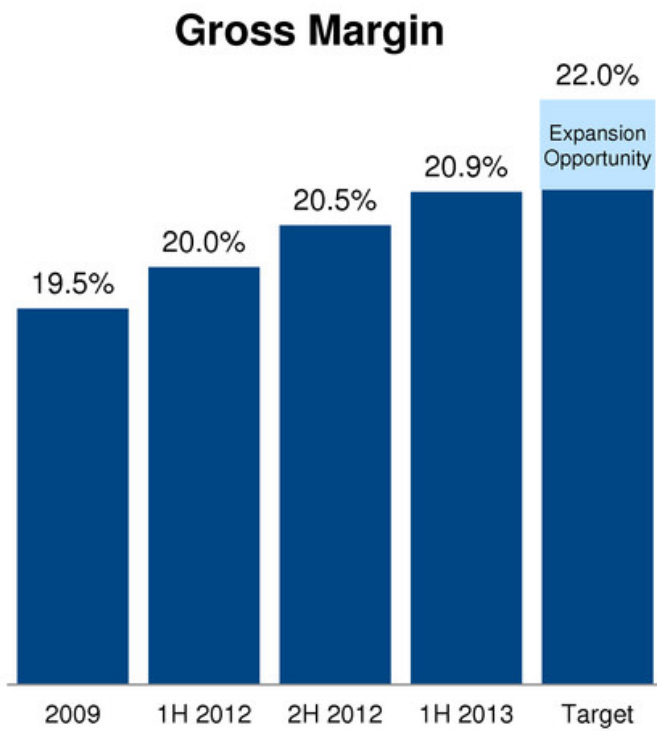
Sales \$1.5 Billion
First Year EPS Accretion ~\$1.53+

	Integration Status	
	On Track	Complete
Potelcom		✓
RECO		✓
TVC Communications		✓
Brews		✓
RS Electronics		✓
Trydor Industries		✓
Conney Safety	✓	
EECOL	✓	

...building momentum over last 3 years



Gross Margin Expansion



Expansion Drivers

- Pricing initiatives → 25 to 50 bpts
- Sourcing and purchasing initiatives → 25 to 50 bpts
- Acquisitions → ~20 bpts per year

...supports operating margin expansion



Sourcing and Purchasing Initiatives

Sourcing & Purchasing Priorities			
Volume leveraging	Comprehensive category management	Customer-specific supplier price negotiations	Maximize utilization of preferred suppliers
Robust tools and systems			
Investment in talent			

	Preferred Supplier	Standard Supplier
• Price	●	●
• Standard payment terms		●
• Cash discounts and extended dating	●	
• Rebate programs	●	
• Special pricing arrangements	●	
• Project registration	●	
• Distribution center allowance	●	
• Enhanced return policies	●	
• Dedicated staff	●	
• Market development funds	●	
• Funded marketing/sales personnel	●	

...focused on gross margin expansion



Pricing Initiatives

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

Pricing Tools

- Dynamic floor pricing
- Best in class by industry
- Top 100 SKU review
- Supplier price increase notification
- Margin gap to goal analysis

...focused on gross margin expansion



LEAN Journey



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

- Initiated in 2003
- Centralized LEAN team with additional field resources
- 6,000+ Kaizen events
- 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
- A distinct, competitive differentiator

Customer Focus



Solution Categories



...a continuous improvement culture founded on LEAN



Ongoing Investments

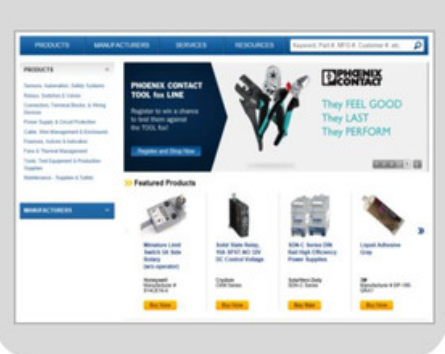
Acquisitions



Personnel



E-Commerce



Programs

LEAN



Precision Based Selling



Footprint



...strengthen WESCO enterprise



Summary

- Operating priorities remain consistent
- Acquisitions, increased investments in sales and marketing, and One WESCO operations have resulted in profitable above market results
- Precision based selling processes should drive sales force productivity and gross margin expansion
- Global Account penetration should accelerate sales growth
- Gross margin expansion initiatives are expected to translate to higher operating margins
- LEAN operational improvements support investments in new facilities while enabling strong operating profit pull through



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INVESTOR DAY 2013

Global Accounts and Integrated Supply


Kevin Kerby, Vice President



Construction



Utility



Global Accounts &
Integrated Supply



International




Communications
& Security



Government



Acquisitions



Lighting & Sustainability



Global Accounts and Integrated Supply

Full range of products and supply chain services for MRO, OEM, and Capital Projects

Approximately \$2B annual sales



Customer Relationship Management

- Large, multisite customers
- Application oriented value creation solutions
- One WESCO opportunities
- Expand with current customers
- Capture new customers in target verticals
- Strategic partner relationships

Value Proposition

Global Accounts

Standardizing products, pricing, terms, and service

Integrated Supply

Outsourcing MRO materials, low value direct materials, and supply chain services

Fortune 1000 Targeted Market

...one of WESCO's key growth engines



Business Development Life Cycle

Continuously manage all phases of the cycle for significant potential



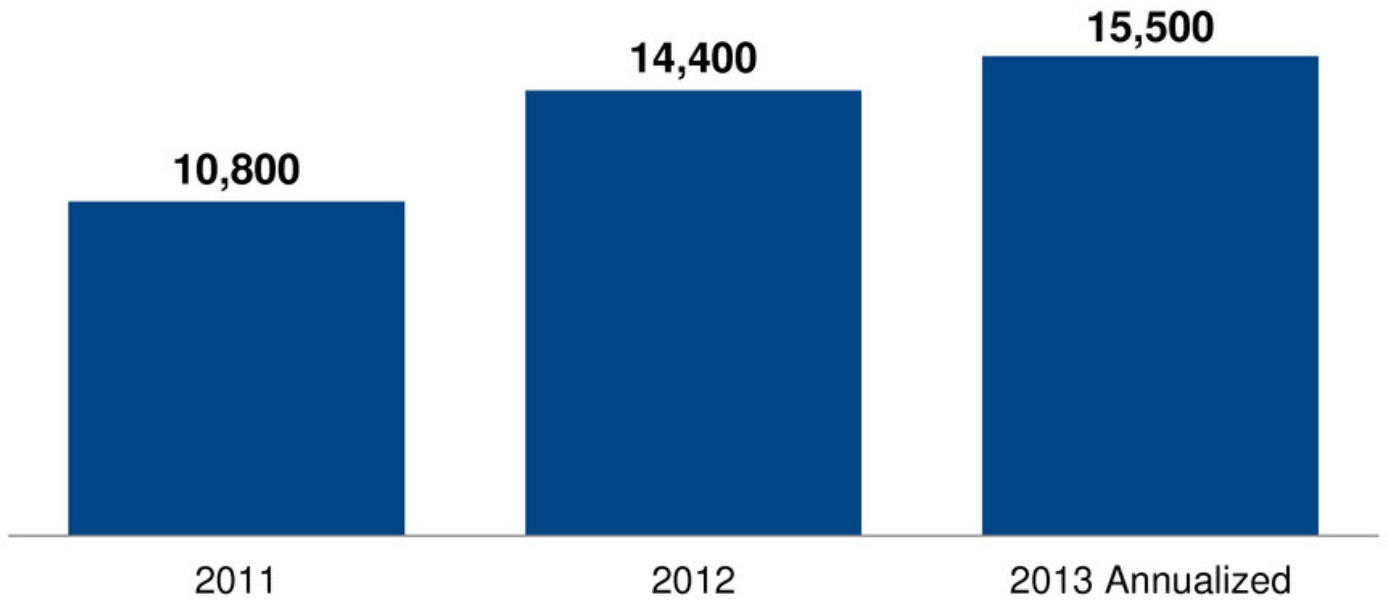
...satisfy customers, increase customer share and add new customers

Demand Generation and Lead Qualification



Actionable Leads

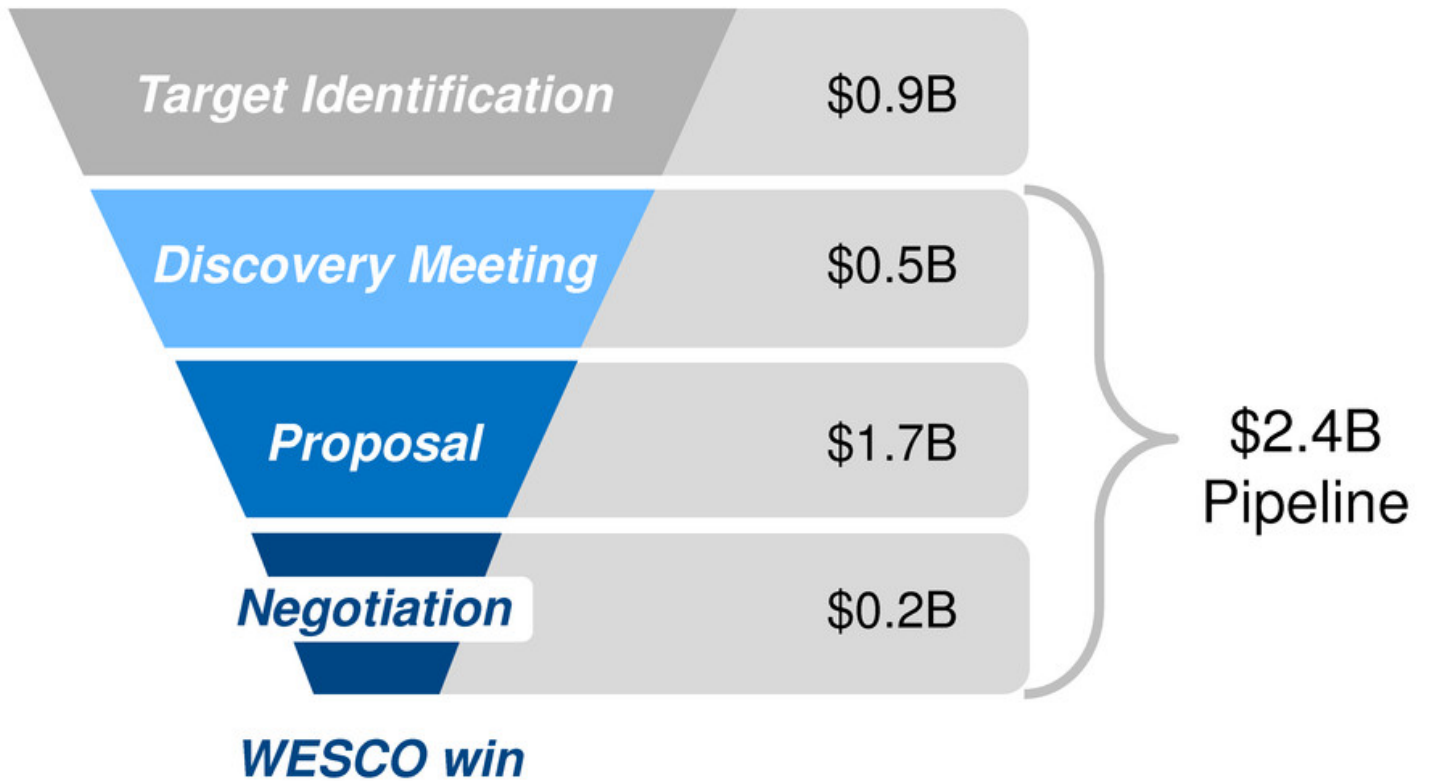
Since 2011:
40,700 actionable leads
~ \$185M in first time orders



...provides inputs into our sales funnel



Global Accounts Pipeline



...record pipeline in excess of \$2.4B



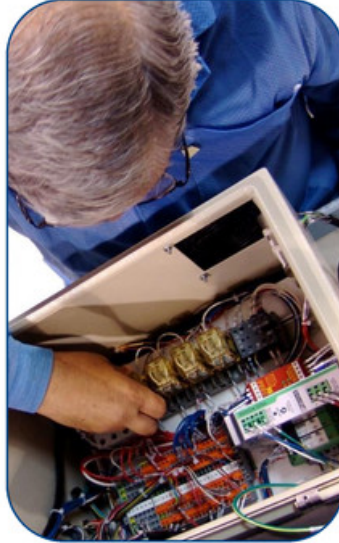
Global Accounts Value Proposition

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

**Industrial &
Electrical
Distribution**



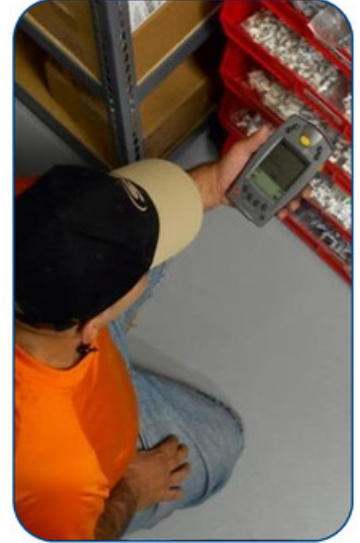
**Direct
Material
Solutions**



**Global Capital
Project
Management**



**Integrated
Supply**

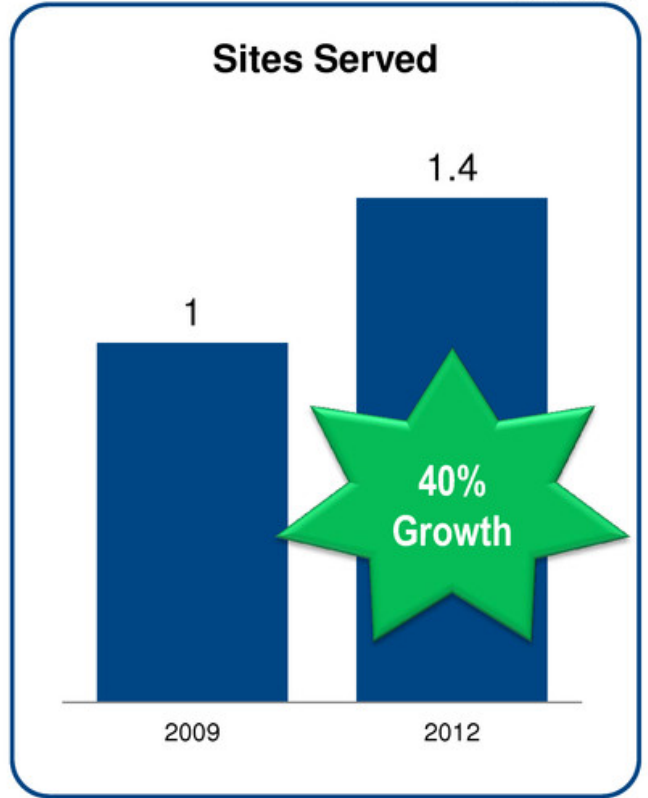
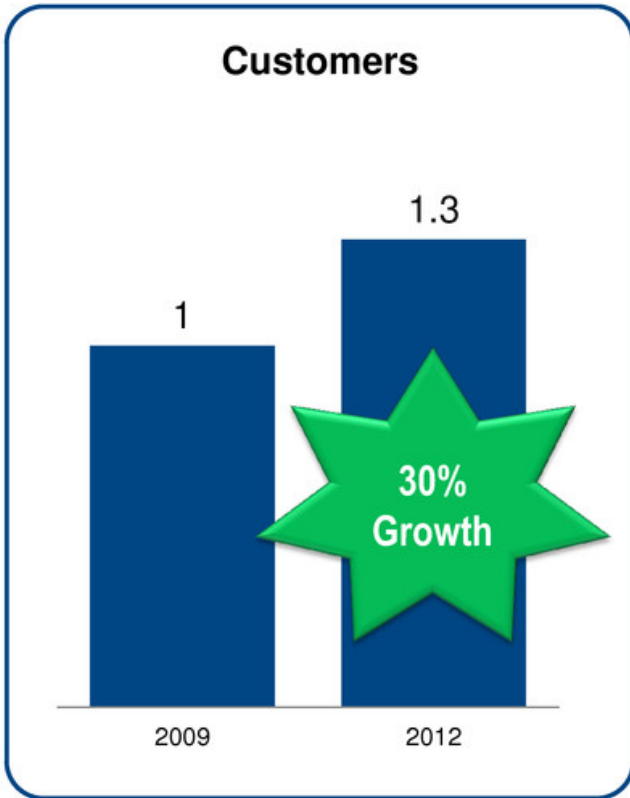


...addresses key customer needs and applications



Customer Account Management

(Indexed)



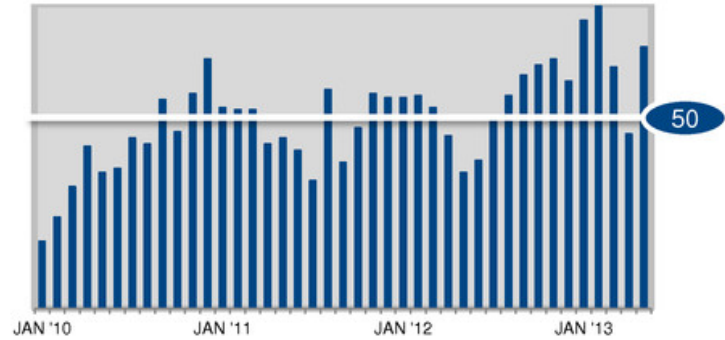
...increasing customers and share



Construction and Capital Projects



Architects Billing Index (ABI)



Capital Projects Group
EPCs and Large Contractors



Global Accounts
End Users, EPCs, and Contractors



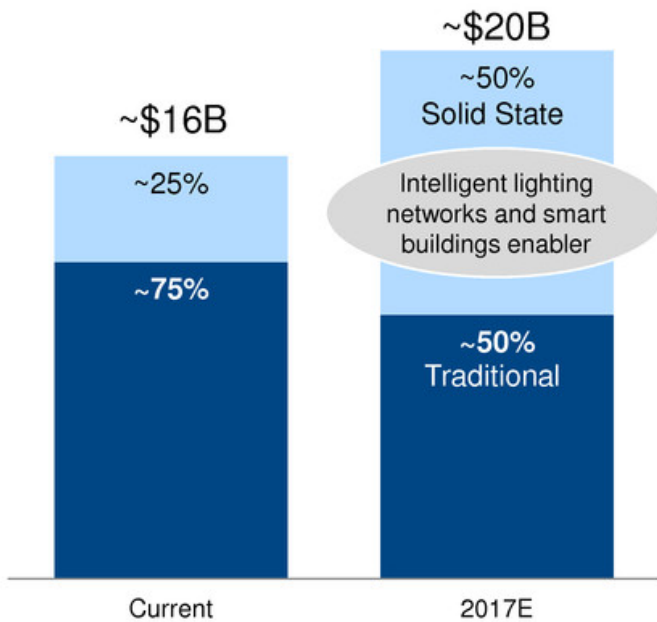
Branches
Local Contractors

...attractive growth prospects for non-residential



Lighting

North American Lighting Industry



Sources: McGraw Hill, US DOE, company estimates

WESCO Lighting Capability Expansion and Investment

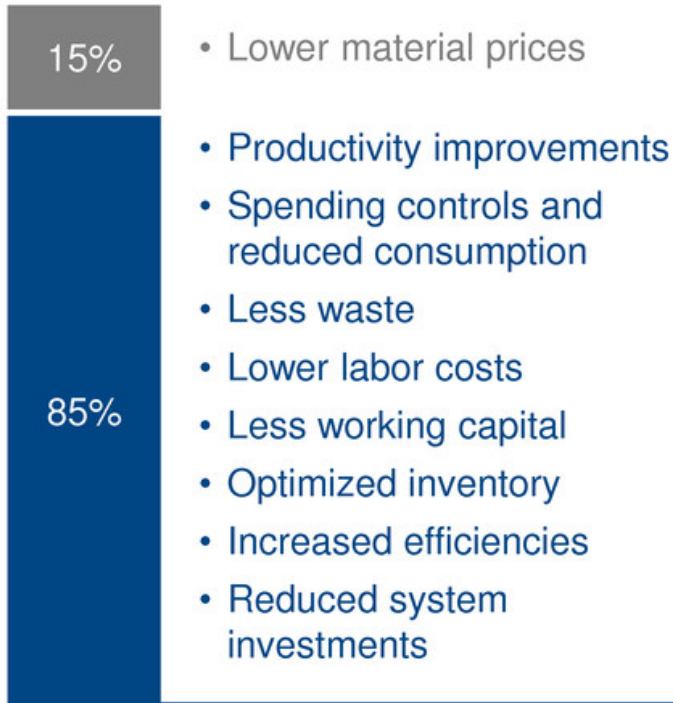
- Global Account customer base
- Energy audit and opportunity identification process
- Three Lighting and Sustainability Solutions Centers
- Dedicated Lighting Team
 - Regional Lighting Manager Network
 - Indoor and outdoor lighting specialists
 - Projects and quotations specialists
 - Controls expertise
 - Renovation team

...well positioned to take advantage of shift to solid state lighting



Integrated Supply Capabilities

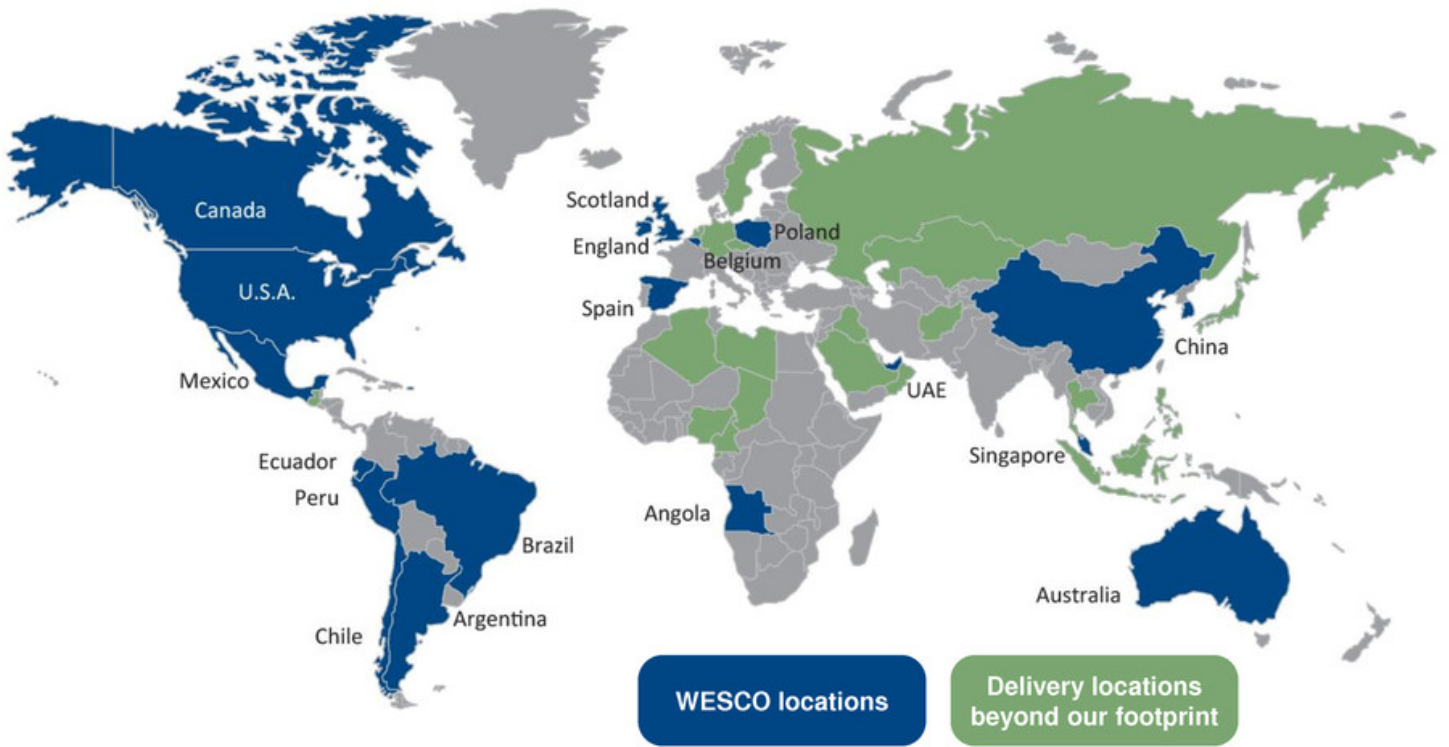
Customer Savings Opportunities



...provide turnkey supply chain outsourcing for our customers



Global Reach



...delivering solutions far beyond our physical locations



Success Story

Oil and Gas Company **MRO Products**

- Business Development and Contracts team secured contract in late 2012
- WESCO has MRO business at 60% of major refineries for this customer
- Full implementation to be completed in 2013
- Significant capital spending planned through 2017
- \$20M+ annual sales potential for this new Global Account customer





Summary

- Large addressable market
- Opportunities for WESCO aligned with customer supply chain and outsourcing needs
- One WESCO has created additional customer spend capture opportunities
- Customer share growth opportunities in all spend segments.



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INTERNATIONAL, INC.

INVESTOR DAY 2013

Utility


Andy Bergdoll,
Group Vice President and General Manager



Construction



Utility



Global Accounts &
Integrated Supply



International




Communications
& Security



Government



Acquisitions



Lighting & Sustainability



Utility

WESCO has significant positions in both the U.S. and Canada.

Approximately \$1.0B in annual sales



Addressable Market

\$15B U.S. and Canada Market Opportunity

- 150+ servicing branches
- Broad product and services portfolio for entire utility power chain
- Strong customer base
- Leveraging One WESCO capabilities to service customers

Value Proposition

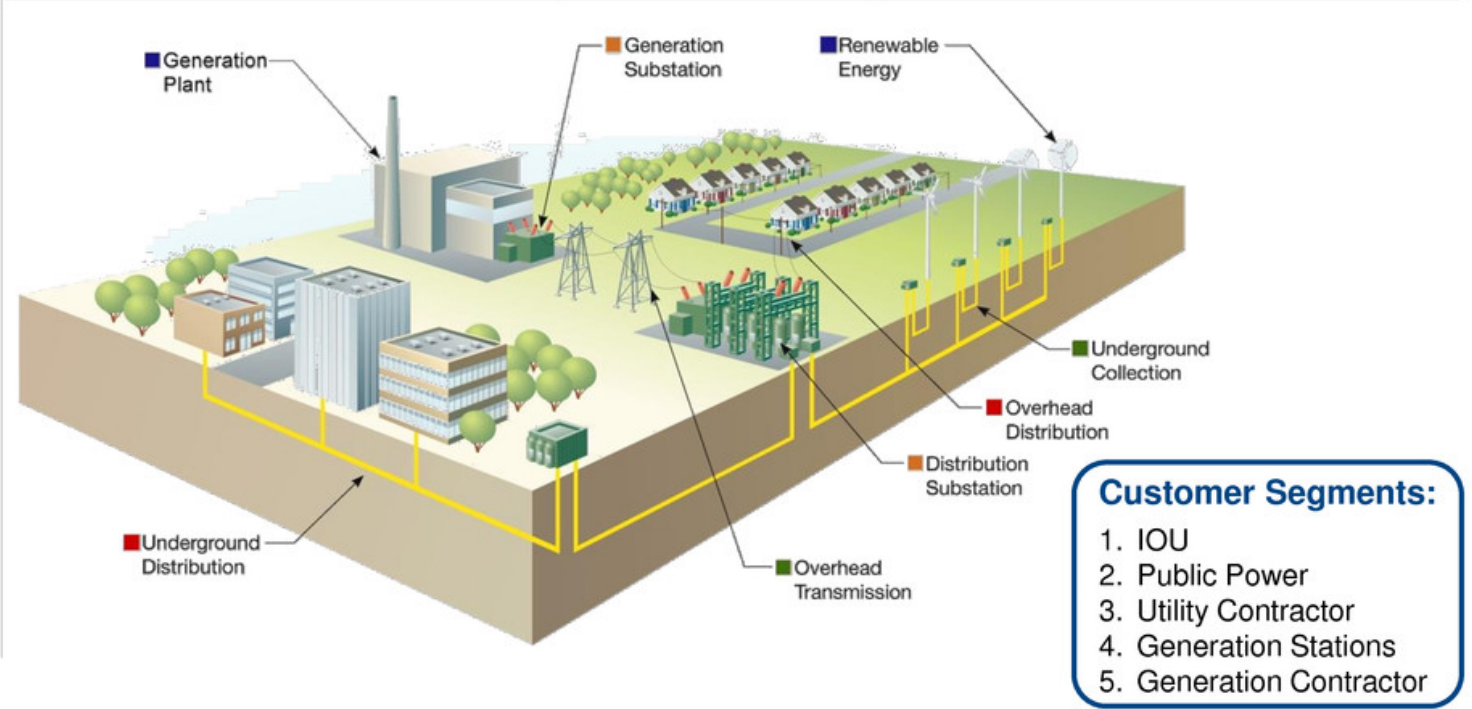
- Supply chain trends favorable to WESCO:
- Change in profile and scope of managed spend for utilities
 - Drive for business process improvement

...one of WESCO's key growth engines

ID13 WESCO Investor Day



Utility

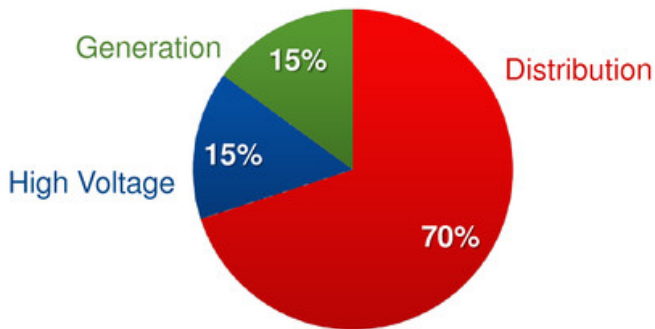


...addressing the entire power chain through every customer segment



Utility Sales

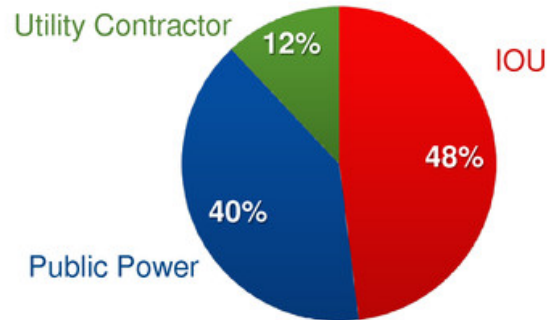
Power Chain



Industry Trends

- Slow meter and load growth – grid and generation
- Reliability and efficiency projects
- Communications infrastructure
- Alternative energy drivers
- Gas related infrastructure and generation
- Transmission infrastructure requirements

Customer Segments



Industry Trends

- Cost savings and productivity improvement programs
- Focus on core competencies – system operations
- Workforce demographic changes
- Increased recruitments from outside industry

...industry trends provide substantial opportunities for WESCO



Utility Products Portfolio

		Generation	Transmission/Substation	Distribution Grid
Core	T&D Components		✓	✓
	Equipment and Apparatus			✓
	Wire, Cable and Conduit	✓		✓
	Communication and Security	✓	✓	✓
	Lighting	✓		✓
	Electrical MRO	✓		
	Safety	✓	✓	✓
	Industrial MRO, Tools, and Supplies	✓		✓
2nd Tier	Pipes, Valves, and Fittings	✓		✓
	Power Transmission and Bearings	✓		
	Controls and Instrumentation	✓		
	Fasteners	✓		
	Packing, Gaskets, Seals	✓		
Manufacturer Direct	Poles, Structures		✓	✓
	Major Equipment		✓	✓
	OEM, Spares	✓		✓

Customer Value Proposition

Product and supplier access – National scale and local service
 Technical support and distributor services

...providing products across the entire utility power chain



Core Product Growth Drivers

T&D Materials



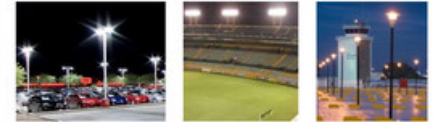
- Residential system expansion
- Storm/Emergency response
- Supply chain productivity
- Shale energy development

T&D Equipment



- Aging equipment
- System reliability
- Energy efficiency
- Smart grid

Outdoor Lighting



- LED technology
- Controls
- Expanding customer base

Communications Products



- Communications infrastructure
- Physical and cyber security systems – NERC/CIP standards
- Alliance scope expansion

Safety



- Regulations
- Conney sales model
- Alliance development

MRO

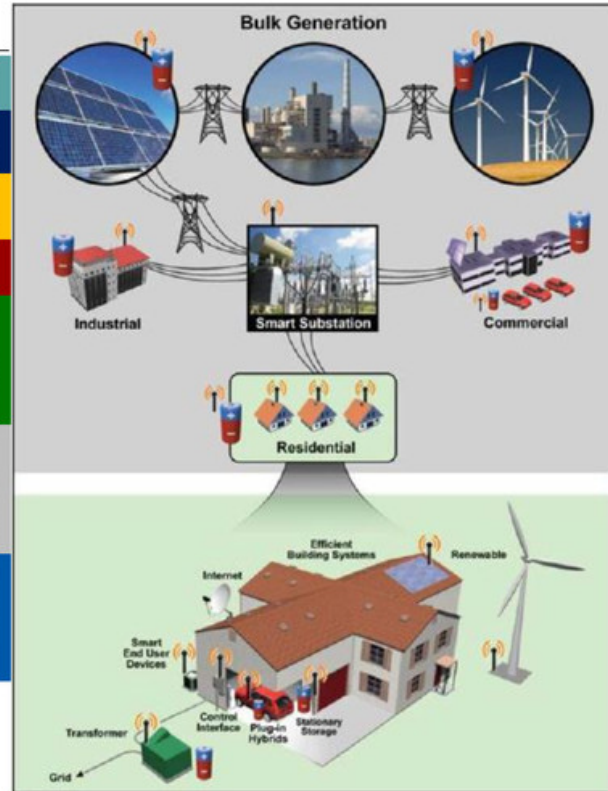
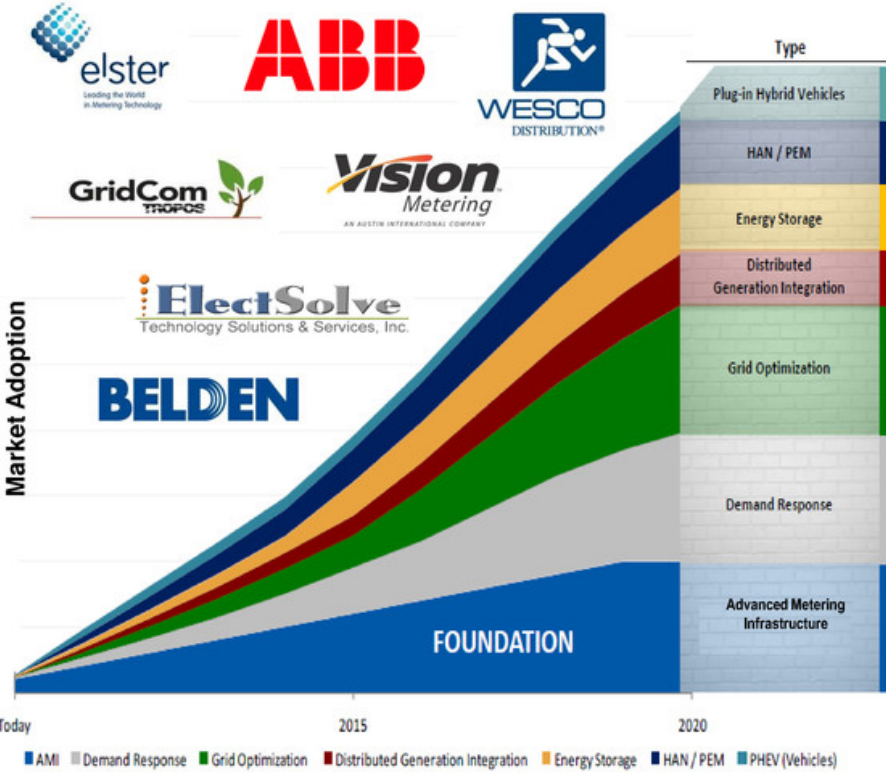


- Demand management
- Transaction cost management
- Inventory control
- Integrated supply programs

...support continued growth outlook



Smart Grid Projects Investments



Source: Ultrimetrics

...provide substantial opportunities for WESCO



Utility Services Portfolio

		Generation	Transmission/Substation	Distribution Grid
Supply Chain	Sourcing and Category Management	✓		✓
	Procurement and Expediting	✓	✓	✓
	Cross Dock and Logistics	✓	✓	✓
	Point of Use Programs	✓		✓
	Inventory Optimization	✓		✓
	Warehouse and Site Operations	✓	✓	✓
	Data and Transaction Integration	✓		✓
Project	Bill of Material Development		✓	
	Project Material Sourcing	✓	✓	✓
	Packaging, Kitting, Sub-Assembly		✓	✓
	Project Materials Requirement Management	✓	✓	
	Site Materials Management	✓	✓	
	Cable Management	✓		
	Site Warehousing and Logistics	✓	✓	

Customer Value Proposition

Category management and TCO savings programs
 Productivity and efficiency savings
 Resource availability, business process outsourcing

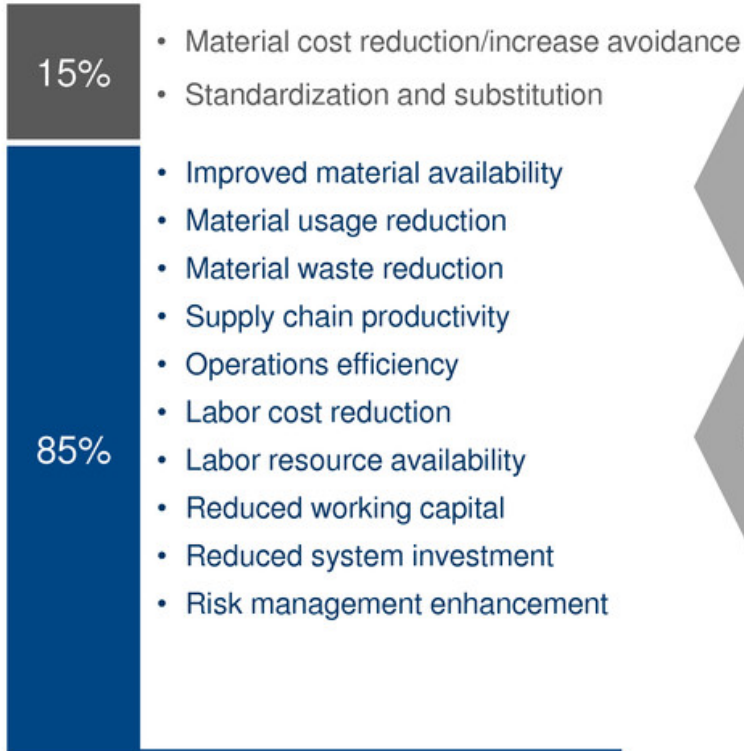
...expanding across all power chain segments

ID13 WESCO Investor Day



Alliance Program

Value Creation



...leading to integrated supply agreements



Storm Response – Hurricane Sandy



- 17 states impacted
- 8M+ power outages
- 14 IOUs impacted
- Assistance crews brought in from over 50 utilities and contractors
- Three week primary restoration effort

WESCO Response

- Provided 24/7 restoration support for Alliance customers as well as support for other customers
- Rotated over 30 WESCO employees from across the country to support the restoration efforts
- Over 40 WESCO branches engaged in restoration program
 - 9 Utility branches in impacted area
 - 20 Utility branches outside of impacted area
 - WESCO DC and I/C branch support
- Leveraged national inventory – branch and strategic alliances

...demonstrates our commitment and ability as a first responder



Recent Success Stories

Major IOU Integrated Supply



- Utility under cost reduction pressure due to market dynamics – integrated supply opportunities identified
- Extensive industry benchmarking process and competitive bid process
- Scope of supply includes full product portfolio and full services portfolio across distribution and generation
- Currently in the implementation phase

National Utility Contractor Project Services



- Major IOU is developing a Utility scale Solar PV plant in the U.S.
- Providing materials for overhead substation, transmission, and overhead distribution
- Contract scope includes bill of material development, design support, material logistics and project management

...reflect our comprehensive product and service offering



Summary

- Utility market is large and undergoing significant changes which are creating strong growth opportunities for WESCO in the Americas
- One WESCO has expanded our scope of supply and increased our service capabilities to meet our customers' changing needs
- WESCO continues to lead the industry and play offense – customer service, storm response, scope expansion, alliance models
- WESCO Utility is the industry leader in integrated supply programs – for both Utility supply chain and Utility projects



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Communications and Security

David Bemoras,
Group Vice President and General Manager

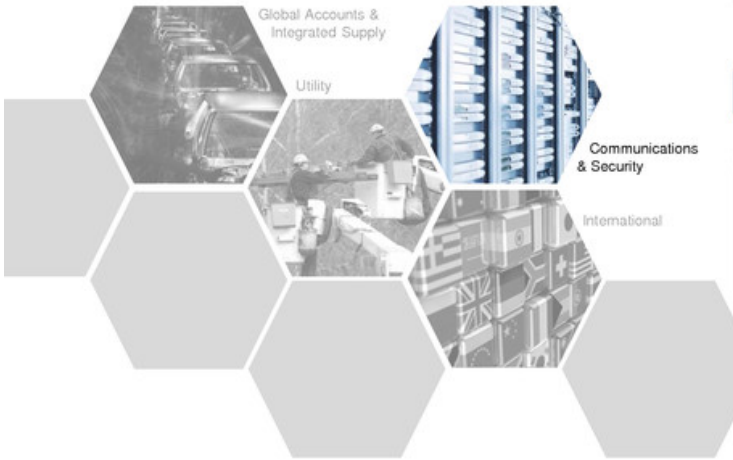




Communications and Security

WESCO is a leading provider of enterprise communications, security and broadband solutions, supporting a wide range of customer applications across the globe.

Approximately \$1B in annual sales



Addressable Market

\$20B Global Market Opportunity

- Voice and data communications
- Security, surveillance, access control
- Data centers
- Intelligent buildings
- Broadband networks
- Wireless communications
- Audio and video
- Smart grid and outside plant

Value Proposition

Global Supply Chain Consolidator

- Financial strength
- Consultative selling
- Global Reach
- Customized solutions
- Value Creation
- Highly experienced technical sales force
- Best-in-class supplier ecosystem
- Broad product offering

...one of WESCO's key growth engines



Market Trends Favor WESCO

Key Trends

- Data center growth accelerating due to cloud, mobile and video requirements
- Mobile devices putting strain on networks
- IP security continues strong growth trajectory
- Passive Optical LAN – adoption of next generation LAN infrastructure technology
- Enterprise in-building wireless systems gaining broader acceptance
- Intelligent building architecture gaining momentum

WESCO Position

- The only globally enabled data communications, security, and electrical distributor
- One WESCO Value Creation
- Global accounts core competency
- Diverse customer base
- Supplier advocacy and preferential support
- Expanding eCommerce platform

...Cloud, Mobile, and Video Driving Demand for Enterprise Bandwidth, Data Center Expansion, and Security Solutions

Enterprise, Security, and Broadband Solutions



One WESCO creating opportunities in untapped markets



Enterprise



Security



Broadband

Markets

- Government
- Energy
- Industrial
- OEM
- Commercial
- Automotive
- Healthcare
- Residential

Channels

- Contractors
- Security Integrators
- Network Integrators
- System Integrators
- A/V Integrators
- Architects
- Consultants
- Engineers



Enterprise Solutions



WESCO's Enterprise offering supports every communications system, from mission critical networks, to telephony and A/V systems.

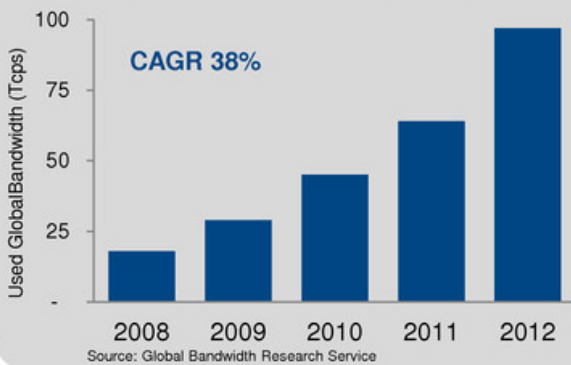
Key Markets

- Healthcare
- Higher Education
- Commercial
- Government
- Casino / Resort

Applications

- Local Area Networks
- Wireless Networks
- Data Centers
- A/V Systems
- Campus Networks
- Mobile Connectivity
- Secure Networks

Global Bandwidth Growth



Solutions

- Cable & Connectivity
- LAN/WAN/SAN Equipment
- Racks & Cabinets
- Wireless Systems
- Passive Optical LAN
- Telephony & Intercom
- Commercial A/V
- Power & Protection
- Distributed Antenna Systems



Security Solutions



WESCO's Security offering is IP centric, focuses on Value Creation, and supports all major applications including surveillance, access control, and life safety.

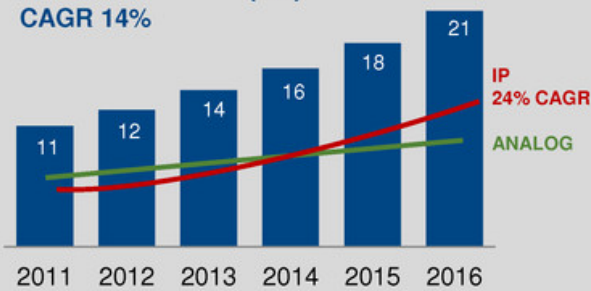
Key Markets

- Higher Education
- Healthcare
- Government
- Hospitality

Applications

- Life Safety
- Loss Prevention
- Intrusion Detection
- Event Management
- First Responder Support
- Situational Awareness

Global Security Market (\$B)



Source: IMS Research

Solutions

- Surveillance Systems
- Access Control
- Communication Systems
- Cable & Connectivity
- Wireless
- Installation Supplies
- Tools & Test Equipment
- IP Camera Addressing
- Rack & Stack



Broadband Solutions



WESCO's Broadband portfolio delivers customized products and services that act as the foundation of the world's communications network.

Key Markets

- Cable TV Operators
- Broadcast & Networks
- Utility / Smart Grid
- Telecoms
- Broadcast Satellite

Applications

- Voice, Video & Data Networks
- Metro Ethernet
- Cellular Backhaul
- Wi-Fi
- Headend/Central Office/Data Centers
- Fiber to the Home
- Internet Protocol TV
- Over-the-top Video

Global Mobile Broadband Device Shipment Forecast



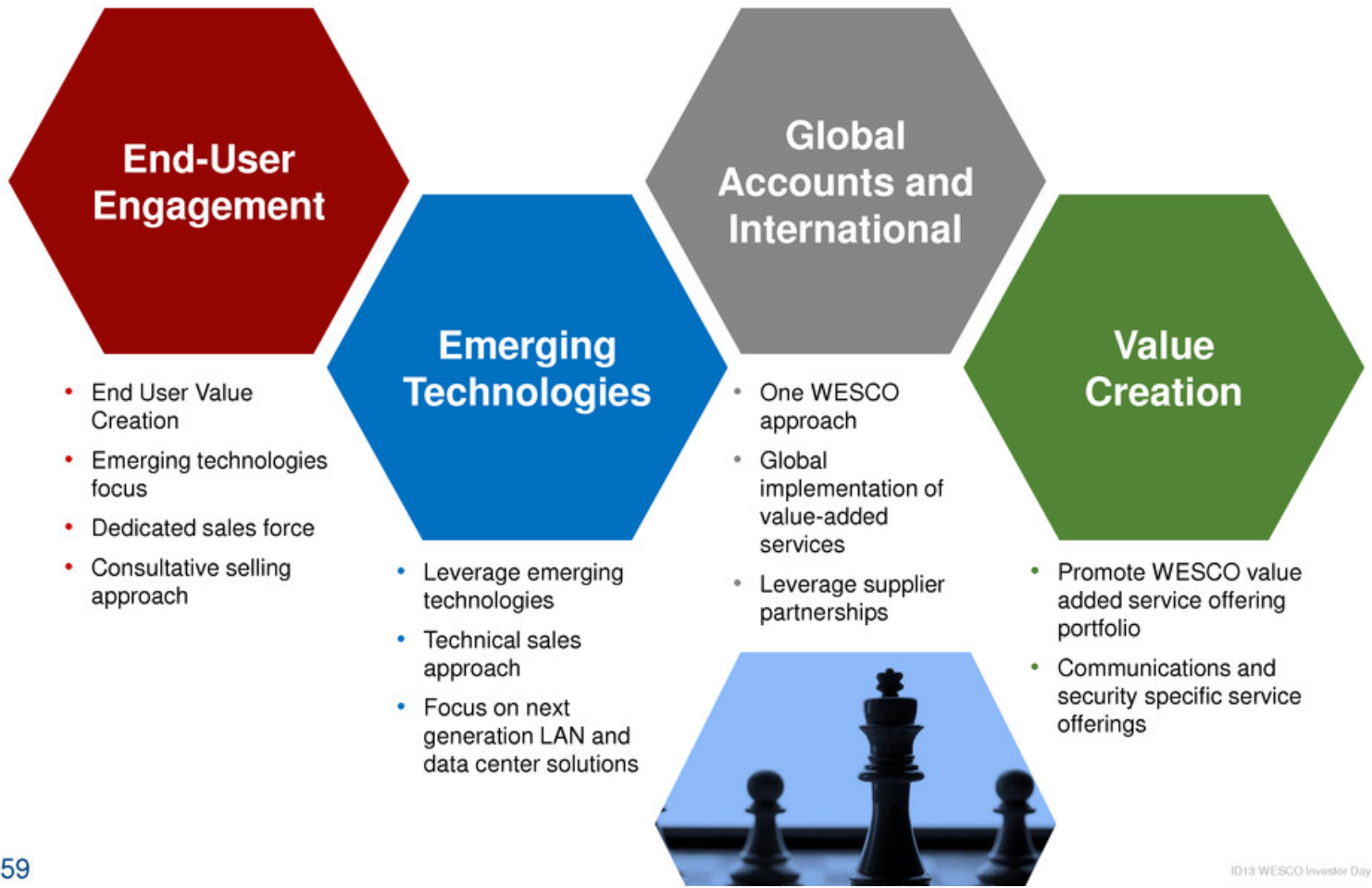
Source: HIS iSuppli Research, July 2011

Solutions

- Cable & Connectivity
- Fiber Optic Equipment
- Test & Measurement
- Network Monitoring & Optimization
- Customer Premise Equipment
- Underground & Aerial Plant
- Video On Demand
- Voice Over IP
- Passive Optical Networks



Key Strategic Initiatives





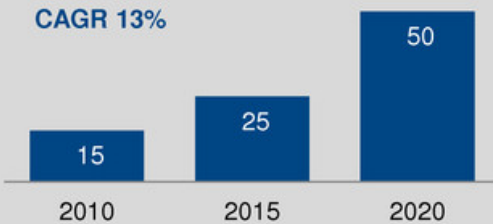
Monetizing Data Center Market Growth Trends

Cloud Computing, Mobile Devices & Video Driving Data Center Growth



U.S. Data Center Construction (\$B)

CAGR 13%



Source: C. Belady, Global Foundation Services / Microsoft – March 2011

Colocation Center

Type of data center where equipment, space, and bandwidth are available for rent to customers.

Cloud

Cloud data centers serve applications, store content, and facilitate computing from a remote facility.

Service Provider

Data center for serving consumer content to the mass public, like cable television and satellite.

Enterprise

Private facilities managed and maintained by a business or organization. Primarily serves business computing, communications and data storage functions.



Data Center Solutions

WESCO is a single source provider for ALL types of data center customers

- Broadest and deepest product portfolio
- Network of specialized contractors and integrators
- Value-added services



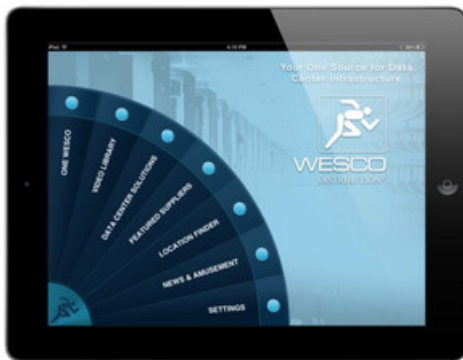
WESCO is Your One Source for Data Center Infrastructure

- Power & Protection
- Power Distribution
- Cooling Systems
- Raised Floor Systems
- Data Center Infrastructure Management (DCIM)
- Racks & Cabinets
- Fiber Cable & Connectivity
- Copper Cable & Connectivity
- Cable Routing
- Fabric Innerduct
- Surveillance & Video
- Access Control
- Power over Ethernet
- Wireless Systems
- Sound, AV & Notification
- Tools & Test Equipment
- IP Lighting
- and more...



The WESCO Data Center App

Industry-Leading Tools



The WESCO Data Center Application for iPad®

An immersive presentation of solutions for Power, Space, Cooling, Security and Cable & Connectivity, plus...

- Data center infrastructure news
- White papers, specs and videos
- WESCO branch geo-location

Success Story – Fortune 100 Technology Firm



A major One WESCO Data Center win that exemplifies our approach and provides evidence of the value we provide to global customers

Supply Chain Consolidation

- Global implementation
- One WESCO services and solutions
- One source distribution agreement
- Unseated incumbent

Global One WESCO Data Center Win

- RFP for global data center expansion
- Leveraged supplier partnerships
- International supply chain and service commitments
- Global execution and local presence combination
- Global implementation of Value Creation Solutions including 24-hour support, just-in-time inventory, custom reporting, online planning system, kitting, project staging and more



Summary

- Globally enabled data communications, security, and electrical distributor
- Supply chain consolidation message resonating with customers across the globe
- Market trends are favorable for long-term growth and are being stimulated by cloud computing, mobile devices and video
- One WESCO approach creating synergies across the business and resulting in significant wins
- Industry's broadest and deepest data center offering
- Well-positioned to continue to capitalize on IP security migration
- Expansion of value-added product lines, services, and marketing programs to support customer needs and total solution delivery

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Canada

Harald Henze,
Group Vice President and General Manager



Construction

Utility

Global Accounts & Integrated Supply

International

Communications & Security

Government

Acquisitions

Lighting & Sustainability



Canada

WESCO is the largest distributor with a strong presence in all provinces.

Approximately \$1.8B annual sales



Addressable Market

- ~\$7B Market Opportunity**
- Construction, Industrial, Utility, and CIG
 - 116 Branches
 - 4 Distribution Centers
 - WESCO HQ – Toronto
 - EECOL HQ – Calgary

Dual Channel Strategy

Maximizing world-class supplier relationships

...one of WESCO's key growth engines



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 is experiencing increased investment
- Green and sustainability initiatives are creating opportunities for lighting and controls


WESCO Canada and EECOL Electric have improved position over last three years

...provides attractive long-term growth prospects



Anticipated Business Environment

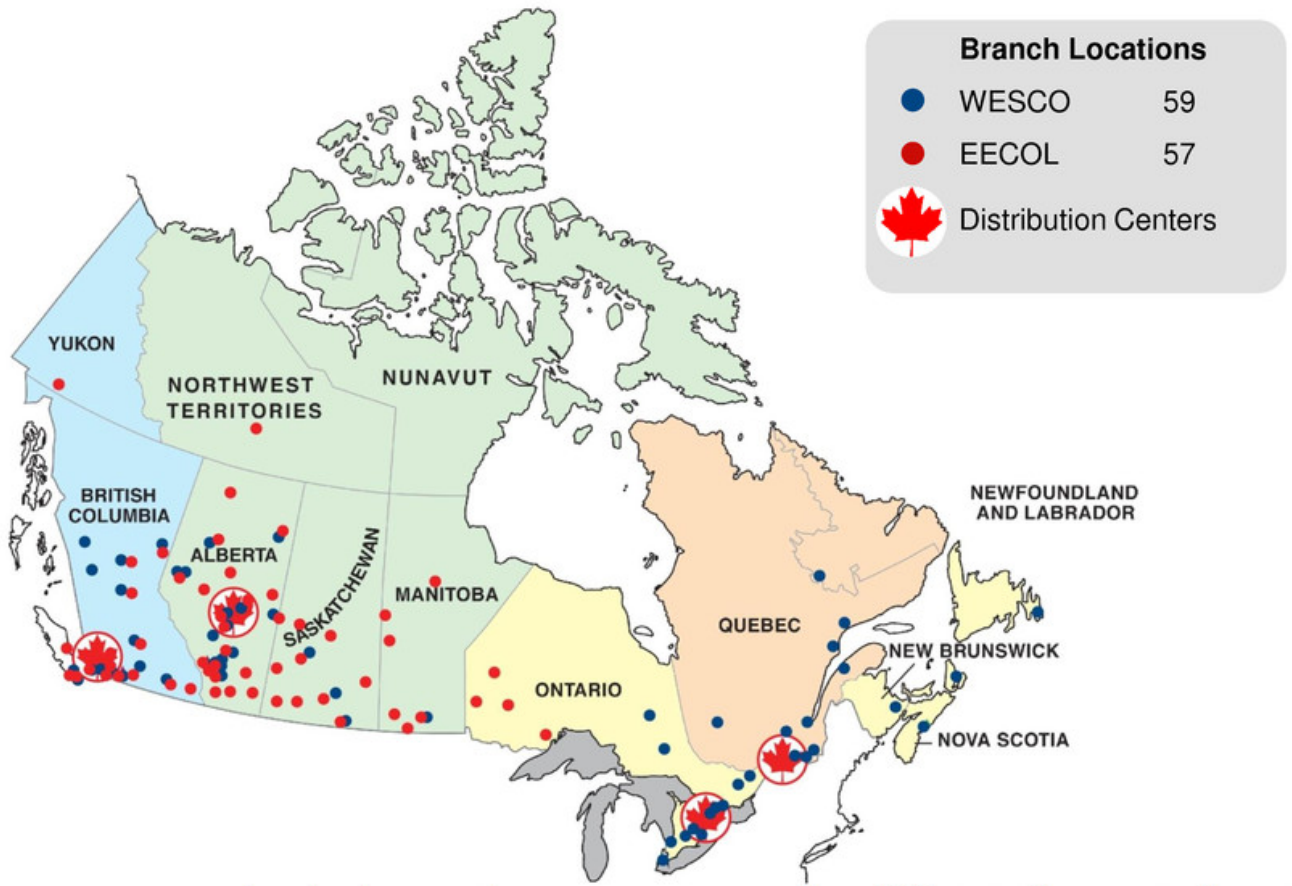


			
Alberta	<ul style="list-style-type: none"> • Utility • Oil and Gas • Commercial Construction • Alberta flood recovery 	<ul style="list-style-type: none"> • Residential 	<ul style="list-style-type: none"> • Government Spending
Saskatchewan / Manitoba	<ul style="list-style-type: none"> • Mining • Utility • Shale Oil and Gas • Wind Generation 	<ul style="list-style-type: none"> • Residential 	<ul style="list-style-type: none"> • Government Spending • Potash Pricing
Ontario	<ul style="list-style-type: none"> • Water and Waste Water • Manufacturing • Transportation • Utility 	<ul style="list-style-type: none"> • Hospitals • Multifamily Residential 	<ul style="list-style-type: none"> • Commercial Construction • Residential • Solar and Wind • Mining
British Columbia	<ul style="list-style-type: none"> • Forestry • Oil and Gas / LNG • Commercial Construction • Multifamily Residential • OEM 	<ul style="list-style-type: none"> • Utility 	<ul style="list-style-type: none"> • Residential • Mining • Government spending
Quebec	<ul style="list-style-type: none"> • Government spending 	<ul style="list-style-type: none"> • Commercial Construction 	<ul style="list-style-type: none"> • Residential • Mining • Solar and Wind

...expect continued demand growth in 2013 and 2014



Canadian Operations



...includes a strong presence in all Canadian provinces



Investing for Growth

Organic



Edmonton Distribution Center
*Opened 2009;
expanded 2012*



Toronto Distribution Center
Opened 2012



Montreal Distribution Center
Opening 2H 2013

Six new branches opened in 2012 / 2013

Acquisitions



TVC
Communications
A DIVISION OF WESCO DISTRIBUTION, INC.



BREWS
A DIVISION OF WESCO DISTRIBUTION, INC.

Trydor industries
(canada)
A Division of WESCO Distribution Canada LP

EECOL
ELECTRIC

...and delivering strong results in Canada



Extensive Supply Base



Complementary

Eaton
 Philips Luminaires
 Philips Lamps and Ballasts
 Legrand
 Crouse-Hinds
 Royal Pipe
 Hammond
 Weidmuller

Schneider
 Acuity
 Osram / Sylvania
 Hubbell / Leviton
 Appleton
 Ipex
 Hoffman
 Phoenix

Common

Thomas & Betts
 3M
 Ouellet
 Burndy

Thomas & Betts
 3M
 Ouellet
 Burndy

...comprised of world-class global manufacturing companies



Success Stories

Large Mining Company

Power Transformer, Electrical Distribution and Control



- Large mining company in Western Canada doing an expansion and power upgrade
- WESCO providing power transformers and distribution and control products
- Delivery will be in 2014
- Worked closely with the customer and EPC on defining project requirements

Food Processing

Plant Expansion



- Eastern Canada major food processing plant expansion
- Worked with General and the Electrical Contractor on a fast track job with significant complexity and coordination challenges
- Several large orders with expedited deliveries to meet customer's schedule requirements

...reflect early customer engagement and strong project management



Summary

- Long term growth prospects for oil, gas, and mining in Canada are still very attractive
- Investing for growth and delivering strong results in Canada
- Successful integration of EECOL
- One WESCO provides additional opportunities for profitable sales growth with customers



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International

Les Kebler,
Group Vice President and General Manager



Construction

Utility

Global Accounts & Integrated Supply

International

Communications & Security

Government

Acquisitions

Lighting & Sustainability



International

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

Approximately \$500M Annual Sales



Strategy

- Focus on large, growing regions
- In-country business development and execution
- Utilize our global platforms
- Target key vertical markets
- Provide global supply chain solutions

Growth Drivers

- Geographic expansion
- Increase sales capacity
- Expand distribution capabilities
- Invest in infrastructure and inventory
- Operational excellence
- Partnerships and acquisitions

...investing in attractive markets



International



Growth Markets

- Emerging markets growing 2-3X faster
- Global uncertainty continues
- Flexible business model



Demand for Data

- 1 Trillion connected devices by 2015
- Data Center construction continues
- Data Communications as a global platform



Demand for Commodities

- 30% increase in energy demand by 2030
- Global footprint offsets cyclical markets
- Capital project centers of excellence



Population Growth

- ~400 emerging cities to drive 45% of global growth by 2025
- Major infrastructure investment
- WESCO investing in key regions

...one of WESCO's key growth engines



Global Footprint

Americas



EMEA



Asia Pacific



...provides global reach



EECOL South America



- 2012 Sales of approximately \$90M
- 20 locations across Chile, Peru, Argentina, and Ecuador
- Markets served
 - Mining and Metals
 - Oil and Gas
 - Infrastructure
- Major product categories:
 - Electrical
 - Instrumentation
 - OEM Equipment

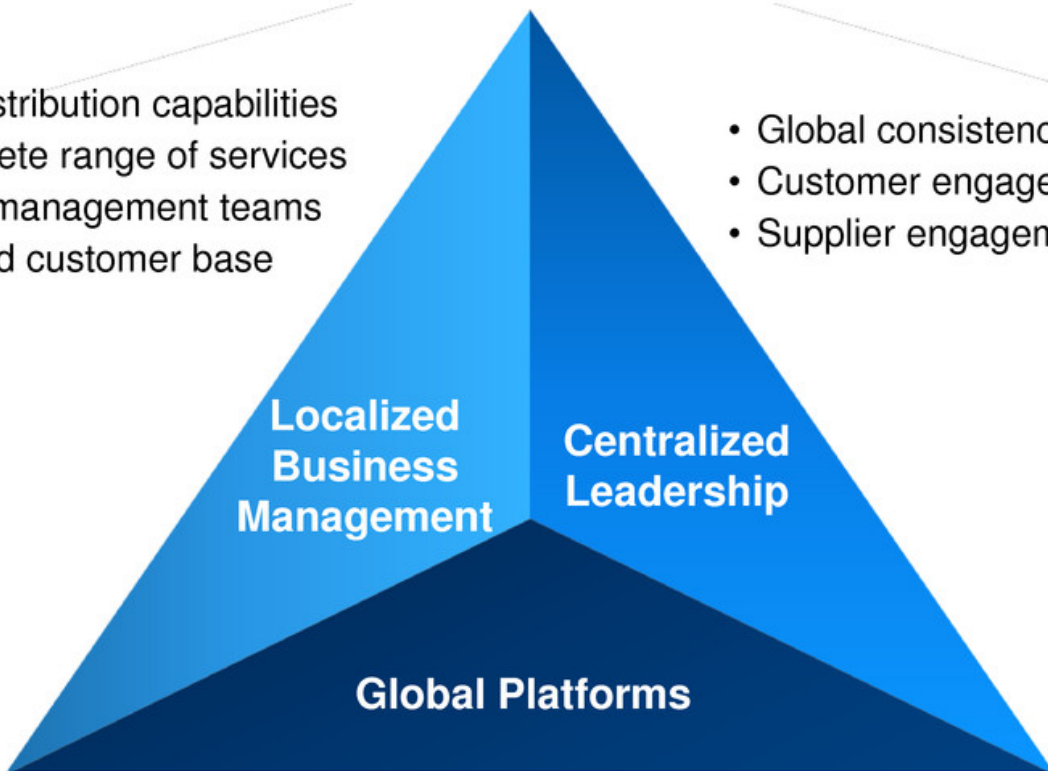
...provides critical mass in South America



International Operating Model

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

- Global consistency
- Customer engagement
- Supplier engagement



...provides value for customer and suppliers



Global Product and Service Platforms



...accelerate growth in local markets around the world



Success Stories

Diversified Technology Company **Global Supply Chain**



- U.S. manufacturer expanding to Asia to support end market demand
- Single WESCO contact through Global Accounts
- Engineering in the U.S. with a global supply base
- Seamless transfer from WESCO U.S. to WESCO Asia
- Localize the supply chain

Global Mining Company **Power & Control House**



- Turnkey design and build of power and control house
- Supports main power supply for mine sites and equipment
- Providing components from global manufacturers – including drives and motor control
- High value-added solution

...highlight our ability to support our customers' global supply chain needs



International Summary

- Large, fragmented market
- Integrated operating model
- Expanding global footprint
- Servicing customers and suppliers who are seeking well capitalized, large global supply chain partners



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Financial Results and Expectations


Ken Parks,
Vice President and Chief Financial Officer



Construction



Utility



Global Accounts & Integrated Supply



International




Communications & Security



Government



Acquisitions



Lighting & Sustainability



Long Term Financial Objectives

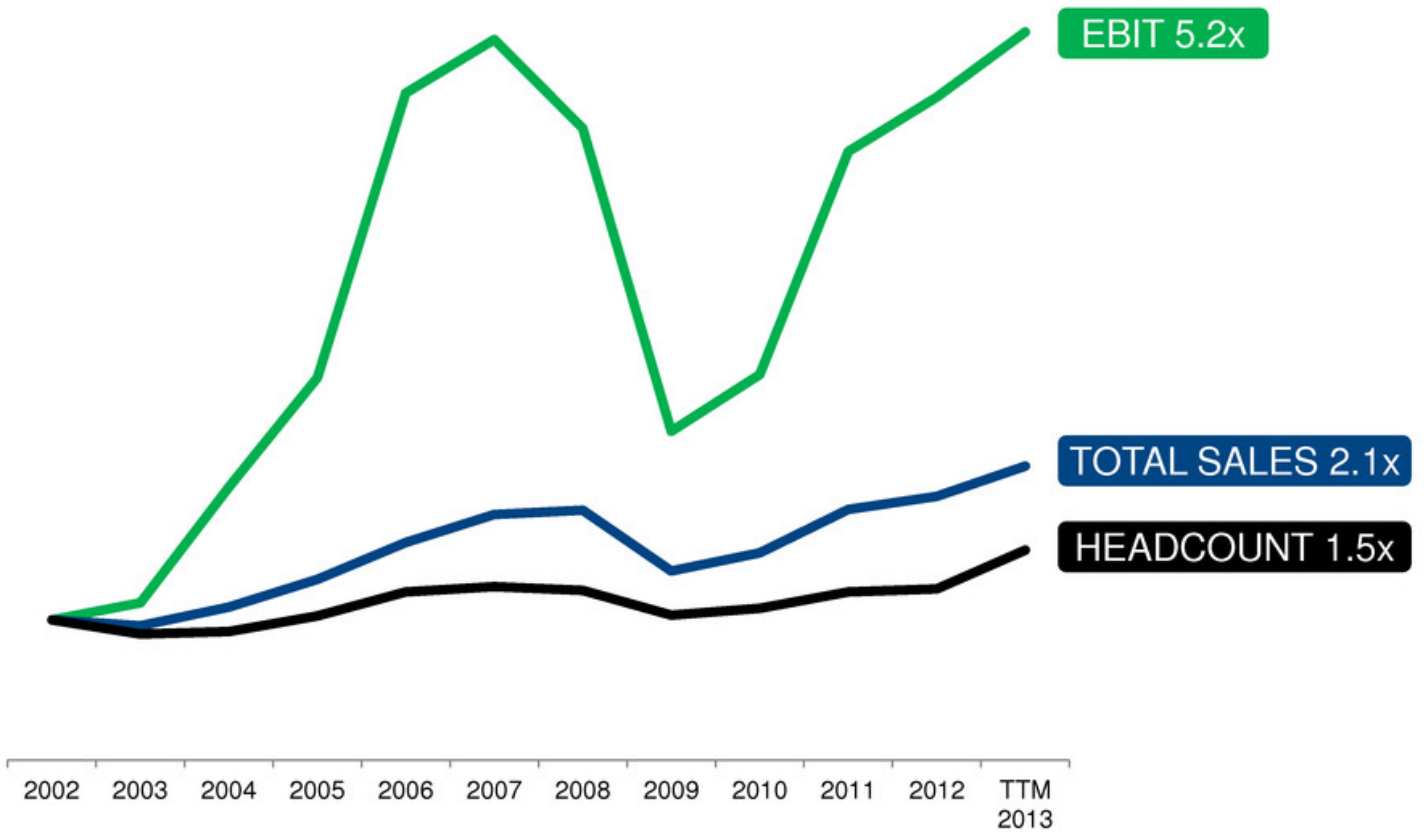
<p>1 Grow sales faster than the market and strengthen business through acquisitions</p>	<p>CORE GROWTH (%)</p>	<p>ACQUIRED GROWTH (%)</p>	
<p>2 Maintain industry-leading cost structure</p>	<p>SG&A%</p>	<p>2012 SG&A% COMP.</p>	
<p>3 Expand operating profit and margins</p>	<p>EBIT (\$M)</p>	<p>EBIT%</p>	
<p>4 Generate strong operating cash flow through the cycle</p>	<p>FCF (\$M)</p>	<p>FCF% OF NI</p>	
<p>5 Provide superior investor returns</p>	<p>TSR (1/1/2010 to 7/31/2013)</p>		

All periods are 2011, 2012 and TTM 2013 unless otherwise noted. Throughout this presentation, 2012 and 2013 SG&A, EBIT, Net Income, and EPS exclude the impact of the ArcelorMittal litigation. See Appendix for reconciliations.

...focused on shareholder value creation



Long Term Focus on Profitable Growth



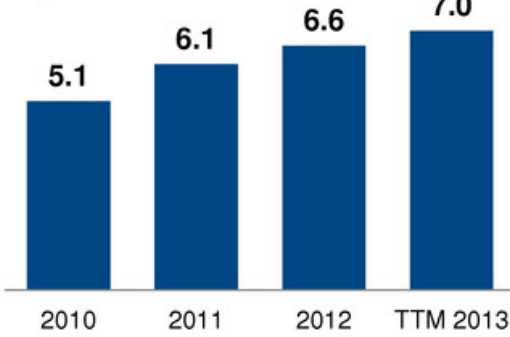
...operating profit pull through delivering results



Strong Performance

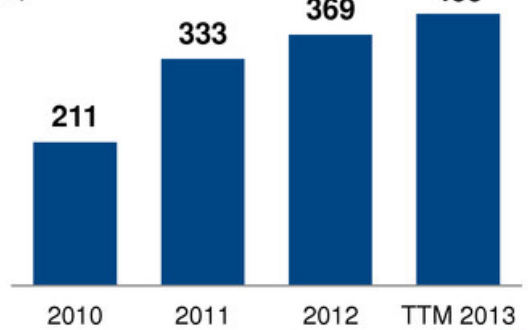
Sales 14% CAGR

(\$ Billions)

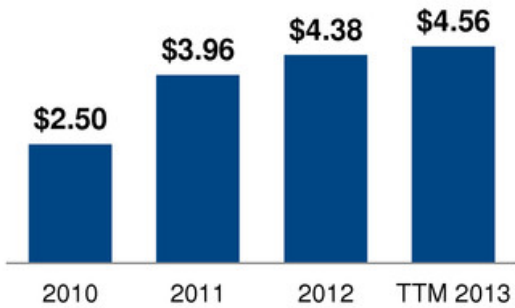


Operating Profit 29% CAGR

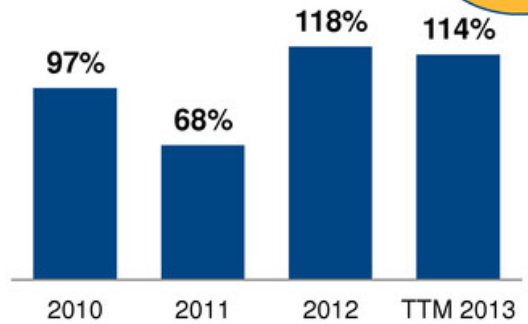
(\$ Millions)



EPS 27% CAGR



Free Cash Flow to Net Income 101% of Average Net Income



...throughout this protracted economic recovery period



2013 Performance

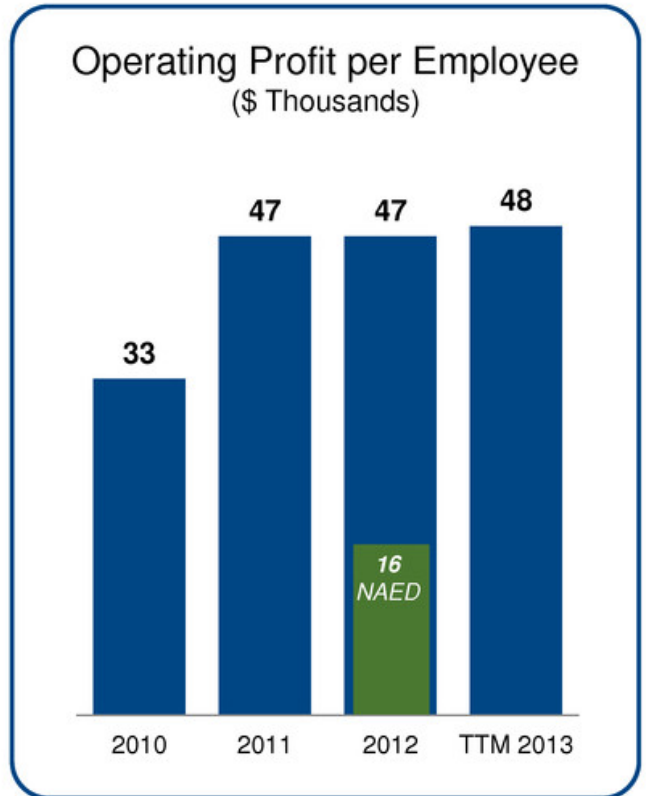
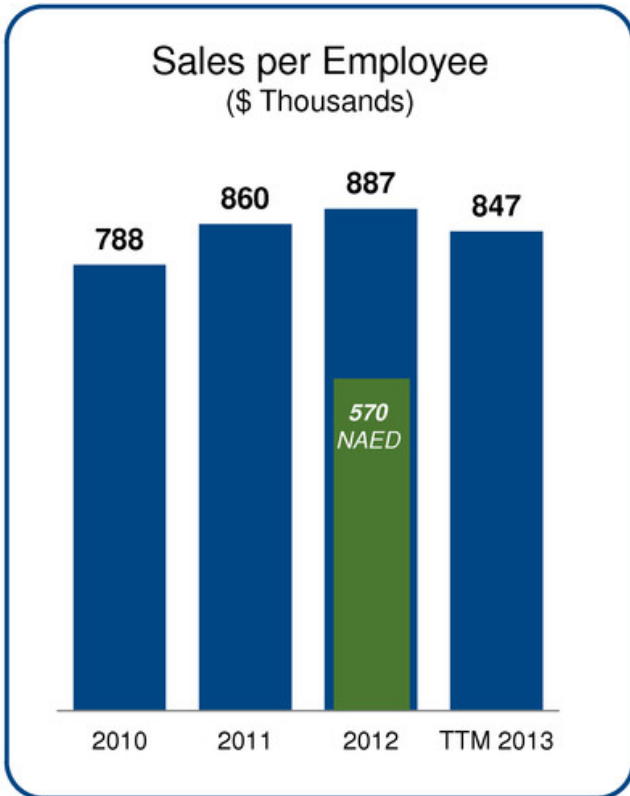
	First Half 2013		FY 2013 Outlook
Sales	\$ 3.7B	13.2% growth including 14.6% from acquisitions	14 - 16% growth Approximately flat organic
Gross Margins	20.9%	Up 90 bpts	Approximately 20.9%
Operating Margins	5.7%	20 bpts expansion	Approximately 6.0%
Tax Rate	25.8%		Approximately 26% to 27%
EPS	\$2.36	8% growth	Approximately \$5.15 - \$5.35

The amounts above have been adjusted to exclude the impacts of the ArcelorMittal litigation in 2012 and 2013. See Appendix for reconciliations.

...first half 2013 results in line with full year outlook



Cost Leverage

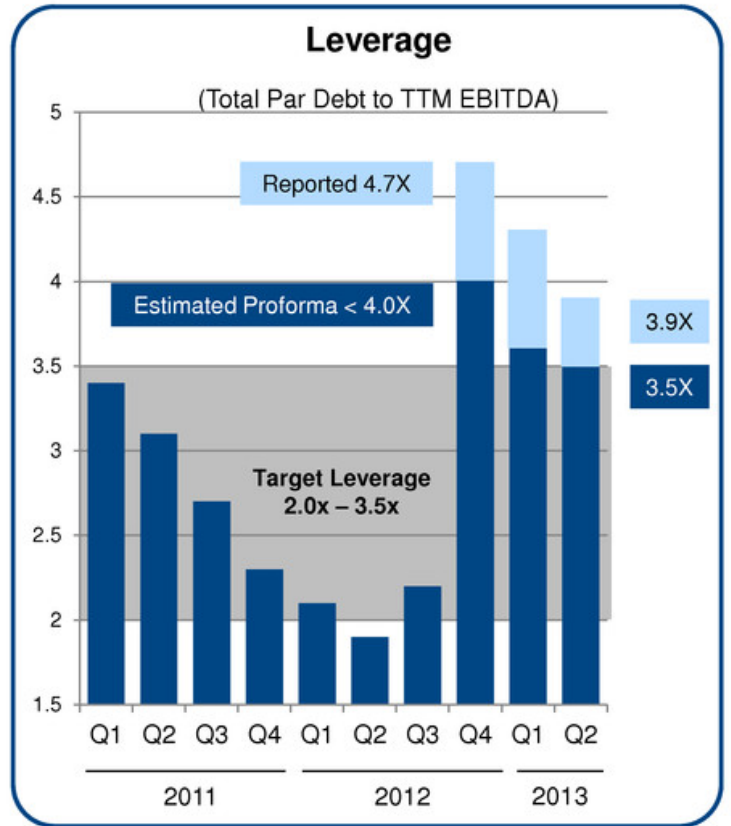
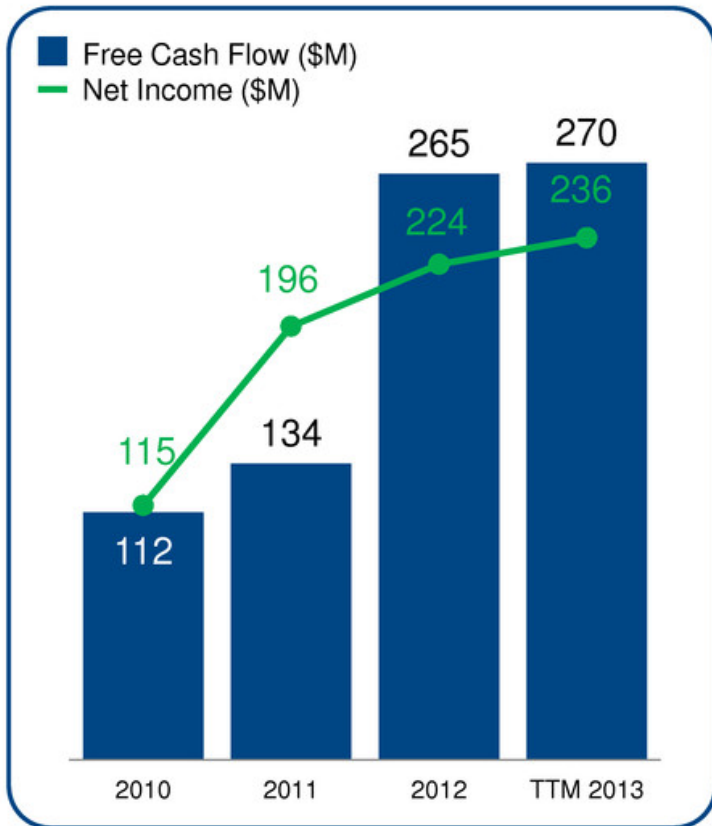


NAED: National Association of Electrical Distributors

...compares favorably to industry benchmarks



Cash Generation



...improving leverage and driving growth



Cash Flow Management

First Use

Support organic growth at greater than market rates



Second Use

Fund accretive acquisitions to supplement organic growth



Third Use

Reduce financial leverage

Fourth Use

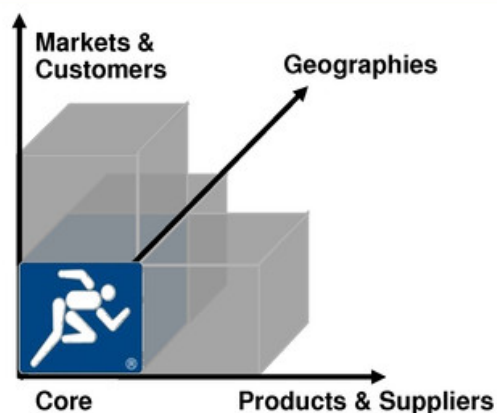
If Debt to EBITDA ratio is sustained below 2.0, return capital to shareholders

...expect to maintain fiscal discipline while funding growth



Cumulative Acquisitions Since 2010

Acquisition Strategy Framework



Acquired Sales (\$ Millions)



Acquisition Priorities

- ✓ 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

	Acquisition Date	Estimated Annual Sales at Closing	Estimated 1 st Year Accretion at Closing
Potelcom	6/10	\$25M	
TVC Communications	12/10	\$300M	\$0.30
RECO	3/11	\$25M	
Brews	10/11	\$50M	\$0.04
RS Electronics	1/12	\$60M	\$0.04
Trydor Industries	7/12	\$35M	\$0.05
Conney	7/12	\$85M	\$0.10
EECOL	12/12	\$925M	~\$1.00
		~\$1.5B	~\$1.53+

...driving strategic growth and shareholder value



End Market Key Indicators

● Improving ● Flat ● Declining

End Market	2013 Sales Mix	Key Market Drivers / Indicators	Current Momentum
Industrial	44%	<ul style="list-style-type: none"> • Industrial Production • ISM Purchasing Managers' Index • Capacity utilization 	<p>●</p> <p>●</p> <p>●</p>
Construction	31%	<ul style="list-style-type: none"> • Architecture Billings Index • Renovations and retrofits • Construction starts and put in place 	<p>●</p> <p>●</p> <p>●</p>
Utility	14%	<ul style="list-style-type: none"> • Distribution grid maintenance and upgrades • New starts and installed meters • Generation MRO, upgrades, expansions • Transmission line extension 	<p>●</p> <p>●</p> <p>●</p> <p>●</p>
CIG	11%	<ul style="list-style-type: none"> • Government spending • Communications spending • Education, healthcare, and financial 	<p>●</p> <p>●</p> <p>●</p>

...economic recovery continues in 2013



2014 Anticipated Business Environment



- Residential construction
- Non-residential construction
- Wholesale trade durable goods
- Oil & Gas
- Share shift to larger players
- Industry consolidation



- Industrial production
- Utility distribution grid spending
- Global growth
- Raw material prices
- Energy prices
- Unemployment

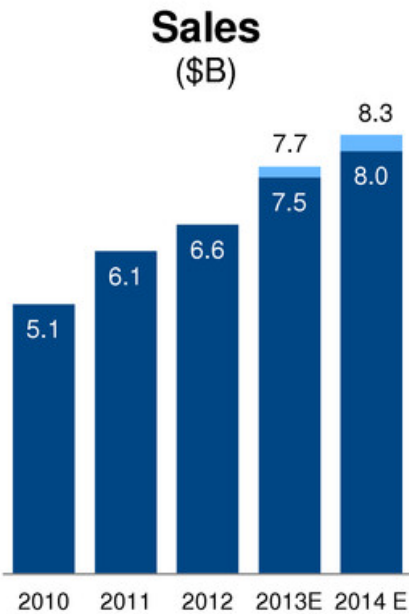


- Government deficits
- Utility transmission spending
- Mining

...expect demand growth in 2014

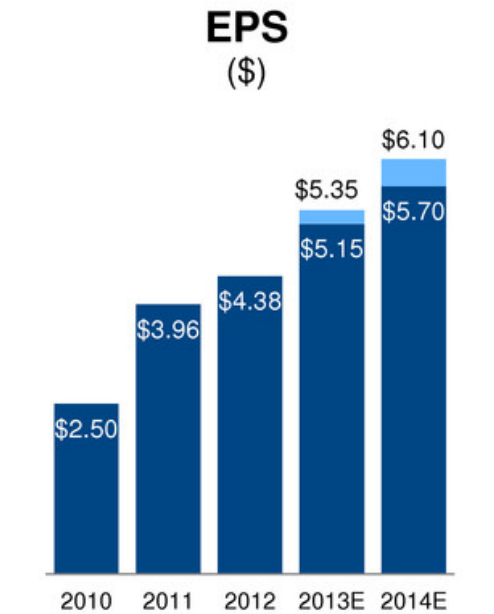


2014 Financial Outlook ... An Early Look



Sales growth 6-9%

- Organic 4-6%
- Acquisitions 2-3%



Low double-digit EPS growth

Free Cash Flow

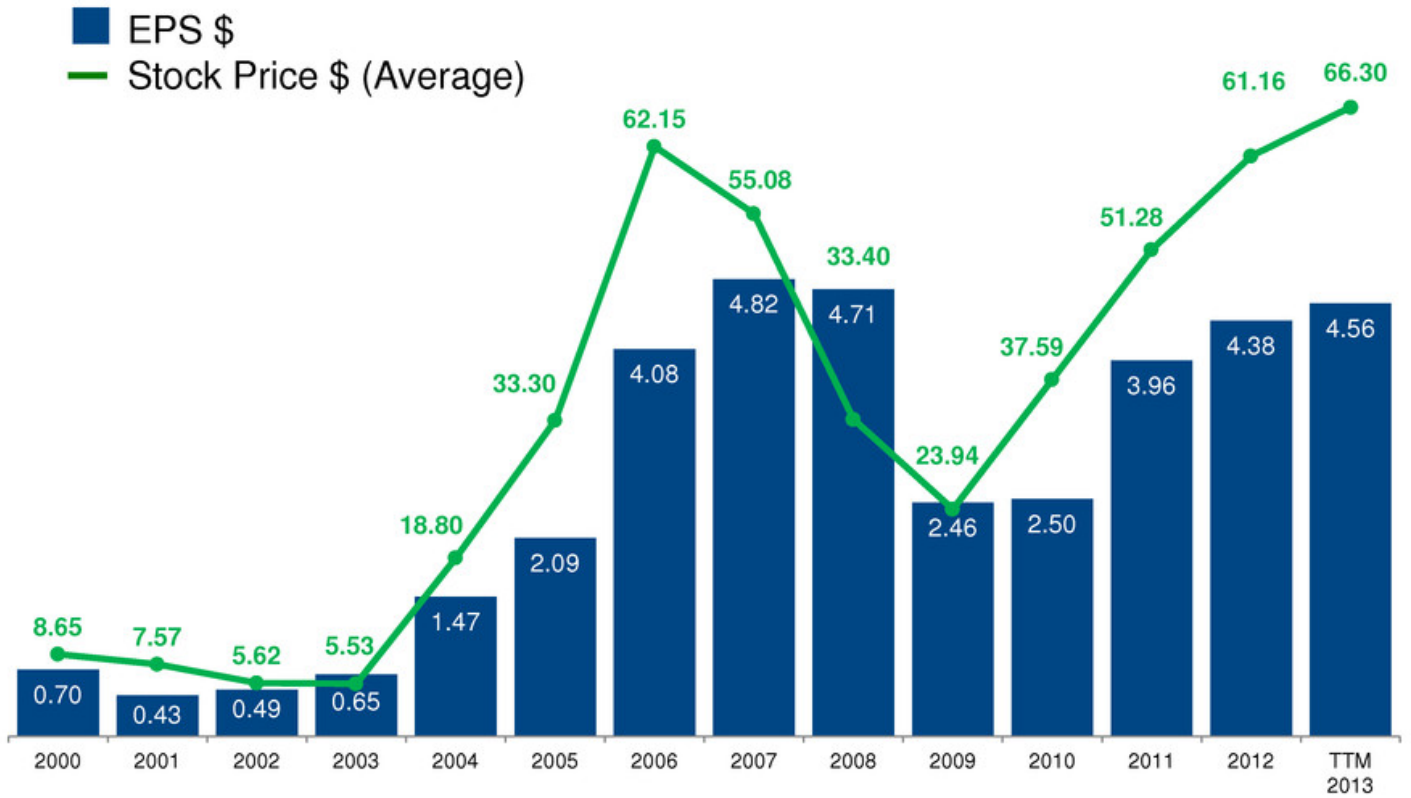
Full year free cash flow \geq 80% of net income

2012 and 2013 EPS excludes the impact of the ArcelorMittal litigation. See Appendix for reconciliations.

...continuing to invest in growth, while driving operating leverage



EPS and Stock Price Performance



...consistent track record of results

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Q&A and Closing Remarks

John J. Engel
Chairman, President and
Chief Executive Officer



Construction

Utility

Global Accounts &
Integrated Supply

International

Communications
& Security

Government

Acquisitions

Lighting & Sustainability



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
- Margin expansion results and future potential
- Strong free cash flow generation through economic cycle



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



WESCO
INTERNATIONAL

Appendix

1) Definitions

2) Regulation G Non-GAAP Financial Measures



WESCO International, Inc. Definitions Appendix

Financial leverage is calculated by dividing total debt, including debt discount, by the trailing twelve months earnings before interest, taxes, depreciation, and amortization (EBITDA).

Free cash flow is calculated by deducting capital expenditures from cash flow provided by operations.

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.

Liquidity is total availability under asset-backed facilities plus invested cash.

Total Shareholder Return (TSR) is the total return of a stock to an investor during a period of time, including capital gains and dividends, assuming reinvestment of dividends.

Trailing Twelve Months (TTM) is the summation of the prior four quarters ending June 30, 2013.

NON-GAAP FINANCIAL MEASURES

This presentation includes certain non-GAAP financial measures. These financial measures include adjusted EBIT, adjusted net income, adjusted EPS, financial leverage, free cash flow, gross profit and liquidity. The Company believes that these non-GAAP measures are useful to investors in order to provide a better understanding of the Company's capital structure position and liquidity on a comparable basis. Additionally, certain non-GAAP measures either focus on or exclude transactions of an unusual nature, 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 INTERNATIONAL, INC.

NON-GAAP RECONCILIATIONS

	FY 2011	FY 2012	1H 2013	TTM 2013
<i>(Dollars in millions except for Diluted EPS)</i>				
Adjusted Income from operations (Adjusted EBIT):				
Income from operations (EBIT)	333	333	247	400
ArcelorMittal litigation charge (recovery) included in SG&A	-	36	(36)	-
Adjusted Income from operations (Adjusted EBIT)	333	369	211	400
Adjusted net income attributable to				
WESCO International, Inc.:				
Net income attributable to WESCO International, Inc.	196	202	149	239
ArcelorMittal litigation charge (recovery), net of tax	-	22	(25)	(3)
Adjusted net income attributable to WESCO International, Inc.	196	224	124	236
Adjusted Diluted EPS:				
Diluted share count	49.6	51.1	52.4	51.7 ⁽¹⁾
Adjusted Diluted EPS	3.96	4.38	2.36	4.56
Free Cash Flow:				
Cash provided by operations	168	288	120	293
Less: capital expenditures	(33)	(23)	(12)	(23)
Free cash flow	134	265	108	270
Adjusted net income attributable to WESCO International, Inc.	196	224	124	236
Free cash flow as a % of adjusted net income	68%	118%	87%	114%

⁽¹⁾ Average of trailing quarterly diluted share count.

WESCO INTERNATIONAL, INC.

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

(dollar amounts in thousands)

(Unaudited)

	<u>Twelve Months</u> <u>Ended</u> <u>June 30,</u> <u>2013</u>
Financial Leverage:	
Income from operations	\$ 400,186
Depreciation and amortization	54,910
EBITDA	<u>\$ 455,096</u>
	<u>June 30,</u> <u>2013</u>
Short-term debt	\$ 33,871
Current debt	9,602
Long-term debt	1,572,415
Debt discount related to convertible debentures ⁽¹⁾	181,311
Total debt including debt discount	<u>\$ 1,797,199</u>
Financial leverage ratio	3.9

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

Note: Financial leverage is provided by the Company as an indicator of capital structure position. Financial leverage is calculated by dividing total debt, including debt discount, by the trailing twelve months earnings before interest, taxes, depreciation and amortization (EBITDA).

Liquidity:	<u>June 30,</u> <u>2013</u>
Available borrowing capacity - revolving credit facility	\$ 387.8
Invested cash	<u>41.5</u>
Liquidity	<u>\$ 429.3</u>

Note: Liquidity is provided as additional information for measuring the ability to fund its operations. Liquidity represents the sum of the Company's cash and available borrowing capacity under its debt facilities.

WESCO INTERNATIONAL, INC.

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

(dollar amounts in millions)

(Unaudited)

	<u>FY</u> <u>2010</u>	<u>FY</u> <u>2011</u>	<u>FY</u> <u>2012</u>	<u>Six Months</u> <u>Ended</u> <u>June 30,</u> <u>2013</u>
Gross Profit:				
Net Sales	\$ 5,064	\$ 6,126	\$ 6,579	\$ 3,702
Cost of goods sold (excluding depreciation and amortization)	<u>4,065</u>	<u>4,889</u>	<u>5,248</u>	<u>2,928</u>
Gross profit	\$ 999	\$ 1,237	\$ 1,331	\$ 774
Gross margin	19.7%	20.2%	20.2%	20.9%

Note: Gross profit is provided by the Company as an additional financial measure. Gross profit is calculated by deducting cost of goods sold, excluding depreciation and amortization, from net sales. This amount represents a commonly used financial measure within the distributive industry. Gross margin is calculated by dividing gross profit by net sales.

