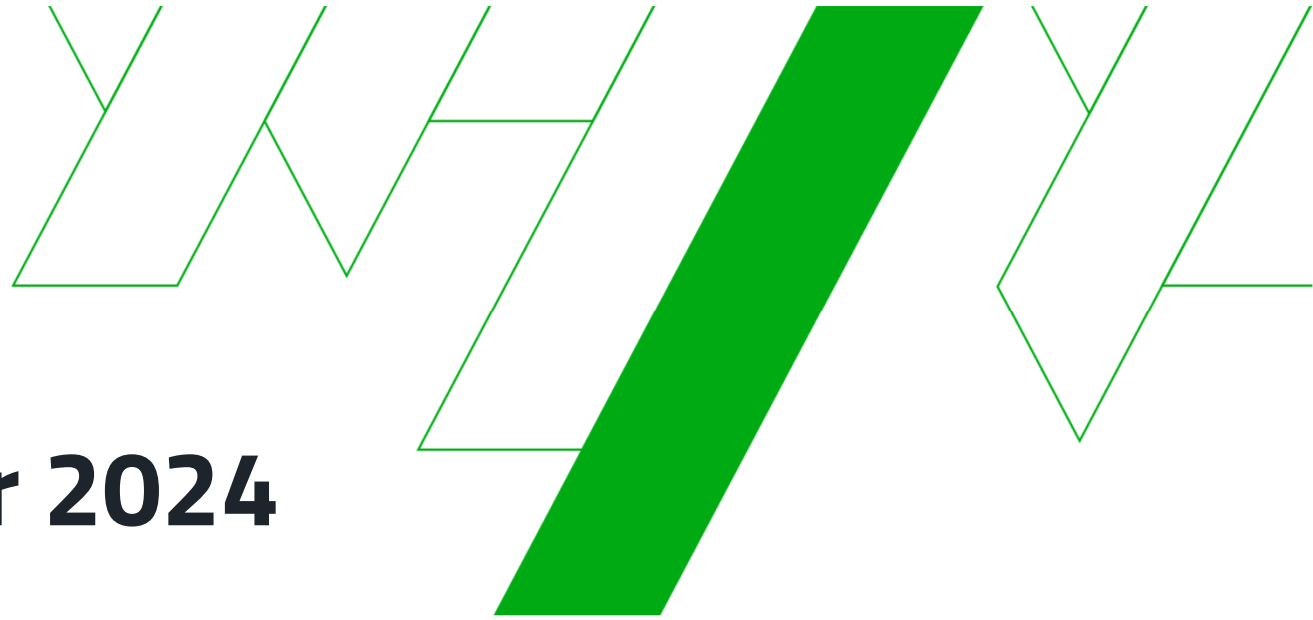


**NYSE: WCC**



# Second Quarter 2024

**Webcast Presentation**

August 1, 2024



# Forward-Looking Statements

All statements made herein that are not historical facts should be considered as "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements involve known and unknown risks, uncertainties and other factors that may cause actual results to differ materially. These statements include, but are not limited to, statements regarding business strategy, growth strategy, competitive strengths, productivity and profitability enhancement, competition, new product and service introductions, and liquidity and capital resources. Such statements can generally be identified by the use of words such as "anticipate," "plan," "believe," "estimate," "intend," "expect," "project," and similar words, phrases or expressions or future or conditional verbs such as "could," "may," "should," "will," and "would," although not all forward-looking statements contain such words. These forward-looking statements are based on current expectations and beliefs of Wesco's management, as well as assumptions made by, and information currently available to, Wesco's management, current market trends and market conditions and involve risks and uncertainties, many of which are outside of Wesco's and Wesco's management's control, and which may cause actual results to differ materially from those contained in forward-looking statements. Accordingly, you should not place undue reliance on such statements. Important factors that could cause actual results or events to differ materially from those presented or implied in the forward-looking statements include, among others, the failure to achieve the anticipated benefits of, and other risks associated with, acquisitions, joint ventures, divestitures and other corporate transactions; the inability to successfully integrate acquired businesses; the impact of increased interest rates or borrowing costs; fluctuations in currency exchange rates; failure to adequately protect Wesco's intellectual property or successfully defend against infringement claims; the inability to successfully deploy new technologies, digital products and information systems or to otherwise adapt to emerging technologies in the marketplace, such as those incorporating artificial intelligence; failure to execute on our efforts and programs related to environmental, social and governance (ESG) matters; unanticipated expenditures or other adverse developments related to compliance with new or stricter government policies, laws or regulations, including those relating to data privacy, sustainability and environmental protection; the inability to successfully develop, manage or implement new technology initiatives or business strategies, including with respect to the expansion of e-commerce capabilities and other digital solutions and digitalization initiatives; disruption of information technology systems or operations; natural disasters (including as a result of climate change), health epidemics, pandemics and other outbreaks; supply chain disruptions; geopolitical issues, including the impact of the evolving conflicts in the Middle East and Russia/Ukraine; the impact of sanctions imposed on, or other actions taken by the U.S. or other countries against, Russia or China; the failure to manage the increased risks and impacts of cyber incidents or data breaches; and exacerbation of key materials shortages, inflationary cost pressures, material cost increases, demand volatility, and logistics and capacity constraints, any of which may have a material adverse effect on the Company's business, results of operations and financial condition. All such factors are difficult to predict and are beyond the Company's control. Additional factors that could cause results to differ materially from those described above can be found in Wesco's most recent Annual Report on Form 10-K and other periodic reports filed with the U.S. Securities and Exchange Commission.

## Non-GAAP Measures

In addition to the results provided in accordance with U.S. Generally Accepted Accounting Principles ("U.S. GAAP"), this presentation includes certain non-GAAP financial measures. These financial measures include organic sales growth, gross profit, gross margin, earnings before interest, taxes, depreciation and amortization (EBITDA), adjusted EBITDA, adjusted EBITDA margin, financial leverage, free cash flow, adjusted selling, general and administrative ("SG&A") expenses, adjusted income from operations, adjusted operating margin, adjusted provision for income taxes, adjusted income before income taxes, adjusted net income, adjusted net income attributable to Wesco International, Inc., adjusted net income attributable to common stockholders, and adjusted earnings per diluted share. The Company believes that these non-GAAP measures are useful to investors as they provide a better understanding of our financial condition and results of operations on a comparable basis. Additionally, certain non-GAAP measures either focus on or exclude items impacting comparability of results such as merger-related and integration costs, and the related income tax effect of such items, allowing investors to more easily compare the Company's financial performance from period to period. Management does not use these non-GAAP financial measures for any purpose other than the reasons stated above.

# Second Quarter Summary and Outlook

## **Results were somewhat below our expectations for a low-single digit decline against a continued mixed and multi-speed economy**

- Organic sales down 1% versus all-time quarterly record sales in the prior year period and up 5% sequentially
- EES and CSS organic sales growth rates improved every month throughout the quarter
- Strong growth in data center driven by AI, offset by a significant slowdown of purchases by utility customers
- Adjusted EBITDA margin up 90 basis points sequentially and down 40 basis points YOY

## **Record first half free cash flow of \$500 million; completed share repurchase utilizing net divestiture proceeds**

- Completed \$300 million of share repurchases in Q2 (1.7 million shares)
- Reached agreement to acquire entroCIM, a data center and building intelligence software company, and Storeroom Logix, an asset and inventory management software company
- On track to deliver full year free cash flow of \$800 million to \$1 billion

## **Expect mixed economic environment and customer purchasing delays in utility and broadband to continue through the second half of 2024**

- Reducing full-year outlook to account for utility market slowdown and year-to-date performance
- Continue to expect 2H sequential sales growth against an easier year-over-year comparable, but at a more modest rate
- Expect reported sales to be down (3.5)% to (1.5)% and EBITDA margin of 7.0% to 7.3%; ~\$1.55B of EBITDA at the mid-point

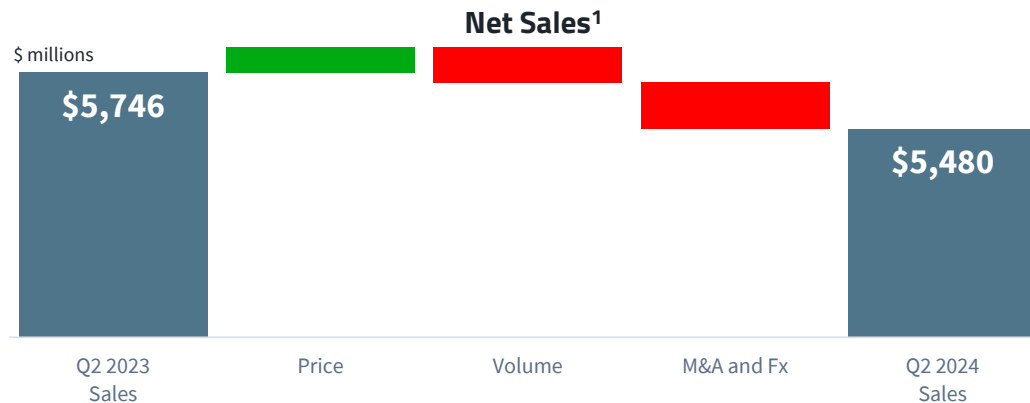
Global capabilities, leading scale and expanded portfolio drive improving sequential growth in the second half



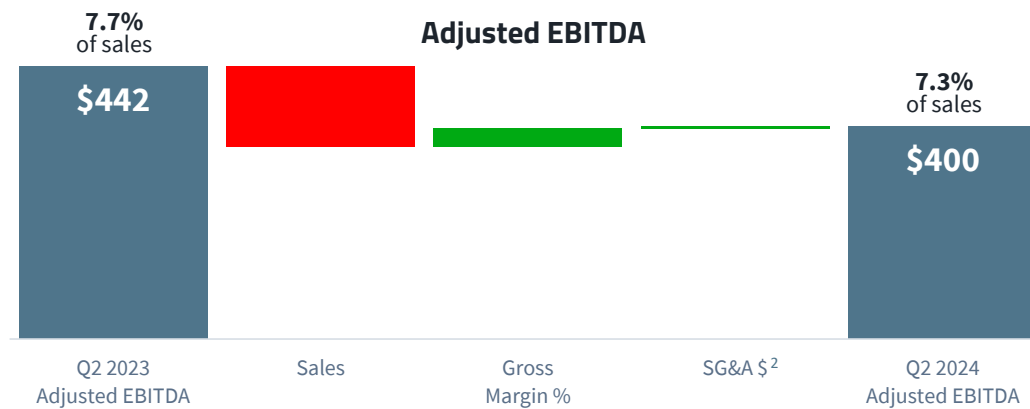
See appendix for non-GAAP reconciliations

# Second Quarter YOY Results

*Solid results against continued mixed and multi-speed economy*



- Organic sales down 1%, reported sales down 5%
- Estimated growth from price of ~2%
- Sales volume lower against all-time record sales in the prior year and multi-speed economy



- Gross margin 21.9%, up 30 bps YOY primarily due to the divestiture of Integrated Supply
- EES and UBS gross margins up YOY but offset by CSS gross margin contraction
- Total SG&A dollars roughly flat
- Impact of SG&A on Adjusted EBITDA reflects the Integrated Supply divestiture and cost actions that more than offset the annual merit increase

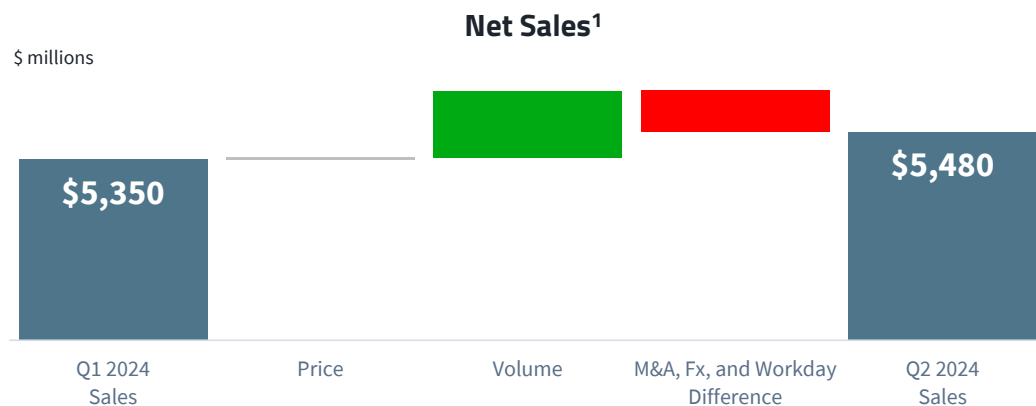


<sup>1</sup> Sales growth attribution based on company estimates

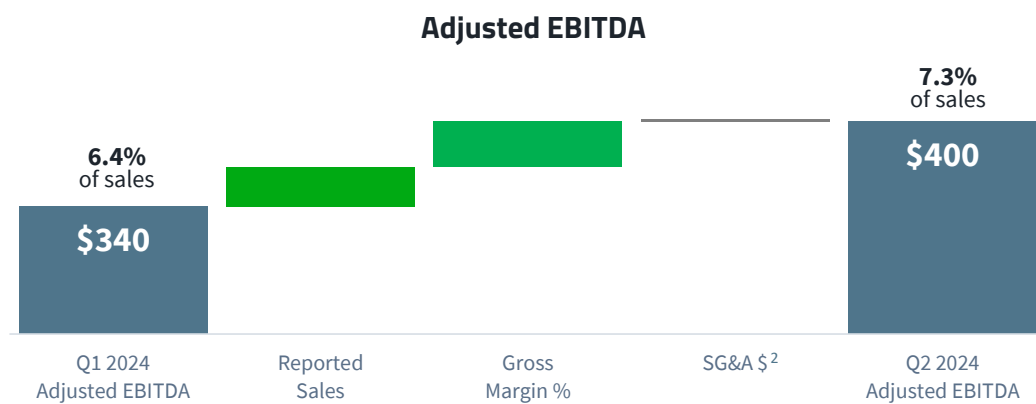
<sup>2</sup> SG&A excludes the impact of stock-based compensation and cloud computing amortization  
See appendix for non-GAAP definitions and reconciliations

# Second Quarter Sequential Results

~100bps sequential increase in adjusted EBITDA margin



- Organic sales up 5%, reported sales up 2%
- All three SBUs up sequentially on organic basis
  - EES organic sales up 2%, reported sales up 4%
  - CSS organic sales up 10%, reported sales up 12%
  - UBS organic sales up 2%, reported sales down 9%



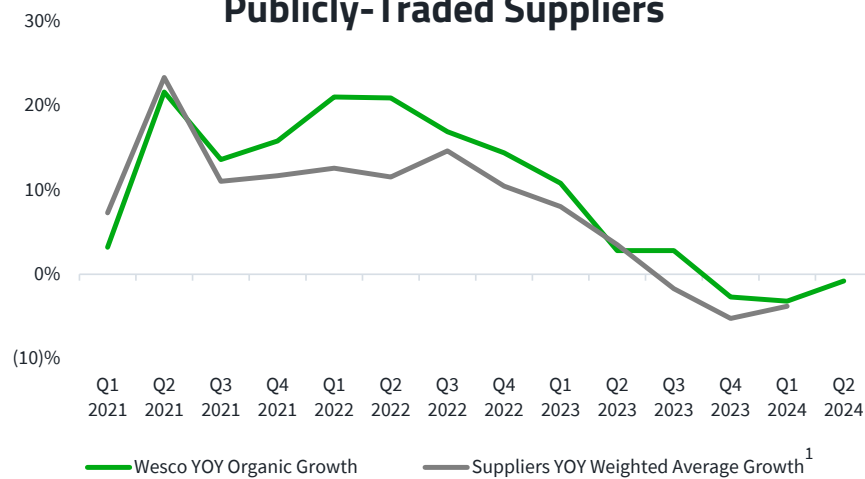
- Gross margin 21.9%, up 60 basis points sequentially driven by improved gross margin within EES and UBS, the Integrated Supply divestiture
- Impact of SG&A on Adjusted EBITDA reflects the Integrated Supply divestiture that offset the annual merit increase



<sup>1</sup> Sales growth attribution based on company estimates  
<sup>2</sup> SG&A excludes the impact of stock-based compensation and cloud computing amortization  
 See appendix for non-GAAP definitions and reconciliations

# Wesco Has Outgrown Suppliers and Peers Over Multi-Year Period

## Growth versus Wesco's Top 10 Publicly-Traded Suppliers

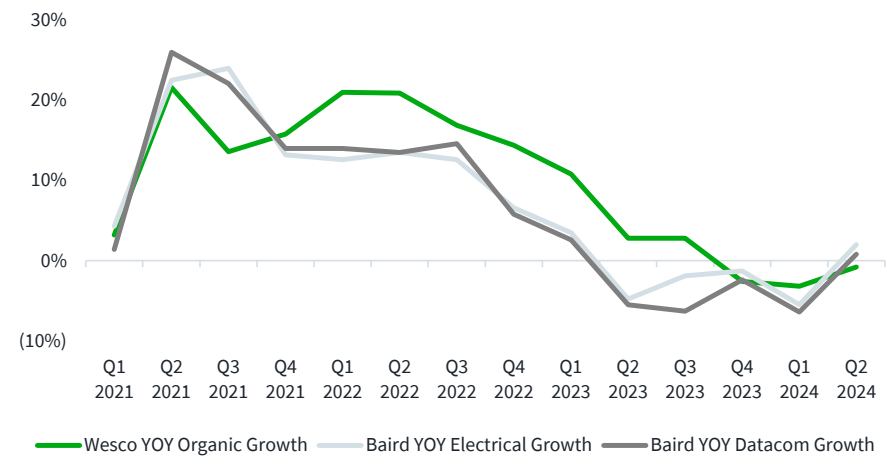


### Wesco's Top 10 Public Suppliers

- Includes Wesco's top 10 publicly traded suppliers
- Making up ~25% of total Wesco COGs
- No one supplier accounted for more than 5% of Wesco's purchases in 2023

|           |           |
|-----------|-----------|
| ABB       | Hubbell   |
| Belden    | Legrand   |
| CommScope | Prysmian  |
| Corning   | Rockwell  |
| Eaton     | Schneider |

## Growth versus Distribution Peers



### Baird Distribution Survey

Results from Baird's Distribution Survey for electrical and datacom distributors



<sup>1</sup>Weighted based on the proportion of Wesco's purchases that each supplier represents

# Electrical & Electronic Solutions (EES)

*Solid sequential and year-over-year margin improvement*

## Second Quarter Drivers

- Organic sales down 1%, reported sales down 1% YOY
  - Construction down LSD as growth from large project shipments offset by continued weakness in solar
  - Industrial flat with strong project activity offset by MRO
  - OEM down LSD
- Backlog down 2% sequentially and down 9% versus prior year with continued strong bid and quote activity
- Adjusted EBITDA margin up YOY driven by higher gross margin and cost controls

\$ millions

|                        | Q2<br>2024     | Q2<br>2023     | YOY                     |
|------------------------|----------------|----------------|-------------------------|
| <b>Sales</b>           | <b>\$2,173</b> | <b>\$2,200</b> | <b>(1)%<sup>1</sup></b> |
| <b>Adjusted EBITDA</b> | <b>\$195</b>   | <b>\$189</b>   | <b>3%</b>               |
| % of sales             | 9.0%           | 8.6%           | 40 bps                  |

<sup>1</sup> Sales growth shown on an organic basis

Secular trends of electrification, automation, green energy and supply chain relocation drive future growth



See appendix for non-GAAP reconciliations

# Communications & Security Solutions (CSS)

*Meaningful data center growth acceleration offset by margin mix*

## Second Quarter Drivers

- Organic sales up 1%, reported sales up 1% YOY
  - Data Center up high-teens driven by growth in hyperscale and MTDC, and enterprise
  - Enterprise Network Infrastructure (ENI) down LSD driven by lower sales to service providers and headwinds in commercial office space
  - Security down MSD due to weaker demand in the U.S. and only partially offset by double digit growth in APAC and CALA
- Backlog up 8% sequentially representing increased sales momentum; down 4% YOY
- Decline in adjusted EBITDA margin due primarily to lower gross margin:
  - ENI gross margin down due to project and customer mix
  - Data center and security gross margins stable vs. prior year

\$ millions

|                        | Q2<br>2024     | Q2<br>2023     | YOY                   |
|------------------------|----------------|----------------|-----------------------|
| <b>Sales</b>           | <b>\$1,866</b> | <b>\$1,851</b> | <b>1%<sup>1</sup></b> |
| <b>Adjusted EBITDA</b> | <b>\$151</b>   | <b>\$180</b>   | <b>(16)%</b>          |
| % of sales             | 8.1%           | 9.7%           | (160) bps             |

<sup>1</sup> Sales growth shown on an organic basis

Size and scale of customers drive future operating leverage and support addition of higher margin products and services



See appendix for non-GAAP reconciliations



# Utility & Broadband Solutions (UBS)

*Strong margin performance against near-term utility market softness*

## Second Quarter Drivers

- Organic sales down 3%, reported sales down 15% YOY due to the Integrated Supply divestiture
  - Utility sales down LSD on tough comparable in the prior year with sales up LDD
  - Short term demand pressure due to customer de-stocking as well as the delay of some projects due to interest rate concerns and pending regulatory rate case decisions
  - Weakness across the majority of utility customers with spending by two-thirds of our US customers down in the quarter
  - Broadband sales down HSD due to continued demand weakness in the U.S. which was only partially offset by growth in Canada
- Backlog down 10% sequentially and down 15% YOY
- Adjusted EBITDA margin up YOY driven by the Integrated Supply divestiture and higher gross margin on the core utility and broadband business

\$ millions

|                        | Q2<br>2024     | Q2<br>2023     | YOY                     |
|------------------------|----------------|----------------|-------------------------|
| <b>Sales</b>           | <b>\$1,441</b> | <b>\$1,694</b> | <b>(3)%<sup>1</sup></b> |
| <b>Adjusted EBITDA</b> | <b>\$174</b>   | <b>\$189</b>   | <b>(8)%</b>             |
| % of sales             | 12.0%          | 11.1%          | 90 bps                  |

<sup>1</sup> Sales growth shown on an organic basis.

Long-term capex budgets, as well as large scale data center and electrification drives confidence in secular growth



See appendix for non-GAAP reconciliations

# Highlighting Recent Large Wins

## EES

### Customer

Global EPC and construction services provider

### Summary

Awarded a \$20+ million contract to support a power plant retrofit project. Project won by leveraging existing relationships established through the utility solar business to expand scope of service with this customer



## CSS

### Customer

Global technology company

### Summary

\$50+ million win with a leading North American technology company to provide data center products including high-speed fiber, cable management, racks and accessories, as well as multiple advisory and project deployment services



## UBS

### Customer

One of the largest renewable energy companies in the world

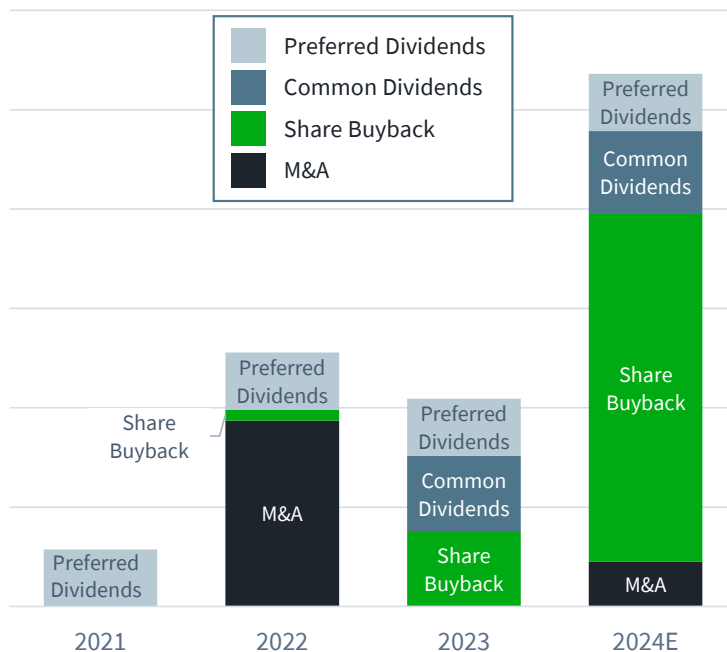
### Summary

Awarded a \$20+ million contract to provide high voltage transmission products and related services for a utility-grade renewable project



# Upsized Cash Generation Supporting Increased Return of Capital

Capital Allocation  
2021 – 2024E



## 2024 Priorities

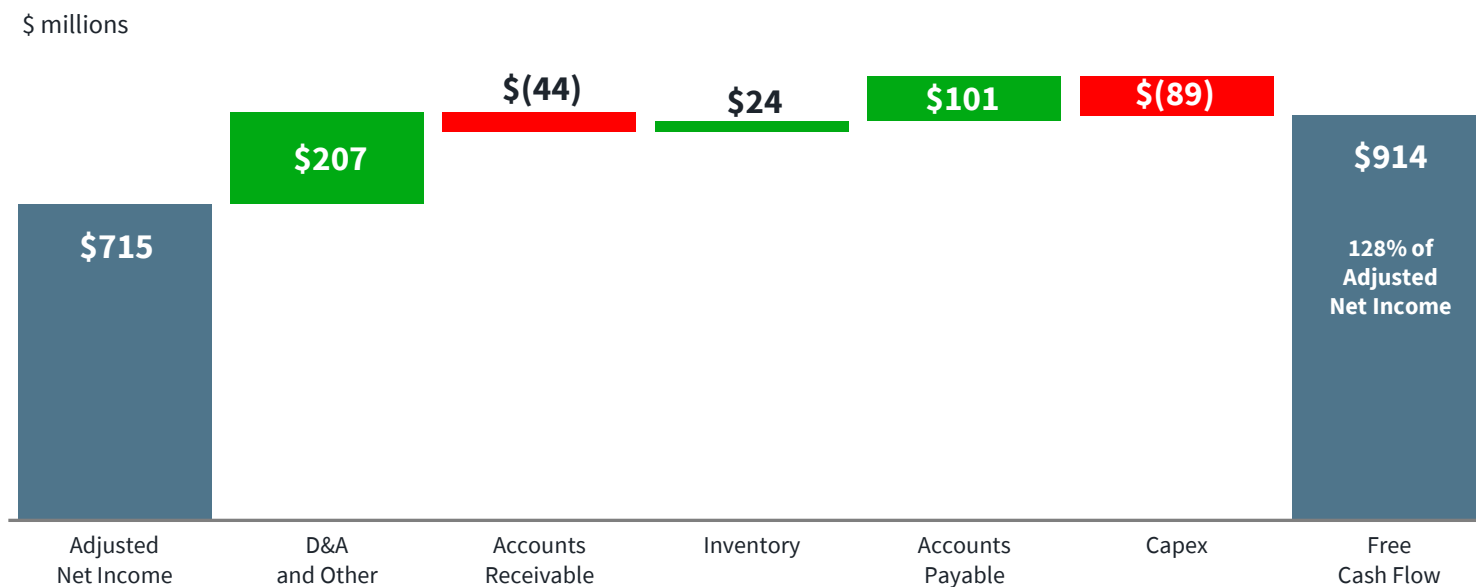
- Fully utilized Integrated Supply divestiture net proceeds of ~\$300 million to repurchase ~1.7 million shares in the second quarter
- Upsized free cash flow generation provides optionality for share repurchase, debt reduction and/or M&A in the second half

## Longer-Term Priorities

- On-track to achieve 5-year operating cash flow target of \$3.5-\$4.5 billion (2022-2026)
- Expect to return ~40% of operating cash flow to shareholders via common dividend and execution of our \$1 billion share repurchase authorization (over half remains available)
- Organic reinvestment via our digital transformation
- Maintaining balance sheet and additional M&A optionality; intend to call preferred stock in June 2025

# Free Cash Flow

Over \$900 million on a trailing 12-month basis (through 6/30/24)



~\$400 million free cash flow in 2H 2023; \$500 million 1H 2024



See appendix for non-GAAP reconciliations

# 2024 Strategic Business Unit Sales Growth Drivers

|  | <u>% of Wesco<br/>2023 Sales<sup>1</sup></u> | <u>2024 Outlook<br/>(May '24)</u> | <u>2024 Outlook<br/>(August '24)</u> | <u>SBU Sales<br/>Breakdown<sup>2</sup></u> | <u>2024 Outlook<br/>(May '24)</u> | <u>2024 Outlook<br/>(August '24)</u> |
|--|--|-----------------------------------|--------------------------------------|--|-----------------------------------|--------------------------------------|
| <b>Electrical &amp;<br/>Electronic Solutions</b>   | <b>40%</b>                                   | Flat-to-Up<br>LSD                 | Flat-to-Up<br>LSD                    | Construction                               | ↔                                 | ↔                                    |
|  |  |                                   |                                      | Industrial                                 | ↑                                 | ↑                                    |
|  |  |                                   |                                      | OEM  | ↔                                 | ↔                                    |
| <b>Communications &amp;<br/>Security Solutions</b> | <b>33%</b>                                   | Up<br>LSD-to-MSD                  | Up<br>LSD-to-MSD                     | Enterprise<br>Network<br>Infrastructure    | ↑                                 | ↑                                    |
|  |  |                                   |                                      | Security                                   | ↔                                 | ↔                                    |
|  |  |                                   |                                      | Data Center                                | ↑                                 | ↑                                    |
| <b>Utility &amp;<br/>Broadband Solutions</b>       | <b>27%</b>                                   | Up MSD <sup>1</sup>               | Down<br>LSD-to-MSD <sup>1</sup>      | Utility                                    | ↑                                 | ↓                                    |
|  |  |                                   |                                      | Broadband                                  | ↔                                 | ↓                                    |



<sup>1</sup> Excludes Integrated Supply business which was divested as of April 1, 2024

<sup>2</sup> Bars indicate the percentage of SBU sales

# 2024 Outlook

|                 |   | 2024 Outlook<br>May            | 2024 Outlook<br>August         |
|-----------------|---|--------------------------------|--------------------------------|
| Sales           | <b>Organic sales</b>                              | Flat to 3%                     | (1.5)% to 0.5%                 |
|                 | Plus: impact of two additional workdays in 2024   | 1%                             | 1%                             |
|                 | Integrated Supply Divestiture Impact <sup>1</sup> | ~(3)%                          | ~(3)%                          |
|                 | <b>Reported sales growth</b>                      | <b>(2)% to 1%</b>              | <b>(3.5)% to (1.5)%</b>        |
|                 | <b>Reported sales</b>                             | <b>\$21.9 – \$22.6 billion</b> | <b>\$21.6 – \$22.0 billion</b> |
| Adjusted EBITDA | <b>Adjusted EBITDA margin</b>                     | <b>7.5% - 7.9%</b>             | <b>7.0% - 7.3%</b>             |
|                 | <i>Implied midpoint of range</i>                  | <i>~\$1.7 billion</i>          | <i>~\$1.55 billion</i>         |
| Adjusted EPS    | <b>Adjusted diluted EPS</b>                       | <b>\$13.75 - \$15.75</b>       | <b>\$12.00 - \$13.00</b>       |
| Cash            | <b>Free cash flow</b>                             | <b>~\$800M - \$1B</b>          | <b>~\$800M - \$1B</b>          |

Carry over pricing expected to contribute ~1% to 2024 growth.

| 2024 Underlying Assumptions                     | FY 2024<br>May             | FY 2024<br>August          |
|---|----------------------------|----------------------------|
| Depreciation and Amortization                   | ~\$170–190 million         | ~\$170–190 million         |
| Cloud Computing Amortization Expense Adjustment | ~\$20 million <sup>2</sup> | ~\$20 million <sup>2</sup> |
| Interest Expense                                | ~\$360–390 million         | ~\$360–390 million         |
| Other Expense, net                              | ~\$25 million              | ~\$25 million              |
| Capital Expenditures                            | ~\$100 million             | ~\$100 million             |
| Share Count                                     | ~50.5 million              | ~50.5 million              |
| Effective Tax Rate                              | ~26%<br>(27% Q2-Q4)        | ~26.5%<br>(27.2% Q3-Q4)    |

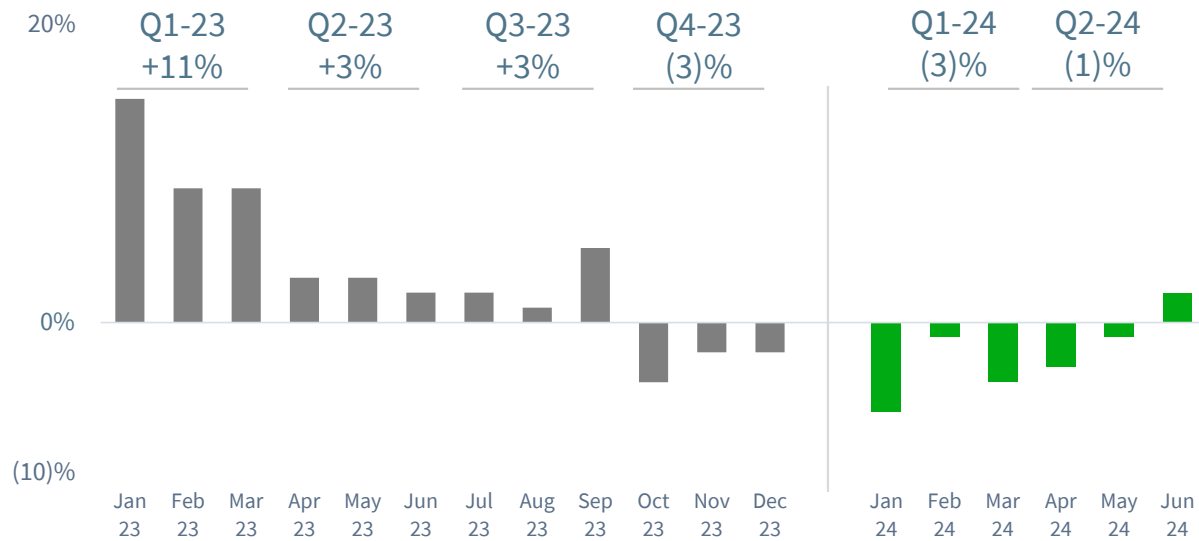
<sup>1</sup> Integrated Supply business divested as of April 1, 2024

<sup>2</sup> Cloud computing amortization recognized as SG&A expense in accordance with GAAP  
See appendix for non-GAAP definitions and reconciliations

# Third Quarter Outlook

*Improving momentum through Q2*

Organic Sales Trends



|                |                               |
|----------------|-------------------------------|
|                | <b>Q3 Outlook</b>             |
| Reported Sales | Down LSD to flat sequentially |
| EBITDA %       | ~In-line sequentially         |

**Preliminary month-to-date July sales per workday are down LSD**



<sup>1</sup> Preliminary July sales per workday are not adjusted for differences in foreign exchange rates and exclude the impact of the Integrated Supply divestiture. Note, July 2024 has two more workdays than July 2023.

SAVE THE DATE

# 2024 Investor Day

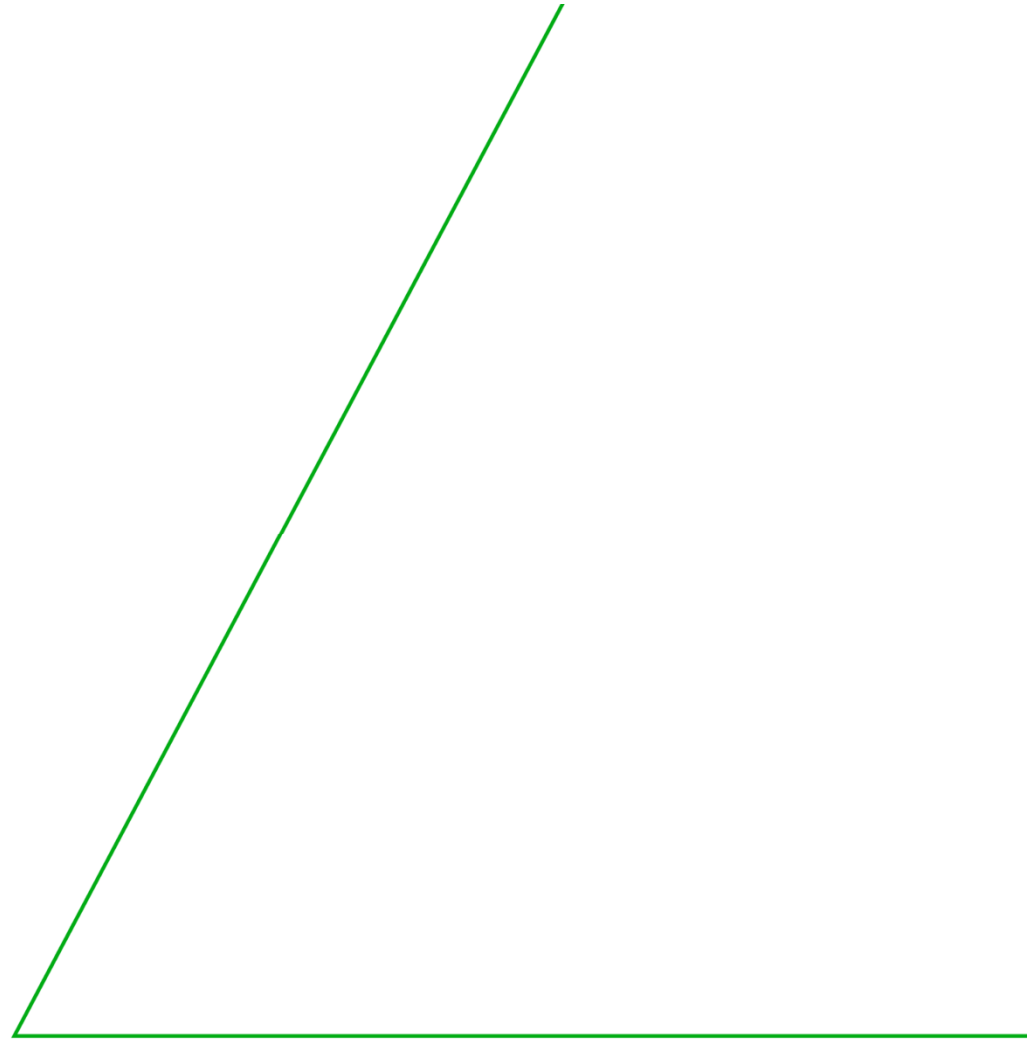
Wesco International | September 26

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# APPENDIX



# Glossary

|   |   |
|---|---|
| <b>1H:</b> First half of fiscal year                                      | <b>MTDC:</b> Multi-tenant data center                               |
| <b>2H:</b> Second half of fiscal year                                     | <b>PF:</b> Pro Forma  |
| <b>A/V:</b> Audio/visual  | <b>PY:</b> Prior Year   |
| <b>B2B:</b> Business-to-Business  | <b>OEM:</b> Original equipment manufacturer                         |
| <b>COGS:</b> Cost of goods sold   | <b>OPEX:</b> Operating expenses                                     |
| <b>CIG:</b> Commercial, Institutional and Government                      | <b>ROW:</b> Rest of world   |
| <b>CSS:</b> Communications & Security Solutions (strategic business unit) | <b>RTW:</b> Return to Workplace                                     |
| <b>EES:</b> Electrical & Electronic Solutions (strategic business unit)   | <b>SBU:</b> Strategic Business Unit                                 |
| <b>ETR:</b> Effective tax rate  | <b>Seq:</b> Sequential  |
| <b>FCF:</b> Free Cash Flow  | <b>SVR:</b> Supplier Volume Rebate                                  |
| <b>FTTx:</b> Fiber-to-the-x (last mile fiber optic network connections)   | <b>T&amp;D:</b> Transmission and Distribution                       |
| <b>HSD:</b> High-single digit   | <b>TTM:</b> Trailing twelve months                                  |
| <b>LDD:</b> Low-double digit  | <b>UBS:</b> Utility & Broadband Solutions (strategic business unit) |
| <b>LSD:</b> Low-single digit  | <b>WD:</b> Workday  |
| <b>MRO:</b> Maintenance, repair and operating                             | <b>WDCS:</b> Wesco Data Center Solutions                            |
| <b>MSD:</b> Mid-single digit  | <b>YOY:</b> Year-over-year  |

# Workdays

|      | Q1 | Q2 | Q3 | Q4 | FY  |
|------|----|----|----|----|-----|
| 2021 | 62 | 64 | 64 | 62 | 252 |
| 2022 | 63 | 64 | 64 | 62 | 253 |
| 2023 | 63 | 64 | 63 | 62 | 252 |
| 2024 | 63 | 64 | 64 | 63 | 254 |

# Non-GAAP Measure Definitions

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

Gross profit is a financial measure commonly used in the distribution industry. Gross profit is calculated by deducting cost of goods sold, excluding depreciation and amortization, from net sales. Gross margin is calculated by dividing gross profit by net sales.

EBITDA, Adjusted EBITDA and Adjusted EBITDA margin % are non-GAAP financial measures that provide indicators of the Company's performance and its ability to meet debt service requirements. EBITDA is defined as earnings before interest, taxes, depreciation and amortization. Adjusted EBITDA is defined as EBITDA before foreign exchange and other non-operating expenses (income), non-cash stock-based compensation expense, merger-related and integration costs, and net gain on the divestiture of Wesco's legacy utility and data communications businesses in Canada. Adjusted EBITDA margin % is calculated by dividing Adjusted EBITDA by net sales.

Free cash flow is a non-GAAP financial measure of liquidity. Capital expenditures are deducted from operating cash flow to determine free cash flow. Free cash flow is available to fund investing and financing activities.

Financial leverage is a non-GAAP measure of the use of debt. Financial leverage ratio is calculated by dividing total debt, excluding debt discount, debt issuance costs and fair value adjustments, net of cash, by adjusted EBITDA. EBITDA is defined as the trailing twelve months earnings before interest, taxes, depreciation and amortization. Adjusted EBITDA is defined as the trailing twelve months EBITDA before foreign exchange and other non-operating expenses (income), non-cash stock-based compensation expense, merger-related and integration costs.

# Organic Sales Growth by Segment

\$ millions

## Organic Sales Growth by Segment - Three Months Ended:

|                        | Three Months Ended |                   | Growth/(Decline) |               |                  |            |               |
|------------------------|--------------------|-------------------|------------------|---------------|------------------|------------|---------------|
|                        | June 30, 2024      | June 30, 2023     | Reported         | Divestiture   | Foreign Exchange | Workday    | Organic Sales |
| EES                    | \$ 2,172.9         | \$ 2,200.3        | (1.2) %          | — %           | (0.6) %          | — %        | (0.6) %       |
| CSS                    | 1,865.9            | 1,850.9           | 0.8 %            | — %           | (0.3) %          | — %        | 1.1 %         |
| UBS                    | 1,440.9            | 1,694.3           | (15.0) %         | (11.9) %      | (0.1) %          | — %        | (3.0) %       |
| <b>Total net sales</b> | <b>\$ 5,479.7</b>  | <b>\$ 5,745.5</b> | <b>(4.6)%</b>    | <b>(3.5)%</b> | <b>(0.3)%</b>    | <b>— %</b> | <b>(0.8)%</b> |

## Organic Sales Growth by Segment - Sequential:

|                        | Three Months Ended |                   | Growth/(Decline) |               |                  |              |               |
|------------------------|--------------------|-------------------|------------------|---------------|------------------|--------------|---------------|
|                        | June 30, 2024      | March 31, 2024    | Reported         | Divestiture   | Foreign Exchange | Workday      | Organic Sales |
| EES                    | \$ 2,172.9         | \$ 2,099.0        | 3.5 %            | — %           | (0.4) %          | 1.6 %        | 2.3 %         |
| CSS                    | 1,865.9            | 1,670.1           | 11.7 %           | — %           | (0.3) %          | 1.6 %        | 10.4 %        |
| UBS                    | 1,440.9            | 1,580.9           | (8.9) %          | (12.1) %      | (0.2) %          | 1.6 %        | 1.8 %         |
| <b>Total net sales</b> | <b>\$ 5,479.7</b>  | <b>\$ 5,350.0</b> | <b>2.4 %</b>     | <b>(3.6)%</b> | <b>(0.3)%</b>    | <b>1.6 %</b> | <b>4.7 %</b>  |

# Gross Profit and Free Cash Flow – Quarter

\$ millions

|  | Three Months Ended |               |
|--|--------------------|---------------|
|  | June 30, 2024      | June 30, 2023 |
| <b>Gross Profit:</b>   |                    |               |
| Net sales  | \$ 5,479.7         | \$ 5,745.5    |
| Cost of goods sold (excluding depreciation and amortization) | 4,281.7            | 4,503.1       |
| Gross profit   | \$ 1,198.0         | \$ 1,242.4    |
| Gross margin   | 21.9 %             | 21.6 %        |

|  | Three Months Ended |               |
|--|--------------------|---------------|
|  | June 30, 2024      | June 30, 2023 |
| <b>Free Cash Flow:</b>                     |                    |               |
| Cash flow (used in) provided by operations | \$ (223.8)         | \$ 317.6      |
| Less: Capital expenditures                 | (20.8)             | (30.4)        |
| Add: Other adjustments                     | 10.5               | 6.0           |
| Free cash flow                             | \$ (234.1)         | \$ 293.2      |
| Percentage of adjusted net income          | (131.1)%           | 141.0 %       |

# Free Cash Flow – Trailing Twelve Months

\$ millions

| <b>Free Cash Flow:</b>                     | <b>Q3 2023</b> | <b>Q4 2023</b> | <b>Q1 2024</b> | <b>Q2 2024</b> | <b>Twelve<br/>Months Ended<br/>June 30, 2024</b> |
|--|----------------|----------------|----------------|----------------|--|
| Cash flow provided by (used in) operations | 361.7          | 69.3           | 746.3          | (223.8)        | 953.5  |
| Less: Capital expenditures                 | (19.3)         | (28.7)         | (20.4)         | (20.8)         | (89.2)   |
| Add: Other adjustments                     | 14.7           | 18.6           | 5.5            | 10.5           | 49.3   |
| Free cash flow                             | 357.1          | 59.2           | 731.4          | (234.1)        | 913.6  |
| Adjusted net income                        | 249.4          | 152.9          | 133.9          | 178.6          | 714.8  |
| Percentage of adjusted net income          | 143%           | 39%            | 546%           | (131)%         | 128%   |

# Adjusted EBITDA – 2Q 2024

\$ millions

| EBITDA and Adjusted EBITDA by Segment:                     | Three Months Ended June 30, 2024 |                 |                 |                   |                 |
|--|----------------------------------|-----------------|-----------------|-------------------|-----------------|
|  | EES                              | CSS             | UBS             | Corporate         | Total           |
| Net income attributable to common stockholders             | \$ 179.3                         | \$ 114.3        | \$ 268.5        | \$ (344.4)        | \$ 217.7        |
| Net income (loss) attributable to noncontrolling interests | 0.1                              | 0.7             | —               | (0.1)             | 0.7             |
| Preferred stock dividends                                  | —                                | —               | —               | 14.4              | 14.4            |
| Provision for income taxes <sup>(1)</sup>                  | —                                | —               | —               | 87.8              | 87.8            |
| Interest expense, net <sup>(1)</sup>                       | —                                | —               | —               | 98.8              | 98.8            |
| Depreciation and amortization                              | 11.4                             | 18.2            | 7.4             | 9.1               | 46.1            |
| <b>EBITDA</b>  | <b>\$ 190.8</b>                  | <b>\$ 133.2</b> | <b>\$ 275.9</b> | <b>\$ (134.4)</b> | <b>\$ 465.5</b> |
| Other expense (income), net                                | 3.0                              | 16.0            | (103.2)         | (11.7)            | (95.9)          |
| Stock-based compensation expense                           | 1.1                              | 1.6             | 0.8             | (0.8)             | 2.7             |
| Loss on abandonment of assets <sup>(2)</sup>               | —                                | —               | —               | 17.8              | 17.8            |
| Digital transformation costs <sup>(3)</sup>                | —                                | —               | —               | 6.1               | 6.1             |
| Cloud computing arrangement amortization <sup>(4)</sup>    | —                                | —               | —               | 3.0               | 3.0             |
| Restructuring costs <sup>(5)</sup>                         | —                                | —               | —               | 0.9               | 0.9             |
| <b>Adjusted EBITDA</b>                                     | <b>\$ 194.9</b>                  | <b>\$ 150.8</b> | <b>\$ 173.5</b> | <b>\$ (119.1)</b> | <b>\$ 400.1</b> |
| <b>Adjusted EBITDA margin %</b>                            | <b>9.0 %</b>                     | <b>8.1 %</b>    | <b>12.0 %</b>   |                   | <b>7.3 %</b>    |

<sup>(1)</sup> The reportable segments do not incur income taxes and interest expense as these costs are centrally controlled through the Corporate tax and treasury functions.

<sup>(2)</sup> Loss on abandonment of assets represents the write-off of certain capitalized cloud computing arrangement implementation costs relating to a third-party developed operations management software product in favor of an application with functionality that better suits the Company's operations.

<sup>(3)</sup> Digital transformation costs include costs associated with certain digital transformation initiatives.

<sup>(4)</sup> Cloud computing arrangement amortization consists of expense recognized in selling, general and administrative expenses for capitalized implementation costs for cloud computing arrangements to support our digital transformation initiatives.

<sup>(5)</sup> Restructuring costs include severance costs incurred pursuant to an ongoing restructuring plan.



# Adjusted EBITDA – 2Q 2023

\$ millions

| EBITDA and Adjusted EBITDA by Segment:                     | Three Months Ended June 30, 2023 |                 |                 |                   |                 |
|--|----------------------------------|-----------------|-----------------|-------------------|-----------------|
|  | EES                              | CSS             | UBS             | Corporate         | Total           |
| Net income attributable to common stockholders             | \$ 167.0                         | \$ 132.2        | \$ 183.1        | \$ (303.6)        | \$ 178.7        |
| Net (loss) income attributable to noncontrolling interests | (0.7)                            | 0.1             | —               | (0.1)             | (0.7)           |
| Preferred stock dividends                                  | —                                | —               | —               | 14.4              | 14.4            |
| Provision for income taxes <sup>(1)</sup>                  | —                                | —               | —               | 71.8              | 71.8            |
| Interest expense, net <sup>(1)</sup>                       | —                                | —               | —               | 98.8              | 98.8            |
| Depreciation and amortization                              | 11.5                             | 17.9            | 6.4             | 11.1              | 46.9            |
| <b>EBITDA</b>  | <b>\$ 177.8</b>                  | <b>\$ 150.2</b> | <b>\$ 189.5</b> | <b>\$ (107.6)</b> | <b>\$ 409.9</b> |
| Other expense (income), net                                | 9.8                              | 27.7            | (1.7)           | (35.0)            | 0.8             |
| Stock-based compensation expense <sup>(2)</sup>            | 1.4                              | 1.6             | 0.8             | 7.1               | 10.9            |
| Restructuring costs <sup>(3)</sup>                         | —                                | —               | —               | 9.8               | 9.8             |
| Digital transformation costs <sup>(4)</sup>                | —                                | —               | —               | 7.3               | 7.3             |
| Merger-related and integration costs <sup>(5)</sup>        | —                                | —               | —               | 3.6               | 3.6             |
| <b>Adjusted EBITDA</b>                                     | <b>\$ 189.0</b>                  | <b>\$ 179.5</b> | <b>\$ 188.6</b> | <b>\$ (114.8)</b> | <b>\$ 442.3</b> |
| <b>Adjusted EBITDA margin %</b>                            | <b>8.6 %</b>                     | <b>9.7 %</b>    | <b>11.1 %</b>   |                   | <b>7.7 %</b>    |

<sup>(1)</sup> The reportable segments do not incur income taxes and interest expense as these costs are centrally controlled through the Corporate tax and treasury functions.

<sup>(2)</sup> Stock-based compensation expense in the calculation of adjusted EBITDA for the three months ended June 30, 2023 excludes \$1.3 million that is included in merger-related and integration costs.

<sup>(3)</sup> Restructuring costs include severance costs incurred pursuant to an ongoing restructuring plan.

<sup>(4)</sup> Digital transformation costs include costs associated with certain digital transformation initiatives.

<sup>(5)</sup> Merger-related and integration costs include integration and professional fees associated with the integration of Wesco and Anixter, as well as advisory, legal, and separation costs associated with the merger between the two companies.

# Adjusted EBITDA – 1Q 2024

\$ millions

| EBITDA and Adjusted EBITDA by Segment:                     | Three Months Ended March 31, 2024 |                 |                 |                   |                 |
|--|-----------------------------------|-----------------|-----------------|-------------------|-----------------|
|  | EES                               | CSS             | UBS             | Corporate         | Total           |
| Net income attributable to common stockholders             | \$ 148.2                          | \$ 88.4         | \$ 160.8        | \$ (296.0)        | \$ 101.4        |
| Net income (loss) attributable to noncontrolling interests | (0.4)                             | 0.4             | —               | 0.3               | 0.3             |
| Preferred stock dividends                                  | —                                 | —               | —               | 14.4              | 14.4            |
| Provision for income taxes <sup>(1)</sup>                  | —                                 | —               | —               | 30.9              | 30.9            |
| Interest expense, net <sup>(1)</sup>                       | —                                 | —               | —               | 94.4              | 94.4            |
| Depreciation and amortization                              | 11.2                              | 18.0            | 7.0             | 9.3               | 45.5            |
| <b>EBITDA</b>  | <b>\$ 159.0</b>                   | <b>\$ 106.8</b> | <b>\$ 167.8</b> | <b>\$ (146.8)</b> | <b>\$ 286.9</b> |
| Other expense (income), net                                | 5.7                               | 18.8            | 0.8             | (3.7)             | 21.6            |
| Stock-based compensation expense                           | 1.1                               | 1.6             | 0.8             | 6.6               | 10.1            |
| Restructuring costs <sup>(2)</sup>                         | —                                 | —               | —               | 8.0               | 8.0             |
| Digital transformation costs <sup>(3)</sup>                | —                                 | —               | —               | 6.1               | 6.1             |
| Excise taxes on excess pension plan assets <sup>(4)</sup>  | —                                 | —               | —               | 4.8               | 4.8             |
| Cloud computing arrangement amortization <sup>(5)</sup>    | —                                 | —               | —               | 2.9               | 2.9             |
| <b>Adjusted EBITDA</b>                                     | <b>\$ 165.8</b>                   | <b>\$ 127.2</b> | <b>\$ 169.4</b> | <b>\$ (122.1)</b> | <b>\$ 340.4</b> |
| <b>Adjusted EBITDA margin %</b>                            | <b>7.9 %</b>                      | <b>7.6 %</b>    | <b>10.7 %</b>   |                   | <b>6.4 %</b>    |

<sup>(1)</sup> The reportable segments do not incur income taxes and interest expense as these costs are centrally controlled through the Corporate tax and treasury functions.

<sup>(2)</sup> Restructuring costs include severance costs incurred pursuant to an ongoing restructuring plan.

<sup>(3)</sup> Digital transformation costs include costs associated with certain digital transformation initiatives.

<sup>(4)</sup> Excise taxes on excess pension plan assets represent the excise taxes applicable to the excess pension plan assets following the final settlement of the Company's U.S. pension plan.

<sup>(5)</sup> Cloud computing arrangement amortization consists of expense recognized in selling, general and administrative expenses for capitalized implementation costs for cloud computing arrangements to support our digital transformation initiatives.

# Adjusted EPS

\$ millions, except per share amounts

|   | Three Months Ended |               |
|---|--------------------|---------------|
|   | June 30, 2024      | June 30, 2023 |
| <b>Adjusted SG&amp;A Expenses:</b>  |                    |               |
| Selling, general and administrative expenses                              | \$ 828.4           | \$ 831.7      |
| Loss on abandonment of assets <sup>(1)</sup>                              | (17.8)             | —             |
| Digital transformation costs <sup>(2)</sup>                               | (6.1)              | (7.3)         |
| Restructuring costs <sup>(3)</sup>  | (0.9)              | (9.8)         |
| Excise taxes on excess pension plan assets <sup>(4)</sup>                 | —                  | —             |
| Merger-related and integration costs <sup>(5)</sup>                       | —                  | (3.6)         |
| Adjusted selling, general and administrative expenses                     | \$ 803.6           | \$ 811.0      |
| Percentage of net sales   | 14.7 %             | 14.1 %        |
| <b>Adjusted Income from Operations:</b>                                   |                    |               |
| Income from operations  | \$ 323.5           | \$ 363.8      |
| Loss on abandonment of assets <sup>(1)</sup>                              | 17.8               | —             |
| Digital transformation costs <sup>(2)</sup>                               | 6.1                | 7.3           |
| Restructuring costs <sup>(3)</sup>  | 0.9                | 9.8           |
| Excise taxes on excess pension plan assets <sup>(4)</sup>                 | —                  | —             |
| Merger-related and integration costs <sup>(5)</sup>                       | —                  | 3.6           |
| Accelerated trademark amortization <sup>(6)</sup>                         | —                  | 0.8           |
| Adjusted income from operations   | \$ 348.3           | \$ 385.3      |
| Adjusted income from operations margin %                                  | 6.4 %              | 6.7 %         |
| <b>Adjusted Other (Income) Expense, net:</b>                              |                    |               |
| Other (income) expense, net   | \$ (95.9)          | \$ 0.8        |
| Gain on divestiture   | 102.9              | —             |
| Loss on termination of business arrangement <sup>(7)</sup>                | (3.8)              | —             |
| Pension settlement cost <sup>(8)</sup>                                    | —                  | —             |
| Adjusted other (income) expense, net                                      | \$ 3.2             | \$ 0.8        |
| <b>Adjusted Provision for Income Taxes:</b>                               |                    |               |
| Provision for income taxes  | \$ 87.8            | \$ 71.8       |
| Income tax effect of adjustments to income from operations <sup>(9)</sup> | (20.1)             | 5.9           |
| Adjusted provision for income taxes                                       | \$ 67.7            | \$ 77.7       |

<sup>(1)</sup> Loss on abandonment of assets represents the write-off of certain capitalized cloud computing arrangement implementation costs relating to a third-party developed operations management software product in favor of an application with functionality that better suits the Company's operations.

<sup>(2)</sup> Digital transformation costs include costs associated with certain digital transformation initiatives.

<sup>(3)</sup> Restructuring costs include severance costs incurred pursuant to an ongoing restructuring plan.

<sup>(4)</sup> Excise taxes on excess pension plan assets represent the excise taxes applicable to the excess pension plan assets following the final settlement of the Company's U.S. pension plan.

<sup>(5)</sup> Merger-related and integration costs include integration and professional fees associated with the integration of Wesco and Anixter, as well as advisory, legal, and separation costs associated with the merger between the two companies.

<sup>(6)</sup> Accelerated trademark amortization represents additional amortization expense resulting from changes in the estimated useful lives of certain legacy trademarks that have migrated to our master brand architecture.

<sup>(7)</sup> Loss on termination of business arrangement represents the loss recognized as a result of management's decision to terminate a business arrangement with a third party.

<sup>(8)</sup> Pension settlement cost represents expense related to the final settlement of the Company's U.S. pension plan.

<sup>(9)</sup> The adjustments to income from operations have been tax effected at a rate of approximately 27% for the three and six months ended June 30, 2024, and 2023, respectively.

# Adjusted Earnings Per Diluted Share

\$ millions

|   | Three Months Ended |               |
|---|--------------------|---------------|
|   | June 30, 2024      | June 30, 2023 |
| <b>Adjusted Earnings per Diluted Share:</b>                   |                    |               |
| Adjusted income from operations                               | \$ 348.3           | \$ 385.3      |
| Interest expense, net   | 98.8               | 98.8          |
| Adjusted other expense, net                                   | 3.2                | 0.8           |
| Adjusted income before income taxes                           | 246.3              | 285.7         |
| Adjusted provision for income taxes                           | 67.7               | 77.7          |
| Adjusted net income   | 178.6              | 208.0         |
| Net income (loss) attributable to noncontrolling interests    | 0.7                | (0.7)         |
| Adjusted net income attributable to WESCO International, Inc. | 177.9              | 208.7         |
| Preferred stock dividends                                     | 14.4               | 14.4          |
| Adjusted net income attributable to common stockholders       | \$ 163.5           | \$ 194.3      |
| Diluted shares  | 50.9               | 52.4          |
| Adjusted earnings per diluted share                           | \$ 3.21            | \$ 3.71       |

# Capital Structure and Leverage

\$ millions

|   | Twelve Months Ended      |                              |
|---|--------------------------|------------------------------|
|   | June 30,<br>2024         | December 31,<br>2023         |
| <b>Financial Leverage:</b>  |                          |                              |
| Net income attributable to common stockholders                                  | \$ 665.9                 | \$ 708.1                     |
| Net income attributable to noncontrolling interests                             | 2.2                      | 0.6                          |
| Preferred stock dividends   | 57.4                     | 57.4                         |
| Provision for income taxes  | 228.7                    | 225.9                        |
| Interest expense, net   | 388.7                    | 389.3                        |
| Depreciation and amortization   | 181.5                    | 181.3                        |
| <b>EBITDA</b>   | <b>\$ 1,524.4</b>        | <b>\$ 1,562.6</b>            |
| Other (income) expense, net   | (60.1)                   | 25.1                         |
| Stock-based compensation expense  | 36.9                     | 45.5                         |
| Merger-related and integration costs <sup>(1)</sup>                             | 4.4                      | 19.3                         |
| Restructuring costs <sup>(2)</sup>  | 15.9                     | 16.7                         |
| Digital transformation costs <sup>(3)</sup>                                     | 32.6                     | 36.1                         |
| Excise taxes on excess pension plan assets <sup>(4)</sup>                       | 4.8                      | —                            |
| Loss on abandonment of assets <sup>(5)</sup>                                    | 17.8                     | —                            |
| Cloud computing arrangement amortization <sup>(6)</sup>                         | 5.9                      | —                            |
| <b>Adjusted EBITDA</b>  | <b>\$ 1,582.6</b>        | <b>\$ 1,705.3</b>            |
| <b>As of</b>  |                          |                              |
|   | <b>June 30,<br/>2024</b> | <b>December 31,<br/>2023</b> |
| Short-term debt and current portion of long-term debt, net                      | \$ 13.8                  | \$ 8.6                       |
| Long-term debt, net   | 5,203.4                  | 5,313.1                      |
| Debt discount and debt issuance costs <sup>(7)</sup>                            | 54.0                     | 43.0                         |
| Fair value adjustments to Anixter Senior Notes due 2023 and 2025 <sup>(7)</sup> | (0.1)                    | (0.1)                        |
| <b>Total debt</b>   | <b>5,271.1</b>           | <b>5,364.6</b>               |
| Less: Cash and cash equivalents   | 716.5                    | 524.1                        |
| <b>Total debt, net of cash</b>  | <b>\$ 4,554.6</b>        | <b>\$ 4,840.5</b>            |
| <b>Financial leverage ratio</b>   | <b>2.9</b>               | <b>2.8</b>                   |

<sup>(1)</sup> Merger-related and integration costs include integration and professional fees associated with the integration of Wesco and Anixter, as well as advisory, legal, and separation costs associated with the merger between the two companies

<sup>(2)</sup> Restructuring costs include severance costs incurred pursuant to an ongoing restructuring plan.

<sup>(3)</sup> Digital transformation costs include costs associated with certain digital transformation initiatives, which have historically been included in merger-related and integration costs in prior years.

<sup>(4)</sup> Excise taxes on excess pension plan assets represent the excise taxes applicable to the excess pension plan assets following the final settlement of the Company's U.S. pension plan.

<sup>(5)</sup> Loss on abandonment of assets represents the write-off of certain capitalized cloud computing arrangement implementation costs relating to a third-party developed operations management software product in favor of an application with functionality that better suits the Company's operations.

<sup>(6)</sup> Cloud computing arrangement amortization consists of expense recognized in selling, general and administrative expenses for capitalized implementation costs for cloud computing arrangements to support our digital transformation initiatives.

<sup>(7)</sup> Debt is presented in the condensed consolidated balance sheets net of debt discount and debt issuance costs, and includes adjustments to record the long-term debt assumed in the merger with Anixter at its acquisition date fair value.

