

Second Quarter 2022

Webcast Presentation

August 4, 2022



Forward-Looking Statements

All statements made herein that are not historical facts should be considered as forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements involve known and unknown risks, uncertainties and other factors that may cause actual results to differ materially. These statements include, but are not limited to, statements regarding the expected benefits and costs of the transaction between Wesco and Anixter International Inc., including anticipated future financial and operating results, synergies, accretion and growth rates, and the combined company's plans, objectives, expectations and intentions, statements that address the combined company's expected future business and financial performance, and other statements identified by words such as "anticipate," "plan," "believe," "estimate," "intend," "expect," "project," "will" and similar words, phrases or expressions. These forward-looking statements are based on current expectations and beliefs of Wesco's management, as well as assumptions made by, and information currently available to, Wesco's management, current market trends and market conditions and involve risks and uncertainties, many of which are outside of Wesco's management's control, and which may cause actual results to differ materially from those contained in forward-looking statements. Accordingly, you should not place undue reliance on such statements.

Those risks, uncertainties and assumptions include the risk of any unexpected costs or expenses resulting from the transaction, the risk that the transaction could have an adverse effect on the ability of the combined company to retain customers and retain and hire key personnel and maintain relationships with its suppliers, customers and other business relationships and on its operating results and business generally, or the risk that problems may arise in successfully integrating the businesses of the companies, which may result in the combined company not operating as effectively and efficiently as expected, the risk that the combined company may be unable to achieve synergies or other anticipated benefits of the transaction or it may take longer than expected to achieve those synergies or benefits, the risk that the leverage of the company may be higher than anticipated, the impact of natural disasters (including as a result of climate change), health epidemics, pandemics, and other outbreaks, such as the ongoing COVID-19 pandemic, supply chain disruptions, and the impact of Russia's invasion of Ukraine, including the impact of sanctions or other actions taken by the U.S. or other countries, the increased risk of cyber incidents and exacerbation of key materials shortages, inflationary cost pressures, material cost increases, demand volatility, and logistics and capacity constraints, which may have a material adverse effect on the combined company's business, results of operations and financial condition, and other important factors that could cause actual results to differ materially from those projected. All such factors are difficult to predict and are beyond each company's control. Additional factors that could cause results to differ materially from those described above can be found in Wesco's Annual Report on Form 10-K for the fiscal year ended December 31, 2021 and Wesco's other reports filed with the U.S. Securities and Exchange Commission ("SEC").

Non-GAAP Measures

In addition to the results provided in accordance with U.S. Generally Accepted Accounting Principles ("U.S. GAAP") above, 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.



Agenda



Business Overview John Engel Chairman, President & CEO



Financial Results Overview
Dave Schulz
Executive Vice President & CFO



2022 Momentum Continues with Record Second Quarter

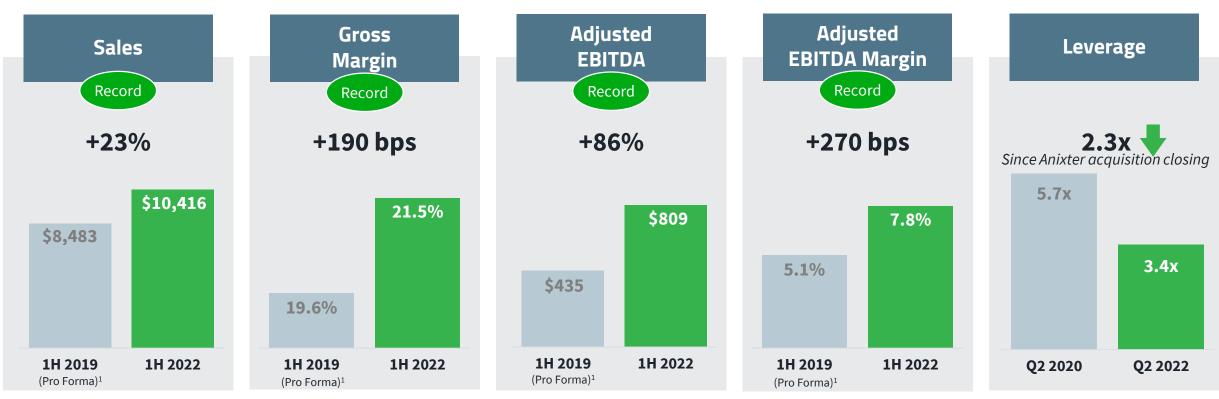
Record sales of \$5.5 billion Up 21% YOY organically	 First \$5 billion quarter; up 19% YOY and up 11% sequentially on a reported basis Leveraging increased scale, expanded product and services portfolio, and global supplier relationships Effectively managing global supply chain challenges Benefiting from SBU cross-selling and attractive secular growth trends Record-level backlog up more than 10% sequentially and up more than 80% YOY
Record gross margin up 70 bps YOY Up 40 bps sequentially	 Focus on value-driven pricing and pass-through of inflationary costs Continued momentum of our gross margin improvement program
Record adjusted EBITDA Up 44% YOY Record margin , up 140 bps YOY	 Adjusted EBITDA margin above 8% Benefits of scale, gross margin expansion, and increased operating leverage Strong synergy execution delivering results above expectations
Leverage reduced to 3.4x Within target range 24 months after closing Anixter acquisition	 Leverage reduced 2.3x in 24 months and now within target range of 2.0x – 3.5x TTM Adjusted EBITDA of \$1.5 billion, up 70% since closing the Anixter acquisition Accelerated deleveraging demonstrates the inherent strength of our business model

Record results and strong execution drives increased 2022 outlook



Substantial Value Creation Since Merger Close

\$ millions



Results highlight the strength of the Wesco + Anixter combination



¹ 2019 figures are as-reported on Form 8-K dated November 4, 2020, and include sales and adjusted EBITDA derived from the legacy Wesco data communications and utility business in Canada that were divested in the first quarter of 2021. See appendix for non-GAAP reconciliation.

Multiple Long-Term Growth Drivers

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Strong Secular Growth Trends



Electrification



Automation and IoT



Green Energy and Grid Modernization



24/7 Connectivity and Security



Supply Chain Consolidation and Relocation to North America



Digitalization

Increasing Public Sector Investment

U.S.







Canada Broadband Investments

Infrastructure Bill

Opportunity Fund (RDOF)

Rural Digital



Public-Private Partnerships for Smart Cities



+

Wesco's Uniquely Strong Position

- ✓ Leading Portfolio of Products, Services, and Solutions
- ✓ Leading Positions in All Business Units
- \checkmark Global Footprint and Capabilities
- ✓ Leading Digital Investments and Pace of Investment
- \checkmark Unlocking the Value of Our Big Data
- ✓ Accelerating Consolidation Across the Value Chain

The new Wesco is uniquely positioned for sustainable long-term growth



Dave Schulz

Executive Vice President & Chief Financial Officer

Second Quarter Results Overview



Second Quarter Results Overview

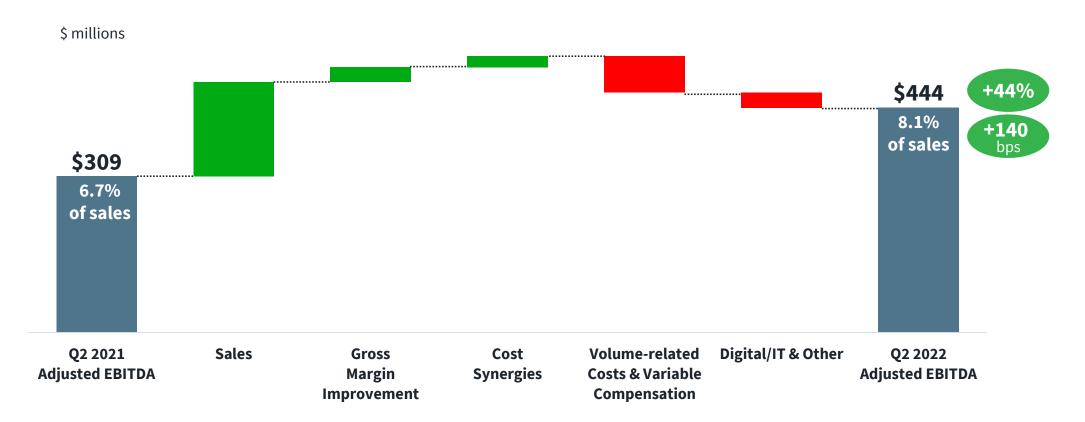
\$ millions, except per share amounts

	Q2 2022	Q2 2021	ΥΟΥ
Sales	\$5,484	\$4,596	+19%
Gross Profit	\$1,189	\$965	+23%
% of sales	21.7%	21.0%	+70 bps
Adjusted Income from Operations	\$388	\$262	+48%
% of sales	7.1%	5.7%	+140 bps
Adjusted EBITDA	\$444	\$309	+44%
% of sales	8.1%	6.7%	+140 bps
Adjusted Diluted EPS	\$4.19	\$2.64	+59%

Exceptional financial results driven by strong sales growth, margin expansion and operating leverage



Second Quarter Adjusted EBITDA Bridge



Exceptional financial results driven by strong sales growth, margin expansion and operating leverage



Electrical & Electronic Solutions (EES)

Second Quarter Drivers

- Record quarter with sales growth in all end markets
 - Non-residential construction tracking ahead of expectations
 - Strong industrial and OEM momentum continues
- Backlog at record level; up over 60% YOY and 6% sequentially
- Record adjusted EBITDA and margin expansion driven by accelerating sales growth, synergy capture, and execution of margin improvement initiatives

\$ millions

	Q2 2022	Q2 2021	ΥΟΥ
Sales	\$2,330	\$1,923	+23% ¹
Adjusted EBITDA	\$235	\$168	+40%
% of sales	10.1%	8.7%	+140 bps

Long-term, sustainable growth supported by secular trends of electrification, automation and green energy

Exceptional growth due to enhanced value proposition and complete electrical solutions offering



¹ Sales growth shown on an organic basis. Organic sales growth represents reported sales growth adjusted to remove the effect of acquisitions, divestitures, changes in foreign currency exchange rates and differences in working days.

See appendix for non-GAAP reconciliations.

Communications & Security Solutions (CSS)

Second Quarter Drivers

- Record quarter with sales growth in all end markets despite continued global supply chain challenges
 - Network infrastructure growth led by global hyper-scale data centers and an increase in structured cabling due to accelerating return-toworkplace activities
 - Security growth driven by increased IP-based surveillance and adoption of cloud-based technologies by global customers
 - Continued strong demand from multinational customers for professional A/V projects and in-building wireless applications
- Backlog at record level; up ~70% YOY and 7% sequentially
- Adjusted EBITDA and margin expansion driven by accelerating sales growth, synergy capture, and margin improvement initiatives

\$ millions

	Q2 2022	Q2 2021	ΥΟΥ
Sales	\$1,602	\$1,461	+12% ¹
Adjusted EBITDA	\$150	\$131	+14%
% of sales	9.4%	9.0%	+40 bps

Long-term, sustainable growth supported by secular trends of 24/7 connectivity, data center expansion, secure networks and IoT/automation

Global position, leading value proposition and accelerating secular trends drive strong outlook over the long term



¹ Sales growth shown on an organic basis. Organic sales growth represents reported sales growth adjusted to remove the effect of acquisitions, divestitures, changes in foreign currency exchange rates and differences in working days. See appendix for non-GAAP reconciliations.

Utility & Broadband Solutions (UBS)

Second Quarter Drivers

- Record quarter with double-digit sales growth in all end markets
 - Broad-based growth in utility driven by investments in grid modernization
 - Broadband communications growth driven by connectivity demand and rural broadband expansion
 - Integrated supply up versus PY and sequentially, in-line with industrial recovery
- Backlog at record level; up over 140% YOY and over 25% sequentially
- Record adjusted EBITDA with accelerating sales growth and margin expansion

\$ millions

	Q2 2022	Q2 2021	ΥΟΥ
Sales	\$1,551	\$1,212	+29% ¹
Adjusted EBITDA	\$169	\$101	+68%
% of sales	10.9%	8.3%	+260 bps

Long-term, sustainable growth driven by industryleading value proposition, scope expansion and attractive secular trends of green energy, grid modernization and infrastructure investment

Leadership position and complete solutions offering continue to drive exceptional sales and profit growth

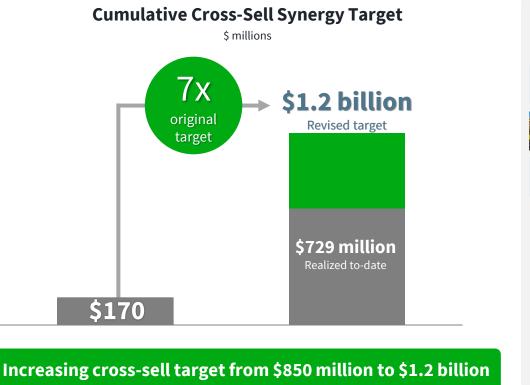


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See appendix for non-GAAP reconciliations.

Cross-Sell Driving Market Outperformance

- **Expanding pipeline of cross-sell** • opportunities
- Strong customer relationships and global supplier partnerships
- Minimal overlap between legacy Wesco and Anixter customers
- Highly complementary products and services
- Salesforce training and incentives in place
- Opportunities to cross-sell exist across all three SBUs
- Growth opportunity is further amplified by attractive secular growth trends



Broad Portfolio of Cross-Sell Products and Services



Wire & Cable Solutions

MRO Supplies and Safety



Balance of Electrical System



Substation and Grid Components



Successful cross-selling initiatives deliver growth opportunities with existing customers and new prospects



Sales Synergies Increase as Leading Value Proposition Takes Hold

EES

Overview: Multi-million project win to provide cable, switchgear, and bulk electrical material to support the construction of a 900,000 sq. ft. data center

Key Enablers

- ✓ Ability to provide full solution
- ✓ Long-term supplier relationship
- ✓ Local branch provided inventory and logistics

Initial Value **\$12+ million**

Major Product Categories

Electrical Cable Switchgear Misc. Electrical Equipment

CSS

Overview: Middle mile broadband project to provide broadband infrastructure products to a state-sponsored initiative

Key Enablers

✓ Broadband support and government teams

UBS

Overview: Utility and broadband collaboration resulting in a multi-million fiber network expansion project

Key Enablers

- ✓ Unified sales team across Wesco and Anixter
- ✓ Broadband expertise
- ✓ Comprehensive supply chain services

Initial Value **\$28+ million**

Major Product Categories

Broadband Infrastructure

Initial Value \$10+ million

 Major Product Categories

 Fiber Optic
 Poleline
 Pr

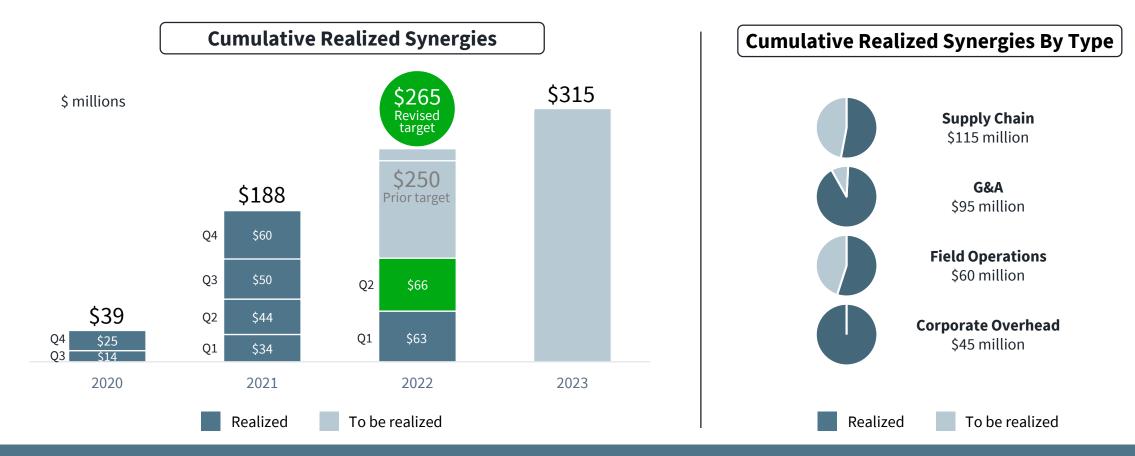
Cable Hardware

Project Management Services

Cross-sell momentum highlights the power of the combined portfolio



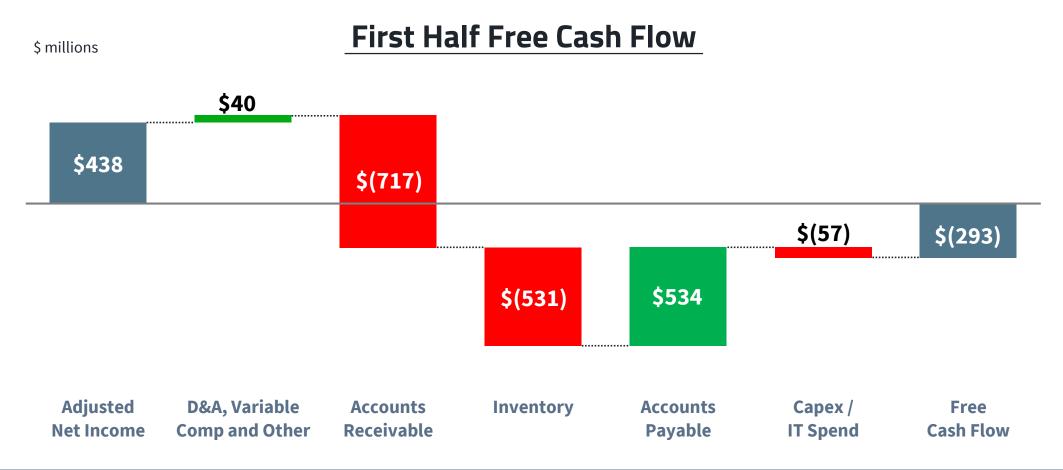
Accelerated Cost Synergy Realization Continues



Increased 2022 synergies again; Tracking well toward 2023 cost synergy target of \$315 million



Free Cash Flow

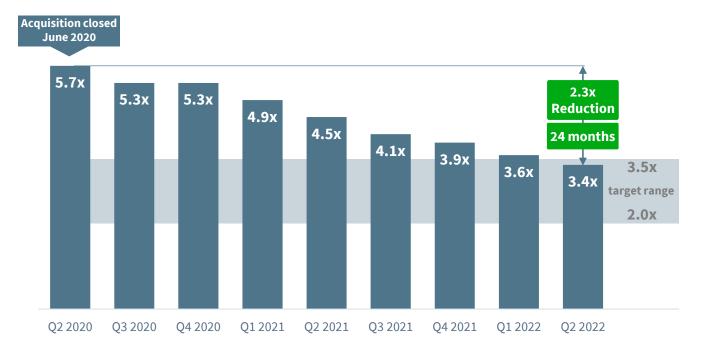


Managing working capital to ensure effective execution in a high-growth, supply-constrained environment



Leverage Back within Target Range Well Ahead of Schedule

Net Debt / TTM Adjusted EBITDA



- Leverage reduced 0.2x in Q2; 2.3x since Anixter acquisition closed in June 2020
- Returned to target leverage range twelve months sooner than originally expected
- Rapid deleveraging demonstrates inherent strength of our B2B distribution business model

Achieved our deleveraging target by returning to target range one year sooner than originally expected

Increased 2022 Outlook

		Prior	Updated				
		(5/5/22)	8/4/22				
	Market growth (including price)	+9% to +11%	+12% to +14%				
	Plus: share gain/cross-sell	+3% to +4%	~5%				
Sales	Less: differences of foreign exchange rates		~(1)%				
Sucs	Plus: benefit of one more workday in 2022	+0.5%	+0.5%				
	Reported sales	+12% to +15%	+16% to +18%				
	Adjusted EBITDA margin ¹	7.3% to 7.6%	7.8% to 8.0%				
Adjusted EBITDA	vs PY	+80 bps to +110 bps	+130 bps to +150 bps				
	Implied midpoint of range	\$1.54 billion	\$1.68 billion				
Тах	Effective tax rate	~24%	24% to 25%				
Adjusted	Adjusted diluted EPS ¹	\$14.00 to \$15.00	\$15.60 to \$16.40				
EPS	vs PY	+40% to +50%	+55% to +65%				
Cash	Free cash flow percent of adjusted net income	~80%	~50%				
Outlook Notes							
	ne effect of potential tax law changes or future refinancing activit nodel shift results in negative sales impact of ~0.5%	У					



¹ Adjusted EBITDA is defined as EBITDA before other, net, non-cash stock-based compensation and merger-related costs; Adjusted EPS excludes merger-related costs, accelerated trademark amortization and the related income tax effects.

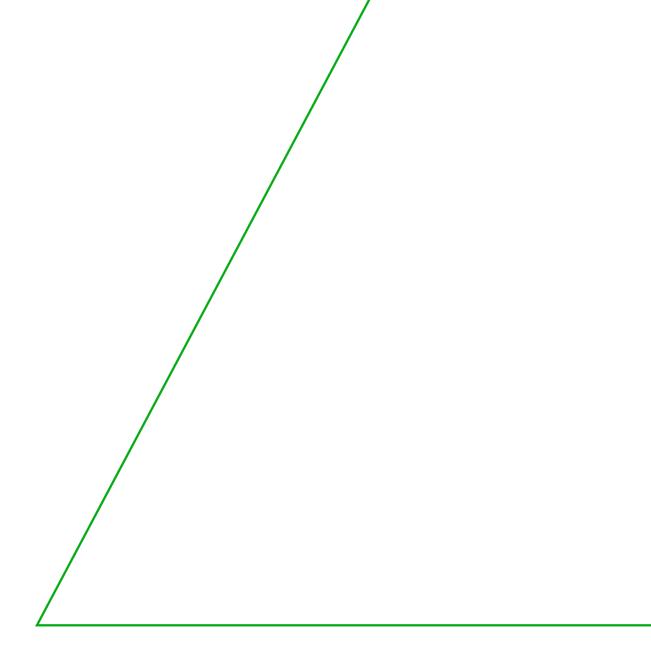
Summary

- Strong momentum continued in Q2 closing out an exceptional first half
- Outstanding results across the board in Q2 and strongest quarter of Wesco + Anixter combination yet
 - All-time record sales, gross margin, operating profit, adjusted EBITDA, adjusted EBITDA margin and adjusted diluted EPS
 - Delivered 8+% adjusted EBITDA margin in the quarter with margin expansion of 140 bps on value-based pricing execution, accelerated cross-sell, and continued cost synergies
- Expanded market share through sales execution and cross-selling, and again increased cross-sell synergy target
- Accelerated de-leveraging and now back within our target range; leverage reduced 2.3 turns to 3.4x since merger close in June 2020
- Making excellent progress on our IT/Digital roadmap
- Exceptionally well positioned to benefit from secular growth trends

Differentiated capabilities and execution drive our increased 2022 outlook



APPENDIX





Glossary

Abbreviations	
1H: First half of fiscal year	MSD: Mid-single digit
2H: Second half of fiscal year	PF: Pro Forma
A/V: Audio/visual	PY: Prior Year
COGS: Cost of goods sold	OEM: Original equipment manufacturer
CIG: Commercial, Institutional and Government	OPEX: Operating expenses
CSS: Communications & Security Solutions (business unit)	ROW: Rest of world
EES: Electrical & Electronic Solutions (business unit)	RTW: Return to Workplace
ETR: Effective tax rate	SBU: Strategic Business Unit
FTTx: Fiber-to-the-x (last mile fiber optic network connections)	Seq: Sequential
HSD: High-single digit	TTM: Trailing twelve months
LSD: Low-single digit	UBS: Utility & Broadband Solutions (business unit)
MRO: Maintenance, repair and operating	WD: Workday
MTDC: Multi-tenant data center	YOY: Year-over-year

Definitions

Executed synergies: Initiatives fully implemented – actions taken to generate savings

Realized synergies: Savings that impact financial results versus pro forma 2019

One-time operating expenses: Operating expenses that are in or will be realized in the P&L (including cash and non-cash)

Leverage: Debt, net of cash, divided by trailing-twelve-month adjusted EBITDA



Workdays

	Q1	Q2	Q3	Q4	FY
2019	63	64	63	62	252
2020	64	64	64	61	253
2021	62	64	64	62	252
2022	63	64	64	62	253



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 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.



Organic Sales Growth by Segment

\$ thousands

Organic Sales Growth by Segment:

	Three Mon	ths Ended	Growth/(Decline)						
	June 30, 2022	June 30, 2021 Reported		Divestiture Impact	Foreign Exchange Impact	Workday Impact	Organic Growth		
EES	\$2,330,153	\$1,923,011	21.2%	— %	(1.9)%	<u> </u>	23.1%		
CSS	1,601,997	1,461,120	9.6%	— %	(1.9)%	<u> %</u>	11.5%		
UBS	1,551,375	1,211,659	28.0%	— %	(0.6)%	<u> %</u>	28.6%		
Total net sales	\$5,483,525	\$4,595,790	19.3%	- %	(1.6)%	- %	20.9%		

Organic Sales Growth by Segment - Sequential:

	Three Mon	ths Ended	Growth/(Decline)						
	June 30, 2022	June 30, 2022 March 31, 2022		Reported Divestiture Impact		Workday Impact	Organic Growth		
EES	\$2,330,153	\$2,089,959	11.5%	- %	(0.5)%	1.6%	10.4%		
CSS	1,601,997	1,434,175	11.7%	- %	(0.6)%	1.6%	10.7%		
UBS	1,551,375	1,408,047	10.2%	- %	(0.1)%	1.6%	8.7%		
Total net sales	\$5,483,525	\$4,932,181	11.2%	- %	(0.4)%	1.6%	10.0%		



Gross Profit and Free Cash Flow

\$ thousands

	т	hree Months End	ed
Gross Profit:	June 30, 2022	June 30, 2021	March 31, 2022
Net sales	\$5,483,525	\$4,595,790	\$4,932,181
Cost of goods sold (excluding depreciation and amortization)	4,294,086	3,630,633	3,883,074
Gross profit	\$1,189,439	\$965,157	\$1,049,107
Gross margin	21.7%	21.0%	21.3%
	Six Mont	hs Ended	
Free Cash Flow:	June 30, 2022	June 30, 2021	
Cash flow used in operations	(\$304,531)	\$102,795	
Cash flow used in operations Less: Capital expenditures	(\$304,531) (31,641)	\$102,795 (20,191)	
Less: Capital expenditures			
•	(31,641)	(20,191)	



Adjusted EBITDA

\$ thousands

	Three Months Ended June 30, 2022				Three Months Ended June 30, 2021					
EBITDA and Adjusted EBITDA by Segment:	EES	CSS	UBS	Corporate	Total	EES	CSS	UBS	Corporate	Total
Net income attributable to common stockholders	\$222,758	\$130,639	\$161,784	(\$308,827)	\$206,354	\$153,976	\$111,046	\$94,688	(\$254,867)	\$104,843
Net income (loss) attributable to noncontrolling interests	151		_	292	443	(76)	_	_	165	89
Preferred stock dividends	_	_	_	14,352	14,352	-	_	_	14,352	14,352
Provision for income taxes	_	_	_	79,887	79,887	_	_	_	32,800	32,800
Interest expense, net	_	_	_	68,478	68,478	-	_	_	67,590	67,590
Depreciation and amortization	11,198	17,855	5,670	11,143	45,866	12,781	19,241	5,466	9,216	46,704
EBITDA	\$234,107	\$148,494	\$167,454	(\$134,675)	\$415,380	\$166,681	\$130,287	\$100,154	(\$130,744)	\$266,378
Other (income) expense, net	(1,403)	106	644	1,848	1,195	(160)	211	5	(858)	(802)
Stock-based compensation expense ⁽¹⁾	2,745	1,442	937	9,334	14,458	1,434	641	543	3,331	5,949
Merger-related and integration costs	_	_	_	13,427	13,427	_	_	_	37,720	37,720
Adjusted EBITDA	\$235,449	\$150,042	\$169,035	(\$110,066)	\$444,460	\$167,955	\$131,139	\$100,702	(\$90,551)	\$309,245
Adjusted EBITDA margin %	10.1%	9.4%	10.9%	n/m	8.1%	8.7%	9.0%	8.3%	n/m	6.7%

⁽¹⁾ Stock-based compensation expense in the calculation of adjusted EBITDA for the three months ended June 30, 2022 and June 30, 2021 excludes \$1.4 million and \$1.3 million, respectively, as such amounts are included in merger-related and integration costs.



Adjusted EPS

\$ thousands, except per share amounts	Three Months Ended	
Adjusted Income from Operations:	June 30, 2022	June 30, 2021
Income from operations	\$370,709	\$218,872
Merger-related and integration costs	13,427	37,720
Accelerated trademark amortization	3,672	5,049
Adjusted income from operations	\$387,808	\$261,641
Adjusted income from operations margin %	7.1%	5.7%
Adjusted Provision for Income Taxes:		
Provision for income taxes	\$79,887	\$32,800
Income tax effect of adjustments to income from ${\sf operations}^{(1)}$	4,531	10,381

\$84,418

\$43,181

Adjusted Earnings per Diluted Share:

Adjusted provision for income taxes

Adjusted income from operations	\$387,808	\$261,641
Interest expense, net	68,478	67,590
Other expense (income), net	1,195	(802)
Adjusted income before income taxes	318,135	194,853
Adjusted provision for income taxes	84,418	43,181
Adjusted net income	233,717	151,672
Net income attributable to noncontrolling interests	443	89
Adjusted net income attributable to WESCO International, Inc.	233,274	151,583
Preferred stock dividends	14,352	14,352
Adjusted net income attributable to common stockholders	\$218,922	\$137,231
Diluted shares	52,220	51,994
Adjusted earnings per diluted share	\$4.19	\$2.64

⁽¹⁾ The adjustments to income from operations have been tax effected at rates of approximately 26% for the three months ended June 30, 2022 and 24% for the three months ended June 30, 2021.



Capital Structure and Leverage

Twelve Mor	
Twelve Months Ended	
June 30, 2022	December 31, 2022
\$631,549	\$407,974
1,787	1,020
57,407	57,408
193,720	115,510
262,209	268,073
203,487	198,554
1,350,159	1,048,539
(42,185)	(48,112)
37,065	25,699
113,403	158,484
_	(8,927)
\$1,458,442	\$1,175,683
As	of
June 30, 2022	December 31, 2022
\$70,628	\$9,528
5,039,857	4,701,542
64,059	70,572
(615)	(957)
5,173,929	4,780,685
236,792	212,583
	212,583 \$4,568,102
	1,787 1,787 57,407 193,720 262,209 203,487 1,350,159 (42,185) 37,065 113,403 \$1,458,442 As June 30, 2022 \$70,628 5,039,857 64,059



(1) Other non-operating income for the twelve months ended June 30, 2022 and December 31, 2021 includes a \$36.6 million curtailment gain resulting from the remeasurement of the Company's pension obligations in the U.S. and Canada due to amending certain terms of such defined benefit plans.