



Wesco International

Investor Overview

March 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, as well as 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 and expectations.. 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 expected benefits of the transaction between Wesco and Anixter or the anticipated benefits of Wesco's acquisition of Rahi Systems Holdings, Inc., in the expected timeframe or at all, unexpected costs or problems that may arise in successfully integrating the businesses of the companies, the impact of increased interest rates or borrowing costs, failure to adequately protect Wesco's intellectual property or successfully defend against infringement claims, failure to execute Wesco's environmental, social and governance (ESG) programs as planned; disruption of information technology systems or operations, natural disasters (including as a result of climate change), health epidemics, pandemics and other outbreaks (such as the ongoing COVID-19 pandemic, including any resurgences or new variants), supply chain disruptions, geopolitical issues, including the impact of the evolving conflicts in the Middle East and Ukraine, the impact of sanctions imposed on, or other actions taken by the U.S. or other countries against, Russia or China, 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. 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 Annual Report on Form 10-K for the fiscal year ended December 31, 2023 and Wesco's other 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.



Wesco Overview

- Leading global provider of business-to-business distribution, logistics services and supply chain solutions
- Leading value proposition with millions of products, an expanding portfolio of services, and complete supply chain solutions
- Serving majority of Fortune 500 companies as well as commercial and industrial businesses, contractors, government agencies, institutions, utilities, and telecommunications providers

**Substantial Scale With
Leading Industry Position and
Global Capabilities**

\$22.4B

2023 Sales

50+

Countries

~800

Locations

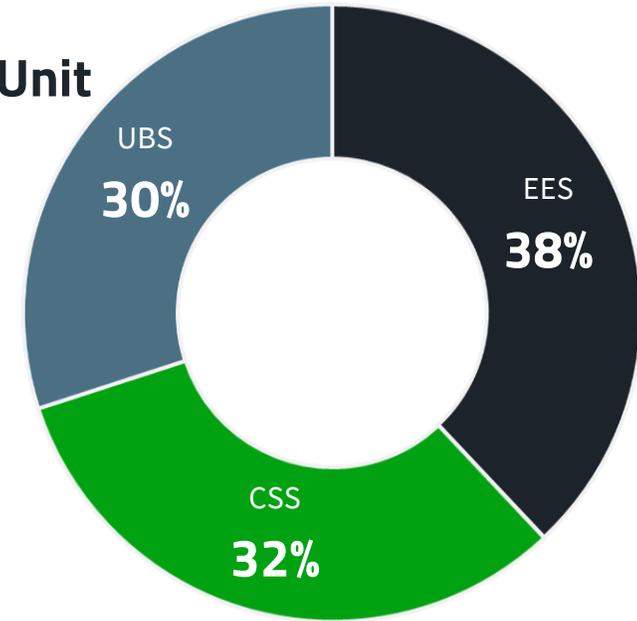
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In North
America

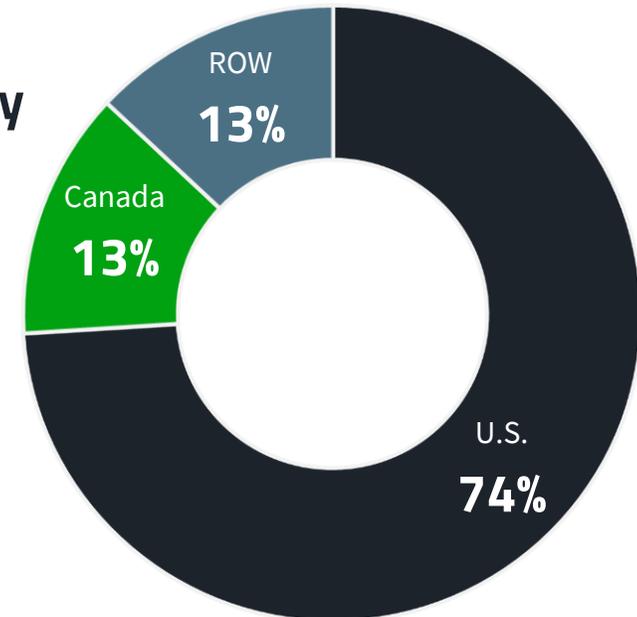


Source: MDM Top Distributors List
Sales amounts as of 12/31/23

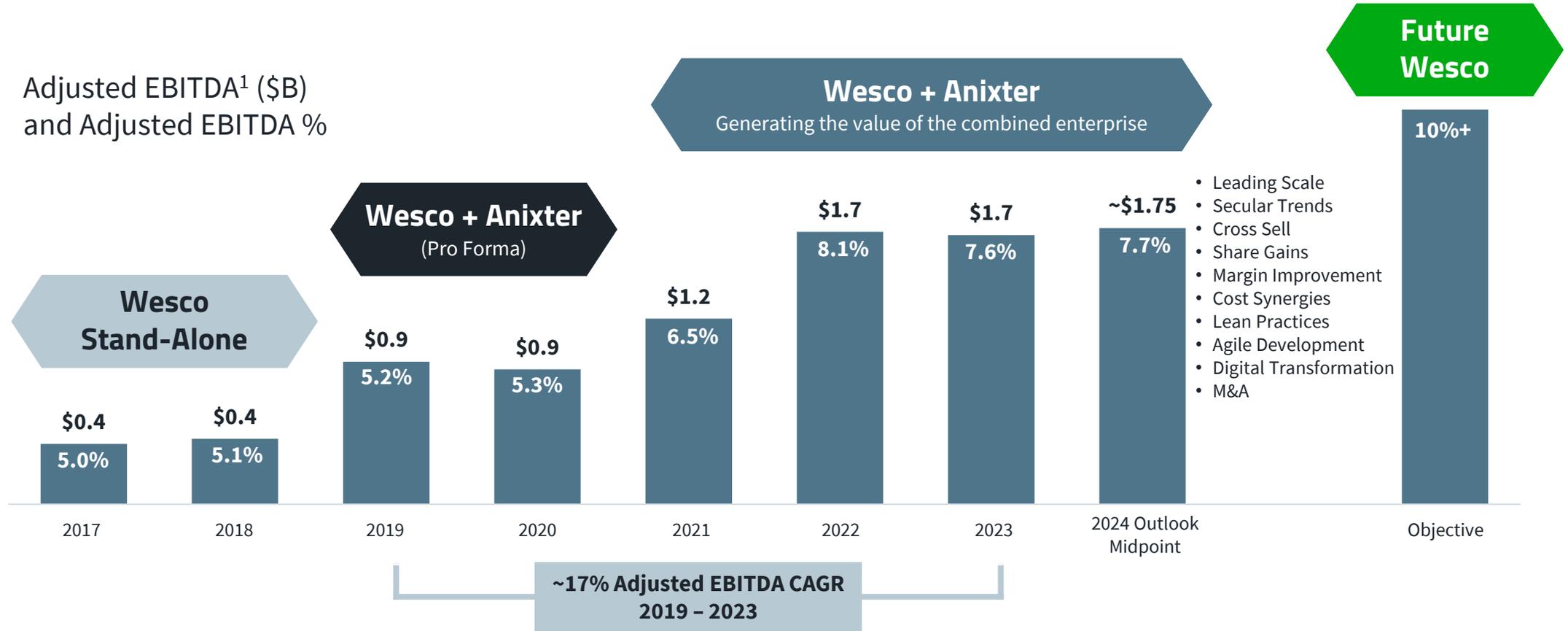
Sales By Business Unit



Sales By Geography



Transformational Combination of Wesco + Anixter



Delivering superior financial results



¹ Adjusted EBITDA is defined as EBITDA before other non-operating expenses (income), non-cash stock-based compensation, and merger-related and integration costs. See Appendix for non-GAAP reconciliations.

First Quarter Update

Q1 expected to be down low-to-mid single digits

- January down ~5%¹ YOY
- February flat¹ YOY

Portfolio Management

- Divestiture of integrated supply
- Accelerates mix-shift to higher margin markets
- Proceeds to be used to reduce debt and repurchase shares

Capital Allocation and Balance Sheet Management

- Repurchased \$50 million of stock in Q1
- Announced ~\$1.7 billion of senior notes offerings²
- Increased dividend per share by 10%



2024 outlook: reported sales growth 1% – 4% and free cash flow \$600 – \$800 million

¹ Not adjusted for differences in foreign exchange rates

² \$900 million of 6.375% senior notes due 2029 and \$850 million of 6.625% senior notes due 2032

³ Organic sales on a workday adjusted basis; 2024 are preliminary sales per workday results not adjusted for differences in foreign exchange rates

Key Messages

Created Fortune 200 Industry Leader with Global Scale

- Transformational combination of Wesco + Anixter exceeded expectations
- Broadest portfolio in the industry and largest channel partner for our key suppliers
- Step function increase in cash generation and enterprise value creation

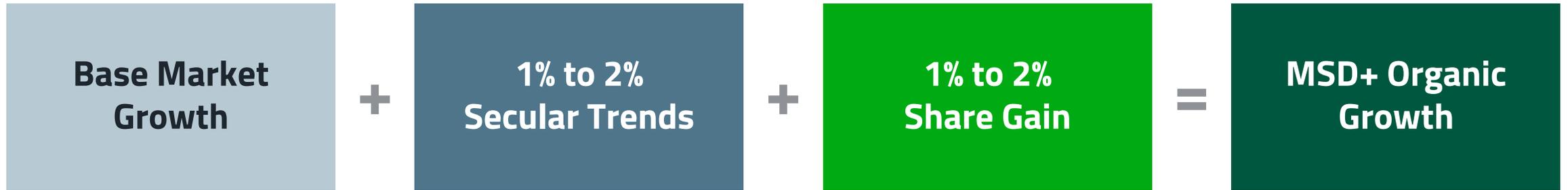
Uniquely Well Positioned for the Next Decade and Beyond

- Leading player in a consolidating industry
- Secular growth trends drive above-market growth
- Global scale and improved business mix into faster growth and higher margin end-markets

Digital Transformation Enables Even Faster Share Gain and Margin Expansion

- Investing in digital to drive competitive advantage
- Unlocking power of our big data to further drive sales and margin
- Digital investments building new capabilities

Secular Trends + Share Growth Leads to Market Outperformance



Strong Secular Growth Trends

- Electrification
- Automation and IoT
- Green Energy and Grid Modernization
- 24/7 Connectivity and Security
- Supply Chain Consolidation and Relocation to North America
- Digitalization

Increasing Public Sector Investment

- \$1.2T Infrastructure Investment and Jobs Act (IIJA)
- \$369B Inflation Reduction Act (IRA) related to energy and climate investments
- \$53B CHIPS and Science Act
- \$20B Rural Digital Opportunity Fund (RDOF)
- Canada Broadband Investments

Wesco's Uniquely Strong Position

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

Our Digital Transformation

Innovating Across Our Entire Technology Landscape

Enterprise Systems

Front Office

Mid Office

Back Office



Digital Services

Omnichannel

Products and Platform



Big Data

Supplier/OEM/Product
Data Sets



Wesco's
Data Sets



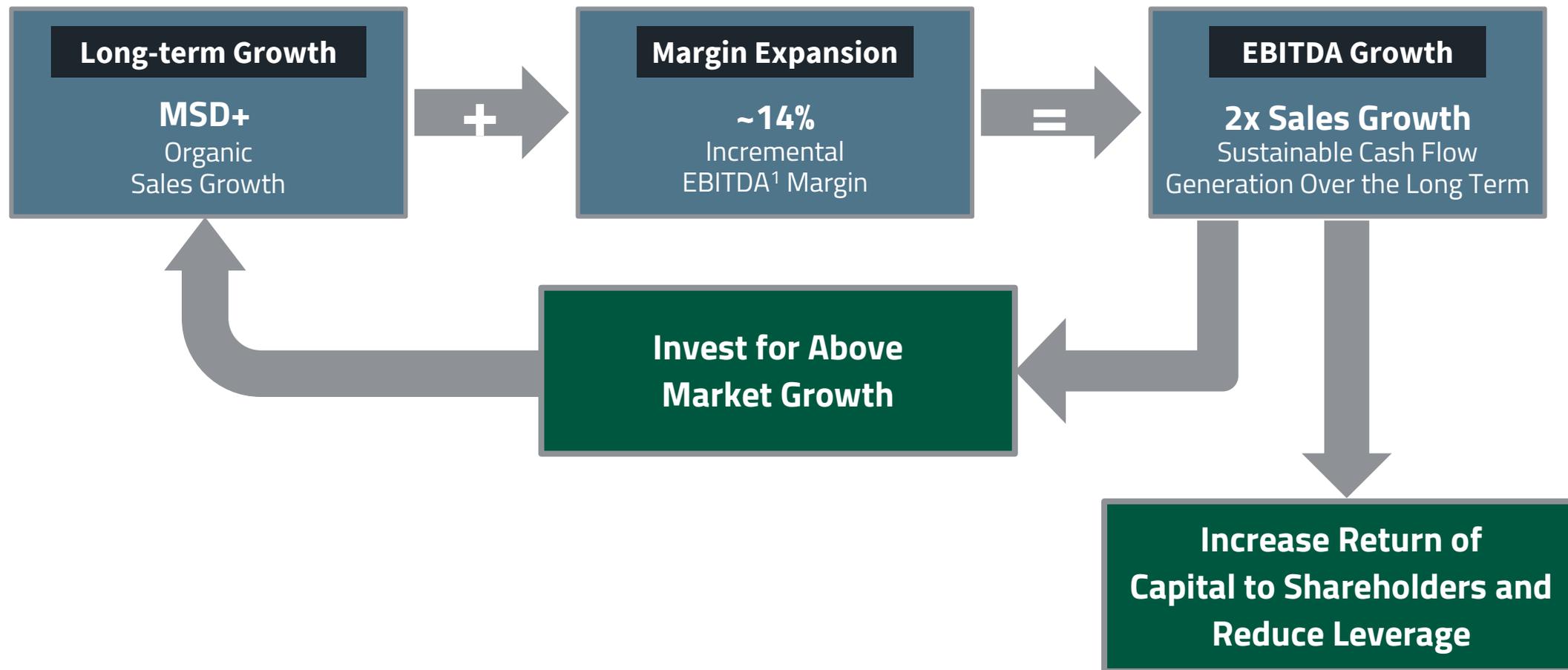
Customer and Industry
Data Sets

Data Office



Digitally transforming our company

Annual Value Creation Framework



Virtuous cycle of value creation for Wesco



¹ Adjusted EBITDA is defined as EBITDA before other non-operating expenses (income), non-cash stock-based compensation, and merger-related and integration costs.

Why Invest in Wesco

- **Fortune 200 B2B Supply Chain Solutions Leader**
 - Global capabilities and leading scale
 - Higher growth and higher margin end-markets
 - Cross-sell combined with attractive long-term secular growth trends
- **Strategy Delivers Above-Market Growth**
 - Share gains
 - Margin expansion
 - Double-digit profit growth
- **Increased Cash Generation and Enterprise Value Creation**
 - Investments in digitalization to accelerate gains
 - Increasing return of capital to shareholders (buyback plus dividend)
 - Expanding balance sheet capacity supports M&A ambitions

**Focused on delivering superior results and
achieving a premium multiple**



Appendix



EES Overview

- › Provider of electrical, MRO, safety, and automation solutions
- › Broad range of products and solutions primarily to the construction, industrial and OEM markets
- › Uniquely positioned to provide the critical infrastructure expertise and solutions that enables the technologies of tomorrow

Industry Leading Scale and Scope

\$8.6B

2023 Sales

50+

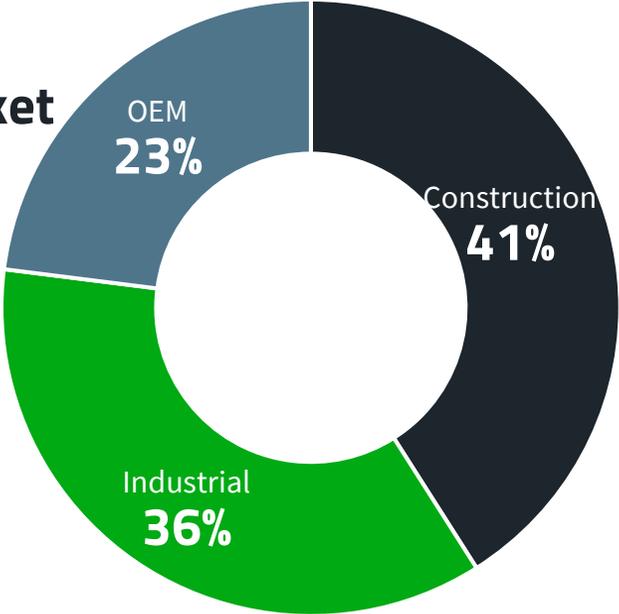
Countries

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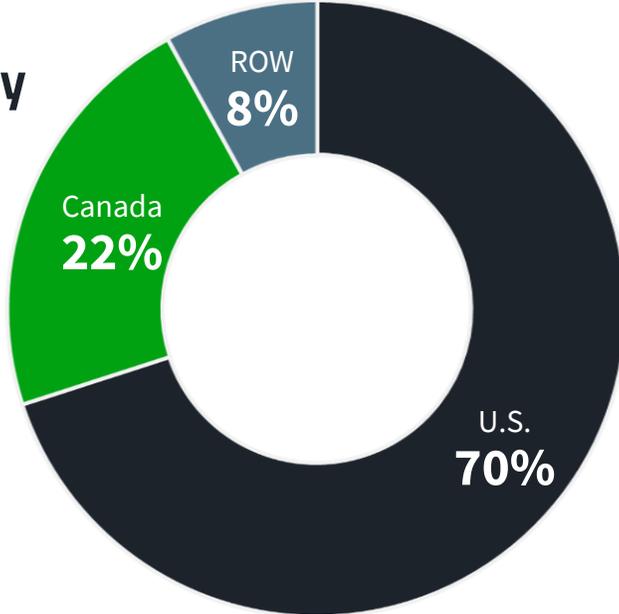
Electrical Distributor
in North America



Sales By End-Market



Sales By Geography



CSS Overview

- Deliver comprehensive solutions that provide 24/7/365 connectivity
- Approximately 25% of sales from data centers and expected to grow double-digits in support of increasing demands (including AI)
- World-class global accounts program and supply chain services model

Global Scale and Capabilities

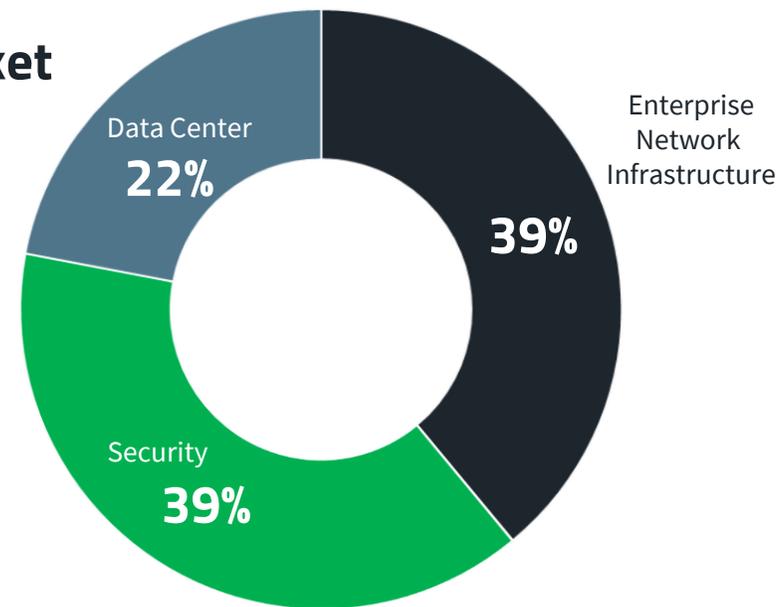
\$7.2B
2023 Sales

50+
Countries

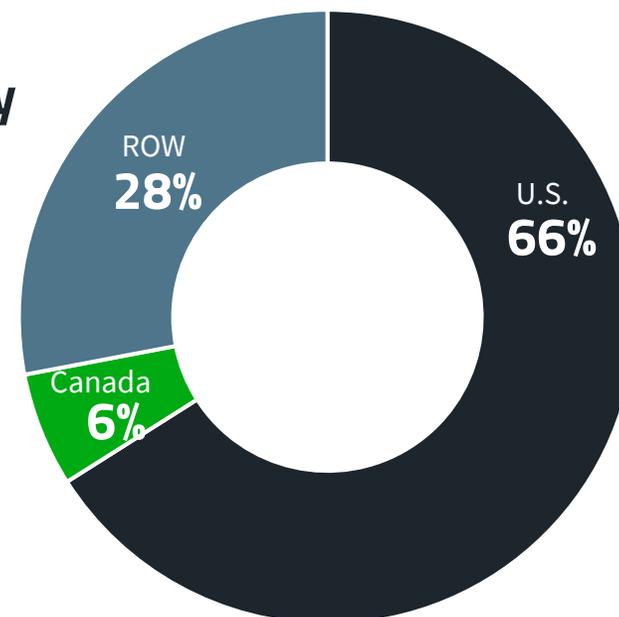
Leading
Global Distributor
of Network
Infrastructure and
Security Solutions



Sales By End-Market



Sales By Geography



UBS Overview

- › Supply chain management, services and solutions for investor-owned utilities, public power companies, and municipalities, as well as global service providers, wireless providers, broadband operators and the contractors that service these customers
- › Provide grid and network modernization, hardening, renewable deployments, smart technologies
- › Complete solutions for global service providers, broadband and wireless customers

Industry Leading Position and Value Proposition

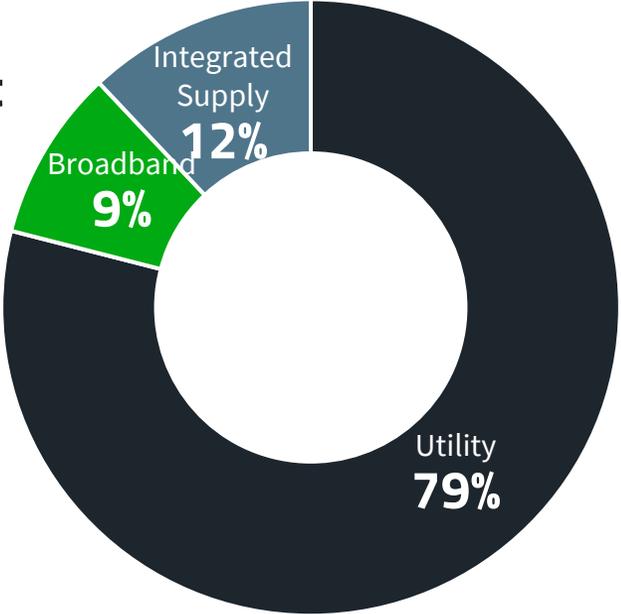
\$6.6B
2023 Sales

15
Countries

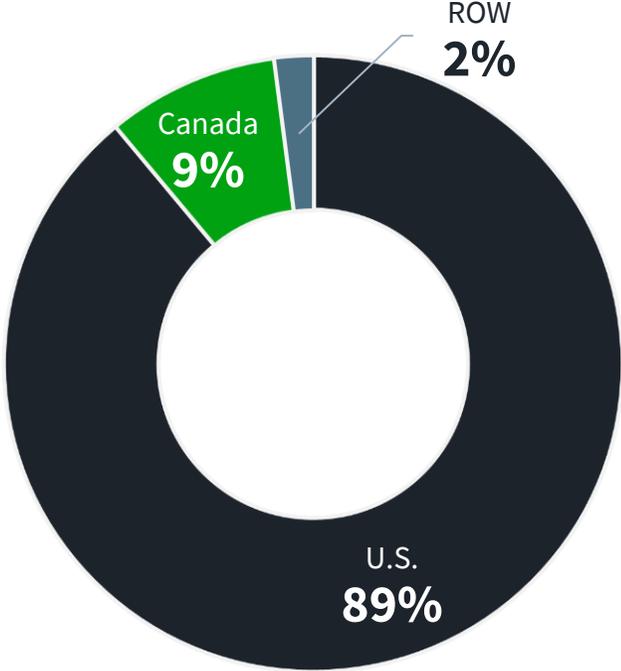
Leading
Utility and Broadband
Distributor in NA



Sales By End-Market



Sales By Geography



Adjusted EBITDA Reconciliation

(\$ millions)	Wesco International						
	Twelve Months Ended December 31,						
	2017	2018	Pro Forma 2019	Pro Forma 2020	2021	2022	2023
Operating income	319.0	352.4	713.7	461.3	801.8	1,438.1	1,406.4
Add: Depreciation and amortization	64.0	63.0	138.7	153.5	198.5	179.0	181.3
Less: Other (income) expense, net	-	-	-	4.6	(48.2)	7.0	25.1
EBITDA	383.0	415.4	852.4	610.2	1,048.5	1,610.1	1,562.6
Other (income) expense, net	-	-	(4.6)	4.6	(48.2)	7.0	25.1
Stock-based compensation expense	-	-	39.1	34.7	25.7	41.0	45.5
Merger-related and integration costs	-	-	15.6	163.1	158.5	67.4	55.4
Merger-related fair value adjustments	-	-	-	43.7	-	-	16.7
Gain on sale of asset	-	-	-	(19.8)	-	-	-
Out-of-period adjustment	-	-	-	18.9	-	-	-
Net gain on Canadian divestitures	-	-	-	-	(8.9)	-	-
Adjusted EBITDA	383.0	415.4	902.5	855.4	1,175.7	1,725.6	1,705.4
Adjusted EBITDA margin %	5.0%	5.1%	5.2%	5.3%	6.5%	8.1%	7.6%

Organic Sales Growth by Quarter

\$ millions

Organic Sales Growth by Quarter:

	Three Months Ended		Growth/(Decline)				
	March 31, 2023	March 31, 2022	Reported	Acquisition Impact	Foreign Exchange Impact	Workday Impact	Organic Growth
Wesco Sales	5,521.9	4,932.2	12.0 %	2.8 %	(1.6) %	— %	10.8 %

	Three Months Ended		Growth/(Decline)				
	June 30, 2023	June 30, 2022	Reported	Acquisition Impact	Foreign Exchange Impact	Workday Impact	Organic Growth
Wesco Sales	5,745.5	5,483.5	4.8 %	2.7 %	(0.7) %	— %	2.8 %

	Three Months Ended		Growth/(Decline)				
	September 30, 2023	September 30, 2022	Reported	Acquisition Impact	Foreign Exchange Impact	Workday Impact	Organic Growth
Wesco Sales	5,644.4	5,445.9	3.6 %	2.4 %	0 %	(1.6) %	2.8 %

	Three Months Ended		Growth/(Decline)				
	December, 2023	December, 2022	Reported	Acquisition Impact	Foreign Exchange Impact	Workday Impact	Organic Growth
Wesco Sales	5,473.4	5,558.5	(1.5) %	0.7 %	0.4 %	— %	(2.6) %

