

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): June 13, 2019

WESCO International, Inc.

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of
incorporation)

225 West Station Square Drive
Suite 700
Pittsburgh, Pennsylvania
(Address of principal executive offices)

001-14989
(Commission File Number)

25-1723342
(IRS Employer
Identification No.)

15219
(Zip Code)

(412) 454-2200
(Registrant's telephone number, including area code)
Not applicable.
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

| Title of Class | Trading Symbol(s) | Name of Exchange on which registered |
|---|-------------------|--------------------------------------|
| Common Stock, par value \$.01 per share | WCC | New York Stock Exchange |

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01. Regulation FD Disclosure

The information in this Item 7.01 is being furnished and shall not be deemed "filed" for the purpose of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section. The information in this Item 7.01 shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended.

On June 13, 2019, members of senior management of WESCO International, Inc. (the "Company") will present to investors at the Company's Investor Day 2019. The presentation will include written communication comprised of slides and will be accessible on the Company's website. The slides from the presentation are attached hereto as Exhibit 99.1 to this report and are being furnished in accordance with Regulation FD of the Securities and Exchange Commission.

Item 9.01. Financial Statements and Exhibits

(d) Exhibits

The following are furnished as exhibits to this report.

99.1 [Slide presentation for investors](#)

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

June 13, 2019

(Date)

WESCO INTERNATIONAL, INC.

By: /s/ David S. Schulz

David S. Schulz

Senior Vice President and Chief Financial Officer

WESCO®

Investor Day

June 13, 2019





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 Act of 1995. Such statements involve known and unknown risks, uncertainties and other factors that may cause actual results to differ materially. Such risks, uncertainties and other factors include, but are not limited to: adverse economic conditions; increase in competition; expansion of business activities; disruptions in operations or information technology systems; supply chain disruptions, changes in supplier strategy or loss of key suppliers; personnel turnover or labor cost increases; risks related to acquisitions, including the integration of acquired businesses; changes in tax laws, regulations and guidance, and uncertainties regarding their application, and challenges by tax authorities to the company’s tax positions; exchange rate fluctuations; debt levels, terms, financial market conditions or interest rate fluctuations; stock market, economic or political instability; legal or regulatory matters; litigation, disputes, contingencies or claims; and other factors described in detail in the Form 10-K for WESCO International, Inc. for the year ended December 31, 2018 and any subsequent filings with the Securities & Exchange Commission. The following presentation includes a discussion of certain non-GAAP financial measures. Information required by Regulation G with respect to such non-GAAP financial measures can be found in the appendix and obtained via WESCO’s website, www.wesco.com.

Non-GAAP Measures

This presentation includes certain non-GAAP financial measures. These financial measures include organic sales growth, gross profit, financial leverage, earnings before interest, taxes, depreciation and amortization (EBITDA), and free cash flow. The Company believes that these non-GAAP measures are useful to investors as they provide a better understanding of sales performance, and the use of debt and liquidity on a comparable basis. Management does not use these non-GAAP financial measures for any purpose other than the reasons stated above.



State of WESCO Strategic Overview



John Engel

Chairman, President & Chief Executive Officer

- Joined WESCO in 2004
- President and CEO since 2009
- Chairman since 2011
- Chief Operating Officer 2004-2009
- Prior Leadership Roles
 - Perkin Elmer, Inc.
 - Allied Signal, Inc.
 - General Electric Co.



WESCO Leadership



John Engel
Chairman, President &
Chief Executive Officer

Corporate Leadership



David Schulz
Senior Vice President &
Chief Financial Officer



Chris Wolf
Senior Vice President &
Chief Human Resources Officer



Diane Lazzaris
Senior Vice President &
General Counsel

Business Unit Leadership



Juan Picon
Group Vice President &
General Manager,
United States



Nelson Squires
Group Vice President & General
Manager, Canada, International,
and Integrated Supply

Operations and Technology Leadership



Hemant Porwal
Vice President, Global Supply
Chain and Operations



Rob Minicozzi
Vice President &
Chief Information Officer

...strong team with majority new to WESCO in last 3+ year



Today's Agenda



John Engel

Chairman, President & CEO

State of WESCO
Strategic Overview

1:00 – 1:45pm



Nelson Squires

Group VP & General Manager, Canada,
International, and Integrated Supply

Canada and International
Construction End Market
Commercial, Institutional, and
Government End Market

1:45 – 2:15pm



Juan Picon

Group VP & General Manager, United States

United States
Industrial End Market
Utility End Market

2:15 – 2:45pm

BREAK

2:45 – 3:00pm



Hemant Porwal

Vice President, Global Supply Chain & Operations

Supply Chain and Operations
Environmental, Social, and Governance

3:00 – 3:30pm



David Schulz

Senior Vice President & Chief Financial Officer

Financial Outlook
Capital Deployment

3:30 – 4:00pm

Q&A

4:00 – 4:30pm



Key Messages

- WESCO is focused on driving **growth** and **margin** improvement as well as leading industry consolidation
- WESCO is **differentiated** by our extensive product and service offerings that leverage our supplier partnerships and big data to provide complete solutions for our customers
- WESCO consistently generates **strong cash flow** and has the **financial strength** to drive multiple sources of value creation



WESCO Overview

\$8.2 billion

annual revenue

70,000

customers

1M

products

30,000

suppliers

18

countries

9,300

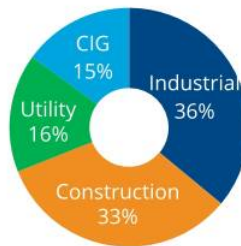
employees

25 years
Standalone
Company

20 years
Public
Company

Sales by

End Markets



Geography



Value Streams



~70% of sales tied to services

...an industry leader



Our Values Support Our Vision and Mission

WESCO Vision

World-class B2B distribution company focused on products, services, and solutions that drive value for our customers, suppliers, and shareholders

WESCO Mission

Partner with top suppliers and industry experts to transform world-class branded products and industry-leading service capabilities into cost-effective, innovative supply chain solutions

Help our customers build, operate, connect, and power their businesses to improve their bottom line and sustain the world we live in



Winning with Customers and Suppliers

Build strong partnerships to deliver mutual benefits and maintain a portfolio of leading products, technologies, and services that delight our customers with industry-leading value.



Extra-Effort Workforce

Deliver our very best in all we do, overcome obstacles, hold ourselves accountable for results, maintain the highest ethical standards, and act on new opportunities to profitably grow our business.



Safety and Sustainability

Be a good corporate citizen, striving to ensure that WESCO's products, services, and operations support the safety and well-being of employees, customers, the community, and the planet.



Collaboration

Inspire each other to be the best we can be in a workplace that values inclusion and diversity, provides development and leadership opportunities, utilizes Lean principles, and promotes effective teamwork and communication.



Ownership

Think like an owner — understand what is necessary to achieve WESCO's mission. Avoid wasting time and duplicating efforts. Move with speed to innovate and adapt our solutions portfolio to meet evolving customer requirements



What Sets WESCO Apart



PRODUCTS

Large portfolio of over one million products



RELATIONSHIPS

Blue-chip customer and supplier base



GEOGRAPHIC REACH

Global footprint



SERVICES & SOLUTIONS

Broad range of more than 50 service offerings, providing total supply chain solutions



EMPLOYEES

Knowledgeable and experienced workforce with an “extra-effort” continuous improvement culture



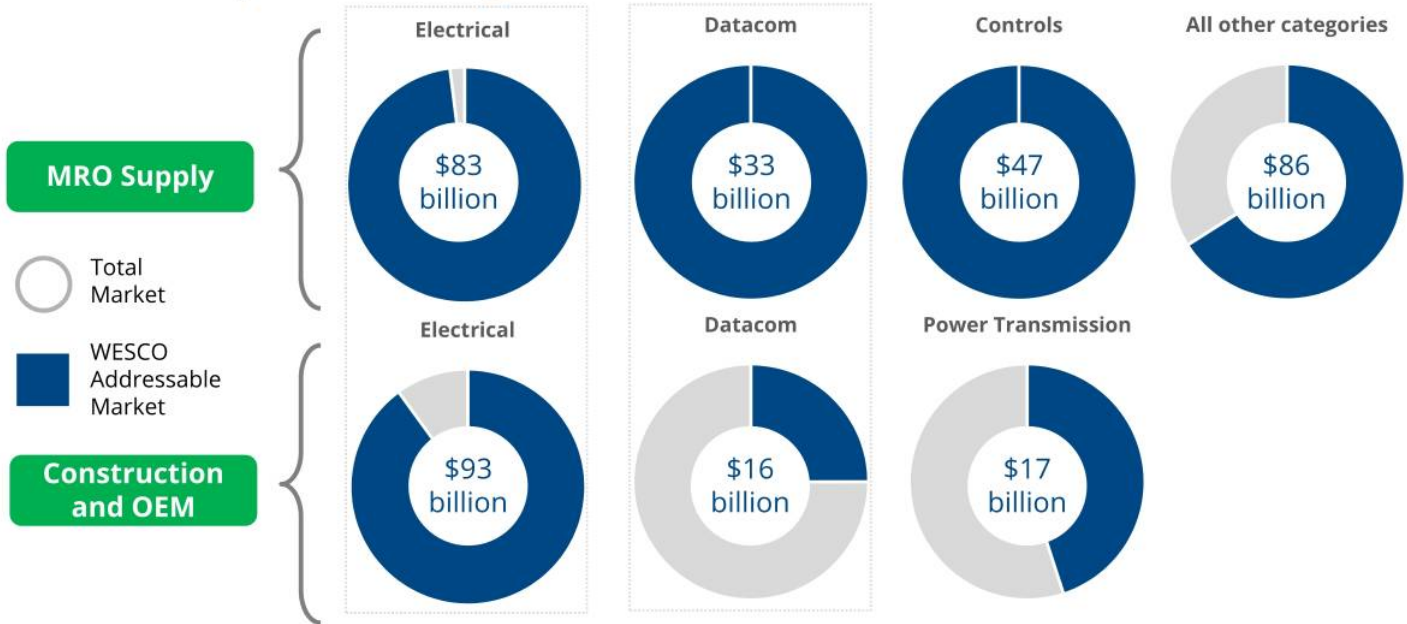
FINANCIAL POSITION

Strong balance sheet and cash generation across economic cycle

...services, big data and cash generation ability



We Participate in Large Markets



Source: Modern Distribution Management (MDM Analytics)

...\$300 billion total addressable market



Evolution of WESCO

| Captive Distribution Arm of Westinghouse | LBO Spin Out and IPO | Diversification and Evolution to Supply Chain Solutions | Next Chapter |
|---|--|---|--|
| <p>1922 Westinghouse Electric forms Westinghouse Electric Supply Company to sell and distribute its products</p>  | <p>1994 Westinghouse Distribution, Inc. formed with management / PE buyout</p> <p>1998 WESCO International, Inc. holding company formed</p> <p>1999 Initial Public Offering</p>  | <p>Entered new markets OEM (2005) Datacom (2006) Broadband (2010)</p> <p>2012 Doubled Canada business (through EECOL)</p> <p>2015, 2019 Turnkey lighting solutions</p> <div style="border: 1px solid white; padding: 5px; width: fit-content; margin: 10px auto;"><p>Expanded services portfolio to over 50 distinct offerings</p></div> | <ul style="list-style-type: none">✓ Digitize our business✓ Expand services and supply chain solutions✓ Deliver to the "X"✓ Consolidate the sector |

...from an electrical-only distributor to a diversified B2B supply chain powerhouse



WESCO's First Two Decades: Strong Performance



(1) Free Cash Flow is a non-GAAP measure. Please see Appendix and WESCO's Form 10-K for non-GAAP reconciliations.

...significant growth since becoming a public company in 199



Future Market Outlook and Trends

- Consolidating industry
- Big getting bigger, faster
- Margins getting squeezed
- War for talent intensifying
- Increased customer expectations
- Suppliers exploring alternate channels
- New entrants getting traction
- Digital and B2B eCommerce accelerating



...digital accelerating, impacting our industry and overall supply chain

Success in the Future Requires Products, Services, and Data



Historical (table stakes)



Additional future requirements



Customer and product focused



Data-driven solutions and services



Relationship driven business



Digital analytics to predict customer needs



Local players, local prices, local market competition



Leverage national insights to compete locally



Manufacturers' stocking and fulfillment arm



Technical advisor on product and service applications

...WESCO's big data is an asset to be leveraged



WESCO Strategy Has Six Strategic Planks



1
**DIGITAL
GROWTH PLAYS**
Customer-segment specific digital solutions to unlock growth



2
**COMMERCIAL
EXCELLENCE**
Build leading commercial capabilities



3
**OPERATIONAL
EXCELLENCE**
Leverage WESCO's scale and technology to unlock efficiencies



4
**TECHNOLOGY
PLATFORM**
Technologies to support digitizing the business and managing WESCO's data



5
**TALENT &
CULTURE**
Strengthen team and capabilities to execute change



6
**PORTFOLIO &
STRATEGIC M&A**
Build scale and increase capabilities to drive value creation

...focused on digitizing our business models and processes



DIGITAL
GROWTH PLAYS

1 Digital Growth Plays



Turnkey Digital Project Platform

Creating new capabilities to capture a larger share of the \$300+ billion lighting retrofit and renovation market



Mobile Solutions for Contractors

Offering digital applications to contractors to transform their experience and improve their productivity



Digital Global Accounts

Providing customers with an advanced digital supply chain management platform and on-demand business intelligence tools



WESCO Integrated Projects

Expanding our successful project management system that improves customer job site productivity and enable WESCO branches to operate more efficiently and effectively

...improving customers' operations through digitizing our business and leveraging big data



2 Commercial Excellence



Sales Force Transformation

Leveraging data, tools and training to manage sales opportunities, sell the right solutions and improve margins

Streamlining processes to increase time spent with customers



Digitized Customer and Sales Support

Driving efficiency and effectiveness by providing branches with advanced analytics workflow automation and mobile apps



Merchandising and Category Management

Supply chain solutions selling enabled by One WESCO cross-functional support and supplier-specific strategies



New Strategic and Tactical Pricing Model

Driving better pricing decisions with digital applications

...driving sales and margin growth by providing improved data and digital tools to the sales force and branches



3 Operational Excellence



Distribution Center and Branch Network

Streamlining distribution center/branch network to improve working capital and customer service levels



Last Mile Delivery

Optimizing distribution center to branch to customer logistics and delivery routes



WESCO Intelligent Automation

Implementing Lean supply chain and Robotic Process Automation (RPA)

...sales and margin growth through improved supply chain management, distribution processes and capabilities

Strategic Initiatives That Deliver New Capabilities and Support Our Growth



Technology Platform

Increasing our business intelligence capabilities and improving our data quality and big data management



Organization, Talent and Culture

Creating a culture of inclusiveness, leveraging diversity and strengthening our talent and organization



Portfolio and Strategic M&A

Building scale and increasing capabilities to drive value creation

...maximizing the full potential of our work, our team, and our portfolio



Plug and Play Accelerator Alliance

- On June 12, 2019, announced an alliance with Silicon Valley-based Plug and Play, a global innovation accelerator platform
- WESCO is joining as a founding anchor member in the B2B Sales and Distribution Accelerator
- Provides access to a global network of technology companies developing digital technologies and data-driven solutions for the B2B distribution value chain

PLUG AND PLAY



NEWS RELEASE

WESCO International, Inc. / Suite 700, 225 West Station Square Drive / Pittsburgh, PA 15219

WESCO International and Plug and Play Launch B2B Sales and Distribution Accelerator

PITTSBURGH (June 12, 2019) /PRNewswire/ -- WESCO International, Inc. (NYSE: WCC) announced today that WESCO Distribution, Inc. has entered into an alliance with Silicon Valley-based Plug and Play, a global innovation and startup accelerator platform. WESCO joins as a founding anchor member in launching with Plug and Play a B2B Sales and Distribution Accelerator focused on industry-specific startups and their technologies.

Headquartered in Pittsburgh, Pa., WESCO International is a leading provider of electrical, industrial, and communications maintenance, repair and operating (MRO) and original equipment manufacturer (OEM) products, construction materials, and advanced supply chain management and logistics services.

Headquartered in Sunnyvale, Calif., Plug and Play connects startups and leading corporations around the world through a series of industry-specific accelerator programs. WESCO will have access to a global network of startups developing new digital technologies and innovative tools and solutions for the B2B distribution value chain.

...leveraging digital tools and capabilities being developed in the tech ecosystem



WESCO – Environmental, Social, and Governance

Environmental

- Biennial sustainability report
 - Next update in 2019
 - Reduce greenhouse gas emissions, facility energy intensity and landfill waste, and improve truck fleet fuel efficiency
- Safety performance
- Ecovadis “Silver” rating
- Deliver sustainable products and services to customers

Social

- Annual leadership and organization review
- Inclusion and diversity
- Talent management
- Training and development using WESCO University
- Biennial employee engagement survey
- Health and wellness campaigns
- Community engagement
- Military Recruitment Program

Governance

- Thoughtfully composed board
 - Gender and ethnic diversity
 - Diverse skills mix
 - Independent (7 of 8 Directors)
 - Active board refreshment process
 - Enhanced evaluation process
 - Annual elections
- Ethics and Compliance
 - Code of Business Ethics and Conduct
 - Supplier Code of Ethics
 - Global Anti-Corruption Policy
- Enterprise Risk Management

...committed to good corporate citizenship and continuous improvement



Looking Forward: WESCO's Next Decade



Over the long-term, we expect to deliver the following results, on average, per year:

- Sales growth of 4%+, consisting of:
 - 3% market growth
 - 1-2% growth from market outperformance
- Earnings per share growth of 10%+, driven by:
 - Sales growth and margin expansion
 - Operating costs growing at a slower rate than sales
 - Impact of our strategic initiatives
- Strong and consistent free cash flow generation which funds investments and return of capital to shareholders

...long-term growth algorithm combines end market outperformance and WESCO initiative



Canada International Construction and CIG End Markets



Nelson Squires

Group Vice President & General Manager,
Canada, International, and Integrated Supply

- Joined WESCO in 2015
- Prior experience
 - 27 Years with Air Products
 - U.S. Army
- Responsible for
 - Canada
 - International
 - WESCO Integrated Supply

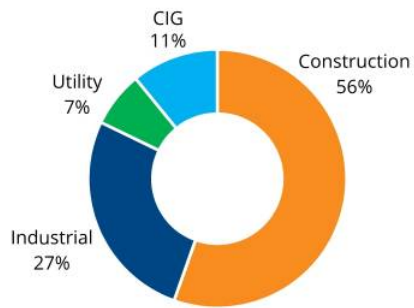


Canada Overview

20%

of WESCO sales

2018 Canada Sales by End Market



\$1.7 billion (usd)
revenue

#1
market position

...leading market position with unmatched coast-to-coast capabilities

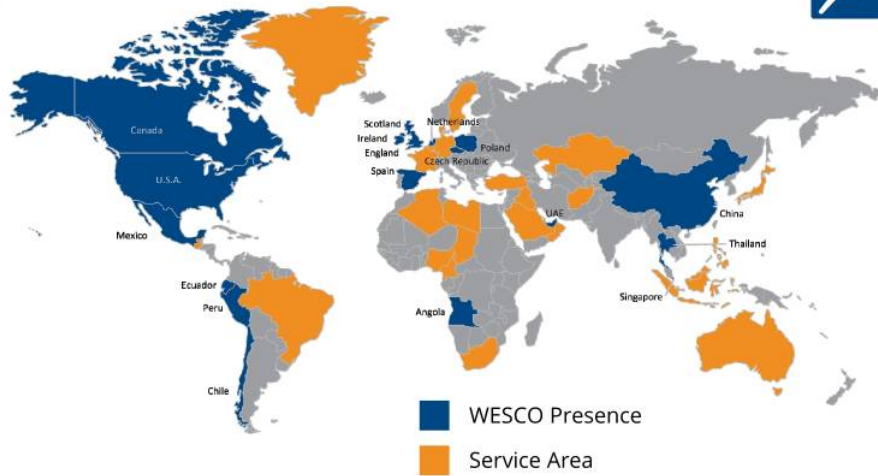
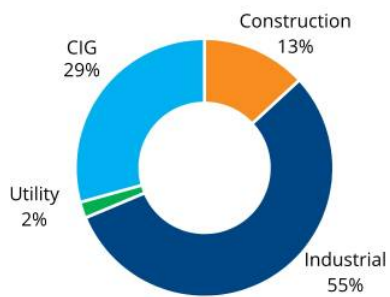


International Overview

5%

of WESCO sales

2018 International Sales by End Market



\$0.4 billion (usd)

revenue

...supporting the international needs of our global account and integrated supply customer

Canada Landscape



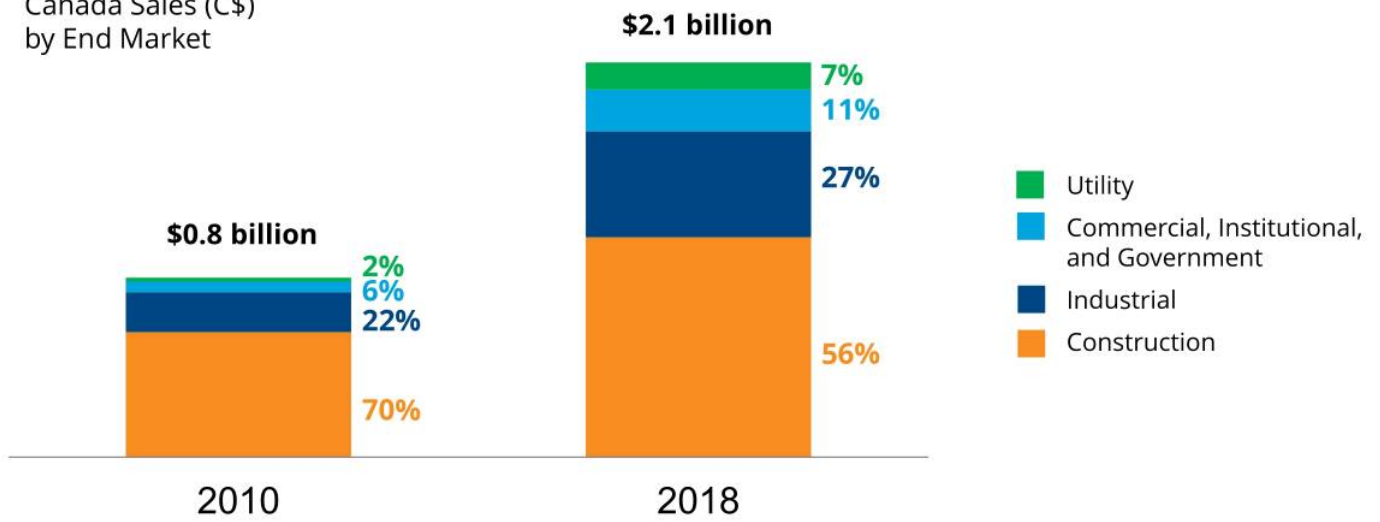
| | | | |
|---|---|--|---|
|  2019 provincial and federal elections |  Government infrastructure investments |  High capacity utilization |  LNG development |
|  Low unemployment |  Population and immigration / residential construction |  Price of oil and gas |  Trade / tariffs / USMCA |

...substantial opportunities both near- and long-term



Canada Diversification Strategy


Canada Sales (C\$)
by End Market



...business diversified and significantly strengthened since the Great Recession



Canada Long-Term Growth Opportunities

| | Market Opportunity (C\$ billions, estimated) | WESCO Actions |
|--|--|---|
|  LNG | \$60 | Participating in pre-development construction |
|  Government Infrastructure | \$50 | Leveraging broad product portfolio and construction services |
|  Data and Broadband Communications | \$20 | Leveraging national branch infrastructure to support data center investments and 5G build-out |
|  Healthcare | \$11 | Track record of strong performance with large projects |
|  LED / Lighting | \$7 | Significant opportunity to leverage Aelux capabilities and recent SLS acquisition |

Source: Industry reports and management estimates
Note: Market opportunity estimate over the next 10 years

...well positioned to capitalize on a long list of growth opportunities



LNG Canada Growth Opportunity Example



...our global capabilities, strong local presence and scale are competitive differentiator



Commercial, Institutional, and Government End Market

15%

of WESCO sales

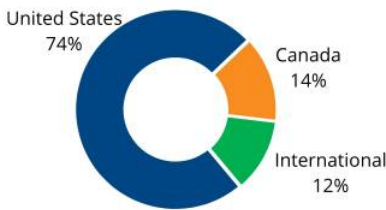
Trends and Opportunities

- Demand for data and broadband communications
- IT security and data center growth
- 5G network construction
- Infrastructure spending
- LED lighting adoption

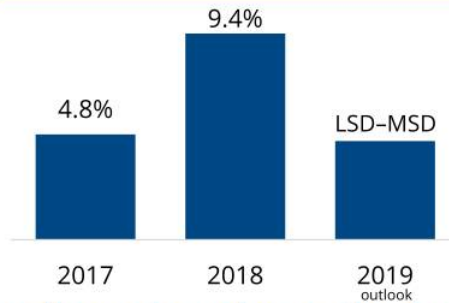
WESCO Differentiators

- Offer complete solutions for IT networks and infrastructure
- End-to-end LED lighting renovation and retrofit capability
- Scale enables us to support customer projects around the world

Sales by Geography



Organic Sales Growth



...WESCO has the scale and expertise to deliver in these expanding market

Customer Testimonial





Construction End Market

33%

of WESCO sales

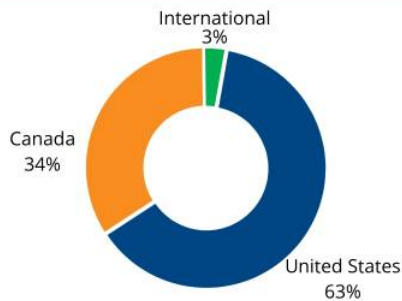
Trends and Opportunities

- Customer skilled labor shortages
- Customers demanding more from distribution partners
- Aging public infrastructure requires substantial investment
- Capex cycle benefits from changes in U.S. tax law

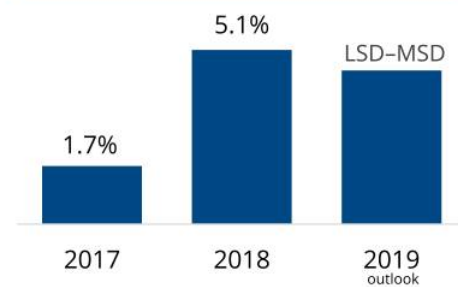
WESCO Differentiators

- Job site services (kit, cart, store and stage)
- Innovative solutions to promote contract efficiencies (trailers and remote storerooms)
- World class supplier partners and technical expertise
- Scale and balance sheet to support projects of all sizes and complexities

Sales by Geography



Organic Sales Growth

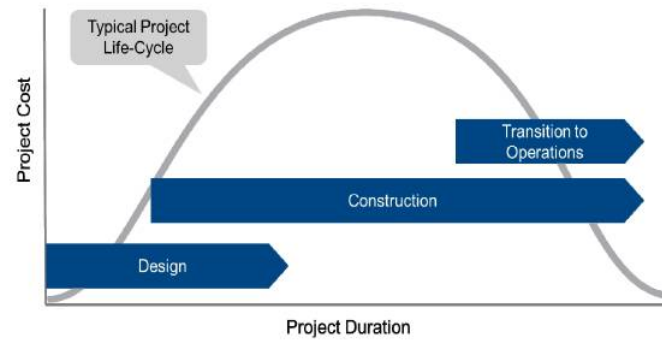


...technical expertise and job site solutions driving growth

WESCO Construction Value Proposition Focused on Cost and Schedule



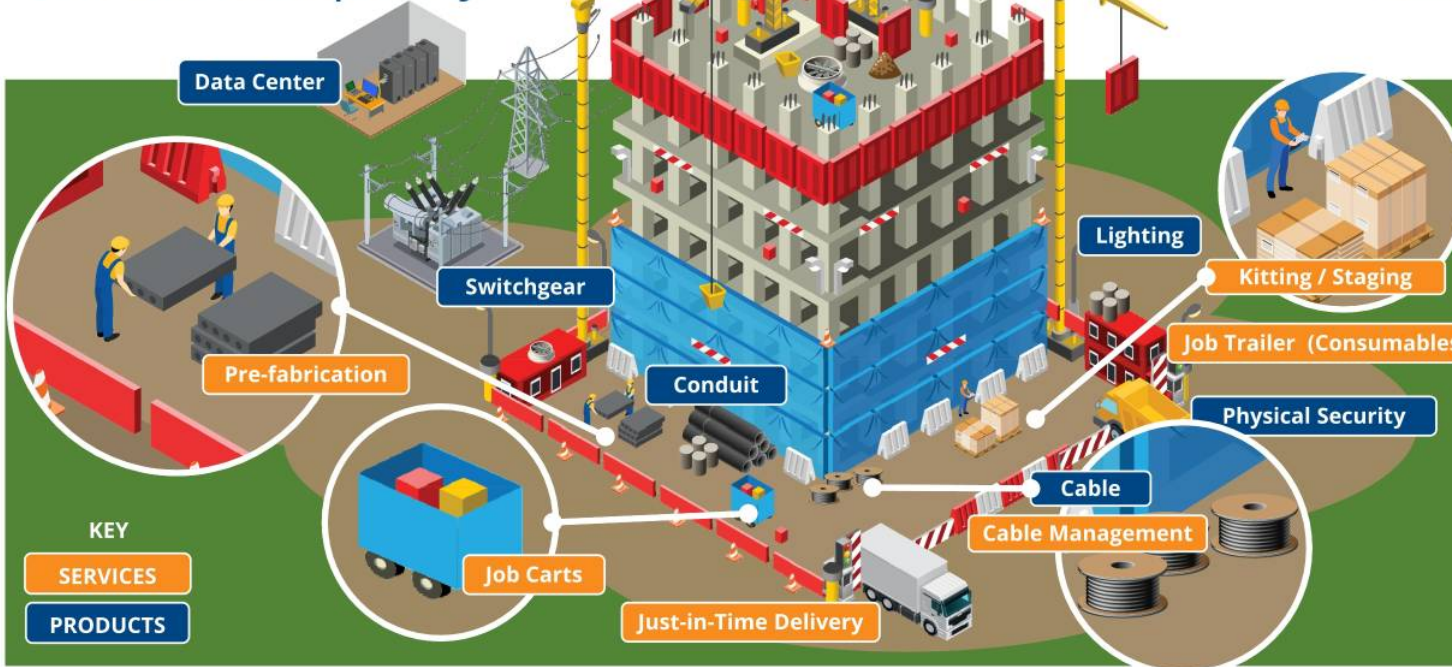
- Transparency of activity through the construction cycle
- Visibility and accountability for all stakeholders
- Position product close to the contractors to increase productivity
- Differentiate material management by risk to the project
- Provide innovative products and services that reduce installed cost
- Utilize data warehouse to lower product cost and reduce engineering and contractor man-hours



...helping customers complete their projects on time and within budget



Job Site Complexity



...WESCO solutions improve tradecraft productivity, project cost and schedule



WESCO Integrated Projects



Expanding our successful project management system that improves customer job site productivity and enables WESCO branches to operate more efficiently and effectively

- Enables standard processes and structure to improve job site productivity and provide a scalable platform to grow market share
- Includes a customer collaboration portal to allow real-time access with our contractor customers
 - View all project transactions and job phase releases
 - Automatic change order workflow and communications



... Customer Collaboration Portal



... Stage & Store Services



...digitizing construction project management



Mobile Solutions for Contractors



Offering digital applications to contractors to transform their experience and improve their productivity

In-branch experience



- Inherent strength at EECOL
- Digital innovations will enhance this experience by enabling more productive ordering

Supporting the job site



- Extend WESCO's suite of customer service capabilities including eStock and vending machines
- Enhance our delivery capabilities
- Provide customers the ability to order without leaving facility or job site

Digital self service experience



- Enhance EECOL's digital customer self-service capabilities
- Improve all aspects of the digital shopping and account management experience

...using technology to further differentiate our service offering



Summary

- Canada business continues to diversify and capture current / future growth opportunities
- Ability to service customers around the world is a competitive differentiator
- Broadening our value proposition for customers
- Enabling our overall capabilities through digitization



United States
Industrial End Market
Global Accounts
Utility End Market



Juan Picon

Group VP and General Manager, United States

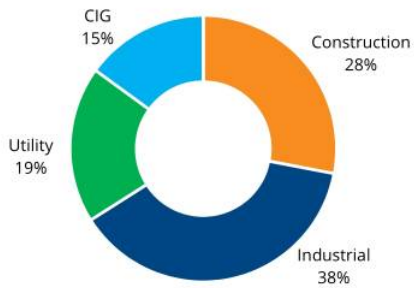
- Joined WESCO in 2018
- Prior experience
 - SVP of North American business at General Cable
 - 19 years with Honeywell
- Responsible for
 - U.S. Business
 - Global Accounts

U.S. Business Overview

75%

of WESCO sales

2018 U.S. Sales by End Market



\$6.1 billion
revenue

#2
market position

...a market leader with an extensive national footprint



U.S. Landscape



Capital expenditure cycle



Customers seeking productivity/ cost savings



Customer skilled labor shortages



Infrastructure investment needs



Renewable energy mandates



Tariffs / trade

...substantial opportunities over both the near- and long-term



U.S. Long-Term Growth Opportunities

| | Market Opportunity (\$ billions, estimated) | WESCO Actions |
|--|---|--|
|  Infrastructure | \$245 | Delivering value creation solutions to contractors and EPC firms for infrastructure projects, including oil and gas (LNG, refinery, and chemical processing) |
|  Utility Grid Reliability | \$155 | Supporting infrastructure and hardening programs with supply chain services and logistics management |
|  Automation / IoT | \$155 | Aiding customers as they integrate digital solutions in their physical plants and across their operations |
|  Data and Broadband Communications | \$40 | Deploying solutions in support of fiber-to-the-x and data center construction projects, as well as the 5G build out |
|  Renewable Energy | \$34 | Supporting residential, commercial, and utility scale solar projects |
|  LED / Lighting | \$20 | Capitalizing on Aelux and SLS's turn-key renovation and retrofit capabilities |

Source: MDM Analytics / Ibis World / ConstructConnect
Note: Annual estimate of market opportunity

...well positioned to capitalize on a long list of growth opportunities



Lighting Growth Opportunity

U.S. Market Opportunity

\$300+ billion

LED retrofit opportunity (installed base)

~15%

LED adoption rate in 2019¹

Recent WESCO Investments

- **2015:** Aelux
- **2015:** Needham national retailer lighting capability
- **2019:** SLS

~\$1 billion

WESCO pro forma global revenue (with SLS)

WESCO Winning Position

Turnkey lighting solutions where we can leverage our footprint

- **Industrial:** global accounts
- **CIG:** schools, federal government, transportation
- **Utility:** outdoor lighting



One of our digital growth plays

¹U.S. Department of Energy "Adoption of Light-Emitting Diodes in Common Lighting Applications," and management estimates

...LED lighting solutions drive substantial retrofit, renovation and upgrade opportunities



SLS Energy Solutions – Integration Update

- Acquired U.S. and Canadian operations of Sylvania Lighting Solutions from Osram-Sylvania
- Final purchase price of \$28M
- Rebranded SLS Energy Solutions
- Customer, supplier and employee reaction has been positive
- EBIT-neutral in first year



...strengthening WESCO's lighting solutions and service



Industrial End Market

36%

of WESCO sales

Trends and Opportunities

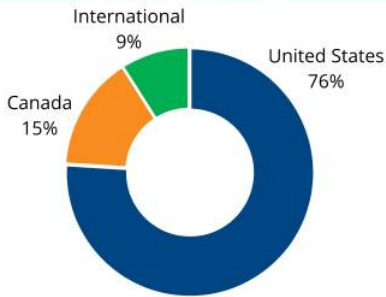
- Energy efficient solutions
- Infrastructure investment
- High capacity utilization rates
- Automation solutions
- Outsourcing
- Digital integration

WESCO Differentiators

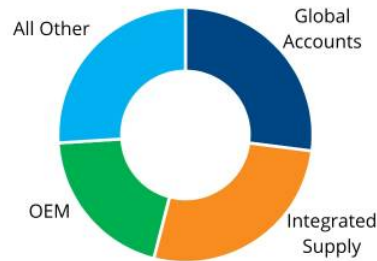
- Global accounts
- Supply chain services
- Kitting and prefabricated solutions
- Point-of-use solutions
- eCommerce



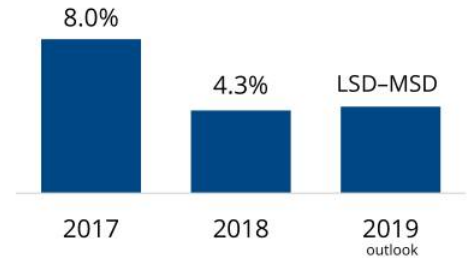
Sales by Geography



Industrial Customer Base



Organic Sales Growth



...WESCO has the scale, experience, and expertise to deliver in large and diverse market



Global Accounts Overview



Profile

- ~500 customers across U.S./Canada/International
- 16 industry verticals, including:
 - Food and Beverage
 - Metals and Mining
 - Oil and Gas
 - Petrochemical
 - Technology
- ~25% of customers transact digitally with WESCO via eCommerce solutions



Leveraging Digital

- Digital procurement platform with technical support
- Centralized account management tools
- Supplier marketplace for contracted customers



Digital Global Accounts



Solutions-based Selling

- SupplyRun solutions
 - VMI programs
 - eStock
 - Vending
- C-suite target (CFO/CPO)
- Consistent terms and conditions
- Visibility to spend and savings
- KPI scorecards

...business built on a leading multi-site customer sales and service mode



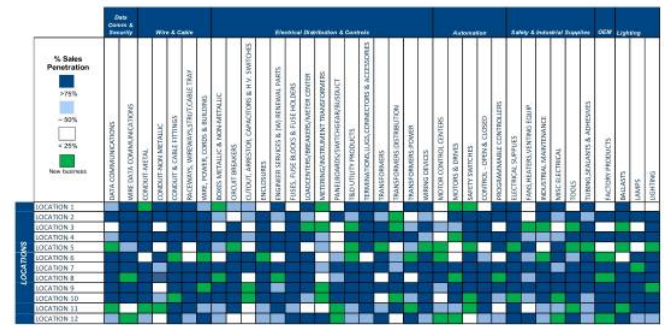
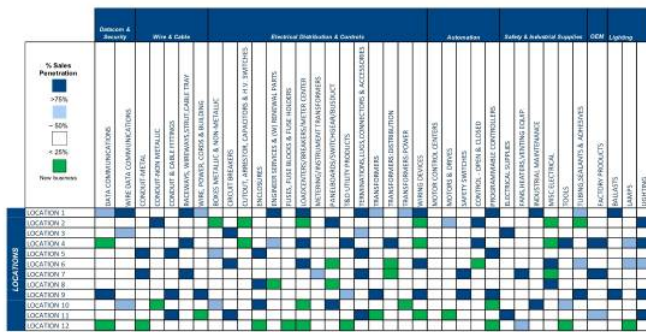
Global Accounts Penetration

Opportunities

- “Checkerboard” penetration
- Implementation effectiveness
- Margin improvement initiatives

Summary

- Multi-site sales and services business model
- Multi-year contracts
- Dedicated account management and implementation teams
- Advanced digital supply chain management platform



...substantial opportunities to expand business with our global accounts customer



Utility End Market

16%

of WESCO sales

Market Trends and Opportunities

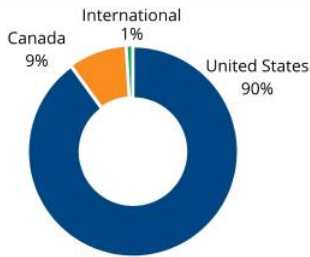
- Scope expansion with existing customers
- Outsourcing of supply chain = cost savings and efficiencies
- Industry consolidation
- Generation mix shift from nuclear and fossil fuels to renewables
- Grid modernization and hardening

WESCO Differentiators

- Alliance agreements
- Integrated supply offerings
- Innovation and cost savings solutions
- Storm response planning and execution



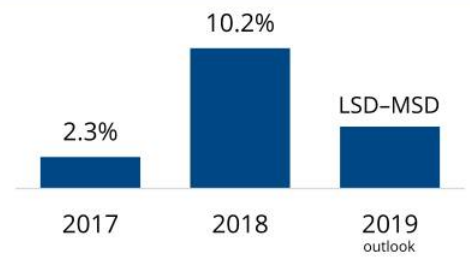
Sales by Geography



Sales by Customer Segment



Organic Sales Growth



...providing complete supply chain management solutions to our utility customer

Customer Testimonial





Summary

- Industry leader with numerous long-term growth opportunities
- Global Accounts and solutions-based selling is driving differentiation in our end markets
- Expanding our services and solutions portfolio to meet the increasing needs of our customers
- Increasing our capabilities through digitization



Supply Chain and Operations Environmental, Social, and Governance



Hemant Porwal

Vice President, Global Supply Chain
and Operations

- Joined WESCO in 2015
- Prior experience
 - Vice President and Chief Procurement Officer, Sears Holdings Corporation
 - 13 years with PepsiCo
- Responsible for
 - Global Sourcing, Inventory, Pricing, Operations, Transportation, and ESG



Update on Our Initiatives

- Leveraging our big data and digital technologies/tools to improve margins
- Expanding our network and optimizing our operations
- Improving on our industry-leading safety performance
- Employing sustainable business practices to support customers and communities we serve

...using Lean to deliver world class products, services, and solutions to customers



WESCO Supply Chain



...focused on creating value for our customer



Margin Improvement

Gross Margin



- Leveraged transaction data to drive insights and inform decision making
- Improved customer price and supplier cost analytics
- Developed Supplier Price Increase Notifications (SPIN) application
- Established branch command center dashboards

Branch Command Center



Digitized Customer and Sales Support



New Strategic and Tactical Pricing Models

...new digital tools leverage big data to improve margins



Operational Excellence

Footprint Optimization (Since 2017)

- One WESCO Branch expansions
 - Orlando (2017)
 - Denver (2018)
- Regional Distribution Centers
 - Dallas (2017)
 - Chicago (Q3 2019)



Distribution Center and Branch Network

Last Mile Optimization

- Using software to improve delivery efficiencies
 - Reduced miles per stop
 - Cost avoidance (fuel usage / maintenance)
 - Improved asset utilization
- Received 2019 Excellence and Innovation Award from Descartes

Optimized Route Using Descartes



Last Mile Delivery

Other Technology-Driven Improvement Opportunities



WESCO Intelligent Automation

Pick-by-voice

Pick-by-HUD



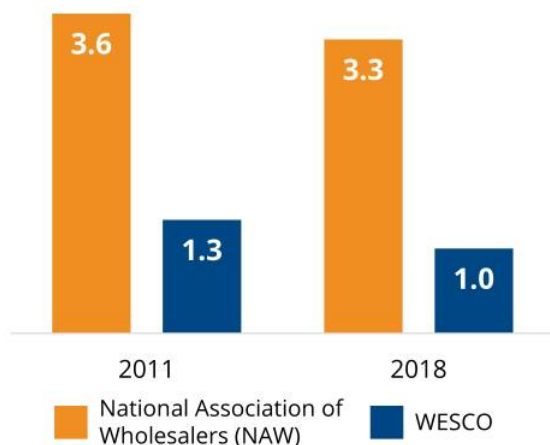
...optimizing inventory, delivering cost savings and improved customer service



ESG – Safety Performance

Industry-leading Safety Record

OSHA Recordable Incident Rate



- Expanded safety training to all WESCO associates
 - Office and warehouse environments
 - Focused on job-specific hazards
- Tripling the number of safety training hours completed
- Piloting computer vision and AI technology to improve driver safety

...continuous focus on safety, training, and accountability is driving performance



ESG – Preview of 2019 Sustainability Report

- Safety**
 - ✓ Comprehensive safety program: higher PPE standards and improved training for hazard mitigation
- Renewable Energy**
 - ✓ Helped our customers install more than 323 million kWh of renewable energy (approximately equal to annual emissions of 48,600 vehicles)
 - ✓ Introduced hybrid cars to the fleet and incorporated routing software to optimize delivery efficiency
- Natural Disaster Relief**
 - ✓ Supported our customers and communities impacted by natural disasters
- Inclusion & Diversity**
 - ✓ Launched inclusion and diversity strategy
 - ✓ Named to the Bloomberg Gender-Equality Index
- ESG Commitment**
 - ✓ Ecovadis Silver rating 2017 and 2018
 - ✓ Joined the United Nations Global Compact and support its 10 principles



...next report to be published in second half of this year



ESG – Our 2022 Sustainability Goals

8%

reduction of greenhouse gas emissions intensity

3%

improvement in the fuel efficiency of our fleet

10%

reduction in facility energy intensity

10%

reduction in landfilled waste intensity



...are based on continuous improvement

Customer Testimonial





Summary

- Taking actions within the organization to leverage big data and disruptive technologies
- Delivering operational efficiencies that result in improved margins and cash generation
- Improving our Environmental, Social, and Governance performance



Financial Outlook Capital Deployment



David Schulz

Senior Vice President & Chief Financial Officer

- Joined WESCO in 2016
 - Prior experience
 - CFO, Armstrong World Industries
 - 15 years with Procter & Gamble and J.M. Smucker Company
 - U.S. Marine Corps
 - Responsible for global finance
-



An Update on Our Commitments

2017 Investor Day Commitments

**Drive Above-Market
Sales Growth**

Expand Margins

**Generate Strong
Free Cash Flow**

Grow EPS by 10%

Results

6%
CAGR 2016 - 2018

\$8.2 billion
record revenue in 2018

+30bps
gross margin
2H18 vs. 1H18

4
consecutive quarters of y/y
EBIT margin expansion¹

\$261 million
free cash flow generated in 2018

116%
of net income in 2018

\$4.82
2018 diluted EPS

12.6%
2016-2018 CAGR

¹ After adjusting for extra sales day in Q1 2019.

...strong results delivered since last Investor Day



2019 Second Quarter To Date

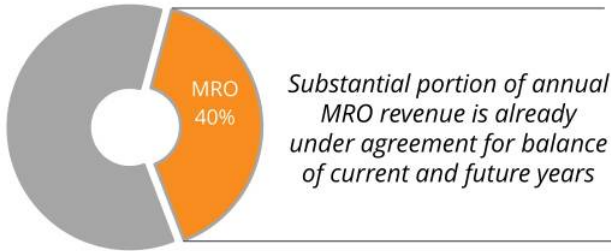
| | Q2 Outlook |
|--------------------|--------------|
| Sales | 3% to 6% |
| Operating margin | 4.5% to 4.8% |
| Effective tax rate | ~ 23% |

Note: Outlook provided on May 2, 2019

- Continued strength in Utility and Canada
- Backlog at May 31 is stable
- Revenues tracking to low end of 2Q outlook range
 - Reported sales:
 - April +6%
 - May +1%
 - June MTD + MSD

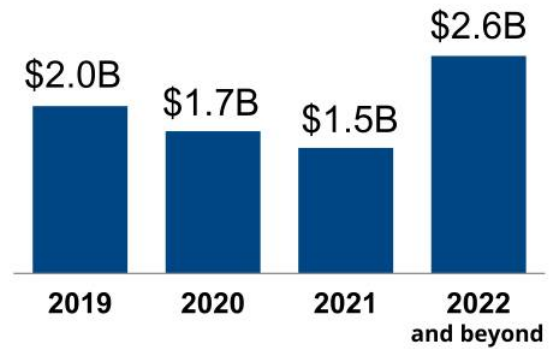


Future MRO Revenues Under Agreement



Note: As of March 31, 2019

Estimated Revenue of MRO Supply Agreements¹
Global Accounts | Integrated Supply | Utility Alliances



¹Excluding capital projects and construction backlog

...long term contracts provide a foundation for future cash flow



Deconstructing Margins

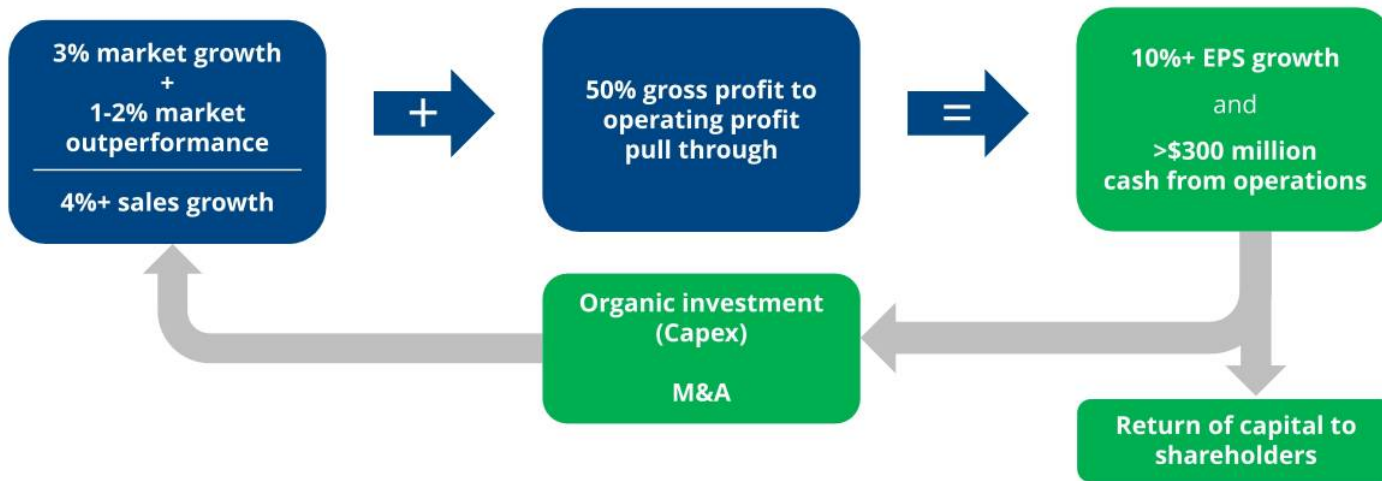
| | | Versus WESCO Average | | |
|------------|---------------|----------------------|------------------|---|
| | | Gross Margin | Operating Margin | Factors |
| END MARKET | Industrial | ABOVE | AVERAGE | Higher proportion of stock sales |
| | CIG | AVERAGE | AVERAGE | |
| | Construction | BELOW | AVERAGE | Higher proportion of direct-ship sales |
| | Utility | BELOW | AVERAGE | Higher proportion of direct-ship sales |
| GEOGRAPHY | Canada | ABOVE | ABOVE | Market more concentrated |
| | U.S. | AVERAGE | AVERAGE | |
| | International | BELOW | BELOW | Maintain presence to support customers |
| SHIPMENT | Stock | ABOVE | AVERAGE | Higher cost-to-serve |
| | Special Order | AVERAGE | AVERAGE | |
| | Direct | BELOW | AVERAGE | Lower cost-to-serve; spec-driven solutions and large items (e.g. electrical switchgear) |

...focus on increasing operating profit



WESCO Investment Thesis

WESCO offers a closed-loop cash generation cycle that generates sufficient free cash to fund investment and return of capital



...foundational strength is consistent free cash flow generation

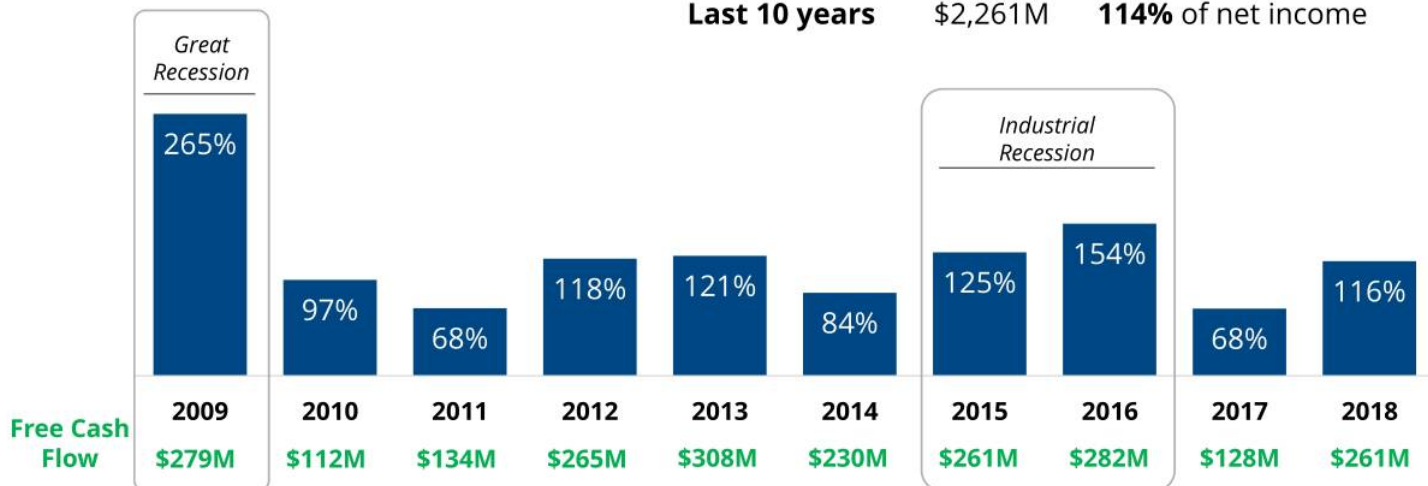


Free Cash Flow

Cumulative Free Cash Flow

Free Cash Flow as % of Adjusted Net Income

| | | |
|----------------------|----------|---------------------------|
| Last 3 years | \$671M | 112% of net income |
| Last 5 years | \$1,163M | 107% of net income |
| Last 10 years | \$2,261M | 114% of net income |



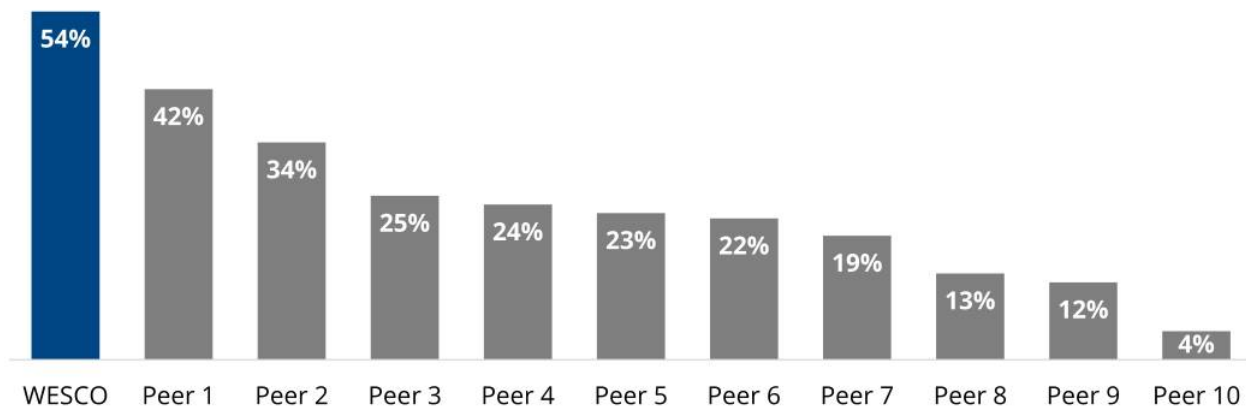
Note: See appendix for non-GAAP reconciliations

...stable, consistent, counter-cyclical free cash flow



Free Cash Flow is the Hallmark of WESCO

5-Year Free Cash Flow as % of Market Capitalization

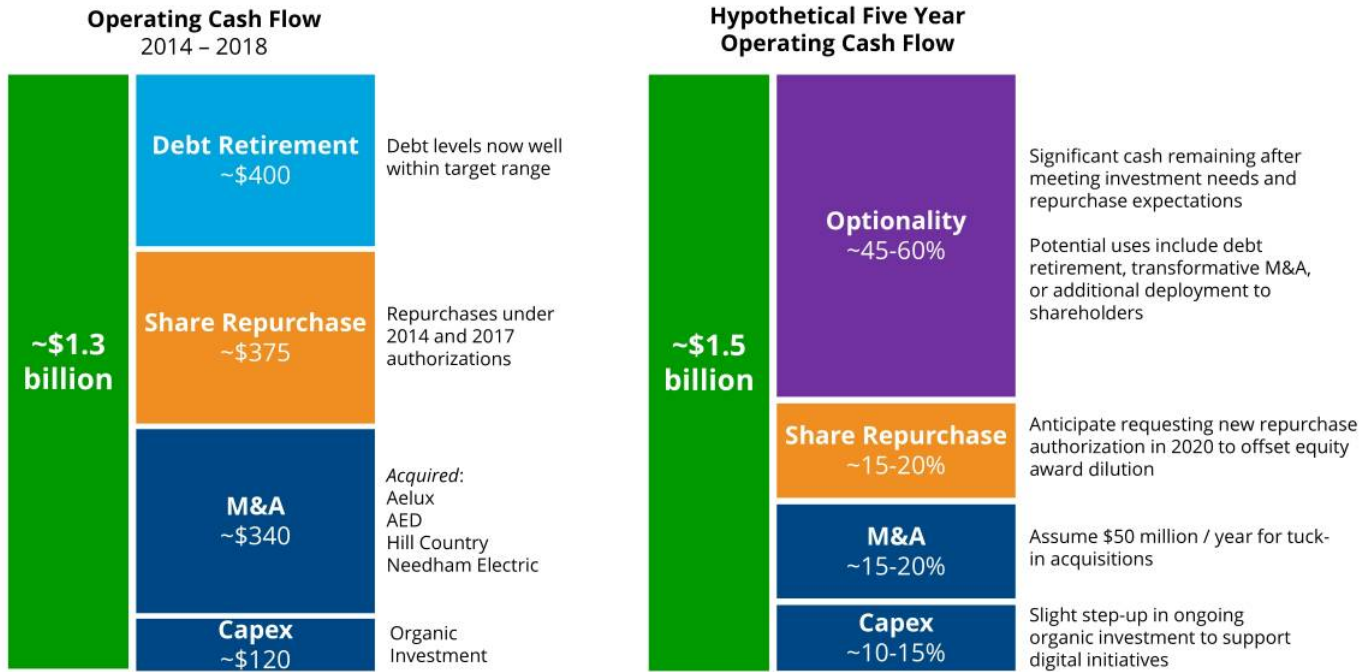


Note: As of June 7, 2019
Source: Factset

...best-in-class free cash flow yield

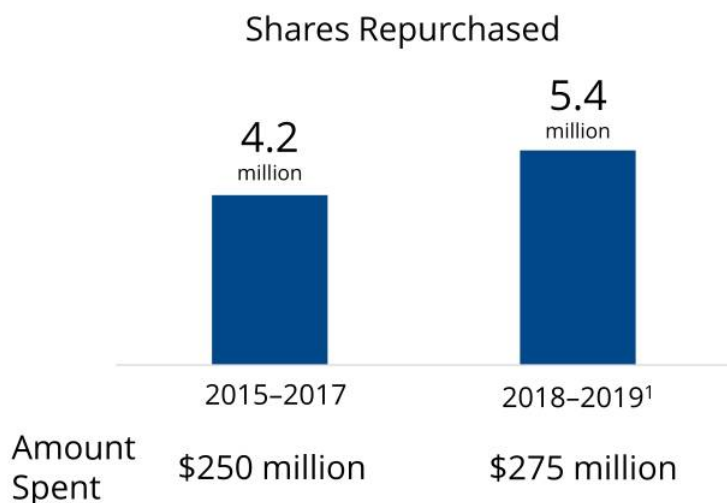


Value Creation Through Capital Deployment





Capital Deployment: Share Repurchases



Summary

- Repurchased \$25 million in 3Q and \$100 million in 4Q 2018
- Executed a new \$150 million Accelerated Share Repurchase transaction in May 2019
 - 2.4 million shares received to-date
 - Receipt of remaining shares by year end
 - Exceeds repurchase commitment by \$75 million
- \$125 million remaining under current authorization through 2020

¹ Includes 2.4 million received in 2019 as part of the new Accelerated Share Repurchase agreement executed in May, as well as shares anticipated to be received at final settlement

...meaningful return of capital



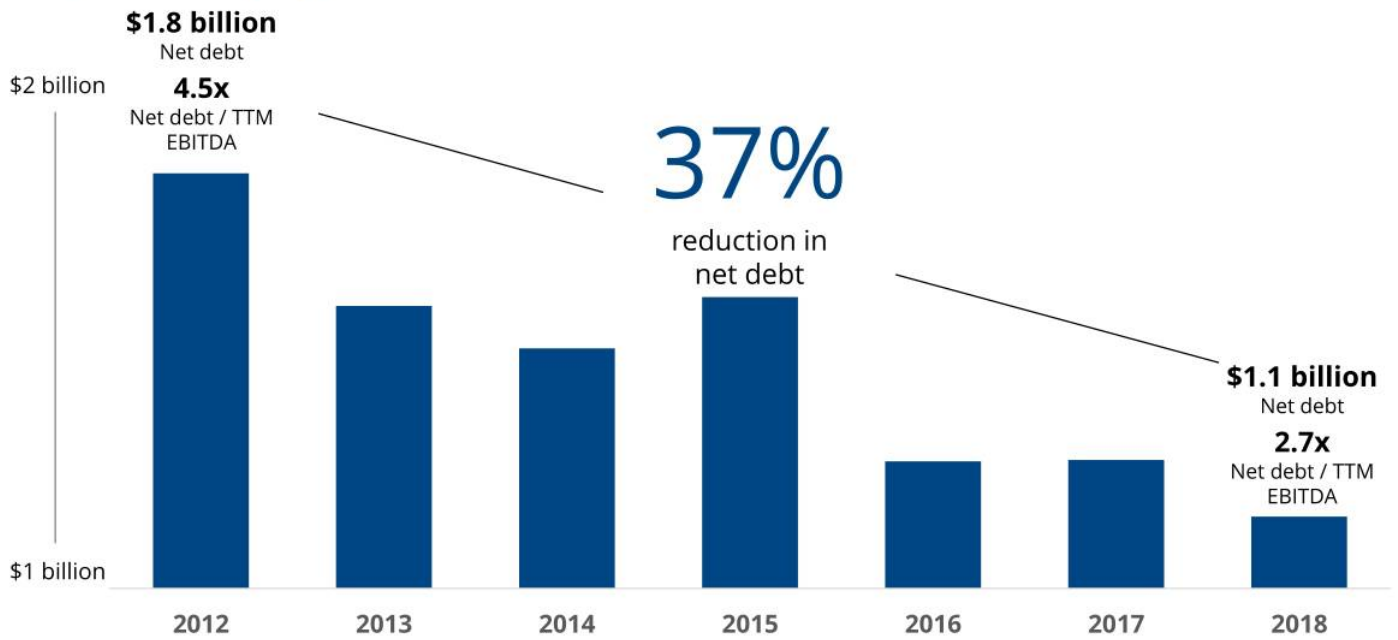
Capital Deployment: Mergers and Acquisitions



...revised M&A strategic priorities to accelerate future growth



Capital Deployment: Debt Retirement



...supports WESCO strategy and capital allocation priorities



Putting It All Together



- WESCO's growth algorithm delivers 10%+ EPS growth over the long-term
- Strong cash flow is a hallmark of WESCO; we expect to generate more than \$300 million of operating cash flow per year
- We have the financial flexibility to invest in our business, add new capabilities, and return capital to shareholders

...long-term growth algorithm combines end market outperformance and WESCO initiative



Key Messages

- WESCO is focused on driving **growth** and **margin** improvement as well as leading industry consolidation
- WESCO is **differentiated** by our extensive product and service offerings that leverage our supplier partnerships and big data to provide complete solutions for our customers
- WESCO consistently generates **strong cash flow** and has the **financial strength** to drive multiple sources of value creation

Thank you

WESCO[®]
INTERNATIONAL, INC.

Q&A

WESCO[®]
INTERNATIONAL, INC.

Appendix

WESCO[®]
INTERNATIONAL, INC.



Glossary of Terms

| Term | Definition | Term | Definition |
|-------------|--|-------------|---|
| 5G | Fifth-generation Cellular Wireless Technology | KPI | Key Performance Indicators |
| AI | Artificial Intelligence | kWh | Kilowatt Hour |
| B2B | Business-to-Business | LBO | Leveraged Buyout |
| C\$ | Canadian Dollar | LED | Light Emitting Diode |
| CAGR | Compound Annual Growth Rate | LNG | Liquefied Natural Gas |
| Capex | Capital Expenditure | MRO | Maintenance, Repair, and Operations |
| CIG | Commercial, Institutional, and Government | NAW | National Association of Wholesalers |
| CPO | Chief Procurement Officer | OEM | Original Equipment Manufacturer |
| DC | Distribution Center | OSHA | Occupational Safety & Health Administration |
| EBIT | Earnings Before Interest and Taxes | PE | Private Equity |
| EBITDA | Earnings Before Interest, Taxes, Depreciation and Amortization | PPE | Personal Protective Equipment |
| EECOL | EECOL Electric (subsidiary) | SKUs | Stock Keeping Units |
| EPC | Engineering, Procurement, Construction | SLS | Sylvania Lighting Solutions |
| EPS | Earnings Per Share | SPIN | Supplier Price Increase Notifications |
| ESG | Environmental, Social, and Governance | TTM | Trailing Twelve Months |
| HUD | Heads-Up-Display | USMCA | United States-Mexico-Canada Agreement |
| IoT | Internet of Things | VMI | Vendor Managed Inventory |
| IP | Internet Protocol | | |
| IoT | Internet of Things | | |



Free Cash Flow and Adjusted Net Income Reconciliation

| (\$ millions) | Twelve Months Ended December 31, | | | | | | | | | |
|--|----------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
| Net cash provided by operating activities | 292 | 127 | 168 | 288 | 315 | 251 | 283 | 300 | 149 | 297 |
| Less: capital expenditures | (13) | (15) | (33) | (23) | (28) | (21) | (22) | (18) | (21) | (36) |
| Plus: non-recurring pension contribution | - | - | - | - | 21 | - | - | - | - | - |
| Free cash flow | 279 | 112 | 134 | 265 | 308 | 230 | 261 | 282 | 128 | 261 |
| Net income attributable to WESCO International, Inc. | 105 | 115 | 196 | 202 | 276 | 276 | 211 | 102 | 164 | 227 |
| Loss on debt redemption, net of tax | - | - | - | - | - | - | - | 82 | - | - |
| ArcelorMittal litigation charge (recovery), net of tax | - | - | - | 22 | (22) | - | - | - | - | - |
| Income tax expense for the Tax Cuts and Jobs Act of 2017 | - | - | - | - | - | - | - | - | 26 | - |
| Adjusted net income attributable to WESCO International, Inc. | 105 | 115 | 196 | 224 | 254 | 276 | 211 | 184 | 190 | 227 |
| Net (loss) income attributable to noncontrolling interests | - | - | (0) | (0) | 0 | (0) | (2) | (0) | (0) | (2) |
| Adjusted net income | 105 | 115 | 196 | 224 | 254 | 276 | 209 | 184 | 190 | 225 |
| Free cash flow / Adjusted net income | 265% | 97% | 68% | 118% | 121% | 84% | 125% | 154% | 68% | 116% |



Gross Margin Reconciliation

| (\$ millions) | Three Months Ended, | | | | |
|---------------------------------|---------------------|--------------|--------------|--------------|--------------|
| | 3/31/2018 | 6/30/2018 | 9/30/2018 | 12/31/2018 | 3/31/2019 |
| Net Sales | 1,994 | 2,104 | 2,067 | 2,011 | 1,961 |
| Cost of Goods Sold | 1,614 | 1,704 | 1,670 | 1,621 | 1,579 |
| Gross Profit ¹ | 380 | 400 | 397 | 390 | 382 |
| Gross Margin¹ | 19.1% | 19.0% | 19.2% | 19.4% | 19.5% |

¹ 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.



Organic Growth Reconciliation

| (\$ millions) | Twelve Months Ended December 31, | | Core Growth | Less: Fx Impact | Less: Workday Impact | Organic Growth |
|-------------------------|-------------------------------------|-------|----------------|--------------------|-------------------------|-------------------|
| | 2016 | 2017 | | | | |
| Industrial Core Sales | 2,655 | 2,865 | 7.9% | 0.3% | (0.4)% | 8.0% |
| Construction Core Sales | 2,488 | 2,537 | 2.0% | 0.7% | (0.4)% | 1.7% |
| Utility Core Sales | 1,163 | 1,188 | 2.1% | 0.2% | (0.4)% | 2.3% |
| CIG Core Sales | 1,054 | 1,104 | 4.7% | 0.3% | (0.4)% | 4.8% |
| WESCO Core Sales | 7,360 | 7,694 | 4.5% | 0.4% | (0.4)% | 4.5% |

| (\$ millions) | Twelve Months Ended December 31, | | Core Growth | Less: Fx Impact | Less: Workday Impact | Organic Growth |
|-------------------------|-------------------------------------|-------|----------------|--------------------|-------------------------|-------------------|
| | 2017 | 2018 | | | | |
| Industrial Core Sales | 2,865 | 2,995 | 4.5% | 0.2% | 0.0% | 4.3% |
| Construction Core Sales | 2,558 | 2,696 | 5.4% | 0.3% | 0.0% | 5.1% |
| Utility Core Sales | 1,187 | 1,309 | 10.3% | 0.1% | 0.0% | 10.2% |
| CIG Core Sales | 1,104 | 1,210 | 9.6% | 0.2% | 0.0% | 9.4% |
| WESCO Core Sales | 7,714 | 8,210 | 6.4% | 0.2% | 0.0% | 6.2% |



Net Debt and Leverage Reconciliation

| (\$ millions) | Twelve Months Ended December 31, | |
|--|----------------------------------|--------------|
| | 2012 | 2018 |
| Adjusted income from operations ¹ | 369 | 353 |
| Depreciation and amortization | 38 | 63 |
| Adjusted EBITDA | 407 | 416 |
| Short-term borrowings and current debt | 40 | 56 |
| Long-term debt | 1,695 | 1,167 |
| Debt discount and debt issuance costs | 184 | 10 |
| Total debt | 1,919 | 1,233 |
| Less: cash and cash equivalents | 86 | 96 |
| Total debt, net of cash | 1,833 | 1,137 |
| Total debt / EBITDA | 4.7x | 3.0x |
| Total debt, net of cash / EBITDA | 4.5x | 2.7x |

¹ 2012 excludes a litigation charge of \$36 million.

