Safe Harbor Statement

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; disruptions in operations or information technology systems; increase in competition; expansion of business activities; 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; tax law changes or challenges to tax matters, including uncertainties in the interpretation and application of the Tax Cuts and Jobs Act of 2017; 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, 2017 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.
Q1 2018 Highlights

- Strong first quarter results
  - Double digit sales, operating profit and EPS growth versus prior year

- Continued positive business momentum and growth across all end markets and geographies

- Reported sales were up 12%, organic sales were up 11%:
  - Up 10% in the U.S.
  - Up 10% in Canada
  - Up 24% in International

- Highest organic sales growth rate since 2011
- Estimated pricing impact +2%
- April MTD sales up low double digits
- Q1 backlog at an all-time record level, up 4% sequentially and up 14% versus prior year
- Free cash flow at 105% of net income

Note: Organic growth excludes the impact of acquisitions in the first year of ownership, foreign exchange rates and number of workdays. See appendix for non-GAAP reconciliations.

Organic Growth (%)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2016</th>
<th>Q2 2016</th>
<th>Q3 2016</th>
<th>Q4 2016</th>
<th>Q1 2017</th>
<th>Q2 2017</th>
<th>Q3 2017</th>
<th>Q4 2017</th>
<th>Q1 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>6.7</td>
<td>3.1</td>
<td>3.6</td>
<td>1.7</td>
<td>8.6</td>
<td>10.1</td>
<td>10.9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q3</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q4</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Jan: 9%
Feb: 14%
Mar: 11%

...performance exceeded outlook
Industrial End Market

Organic Sales Growth versus Prior Year

- Q1 2018 Sales
  - Organic sales were up 10% versus prior year (up 9% in the U.S. and up 17% in Canada in local currency)
  - Down 1% sequentially
- Increasing business momentum with industrial customers
- Sales growth was broad-based across the U.S. and Canada
- Global Account and Integrated Supply opportunity pipeline and bidding activity levels remain strong
- Customer trends include continued high expectations for supply chain process improvements, cost reductions, and supplier consolidation

Awarded a multi-year contract to supply electrical MRO materials and support capital projects for a large chemical manufacturer in the U.S. and Canada.

Note: See appendix for non-GAAP reconciliations.
Q1 2018 Sales

- Organic sales were up 9% versus prior year (up 10% in both the U.S. and in Canada in local currency)
- Down 9% sequentially

- Increasing business momentum with construction/contractor customers
- Sales growth was broad-based across the U.S. and Canada
- Backlog is up 14% versus prior year and is up 4% from Q4
- Expecting moderate growth and uptrend in non-residential construction market to continue

Awarded a contract to provide electrical materials and services to a contractor to upgrade a nuclear plant in Canada.

Note: See appendix for non-GAAP reconciliations.
Utility End Market

Organic Sales Growth versus Prior Year

- **Q1 2018 Sales**
  - Organic sales were up 18% versus prior year (up 21% in the U.S. and down 6% in Canada in local currency)
  - Down 5% sequentially

- **Continued scope expansion and value creation with investor-owned utility, public power, and generation customers**
- **Continued interest in Integrated Supply solution offerings**
- **Favorable economic conditions, continued improvement in construction market, renewables growth, and consolidation trend within Utility industry remain positive catalysts for future spending**

Awarded a contract to provide electrical materials for wind farm substation project in the US.

Note: See appendix for non-GAAP reconciliations.
**CIG End Market**

**Organic Sales Growth versus Prior Year**

- **Q1 2018 Sales**
  - Organic sales were up 9% versus prior year (up 3% in the U.S. and up 5% in Canada in local currency; balance of growth in International)
  - Up 5% sequentially

- Technical expertise and supply chain solutions driving positive momentum in datacenter, broadband, and cloud technology projects

- Increasing momentum seen in LED lighting retrofits, FTTX deployments, broadband build outs, and cyber and physical security for critical infrastructure protection

Note: See appendix for non-GAAP reconciliations.

Awarded a contract to provide electrical materials for a public water treatment facility upgrade in the U.S.
## Q1 2018 Results

<table>
<thead>
<tr>
<th></th>
<th>Outlook</th>
<th>Actual</th>
<th>YOY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>6% to 9%</td>
<td>$2.0B</td>
<td>Up 12.5%</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>19.1%</td>
<td></td>
<td>Down 60 bps, down 10 bps sequentially (1)</td>
</tr>
<tr>
<td>SG&amp;A</td>
<td>$291M, 14.6%</td>
<td></td>
<td>Up 9%, improved 50 bps</td>
</tr>
<tr>
<td>Operating Profit</td>
<td>$73M</td>
<td></td>
<td>Up 10%</td>
</tr>
<tr>
<td>Operating Margin</td>
<td>3.5% to 3.8%</td>
<td>3.7%</td>
<td>Down 10 bps</td>
</tr>
<tr>
<td>Effective Tax Rate</td>
<td>~22%</td>
<td>19.6%</td>
<td>Down 540 bps</td>
</tr>
<tr>
<td>EPS</td>
<td></td>
<td>$0.93</td>
<td>Up 22%</td>
</tr>
</tbody>
</table>

Note: See appendix for non-GAAP reconciliations.

(1) Reflects the impact of a 15 bps reclassification of certain labor costs from selling, general and administrative expenses.

...margins stabilizing, positive operating profit pull through
Diluted EPS Walk

<table>
<thead>
<tr>
<th></th>
<th>Q1</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>2017</strong></td>
<td>$0.76</td>
</tr>
<tr>
<td>Core operations</td>
<td>0.07</td>
</tr>
<tr>
<td>(Includes the planned restoration of variable compensation versus prior year)</td>
<td></td>
</tr>
<tr>
<td>Foreign exchange</td>
<td>0.01</td>
</tr>
<tr>
<td>Tax</td>
<td>0.06</td>
</tr>
<tr>
<td>Share count</td>
<td>0.03</td>
</tr>
<tr>
<td><strong>2018</strong></td>
<td>$0.93</td>
</tr>
</tbody>
</table>
Free Cash Flow & Leverage

Free Cash Flow
($ Millions)

- 2017 YTD: $43.1
- 2018 YTD: $45.3

114% of net income
105% of net income

~ $1.2B of free cash flow over last 5 years

Note: See appendix for non-GAAP reconciliations.

Leverage
(Total Debt to TTM EBITDA)

- Target Leverage: 2.0x – 3.5x
- 2016: 3.5x
- 2017: 3.5x
- 2018: 3.5x

Q1 2018 Earnings Webcast 4/26/18
<table>
<thead>
<tr>
<th></th>
<th>Q2</th>
<th>FY (Current)</th>
<th>FY (Previous)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>7% to 10%</td>
<td>5% to 8%</td>
<td>3% to 6%</td>
</tr>
<tr>
<td>Operating Margin</td>
<td>4.2% to 4.5%</td>
<td>4.2% to 4.6%</td>
<td>4.2% to 4.6%</td>
</tr>
<tr>
<td>Effective Tax Rate</td>
<td>~ 21%</td>
<td>21% to 23%</td>
<td>21% to 23%</td>
</tr>
<tr>
<td>Diluted EPS</td>
<td>$4.50 to $5.00</td>
<td>$4.40 to $4.90</td>
<td></td>
</tr>
<tr>
<td>Free Cash Flow</td>
<td>&gt;90% of net income</td>
<td>&gt;90% of net income</td>
<td></td>
</tr>
</tbody>
</table>

Notes: Excludes unannounced acquisitions. Assumes a CAD/USD exchange rate of 0.78. See appendix for non-GAAP reconciliations.
Appendix

NON-GAAP FINANCIAL 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. Management 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.
WESCO Profile 2018

Markets & Customers

Products & Services

Note: Markets & Customers and Products & Services percentages reported on a TTM consolidated basis.
### Sales Growth (%)

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th></th>
<th></th>
<th></th>
<th>2017</th>
<th></th>
<th></th>
<th></th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q1</td>
<td>Q2</td>
<td>Q3</td>
<td>Q4</td>
<td>FY</td>
<td>Q1</td>
<td>Q2</td>
<td>Q3</td>
<td>Q4</td>
</tr>
<tr>
<td>Change in Net Sales</td>
<td>(2.2)</td>
<td>(0.3)</td>
<td>(3.6)</td>
<td>(3.7)</td>
<td>(2.4)</td>
<td>(0.2)</td>
<td>(0.1)</td>
<td>7.8</td>
<td>11.3</td>
</tr>
<tr>
<td>Acquisition Impact</td>
<td>3.9</td>
<td>3.7</td>
<td>2.9</td>
<td>1.8</td>
<td>3.1</td>
<td>0.9</td>
<td>0.1</td>
<td>4.7</td>
<td>12.5</td>
</tr>
<tr>
<td>Core</td>
<td>(6.1)</td>
<td>(4.0)</td>
<td>(6.5)</td>
<td>(5.5)</td>
<td>(5.5)</td>
<td>(1.1)</td>
<td>(0.1)</td>
<td>7.8</td>
<td>11.3</td>
</tr>
<tr>
<td>FX Impact</td>
<td>(2.6)</td>
<td>(0.9)</td>
<td>(0.3)</td>
<td>(0.3)</td>
<td>(1.0)</td>
<td>0.6</td>
<td>(1.1)</td>
<td>0.8</td>
<td>1.2</td>
</tr>
<tr>
<td>Workday Impact</td>
<td>3.2</td>
<td>(1.6)</td>
<td>0.4</td>
<td></td>
<td></td>
<td></td>
<td>(1.6)</td>
<td>(0.4)</td>
<td></td>
</tr>
<tr>
<td>Organic</td>
<td>(6.7)</td>
<td>(3.1)</td>
<td>(6.2)</td>
<td>(3.6)</td>
<td>(4.9)</td>
<td>(1.7)</td>
<td>1.0</td>
<td>8.6</td>
<td>10.1</td>
</tr>
</tbody>
</table>

**Note:** Core sales growth excludes acquisitions during the first year of ownership.
# Q1 2018 Organic Sales Growth by Geography

<table>
<thead>
<tr>
<th></th>
<th>U.S.</th>
<th>Canada</th>
<th>International</th>
<th>WESCO</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in net sales (USD)</td>
<td>10.4</td>
<td>15.6</td>
<td>32.7</td>
<td>12.5</td>
</tr>
<tr>
<td>Impact from acquisitions</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Impact from foreign exchange rates</td>
<td>-</td>
<td>5.7</td>
<td>9.2</td>
<td>1.6</td>
</tr>
<tr>
<td>Impact from number of workdays</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Organic sales growth</td>
<td>10.4</td>
<td>9.9</td>
<td>23.5</td>
<td>10.9</td>
</tr>
<tr>
<td></td>
<td>Q1 2018 vs. Q1 2017</td>
<td>Q1 2018 vs. Q4 2017</td>
<td></td>
<td></td>
</tr>
<tr>
<td>------------------------</td>
<td>---------------------</td>
<td>---------------------</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Q1 2018</td>
<td>Q1 2017</td>
<td>% Growth</td>
<td>Q1 2018</td>
</tr>
<tr>
<td><strong>Industrial Core</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>762</td>
<td>681</td>
<td>11.9%</td>
<td>762</td>
</tr>
<tr>
<td><strong>Construction Core</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>640</td>
<td>574</td>
<td>11.5%</td>
<td>640</td>
</tr>
<tr>
<td><strong>Utility Core</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>317</td>
<td>267</td>
<td>18.5%</td>
<td>317</td>
</tr>
<tr>
<td><strong>CIG Core</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>283</td>
<td>258</td>
<td>9.8%</td>
<td>283</td>
</tr>
<tr>
<td><strong>Total Core Gross Sales</strong></td>
<td>2,002</td>
<td>1,780</td>
<td>12.5%</td>
<td>2,002</td>
</tr>
<tr>
<td><strong>Total Gross Sales from Acquisitions</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total Gross Sales</strong></td>
<td>2,002</td>
<td>1,780</td>
<td>12.5%</td>
<td>2,002</td>
</tr>
<tr>
<td><strong>Gross Sales Reductions/Discounts</strong></td>
<td>(8)</td>
<td>(8)</td>
<td>(8)</td>
<td>(9)</td>
</tr>
<tr>
<td><strong>Total Net Sales</strong></td>
<td>1,994</td>
<td>1,773</td>
<td>12.5%</td>
<td>1,994</td>
</tr>
</tbody>
</table>

Note: The prior period end market amounts noted above may contain reclassifications to conform to current period presentation.
### Q1 2018 Organic Sales by End Market

<table>
<thead>
<tr>
<th></th>
<th>Industrial</th>
<th>Construction</th>
<th>Utility</th>
<th>CIG</th>
<th>WESCO</th>
</tr>
</thead>
<tbody>
<tr>
<td>Core Sales Growth</td>
<td>11.9</td>
<td>11.5</td>
<td>18.5</td>
<td>9.8</td>
<td>12.5</td>
</tr>
<tr>
<td>FX Impact</td>
<td>1.5</td>
<td>2.1</td>
<td>0.6</td>
<td>1.3</td>
<td>1.6</td>
</tr>
<tr>
<td>Workday Impact</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Organic Growth</td>
<td>10.4</td>
<td>9.4</td>
<td>17.9</td>
<td>8.5</td>
<td>10.9</td>
</tr>
</tbody>
</table>
# Gross Margin

($ Millions)

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>March 31, 2018</td>
<td>March 31, 2017</td>
</tr>
<tr>
<td>Net sales</td>
<td>$1,994</td>
<td>$1,773</td>
</tr>
<tr>
<td>Cost of goods sold (excluding depreciation and amortization)</td>
<td>1,614</td>
<td>1,423</td>
</tr>
<tr>
<td>Gross profit</td>
<td>$380</td>
<td>$350</td>
</tr>
<tr>
<td>Gross margin</td>
<td>19.1%</td>
<td>19.7%</td>
</tr>
</tbody>
</table>
## Capital Structure

### ($ Millions)

<table>
<thead>
<tr>
<th></th>
<th>Outstanding at December 31, 2017</th>
<th>Outstanding at March 31, 2018</th>
<th>Debt Maturity Schedule</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>AR Revolver (V)</strong></td>
<td>380</td>
<td>390</td>
<td>2020</td>
</tr>
<tr>
<td><strong>Inventory Revolver (V)</strong></td>
<td>12</td>
<td>0</td>
<td>2020</td>
</tr>
<tr>
<td><strong>2019 Term Loans (V)</strong></td>
<td>85</td>
<td>65</td>
<td>2019</td>
</tr>
<tr>
<td><strong>2021 Senior Notes (F)</strong></td>
<td>500</td>
<td>500</td>
<td>2021</td>
</tr>
<tr>
<td><strong>2024 Senior Notes (F)</strong></td>
<td>350</td>
<td>350</td>
<td>2024</td>
</tr>
<tr>
<td><strong>Other (V)</strong></td>
<td>36</td>
<td>43</td>
<td>N/A</td>
</tr>
<tr>
<td><strong>Total Debt</strong></td>
<td>1,363</td>
<td>1,348</td>
<td></td>
</tr>
</tbody>
</table>

### Key Financial Metrics

<table>
<thead>
<tr>
<th></th>
<th>YE 2017</th>
<th>Q1 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>118</td>
<td>124</td>
</tr>
<tr>
<td>Capital Expenditures</td>
<td>22</td>
<td>8</td>
</tr>
<tr>
<td>Free Cash Flow (1)</td>
<td>128</td>
<td>45</td>
</tr>
<tr>
<td>Liquidity (2)</td>
<td>794</td>
<td>813</td>
</tr>
</tbody>
</table>

(1) Cash flow provided by operations less capital expenditures.
(2) Total availability under asset-backed credit facilities plus cash in investment accounts.

*(V) Variable Rate Debt  *(F) Fixed Rate Debt*
### Financial Leverage

<table>
<thead>
<tr>
<th>($ Millions)</th>
<th>Twelve Months Ended March 31, 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income from operations (1)</td>
<td>$326</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>$64</td>
</tr>
<tr>
<td>EBITDA</td>
<td>$390</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>March 31, 2018</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Short-term borrowings and current debt</td>
<td>$43</td>
</tr>
<tr>
<td>Long-term debt</td>
<td>1,292</td>
</tr>
<tr>
<td>Debt discount and debt issuance costs (2)</td>
<td>13</td>
</tr>
<tr>
<td>Total debt</td>
<td>$1,348</td>
</tr>
<tr>
<td>Less: cash and cash equivalents</td>
<td>$124</td>
</tr>
<tr>
<td>Total debt, net of cash</td>
<td>$1,224</td>
</tr>
</tbody>
</table>

| Financial leverage ratio                         | 3.5X                               |
| Financial leverage ratio, net of cash            | 3.1X                               |

1. Due to the adoption of ASU 2017-07 on a retrospective basis in the first quarter of 2018, the Company classified the non-service cost components of net periodic benefit cost as part of net interest and other for the twelve months ended March 31, 2018. These components aggregate to a benefit of $1.9 million.

2. Long-term debt is presented in the condensed consolidated balance sheet as of March 31, 2018 net of debt discount and debt issuance costs.

Note: For financial leverage ratio in prior periods, see quarterly earnings webcasts as previously furnished to the Securities & Exchange Commission, which can be obtained from the Investor Relations page of WESCO’s website at [www.wesco.com](http://www.wesco.com).
## Free Cash Flow Reconciliation

($ Millions)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2017</th>
<th>Q1 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flow provided by operations</td>
<td>47.6</td>
<td>53.0</td>
</tr>
<tr>
<td>Less: Capital expenditures</td>
<td>(4.5)</td>
<td>(7.7)</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>43.1</td>
<td>45.3</td>
</tr>
<tr>
<td>Net income</td>
<td>37.8</td>
<td>42.9</td>
</tr>
<tr>
<td>Percentage of net income</td>
<td>114%</td>
<td>105%</td>
</tr>
</tbody>
</table>

Note: Free cash flow is provided by the Company as an additional liquidity measure. Capital expenditures are deducted from operating cash flow to determine free cash flow. Free cash flow is available to fund investing and financing activities.
## Work Days

<table>
<thead>
<tr>
<th></th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>FY</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>64</td>
<td>64</td>
<td>64</td>
<td>62</td>
<td>254</td>
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