

Wesco International

Investor Presentation

November 17, 2026

Forward-Looking Statements and Non-GAAP Measures

All statements made herein that are not historical facts should be considered as "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements involve known and unknown risks, uncertainties and other factors that may cause actual results to differ materially. These statements include, but are not limited to, statements regarding business strategy, growth strategy, competitive strengths, productivity and profitability enhancement, competition, new product and service introductions, and liquidity and capital resources. Such statements can generally be identified by the use of words such as "anticipate," "plan," "believe," "estimate," "intend," "expect," "project," and similar words, phrases or expressions or future or conditional verbs such as "could," "may," "should," "will," and "would," although not all forward-looking statements contain such words. These forward-looking statements are based on current expectations and beliefs of Wesco's management, as well as assumptions made by, and information currently available to, Wesco's management, current market trends and market conditions and involve risks and uncertainties, many of which are outside of Wesco's and Wesco's management's control, and which may cause actual results to differ materially from those contained in forward-looking statements. Accordingly, you should not place undue reliance on such statements.

Important factors that could cause actual results or events to differ materially from those presented or implied in the forward-looking statements include, among others, the failure to achieve the anticipated benefits of, and other risks associated with, acquisitions, joint ventures, divestitures and other corporate transactions; the inability to successfully integrate acquired businesses; the impact of increased interest rates or borrowing costs; fluctuations in currency exchange rates; evolving impacts from tariffs or other trade tensions between the U.S. and other countries (including implementation of new tariffs and retaliatory measures); failure to adequately protect Wesco's intellectual property or successfully defend against infringement claims; the inability to successfully deploy new technologies, digital products and information systems or to otherwise adapt to emerging technologies in the marketplace, such as those incorporating artificial intelligence (AI); risks relating to our use or reliance on AI; failure to execute on our efforts and programs related to environmental, social and governance (ESG) matters; unanticipated expenditures or other adverse developments related to compliance with new or stricter government policies, laws or regulations, including those relating to data privacy, cybersecurity, competition, sustainability and environmental protection; the inability to successfully develop, manage or implement new technology initiatives or business strategies, including with respect to the expansion of e-commerce or AI capabilities and other digital solutions and digitalization initiatives; disruption of information technology systems or operations; natural disasters (including as a result of climate change), health epidemics, pandemics and other outbreaks; supply chain disruptions; geopolitical conflicts and issues, such as the ongoing Middle East and Russia/Ukraine conflicts; the impact of changing and expanding export controls, sanctions, and data localization rules; the failure to manage the increased risks and impacts of cyber incidents or data breaches; and exacerbation of key materials shortages, inflationary cost pressures, material cost increases, demand volatility, and logistics and capacity constraints, any of which may have a material adverse effect on the Company's business, results of operations and financial condition. All such factors are difficult to predict and are beyond the Company's control. Additional factors that could cause results to differ materially from those described above can be found in Wesco's most recent Annual Report on Form 10-K and other periodic reports filed with the U.S. Securities and Exchange Commission.

Non-GAAP Measures

In addition to the results provided in accordance with U.S. Generally Accepted Accounting Principles (“U.S. GAAP”) 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 expenses, adjusted income from operations, adjusted operating margin, adjusted other non-operating expense (income), 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 digital transformation costs, restructuring costs, cloud computing arrangement amortization, the loss on termination of business arrangement, and the related income tax effects, 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.

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Wesco is a differentiated solutions provider **positioned to deliver durable growth,** expanding margins, strong cash generation and attractive long-term returns

Why Invest in Wesco

Key elements of our investment thesis

1

Market leader driving durable, above-market growth

- Leading positions across powerful secular growth markets
- Record backlog and broad-based momentum support continued growth visibility

2

Differentiated global platform with expanding value

- One Wesco combines industry-leading products, services and expertise
- Scale and end-to-end solutions deepen relationships and drive cross-sell

3

Multiple levers to expand margins and compound earnings

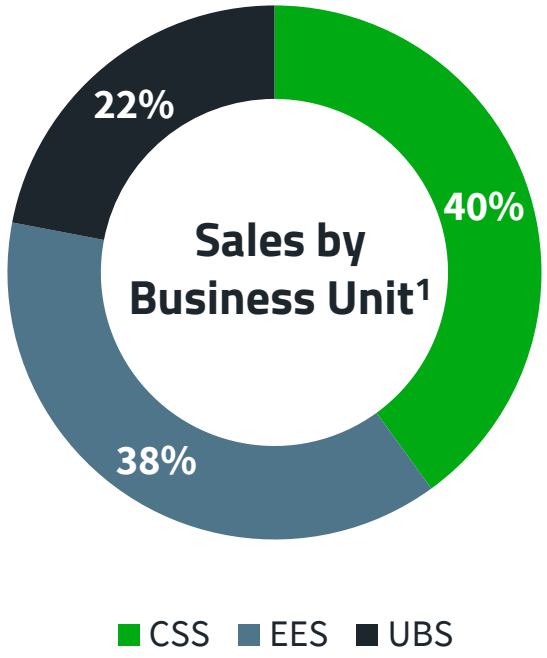
- Volume growth, value based pricing and operating leverage drive higher profitability
- Digital transformation and One Wesco drive efficiency, cross-sell and acquisition integration

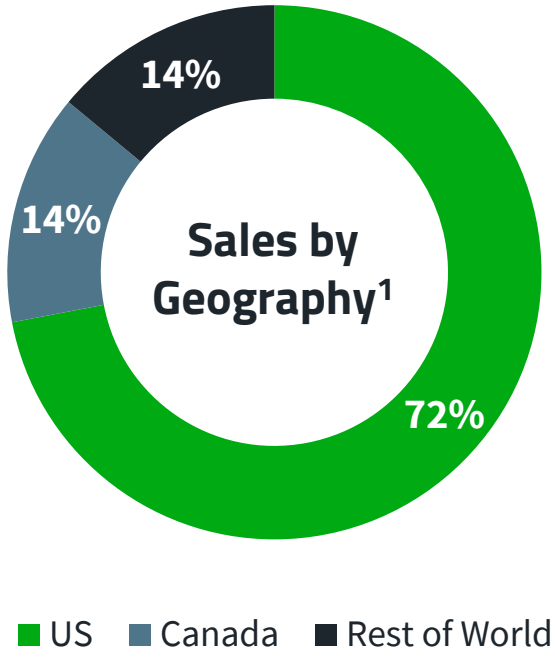
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Compelling long-term value-creation opportunity

- Durable growth and margin expansion drive earnings growth
- Disciplined capital allocation supports attractive shareholder returns

Wesco is a Leading Supply Chain Solutions Provider with Global Capabilities





$26.4 Billion in sales[1]

Millions of products

130,000 customers

700+ locations

End-Markets

- Data Center
- Utility
- Construction
- Network Infrastructure & Broadband
- Security
- OEM
- Industrial

Services

- Advisory Services
- Installation Enhancement
- Project Deployment
- Supply Chain Services

[1] Sales amounts and percentages are on a trailing twelve-month (TTM) basis through September 30, 2026.

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Positioned to Capitalize on Long-Term Secular Growth

AI & Digital Connectivity



AI, automation and converging technologies are accelerating investments in data centers, digital infrastructure and intelligent systems

Power & Electrification



Rising electricity demand is driving generation expansion, alongside ongoing grid modernization and hardening

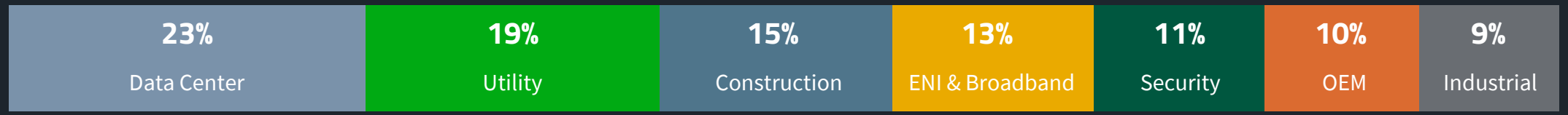
Supply Chain Realignment



Global supply chains and manufacturing footprints are becoming diversified, regionalized and repositioned

One Wesco: Leveraging our full breadth of capabilities to capture growth

Wesco: Diversified Exposure Across Attractive End-markets



BUILD · CONNECT · POWER · PROTECT

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Sales percentages are on a trailing twelve-month (TTM) basis through September 30, 2026.

Cash Generation Provides Capital Allocation Catalyst

Leveraging strong, sustainable cash flow to drive operational growth, disciplined shareholder returns and strategic portfolio transformation.

Capital Allocation Framework

Organic Investments	Investment in capex and opex to drive above peer organic sales growth and margin expansion	Core Priority

Free Cash Flow

Return of cash to shareholders and optionality for acquisitions, share repurchase and debt paydown

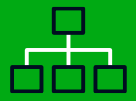
Return Cash	Share repurchase to offset annual dilution while maintaining a modest and increasing annual common dividend	Annually
Optionality	Value accretive M&A, additional share repurchase and debt paydown	Prioritize Highest Returns

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Reinforcing Our M&A Framework

Revenue and cost synergies to create accretive M&A value for shareholders

Two Strategic Priorities for M&A



Industry Consolidation

- Large M&A within the core business
- Significant revenue and cost synergies
- Operating leverage through scale



Expand Services and Capabilities

- Companies with complementary digital capabilities and/or value-added service offerings
- Increase revenue with new and existing customers
- Accretive margin profile

Increase exposure to secular trends and expand capabilities

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A Technology-Enabled Business Transformation

Examples of Wesco's digital transformation impact

Across the value chain, our transformation is a win-win for customers, suppliers and our business



Technology

Flexible tools and open architecture enables faster updates



Enabled

Sales representatives have a complete view of the customer relationship



Business Transformation

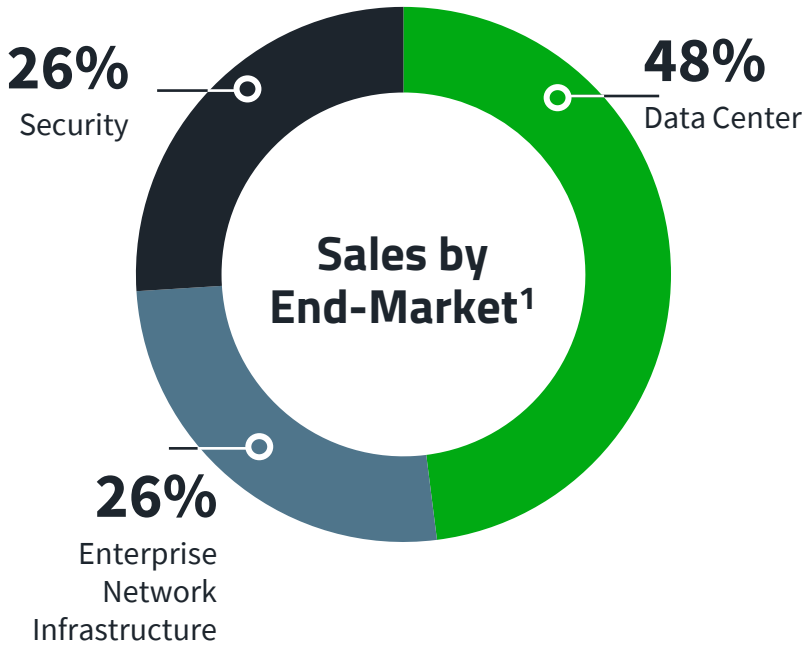
Tools and capabilities that separate us from our peers

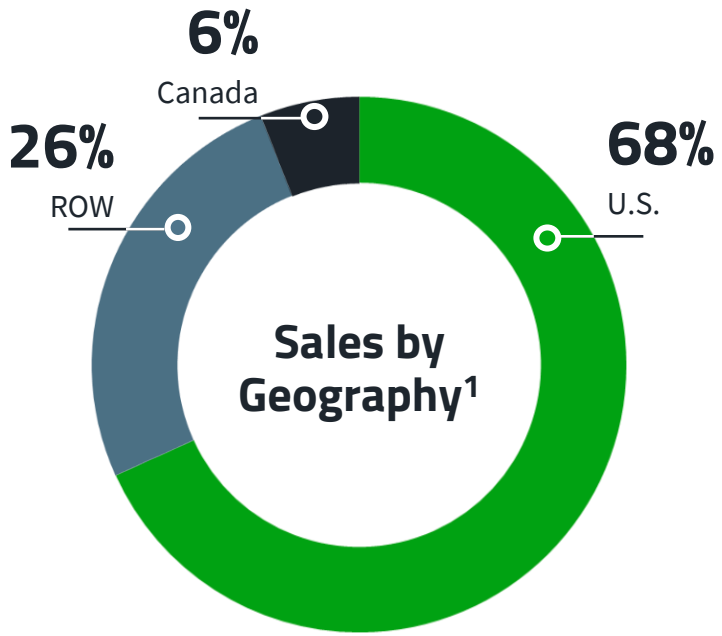
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Communications & Security Solutions (CSS)

~50% of sales in the AI-driven data center environment

Global Leader





Overview

- Provider of connectivity, power, security, safety, energy management and wireless solutions
- Supporting diverse industries including technology, finance, telecommunications, transportation, education, government, healthcare and retail
- Well positioned within the data center, with product, service and solution capabilities in the white space

Industry Leading Global Scale and Scope

$10.5 Billion in sales[1]

50+ Countries

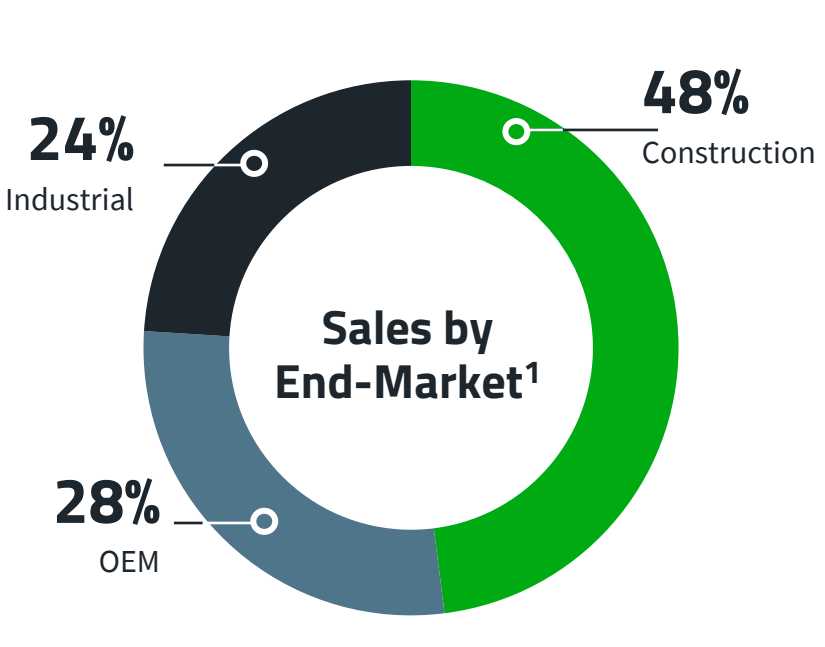
Global leader in data center, network infrastructure and security

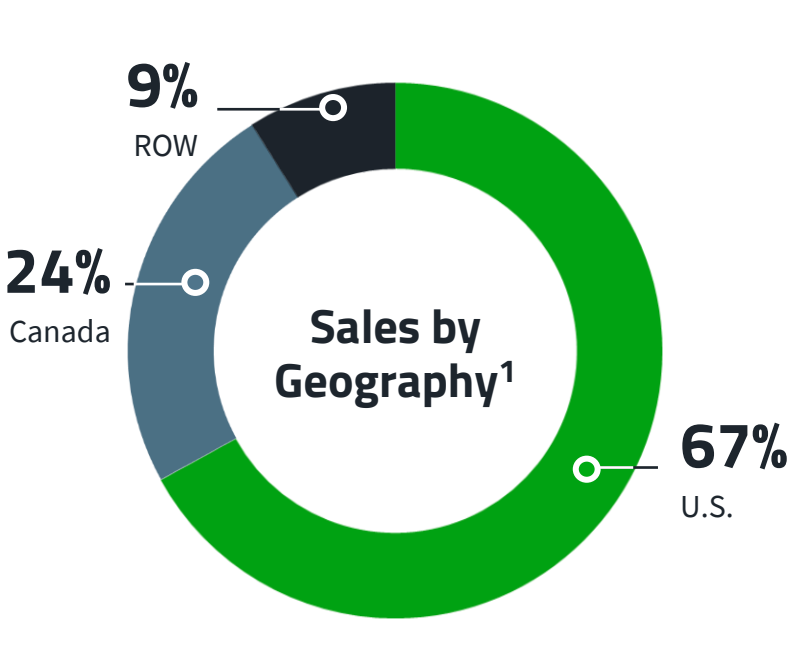
[1] Sales amounts and percentages are on a trailing twelve-month (TTM) basis through September 30, 2026.

Electrical & Electronic Solutions (EES)

Electrification, automation and reshoring drive growth, with ~10% of sales mix coming from data centers

North American Leader





Overview

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

Industry Leading Scale and Scope

$9.8 Billion in sales[1]

50+ Countries

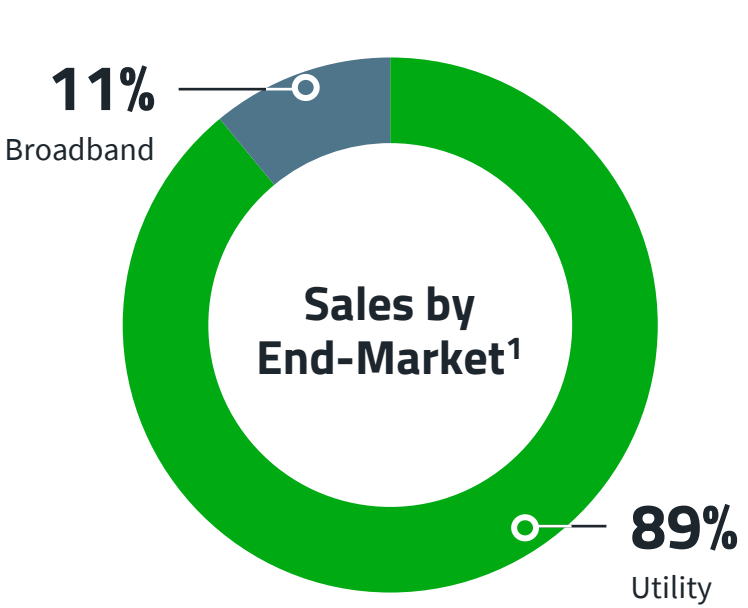
#1 Electrical Distributor in North America

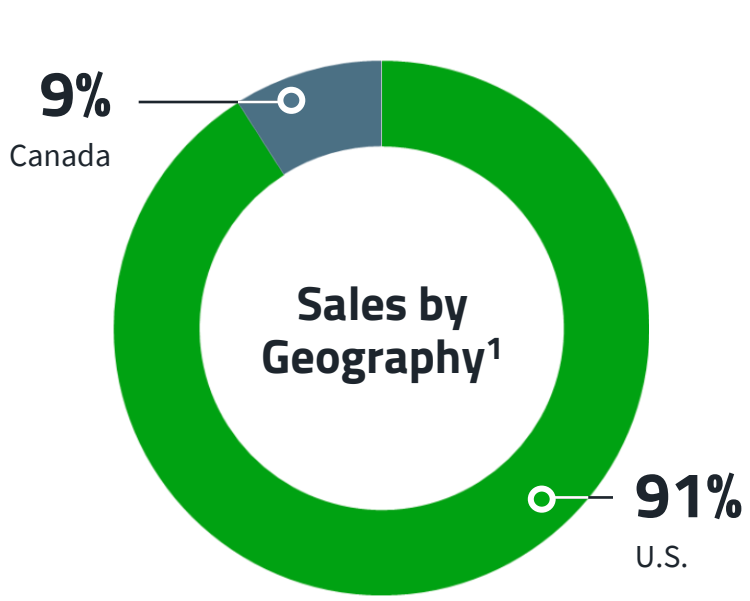
[1] Sales amounts and percentages are on a trailing twelve-month (TTM) basis through September 30, 2026.

Utility & Broadband Solutions (UBS)

Increasing capex budgets and large-scale data center projects drive growth

North America Leader





Overview

- Services and solutions for investor-owned utilities, public power companies and municipalities, as well as contractors that service these customers
- Leading provider of grid and network modernization, hardening, renewable deployments, smart technologies
- High-voltage equipment expertise and project services supporting all market verticals
- Complete solutions for service providers, broadband and wireless customers

Industry Leading Position and Value Proposition

$5.7 Billion in sales[1]

#1 Utility and Broadband Distributor in North America

[1] Sales amounts and percentages are on a trailing twelve-month (TTM) basis through September 30, 2026.

Margin Accretive Data Center Sales ~$6B on TTM basis

Represents ~23% of company sales

Holistic Power-to-Compute Solutions



UBS: Power Solutions

From the grid →



EES: Gray Space

to the building →



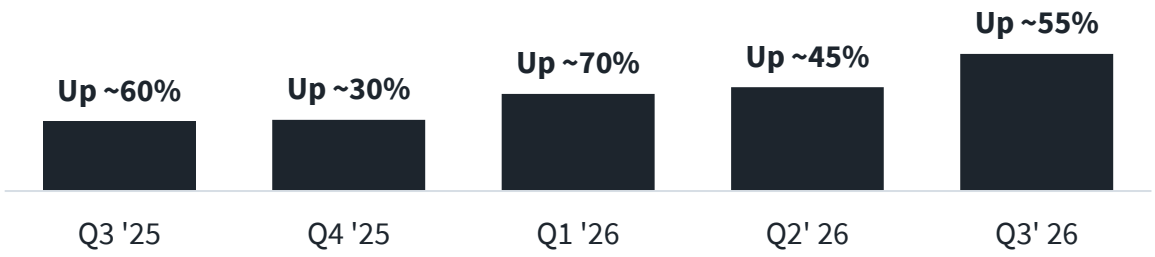
CSS: White Space

to the rack and equipment

Time to Power (3-5 Years) ⟶ **Construction Period (1–2 Years)**

Total Company Data Center Sales and YOY Growth

Q3 2026: $1.8B
Q3 2025: $1.2B



Strategic Acquisitions Expanded Power-to-Compute Capabilities

Rahi	entroCIM	Ascent	Newark Engineering
2022			2026
Hyperscale Solutions	**Facility Services**	**Building Intelligence Software**	**Cooling Solutions**

Enhanced End-to-End Data Center Capabilities

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Wesco is leveraging its **clear and sustainable drivers of value creation** generating attractive returns

Our Roadmap to the Future

01

Capturing benefits of our Digital Transformation

Nearly complete with our core technology and capabilities build; the financial and strategic benefits will enable our long-term targets

02

Progressing toward our 10%+ EBITDA margin

We are focused on our target by 2030+, with multiple drivers for taking margins higher after ~130 bps improvement since 2019

03

Generating strong and consistent cash flow

We target free cash flow conversion of 100% through the cycle, in line with historical performance

04

Strategic capital deployment will substantially accelerate growth and margin expansion

Executing our M&A strategy within an approach that also allocates capital for internal investment and return of cash to shareholders

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Appendix

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Non-GAAP Measures

In addition to the results provided in accordance with U.S. Generally Accepted Accounting Principles ("U.S. GAAP"), this presentation may include references to certain non-GAAP financial measures. These financial measures may 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 expenses, adjusted income from operations, adjusted operating margin, adjusted other non-operating expense (income), 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, digital transformation costs, restructuring costs, cloud computing arrangement amortization, pension settlement cost and excise taxes on excess pension plan assets related to the settlement of the Anixter Inc. Pension Plan, loss on abandonment of assets, the gain recognized on the divestiture of the WIS business, the loss on termination of business arrangement, and the related income tax effects, as well as the gain on the redemption of the Series A Preferred Stock, 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.

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, fluctuations in foreign exchange rates, and number of workdays from the reported percentage change in consolidated net sales. Workday impact represents the change in the number of operating days period-over-period after adjusting for weekends and public holidays in the United States.

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 other non-operating expenses (income), non-cash stock-based compensation expense, loss on abandonment of assets, digital transformation costs, merger-related and integration costs, restructuring costs, cloud computing arrangement amortization, gains on the sale of assets and divestitures, excise taxes on certain excess pension plan assets related to the final settlement of the Anixter Inc. Pension Plan, and merger-related fair value adjustments. 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 ratio 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.

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Organic Sales Growth

($ Millions)	Three Months Ended		Growth/(Decline)				
	September 30, 2026	September 30, 2025	Reported Sales	Acquisition	Foreign Exchange	Workday	Organic Sales
EES	$2,772.4	$2,359.6	17.5 %	— %	(0.3) %	— %	17.8 %
CSS	2,933.5	2,410.9	21.7 %	0.2 %	0.1 %	— %	21.4 %
UBS	1,520.5	1,428.6	6.4 %	— %	(0.2) %	— %	6.6 %
Total net sales	$7,226.4	$6,199.1	16.6 %	0.1 %	(0.1) %	— %	16.6 %

($ Millions)	Three Months Ended		Growth/(Decline)				
	September 30, 2026	June 30, 2026	Reported Sales	Acquisition	Foreign Exchange	Workday	Organic Sales
EES	$2,772.4	$2,510.7	10.4 %	— %	(0.3) %	— %	10.7 %
CSS	2,933.5	2,681.2	9.4 %	0.2 %	(0.2) %	— %	9.4 %
UBS	1,520.5	1,473.2	3.2 %	— %	(0.1) %	— %	3.3 %
Total net sales	$7,226.4	$6,665.1	8.4 %	0.1 %	(0.2) %	— %	8.5 %

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, fluctuations in foreign exchange rates and number of workdays from the reported percentage change in consolidated net sales. Workday impact represents the change in the number of operating days period-over-period after adjusting for weekends and public holidays in the United States. There was no change in the number of workdays in the third quarter of 2026 compared to the third quarter of 2025 or the second quarter of 2026.

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Gross Profit

($ Millions)	Three Months Ended	
	September 30, 2026	**September 30, 2025**
Net sales	$7,226.4	$6,199.1
Cost of goods sold (excluding depreciation and amortization)	5,660.6	4,881.7
Gross profit	$1,565.8	$1,317.4
Gross margin	21.7 %	21.3 %

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.

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Free Cash Flow

($ Millions)	Three Months Ended		Nine Months Ended	
	September 30, 2026	September 30, 2025	September 30, 2026	September 30, 2025
Cash flow provided by operations	$193.9	$(82.7)	$469.0	$53.1
Less: Capital expenditures	(29.1)	(13.2)	(80.7)	(55.4)
Add: Other adjustments	19.4	6.6	41.6	8.9
Free cash flow	$184.2	$(89.3)	$429.9	$6.6
Percentage of adjusted net income	64.6 %	(45.8) %	63.4 %	1.3 %

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. For the three and nine months ended September 30, 2026 and 2025, the Company paid for certain costs related to digital transformation and restructuring. Such expenditures have been added back to operating cash flow to determine free cash flow for such periods. Our calculation of free cash flow may not be comparable to similar measures used by other companies.

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Adjusted Earnings Per Diluted Share

($ Millions, except for per share data)	Three Months Ended	
	September 30, 2026	**September 30, 2025**
Adjusted income from operations	$475.6	$354.2
Interest expense, net	93.6	99.0
Adjusted other expense, net	3.9	—
Adjusted income before income taxes	378.1	255.2
Adjusted provision for income taxes	93.0	60.2
Adjusted net income	285.1	195.0
Net income attributable to noncontrolling interests	0.7	1.1
Adjusted net income attributable to common stockholders	$284.4	$193.9
Diluted shares	49.3	49.5
Adjusted earnings per diluted share	$5.77	$3.92

For the three months ended September 30, 2026, SG&A expenses, income from operations, other non-operating expense, provision for income taxes, net income attributable to common stockholders, and earnings per diluted share have been adjusted to exclude digital transformation costs, the gain recognized from the partial settlement of the EECOL Canada pension plan, and the related income tax effects. For the three months ended September 30, 2025, SG&A expenses, income from operations, provision for income taxes, net income attributable to common stockholders, and earnings per diluted share have been adjusted to exclude digital transformation costs, restructuring costs, and the related income tax effects. These non-GAAP financial measures provide a better understanding of our financial results on a comparable basis.

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Financial Leverage

($ Millions, except ratios)	Twelve Months Ended				
	September 30, 2026	June 30, 2026	March 31, 2026	December 31, 2025	September 30, 2025
Net income attributable to common stockholders	$795.8	$715.5	$695.6	$645.8	$631.7
Net income attributable to noncontrolling interests	2.6	3.0	2.6	2.3	1.8
Gain on redemption of Series A Preferred Stock	(5.3)	(5.3)	(32.9)	(32.9)	(27.6)
Preferred stock dividends	—	—	12.9	27.3	41.6
Provision for income taxes	249.9	221.0	220.4	213.4	199.2
Interest expense, net	409.2	414.5	397.2	386.7	363.4
Depreciation and amortization	206.1	202.6	199.9	197.6	191.5
EBITDA	$1,658.3	$1,551.3	$1,495.7	$1,440.2	$1,401.6
Other income, net	(1.2)	(3.1)	(10.1)	(9.6)	(0.5)
Stock-based compensation expense	67.1	57.1	46.4	40.5	38.6
Digital transformation costs[1]	76.5	62.1	46.5	35.2	31.5
Restructuring costs[2]	—	(1.6)	(1.1)	—	2.6
Excise taxes on excess pension plan assets[3]	—	—	—	—	0.1
Cloud computing arrangement amortization[4]	45.3	41.8	37.3	30.2	24.5
Adjusted EBITDA	$1,846.0	$1,707.6	$1,614.7	$1,536.5	$1,498.4

	As of				
	September 30, 2026	June 30, 2026	March 31, 2026	December 31, 2025	September 30, 2025
Short-term debt and current portion of long-term debt, net	$24.8	$25.0	$22.8	$25.0	$28.0
Long-term debt, net	5,982.8	5,911.1	5,738.1	5,756.4	5,721.9
Debt discount and debt issuance costs[5]	50.6	49.8	63.6	48.0	51.3
Total debt	6,058.2	5,985.9	5,824.5	5,829.4	5,801.2
Less: Cash and cash equivalents	842.5	808.9	696.6	604.8	571.9
Total debt, net of cash	$5,215.7	$5,177.0	$5,127.9	$5,224.6	$5,229.3
Financial leverage ratio	2.8	3.0	3.2	3.4	3.5

(1) Digital transformation costs include costs associated with certain digital transformation initiatives.

(2) Restructuring costs include severance costs incurred pursuant to an ongoing restructuring plan.

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

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

(5) Debt is presented in the Condensed Consolidated Balance Sheets net of debt discount and debt issuance costs.

Financial leverage ratio is a non-GAAP measure of the use of debt. Financial leverage ratio is calculated by dividing total debt, excluding debt issuance costs, and debt discount, net of cash, by adjusted EBITDA. EBITDA is defined as the trailing twelve months earnings before interest, taxes, depreciation and amortization. Adjusted EBITDA is defined as the trailing twelve months EBITDA before other non-operating income, non-cash stock-based compensation expense, digital transformation costs, restructuring costs, excise taxes on excess pension plan assets related to the final settlement of the Anixter Inc. Pension Plan, and cloud computing arrangement amortization.

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