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): August 2, 2018

WESCO International, Inc.

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of incorporation)	**001-14989** (Commission File Number)	**25-1723342** (IRS Employer Identification No.)
225 West Station Square Drive **Suite 700** **Pittsburgh, Pennsylvania** (Address of principal executive offices)		**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))

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 o

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. o

Item 2.02 Results of Operations and Financial Condition.

The information in this Item 2.02 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 2.02 shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended.

On August 2, 2018, WESCO International, Inc. (the “Company”) issued a press release announcing its financial results for the second quarter of 2018. A copy of the press release is attached hereto as Exhibit 99.1.

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.

A slide presentation to be used by senior management of the Company in connection with its discussions with investors regarding the Company's financial results for the second quarter of 2018 is included in Exhibit 99.2 to this report and is 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 Press Release, dated August 2, 2018

99.2 Slide presentation for investors

SIGNATURES

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.

	WESCO International, Inc.
	(Registrant)
August 2, 2018	By: /s/ David S. Schulz
(Date)	David S. Schulz
	Senior Vice President and Chief Financial Officer

NEWS RELEASE

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

WESCO International, Inc. Reports Second Quarter 2018 Results

Second quarter highlights:
- *Record consolidated net sales of $2.1 billion, up 10% versus prior year*
  - *Organic sales growth of 9%*
- *Operating profit of $91.2 million, up 10% versus prior year*
- *Earnings per diluted share of $1.22, up 20% versus prior year*

PITTSBURGH, August 2, 2018 /PRNewswire/ -- WESCO International, Inc. (NYSE: WCC), a leading provider of electrical, industrial, and communications maintenance, repair and operating (MRO) and original equipment manufacturers (OEM) products, construction materials, and advanced supply chain management and logistics services, announces its results for the second quarter of 2018.

Mr. John J. Engel, WESCO's Chairman, President and CEO, commented, "Our broad-based return to growth, which began in mid-2017, continued in the second quarter. Organic sales grew 9%, with all end markets and geographies contributing to growth for the fourth consecutive quarter. Sales growth was consistently strong throughout the quarter and our backlog expanded to a record high level. Gross margin was sequentially stable, and we delivered double digit growth in operating profit and EPS for the second quarter in a row."

The following are results for the three months ended June 30, 2018 compared to the three months ended June 30, 2017:

- Net sales were $2.1 billion for the second quarter of 2018, compared to $1.9 billion for the second quarter of 2017, an increase of 10.2%. Organic sales for the second quarter of 2018 grew by 9.0% as foreign exchange rates impacted net sales by 1.2%. Sequentially, net sales increased 5.5% and organic sales increased 6.1%.

- Cost of goods sold for the second quarter of 2018 was $1.7 billion and gross profit was $399.9 million, compared to cost of goods sold and gross profit of $1.5 billion and $366.1 million, respectively, for the second quarter of 2017. As a percentage of net sales, gross profit was 19.0% and 19.2% for the second quarter of 2018 and 2017, respectively. A reclassification of certain labor costs from selling, general and administrative expenses and the mix impact of growth in the International and Utility businesses collectively reduced gross margin for the second quarter of 2018 by 30 basis points.

- Selling, general and administrative ("SG&A") expenses were $292.9 million, or 13.9% of net sales, for the second quarter of 2018, compared to $267.8 million, or 14.0% of net sales, for the second quarter of 2017. SG&A for the second quarter of 2018 included the restoration of incentive compensation of approximately $8.0 million and a bad debt charge of $2.5 million related to a Canadian customer that ceased operations.

- Operating profit was $91.2 million for the second quarter of 2018, compared to $82.6 million for the second quarter of 2017, an increase of 10.4%. Operating profit as a percentage of net sales was 4.3% for the second quarter of 2018 and 2017. Excluding the aforementioned bad debt charge, operating profit as a percentage of net sales was 4.5% for the second quarter of 2018.

- Net interest and other for the second quarter of 2018 was $17.7 million, compared to $16.3 million for the second quarter of 2017. For the three months ended June 30, 2018, net interest and other includes accelerated amortization of debt discount and debt issuance costs totaling $0.8 million due to early repayments on our term loan facility.

- The effective tax rate for the second quarter of 2018 was 21.5%, compared to 25.3% for the second quarter of 2017. The lower effective tax rate in the current quarter is primarily due to the Tax Cuts and Jobs Act of 2017, which permanently reduced the U.S. federal statutory income tax rate from 35% to 21%, effective January 1, 2018.

- Net income attributable to WESCO International, Inc. was $58.0 million for the second quarter of 2018, compared to $49.5 million for the second quarter of 2017, an increase of 17.0%.

- Earnings per diluted share for the second quarter of 2018 was $1.22, based on 47.6 million diluted shares, compared to $1.02 for the second quarter of 2017, based on 48.8 million diluted shares, an increase of 19.6%.

- Operating cash flow for the second quarter of 2018 was $33.8 million, compared to $19.1 million for the second quarter of 2017. Free cash flow for the second quarter of 2018 was $25.1 million, or 44% of net income, compared to $13.8 million, or 28% of net income, for the second quarter of 2017.

The following are results for the six months ended June 30, 2018 compared to the six months ended June 30, 2017:

- Net sales were $4.1 billion for the first six months of 2018, compared to $3.7 billion for the first six months of 2017, an increase of 11.3%. Organic sales for the first six months of 2018 grew by 9.9% as foreign exchange rates impacted net sales by 1.4%.

- Cost of goods sold for the first six months of 2018 was $3.3 billion and gross profit was $779.8 million, compared to cost of goods sold and gross profit of $3.0 billion and $716.1 million, respectively, for the first six months of 2017. As a percentage of net sales, gross profit was 19.0% and 19.4% for the first six months of 2018 and 2017, respectively. A reclassification of certain labor costs from selling, general and administrative expenses and the mix impact of growth in the International and Utility businesses collectively reduced gross margin for the first six months of 2018 by 30 basis points.

- Selling, general and administrative expenses were $583.7 million, or 14.2% of net sales, for the first six months of 2018, compared to $535.2 million, or 14.5% of net sales, for the first six months of 2017. SG&A for the first six months of 2018 included the restoration of incentive compensation of approximately $16.0 million.

- Operating profit was $164.4 million for the first six months of 2018, compared to $149.3 million for the first six months of 2017, an increase of 10.1%. Operating profit as a percentage of net sales was 4.0% for the current six month period, compared to 4.1% for the prior six month period.

- Net interest and other for the first six months of 2018 was $37.5 million, compared to $32.6 million for the first six months of 2017. For the six months ended June 30, 2018, net interest and other includes a foreign exchange loss of $3.0 million from the remeasurement of a financial instrument, as well as accelerated amortization of debt discount and debt issuance costs totaling $0.8 million due to early repayments on our term loan facility.

- The effective tax rate for the first six months of 2018 was 20.7%, compared to 25.1% for the first six months of 2017. The lower effective tax rate in the current year is primarily due to the Tax Cuts and Jobs Act of 2017, which permanently reduced the U.S. federal statutory income tax rate from 35% to 21%, effective January 1, 2018.

- Net income attributable to WESCO International, Inc. was $102.3 million for the first six months of 2018, compared to $87.3 million for the first six months of 2017, an increase of 17.2%.

- Earnings per diluted share for the first six months of 2018 was $2.15, based on 47.6 million diluted shares, compared to $1.78 for the first six months of 2017, based on 49.1 million diluted shares, an increase of 20.8%.

- Operating cash flow for the first six months of 2018 was $86.8 million, compared to $66.8 million for the first six months of 2017. Free cash flow for the first six months of 2018 was $70.4 million, or 70% of net income, compared to $57.0 million, or 65% of net income, for the first six months of 2017.

Mr. Engel continued, “We are pleased with our results in the first half and our focus remains on driving profitable growth in 2018. Sales growth momentum has continued into July, and we expect favorable economic conditions and the positive momentum in our end markets to continue this year. Based on our first half results and our positive view of the end markets, we have increased our full year expectation for sales growth to be in the range of 6% to 9% and raised the low end of our diluted EPS outlook $0.10 to a range of $4.60 to $5.00. We expect operating margin to be in the range of 4.2% to 4.5% and to generate free cash flow of at least 90% of net income.”

Mr. Engel added, “Our customers continue to look to WESCO to provide robust supply chain solutions to meet their MRO, OEM and capital project needs. Increasingly, customers are utilizing our portfolio of value-added services to ensure job site productivity, while our team of technical sales personnel is differentiating WESCO and driving above market growth rates. I am highly confident in our team’s ability to provide outstanding customer service and to deliver value to our customers and suppliers now and into the future.”

Webcast and Teleconference Access

WESCO will conduct a webcast and teleconference to discuss the second quarter of 2018 earnings as described in this News Release on Thursday, August 2, 2018, at 10:00 a.m. E.T. The call will be broadcast live over the internet and can be accessed from the Investor Relations page of the Company's website at www.wesco.investorroom.com. The call will be archived on this internet site for seven days.

WESCO International, Inc. (NYSE: WCC), a publicly traded Fortune 500 holding company headquartered in Pittsburgh, Pennsylvania, is a leading provider of electrical, industrial, and communications maintenance, repair and operating (MRO) and original equipment manufacturers (OEM) products, construction materials, and advanced supply chain management and logistic services. 2017 annual sales were approximately $7.7 billion. The company employs approximately 9,100 people, maintains relationships with over 26,000 suppliers, and serves approximately 70,000 active customers worldwide. Customers include commercial and industrial businesses, contractors, government agencies, institutions, telecommunications providers, and utilities. WESCO operates 10 fully automated distribution centers and approximately 500 branches in North America and international markets, providing a local presence for customers and a global network to serve multi-location businesses and multi-national corporations.

The matters discussed herein may contain forward-looking statements that are subject to certain risks and uncertainties that could cause actual results to differ materially from expectations. Certain of these risks are set forth in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2017, as well as the Company's other reports filed with the Securities and Exchange Commission.

Contact Information:
Will Ruthrauff, Director, Investor Relations
(412) 454-4220
http://www.wesco.com

WESCO INTERNATIONAL, INC.

CONDENSED CONSOLIDATED STATEMENTS OF INCOME

(dollar amounts in millions, except per share amounts)
(Unaudited)

	Three Months Ended			
	June 30, 2018		June 30, 2017	
Net sales	$ 2,104.0		$ 1,909.6	
Cost of goods sold (excluding depreciation and amortization)	1,704.1	81.0%	1,543.5	80.8%
Selling, general and administrative expenses [(1)]	292.9	13.9%	267.8	14.0%
Depreciation and amortization	15.8		15.7	
Income from operations	91.2	4.3%	82.6	4.3%
Net interest and other [(1)]	17.7		16.3	
Income before income taxes	73.5	3.5%	66.3	3.5%
Provision for income taxes	15.8		16.8	
Net income	57.7	2.7%	49.5	2.6%
Net loss attributable to noncontrolling interests	(0.3)		—	
Net income attributable to WESCO International, Inc.	$ 58.0	2.8%	$ 49.5	2.6%
Earnings per diluted common share	$ 1.22		$ 1.02	
Weighted-average common shares outstanding and common share equivalents used in computing earnings per diluted share (in millions)	47.6		48.8	

(1) The Company adopted Accounting Standards Update (ASU) 2017-07, *Compensation—Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost*, on a retrospective basis during the first quarter of 2018. This ASU requires the disaggregation of service cost from the other components of net periodic benefit cost. For the three months ended June 30, 2018 and 2017, the non-service cost components of net periodic benefit cost aggregated to a benefit of $0.5 million and are included in net interest and other.

WESCO INTERNATIONAL, INC.

CONDENSED CONSOLIDATED STATEMENTS OF INCOME

(dollar amounts in millions, except per share amounts)
(Unaudited)

	Six Months Ended			
	June 30, 2018		June 30, 2017	
Net sales	$ 4,097.9		$ 3,682.2	
Cost of goods sold (excluding depreciation and amortization)	3,318.1	81.0%	2,966.1	80.6%
Selling, general and administrative expenses [1]	583.7	14.2%	535.2	14.5%
Depreciation and amortization	31.7		31.6	
Income from operations	164.4	4.0%	149.3	4.1%
Net interest and other [1]	37.5		32.6	
Income before income taxes	126.9	3.1%	116.7	3.2%
Provision for income taxes	26.3		29.3	
Net income	100.6	2.5%	87.4	2.4%
Net (loss) income attributable to noncontrolling interests	(1.7)		0.1	
Net income attributable to WESCO International, Inc.	$ 102.3	2.5%	$ 87.3	2.4%
Earnings per diluted common share	$ 2.15		$ 1.78	
Weighted-average common shares outstanding and common share equivalents used in computing earnings per diluted share (in millions)	47.6		49.1	

[1] For the six months ended June 30, 2018 and 2017, the non-service cost components of net periodic benefit cost aggregated to benefits of $1.0 million and $0.9 million, respectively, and are included in net interest and other.

WESCO INTERNATIONAL, INC.

CONDENSED CONSOLIDATED BALANCE SHEETS
(dollar amounts in millions)
(Unaudited)

	June 30, 2018	December 31, 2017
Assets		
Current Assets		
Cash and cash equivalents	$ 110.9	$ 118.0
Trade accounts receivable, net	1,257.3	1,170.1
Inventories	935.2	956.1
Other current assets	143.6	164.7
Total current assets	2,447.0	2,408.9
Other assets	2,268.0	2,326.6
Total assets	$ 4,715.0	$ 4,735.5
Liabilities and Stockholders' Equity		
Current Liabilities		
Accounts payable	$ 818.2	$ 799.5
Short-term borrowings and current debt	36.7	35.3
Other current liabilities	171.0	206.2
Total current liabilities	1,025.9	1,041.0
Long-term debt, net	1,261.7	1,313.3
Other noncurrent liabilities	261.6	265.1
Total liabilities	2,549.2	2,619.4
Stockholders' Equity		
Total stockholders' equity	2,165.8	2,116.1
Total liabilities and stockholders' equity	$ 4,715.0	$ 4,735.5

WESCO INTERNATIONAL, INC.

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(dollar amounts in millions)
(Unaudited)

	Six Months Ended	
	June 30, 2018	June 30, 2017
Operating Activities:		
Net income	$ 100.6	$ 87.4
Add back (deduct):		
Depreciation and amortization	31.7	31.6
Deferred income taxes	6.1	6.4
Change in trade receivables, net	(102.6)	(96.0)
Change in inventories	11.4	(36.9)
Change in accounts payable	26.1	76.8
Other	13.5	(2.5)
Net cash provided by operating activities	86.8	66.8
Investing Activities:		
Capital expenditures	(16.4)	(9.8)
Other	(8.7)	3.5
Net cash used in investing activities	(25.1)	(6.3)
Financing Activities:		
Debt repayments, net	(52.5)	(30.0)
Equity activity, net	(1.9)	(56.7)
Other	(9.4)	0.2
Net cash used in financing activities	(63.8)	(86.5)
Effect of exchange rate changes on cash and cash equivalents	(5.0)	3.7
Net change in cash and cash equivalents	(7.1)	(22.3)
Cash and cash equivalents at the beginning of the period	118.0	110.1
Cash and cash equivalents at the end of the period	$ 110.9	$ 87.8

NON-GAAP FINANCIAL MEASURES

This earnings release 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.

WESCO INTERNATIONAL, INC.

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
(dollar amounts in millions, except organic sales data)
(Unaudited)

Organic Sales Growth:	**Three Months Ended June 30, 2018**	**Six Months Ended June 30, 2018**
Change in net sales	10.2%	11.3%
Impact from acquisitions	—%	—%
Impact from foreign exchange rates	1.2%	1.4%
Impact from number of workdays	—%	—%
Organic sales growth	9.0%	9.9%

Organic Sales Growth - Sequential:	**Three Months Ended June 30, 2018**
Change in net sales	5.5 %
Impact from acquisitions	— %
Impact from foreign exchange rates	(0.6)%
Impact from number of workdays	— %
Organic sales growth	6.1 %

Note: Organic sales growth is a measure of sales performance. Organic sales growth is calculated by deducting the percentage impact from acquisitions in the first year of ownership, foreign exchange rates and number of workdays from the overall percentage change in consolidated net sales.

Gross Profit:	**Three Months Ended**		**Six Months Ended**	
	June 30, 2018	**June 30, 2017**	**June 30, 2018**	**June 30, 2017**
Net sales	$ 2,104.0	$ 1,909.6	$ 4,097.9	$ 3,682.2
Cost of goods sold (excluding depreciation and amortization)	1,704.1	1,543.5	3,318.1	2,966.1
Gross profit	$ 399.9	$ 366.1	$ 779.8	$ 716.1
Gross margin	19.0%	19.2%	19.0%	19.4%

Note: Gross profit is a financial measure commonly used within 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.

WESCO INTERNATIONAL, INC.

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
(dollar amounts in millions)
(Unaudited)

Financial Leverage:	**Twelve Months Ended June 30, 2018**	**Twelve Months Ended December 31, 2017**
Income from operations [1]	$ 334.2	$ 319.2
Depreciation and amortization	64.0	64.0
EBITDA	$ 398.2	$ 383.2

	June 30, 2018	**December 31, 2017**
Short-term borrowings and current debt	$ 36.7	$ 35.3
Long-term debt	1,261.7	1,313.3
Debt discount and debt issuance costs [2]	11.4	14.2
Total debt	1,309.8	1,362.8
Less: cash and cash equivalents	110.9	118.0
Total debt, net of cash	$ 1,198.9	$ 1,244.8
Financial leverage ratio	3.3	3.6
Financial leverage ratio, net of cash	3.0	3.2

[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 June 30, 2018 and December 31, 2017. These components aggregated to a benefit of $1.9 million and $1.8 million, respectively.

[2] Long-term debt is presented in the condensed consolidated balance sheets net of debt discount and debt issuance costs.

Note: Financial leverage measures the use of debt. Financial leverage ratio is calculated by dividing total debt, including debt discount and debt issuance costs, by EBITDA. Financial leverage ratio, net of cash is calculated by dividing total debt, including debt discount and debt issuance costs, net of cash, by EBITDA. EBITDA is defined as the trailing twelve months earnings before interest, taxes, depreciation and amortization.

Free Cash Flow:	**Three Months Ended June 30, 2018**	**Three Months Ended June 30, 2017**	**Six Months Ended June 30, 2018**	**Six Months Ended June 30, 2017**
Cash flow provided by operations	$ 33.8	$ 19.1	$ 86.8	$ 66.8
Less: Capital expenditures	(8.7)	(5.3)	(16.4)	(9.8)
Free cash flow	$ 25.1	$ 13.8	$ 70.4	$ 57.0
Percentage of net income	44%	28%	70%	65%

Note: Free cash flow is a 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.

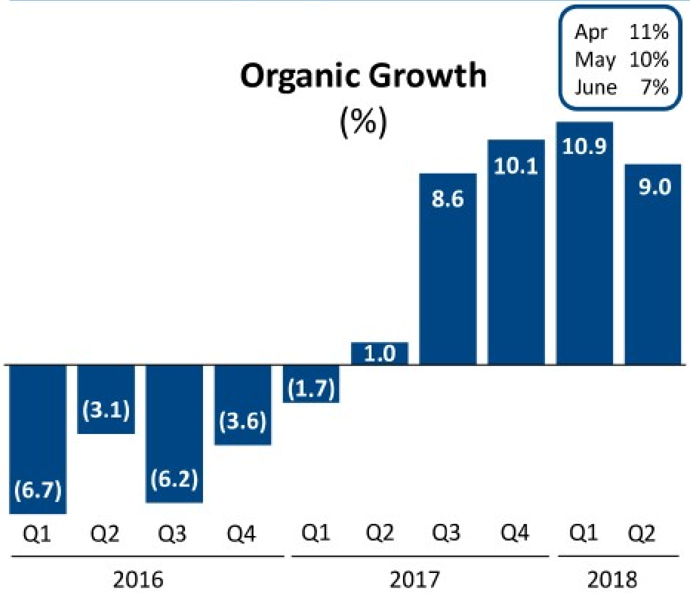
Q2 2018 Earnings

Webcast Presentation – August 2, 2018

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.

Q2 2018 Highlights



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.

- Continued strong results in the second quarter
  - Double digit operating profit and EPS growth versus prior year
- Continued positive business momentum and growth across all end markets and geographies
- Reported sales were up 10%, organic sales were up 9%:
  - Up 8% in the U.S.
  - Up 8% in Canada
  - Up 30% in International
- Q2 monthly organic sales up 9%, 10% and 11% on a 2 year stack basis
- Estimated pricing impact +2%
- July preliminary workday adjusted sales up mid single digits
- Q2 backlog at an all-time record level, up 2% sequentially and up 10% versus prior year
- Free cash flow at 70% of net income YTD

…double digit operating profit and EPS growth versus prior year

Industrial End Market

Organic Sales Growth versus Prior Year

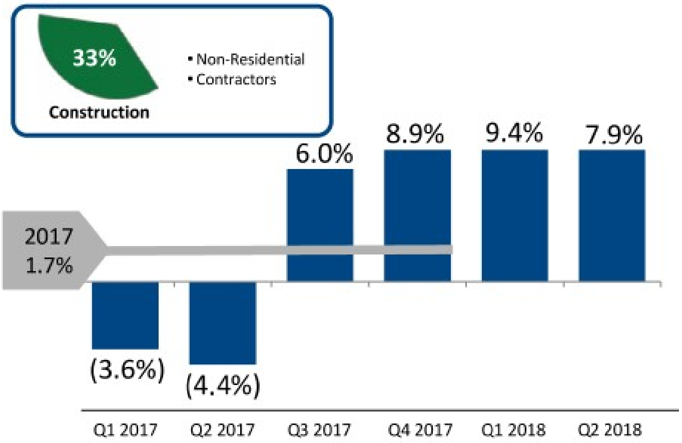
Note: See appendix for non-GAAP reconciliations.

- Q2 2018 Sales
  - Organic sales were up 6% versus prior year (up 5% in the U.S. and up 7% in Canada in local currency)
  - Up 1% sequentially
- Continued strong business momentum and positive future sentiment 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 food and beverage manufacturer in the U.S.

Construction End Market

Organic Sales Growth versus Prior Year



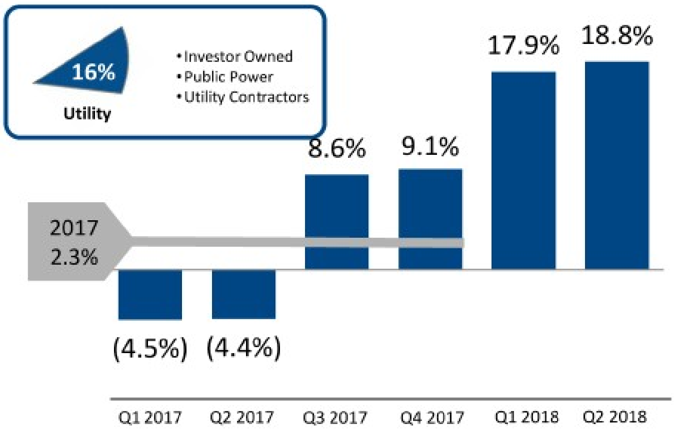
Note: See appendix for non-GAAP reconciliations.

- Q2 2018 Sales
  - Organic sales were up 8% versus prior year (up 8% in the U.S. and up 9% in Canada in local currency)
  - Up 8% sequentially
- Continued strong business momentum with construction/contractor customers
- Sales growth was broad-based across the U.S. and Canada
- Backlog up 10% versus prior year and is up 2% from Q1
- Expecting moderate growth and uptrend in non-residential construction market to continue

Awarded a contract to provide high voltage materials to a contractor for an upgrade to a wastewater treatment facility in the U.S.

Utility End Market

Organic Sales Growth versus Prior Year



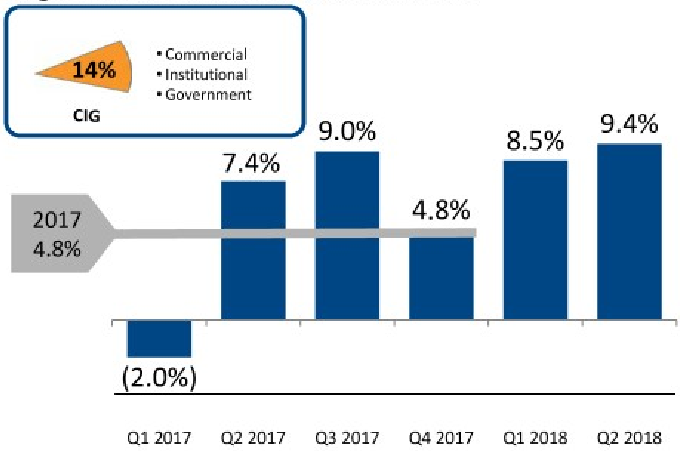
Note: See appendix for non-GAAP reconciliations.

- Q2 2018 Sales
  - Organic sales were up 19% versus prior year (up 22% in the U.S. and down 2% in Canada in local currency)
  - Up 7% 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 multi-year contract to provide material management logistic services for an existing IOU customer in support of an infrastructure improvement project.

CIG End Market

Organic Sales Growth versus Prior Year



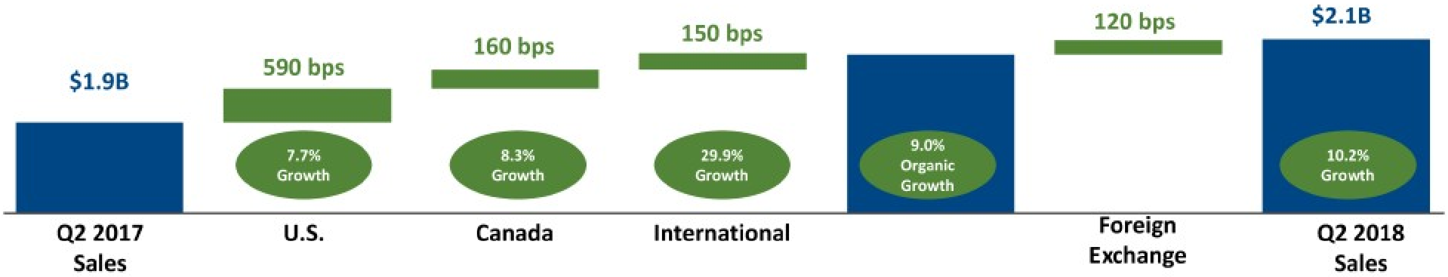
Note: See appendix for non-GAAP reconciliations.

- Q2 2018 Sales
  - Organic sales were up 9% versus prior year (flat in the U.S. and up 14% in Canada in local currency; balance of growth in International)
  - Up 15% sequentially
- Technical expertise and supply chain solutions driving positive momentum in datacenter, broadband, and cloud technology projects
- Continued strong momentum seen in LED lighting retrofits, FTTX deployments, broadband build outs, and cyber and physical security for critical infrastructure protection

Awarded a contract to provide outside plant materials in support of a fiber to the home network build out for an electric cooperative.

Q2 2018 Results

	Outlook	Actual	YOY
Sales	7% to 10%	$2.1B	Up 10.2%
Gross Margin		19.0%	Down 20 bps (1)
SG&A		$293M, 13.9%	Up 10%, improved 10 bps
Operating Profit		$91M	Up 10%
Operating Margin	4.2% to 4.5%	4.3%	Flat (2)
Effective Tax Rate	~21%	21.5%	Down 380 bps
EPS		$1.22	Up 20%



Note: See appendix for non-GAAP reconciliations.

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

(2) Operating profit was 4.5% excluding the impact of a bad debt charge related to a Canadian customer that ceased operations.

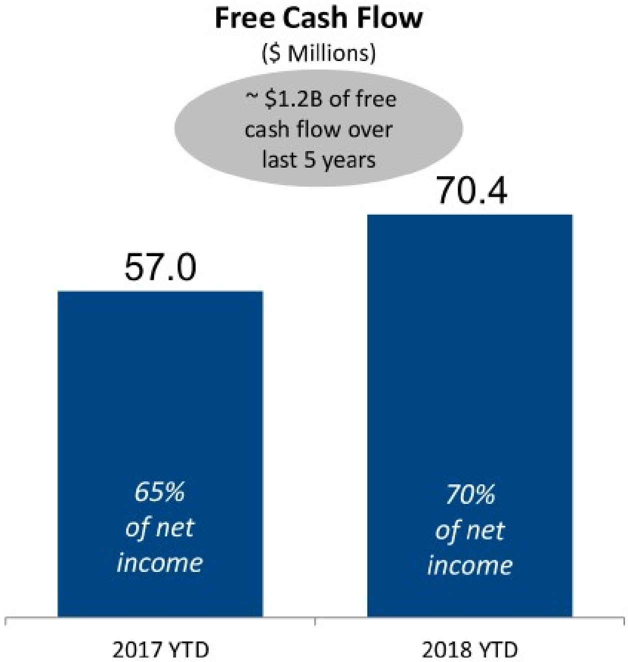
…margins stabilizing, positive operating profit pull through

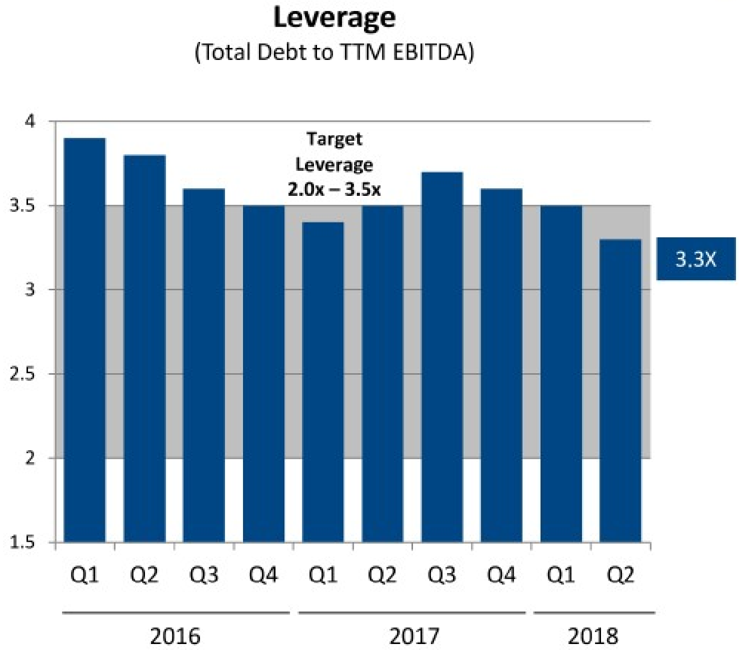
Diluted EPS Walk

	Q2
2017	**$1.02**
Core operations (Includes the planned restoration of variable compensation versus prior year)	**0.09**
Foreign exchange	**0.02**
Tax	**0.06**
Share count	**0.03**
2018	**$1.22**

…20% EPS growth versus prior year

Free Cash Flow & Leverage





Note: See appendix for non-GAAP reconciliations.

2018 Outlook

	Q3	FY (Current)	FY (Previous)
Sales	3% to 6%	6% to 9%	5% to 8%
Operating Margin	4.5% to 4.8%	4.2% to 4.5%	4.2% to 4.6%
Effective Tax Rate	~ 21%	21% to 23%	21% to 23%
Diluted EPS		\$4.60 to \$5.00	\$4.50 to \$5.00
Free Cash Flow		>90% of net income	>90% of net income

Notes: Excludes unannounced acquisitions.
Assumes a CAD/USD exchange rate of 0.76.
See appendix for non-GAAP reconciliations.

…raising sales and EPS outlook for 2018

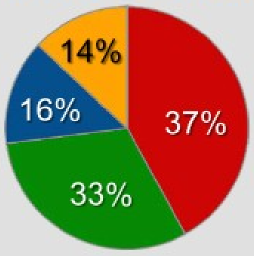
Appendix

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



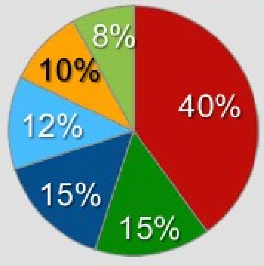
Industrial
Global Accounts | Integrated Supply
OEM | General Industrial

Construction
Non-Residential | Contractors

Utility
Investor Owned | Public Power
Utility Contractors

CIG
Commercial | Institutional | Government

Products & Services



General Supplies
Communications & Security
Wire, Cable & Conduit
Lighting & Sustainability
Electrical Distribution & Controls
Automation, Controls & Motors

Note: Markets & Customers and Products & Services percentages reported on a TTM consolidated basis.

Sales Growth

(%)

	2016					2017					2018	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
Change in Net Sales	**(2.2)**	**(0.3)**	**(3.6)**	**(3.7)**	**(2.4)**	**(0.2)**	**(0.1)**	**7.8**	**11.3**	**4.7**	**12.5**	**10.2**
Acquisition Impact	3.9	3.7	2.9	1.8	3.1	0.9				0.2		
Core	**(6.1)**	**(4.0)**	**(6.5)**	**(5.5)**	**(5.5)**	**(1.1)**	**(0.1)**	**7.8**	**11.3**	**4.5**	**12.5**	**10.2**
FX Impact	(2.6)	(0.9)	(0.3)	(0.3)	(1.0)	0.6	(1.1)	0.8	1.2	0.4	1.6	1.2
Workday Impact	3.2			(1.6)	0.4			(1.6)		(0.4)		
Organic	**(6.7)**	**(3.1)**	**(6.2)**	**(3.6)**	**(4.9)**	**(1.7)**	**1.0**	**8.6**	**10.1**	**4.5**	**10.9**	**9.0**

Note: Core sales growth excludes acquisitions during the first year of ownership.

Q2 2018 Organic Sales Growth by Geography

(%)

	U.S.	Canada	International	WESCO
Change in net sales (USD)	7.7	13.2	35.2	10.2
Impact from acquisitions	-	-	-	-
Impact from foreign exchange rates	-	4.9	5.3	1.2
Impact from number of workdays	-	-	-	-
Organic sales growth	7.7	8.3	29.9	9.0

Sales Growth-End Markets

($ Millions)

	Q2 2018 vs. Q2 2017			Q2 2018 vs. Q1 2018		
	Q2 2018	Q2 2017	% Growth	Q2 2018	Q1 2018	% Growth
Industrial Core	764	714	6.9%	764	762	0.2%
Construction Core	686	626	9.6%	686	640	7.2%
Utility Core	338	284	19.3%	338	317	6.8%
CIG Core	324	293	10.4%	324	283	14.5%
Total Core Gross Sales	2,112	1,918	10.2%	2,112	2,002	5.5%
Total Gross Sales from Acquisitions	-	-		-	-	
Total Gross Sales	2,112	1,918	10.2%	2,112	2,002	5.5%
Gross Sales Reductions/Discounts	(8)	(8)		(8)	(8)	
Total Net Sales	2,104	1,910	10.2%	2,104	1,994	5.5%

Note: The prior period end market amounts noted above may contain reclassifications to conform to current period presentation.

Q2 2018 Organic Sales by End Market

(%)

	Industrial	Construction	Utility	CIG	WESCO
Core Sales Growth	6.9	9.6	19.3	10.4	10.2
FX Impact	1.1	1.7	0.5	1.0	1.2
Workday Impact	-	-	-	-	-
Organic Growth	5.8	7.9	18.8	9.4	9.0

Gross Margin

($ Millions)

	Three Months Ended	
	June 30, 2018	June 30, 2017
Net sales	$2,104	$1,910
Cost of goods sold (excluding depreciation and amortization)	1,704	1,544
Gross profit	$400	$366
Gross margin	19.0%	19.2%

Note: 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.

Capital Structure

($ Millions)

	Outstanding at December 31, 2017	Outstanding at June 30, 2018	Debt Maturity Schedule
AR Revolver (V)	380	395	2020
Inventory Revolver (V)	12	3	2020
2019 Term Loans (V)	85	25	2019
2021 Senior Notes (F)	500	500	2021
2024 Senior Notes (F)	350	350	2024
Other (V)	36	38	N/A
Total Debt	**1,363**	**1,310**	

Key Financial Metrics	YE 2017	Q2 2018
Cash	118	111
Capital Expenditures	22	9
Free Cash Flow [1]	128	25
Liquidity [2]	794	772

(V) Variable Rate Debt

(F) Fixed Rate Debt

[1] Cash flow provided by operations less capital expenditures.

[2] Total availability under asset-backed credit facilities plus cash in investment accounts.

Financial Leverage

($ Millions)

		Twelve Months Ended June 30, 2018
Income from operations [1]	$	334
Depreciation and amortization		64
EBITDA	$	398
		June 30, 2018
Short-term borrowings and current debt	$	37
Long-term debt		1,262
Debt discount and debt issuance costs [2]		11
Total debt	$	1,310
Less: cash and cash equivalents	$	111
Total debt, net of cash	$	1,199
Financial leverage ratio		3.3X
Financial leverage ratio, net of cash		3.0X

(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 June 30, 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 June 30, 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.

Free Cash Flow Reconciliation

($ Millions)

	YTD 2017	YTD 2018
Cash flow provided by operations	66.8	86.8
Less: Capital expenditures	(9.8)	(16.4)
Free cash flow	57.0	70.4
Net income	87.4	100.6
Percentage of net income	65%	70%

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

	Q1	Q2	Q3	Q4	FY
2016	64	64	64	62	254
2017	64	64	63	62	253
2018	64	64	63	62	253