
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 AND EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): May 23, 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

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 May 23, 2018, the Chairman, President and Chief Executive Officer of WESCO International, Inc. (the "Company") will present to investors at the EPG Conference. 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.

WESCO International, Inc.

(Registrant)

May 23, 2018

(Date)

By: /s/ David S. Schulz

David S. Schulz

Senior Vice President and Chief Financial Officer



WESCO®

WESCO International

John Engel

Chairman, President, and Chief Executive Officer

EPG Conference – May 23, 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.



Capital Projects

Including new construction and retrofits, renovations, and upgrades



MRO



OEM

Founded
1922 in
Pittsburgh, PA

One of the world's largest distributors
of electrical, industrial, and
communications products and services

\$7.7 Billion in
Revenue

#370 of the
Fortune 500

9,100
employees

...providing world-class brands and industry-leading service capabilities



Combining our competitive differentiators...

- A broad product portfolio
- Technical expertise and a wide range of service offerings
- Blue-chip customer and supplier base
- A global footprint
- A culture of customer service excellence, cost control, and lean continuous improvement

...into customized supply chain solutions



...that result in:

- Long-term customer relationships and deep familiarity with their operations
 - Extending solutions to new customers within each end market
 - Gaining additional business with existing customers
- Better outcomes for our customers
 - Identifying opportunities
 - Selecting the best solution
 - Reducing their project and operating risks
 - Increasing their productivity and reducing their costs
 - Supporting their global operations
 - Simplifying their supply chains and outsourcing non-core activities

...driving deeper customer relationships than traditional distributors and e-commerce providers



2017 Sales: \$7.7B



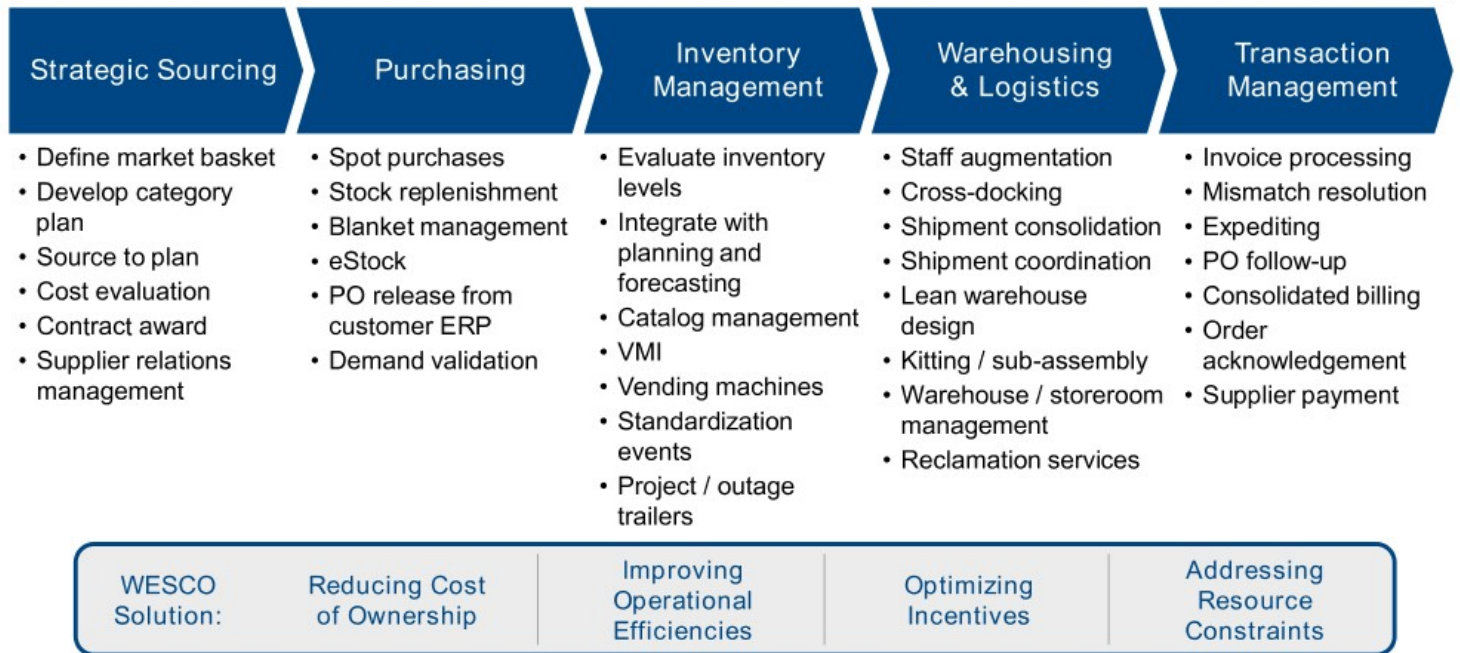
Our services and technical expertise drive the majority of our product sales

...value-added services drive customer loyalty and long-term relationships

Example of Services Provided to a Key Utility Customer

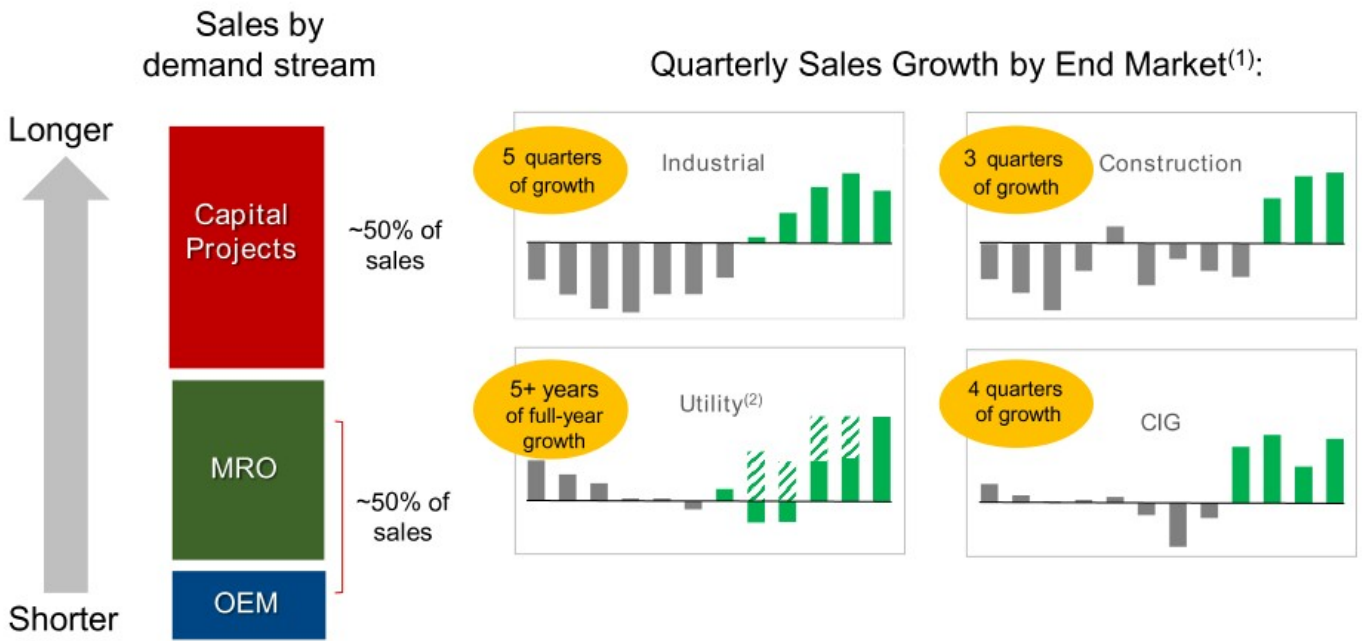


WESCO Integrated Supply Services



...using Lean processes to deliver value throughout the supply chain

Three Demand Streams, Four End Markets



...WESCO has a balanced exposure to shorter- and longer-cycle demand streams

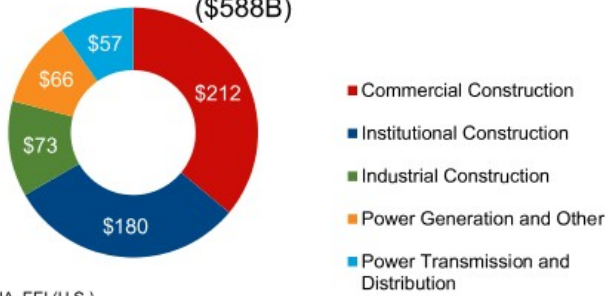
⁽¹⁾Workday-adjusted organic sales growth for the last 12 quarters.

⁽²⁾Dashed bars reflect the impact of a contract that WESCO elected not to renew at the end of 2016.

North America - Large and Growing Market for Capital Projects

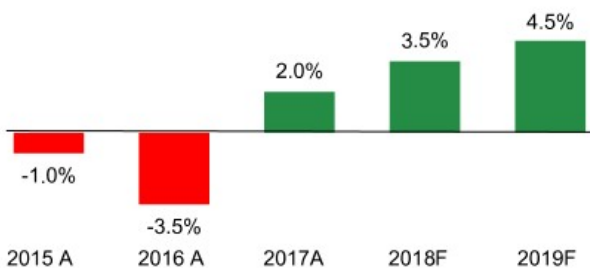


2017 Capital Expenditures
Non-Residential and Investor-Owned Utility
(\$588B)



Sources: AIA, EEI (U.S.),
CanaData Forecaster (Canada)

Non-Residential Construction Market Growth



Source: NEMA

Favorable Conditions for Growth:

- Industrial recovery is only five quarters old, with multiple sources of support:
 - U.S. tax reform
 - Continued economic growth and potential re-shoring of manufacturing activities
 - Public/private infrastructure investment
- Mining, oil & gas growing after several years of decline
- Productivity and reliability
 - Aging manufacturing and utility infrastructure
 - Skilled labor shortages
 - Canadian capacity utilization >85%
- Energy efficiency and other 'green' initiatives

...conditions are favorable for increased capital spending and project growth

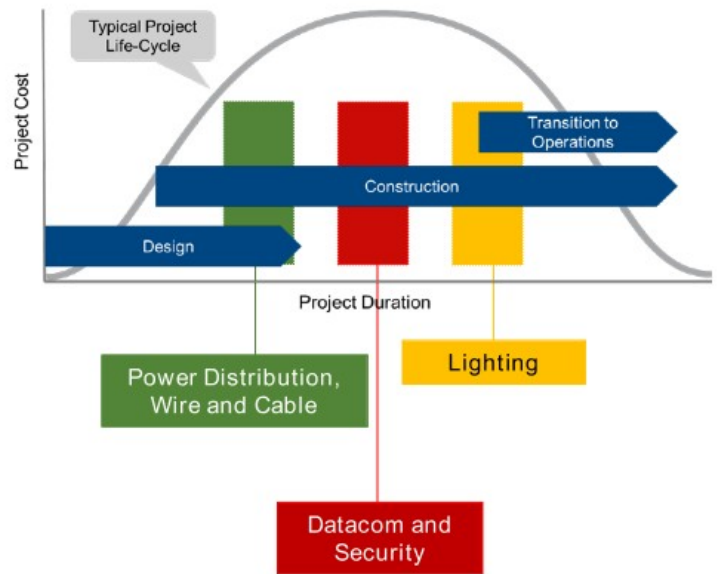


Characteristics of Capital Projects

- Higher return on assets
- Lower inventory
- Reduced handling and distribution cost
- In-line operating margins

WESCO Advantages

- Our portfolio spans all phases of construction and transitions to operations
- Specified solutions provide us the opportunity to leverage supplier and customer relationships



...supporting continued growth and operating margin expansion



First Quarter

- Double-digit sales, operating profit and EPS growth versus prior year
- Continued positive business momentum and growth across all end markets and geographies
- Q1 backlog at an all-time high level
- EBIT margin down 10 bps vs prior year, reflecting planned variable compensation re-set
- Free cash flow of 105% of net income

Second Quarter YTD

(through May 18)

- April sales up low-double-digits
- April backlog at a new all-time high level
- May sales to date up low-double-digits

Please see our Q1 2018 earnings presentation for non-GAAP reconciliations.

...reaffirming the increased 2018 outlook provided on April 26th



Annual Expectations over the Long-Term

Sales

- Market growth
- 1% to 2% from market outperformance
- 1% to 3% from acquisitions

EPS

- ~50% operating profit pull-through on organic growth
 - gross margin improvement
 - operating cost leverage
- Double-digit growth

Free Cash Flow

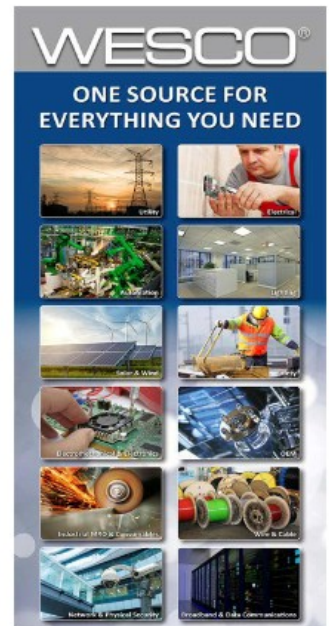
- Greater than 90% of net income

...managing the business for strong EPS growth and cash generation

Invest in WESCO



- Industry leader with deep domain expertise in electrical, industrial, construction, and utility
- Proven business model and well positioned in large, fragmented markets
- Blue-chip customer and supplier base
- Proven acquirer and integrator in a consolidating industry
- Extensive global supply chain capability
- Operational excellence culture founded on lean principles
- Operating margin expansion results and future potential
- Strong free cash flow generation through economic cycle



...strong company with proven and effective supply chain solutions



WESCO
INTERNATIONAL

