
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): August 7, 2012

WESCO International, Inc.
(Exact name of registrant as specified in its charter)

Commission file number **001-14989**

Delaware
(State or other jurisdiction of incorporation or organization)

225 West Station Square Drive
Suite 700
Pittsburgh, Pennsylvania 15219
(Address of principal executive offices)

25-1723342
(IRS Employer Identification No.)

(412) 454-2200
(Registrant's telephone number, including area code)

N/A
(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))
-

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 August 7, 2012 members of senior management of WESCO International, Inc. (the “Company”) will deliver a presentation at the 2012 WESCO Investor Day. The presentation will include written communication comprised of slides and will be accessible on the Company's website via webcast. The slides from the presentation are attached hereto as Exhibit 99.1 and are being furnished in accordance with Regulation FD of the Securities and Exchange Commission.

Item 9.01. Financial Statements and Exhibits.

(d) Exhibits

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.

August 7, 2012
(Date)

WESCO INTERNATIONAL, INC.

/s/ Kenneth S. Parks

Kenneth S. Parks

Vice President and Chief Financial Officer



2012 WESCO INVESTOR

*DRIVING GROWTH
CREATING VALUE*



DRIVING GROWTH > CREATING VALUE

WESCO Investor Day 2012

Tuesday, August 7, 2012

Registration

1:00 pm	Introduction <i>Dan Brailer, Vice President, Investor Relations and Corporate Affairs</i>	
1:05 pm	Welcome and WESCO Overview <i>John J. Engel, Chairman, President, and Chief Executive Officer</i>	Tab 1
1:35 pm	Sales, Margin, and Operations <i>Steve Van Oss, Senior Vice President and Chief Operating Officer</i>	Tab 2
2:05 pm	Canada <i>Harald Henze, Group Vice President and General Manager</i>	Tab 3
2:25 pm	Utility <i>Andy Bergdoll, Group Vice President and General Manager</i>	Tab 4
<hr/>		
2:45 pm	<i>Break</i>	
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3:00 pm	Communications and Security <i>David Bemoras, Group Vice President and General Manager</i>	Tab 5
3:20 pm	Global Accounts <i>Kevin Kerby, Vice President</i>	Tab 6
3:40 pm	Integrated Supply <i>Paul Jeffries, Group Vice President and General Manager</i>	Tab 7
4:00 pm	Financial Results and Expectations <i>Ken Parks, Vice President and Chief Financial Officer</i>	Tab 8
4:30 pm	Q&A and Closing Remarks <i>John J. Engel, Chairman, President, and Chief Executive Officer</i>	Tab 9
	Appendix	Tab 10
<hr/>		
5:00 pm	<i>Cocktail Reception</i>	
6:15 pm	<i>Dinner</i>	

WESCO Investor Day Presenters



John Engel
Chairman, President, and
Chief Executive Officer

Mr. Engel was appointed President and Chief Executive Officer on September 1, 2009, and assumed the Chairman of the Board responsibilities in May 2011. Prior to this appointment, Mr. Engel served as WESCO's Chief Operating Officer, beginning in July 2004. Before joining WESCO, Mr. Engel held significant general management, operations, and engineering roles with General Electric, Allied Signal, Perkin Elmer, and Gateway. Mr. Engel holds a BS in Mechanical Engineering from Villanova University and an MBA from the University of Rochester.



Stephen Van Oss
Senior Vice President and
Chief Operating Officer

Mr. Van Oss was appointed Senior Vice President and Chief Operating Officer on September 1, 2009. He is responsible for overseeing branch-based distribution operations and related headquarters and field support functions. Since joining WESCO in 1997, he has served as Director of Acquisitions Management, Director of Information Systems, and Senior Vice President and Chief Financial and Administrative Officer. Prior to joining WESCO, Mr. Van Oss had public accounting, finance, and general management experience working for Reliance Electric. Mr. Van Oss holds a BS in Accounting from Wright State University and an MS in Marketing and Finance from Cleveland State University.



Ken Parks
Vice President and Chief Financial Officer

Mr. Parks was appointed Chief Financial Officer in June 2012 and has responsibility for all aspects of the company's finance function. Mr. Parks comes to WESCO from United Technologies Corporation where most recently he served as Vice President and Chief Financial Officer for the Fire and Security division. Prior to that, he held positions in accounting, financial planning, and investor relations for United Technologies. Mr. Parks is a Certified Public Accountant and began his career with Coopers & Lybrand. He holds a BS from the University of Tulsa.



Daniel Brailer
Vice President, Investor Relations and
Corporate Affairs

Mr. Brailer joined WESCO in 1999 and has had a significant role in the enhancement of WESCO's capital structure and in building a robust investor relations program. Currently, he is responsible for Investor Relations and Corporate Affairs, which includes Corporate Communications and Community Relations. Previously, Mr. Brailer served as Treasurer from 1999 to 2012, and as Corporate Secretary from 1999 to 2004. In addition, he has had responsibility for Legal Affairs and other corporate governance functions. Mr. Brailer holds both a BS and an MBA in Marketing and Management from West Virginia University.



David Bemoras
Group Vice President and General Manager

Mr. Bemoras joined WESCO with the acquisition of Communications Supply Corporation (CSC) in 2006. He is responsible for WESCO's communications and security business and the midwest region of industrial/construction operations in the U.S. He was the owner of a Chicago-based data communications distribution business that was acquired by CSC in 1997. Mr. Bemoras served as Vice President of Sales and Marketing for CSC from 1997 until two years after WESCO's acquisition of CSC in 2006. Mr. Bemoras holds a BS in Marketing from Arizona State University.



Andy Bergdoll
Group Vice President and General Manager

Mr. Bergdoll has served as the Group Vice President of Utility since 2007. He joined WESCO as part of the Communications Supply Corporation (CSC) acquisition where he was President of the Liberty Wire and Cable business. His prior experience includes significant management and leadership roles at Siemens, Booz Allen & Hamilton, and General Electric. Mr. Bergdoll holds a BS in Mechanical Engineering from Lehigh University and an MBA from Carnegie Mellon University.



Harald Henze
Group Vice President and General Manager

Mr. Henze has worked in a variety of positions across Canada with WESCO since 1972. Mr. Henze left WESCO in 2001 to lead a North American security distributor, and rejoined WESCO to lead the Canadian operations in 2005. Mr. Henze was promoted to Group Vice President in 2010 and manages all WESCO operations in Canada, including the recent acquisitions of Brews Supply and Trydor Industries. Mr. Henze has been active in the electrical industry in Canada: he is past Chair of Electro-Federation Canada and he remains on the Board of Directors as a Senator.



Paul Jeffries
Group Vice President and General Manager

Mr. Jeffries joined WESCO in 2006, and has held leadership positions at the branch, district, and region levels prior to assuming responsibility for the WESCO Integrated Supply business in 2011. Before joining WESCO, Mr. Jeffries began his distribution supply career in 1990 as the owner of an automation products distributor. Following the sale of his company to Rexel, Inc. in 2000, he joined Rexel and held a number of leadership roles. Mr. Jeffries holds a BS in Electrical Engineering from Auburn University, a BS in Engineering Sciences from the Air Force Academy, and an MBA from the Air Force Institute of Technology.



Kevin Kerby
Vice President

Mr. Kerby joined WESCO in 2006 and is responsible for sales and service for our Global Account customers. Prior to joining WESCO, Mr. Kerby held senior sales and general management positions with Ariba. Previously, he was the controller for Federated Investors and was an officer in the U.S. Air Force. Mr. Kerby holds a BS in Mathematics from the University of Notre Dame and an MBA from the University of Dayton.

WESCO®

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DRIVING GROWTH > CREATING VALUE



Welcome and WESCO Overview

John J. Engel
Chairman, President, and Chief Executive Officer





Safe Harbor Statement

Note: 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, debt level, changes in general economic conditions, fluctuations in interest rates, increases in raw materials and labor costs, levels of competition and other factors described in detail in Form 10-K for WESCO International, Inc. for the year ended December 31, 2011 and any subsequent filings with the Securities & Exchange Commission. Any numerical or other representations in this presentation do not represent guidance by management and should not be construed as such. The following presentation may also include a discussion of certain non-GAAP financial measures. Information required by Regulation G with respect to such non-GAAP financial measures can be obtained via WESCO’s website, www.wesco.com.



WESCO Investor Day 2012 Agenda

- **WESCO Overview**
 - Strategic plan and progress
 - Business priorities
 - Value creation opportunity
- **Sales, Margin and Operations**
 - Growth engines
 - Acquisition integration
 - Investment priorities
 - Margin expansion
 - LEAN for Sales and Operations
- **Growth Engines**
 - Canada
 - Utility
 - Communications & Security
 - Global Accounts & Integrated Supply
- **Financials**
 - Financial objectives and results
 - Cash generation and usage
 - Outlook
- **Q&A and Closing Remarks**



WESCO Profile



- Fortune 500 Company (NYSE: WCC)
 - Headquartered in Pittsburgh, PA
 - Approximately 7,500 employees
 - Approximately 400 locations in 14 countries
- A leading provider of electrical, industrial, and communications MRO and OEM products, construction materials and advanced supply chain management and logistics services
 - Serving over 65,000 customers
 - Partnering with 18,000 suppliers
 - Over 1 million different products shipped annually
- International operations and global sourcing capabilities

Vision

Global Leader of Supply Chain Solutions that consistently delivers Superior Customer Value and Shareholder Returns

Known for the best customer service and the best people

Customer Value Proposition

Providing customers the products and supply chain services they need for

- MRO
- OEM
- Capital Projects

...an industry leader



WESCO International Locations



\$330M estimated annual sales outside U.S. and Canada

- WESCO's commercial presence outside the U.S. and Canada includes
- Angola
 - Australia
 - Brazil
 - China
 - Czech Republic
 - England
 - Mexico
 - Poland
 - Saudi Arabia
 - Scotland
 - Singapore
 - Spain
 - United Arab Emirates

...support expanding with customers around the world



WESCO Growth Strategy



Growth strategy launched in 2009

- Established eight growth engines and six operational excellence initiatives
- Initiated One WESCO
- Increased investments
- Provided greater transparency
- Developed leaders and organization
- Focused execution

2010, 2011 and first half 2012 results

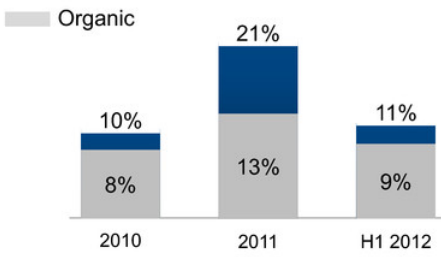
- Positive business momentum
- Gaining share
- Investments delivering results
- Expanding global capabilities
- Seven acquisitions closed through July 2012
- Strong earnings growth
- Shareholder value creation

...playing offense, and the execution is producing strong results

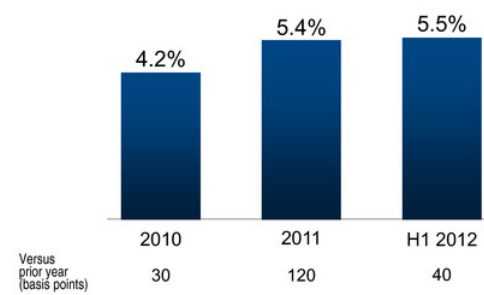


WESCO Results

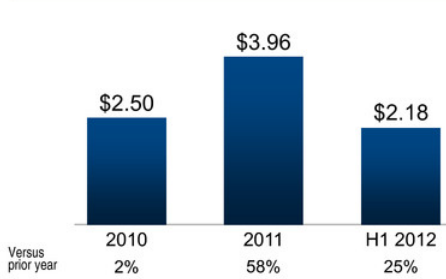
Sales vs. Prior Year



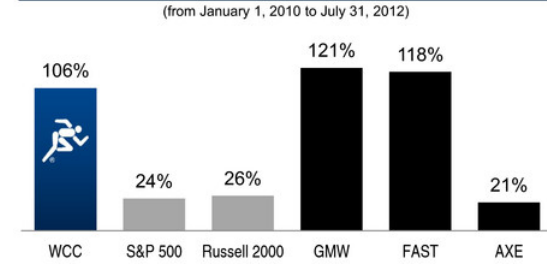
Operating Margin (EBIT%)



EPS



Total Shareholder Return



...focused on shareholder value creation

ID12: Engel Overview

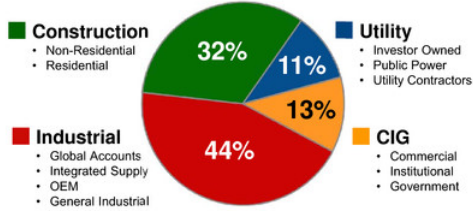


WESCO Portfolio

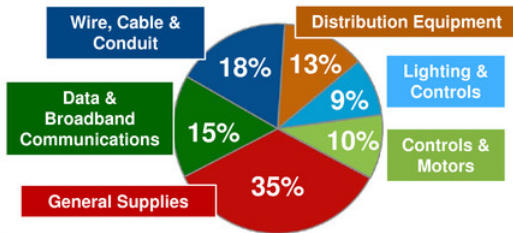
Portfolio strengthened through organic growth and M&A...

Six Months Ended June 30, 2012

Markets & Customers



Products & Services



Portfolio Evolution

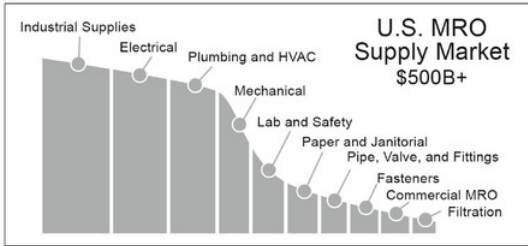
- Execution of growth engines shifting mix to higher growth end markets and greater business cycle balance
- Organic investment in higher growth geographic regions
- Acquisitions broadening products and services outside of electrical
- One WESCO focused on selling complete portfolio of products and services to each and every customer

...diversifying markets, customer base, product lines, and suppliers



Market Opportunity

Large, Fragmented Market



- Thousands of electrical and industrial product manufacturers
- Over 10,000 electrical and industrial distributors
- Top five distributors have approximately 30% share of electrical distribution industry in North America
- Over 75% of electrical products get to market through distribution
- Continuing industry consolidation

Value of Distribution



Market Trends Benefit WESCO

- Increased scale
- Outsourcing
- Global sourcing
- Supply chain integrity
- Growing interdependence
- Financial strength and liquidity

...large, fragmented market with trends favorable to WESCO



Growth Engines

BUSINESS MODELS

1



Global Accounts & Integrated Supply

Global Accounts

Provides comprehensive supply chain solutions to Fortune 1000 and other multi-site companies for their MRO, OEM, and capital expenditure needs

Integrated Supply

Provides turnkey outsourcing solutions for MRO and OEM procurement and other supply chain needs

END MARKETS

2



Construction

3



Government

4



Utility

5



International

PRODUCT CATEGORIES

6



Communications & Security

7



Lighting & Sustainability

8



M&A Agenda

...support our profitable growth objectives



Operational Excellence Initiatives

1		Marketing Leadership	<ul style="list-style-type: none"> • Demand creation programs • Brand management • Dedicated specialists
2		Sales Management	<ul style="list-style-type: none"> • LEAN initiative for sales • Sales, territory and account management • Sales training and solution selling
3		Sourcing Effectiveness	<ul style="list-style-type: none"> • Category management • Volume leveraging • Inventory optimization
4		Pricing Effectiveness	<ul style="list-style-type: none"> • Price increase processes • Special pricing and rebate management • Margin Kaizen events
5		Service Excellence	<ul style="list-style-type: none"> • Voice of customer • KPI deployment and goal setting • e-Business
6		Talent Management	<ul style="list-style-type: none"> • Talent management process and programs • WESCO University • High performance culture

...LEAN is our foundation for operational excellence

One WESCO Product and Services Portfolio



- Automation and Control
- Broadband Communications
- Data Communications
- Electrical
- Electromechanical
- Electronics
- Industrial MRO and Consumables
- LEAN and Supply Chain Management Services
- Lighting
- Network and Physical Security
- OEM
- Solar
- Utility
- Wind
- Wire and Cable



...comprehensive supply chain solutions for our customers



One WESCO

Value Proposition

- **Customers:** full range of WESCO products, services, and solutions for their supply chain needs
- **Suppliers:** increased sales through partnering with WESCO
- **Employees:** increased employee engagement and customer satisfaction

Why One WESCO

- Improves competitiveness
- Extends leadership position
- Enables superior customer offering
- Strengthens supplier relationships
- Expands employee opportunities
- Improves shareholder returns

One WESCO Progress



1. One WESCO “branding”
2. Sales rep, product specialist, and local branch collaboration for key customers
3. Combined operations in select geographies
4. Specialized training conducted via WESCO University
5. Extension of core capabilities across branch network (lead generation and qualification, global accounts, and integrated supply)
6. Incentive and commission plan adjustments to promote teamwork

**All translating into
One WESCO customer wins**

...integrating our multi-company heritage into one operating company



WESCO's LEAN Journey

The WESCO LEAN Mission

Pull system for continuous improvement to drive business results by engaging employees at all levels to be customer focused, process minded, relentless in waste reduction, and empowered to lead positive change.



WESCO LEAN Journey – The first decade

- Centralized LEAN team with additional field resources
- 6,000+ Kaizen events
- Enterprise-wide application and results
 - Focus on sales, operations and transactional processes
 - Industry-leading value creation program for customers
- LEAN leadership, culture and certification programs
- A distinct, competitive differentiator

Customer Focus



Solution Categories

- | | |
|--------------------------|---------------------------|
| Construction | Production Support |
| Communications | Safety and Security |
| e-Business | Supply Chain Optimization |
| Energy | Training |
| Engineering Services | Working Capital |
| Green and Sustainability | |

...building a continuous improvement culture founded on LEAN



LEAN Evolution

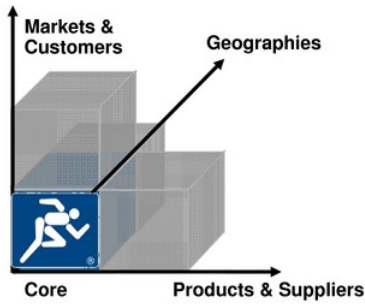


***Creating a LEAN Enterprise is an ongoing journey:
LEAN transformation from “Doing LEAN” to “Being LEAN”***



WESCO's Acquisition Strategy

Growth Framework



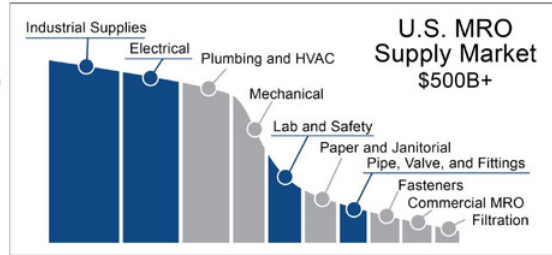
Acquisition strategy is focused on:

1. Adding products and services
2. Targeting core and new markets
3. Strengthening geographic position
4. Improving overall financial metrics

Current Acquisition Environment

- Highly fragmented industry
- Many profitable niches
- Primarily privately owned
- Generational change underway

Acquisition Targets



● PRIMARY TARGETS Source: Modern Distribution Management, 2010

We are building on our track record of 14 acquisitions which added approximately \$1.6B in annual revenues from 2005 through 2012

...adds capabilities, revenues, and profits



Business Priorities and Financial Objectives

Business Priorities

1. Take share
2. Expand margins
3. Strengthen portfolio
4. Build high performance culture

Long Term Financial Objectives

- Grow faster than the market and strengthen business through acquisitions
- Maintain industry leading cost structure
- Expand operating profit and margins
- Generate strong operating cash flow through the cycle
- Provide superior investor returns

Opportunity for Significant Value Creation

TODAY	→	TOMORROW
Market-Focused Branches	→	One WESCO
National Accounts	→	Global Accounts
LEAN and Integrated Supply	→	Complete Supply Chain
North American Centric	→	Global

Fortune 500 company with market leadership positions, a balanced portfolio of businesses, and an operational excellence culture

...focused on shareholder value creation



WESCO Evolution

	Current	→	Vision
Customers and Markets <ul style="list-style-type: none"> • End Markets • Industry Leadership • Geographic Footprint • Customer Satisfaction 	"Expanding Blue Chip Customer Base" Industrial, Construction, Utility, CIG North America North American base with Int'l expansion Improving		"Supply Chain Solutions Company" Vertical market expansion Undisputed #1 market positions Improved global mix Customer loyalty
Product and Service Portfolio <ul style="list-style-type: none"> • Product and Service Categories • Supplier Relationships 	Electrical plus industrial, some services Strong partnerships		New product and service categories Supply chain "partner of choice"
LEAN: Continuous Improvement	Maturing and expanding		Self-initiated in all locations and groups
Talent and Culture	Strong and deep team Extra-effort employees		Industry leader and "employer of choice" One WESCO team
Marketing, Sales & Service	Competitive advantage		Competitive differentiator
IT and e-Business	Significantly enhanced		Competitive differentiator
Acquisitions	7 acquisitions since June 2010		Faster pace and larger sizes
Value Creation <ul style="list-style-type: none"> • Sales • EBIT % • Free Cash Flow • EPS • Cost Structure • Capital Structure 	<u>1st Half 2012</u> \$3.3B 5.5% 92% of net income \$2.18 Low cost leadership 1.9x leverage		Stretch goal: double-digit sales growth Back to 6%, then to 8.0% >80% net income through economic cycle Commensurate with net income growth Maintain low cost leadership 2.0 to 3.5x leverage

...strong company, excellent value creation opportunity



WESCO Strategic Plan – Key Initiatives

Growth Engines

Global Accounts & Integrated Supply

Utility

Lighting & Sustainability

Communications & Security

Construction

International

Government

Mergers & Acquisitions

To be reviewed in 2012 Investor Day

Operational Excellence Initiatives

Marketing Leadership

Pricing Effectiveness

Sales Management

Sourcing Effectiveness

Service Excellence

Talent Management

DRIVING GROWTH > CREATING VALUE



Sales, Margin, and Operations

Steve Van Oss
Senior Vice President and Chief Operating Officer





Operating Priorities

Sales Growth

- Organic
 - Execution of growth engines
 - Capacity and capability expansion
- Acquisitions
 - Product and service expansion
 - Geographic strengthening

Gross Margin Expansion

- Pricing initiatives
- Sourcing and purchasing initiatives
- Acquisitions

Operations

- LEAN applications
 - Sales management
 - Supply chain
 - Warehouse
 - Distribution centers
 - Transportation
 - Customer service
- Working capital improvement

...focus on above market profitable sales growth



Growth Engines – Global Accounts & Integrated Supply



WESCO Opportunities

- Global expansion
- Supply chain management for Fortune 1000 and other multi-site companies
- Scope expansion with current customer (MRO + OEM + Capex)
- Customer focused LEAN applications

Strategic Priorities

- Fortune 1000 focus
- Application oriented value creation solutions
- One WESCO emphasis
- Expand with current customers
- Capture new customers in target verticals

Status

- Leadership position
- Serve majority of Fortune 500 customers
- \$2.2B+ opportunity pipeline
- Encompasses approximately 1/3 of WESCO's sales

...focus on above market sales growth

Growth Engines – Communications & Security



WESCO Opportunities

- \$20B global market opportunity
- Global expansion
- Broadband infrastructure expansion and in-building wireless
- Intelligent buildings
- Smart grid and outside plant

Strategic Priorities

- Leverage Global Accounts customer relationships
- Data centers (data plus electrical products)
- Address security and outside plant applications
- Expand geographic footprint

Status

- Favorable market trends in data centers, security and mobility over long term
- 1 of 2 globally enabled data communications and security distributors
- Initial success with One WESCO initiatives
- \$1B+ annual revenue run rate

...focus on above market sales growth



Growth Engines – Utility



WESCO Opportunities

- \$13B+ addressable market
- Customer trends of outsourcing and supplier consolidation coupled with utility investments in generation and T&D
- Supply chain management solutions for generation through transmission and distribution
- Smart grid

Strategic Priorities

- Expand scope of supply to Investor Owned Utilities and Public Power customers
- Comprehensive offerings for transmission, substation and alternative energy projects
- Integrated supply and supply chain management outsourcing for utilities

Status

- Favorable trends in utility power chain investments over long term
- Effectively serving public power, investor-owned utilities, and alternative energy markets
- Acquisitions of Brews Supply and Trydor Industries added utility products and services in Canada
- Returned to sales growth in 2011 and 2012

...focus on above market sales growth



Growth Engines – Construction



WESCO Opportunities

- Support emerging contractor needs
 - Outsourcing
 - Supplier consolidation
 - Remote project management
 - Supply chain re-engineering
- Deeper penetration with EPCs and Contractors (One WESCO)
- Retrofit/renovation/upgrade projects with current end user customers
- Global expansion and capital projects

Strategic Priorities

- Apply Global Accounts model to EPCs and contractors
- Capitalize on existing customer relationships to sell and service the complete WESCO portfolio
- Provide effective program management and supply chain services for entire project life cycle
- Support growth with new branch additions and distribution center expansion

Status

- Non-residential construction market is in bottoming process
- Solid backlog and pipeline of opportunities
- One WESCO solutions are providing a differentiated offering (i.e., electrical plus data communications)
- \$2B+ sales run rate

...focus on above market sales growth



Growth Engines – Government



WESCO Opportunities

- \$15B+ addressable market
- One WESCO solutions for MRO and capital projects (data communications plus electrical)
- U.S. Government funded international projects

Strategic Priorities

- One WESCO cross functional team focused on government customers and applications
- Capture remaining stimulus projects (energy efficiency and broadband deployments)
- Added resources focusing on federal, state, and municipal funded facilities and projects

Status

- Large fragmented government market (federal, state, local) still provides growth opportunities for WESCO
- \$0.5B+ run rate

...focus on above market sales growth



Growth Engines – Lighting & Sustainability



WESCO Opportunities

- \$19B addressable market
- Shift to solid state lighting technology provides both new construction and retrofit/renovation/upgrade opportunities
- Sustainability and energy efficiency is high priority customer requirement

Strategic Priorities

- Marketing initiatives centered on lighting and sustainability solutions
- Dedicated resources with lighting focused branches and areas of specialization
- LED technology shift

Status

- Increased sales and marketing resources
- Lighting solution centers opened in Boston and Chicago
- Sustainability, LED, and intelligent lighting systems technology are catalysts for future growth
- \$0.6B sales run rate

...focus on above market sales growth



Growth Engines – International



WESCO Opportunities

- Capitalize on increasing trends of urbanization, emerging market growth, and globalization
- Extensive investment in oil and gas, mining, and metals
- Support key customers in their global investment and expansion plans

Strategic Priorities

- Expand global footprint in conjunction with customer opportunities
- Leverage globally enabled product and service platforms (global accounts, capital projects, communications and security, and government)
- Invest and expand in Canada
- Selectively pursue in-country business development for attractive markets

Status

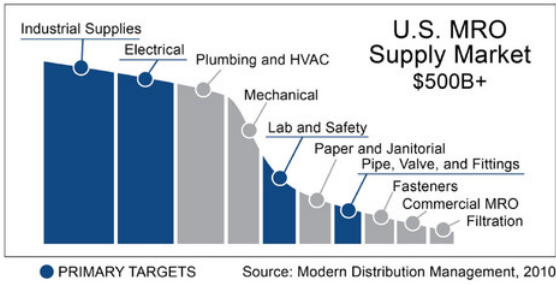
- Customers and suppliers seeking global distribution partners
- Increasing global account activity
- Record backlog
- Increased investment in inventory, facilities, and personnel in attractive international locations

...investing in key global markets



WESCO's Acquisition Program

Acquisition Targets



	Integration Status		
	In process	Substantially Complete	Complete
Potelcom			✓
RECO			✓
TVC Communications		✓	
Brews		✓	
RS Electronics		✓	
Trydor Industries	✓		
Conney Safety	✓		

Last 7 Acquisitions

\$Millions

By End Market	Value (\$Millions)
CIG	\$305
Industrial	\$175
Utility	\$65
Construction	\$35
Total	\$580

Primary product categories

- Broadband Communications
- Electrical and Electronics
- Safety and MRO



Acquisition Integration

Update on WESCO's last 4 acquisitions

RS Electronics

- \$60M distributor of electrical and electronic products
- Expands OEM applications for industrial customers

Integration Status and Results

- Combined with Carlton-Bates and AA Electric
- Back office and operational integration complete
- Financial results exceeding expectations

Strengthens OEM offering

Brews Supply and Trydor Industries

- Combination establishes utility platform in Canada
- Strengthens industrial offering in Canada

Integration Status and Results

- Combination of Brews and Trydor utility sales organizations in process
- Consolidation of Calgary facilities complete
- Financial results exceeding expectations

Adds Utility in Canada

Conney Safety

- \$85M premier distributor of MRO safety products
- Strengthens safety products and services and enhances e-commerce capabilities
- Provides a centralized model to support MRO sales to WESCO customer base

Integration Status and Results

- Strong support from customers and suppliers
- Initial priority placed on sales execution plans
- Back office integration activities underway

Expands Safety and MRO

...strengthens portfolio and One WESCO offering to customers



Marketing and Business Development



Marketing Leadership

Marketing Capabilities

1. Value Creation
2. Commercial Activation
3. Sales Force Effectiveness
4. New Technologies
5. Strategy and Innovation
6. Branding and Communication
7. Market Knowledge
8. Segmentation and Targeting

Demand Creation + Sales Execution

Strategic Priorities

- Demand creation and customer loyalty programs
- Brand management
- Dedicated marketing specialists
- Centralized lead generation and qualification team

Status

- Executing increasing number of direct marketing campaigns and themed trade shows
- Growing library of One WESCO Value Creation Solutions for customers in target verticals
- Adding resources to field marketing teams and lead qualification groups

...focus on demand creation and consistent customer growth



Sales Capability and Capacity Expansion

Investing in Sales

- 3,200+ sales and sales management personnel, an increase of 4% over the second quarter of last year
- Highly productive sales force
- Capacity expansion to support above market organic sales growth:
 - Productivity
 - Personnel additions
- College recruitment program
- Sales training and development
- Customer Relationship Management (CRM) software implementation

Adding Locations

New and Acquired

	2009	2010	2011	2012 YTD
Industrial / Construction / Utility	4	10	24	15
Data and Broadband Communications	7	36	5	4
Total	11	46	29	19

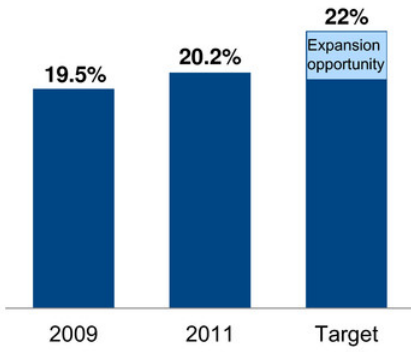
- Greenfield openings and acquired company locations strengthen our position
- Expansion is expected to continue
- Trydor and Conney Acquisitions completed in July 2012

...drives profitable growth



Gross Margin Expansion

Gross Margin



Expansion Drivers

- Pricing initiatives → 50 to 100 bpts
- Sourcing and purchasing initiatives → 50 to 100 bpts
- Acquisitions → ~10 bpts per year

...supporting operating margin expansion

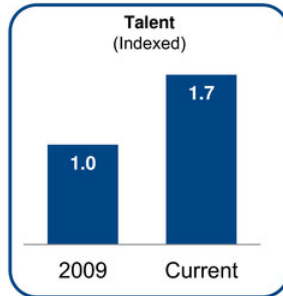


Pricing Initiatives

Priorities		
Pricing categorization and optimization	Price increase management	Customer rebate management
Robust tools and systems		
Investment in talent		

Key Initiatives

- Inside sales incentive program
- Customer class price points
- List pricing with specific discounting
- Special pricing arrangements
- Enhanced freight recovery
- Variable sales commission structure



...focused on gross margin expansion

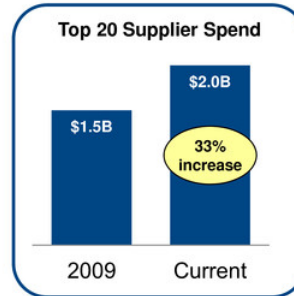
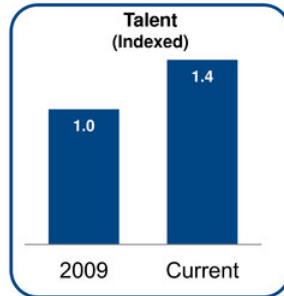


Sourcing and Purchasing Initiatives

Priorities			
Volume leveraging	Maximize utilization of Preferred Suppliers	Customer-specific supplier price negotiations	Comprehensive category management
Robust tools and systems			
Investment in talent			

Key Initiatives

- Regional procurement coordination
- Category management
- Special pricing arrangements
- Supplier rebate expansion
- Supplier rationalization
- Private label products



...focused on gross margin expansion



Acquisitions

		Gross Margin Accretive	Operating Margin Accretive
Potelcom	2010	✓	✓
TVC Communications	2010	✓	✓
RECO	2011	✓	✓
Brews	2011	✓	✓
RS Electronics	2012	✓	✓
Trydor Industries	2012	✓	✓
Conney Safety	2012	✓	✓

...support our gross margin expansion objectives



Operational Improvements

WESCO conducts approximately 20 Kaizen events weekly with a focus on value creation for our customers, internal transaction process improvements, and operational excellence.

LEAN Applications to Operations

Warehouse

- Continuous evolution since launch in 2003
- Focus on productivity, capacity, organization and customer service
- Hands-on application of LEAN tools
- Enterprise-wide focus via “teach and do” workshops
- Successful completion of over 500 warehouse Kaizen events



Transportation

- Focus on fleet efficiency, routing, demand balancing and service
- Systematic freight expense recovery
- Transportation synergies via branch network integration
- Enterprise-wide deployment



Customer Service

- One WESCO facilities (operational synergies)
- Distribution center and branch optimization
- Robust service metrics
 - Availability and fill rates
 - Voice of the Customer



...support sales growth and gross margin expansion



Summary

- Execution of our growth engines and increased investments in sales and marketing have resulted in profitable above market results
- Gross margin expansion initiatives are expected to translate to higher operating margins
- LEAN operational improvements support investments in new facilities while enabling strong operating profit pull through



DRIVING GROWTH > CREATING VALUE



Canada

Harald Henze
Group Vice President and General Manager





WESCO Canada



- *WESCO Canada is headquartered in Toronto.*
- *WESCO has been operating in Canada since 1922.*

WESCO Canada Business Profile

- \$900M annual sales in 2011, with a first half 2012 annualized sales run rate of approximately \$1B
- Approximately 1,100 employees
- Extensive footprint of more than 50 WESCO branches across Canada
- Broad product and service portfolio
- TVC acquisition in December 2010 strengthened communications products portfolio
- Brews Supply acquisition in October 2011 strengthened utility and industrial OEM
- Trydor Industries acquisition added products and services for utility

...strong business in an attractive market



WESCO Canada

Market Dynamics

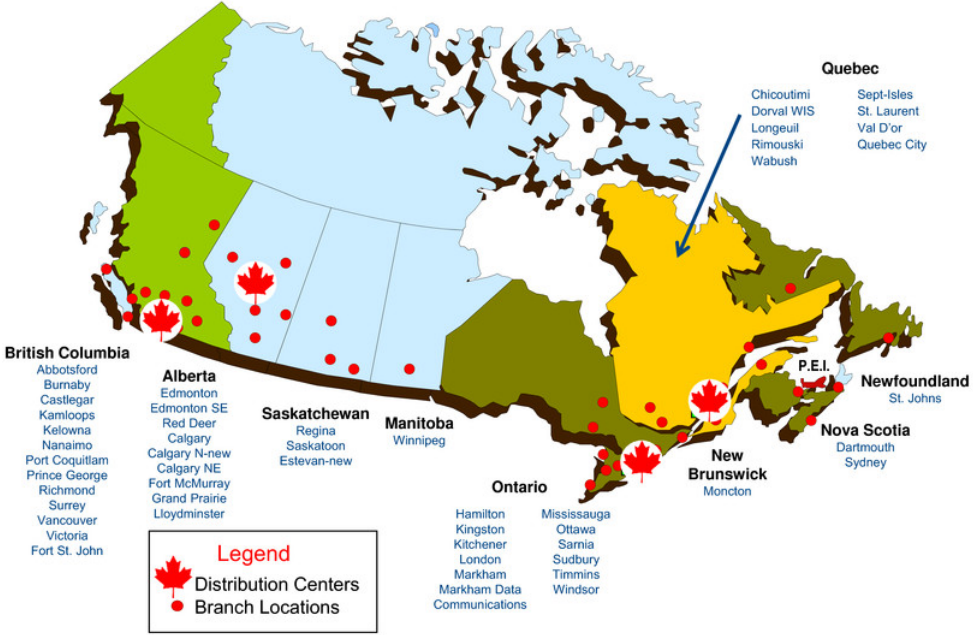
1. Canadian market is buoyed by natural resource sectors.
2. Long-term growth prospects for oil, gas, and mining are very attractive.
3. Construction is one of Canada's largest industries and is growing.
4. Utility is experiencing increased investment.
5. Green and sustainability initiatives are creating opportunities for new products and services.

WESCO Canada has shown strong organic sales growth over the last several years.

...attractive long-term growth prospects



Extensive Geographic Footprint



...includes a strong WESCO presence in all Canadian provinces



Investing for Growth

Investments

Organic

1. Edmonton Distribution Center opened in 2009, with significant expansion in 2012
2. Toronto Distribution Center opened in 2012 (WESCO's largest)
3. Additional branches planned in 2012

Acquisitions

1. TVC Communications (2010)
2. Brews Supply (2011)
3. Trydor Industries (2012)

Business Priorities

1. Continue organic investments (sales resources, new locations, distribution center expansion)
2. One WESCO in Canada
 - Accelerate Global Accounts and Integrated Supply
 - Expand TVC Communications
 - Expand Brews Supply
 - Integrate and expand Trydor Industries
3. Accelerate LEAN
4. Additional acquisitions

...and delivering strong results in Canada



Distribution Center Evolution

- Custom Warehouse Management System (WMS) directs and controls all transactions in real time
- “Paperless” processing via RF scanners, scanning and bar-code technology applications
- Automated weight auditing quality check
- Order sizes from single packages to truckloads
- Products from single fuses to 3,500 lb. master reels



Canadian Distribution Center Evolution

1987

Opened Montreal

1995

Opened Burnaby

2009

Opened Edmonton

2012

Opened Toronto

2012

Expanded Edmonton capacity

2013

Plan to open new Montreal facility

...supports continued business growth in Canada

ID12 Canada



Construction Cycle



Construction Cycle Time



1) Design

- Project formulation
- Architect / Engineer selection
- Final building plans

2) Bidding

- General Contractor selection
- Bids received, reviewed and submitted
- Scope of work compiled
- Take-offs conducted
- Construction contract awarded

3) Site Preparation

- Sub-contracts, material suppliers, equipment, services, and rentals procured
- Building permits, city approvals obtained
- Subcontractors and material suppliers consulted
- Schedule approved

4) Construction

- Subcontractors / distributors / suppliers execute according to the project schedule
- Distributors / suppliers provide products and value-added services
- Required equipment startup and tests documented
- Special inspections, building inspections, and test reports submitted to building, architect, and owner
- Keys, warranties, and maintenance manuals turned over to owner

Key Market Indicators



...WESCO adds value across entire construction cycle

ID12 Canada



Construction Success Stories

Property Management / Retail

Global Restaurant Chain

- \$5M+ lighting retrofit in 300 to 400 stores across Canada
- Requirements include product staging, ship complete packages, and coordination across multiple sites
- WESCO value-add includes distribution centers in every major geographic area, ship complete packages from one location per area, consistent packaging, and consolidated shipments to final site locations



Healthcare

Hospital Expansion

- \$20M construction project over 3 years
- Comprehensive construction project management required (procurement, staging, packaging, and delivery)
- Toronto distribution center supports warehouse fulfillment on large projects



...reflect early customer engagement and strong project management



Addressing Utility Power Chain in Canada

Brews Supply

- Founded in 1927 in Alberta
- Acquired by WESCO (October 2011)
- End markets: Industrial and electrical utility
- Key customers:
 - Oil and gas
 - Mining
 - Utilities
 - Industrial and construction companies
- Strong supplier relationships



Trydor Industries

- Founded in 1972
- Acquired by WESCO (July 2012)
- End markets: Electrical utility (Transmission, Substation, and Distribution)
- Key customers:
 - Utilities
 - Independent power producers
 - Utility contractors
- Full line distributor of high voltage products and services



...with Brews Supply and Trydor Industries as the foundation



One WESCO Success Stories in Canada

Global Specialized Chemicals

- Fortune 500 company with operations in 7 countries
- Purchase broad range of electrical products
- Expanding operations throughout North America
- WESCO revenues of more than \$25 million in Canada
- WESCO dedicated global accounts team coordinates system design services, product training, value creation events, and customer-specific inventory management



Global Diversified Industrial

- Fortune 500 company with operations in more than 25 countries
- WESCO revenues of more than \$30 million
- WESCO integrated supply personnel responsible for managing entire supply chain, including order processing, inventory management, parts inventory, and supplier quality for 8 customer locations in Canada
- Orders placed through WESCO's online e-crib solution
- WESCO provides total cost of ownership savings on an annual basis



...reflect successful global accounts and integrated supply implementation



Summary

- Long term growth prospects for oil, gas, and mining in Canada are very attractive.
- Investing for growth and delivering strong results in Canada.
- One WESCO provides additional opportunities for profitable sales growth with customers.



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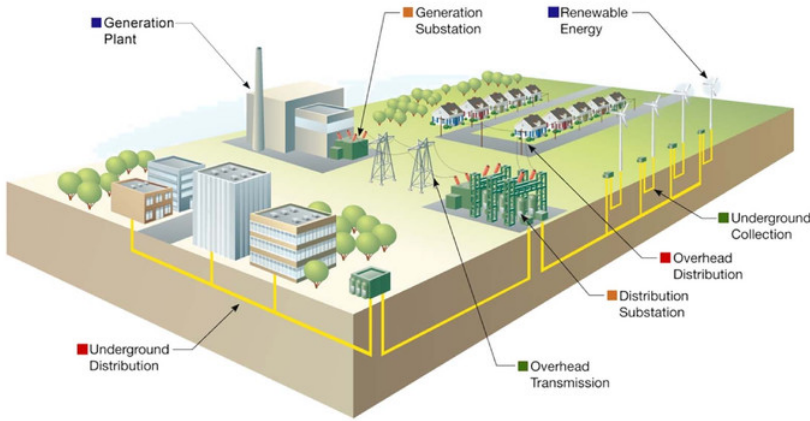
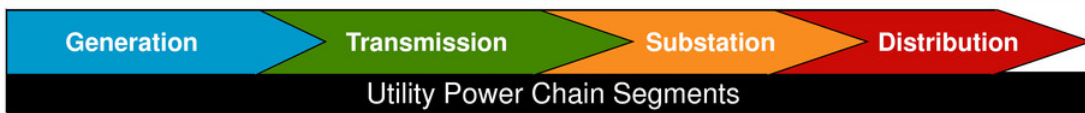
Utility

Andy Bergdoll
Group Vice President and General Manager





Utility Market Overview





Over \$110B annual spend in U.S. and Canada

12-15% is addressable by WESCO

...attractive growth prospect over long term



Utility Power Chain: Generation and Transmission



	Generation 	Transmission 
Overview	<ul style="list-style-type: none"> • Approximately \$50B annual spend in U.S. • Over 1.0M MW capacity ~700 major sites <ul style="list-style-type: none"> ✓ Coal / oil ~50% ✓ Gas ~25% ✓ Nuclear ~20% ✓ Renewables ~5% • Owned by IOUs (70%), non-utility entities, public power 	<ul style="list-style-type: none"> • Approximately \$25B annual spend in U.S. • National high voltage network – 365k miles • Complex system – 69kv to 765kv – nine independent system operators • Owned by IOUs (80%), transmission companies, public power, and government
Market Trends	<ul style="list-style-type: none"> • Competitive dispatch favoring gas generation • Coal plant environmental compliance driving coal plant investment and retirements • Loss of incentives impacting renewables • Weaker prospects for new nuclear construction 	<ul style="list-style-type: none"> • Projects driven by capacity constraints, reliability, and renewables integration • Right of way and cost allocation issues • \$72B major project pipeline
WESCO Position	<ul style="list-style-type: none"> • Plant level supply of core electrical products • Corporate level industrial and electrical MRO alliances • Outage support services, including nuclear • Construction project services 	<ul style="list-style-type: none"> • Hardware scope in IOU alliances • Major project bid support and material packaging for utility contractors • Project and logistics service provider
WESCO Opportunity	<ul style="list-style-type: none"> • Integrated supply programs for MRO materials • Materials supply for coal plant upgrade projects • Materials supply and project services for new gas plant, wind, and solar construction projects • Lean business process improvements for outages 	<ul style="list-style-type: none"> • Utility contractor national account program • Project materials management and logistics services expansion • Lean business process improvement for materials planning

Utility Power: Substation and Distribution



	Substation 	Distribution 
Overview	<ul style="list-style-type: none"> • Approximately \$5B annual spend in U.S. • Decentralized infrastructure <ul style="list-style-type: none"> ✓ 450K high voltage stations (transmission) ✓ 1M medium voltage stations (distribution) • Owned by IOU (85%) and public power 	<ul style="list-style-type: none"> • Approximately \$30B annual spend • Metered system – overhead and underground <ul style="list-style-type: none"> ✓ 120 IOUs (122M meters) ✓ 1,000 CoOps (18M meters) ✓ 2,000 Muni's (22M meters)
Market Trends	<ul style="list-style-type: none"> • Spend driven by aging infrastructure <ul style="list-style-type: none"> ✓ 70% power transformers >25 years ✓ 60% circuit breakers >25 years • Investment in reliability, efficiency, security, and automation projects (smart grid focus) 	<ul style="list-style-type: none"> • Spend driven by maintenance and storms; grid expansion spending remains low • Continued support for reliability and automation projects (smart grid focus) • Increase in demand for supply chain services
WESCO Position	<ul style="list-style-type: none"> • Hardware supply to utilities • Materials and packaging services for utility contractors • Manufacturer's rep to suppliers • One WESCO scope expansion including communications products and security products 	<ul style="list-style-type: none"> • Leading national distributor to public power • Leader in alliance and integrated supply programs • Core supplier partnerships across all categories • One WESCO service models, branch infrastructure, product category expertise
WESCO Opportunity	<ul style="list-style-type: none"> • Core product share growth • Project materials management and logistics services expansion • Product scope expansion driven by Smart Grid, automation and security projects 	<ul style="list-style-type: none"> • Core product share growth • Product and service scope expansion • Distribution automation project support • Supply chain services and integrated supply • Expansion into Gas distribution products

WESCO Utility Scope of Supply Expansion



Product Categories					
		Gen	Trans	Sub/Dist	
Core	1	T&D Components		✓	✓
	2	Wire/Cable/Conduit	✓		✓
	3	Equipment and Apparatus			✓
	4	Electrical MRO	✓		
Expansion	5	Communication and Security	✓		✓
	6	Outdoor Lighting			✓
	7	Industrial MRO and Tools	✓		✓
	8	Safety	✓	✓	✓
2nd Tier	9	Pipes, Valves, and Fittings	✓		✓*
	10	Power Transmission	✓		
	11	Welding Supplies	✓		
	12	Packing, Gaskets, Seals	✓		

*Gas Distribution

Service Categories				
		Gen	Trans	Sub/Dist
1	Sourcing and Category Mgmt.	✓		✓
2	Bill of Material Validation		✓	✓
3	Procurement and Expediting	✓	✓	✓
4	Inventory Management	✓	✓	✓
5	Transaction Automation	✓		✓
6	Warehouse and Site Ops	✓	✓	✓
7	Logistics	✓	✓	✓
8	Kitting Sub-Assembly		✓	✓
9	Outage Support Services	✓		
10	Second Tier Supplier Mgmt.	✓	✓	
11	Lean Programs	✓		✓
12	Sustainability Programs	✓		✓

Customer Value Proposition

- Product / Supplier access – National scale with local support
- Service commitment
- Category management cost savings

Customer Value Proposition

- Business process Improvement
- Cost savings
- Outsourcing

...focused on supporting our customers' outsourcing plans

Utility Integrated Supply Program



WESCO Service Offerings						
<ul style="list-style-type: none"> Strategic Sourcing Category Strategies Bid Management TCO Evaluation Product Standardization and Rationalization Contract Management Market Price Indexing 	<ul style="list-style-type: none"> Integrated Demand Planning Inventory Optimization Network Optimization VMI Programs Lobby Stock and Job Trailers 	<ul style="list-style-type: none"> PO Execution Supplier Performance Management System Integration eProcurement Tools and eCatalogs Inbound Freight Management 	<ul style="list-style-type: none"> Order and Shipment Tracking Shortage Reports Expedited Freight Evaluation Need Date Management 	<ul style="list-style-type: none"> Invoice Automation and Processing Mismatch Resolution Receivables Processing Cash Reconciliation Supplier Payment Metrics and Reporting 	<ul style="list-style-type: none"> Warehouse Management and Operation Lean Warehousing Kitting and Sub-Assembly Cross-docking Labor Outsourcing 	<ul style="list-style-type: none"> Logistics Management Route Optimization Shipment Consolidation Delivery and Back-Haul Job Site Deliveries

Integrated Supply Services Applications			
Core WESCO product scope	2nd tier distribution scope (non-core to WESCO)	Direct spend, OEM spares, major equipment, etc.	Major projects / contractor spend

...provide turnkey outsourcing for our customers



WESCO Utility Supply Chain Solutions

Operations and Maintenance

Generation

- **Utility Challenge:** MRO is 5% of non-fuel spend but 50%+ of business transactions which consumes supply chain resources.
- **WESCO Solution:** Integrated supply team combined with branch network for local plant support.
- **WESCO Services:** Fleet wide service/logistics, transaction automation, category management process, VMI, outage programs, and 2nd tier supplier management.

Transmission and Distribution (T&D)

- **Utility Challenge:** Resource constraints, cost savings mandates, demand planning; category management for "tactical spend," emergency response and supplier reliability.
- **WESCO Solution:** National network of T&D focused branches.
- **WESCO Services:** Category management, inventory planning and management, project kitting and staging, storm response logistics, standardization and integrated supply programs.

Capital Projects

Generation

- **Utility Challenge:** Supply chain coordination between multiple EPCs and contractors; control of material cost while outsourcing project activities.
- **WESCO Solution:** Major capital projects team combined with branch network for site support.
- **WESCO Services:** Integrated supply business processes, material take-offs, supply chain integration with construction schedule, mobilization and decommissioning.

Transmission and Distribution (T&D)

- **Utility Challenge:** Shift in spending to major projects, supply chain constraints, material control and cost on EPC projects, supplier capacity constraints.
- **WESCO Solution:** High Voltage team combined with T&D branch network for site support.
- **WESCO Services:** Bill of material validation, materials procurement and packaging, site materials management and logistics, contractor proposal and engineering support.

...address critical needs of our customers



Generation Investments



Renewables: New Wind/Solar Investments

- \$1B+ addressable spend over the next 5 years
- State Renewable Portfolio Standards (RPS) in place to increase renewables percentage of total generation.
- Investment Tax Credits have expired but some have been retained on registered projects; production tax credits set to expire at the end 2012
- Short term outlook is a softening in wind, but continued growth is expected in solar

Coal: Environmental Investments

- New EPA regulations in 2011
- 35 -70 GWs of coal will be retired due to cost of compliance
- Compliance investment on the retained fleet is a \$500M addressable spend for WESCO

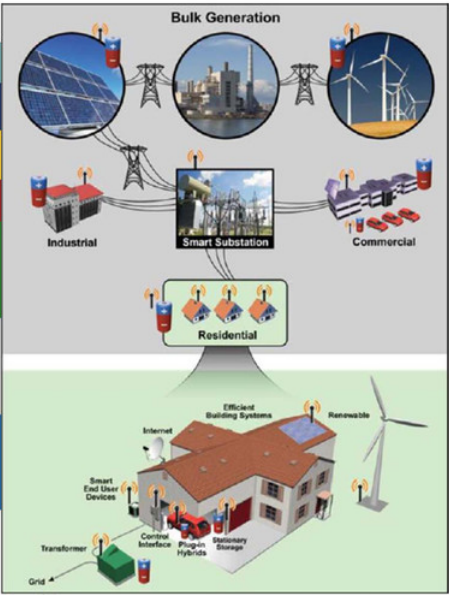
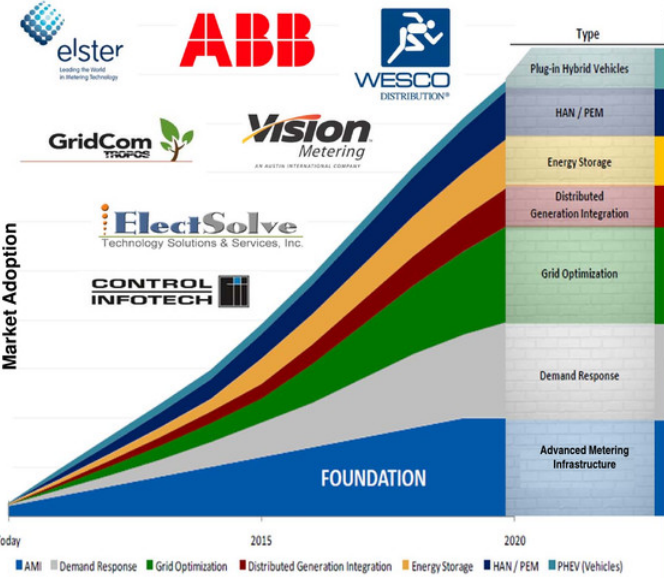
Gas: New Plant Investments

- \$5B+ addressable spend over next 10 years (100 - 150 GWs of new construction)
- EPC firms and electrical contractors are the primary channel (current WESCO customers)
- WESCO's integrated supply business models and project services provide a competitive differentiator

...provide excellent growth opportunities for WESCO



Smart Grid Projects Investments



Source: Utilimetrics

...provide substantial opportunities for WESCO



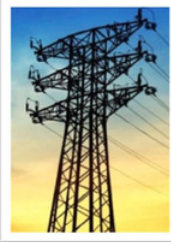
Recent Success Stories

Generation and Distribution Supply Chain Services



- Utility merger led to customer sourcing event to capture integration savings for combined spend of over \$90M
- WESCO introduced an integrated supply business model that was scalable to include other partners
- Implementation involved state of the art system integration with utility work order management and inventory system
- Final consortium contract structure utilizes five existing WESCO branches and one new branch that is co-located with the customer

Transmission Project Services



- Utility customer experienced material logistics problems
- Contractor awarded project for 100 miles of 345Kv transmission line
- WESCO awarded \$18M material and services contract to manage contractor and owner furnished materials

Public Power Project Services

- Customer awarded a stimulus funded project
- WESCO brought expertise in communication technology, project management and services
- WESCO awarded three year \$20M program which includes procurement, materials management, warehousing and logistics services





Summary

- The utility market is large and undergoing significant changes which are creating excellent growth opportunities for WESCO.
- WESCO's core competencies are closely aligned with our customers' investment priorities.
- WESCO has share growth opportunities in all sectors of the utility power chain.
- WESCO is the recognized utility industry leader in integrated supply programs and utilities are placing an increasing value on these services.



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Communications and Security

David Bemoras
Group Vice President and General Manager





Communications and Security

Addressable Market

A wide range of customer communication applications are supported, encompassing a \$20B addressable global market opportunity:

- Voice and data communications
- Security, surveillance, access control
- Data centers
- Intelligent buildings
- Broadband networks
- Wireless communications
- Audio and video
- Smart grid and outside plant

Customer Value Proposition

- Financial strength
- Consultative selling approach
- Customized solutions
- Global supply chain services
- Highly experienced technical sales force
- Best-in-class supplier ecosystem
- Broad product offering

WESCO is a "One-Stop Shop" for a wide variety of data communications, security, broadband, and electrical products and general supplies













...provides excellent growth opportunities for WESCO

ID12 Communications



Extensive Communications Portfolio

Broadband Communications		Data Communications & Security	
Product Category & Description	Products	Product Category & Description	Products
<p>Signal Origination</p> <p>Head-end and central office equipment used to receive and process signals for transmission</p>	<ul style="list-style-type: none"> Satellite Receivers Processors VoIP Equipment VOD Equipment Advertising Insertion 	<p>Network Cabling & Connectivity</p> <p>Products that are used to connect one device to another, with the purpose of sharing data across the network</p>	<ul style="list-style-type: none"> UTP & STP Cable Fiber Optic Cable Patch cords Connectors Patch Panels Pre-Terminated Systems 
<p>Plant</p> <p>The main delivery system used to carry the signal from the point of origination to the main line (can be aerial or underground)</p>	<ul style="list-style-type: none"> Cable (coax, copper, fiber) Pole Line Hardware Line Splitters & Nodes Conduit MaxCell 	<p>Racks, Cabinets & Cable Management</p> <p>The physical containment devices used to hold network electronics and to manage the routing of network cable</p>	<ul style="list-style-type: none"> Server Cabinets 2 & 4-Post Racks Network Cabinets Ladder Racks Cable Trays Cable Organizers 
<p>Drop</p> <p>The point at which the signal branches from main line and terminates at the customer premises</p>	<ul style="list-style-type: none"> Splitters Drop Cable Drop Hardware Connectors Jumpers 	<p>Wireless & Local Area Network Equipment</p> <p>Systems used to transmit and/or convert data in the local area network</p>	<ul style="list-style-type: none"> Distributed Antenna Systems (DAS) Access Points VoIP & KVM Switches, PoE Network Monitoring Media Converters 
<p>Customer Premises Equipment</p> <p>Products used to carry the signal inside the customer premises to the computer, phone or TV</p>	<ul style="list-style-type: none"> Modems Set-Top Boxes Remotes Installation Kits 	<p>Power & Protection</p> <p>Products that are used to supply, protect, condition and control electrical energy that enters a facility</p>	<ul style="list-style-type: none"> UPS Surge Suppressors Power Strips Power Conditioning PDU Remote Power Panels 
<p>Installation Supplies & Test Equipment</p> <p>Products used to install, test and repair all system components</p>	<ul style="list-style-type: none"> Hand Tools Ladders Signal Level Meters Batteries Spectrum Analyzers Test Tone Generators 	<p>Security</p> <p>Solutions comprised of a combination of software & hardware designed to limit the exposure of a facility or computer network to access from undesired sources</p>	<ul style="list-style-type: none"> IP & Analog Cameras Video Software Access Control Fire/Burglar Alarm Monitors Servers Mass Notification 

...address diverse set of customers and applications

ID12 Communications



Key Market Trends Favor WESCO

Key Market Trends

1. Data center consolidation in the public and federal spaces
2. Cloud computing driving growth of collocation data centers
3. Federal government investing in broadband networks
4. Enterprise in-building wireless systems gain broad acceptance
5. Intelligent LED lighting creating demand for cable infrastructure
6. IP security business continues strong growth trajectory

WESCO Position

- One of only two globally enabled data communications and security distributors
- Diverse customer base
- Supplier advocacy and preferential support
- Demand creation marketing programs that “close the loop” on investment
- Common ERP system that creates scalability and a seamless customer experience



Business and consumer consumption of bandwidth technology and increasing security demands will continue to stimulate capital investment

...driven by a digital world which is rapidly accelerating

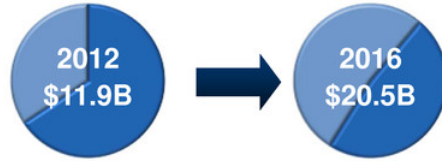
Market Trends Highlight: IP Security Growth Continues, Shifting to Indirect Model



**Global Video Surveillance Market
2011-2016***



\$20B+ Market Opportunity by 2016



Total CAGR ~14%, IP Surveillance CAGR ~24%

IP Surveillance Analog Surveillance

Security Trends

- Market continues aggressive transition from analog to IP technologies
- Manufacturer movement from dealer direct model to distribution
- Cabling installers getting into IP security business
- New applications for video beyond traditional surveillance emerging

WESCO Actions

- Hired senior level executive with 20+ years of industry experience and wealth of IP security industry contacts
- Field organization restructured to better support local and national customers
- Extensive national training plan with dedicated security training resources
- Laser focus on core suppliers
- Demand creation marketing targeting needs of leading integrators

One WESCO Communications Opportunities



Data Communications



Broadband



Security



...exist in all of WESCO's addressable markets



Utilizing the Power of One WESCO

Data Centers



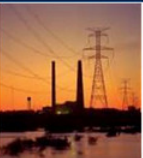
- Growth market
- One WESCO "Sweet Spot"
- One WESCO iPad App
- Electrical opportunity is 4X greater than data communications

Government




- Core WESCO competency
- Growth slowing, but significant opportunities exist with Federal Data Center Consolidation Initiative (FDCCI)
- One WESCO sales force

Utility




- Dedicated CSC resources
- Teaming with WESCO utility sales force
- Smart grid, broadband and security

International & Global Accounts




- Data communication leadership embedded in WESCO Global Accounts team
- Data communication teams added in EMEA region

Broadband



- Data communication products supporting IP migration
- One WESCO Outside Plant (OSP) offering supporting enterprise opportunities

Security



- Competent technical support organization in place
- Leveraging world-class supplier relationships

...to drive results



Key Strategic Initiatives

<p>Communications and Security Everywhere</p>  <ul style="list-style-type: none"> • Core offering in all WESCO locations • Global footprint • One WESCO 	<p>End-User Specification Selling Team</p>  <ul style="list-style-type: none"> • Win the "race" to the end user • Increase supplier advocacy and margins • Dedicated sales force • One WESCO data center focus 	<p>Target Selling</p>  <ul style="list-style-type: none"> • Laser focus on high-value named accounts • "Over serve" the best customers • Increase customer touches where the biggest opportunities reside 	<p>Global Accounts and International</p>  <ul style="list-style-type: none"> • Global Accounts focus • Viable alternative for U.S.-based global customers • One WESCO approach • Leverage supplier partnerships
<p>Outside Plant Solutions</p>  <ul style="list-style-type: none"> • Leverage TVC portfolio with dedicated sales resources to sell additional products to existing customers • MaxCell growth • One WESCO approach 	<p>Service Excellence</p>  <ul style="list-style-type: none"> • Distribution Centers • Lean culture • Superior customer experience 	<p>Product Line Expansion</p>  <ul style="list-style-type: none"> • Address growth areas (DAS, IP Lighting, etc.) • Support solution selling • Leverage domain knowledge • Proprietary offerings 	<p>Acquisition Strategy</p>  <ul style="list-style-type: none"> • Product line expansion • Geographic reach • Local market strengthening • Deepen supplier partnerships

...support continued communications growth



Success Stories

IP Security

National Political Convention



- Leveraged existing relationship with local security integrator partner
- Created win-win partnership that captured entire security build-out for a convention center that was hosting a major national political convention
- Objective was to provide police with 24/7/365 surveillance of 15,000 protestors
- Result: on-time delivery of 60 IP cameras with full wireless system that operated through a wireless mesh network

Global Accounts

Financial Services Conglomerate



- Beginning to build on years of successful U.S. support: enterprise and data center build-outs
- One WESCO approach creating synergies for customer via consolidation of spend
- Recent successes setting the stage for expanded support in EMEA and APAC
- Global support plan being developed now in conjunction with the customer which includes technology specification documents and IT infrastructure requirements for international standardization



Summary

- Market trends are favorable for growth over long term
- One WESCO approach creating synergies across the business
- Industry's most extensive product offering
- Go-to-market model compelling for Fortune 1000 companies
- WESCO well-positioned to capitalize on IP security migration path
- Expansion of value-added product lines, services, and marketing programs to support customer needs and total solution delivery



***The Power of One WESCO...
investing in and delivering growth***

DRIVING GROWTH > CREATING VALUE



Global Accounts

Kevin Kerby
Vice President





Global Accounts and Integrated Supply

BUSINESS MODELS



Global Accounts & Integrated Supply

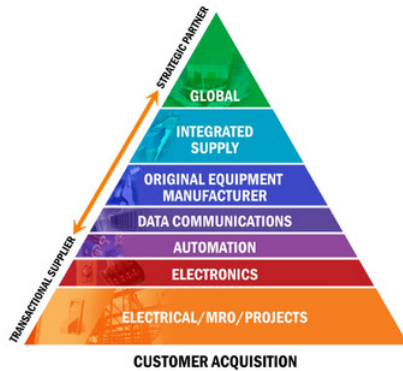
Global Accounts

Provides comprehensive supply chain solutions to Fortune 1000 and other multi-site companies for their MRO, OEM, and capital expenditure needs

Integrated Supply

Provides turnkey outsourcing solutions for MRO and OEM procurement and other supply chain needs

Customer Relationship Management



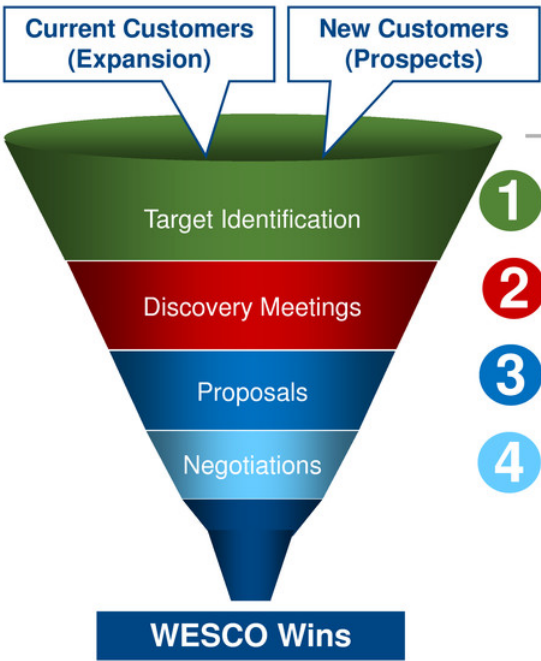
- Fortune 1000 focus
- Application oriented value creation solutions
- One WESCO emphasis
- Expand with current customers
- Capture new customers in target verticals

Full range of products and services for MRO, OEM, and Capital Projects

...provides comprehensive supply chain solutions for our customers



Opportunity Pipeline



4-Stage Process

1	Target Identification	\$760M+
2	Discovery Meetings	\$570M+
3	Proposals	\$660M+
4	Negotiations	\$250M+
Total		\$2.2B+

...record pipeline in excess of \$2.2B



Significant Growth Potential

Business Development Life Cycle

Demand Generation and
Lead Qualification



Pipeline Management



Account Management



Solution Selling



Real Time Selling, Service, and
Support (Branch Network)

Targeting
Key Verticals

Key Verticals

1. Petrochemical
2. Government
3. OEM materials
4. Contractors
5. Utilities
6. Metals and Mining
7. Food Processing
8. Aerospace and Defense
9. Pulp and Paper
10. Healthcare and Education
11. Electrical and Electronics
12. Integrators and e-Commerce
13. Commercial and Retail
14. Transportation
15. General Industrial

...to increase customer share and add new customers



Customer Engagement

Extending our lead through...

	Target Audience	Objective
Centralized lead generation and qualification	CPO, CIO	New customer acquisition
Global account managers with vertical market and key customer account focus	CPO, CFO, CIO, VP Operations	Existing customer penetration and C-level relationships
Geographic implementation teams	Plant Manager Plant Engineer Sustainability Manager	Driving plant-level sales and LEAN initiatives
Branch sales, service, and support personnel	Plant Engineer Maintenance Engineer	Local sales, service, and technical support

...working all organizational levels and key customer decision makers



Four Primary WESCO Solution Sets

1 Integrated Supply

- Turnkey outsourcing solutions
- Provides staff
- Proprietary technology
- Best in class procurement processes



2 Global Capital Project Management

- Upgrades and retrofits
- Site renovations, expansions
- New facilities
- Material take offs, supply chain management, inventory control



3 Direct Material Solutions

- Supply chain consulting
- Production and assembly line stocks
- Kitting
- JIT deliveries
- Global sourcing and procurement



4 Strategic Industrial & Electrical Distribution

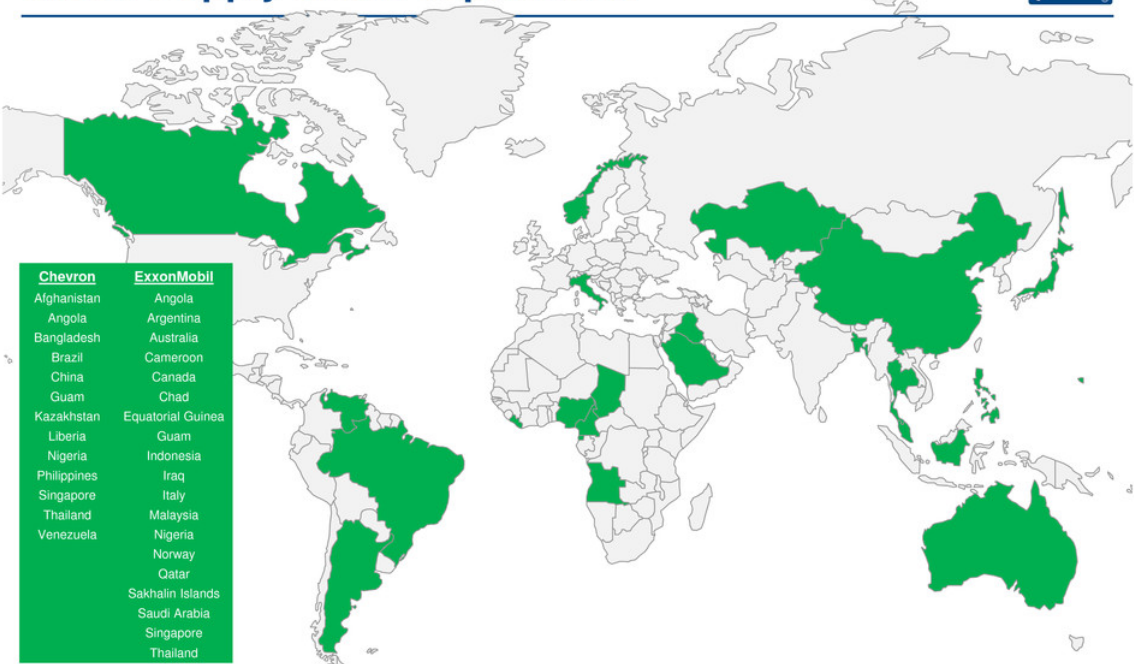
- Daily replenishments
- Scheduled maintenance
- Sustainability programs
- Emergencies
- Small projects



...address key customer needs and applications



Global Supply Chain Capabilities



...enable WESCO to support customer locations anywhere in the world



One WESCO Success Story



- Built successful relationship with top petrochemical company in several states in U.S., centered on electrical MRO
- Expanded relationship to include capital projects for off-shore oil platforms.
- Further expanded relationship to provide MRO and capital project support across entire U.S.
- Now expanding globally to support all customer facilities worldwide

Customer locations in:

- Algeria
- Angola
- Azerbaijan
- Egypt
- Georgia
- Indonesia
- Iraq
- Norway
- Oman
- Trinidad
- Turkey
- UK

...spotlights our ability to expand with current customers



Summary

- The addressable market is very large and fragmented, creating excellent growth opportunities for WESCO.
- WESCO's supply chain management capabilities are closely aligned with our customers' investment priorities and outsourcing plans.
- One WESCO has expanded our scope of supply and created additional customer spend capture opportunities.
- WESCO has customer share growth opportunities in all spend segments.



DRIVING GROWTH > CREATING VALUE



Integrated Supply

Paul Jeffries
Group Vice President and General Manager



WESCO Integrated Supply Core Capabilities



A leading outsourcing company for maintenance, repairs, and operations materials, low-value direct materials, and supply chain services

- Programs range up to more than \$200 million in annual spend
- Procurement process centers in North America, Asia, and Europe
- Manages over 60,000 suppliers and more than 7 million transactions annually
- ISO-9002 and ASQR-01 certified

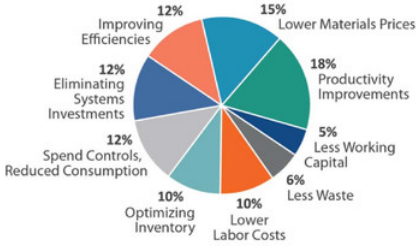


...provide turnkey outsourcing for our customers

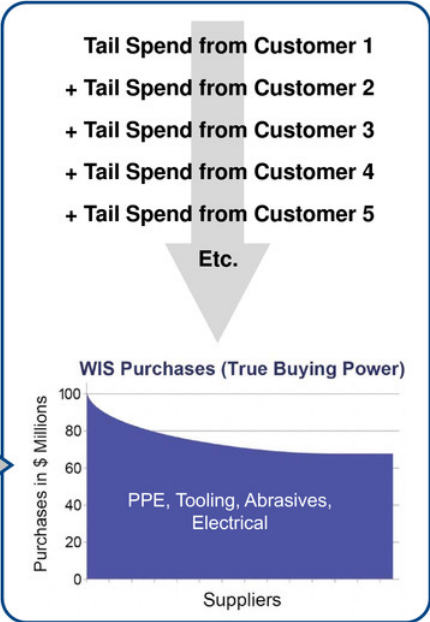


MRO Value Proposition

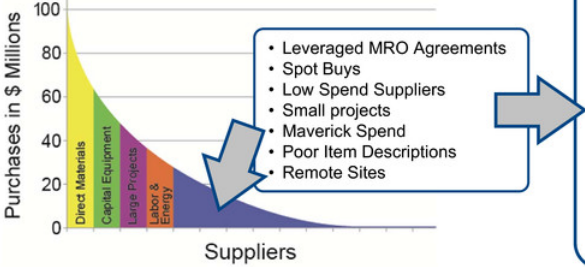
Savings Opportunities



Only 15% of total customer savings is associated with lower material prices



Customer Spend Profile

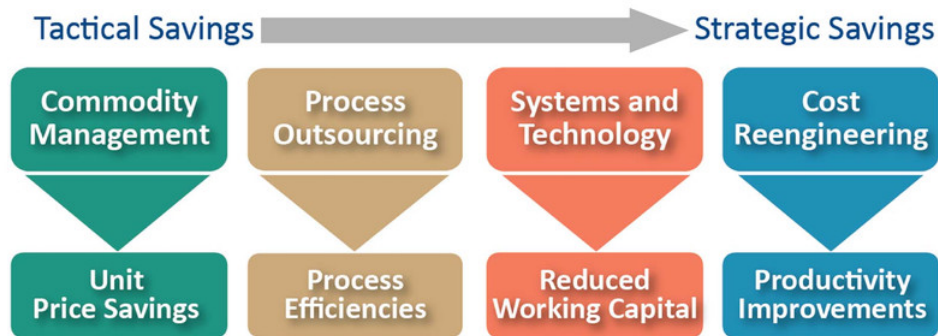


...outsourcing to WESCO allows customers to concentrate on their core business



WESCO Integrated Supply Offerings

WESCO's integrated supply services range from a one-off solution managed by a local branch for a single customer location to a turnkey outsourcing program in which WESCO manages the entire procurement process and supply chain for the customer.



...include a continuum of supply chain management options

WESCO Supply Chain Technology Platforms



Crib management systems capable of:

- Warranty Tracking
- Inventory Management
- Customized e-Catalogs
- Limit of Authority Hierarchy
- ...and more

Vending Solutions



Bar Code Scanning



Kanban Point of Use Tools



Complete crib management systems



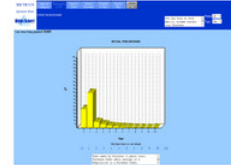
Web based Req-to-Check systems



Real time visibility to all cost savings



Full KPI and metrics suite



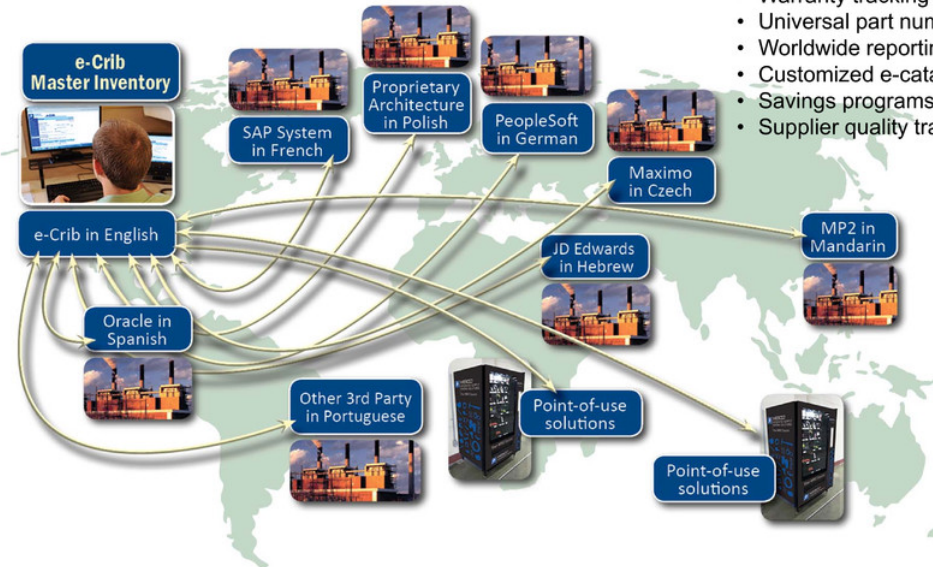
...are at the center of our integrated supply solutions



WESCO e-Crib Applications

e-Crib is your total solution for:

- Inventory management
- Warranty tracking
- Universal part numbers
- Worldwide reporting
- Customized e-catalogs
- Savings programs
- Supplier quality tracking



...provide master inventory control and part ordering system



Success Stories – Integrated Supply

Strategic Outsourcing Solution for Fortune 500 Company



- 20-year customer relationship of providing global supply chain outsourcing (North America, Europe, and Asia)
- WESCO personnel on site at plants
- Industrial MRO spend processed utilizing WESCO technology platform and applications
- Best-in-class supply chain processes drive year over year cost savings, product rationalization, and supplier consolidation



Summary

- WESCO's extensive supply chain management experience is being applied to customers' operations
- More than 50 years of integrated supply experience
 - Robust e-commerce capabilities
 - Strong supplier relationships
 - Operations in 20 countries
- Increased trends of customer outsourcing and supplier consolidation provide continued growth opportunities for WESCO



ID12 Integrated Supply

DRIVING GROWTH > CREATING VALUE



Financial Results and Expectations

Ken Parks
Vice President and Chief Financial Officer





Long Term Financial Objectives

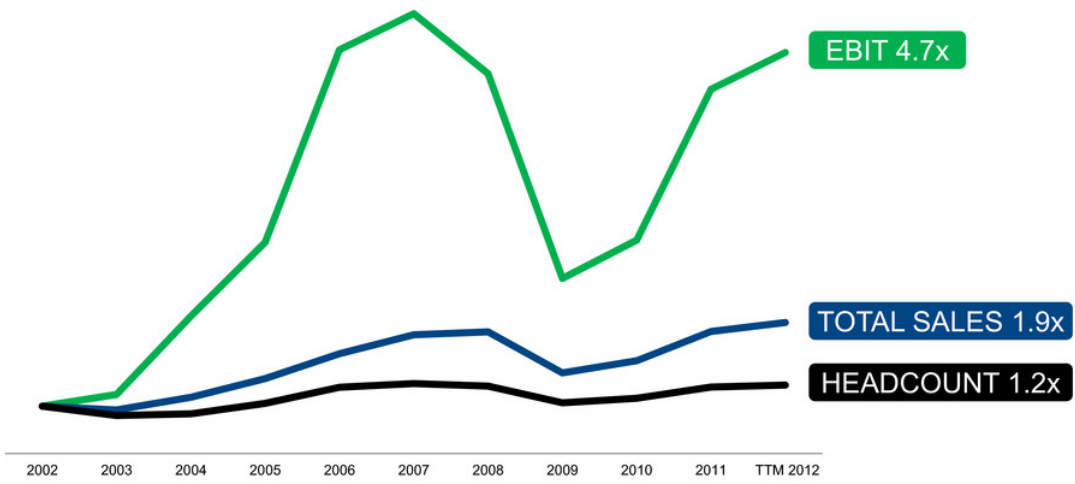
<p>Grow sales faster than the market and strengthen business through acquisitions</p>	<p>CORE GROWTH (%)</p>	<p>ACQUIRED GROWTH (%)</p>	
<p>Maintain industry-leading cost structure</p>	<p>SG&A%</p>	<p>2011 SG&A% COMP.</p>	
<p>Expand operating profit and margins</p>	<p>EBIT (\$M)</p>	<p>EBIT%</p>	
<p>Generate strong operating cash flow through the cycle</p>	<p>FCF (\$M)</p>	<p>FCF% OF NI</p>	
<p>Provide superior investor returns</p>	<p>TSR (1/1/2010 to 7/31/2012)</p>		

Note: All periods are 2010, 2011, and TTM 2012 unless otherwise noted

...focused on shareholder value creation

ID2012 Financials

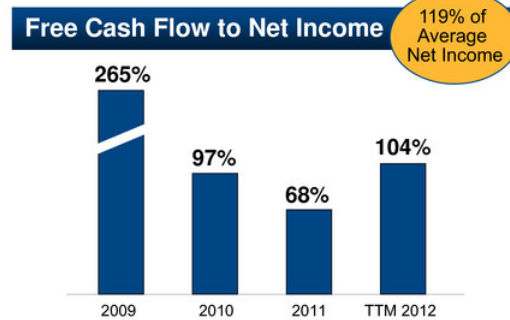
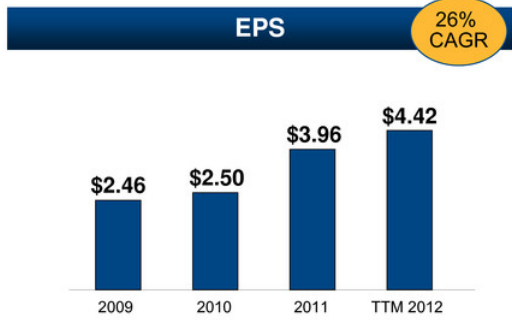
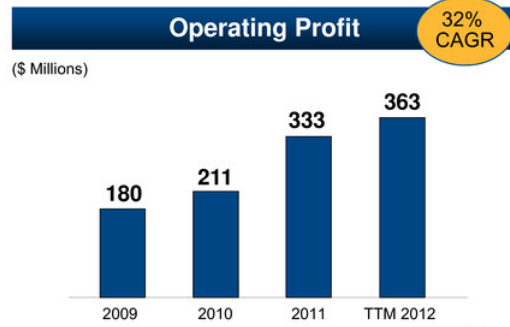
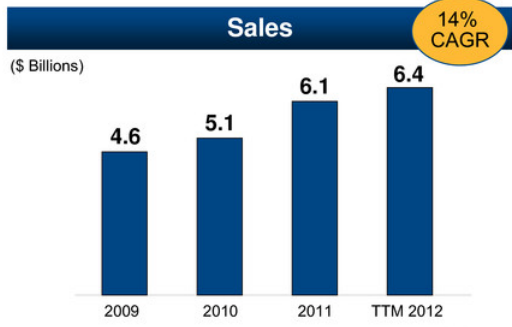
Long Term Focus on Profitable Growth



...operating profit pull through delivering results



Strong Performance



...throughout this protracted economic recovery period



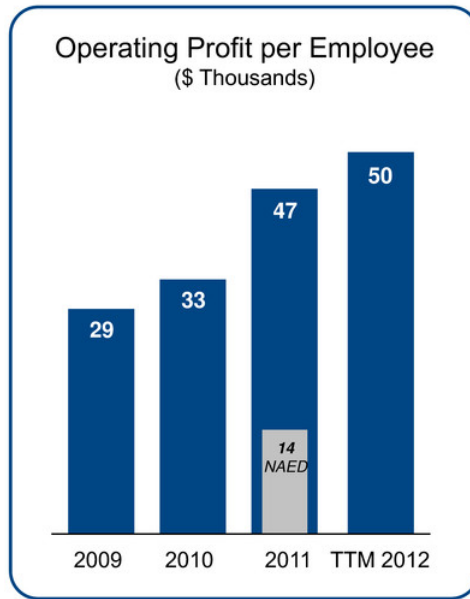
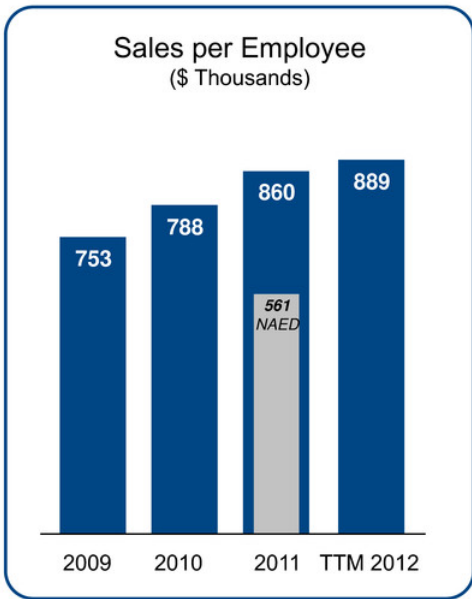
2012 Performance

	First Half 2012			FY 2012 Outlook
Sales	\$ 3.3B	10.9% growth including 2.4% from acquisitions		8 - 12% growth including 3% from acquisitions
Gross Margins	20.0%	Down 10 bpts		At or above 20.2%
Operating Margins	5.5%	40 bpts expansion		40 - 60 bpts expansion
Tax Rate	29.7%			30 - 32%
Net Income	\$112M	28% growth		20 - 25% growth
EPS	\$2.18	25% growth		\$4.40+
Free Cash Flow	\$103M	92% of net income		At or above 80% of net income
Leverage Ratio	1.9X			2.0 to 3.5X EBITDA

...solid first half 2012 results in line with full year outlook



Cost Leverage



NAED: National Association of Electrical Distributors

...compares favorably to industry benchmarks



LEAN for Administration



- Process improvement teams in place to leverage evolution of Oracle financials and WESCO's IT applications
- Focus is on administrative and back office process efficiency and effectiveness

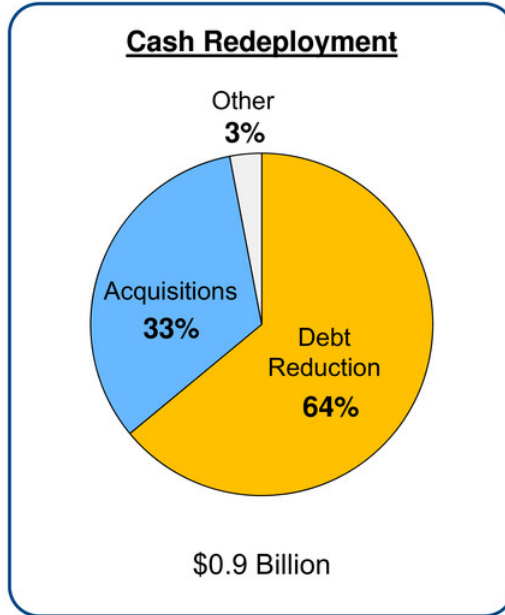
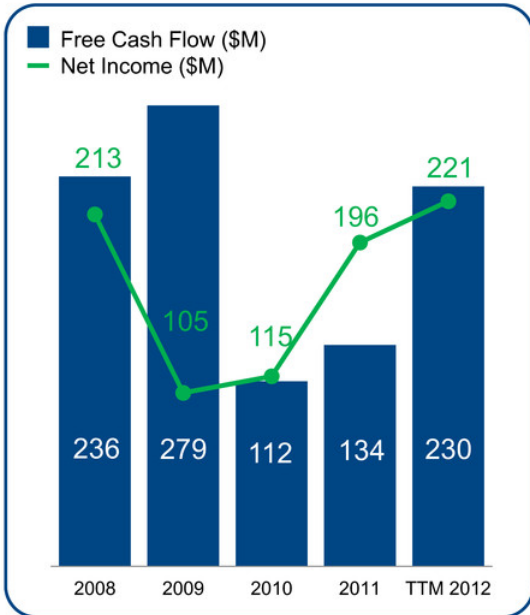
Current Focus Areas

- Closing cycle time reduction
- Credit card payment processing
- Supplier payments and documentation
- Expense reporting and reimbursement
- Special pricing agreements
- Financial planning applications
- Management reporting tools

...targets increased administrative efficiency and effectiveness



Cash Generation



...improving leverage and driving growth



Cash Flow Management

First Use

Support organic growth at greater than market rates



Second Use

Fund accretive acquisitions to supplement organic growth



Third Use

Reduce financial leverage

Fourth Use

If Debt to EBITDA ratio is sustained below 2.0, return capital to shareholders

...expect to maintain fiscal discipline while funding growth

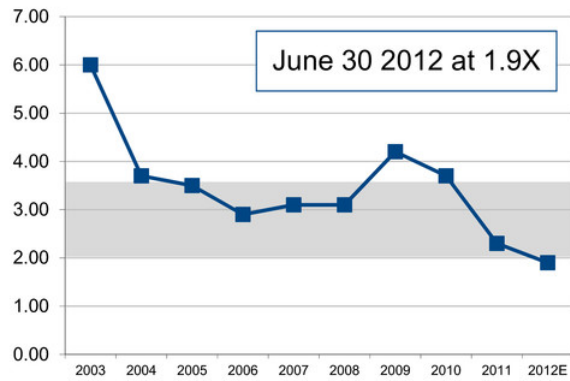


Capital Structure

Strong Capital Structure

- Liquidity in excess of \$640M at June 30
- Access to multiple capital markets
- Staggered maturities on debt instruments
- Leverage ratio below target range of 2.0x to 3.5x at June 30
- Expect to convert at least 80% of net income into free cash flow

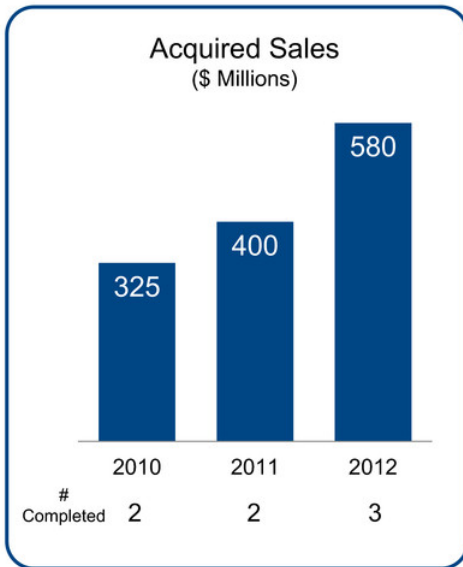
Leverage Ratio



...supports our growth strategy



Cumulative Acquisitions Since 2010



	Acquisition Date	Annual Sales	Estimated 1 st Year Accretion
Potelcom	6/10	\$25M	
TVC Communications	12/10	\$300M	\$0.30
RECO	3/11	\$25M	
Brews	10/11	\$50M	\$0.04
RS Electronics	1/12	\$60M	\$0.04
Trydor Industries	7/12	\$35M	\$0.05
Conney	7/12	\$85M	\$0.10
		\$580M	\$0.53+

Acquisition Priorities

- ✓ Consistent with WESCO strategy
- ✓ Rate of return greater than WESCO risk-adjusted average cost of capital
- ✓ Accretive in first year of operation
- ✓ Margins higher than WESCO

...driving strategic growth and shareholder value



End Market Key Indicators

● Improving ● Flat ● Declining

End Market	2012 Sales Mix	Key Market Drivers / Indicators	Current Momentum
Industrial	44%	<ul style="list-style-type: none"> • Industrial Production • Electrical equipment new orders • ISM Purchasing Managers' Index • Capacity utilization 	<ul style="list-style-type: none"> ● ● ● ●
Construction	32%	<ul style="list-style-type: none"> • Architecture Billings Index • Renovations and retrofits • Construction starts and put in place 	<ul style="list-style-type: none"> ● ● ●
Utility	11%	<ul style="list-style-type: none"> • Distribution grid maintenance and upgrades • New starts and installed meters • Generation MRO, upgrades, expansions • Transmission line extension 	<ul style="list-style-type: none"> ● ● ● ●
CIG	13%	<ul style="list-style-type: none"> • Government spending • Communications spending • Education, healthcare, and financial 	<ul style="list-style-type: none"> ● ● ●

...economic recovery continues through 2012



2013 Anticipated Business Environment



- Utility spending
- Non-residential construction
- Electrical equipment orders
- Credit availability and low interest rates
- Share shift to larger players
- Industry consolidation
- Residential construction



- U.S. industrial production rate
- Global growth
- Raw material prices
- Energy prices



- Government deficits
- Consumer spending
- Unemployment
- European debt crisis ramifications
- China growth slowing

...expect continued demand growth in 2013



2013 Financial Outlook ... An Early Look

• Sales growth	7 - 11%
– Market growth (GDP plus 2-3%)	4 - 6%
– Share gain	1 - 2%
– Acquisitions	2 - 3%
• Operating margin expansion	40 - 60 bpts
– Gross margin expansion plus operating cost leverage	
– Core pull-through target of 50%	
– Accretive acquisitions	
• Tax rate	30 - 32%
• Net income	15%+ growth
• EPS	\$5.40+

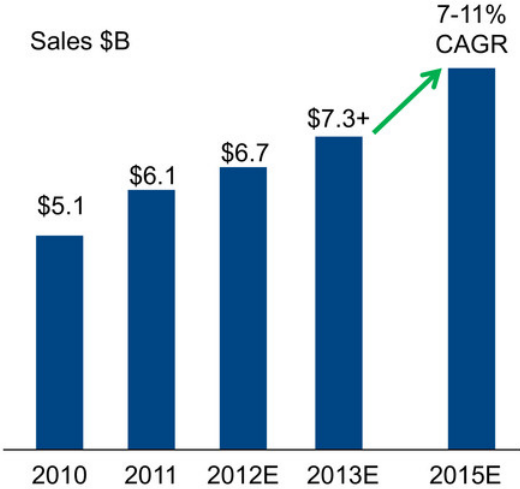
...continuing to invest in growth, while driving operating leverage



2012 to 2015 Sales Targets

Balanced Growth

- Industrial
- Construction
- Utility
- CIG



...expect continued sales growth momentum

2012 to 2015 Operating Margin Targets

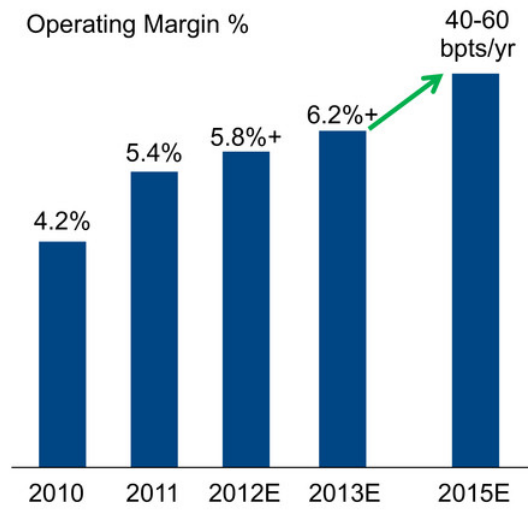


Margin Drivers

Pricing/Sourcing

Efficiency

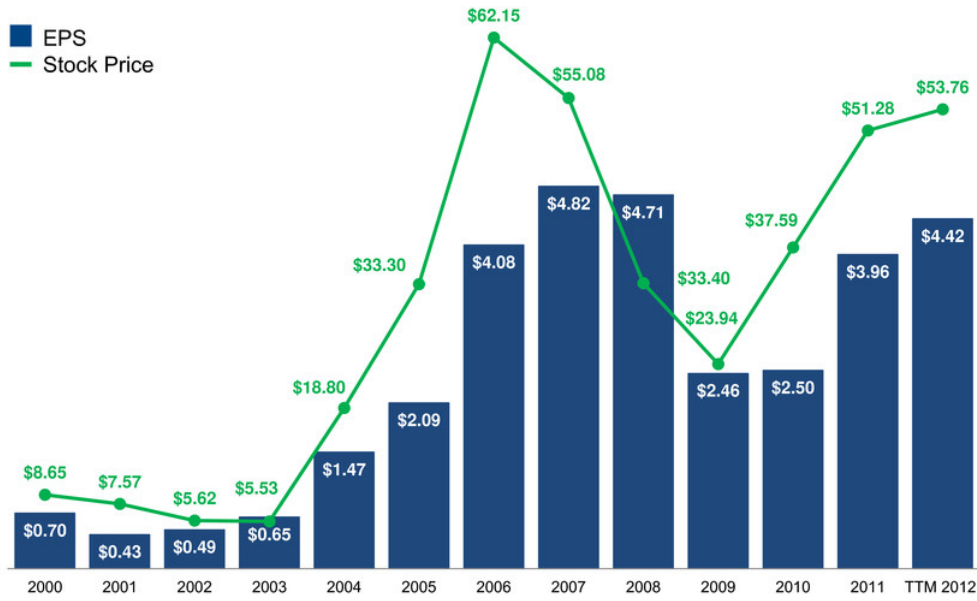
Portfolio



...driving to 15% ROIC by 2015



EPS and Stock Price Performance



...solid business results are driving shareholder value

DRIVING GROWTH > CREATING VALUE

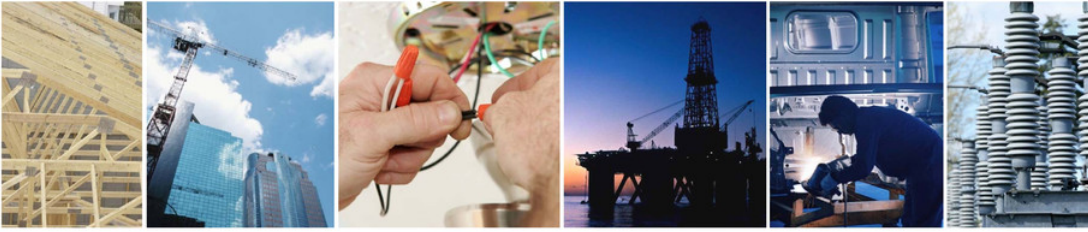


Q&A and Closing Remarks

John J. Engel
Chairman, President, and Chief Executive Officer



Invest in WESCO



- Industry leader with low risk business profile
- Proven business model and well positioned in large, fragmented markets
- Organic sales growth faster than the market
- Operational excellence culture founded on LEAN
- Excellent margin expansion results and future potential
- Proven acquirer in a consolidating industry
- Strong free cash flow generation through economic cycle

...strong company, excellent value creation opportunity



WESCO
DISTRIBUTION®

Appendix

- 1) Definitions
 - 2) Regulation G Non-GAAP Financial Measures
-



DRIVING GROWTH > CREATING VALUE

WESCO International, Inc.

Definitions Appendix

Financial leverage is calculated by dividing total debt, including debt discount, by the trailing twelve months earnings before interest, taxes, depreciation, and amortization (EBITDA).

Free cash flow is calculated by deducting capital expenditures from cash flow provided by operations.

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.

Liquidity is total availability under asset-backed facilities plus invested cash.

Total Shareholder Return (TSR) is the total return of a stock to an investor during a period of time, including capital gains and dividends, assuming reinvestment of dividends.

Trailing Twelve Months (TTM) is the summation of the prior four quarters ending June 30, 2012.

NON-GAAP FINANCIAL MEASURES

This presentation includes certain non-GAAP financial measures. These financial measures include financial leverage, free cash flow, gross profit and liquidity. The Company believes that these non-GAAP measures are useful to investors in order to provide a better understanding of the Company's capital structure position and liquidity on a comparable basis. Additionally, certain non-GAAP measures either focus on or exclude transactions of an unusual nature, 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.

WESCO INTERNATIONAL, INC.

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

(dollar amounts in millions)

(Unaudited)

Free cash flow:

	<u>FY 2010</u>	<u>FY 2011</u>	<u>Q3 2011</u>	<u>Q4 2011</u>	<u>Q1 2012</u>	<u>Q2 2012</u>	<u>TTM 2012</u>
Cash flow provided by operations	\$ 127	\$ 167	\$ 49	\$ 96	\$ 58	\$ 57	\$ 260
Less: Capital expenditures	(15)	(33)	(8)	(9)	(5)	(8)	(30)
Free cash flow	\$ 112	\$ 134	\$ 41	\$ 87	\$ 53	\$ 49	\$ 230
Net Income	\$ 115	\$ 196	\$ 54	\$ 55	\$ 53	\$ 59	\$ 221
Free cash flow % of net income	97%	68%					104%

Note: Free cash flow is provided by the Company as an additional liquidity measure. Capital expenditures are deducted from operating flow to determine free cash flow. Free cash flow is available to provide a source of funds for any of the Company's financing needs.

WESCO INTERNATIONAL, INC.

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

(dollar amounts in thousands)

(Unaudited)

	<u>Twelve Months</u> <u>Ended</u> <u>June 30,</u> <u>2012</u>
Financial Leverage:	
Income from operations	\$ 362,822
Depreciation and amortization	32,941
EBITDA	<u>\$ 395,763</u>
	<u>June 30,</u> <u>2012</u>
Short-term debt	\$ 19,409
Current debt	2,037
Long-term debt	562,750
Debt discount related to convertible debentures ⁽¹⁾	<u>174,485</u>
Total debt including debt discount	<u>\$ 758,681</u>
Financial leverage ratio	1.9

⁽¹⁾The convertible debentures are presented in the consolidated balance sheets in long-term debt net of the unamortized discount.

Note: Financial leverage is provided by the Company as an indicator of capital structure position. Financial leverage is calculated by dividing total debt, including debt discount, by the trailing twelve months earnings before interest, taxes, depreciation and amortization (EBITDA).

WESCO INTERNATIONAL, INC.

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

(dollar amounts in millions)

(Unaudited)

Gross Profit:	<u>Six Months</u>			
	<u>Ended</u> <u>June 30,</u> <u>2012</u>	<u>FY</u> <u>2011</u>	<u>FY</u> <u>2010</u>	<u>FY</u> <u>2009</u>
Net Sales	\$ 3,279	\$ 6,126	\$ 5,064	\$ 4,624
Cost of goods sold (excluding depreciation and amortization)	<u>2,623</u>	<u>\$ 4,889</u>	<u>\$ 4,065</u>	<u>\$ 3,724</u>
Gross profit	\$ 656	\$ 1,237	\$ 999	\$ 900
Gross margin	20.0%	20.2%	19.7%	19.5%

Note: Gross profit is provided by the Company as an additional financial measure. Gross profit is calculated by deducting cost of goods sold, excluding depreciation and amortization, from net sales. This amount represents a commonly used financial measure within the distributive industry. 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)

Liquidity:	<u>June 30,</u> <u>2012</u>
Available borrowing capacity - revolving credit facility	\$ 367.5
Available borrowing capacity - accounts receivable securitization facility	245.0
Invested cash	<u>29.8</u>
Liquidity	\$ 642.3

Note: Liquidity is provided as additional information for measuring the Company's ability to fund its operations. Liquidity represents the sum of the Company's invested cash and available borrowing capacity under its debt facilities.
