



WESCO®

R.W. Baird Global Industrial Conference

November 7, 2018

John Engel, Chairman, President & CEO



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.

WESCO: A Leading Global Supply Chain Solutions Provider



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

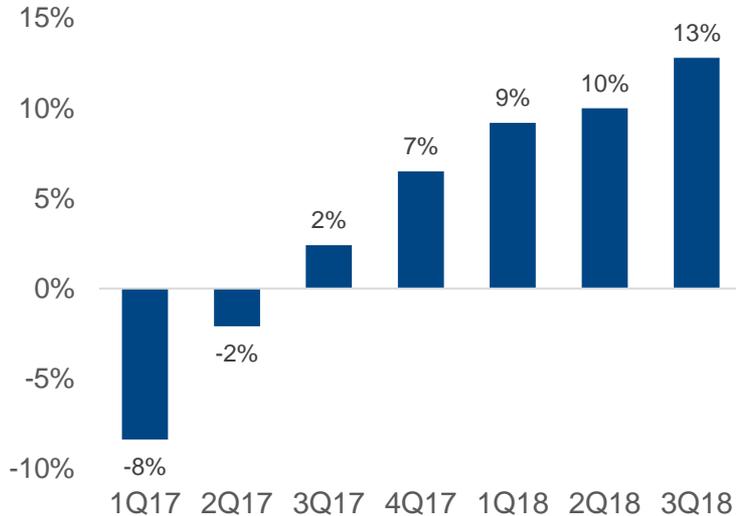
9,100
employees

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



Q3 2018 Highlights and FY19 Outlook

Two-Year Stack Sales Growth



Note: Organic growth excludes the impact of: acquisitions in the first year of ownership, foreign exchange rates and number of workdays.

Q3 Highlights

- Continued positive sales results and momentum
 - Organic sales up 4%, 13% on a two-year stack basis
- Record Q3 backlog up 7% y/y
- Gross margin and operating margin expansion
- Double digit EBIT and EPS growth versus prior year
- Free cash flow of \$80 million or 121% of net income
- Repurchased \$25 million of shares
- Increased repurchase authorization to \$400M
- Full year 2018 outlook: sales growth of 6% – 8% and EPS \$4.70 to \$4.90, up 22% at the mid-point

Preliminary 2019 Sales Outlook

- All end markets up 2%-5%
- Market outperformance 1%-2%
- Foreign exchange slightly unfavorable
- Total WESCO growth: 3%-6%

...double digit operating profit and EPS growth versus prior year in Q3



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