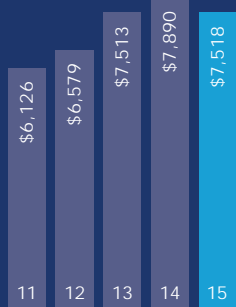


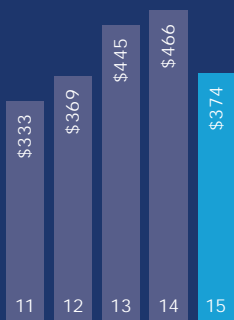
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2015 ANNUAL REPORT

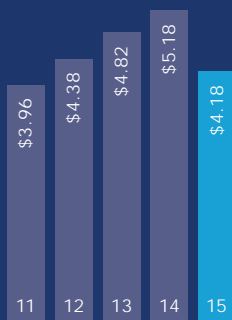
Net Sales (in millions)



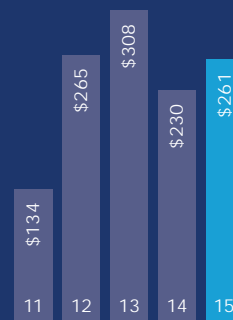
Income from Operations (EBIT)¹ (in millions)



Diluted EPS¹



Free Cash Flow¹ (in millions)



Financial Highlights

Year Ended December 31,

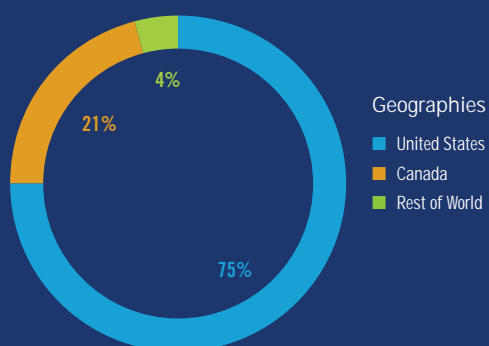
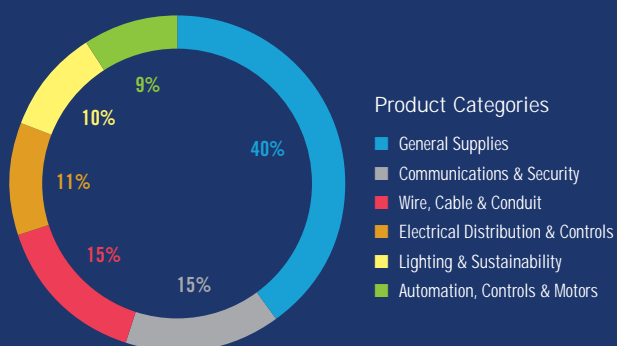
(Dollars in millions except for diluted EPS, financial leverage ratio, and percentages)

	2011	2012	2013	2014	2015
Net sales	\$ 6,126	\$ 6,579	\$ 7,513	\$ 7,890	\$ 7,518
Income from operations (EBIT) ¹	333	369	445	466	374
Net income attributable to WESCO International, Inc. ¹	196	224	254	276	211
Diluted EPS ¹	3.96	4.38	4.82	5.18	4.18
Diluted share count	49.6	51.1	52.7	53.3	50.4
Free cash flow ¹	134	265	308	230	261
Free cash flow as a % of net income ¹	68%	118%	121%	84%	125%
Total debt, including debt discount	825	1,919	1,662	1,586	1,665
Financial leverage ratio ²	2.3	4.7	3.2	3.0	3.8
Stockholders' equity ¹	1,346	1,576	1,765	1,928	1,774
ROIC ¹	11.9%	11.3%	9.9%	10.0%	7.8%

¹ Non-GAAP financial measures are defined and reconciled on pages 100 and 101. 2012 and 2013 exclude the impact of a litigation matter.

² Financial leverage is calculated by dividing total debt, including debt discount, by earnings before interest, taxes, depreciation and amortization (EBITDA), excluding the impact of a litigation matter in 2012 and 2013.

Portfolio



CORPORATE GOVERNANCE



Board of Directors

(left to right)

Robert J. Tarr, Jr.
Professional Director and
Private Investor

Steven A. Raymund
Chairman
Tech Data Corporation

Lynn M. Utter
Former President and
Chief Operating Officer
Knoll Office

Sandra Beach Lin
Former Chief Executive Officer
Calisolar, Inc.

John K. Morgan
Former Chairman, President,
and Chief Executive Officer
Zep, Inc.

John J. Engel
Chairman, President, and
Chief Executive Officer
WESCO International, Inc.

James J. O'Brien
Former Chairman and
Chief Executive Officer
Ashland Inc.

James L. Singleton
Chairman and
Chief Executive Officer
Cürex Group Holdings, LLC

Bobby J. Griffin
Former President,
International Operations of
Ryder System, Inc.

Term expires May 2016

Sandra Beach Lin
John J. Engel
James J. O'Brien
Steven A. Raymund
Robert J. Tarr, Jr.
Lynn M. Utter

Term expires May 2017

Bobby J. Griffin
John K. Morgan
James L. Singleton

Executive Officers

(as of April 1, 2016)

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

Timothy A. Hibbard
Vice President and
Corporate Controller

Diane E. Lazzaris
Senior Vice President and
General Counsel

Kenneth S. Parks
Senior Vice President and
Chief Financial Officer

Kimberly G. Windrow
Senior Vice President and
Chief Human Resources Officer

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